



June 2016 OTAB Report Sales Report July 26, 2016

June 2016 Leads:

- 11 total leads requiring sleeping rooms (Down 1 from 2015)
- 3,156 total room nights sent via leads (Down 1,982 room nights compared to 2015)
- 37 total SFCCC space only leads without sleeping rooms (UP 15 SFCCC leads from 2015)

June 2016 Confirmed Leads:

- 5 Definite Booking (Down 2 Confirmed booking to 2015)
- 2,132 Definite Room Nights (UP 809 room nights over 2015)
- 14 Definite SFCCC space only leads (UP 8 SFCCC bookings from 2015)

June 2015 Leads:

- 12 total leads requiring sleeping rooms
- 5,138 total room nights sent via leads
- 22 total SFCCC space only leads without sleeping rooms

June 2015 Confirmed Leads:

- 7 Definite Booking
 - 1,360 Definite Room Nights
 - 6 Definite Groups without sleeping rooms
-

2016 YTD Leads:

- 99 total leads requiring sleeping rooms (UP 17 leads compared to STLY 2015)
- 31,710 total room nights sent via leads (UP 1,735 room night compared to STLY 2015)
- 174 total SFCCC space only leads without sleeping rooms (Down 10 SFCCC leads STLY 2015)

2016 YTD Definite:

- 65 Definite Booking (Up 23 Confirmed booking to STLY 2015)
- 20,364 Definite Room Nights (UP 7,571 room night over STLY 2015)
- 119 Definite SFCCC space only leads (UP 13 SFCCC bookings STLY 2015)

2015 YTD Leads:

- 82 total leads requiring sleeping rooms
- 29,975 total room nights sent via leads
- 184 total SFCCC space only leads without sleeping rooms

2015 YTD Definite:

- 42 Definite Booking
- 12,793 Definite Room Nights
- 106 Definite SFCCC space only leads

Tradeshow updates:

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

- Sales Manager April Gallegos attended on behalf of the City, no hotel partners joined
- Met with 17 qualified meeting planners
- Already have one planner preparing an RFP for Spring 2018 and this planner will be attending Sept FAM
- Cvent-based educational classes were also attended for training on best practices for the relationship between hotel partners, TOURISM Santa Fe, and Cvent
- Full [Trip Report](#) prepared April Gallegos

August 13-16, 2016 | ASAE Annual Meeting & Expo, Salt Lake City, UT

- Joellyn Baca will be attending
- Inn & Spa at Loretto, Eldorado, La Fonda, and Drury will be joining as well
- Double booth purchased due to number of event/meeting planners and the number of hotel partners joining
- ASAE is an organization comprised of various professional associations, which are a primary source of group business for Santa Fe. This event is ASAE's largest event of the year and brings together decision makers from association organizations and meeting and event planning professionals

Pace Report

FAM Update –

- July
 - [July Agenda](#) [July Attendees](#)
 - 7 hotel partners scheduled to attend
 - 8 planners attended with a targeted focus on TX and CA planners
- September
 - [September Agenda](#) [September Attendees](#) (as of 7/18/16)
 - 8 hotel partners scheduled to attend
 - 11 planners currently scheduled to attend

New CSM

- Training on new system
 - Vendor has already provided a login for demo system utilizing "play" data for staff to undergo self-training
 - Vendor in SF to provide full training on new system Aug 2-5, 2016. Vendor will also assist in providing training to hotel partners during this time as well
- Maintain access to old system through Aug 31, 2016 for crossover and data migration



Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

For Tentative Status from Jun 1, 2016 to Jun 30, 2016

April Gallegos (1)
Association for Child Psychoanalysis, Inc
2018 Annual Meeting [3696]

Total for Manager

David A. Carr (1)
LANL Center For Nonlinear Studies
Center For Nonlinear Studies Seminar [3855]

Total for Manager

Joellyn Baca (5)
American College of Oral and Maxillofacial Surgeons
ACOMS 2019 Annual Conference [3873]
American Society of Crime Laboratory Directors
ASCLD Symposium 2020 [3853]
American Society of Mechanical Engineers (ASME)
2018 Annual Meeting [3866]

National Library Service for the Blind and Physically Handicapped
NLS - Joint Western/Southern States Conference of Librarians [3869]
Poteet-Dickerson Art Group
Poteet-Dickerson Art Tour [3879]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/01/2018	06/13/2016	120	213	69,225
		120	213	69,225
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/19/2016	06/10/2016	500	0	0
		500	0	0
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/04/2019	06/23/2016	169	0	113,750
03/27/2020	06/08/2016	450	0	487,500
06/07/2018	06/21/2016	200	0	251,875
05/08/2017	06/21/2016	65	0	63,375
04/20/2017	06/27/2016	30	0	48,750

April Gallegos (1)

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		914	0	965,250

Rosalina Grace (14)

Democratic Party of New Mexico

Democratic Party of New Mexico 2017 [3854]

Hilton of Santa Fe

Hilton Honor [3867]

Mayor's Office / City of Santa Fe

Mayor's Senior Volunteer Recognition Celebration 2016 [3858]

Michael Baten

Michael Baten Dinner/Reception [3847]

QUINCEANERA

Mariscal Quinceanera [3874]

Santa Fe Community College

Early Childhood Policy Conference [3857]

Santa Fe Japanese Inter-Cultural Network

Japanese Cultural Festival 13th Annual Santa Fe JIN 2017 [3779]

Santa Fe Public Schools

Academy At Larrogoite [3849]

Santa Fe High School Robing 2017 [3848]

The Food Depot

Souper Bowl 2018 [3861]

WEDDINGS

Denise Rojo Wedding Reception [3876]

Kilkenny Wedding Reception [3875]

Lugo & Salazar Wedding Reception [3856]

M & J Boutique Wedding Reception [3870]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
01/17/2017	06/10/2016	500	0	0
10/28/2016	06/21/2016	85	0	0
04/18/2017	06/14/2016	400	0	26,000
09/17/2016	06/03/2016	100	0	2,500
07/01/2017	06/24/2016	500	0	12,500
10/01/2016	06/13/2016	150	0	0
04/28/2017	06/30/2016	2,000	0	0
05/16/2017	06/03/2016	0	0	0
05/15/2017	06/03/2016	500	0	32,500
01/27/2018	06/15/2016	2,000	0	50,000
10/14/2017	06/27/2016	500	0	12,500
05/13/2017	06/27/2016	250	0	6,250
09/10/2016	06/13/2016	150	0	3,750
10/15/2016	06/22/2016	300	0	7,500
		7,435	0	153,500

Stephanie Scrimshaw (13)

Arts Commission / City of Santa Fe

Cultural Working Group [3859]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/21/2016	06/14/2016	13	0	0

April-Gatagos (1)					
City Attorney's Office / City of Santa Fe					
<u>BDD Meeting</u> [3871]	06/30/2016	06/22/2016	8	0	0
<u>City/County Mediation</u> [3863]	07/28/2016	06/17/2016	30	0	0
Envision					
<u>Envision Speaker Program</u> [3878]	10/19/2016	06/28/2016	150	0	1,500
Human Resources / City of Santa Fe					
<u>Employee Benefits Open Enrollment</u> [3846]	06/13/2016	06/01/2016	50	0	0
ITT / City of Santa Fe					
<u>Community Development Project Demos Rooms 1 & 2</u> [3877]	07/25/2016	06/27/2016	25	0	0
Mayor's Office / City of Santa Fe					
<u>Mayor's Q + A w/ League of Women Voters</u> [3862]	08/11/2016	06/17/2016	30	0	0
Santa Fe Community Convention Center					
<u>Short Term Rental Public Meeting</u> [3851]	06/15/2016	06/08/2016	75	0	0
<u>Short Term Rental Public Meeting</u> [3852]	06/29/2016	06/08/2016	75	0	0
Tourism Santa Fe CVB/City of Santa Fe					
<u>FAM Reception</u> [3872]	07/12/2016	06/23/2016	25	0	0
<u>NM DOT Meeting</u> [3864]	06/22/2016	06/20/2016	40	0	0
<u>Test Fam</u> [3880]	06/30/2016	06/29/2016	20	0	0
<u>Zozobra Neighborhood and Merchant Meeting</u> [3868]	07/11/2016	06/21/2016	100	0	0
Total for Manager			641	0	1,500
Grand Total(34)			9,610	213	1,189,475

TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

For Lead Status from Jun 1, 2016 to Jun 30, 2016

April Gallegos (1)

The University of Texas Institute for Geophysics
18th International Seismix Symposium [3850]

Total for Manager

David A. Carr (4)

Center for Emergent Diplomacy
ECOS [3526]
LANL Center For Nonlinear Studies
Center For Nonlinear Studies Seminar [3855]
Los Alamos National Laboratory (LANL)
Temperature Measurements under Extremes [3881]
Podium Conference Specialists
Society for the Neural Control of Movement (NCM) [3860]

Total for Manager

Joellyn Baca (4)

American College of Oral and Maxillofacial Surgeons
ACOMS 2019 Annual Conference [3873]
American Society of Mechanical Engineers (ASME)
2018 Annual Meeting [3866]
National Library Service for the Blind and Physically Handicapped

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/10/2018	06/03/2016	180	750	243,750
		180	750	243,750

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/07/2017	10/06/2015	0	-50	-16,250
09/19/2016	06/10/2016	500	0	0
09/28/2016	06/29/2016	35	15	4,875
04/21/2018	06/15/2016	325	840	273,000
		860	805	261,625

~~April-Gallegos (1)~~

NLS - Joint Western/Southern States Conference of Librarians [3869]

Poteet-Dickerson Art Group

Poteet-Dickerson Art Tour [3879]

Total for Manager

Kim Harmon (2)

Allied Solutions

Allied Solutions Client Roundtable Meeting [3845]

National Council of State Boards of Nursing

NCSBN Board of Directors Retreat 2016 [3865]

Total for Manager

Rosalina Grace (21) 9

Adela & Sergio Castillo

Gabriella Castillo Quinceanera [3662]

Democratic Party of New Mexico

~~Democratic Party of New Mexico 2017 [3854]~~ Dup

Los Alamos Women In Science

LAWIS/EYH 2017 [3713]

Mayor's Office / City of Santa Fe

~~Mayor's Senior Volunteer Recognition Celebration 2016 [3858]~~ Dup

Michael Baten

~~Michael Baten Dinner/Reception [3847]~~ Dup

~~Michael Baten Dinner/Reception [3847]~~ Dup

QUINCEANERA

~~Mariscal Quinceanera [3874]~~ Dup

Santa Fe Area Home Builders Association

Santa Fe Home & Remodeling Show 2017 [2779]

Santa Fe Home & Remodeling Show 2018 [3265]

Santa Fe Community College

~~Early Childhood Policy Conference [3857]~~ Dup

Santa Fe Community Orchestra

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/08/2017	06/21/2016	65	195	63,375
04/20/2017	06/27/2016	30	150	48,750
464		1,470	477,750	

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/05/2017	06/01/2016	45	80	26,000
10/23/2016	06/20/2016	17	51	16,575
62		131	42,575	

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/03/2017	06/14/2016	300	0	7,500
04/17/2017	06/10/2016	500	0	0
03/09/2017	03/03/2016	0	0	0
04/18/2017	06/14/2016	400	0	26,000
09/17/2016	06/03/2016	0	0	-4,000
09/17/2016	06/03/2016	100	0	6,500
06/30/2017	06/24/2016	500	0	12,500
03/10/2017	03/21/2014	0	0	0
03/09/2018	06/29/2016	2,000	0	130,000
10/01/2016	06/13/2016	150	0	0

April Gallegos (1)									
SF Community Orchestra Concert & Dance Gala 2018 [2856]	02/10/20-8	06/01/2016	500	0	12,500				
Santa Fe Fiesta, Inc									
2017 Offices for Fiestas [895]	09/01/20-7	06/08/2016	200	0	0				
Santa Fe Japanese Inter-Cultural Network									
Japanese Cultural Festival-14th Annual Santa Fe JIN 2018 [3780]	04/13/20-8	04/07/2016	0	0	0				
Santa Fe Public Schools									
Academy At Larrogoite [3849]	05/16/2017	06/03/2016	0	0	0				
Santa Fe & Capital High Awards Banquet 2017 [3840]	05/08/2017	05/26/2016	0	0	0				
Santa Fe & Capital High Awards Banquet 2017 [3840]	05/10/2017	05/26/2016	0	0	0				
Santa Fe High School Robing 2017 [3848]	05/15/2017	06/03/2016	500	0	32,500				
The Food Depot									
Souper Bowl 2017 [2716]	01/21/2017	03/28/2016	0	0	0				
Souper Bowl 2018 [3861]	01/27/2018	06/15/2016	2,000	0	50,000				
WEDDINGS									
Denise Rojo Wedding Reception [3876]	10/14/2017	06/27/2016	500	0	12,500				
Kilkenny Wedding Reception [3875]	05/13/2017	06/27/2016	250	0	6,250				
Lugo & Salazar Wedding Reception [3856]	09/10/2016	06/13/2016	150	0	3,750				
M & J Boutique Wedding Reception [3870]	10/15/2016	06/22/2016	300	0	7,500				
Total for Manager			8,350	0	303,500				

Stephanie Scrimshaw (3)									
Envision									
Envision Speaker Program [3878]	10/19/2016	06/28/2016	150	0	1,500				
Santa Fe Community Convention Center									
Short Term Rental Public Meeting [3851]	06/15/2016	06/08/2016	75	0	0				
Short Term Rental Public Meeting [3852]	06/29/2016	06/08/2016	75	0	0				
Total for Manager			300	0	1,500				
Grand Total(35)			10,216	3,156	1,330,700				

TOURISM

SANTA FE

Prepared On: 07/21/2016
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Leads By User

For Confirmed Status from Jun 1, 2016 to Jun 30, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2017 [3092]	05/29/2017	06/23/2016	0	907	294,775
Wilderness & Travel Medicine 2017 [3092]	05/29/2017	06/23/2016	500	0	0
Total for Manager			500	907	294,775
David A. Carr (2)					
University of New Mexico UNM					
American Quaternary Association 2016 Biannual Meeting [3025]	06/28/2016	03/19/2015	0	0	0
National Association of College & University Food Services (NACUFS) [3432]	03/12/2017	06/13/2016	600	476	154,700
Total for Manager			600	476	154,700
Joellyn Baca (2)					
Redwood Media Group / Art Santa Fe					
Art Santa Fe Contemporary and International Art Fair - 2016 [2475]	07/03/2016	06/08/2016	1,000	72	10,000
The American Academy of Psychotherapists					
AAP Annual Institute and Conference 2017 [3774]	10/15/2017	06/29/2016	300	677	220,025
Total for Manager			1,300	749	230,025

April Gallegos (1)

Melanie Moore (1)

Fire Department / City of Santa Fe

Healthy Kids Celebration and Family Fun Day [3504]

Total for Manager

Rosalina Grace (2)

Congregation Beit Tikva

Congregation Beit Tikva Concert/Dinner [3689]

Michael Baten

Michael Baten Dinner/Reception [3847]

Total for Manager

Stephanie Scrimshaw (11)

Arts Commission / City of Santa Fe

Category C Panel Reviews [3838]

Cultural Working Group [3859]

City Attorney's Office / City of Santa Fe

BDD Meeting [3871]

Envision

Envision Speaker Program [3878]

Human Resources / City of Santa Fe

Employee Benefits Open Enrollment [3846]

Mayor's Office / City of Santa Fe

Mayor's Q + A w/ League of Women Voters [3862]

Santa Fe Community Convention Center

Short Term Rental Public Meeting [3851]

Short Term Rental Public Meeting [3852]

Tourism Santa Fe CVB/City of Santa Fe

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/17/2016	02/03/2016	0	0	62,500
		0	0	62,500
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
08/28/2016	06/06/2016	200	0	13,000
09/17/2016	06/30/2016	100	0	2,500
		300	0	15,500
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/29/2016	06/02/2016	50	0	0
06/21/2016	06/16/2016	13	0	0
06/30/2016	06/22/2016	8	0	0
10/19/2016	06/27/2016	150	0	1,500
06/13/2016	06/01/2016	50	0	0
08/11/2016	06/20/2016	30	0	0
06/15/2016	06/08/2016	75	0	0
06/29/2016	06/08/2016	75	0	0

April Gallegos (1)

FAM Reception [3872]

NM DOT Meeting [3864]

Zozobra Neighborhood and Merchant Meeting [3868]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/12/2016	06/23/2016	25	0	0
06/22/2016	06/20/2016	40	0	0
07/11/2016	06/21/2016	100	0	0
		616	0	1,500
		3,316	2,132	759,000

Total for Manager

Grand Total(19)

TOURISM

SANTA FE

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Leads By User

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

David A. Carr (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Kesselman-Jones Inc					
<u>International Society for Aerosols in Medicine Congress 2017 [3383]</u>	06/02/2017	06/22/2015	350	0	308,750
University of New Mexico UNM					
<u>The 14th ISDCI Congress [3377]</u>	06/17/2018	06/17/2015	400	1,700	552,500
Total for Manager			750	1,700	861,250
Joellyn Baca (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Association for Clinical Chemistry					
<u>May 2016 BOD Meeting [3395]</u>	05/16/2016	06/30/2015	22	0	25,675
F + W Trade Show and Events					
<u>Bead Fest 2017 [3369]</u>	03/22/2017	06/08/2015	2,000	385	20,000
State Education Editors					
<u>Annual Joint Meeting [3382]</u>	06/05/2016	06/22/2015	100	0	91,000
Total for Manager			2,122	385	136,675
Kim Harmon (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Virginia Tech Continuing Professional Education					
<u>CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]</u>	06/18/2016	06/11/2015	600	950	308,750
Total for Manager			600	950	308,750

David A. Carr (2)					
Melanie Moore (6)					
Christus St Vincent Regional Medical Center					
<u>Christus Holiday Party 2016</u> [3368]					
Mayor's Office / City of Santa Fe					
<u>City Council Meeting - AUG 5</u> [3390]					
<u>City Council Meeting - JULY 15</u> [3371]					
<u>City Council Meeting - SEP 2</u> [3391]					
The Kiwanis Club of Santa Fe					
<u>Zozobra w/ Downtown Merchants</u> [3397]					
Transportation / City of Santa Fe					
<u>NMPTA Board of Directors</u> [3385]					
Total for Manager					
			2,153	0	78,400

Rosalina Grace (13)					
Alicia Montoya					
<u>Wedding Reception Alicia & Mike Montoya</u> [3394]					
City Attorney's Office / City of Santa Fe					
<u>City Attorney's: Vehicle Forfeiture Conference</u> [3375]					
Contemporary Hispanic Market					
<u>Contemporary Hispanic Market Preview 2015</u> [2992]					
Gisselle Ortega					
<u>Ortega Quincenera</u> [3372]					
Jeanette Romero					
<u>Romero Memorial Reception</u> [3392]					
Justin Lee Law Firm					
<u>Mediation</u> [3374]					
Mario Marcial					
<u>Marcial Quincenera</u> [3370]					
Monte del Sol Charter School					
<u>Monte del Sol Graduation 2016</u> [3378]					
Naomi Marintez					
<u>Martinez Reception</u> [3381]					
New Mexico School for the Arts					
			0	0	0

David A. Carr (2)

NM School for the Arts Graduation 2016 [3379]

Nick Salazar

Salazar Wedding Reception [3384]

Noelle Maestas

Maestas Wedding Reception [3373]

Southwestern College

Annual Transformation & Healing Conference 2016 [3367]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/24/2016	06/17/2015	600	0	15,000
09/26/2015	06/24/2015	150	0	3,750
09/26/2015	06/09/2015	300	0	7,500
08/27/2016	06/03/2015	500	0	0
		4,255	0	122,325
		9,880	3,035	1,507,400

Total for Manager

Grand Total(25)

TOURISM

SANTA FE

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Leads By User

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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
David A. Carr (5)					
Kesselman-Jones Inc					
<u>International Society for Aerosols in Medicine Congress 2017 [3383]</u>	06/02/2017	06/23/2015	350	950	308,750
Society of American Travel Writers					
<u>2016 SATW Western Chapter Meeting [3386]</u>	04/03/2016	06/24/2015	50	150	29,850
United States Martial Arts Hall of Fame					
<u>The United States Martial Arts Hall of Fame - Annual Conference [3387]</u>	06/21/2016	06/24/2015	150	285	92,625
University of New Mexico UNM					
<u>Consortium for Materials Properties Research in Earth Sciences - COMPRES [3347]</u>	07/09/2017	05/13/2015	0	75	24,375
<u>The 14th ISDCI Congress [3377]</u>	06/17/2018	06/18/2015	400	1,325	430,625
Total for Manager			950	2,785	886,225

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Joellyn Baca (4)					
American Association for Clinical Chemistry					
<u>May 2016 BOD Meeting [3395]</u>	05/16/2016	06/30/2015	22	79	25,675
Booz Allen Hamilton					
<u>U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]</u>	10/13/2015	06/30/2015	60	135	43,875
F + W Trade Show and Events					
<u>Bead Fest 2017 [3369]</u>	03/22/2017	06/08/2015	2,000	370	20,000
State Education Editors					
<u>Annual Joint Meeting [3382]</u>	06/05/2016	06/22/2015	100	280	91,000

David A. Carr (5)

Total for Manager

Kim Harmon (3)

CEDAR-Coupling, Energetics and Dynamics of Atmospheric R

CEDAR-GEM Joint Workshop 2016 [3017]

National Scholarship Providers Association (NSPA)

NSPA Annual Conference 2016 [3393]

Virginia Tech Continuing Professional Education

CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]

Total for Manager

Melanie Moore (1)

Mayor's Office / City of Santa Fe

City Council Meeting - JULY 22 [3388]

Total for Manager

Rosalina Grace (1) 2

Alicia Montoya

~~Wedding Reception Alicia & Mike Montoya [3394]~~ *Dup*

City Attorney's Office / City of Santa Fe

~~City Attorney's Vehicle Forfeiture Conference [3375]~~ *Dup*

Contemporary Hispanic Market

~~Contemporary Hispanic Market Preview 2015 [2992]~~ *Dup*

Gisselle Ortega

~~Ortega Quincenera [3372]~~ *Dup*

Justin Lee Law Firm

~~Mediation [3374]~~ *Dup*

Mario Marcial

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
		2,182	864	180,550
Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/19/2016	08/21/2014	0	107	34,775
10/08/2016	06/26/2015	425	705	229,125
06/18/2016	06/15/2015	600	677	220,025
		1,025	1,489	483,925
Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
07/22/2015	06/26/2015	500	0	0
		500	0	0
Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/21/2016	06/29/2015	0	0	0
09/02/2015	06/11/2015	130	0	0
07/24/2015	06/05/2015	800	0	52,000
03/05/2016	06/09/2015	350	0	8,750
06/15/2015	06/11/2015	0	0	0

David A. Carr (5)~~Marcial Quincenera [3370]~~

Dup

Naomi Marintez

Martinez Reception [3381]

Nick Salazar~~Salazar Wedding Reception [3384]~~

Dup

Noelle Maestas~~Maestas-Wedding Reception [3373]~~

Dup

Santa Fe Japanese Inter-Cultural Network

Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]

Southwestern College~~Annual Transformation & Healing Conference 2016 [3367]~~

Dup

Total for Manager**2,505 0 78,875****Grand Total(24)****7,162 5,138 1,629,575**

TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

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

David A. Carr (2)

National Association of Attorneys General

NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]

New Mexico Dental Foundation

New Mexico Mission of Mercy [3036]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/16/2015	06/22/2015	0	158	51,350
04/06/2016	05/29/2015	0	50	16,250
		0	208	67,600

Joellyn Baca (1)

Physician Insurers Association of America

2016 PIAA Corporate Counsel Workshop [3366]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/19/2016	06/22/2015	40	86	27,950

Total for Manager

		40	86	27,950
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Kim Harmon (4)

American Institute of Medical Education

Creativity and Madness 2015 [2015]

Friends of SaddleBrooke Libraries

Santa Fe Tour 2016 [3343]

Tourism Santa Fe CVB/City of Santa Fe

FAM Welcome Reception [3332]

Wilderness & Travel Medicine

Wilderness & Travel Medicine 2016 [3091]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/26/2015	11/26/2014	0	360	117,000
04/25/2016	06/26/2015	50	108	21,492
06/23/2015	06/01/2015	30	0	0
05/23/2016	06/08/2015	500	598	194,350

~~David A. Carr (2)~~

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		580	1,066	332,842

Melanie Moore (4)

Blue Rooster

Friends of Dorothy & Santa Fe Pride [2928]

Friends of Dorothy & Santa Fe Pride [2928]

Mayor's Office / City of Santa Fe

City Council Meeting - JULY 22 [3388]

Public Utilities Department / City of Santa Fe

Children's Water Fiesta - FALL 2015 [3355]

Tourism Santa Fe CVB/City of Santa Fe

Randy's Meeting [3279]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/26/2015	06/02/2015	0	0	0
06/27/2015	06/02/2015	200	0	5,000
07/22/2015	06/26/2015	500	0	0
09/29/2015	06/01/2015	600	0	0
06/26/2015	03/27/2015	-14	0	0
		1,286	0	5,000

Rosalina Grace (2)

United States District Court

Naturalization Swearing-in Ceremony 2015 [3198]

YouthWorks

Mayors Ball YouthWorks & Boys & Girls Club [3264]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/03/2015	06/30/2015	500	0	12,500
11/14/2015	06/17/2015	550	0	35,750
		1,050	0	48,250

Grand Total(13)

2,956	1,360	481,642
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TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

For Tentative Status from Jan 1, 2016 to Jun 30, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (16)					
2017 WEG Conference					
<u>2017 WEG Conference</u> [3642]	09/07/2017	01/11/2016	245	0	241,475
Association for Child Psychoanalysis, Inc					
2018 Annual Meeting [3696]	05/01/2018	06/13/2016	120	213	69,225
Event Lounge					
Zoes Kitchen General Managers Conference [3767]	03/19/2017	03/30/2016	0	0	351,000
Zoes Kitchen Sales Conference [3768]	04/30/2017	03/30/2016	0	0	51,350
Global Peace Forum					
Global Peace Forum [3831]	10/22/2017	05/20/2016	2,500	0	0
Hotels for Hope					
Fest Forums [3757]	06/01/2017	03/24/2016	0	0	0
Location Solvers					
Association of Attorney Mediators 2017 Annual Conference [3824]	04/06/2017	05/16/2016	100	0	37,375
Lubbock Chamber of Commerce					
Board Retreat [3710]	07/28/2016	03/23/2016	25	74	24,050
MOTIF Sites, Meetings & Events					
Mercury Insurance Annual Sales Meeting [3727]	01/21/2018	03/09/2016	225	0	365,625
Mercury Insurance Managers' Retreat [3726]	04/09/2018	03/09/2016	80	0	104,000
Mercury Insurance Sales Managers' Meeting [3725]	11/06/2017	03/09/2016	20	0	26,000
Oregon State University					
Annual Meeting [3722]	11/01/2016	03/08/2016	90	0	39,000
Pacific Dermatological Association					
PDA2018 [3808]	08/07/2018	05/02/2016	250	0	169,000

April Gallegos (16)**Pacific Educational Group**Pacific Educational Group Seminar [3685]**USS Ajax Reunion Association**USS Ajax Reunion [3798]**Utah State University - Conference Services**Society for Freshwater Science Annual Meeting [3803]**Total for Manager****Convention Center Operations (2)****Land Use Department / City of Santa Fe**Planning Commission Meeting [3687]**Presbyterian Healthcare Services**Governor's Prayer Breakfast 2017 [3697]**Total for Manager****David A. Carr (10)****American Institute of Medical Education**Women of Resilience [3751]**Big Mountain Enduro**Big Mountain Enduro [3706]**Center for Action and Contemplation**CAC Intimacy: Lecture [3771]**High Flyers Gymnastics**2017 Pojoaque Invitational [3708]**Jazz Pharmaceuticals**Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting [3640]**LANL - Ultrafast Imaging Workshop**LANL - Ultrafast Imaging Workshop [3773]**LANL Center For Nonlinear Studies**Center For Nonlinear Studies Seminar [3855]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/05/2016	03/07/2016	160	105	34,125
06/10/2018	04/18/2016	75	0	39,000
05/17/2019	04/25/2016	1,000	0	739,700
		4,890	392	2,290,925

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/03/2016	02/15/2016	62	0	0
01/25/2017	02/23/2016	500	0	32,500
		562	0	32,500

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/19/2017	03/22/2016	450	0	0
05/18/2016	02/29/2016	300	760	247,000
03/29/2017	04/01/2016	2,000	0	520,000
02/23/2017	03/01/2016	1,800	0	216,125
11/15/2016	01/08/2016	30	60	19,500
08/01/2016	04/04/2016	60	0	29,250
09/19/2016	06/10/2016	500	0	0

April Gategos (16)

Light Harmonics Institute

Light Harmonics 2016 [3749]

Los Alamos National Laboratory (LANL)

LANL Study Session [3707]

National Math Association/ Imagine Education

Midschool Math 2017 [3695]

Total for Manager

Joellyn Baca (16)

Academic and Business Research Institute (AABRI)

AABRI Fall 2016 Conference [3714]

AHR Site Selection Solution

Ironworkers Labor Management Meeting [3659]

American College of Oral and Maxillofacial Surgeons

ACOMS 2019 Annual Conference [3873]

American Society of Crime Laboratory Directors

ASCLD Symposium 2020 [3853]

American Society of Landscape Architects

2016 LAAB Summer Meeting [3673]

American Society of Mechanical Engineers (ASME)

2018 Annual Meeting [3866]

Collegiate and Professional Sports Dietitians Association

10th CPSDA Annual Meeting and Symposium [3664]

Global Mural Arts & Culture Tourism Association

2017 Global Mural Seminar [3732]

Greater Santa Fe Film Office

Production Name - An Ideal Home [3775]

Just Lovely Weddings

Cribb/Dillon Wedding [3643]

National Library Service for the Blind and Physically Handicapped

NLS - Joint Western/Southern States Conference of Librarians [3869]

Poteet-Dickerson Art Group

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/07/2016	03/22/2016	200	0	34,125
03/22/2016	02/29/2016	15	0	150
02/28/2017	02/22/2016	500	0	0
		5,855	820	1,066,150

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/28/2016	03/03/2016	25	0	19,500
06/27/2016	01/25/2016	16	31	10,075
04/04/2019	06/23/2016	169	0	113,750
03/27/2020	06/08/2016	450	0	487,500
07/21/2016	02/02/2016	14	39	12,675
06/07/2018	06/21/2016	200	0	251,875
05/15/2018	01/27/2016	350	0	143,000
09/17/2017	03/11/2016	50	0	30,875
04/18/2016	04/05/2016	30	0	217,100
06/25/2016	01/11/2016	150	10	3,250
05/08/2017	06/21/2016	65	0	63,375

April Gallegos (16)

Poteet-Dickerson Art Tour [3879]

Society of Hospital Medicine

SHM January 2017 Board Meeting [3777]

The Optical Society

International Conference on Ultrafast Phenomena [3686]

U.S. Department of Interior

U.S. Dept. of Interior - Secretary's Indian Water Rights Office [3709]

United Methodist Higher Education Foundation

UMHEF Annual Board of Trustees Meeting [3721]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/20/2017	06/27/2016	30	0	48,750
01/24/2017	04/06/2016	24	0	7,150
07/16/2016	02/12/2016	350	0	151,125
10/18/2016	03/02/2016	60	100	32,500
09/13/2017	03/08/2016	50	0	48,100
		2,033	180	1,640,600

Kim Harmon (1)

Western Association of College & University Business Officers (WACUBO)

WACUBO Board Meeting June 2016 [3763]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/05/2016	03/29/2016	20	0	14,625
		20	0	14,625

Melanie Moore (15)

AMP Concerts Santa Fe

Concert: Kacey Musgraves [3646]

Guitar Legends Tour [3658]

Arts Commission / City of Santa Fe

Arts Commission - Grantee Meeting [3650]

Arts Commission Meeting [3682]

Sister Cities Meetings [3629]

Christus St Vincent Regional Medical Center

Christus / Fire Dept. Healthy Kids 2018 [3633]

City Clerks Office/City of Santa Fe

Judge Yalman [3644]

City Manager's Office / City of Santa Fe

City Manager Meeting [3645]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/24/2016	01/13/2016	1,800	0	45,000
04/13/2016	01/25/2016	1,800	0	45,000
02/02/2016	01/15/2016	50	0	0
02/12/2016	02/11/2016	20	0	0
01/13/2015	01/04/2016	12	0	0
07/13/2018	01/05/2016	3,000	0	75,000
03/03/2016	01/12/2016	150	0	0
01/14/2016	01/13/2016	6	0	0

April Gallegos (16)

City Manager Meeting [3672]

Geronimo Restaurant

Eric DiStefano Memorial [3681]

Housing & Community Development / City of Santa Fe

Fair Housing Training [3637]

ITT / City of Santa Fe

INFO Tech Service Desk Impl. [3667]

Mayor's Office / City of Santa Fe

Mayor's Press Conference Public Banking [3631]

Mayor's Q + A w/ League of Women Voters [3647]

Tourism Santa Fe CVB/City of Santa Fe

Short Term Rental Meeting [3649]

Total for Manager

Rosalina Grace (82)

100th Bill Party

2016 100th Bill Party [3668]

ACCESS Destination Services

Meeting [3822]

Adela & Sergio Castillo

Gabriella Castillo Quinceanera [3662]

AMP Concerts Santa Fe

Concert: Gipsy Kings [3783]

An Ideal Home Productions LLC

Ideal Home [3800]

Angelica Murillo

Murillo and Roybal Wedding Reception [3627]

April Dolkar

Tabitan Speaker [3830]

Arts Commission / City of Santa Fe

Mayor's Recognition For Excellence in The Arts 2016 [3653]

Association of Commerce and Industry

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/09/2016	02/02/2016	6	0	0
02/15/2016	02/10/2016	800	0	20,000
03/01/2016	01/07/2016	40	0	0
02/22/2016	01/29/2016	12	0	0
01/13/2016	01/05/2016	30	0	0
02/16/2016	01/13/2016	30	0	0
01/28/2016	01/13/2016	150	0	0
		7,906	0	185,000

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/12/2016	01/29/2016	650	0	16,250
05/06/2017	05/12/2016	160	0	0
06/03/2017	01/27/2016	300	0	7,500
09/03/2016	04/08/2016	1,800	0	45,000
05/11/2016	04/20/2016	0	0	0
01/28/2017	01/04/2016	350	0	22,750
07/10/2016	05/20/2016	100	0	0
10/19/2016	01/21/2016	250	0	0

April Gallegos (16)Association of Commerce & Industry Breakfast 2016 [3760]**Brenda Chavez**Chavez-Vega Quinceanera [3702]**Brian F Egolf**Rep. Egolf and Sen. Wirth Town Hall Mtg [3628]**Christus St Vincent Regional Medical Center**Christus / Fire Dept. Healthy Kids 2017 [3626]**City of Santa Fe**City Manager's Office/IT Training [3701]ITT Training/ITSM Cherwell Demonstration [3825]**CKI Events, LLC**Speaking Panel/Reception [3632]**CMRR Project**CMRR Project Christmas Party [3806]**CONCERTS**Christian Concert [3754]**Congregation Beit Tikva**Congregation Beit Tikva Concert/Dinner [3689]**Contemporary Hispanic Market**Contemporary Hispanic Market Preview 2019 [3735]**Defense Nuclear Facilities Safety Board**DNFSB Over Site Board Meeting [3638]**Democratic Party of New Mexico**Democratic Party of New Mexico 2017 [3854]**Gaon Institute**Passover Event [3690]**Gina Branch**Gallegos and Branch Wedding Reception [3661]**GRADUATION PARTIES**Sena Graduation Party [3829]**Hilton of Santa Fe**Hilton Honor [3867]**Lanell Tweddle**Roybal and Archuleta Wedding [3679]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
01/24/2017	03/28/2016	120	0	3,000
04/29/2017	02/26/2016	400	0	10,000
01/13/2016	01/04/2016	125	0	1,250
06/02/2017	01/04/2016	3,000	0	75,000
04/25/2016	02/26/2016	15	0	0
05/24/2016	05/17/2016	50	0	0
01/27/2016	01/05/2016	100	0	0
12/09/2016	04/28/2016	100	0	6,500
05/13/2017	03/23/2016	1,500	0	37,500
08/28/2016	02/18/2016	200	0	13,000
07/25/2019	03/14/2016	800	0	52,000
03/21/2016	01/07/2016	150	0	1,500
01/17/2017	06/10/2016	500	0	0
04/17/2016	02/18/2016	300	0	0
09/24/2016	01/26/2016	250	0	6,250
07/29/2017	05/19/2016	150	0	3,750
10/28/2016	06/21/2016	85	0	0
12/10/2016	02/08/2016	400	0	26,000

April Gattegos (16)**Los Alamos Women In Science**LAWIS/EYH 2017 [3713]LAWIS/EYH 2018 [3715]**Mario Marcial**Marcial Quincenera [3742]**Mayor's Office / City of Santa Fe**Mayor's Senior Volunteer Recognition Celebration 2016 [3698]Mayor's Senior Volunteer Recognition Celebration 2016 [3858]**Michael Baten**Michael Baten Dinner/Reception [3847]**Monte del Sol Charter School**Monte del Sol Graduation 2017 [3839]Monte del Sol Lunch [3745]**New Energy Economy**How to Let To Go of the World & Love All Things Climate Can't [3770]**New Mexico Department of Cultural Affairs**El Palacio Lowrider Summer Launch Party [3801]**New Mexico Farm & Livestock Bureau**New Mexico Farm & Livestock Bureau 2017 [3693]New Mexico Farm & Livestock Bureau 2018 [3694]**New Mexico Music Review**New Mexico Music Review [3648]**NM Municipal League**2016 District Meeting [3635]**Noemi Jaquez**Jaquez Wedding Ceremony & Reception [3674]**North Central New Mexico Economic Development District Council of Governments**ICIP Training [3720]**North West Regional Educational Co-Op (NWREC)**Teacher Supports Series #2 [3655]**Northern New Mexico Quilt Guild**Quilt Fiesta Santa Fe [3827]**QUINCEANERA**Marcial Quincenera [3797]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/09/2017	03/03/2016	300	0	0
03/02/2018	03/03/2016	300	0	0
02/01/2017	03/18/2016	275	0	6,875
04/04/2016	02/23/2016	400	0	26,000
04/18/2017	06/14/2016	400	0	26,000
09/17/2016	06/03/2016	100	0	2,500
05/24/2017	05/26/2016	800	0	20,000
04/26/2016	03/21/2016	300	0	7,500
05/06/2016	03/31/2016	400	0	4,000
06/03/2016	04/21/2016	1,000	0	25,000
02/07/2017	02/22/2016	1,000	0	25,000
01/23/2018	02/22/2016	1,000	0	25,000
10/22/2016	01/13/2016	750	0	0
03/21/2016	01/06/2016	80	0	800
05/14/2016	02/03/2016	150	0	3,750
04/01/2016	03/08/2016	0	0	0
02/12/2016	01/25/2016	0	0	0
10/04/2018	05/18/2016	500	0	5,000
10/29/2016	04/18/2016	350	0	8,750

April Gallegos (16)Mariscal Quinceanera [3874]Nidia Arias Quinceanera [3837]Rosan Quinceanera [3811]Smith Quinceanera [3719]**Rafael Escamilla Graduation**Rafael Escamilla Graduation [3654]**Sangre de Christo Funeral Fund**10th Annual Mariachi Extravaganza [3787]8th Annual Mariachi Extravaganza [3748]8th Annual Mariachi Extravaganza [3785]9th Annual Mariachi Extravaganza [3786]**Santa Fe Community College**Early Childhood Policy Conference [3857]**Santa Fe Community Foundation**35th Anniversary Birthday Party [3692]**Santa Fe Fiesta, Inc**2017 Baile de Mayo [927]Caballeos Breakfast 2016 [3765]New Years Eve Dinner/Dance 2016 [3733]**Santa Fe Japanese Inter-Cultural Network**Japanese Cultural Festival 13th Annual Santa Fe JIN 2017 [3779]Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]**Santa Fe Public Schools**Academy At Larrogoite [3849]Capital High School Prom 2017 [3782]Capital High School Prom 2018 [3817]Santa Fe & Capital High Awards Banquet 2016 [3728]Santa Fe & Capital High Awards Banquet 2017 [3840]Santa Fe High School Prom 2017 [3814]Santa Fe High School Prom 2018 [3815]Santa Fe High School Robing 2017 [3848]**St. Micheals High School Foundation**Blue Stamped/Calcuta 2018 [3818]**Sustainable Santa Fe Commission**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/01/2017	06/24/2016	500	0	12,500
12/09/2016	05/23/2016	350	0	8,750
03/18/2017	05/04/2016	350	0	8,750
06/17/2017	03/08/2016	200	0	5,000
05/14/2016	01/22/2016	130	0	8,450
08/17/2018	04/11/2016	1,500	0	0
09/03/2016	03/22/2016	1,500	0	0
10/22/2016	04/11/2016	1,500	0	0
08/26/2017	04/11/2016	1,500	0	0
10/01/2016	06/13/2016	150	0	0
07/16/2016	02/19/2016	250	0	16,250
05/06/2017	02/25/2016	500	0	12,500
09/09/2016	03/29/2016	200	0	5,000
12/31/2016	03/11/2016	800	0	20,000
04/28/2017	06/30/2016	2,000	0	0
04/13/2018	04/07/2016	2,000	0	0
05/16/2017	06/03/2016	0	0	0
04/08/2017	04/07/2016	350	0	0
04/21/2018	05/06/2016	350	0	0
05/09/2016	03/10/2016	300	0	19,500
05/08/2017	05/26/2016	450	0	29,250
04/01/2017	05/05/2016	500	0	0
04/28/2018	05/05/2016	500	0	0
05/15/2017	06/03/2016	500	0	32,500
04/21/2018	05/06/2016	300	0	19,500

April Gallegos (16)	
<u>Sustainable Santa Fe Commission Lecture [3832]</u>	
The Food Depot	
<u>Souper Bowl 2018 [3861]</u>	
The Women's International Study Center	
<u>Artists Workshop [3807]</u>	
Toni Ornelas	
<u>Ornelas Wedding Reception [3703]</u>	
WEDDINGS	
<u>Burk Wedding Welcome Reception [3741]</u>	
<u>Denise Rojo Wedding Reception [3876]</u>	
<u>Houghton & Contreras Wedding Reception [3821]</u>	
<u>Kilkenny Wedding Reception [3875]</u>	
<u>Lugo & Salazar Wedding Reception [3856]</u>	
<u>M & J Boutique Wedding Reception [3870]</u>	
<u>Martinez & Sanchez Wedding Reception [3805]</u>	
William Trujillo	
<u>Trujillo Rehearsal Dinner [3828]</u>	

Total for Manager

Stephanie Scrimshaw (37)	
American Institute of Architects - Santa Fe Chapter	
<u>2017 AIA New Mexico Convention [3816]</u>	
Arts Commission / City of Santa Fe	
<u>Arts Commission Category D Review [3826]</u>	
<u>Arts Commission Meeting [3711]</u>	
<u>Category C Panel Reviews [3838]</u>	
<u>Cultural Affairs Working Group [3812]</u>	
<u>Cultural Working Group [3859]</u>	
City Attorney's Office / City of Santa Fe	
<u>BDD Meeting [3871]</u>	
<u>City/County Mediation [3795]</u>	
<u>City/County Mediation [3796]</u>	

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/29/2016	05/20/2016	0	0	0
01/27/2018	06/15/2016	2,000	0	50,000
06/25/2016	04/29/2016	50	0	500
06/11/2016	02/26/2016	65	0	1,625
06/03/2016	03/17/2016	100	0	2,500
10/14/2017	06/27/2016	500	0	12,500
06/10/2017	05/10/2016	200	0	5,000
05/13/2017	06/27/2016	250	0	6,250
09/10/2016	06/13/2016	150	0	3,750
10/15/2016	06/22/2016	300	0	7,500
09/23/2017	04/26/2016	300	0	7,500
07/22/2011	05/18/2016	45	0	2,925
		40,600	0	811,425

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/05/2017	05/05/2016	100	0	0
05/23/2016	05/17/2016	10	0	0
03/25/2016	03/03/2016	20	0	0
06/29/2016	05/25/2016	50	0	0
05/06/2016	05/04/2016	12	0	0
06/21/2016	06/14/2016	13	0	0
06/30/2016	06/22/2016	8	0	0
05/27/2016	04/15/2016	22	0	0
06/03/2016	04/15/2016	22	0	0

April Gallegos (16)City/County Mediation [3863]Presentation by Mackie Meeting [3792]**Envision**Envision Speaker Program [3878]**Finance / City of Santa Fe**Construction Management Meeting [3791]**Greater Santa Fe Restaurant Association**Greater Santa Fe Restaurant Association Meeting [3699]**Housing & Community Development / City of Santa Fe**Film and Digital Media Commission Meeting [3802]RFP Informational Meeting [3810]**Human Resources / City of Santa Fe**Employee Benefits Open Enrollment [3846]**Institute for Brain Potential**IBP Seminar [3675]**ITT / City of Santa Fe**Community Development Project Demos Rooms 1 & 2 [3877]**Land Use Department / City of Santa Fe**Board of Adjustment (BOA) public hearing [3836]**Martinez and Montoya Wedding**Martinez and Montoya Wedding [3740]**Mayor's Office / City of Santa Fe**2017 State of the City [3813]Mayor & the Regional Coalition of LANL Communities [3657]Mayor's Q + A w/ League of Women Voters [3862]**Public Utilities Department / City of Santa Fe**BDD Sediment Mediation [3842]Keep Santa Fe Beautiful [3844]Water Division Mtg-Confidential Settlement Negotiations with OSE [3820]**Santa Fe Community Convention Center**Short Term Rental Public Meeting [3851]Short Term Rental Public Meeting [3852]**Santa Fe Watershed Association**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/28/2016	06/17/2016	30	0	0
05/09/2016	04/14/2016	10	0	0
10/19/2016	06/28/2016	150	0	1,500
05/05/2016	04/14/2016	50	0	0
03/17/2016	02/23/2016	0	0	0
05/03/2016	04/22/2016	18	0	0
05/11/2016	05/04/2016	30	0	0
06/13/2016	06/01/2016	50	0	0
05/13/2016	02/04/2016	180	0	0
07/25/2016	06/27/2016	25	0	0
07/05/2016	05/23/2016	20	0	0
04/08/2017	03/16/2016	400	0	10,000
02/21/2017	05/04/2016	400	0	0
03/11/2016	01/25/2016	30	0	0
08/11/2016	06/17/2016	30	0	0
06/16/2016	05/31/2016	17	0	0
06/16/2016	05/31/2016	20	0	0
05/11/2016	05/10/2016	4	0	0
06/15/2016	06/08/2016	75	0	0
06/29/2016	06/08/2016	75	0	0

April-Gallegos (16)

Santa Fe Watershed Association Meeting [3671]

Tourism Santa Fe CVB/City of Santa Fe

FAM Reception [3793]

FAM Reception [3872]

NM DOT Meeting [3864]

Spring Break Promo Recap Meeting [3784]

Test Fam [3880]

Zozobra Neighborhood and Merchant Meeting [3868]

Wambuiz

Wambuiz Fundraiser [3691]

Total for Manager

Grand Total(179)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/02/2016	02/01/2016	75	0	750
05/10/2016	04/14/2016	27	0	0
07/12/2016	06/23/2016	25	0	0
06/22/2016	06/20/2016	40	0	0
04/21/2016	04/08/2016	50	0	0
06/30/2016	06/29/2016	20	0	0
07/11/2016	06/21/2016	100	0	0
02/21/2016	02/18/2016	150	0	3,750
		2,358	0	16,000
		64,224	1,392	6,057,225

TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (22)					
2017 WEG Conference					
<u>2017 WEG Conference [3642]</u>	09/07/2017	01/11/2016	245	743	241,475
Babcock & Wilcox					
<u>B&W Coal Combustion Residuals Conference 2016 [3621]</u>	07/24/2016	12/28/2015	0	0	0
Brorby Family Reunion					
<u>Brorby Family Reunion [3833]</u>	06/05/2019	05/20/2016	30	60	11,940
Event Lounge					
<u>Zoes Kitchen Catering Sales Conference [3739]</u>	06/27/2016	03/15/2016	60	106	34,450
<u>Zoes Kitchen General Managers Conference [3767]</u>	03/19/2017	03/30/2016	0	1,080	351,000
<u>Zoes Kitchen Sales Conference [3768]</u>	04/30/2017	03/30/2016	0	158	51,350
ExamSoft Worldwide					
<u>ExamSoft Assessment Conference (EAC) 2017 [3684]</u>	06/11/2017	02/12/2016	450	850	276,250
Global Peace Forum					
<u>Global Peace Forum [3831]</u>	10/22/2017	05/20/2016	2,500	450	146,250
Location Solvers					
<u>Association of Attorney Mediators 2017 Annual Conference [3824]</u>	04/06/2017	05/16/2016	100	115	37,375
Lubbock Chamber of Commerce					
<u>Board Retreat [3710]</u>	07/28/2016	03/02/2016	25	61	19,825
MOTIF Sites, Meetings & Events					
<u>Mercury Insurance Annual Sales Meeting [3727]</u>	01/21/2018	03/09/2016	225	1,125	365,625
<u>Mercury Insurance Managers' Retreat [3726]</u>	04/09/2018	03/09/2016	80	320	104,000
<u>Mercury Insurance Sales Managers' Meeting [3725]</u>	11/06/2017	03/09/2016	20	80	26,000
Oregon State University					

April Gallegos (22)

Annual Meeting [3722]
Annual Meeting [3722]
Annual Meeting [3722]

Pacific Dermatological Association

PDA2018 [3808]

Pacific Educational Group

Pacific Educational Group Seminar [3685]

Radiation Research Society

2018 Radiation Research Society Meeting [3558]

The University of Texas Institute for Geophysics

18th International Seismix Symposium [3850]

Tokyo Reunion Group

Tokyo Reunion Group [3841]

USS Ajax Reunion Association

USS Ajax Reunion [3798]

USS Cogswell DD-651

USS Cogswell DD-51 Reunion [3611]

Utah State University - Conference Services

Society for Freshwater Science Annual Meeting [3803]

Total for Manager

Convention Center Operations (1)

Presbyterian Healthcare Services

Governor's Prayer Breakfast 2017 [3697]

Total for Manager

David A. Carr (23)

Center for Action and Contemplation

CAC Intimacy: Lecture [3771]

CAC Intimacy: Lecture [3771] *Sup*

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
11/01/2016	03/08/2016	0	-60	-19,500
11/01/2016	03/08/2016	0	-60	-19,500
11/01/2016	03/08/2016	90	240	78,000
08/07/2018	05/02/2016	250	520	169,000
04/22/2016	02/17/2016	160	200	65,000
09/08/2018	01/06/2016	600	1,800	585,000
06/10/2018	06/03/2016	180	750	243,750
04/25/2017	05/27/2016	16	24	4,776
06/10/2018	04/18/2016	75	120	39,000
09/05/2017	12/18/2015	0	0	0
05/17/2019	04/25/2016	1,000	2,276	739,700
6,106			10,958	3,550,766
Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
01/25/2017	02/23/2016	500	0	32,500
500			0	32,500
Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/29/2017	04/01/2016	0	1,600	520,000
03/29/2017	04/01/2016	2,000	0	0

April Gategos (22)**Center for Emergent Diplomacy**ECOS [3526]ECOS [3526]**High Flyers Gymnastics**2017 Pojoaque Invitational [3708]**Jazz Pharmaceuticals**Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting [3640]**Kesselman-Jones Inc**2016 NM Film & Media Industry Conference [3750]**LANL - Ultrafast Imaging Workshop**LANL - Ultrafast Imaging Workshop [3773]**LANL Center For Nonlinear Studies**~~Center For Nonlinear Studies Seminar~~ [3855] **no rooms****Light Harmonics Institute**Light Harmonics 2016 [3749]**Los Alamos National Laboratory (LANL)**Advance Meso-Scale Materials Science [3669]Challenges of High Photon Energy, High-Repetition Rate XFELs [3790]Climate Conference [3747]Dynamic and Excited State Processes [3670]Energy Landscapes: From Protein Folding to Molecular Assembly [3651]ESP 2016: Excited State Processes in Electronics and Bio Nanomaterials [3665]~~Immunology 2016~~ [3513] **no rooms**~~Immunology 2016~~ [3513] **Dup**LANL Study Session [3707]LHC Run 2 [3636]Neutron Nuclear Data Directions Into the Next Half Century [3794]Temperature Measurements under Extremes [3881]**Oneness University**The Phenomenon & The Gift [3743]**Pilgrimage New Mexico, LLC**Pilgrimage New Mexico [3834]**Podium Conference Specialists**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/07/2017	10/06/2015	0	-50	-16,250
04/21/2017	10/06/2015	0	300	97,500
02/23/2017	03/02/2016	1,800	665	216,125
11/15/2016	01/08/2016	30	60	19,500
08/05/2016	03/22/2016	450	80	26,000
08/01/2016	04/04/2016	60	90	29,250
09/19/2016	06/10/2016	500	0	0
10/07/2016	04/22/2016	200	105	34,125
07/21/2016	01/29/2016	100	225	73,125
08/08/2016	04/13/2016	70	150	48,750
02/05/2017	03/21/2016	120	400	130,000
07/25/2016	01/29/2016	85	150	48,750
05/08/2016	01/20/2016	75	250	81,250
06/12/2016	01/29/2016	90	250	81,250
09/26/2016	09/30/2015	0	0	0
09/26/2016	09/30/2015	0	0	0
03/22/2016	02/29/2016	15	0	150
07/03/2016	01/06/2016	40	150	48,750
08/04/2016	04/14/2016	45	15	4,875
09/28/2016	06/29/2016	35	15	4,875
05/19/2016	03/18/2016	300	110	35,750
06/09/2017	05/20/2016	125	180	58,500

April Gallagos (22)

Society for the Neural Control of Movement (NCM) [3860]

University of New Mexico UNM

Magistrate Court Staff Regional Meeting [3766]

Total for Manager

Joellyn Baca (27)

Academic and Business Research Institute (AABRI)

AABRI Fall 2016 Conference [3714]

AHR Site Selection Solution

Ironworkers Labor Management Meeting [3659]

American Amateur Baseball Congress' Annual Meeting

American Amateur Baseball Congress' Annual Meeting 2016 [3677]

American College of Oral and Maxillofacial Surgeons

ACOMS 2019 Annual Conference [3873]

American Society of Landscape Architects

2016 LAAB Summer Meeting [3673]

American Society of Mechanical Engineers (ASME)

2018 Annual Meeting [3866]

Association of Administrative Law Judges

2016 AALJ 25th National Annual Education Conference [3656]

Casualty Actuarial Society

CAS Board & Executive Council Meeting [3809]

Clayton Homes / Vanderbilt Mortgage & Finance, Inc.

General Manager Conference [3843]

Collegiate and Professional Sports Dietitians Association

10th CPSDA Annual Meeting and Symposium [3664]

Energetics

October EGRD Meeting [3781]

Global Mural Arts & Culture Tourism Association

2017 Global Mural Seminar [3732]

2018 Annual Global Mural Conference [3734]

Greater Santa Fe Film Office

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/21/2018	06/15/2016	325	840	273,000
11/08/2016	03/29/2016	65	20	6,500
		6,530	5,605	1,821,775

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
09/28/2016	03/03/2016	25	60	19,500
06/27/2016	01/25/2016	16	31	10,075
11/02/2016	02/05/2016	40	155	50,375
04/04/2019	06/24/2016	169	350	113,750
07/21/2016	02/02/2016	14	42	13,650
06/07/2018	06/21/2016	200	775	251,875
10/15/2016	01/25/2016	200	625	203,125
03/13/2017	05/02/2016	34	40	13,000
01/21/2017	05/31/2016	60	240	78,000
05/15/2018	01/27/2016	350	440	143,000
10/26/2016	04/07/2016	30	75	24,375
09/17/2017	03/11/2016	50	95	30,875
09/16/2018	03/11/2016	150	155	50,375

April Gaffegos (22)Production Name - An Ideal Home [3775]**Just Lovely Weddings**Cribb/Dillon Wedding [3643]**Legacy Grand Holdings, LLC**Hotwire/Expedia Inc. May Retreat [3652]**National Highway Traffic Safety Administration**2016 System-Wide Training (SWT) [3680]**National Library Service for the Blind and Physically Handicapped**NLS - Joint Western/Southern States Conference of Librarians [3869]**Poteet-Dickerson Art Group**Poteet-Dickerson Art Tour [3879]**Redwood Media Group / Art Santa Fe**Art Santa Fe Contemporary and International Art Fair - 2016 [2475]**Society of Hospital Medicine**SHM January 2017 Board Meeting [3777]**The American Academy of Psychotherapists**AAP Annual Institute and Conference 2017 [3774]**The Mohawk Group**Mohawk Group - FWD Trend Event [3705]**The Optical Society**International Conference on Ultrafast Phenomena [3686]**U.S. Department of Interior**U.S. Dept. of Interior - Secretary's Indian Water Rights Office [3709]**UltraViolet**November Staff Retreat [3835]**United Methodist Higher Education Foundation**UMHEF Annual Board of Trustees Meeting [3721]**Total for Manager****Kim Harmon (27)****Allied Solutions**Allied Solutions Client Roundtable Meeting [3845]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/18/2016	04/05/2016	30	668	217,100
06/25/2016	01/11/2016	150	15	4,875
05/10/2016	01/20/2016	12	36	11,700
12/05/2016	02/08/2016	150	600	195,000
05/08/2017	06/21/2016	65	195	63,375
04/20/2017	06/27/2016	30	150	48,750
07/03/2016	03/17/2016	1,000	393	10,000
01/24/2017	04/06/2016	24	22	7,150
10/15/2017	04/04/2016	300	670	217,750
10/10/2016	02/29/2016	90	230	74,750
07/16/2016	02/12/2016	350	465	151,125
10/18/2016	03/02/2016	60	100	32,500
11/28/2016	05/23/2016	20	75	24,375
09/13/2017	03/09/2016	50	148	48,100
		3,669	6,850	2,108,525

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/05/2017	06/01/2016	45	80	26,000

April-Gallegos (22)

American Bar Association

- 2017 June Accreditation Committee Meeting [3761]
- ABA_NJC 13 Course Program 2017 [3688]
- ABA_NJC 13 Course Program 2017 [3688]
- LPM Spring Meeting 2018 [3717]
- Rules and Calendar Committee Meeting_May Meeting [3663]
- Rules and Calendar Committee Meeting_May Meeting [3663]
- Young Lawyers Division_Summer Cabinet Meeting [3778]

American Institute of Medical Education

- Creativity and Madness 2017 [2991]

American Society for Theatre Research (ASTR)

- ASTR Annual Conference 2018 [3804]

American Society of Plastic Surgeons

- ASPS Symposium 2017 [3630]
- ASPS Symposium 2017 [3634]

Antoinette M. Armijo

- Armijo Wedding Reception [3484]

Association of Corporate Patent Counsel

- ACPC 2017 Summer Meeting [3639]

Banco Bilbao Vizcaya (BBVA)

- BBVA_DDRE 2019 [3641]

Continuing Legal Education (CLE) International

- CLE_Visual Arts & the Law [3666]

Drake Kappa Alpha Theta Reunion

- Kappa Alpha Theta Reunion [3819]

Jolly Events

- 40th Wedding Anniversary Celebration [3678]

Krell Institute

- Krell Institute June 2017 [3823]

National Academic Advising Association (NACADA)

- NACADA Summer Institute 2017 [3704]

National Coal Transportation Association

- NCTA Operations & Maintenance Conference [3683]

National Council of State Boards of Nursing

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/21/2017	03/29/2016	40	93	30,225
06/18/2017	02/17/2016	0	0	0
03/05/2017	02/17/2016	55	160	52,000
05/15/2018	03/04/2016	100	257	83,525
05/20/2016	01/27/2016	0	-7	-2,275
05/19/2016	01/27/2016	11	29	9,425
09/09/2016	04/07/2016	30	36	11,700
07/29/2017	04/25/2016	500	1,075	349,375
10/30/2018	04/25/2016	500	805	261,625
07/11/2017	01/04/2016	400	650	211,250
08/29/2017	01/06/2016	400	650	211,250
07/29/2016	09/04/2015	150	15	3,750
06/23/2017	01/07/2016	100	252	81,900
09/30/2019	01/08/2016	420	1,198	389,350
07/27/2016	01/29/2016	100	40	13,000
09/14/2017	05/06/2016	25	45	14,625
07/22/2016	02/05/2016	60	20	3,900
06/19/2017	05/16/2016	65	126	40,950
06/23/2017	02/29/2016	150	500	162,500
06/10/2017	02/11/2016	120	300	97,500

April-Gallegos (22)

NCSBN Board of Directors Retreat 2016 [3865]

Stairbuilders and Manufacturers Association (SMA)

SMA Annual Conference 2018 [3789]

SMA Annual Conference 2018 [3789]

Strategy US Meeting & Incentive Specialist

AXA Financial Incentive [3769]

AXA Financial Incentive [3769]

U.S. Dept. of Justice

U.S. Department of Justice [3660]

University Corporation for Atmospheric Research (UCAR_

GLOBE Partner and Diversity Training Workshops [3676]

Valparaiso Kappa Reunion

Kappa Reunion [3799]

Western Association of College & University Business Officers (WACUBO)

WACUBO Board Meeting January 2017 [3764]

WACUBO Board Meeting June 2016 [3763]

Total for Manager**3,638****8,297****2,692,800**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/06/2017	05/12/2016	160	0	0
06/03/2017	06/14/2016	300	0	7,500
09/03/2016	04/08/2016	1,800	0	45,000
05/11/2016	04/20/2016	0	0	0
01/28/2017	03/16/2016	350	0	22,750
07/10/2016	05/20/2016	100	0	0

Rosalina Grace (85) 15**ACCESS Destination Services**~~Meeting [3822]~~ Dup**Adela & Sergio Castillo**~~Gabriella Castillo Quinceanera [3662]~~ Dup**AMP Concerts Santa Fe**~~Concert: Gipsy Kings [3783]~~ Dup**An Ideal Home Productions LLC**~~ideal home [3800]~~ Dup**Angelica Murillo**~~Murillo and Roybal Wedding Reception [3627]~~ Dup**April Dolkar**~~Tabitan Speaker [3830]~~ Dup**Arts Commission / City of Santa Fe**

April Gallegos (22)

~~Mayor's Recognition For Excellence in The Arts 2016 [3653]~~ ~~Dup~~

Association of Commerce and Industry

~~Association of Commerce & Industry Breakfast 2016 [3760]~~ ~~Dup~~

Brenda Chavez

~~Chavez-Vega Quinceanera [3702]~~ ~~Dup~~

~~Chavez-Vega Quinceanera [3702]~~ ~~Dup~~

City of Santa Fe

~~City Manager's Office/IT Training [3701]~~ ~~Dup~~

~~IT Training/HISM Cherwell Demonstration [3825]~~ ~~Dup~~

CKI Events, LLC

~~Speaking Panel/Reception [3632]~~ ~~Dup~~

CMRR Project

~~CMRR Project Christmas Party [3806]~~ ~~Dup~~

CONCERTS

~~Christian Concert [3754]~~ ~~Dup~~

Congregation Beit Tikva

~~Congregation Beit Tikva Concert/Dinner [3689]~~ ~~Dup~~

~~Congregation Beit Tikva Concert/Dinner [3689]~~ ~~Dup~~

Defense Nuclear Facilities Safety Board

~~DNFSB Over Site Board Meeting [3638]~~ ~~Dup~~

~~DNFSB Over Site Board Meeting [3638]~~ ~~Dup~~

~~DNFSB Over Site Board Meeting [3638]~~ ~~Dup~~

Democratic Party of New Mexico

~~Democratic Party of New Mexico 2017 [3854]~~ ~~Dup~~

Gaon Institute

~~Passover Event [3690]~~ ~~Dup~~

Gina Branch

~~Gallegos and Branch Wedding Reception [3661]~~ ~~Dup~~

GRADUATION PARTIES

~~Sena Graduation Party [3829]~~ ~~Dup~~

Los Alamos Women In Science

~~LAWIS/EYH 2017 [3713]~~ ~~Dup~~

~~LAWIS/EYH 2017 [3713]~~ ~~Dup~~

~~LAWIS/EYH 2017 [3713]~~ ~~Dup~~

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
10/19/2016	04/01/2016	250	0	0
01/24/2017	03/28/2016	120	0	3,000
04/29/2017	02/26/2016	400	0	10,000
04/29/2017	02/26/2016	0	0	0
04/25/2016	02/26/2016	15	0	0
05/24/2016	05/17/2016	50	0	0
01/27/2016	01/07/2016	100	0	0
12/09/2016	04/28/2016	100	0	6,500
05/13/2017	03/23/2016	1,500	0	37,500
08/28/2016	02/18/2016	0	0	0
09/25/2016	02/18/2016	200	0	13,000
03/21/2016	02/02/2016	0	0	0
03/22/2016	02/02/2016	0	0	0
02/22/2016	02/02/2016	150	0	1,500
01/17/2017	06/10/2016	500	0	0
04/17/2016	02/18/2016	300	0	0
09/24/2016	03/02/2016	250	0	6,250
07/29/2017	05/19/2016	150	0	3,750
03/09/2017	03/03/2016	0	0	0
03/09/2017	03/03/2016	0	0	0
03/08/2017	03/03/2016	300	0	0

April-Gallegos (22)~~LAWIS/EYH 2018 [3715]~~ **Dup****Mayor's Office / City of Santa Fe**~~Mayor's Ball 2017 [3176]~~~~Mayor's Senior Volunteer Recognition Celebration 2016 [3698]~~ **Dup**~~Mayor's Senior Volunteer Recognition Celebration 2016 [3858]~~ **Dup****Michael Baten**~~Michael Baten Dinner/Reception [3847]~~ **Dup**~~Michael Baten Dinner/Reception [3847]~~ **Dup****Monte del Sol Charter School**~~Monte del Sol Lunch [3745]~~ **Dup****National Union of Hospital & Healthcare Workers**

40th Anniversary of the Nurses Union [3602]

New Energy Economy~~How to Let To Go of the World & Love All Things Climate Can't [3770]~~ **Dup****New Mexico Department of Cultural Affairs**~~El Palacio Lowrider Summer Launch Party [3801]~~ **Dup****New Mexico Farm & Livestock Bureau**~~New Mexico Farm & Livestock Bureau 2017 [3693]~~~~New Mexico Farm & Livestock Bureau 2017 [3693]~~ **Dup**~~New Mexico Farm & Livestock Bureau 2018 [3694]~~~~New Mexico Farm & Livestock Bureau 2018 [3694]~~**New Mexico Music Review**~~New Mexico Music Review [3648]~~ **Dup****Noemi Jaquez**~~Jaquez Wedding Ceremony & Reception [3674]~~ **Dup****North Central New Mexico Econic Development District Council of Governments**~~IGIP Training [3720]~~ **Dup****QUINCEANERA**~~Marcial Quinceanera [3797]~~ **Dup**~~Mariscal Quinceanera [3874]~~ **Dup**~~Nidia Arias Quinceanera [3837]~~ **Dup**~~Rosari Quinceanera [3811]~~ **Dup**~~Smith Quinceanera [3719]~~ **Dup****Sangre de Christo Funeral Fund**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/02/2018	03/03/2016	300	0	0
02/03/2017	11/09/2015	0	0	0
04/05/2016	02/23/2016	400	0	26,000
04/18/2017	06/14/2016	400	0	26,000
09/17/2016	06/03/2016	0	0	-4,000
09/17/2016	06/03/2016	100	0	6,500
04/26/2016	03/21/2016	300	0	7,500
03/19/2016	02/19/2016	400	0	4,000
05/06/2016	03/31/2016	400	0	4,000
06/03/2016	04/22/2016	1,000	0	25,000
02/07/2017	02/22/2016	0	0	0
02/07/2017	02/22/2016	1,000	0	25,000
01/23/2018	02/22/2016	0	0	0
01/23/2018	02/22/2016	1,000	0	25,000
10/22/2016	04/01/2016	750	0	0
05/14/2016	02/03/2016	150	0	3,750
04/01/2016	03/08/2016	0	0	0
10/29/2016	04/18/2016	350	0	8,750
06/30/2017	06/24/2016	500	0	12,500
12/09/2016	05/23/2016	350	0	8,750
03/18/2017	05/04/2016	0	0	0
06/17/2017	03/08/2016	200	0	5,000

April Gallegos (22)

- ~~10th Annual Mariachi Extravaganza [3787]~~ **Dup**
- ~~8th Annual Mariachi Extravaganza [3748]~~
- ~~8th Annual Mariachi Extravaganza [3785]~~
- ~~8th Annual Mariachi Extravaganza [3785]~~
- ~~8th Annual Mariachi Extravaganza [3785]~~
- ~~9th Annual Mariachi Extravaganza [3786]~~

Santa Fe Area Home Builders Association

- ~~Santa Fe Home & Remodeling Show 2017 [2779]~~
- ~~Santa Fe Home & Remodeling Show 2018 [3265]~~

Santa Fe Chamber of Commerce

- ~~Legislative Reception 2017 [3321]~~

Santa Fe Community College

- ~~Early Childhood Policy Conference [3857]~~ **Dup**

Santa Fe Community Foundation

- ~~35th Anniversary Birthday Party [3692]~~ **Dup**

Santa Fe Community Orchestra

- ~~SF Community Orchestra Concert & Dance Gala 2017 [2855]~~
- ~~SF Community Orchestra Concert & Dance Gala 2018 [2856]~~

Santa Fe Fiesta, Inc

- ~~2016 Baile de Mayo [926]~~
- ~~2016 Fiesta Court Selection [2791]~~
- ~~2016 Offices for Fiestas [894]~~
- ~~2017 Baile de Mayo [927]~~ **Dup**
- ~~2017 Offices for Fiestas [895]~~
- ~~Caballeros Breakfast 2016 [3765]~~ **Dup**
- ~~New Years Eve Dinner/Dance 2016 [3733]~~ **Dup**
- ~~Youth Mariachi Workshops 2017 [942]~~

Santa Fe Japanese Inter-Cultural Network

- ~~Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]~~ **Dup**
- ~~Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]~~

Santa Fe Neighborhood Law Center

- ~~Law & Policy for Neighborhoods Conference 2016 [2863]~~

Santa Fe Public Schools

- ~~Academy At Larroquette [3849]~~ **Dup**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
08/17/2018	04/11/2016	1,500	0	0
09/03/2016	03/22/2016	1,500	0	0
10/22/2016	04/11/2016	0	0	0
10/22/2016	04/11/2016	0	0	0
10/22/2016	04/11/2016	1,500	0	0
08/26/2017	04/11/2016	1,500	0	0
03/10/2017	03/21/2014	0	0	0
03/09/2018	06/29/2016	2,000	0	130,000
01/23/2017	03/30/2016	1,000	0	25,000
10/01/2016	06/13/2016	150	0	0
07/16/2016	03/30/2016	250	0	16,250
02/18/2017	05/27/2016	500	0	12,500
02/10/2018	06/01/2016	500	0	12,500
05/07/2016	03/25/2016	500	0	0
05/05/2016	02/23/2016	500	0	0
09/01/2016	03/29/2016	200	0	0
05/06/2017	02/25/2016	500	0	12,500
09/01/2017	06/08/2016	200	0	0
09/09/2016	03/29/2016	200	0	5,000
12/31/2016	03/25/2016	800	0	20,000
03/27/2017	04/18/2016	400	0	0
04/13/2018	04/07/2016	0	0	0
04/13/2018	04/07/2016	2,000	0	0
12/07/2016	05/28/2014	0	0	0
05/16/2017	06/03/2016	0	0	0

April Gallegos (22)

- Capital High School Prom 2017 [3782] Dup
- Capital High School Prom 2018 [3817] Dup
- Santa Fe & Capital High Awards Banquet 2016 [3728] Dup
- Santa Fe & Capital High Awards Banquet 2017 [3840] Dup
- Santa Fe & Capital High Awards Banquet 2017 [3840] Dup
- Santa Fe & Capital High Awards Banquet 2017 [3840] Dup
- Santa Fe High School Prom 2017 [3814] Dup
- Santa Fe High School Robing 2017 [3848] Dup

St. Micheals High School Foundation

- Blue Stamped/Calcuta 2017 [3341] Dup
- Blue Stamped/Calcuta 2018 [3818] Dup

Sustainable Santa Fe Commission

- Sustainable Santa Fe Commission Lecture [3832] Dup

The Cancer Foundation For New Mexico

- 12th Annual Sweetheart Auction [3006] Dup
- 12th Annual Sweetheart Auction [3006] Dup

The Food Depot

- Souper Bowl 2017 [2716] Dup
- Souper Bowl 2017 [2716] Dup
- Souper Bowl 2018 [3861] Dup

The Women's International Study Center

- Artists Workshop [3807] Dup

Tierra Encantada Charter School @ Alvord

- Tierra Encantada Charter School Graduation 2016 [3344]

Toni Ornelas

- Ornelas Wedding Reception [3703] Dup

WEDDINGS

- Burk Wedding Welcome Reception [3741] Dup
- Denise Rojo Wedding Reception [3876] Dup
- Houghton & Contreras Wedding Reception [3821] Dup
- Kilkenny Wedding Reception [3875] Dup
- Lugo & Salazar Wedding Reception [3856] Dup
- M & J Boutique Wedding Reception [3870] Dup

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/08/2017	05/03/2016	350	0	0
04/21/2018	05/06/2016	350	0	0
05/09/2016	03/15/2016	300	0	19,500
05/08/2017	05/26/2016	0	0	0
05/10/2017	05/26/2016	0	0	0
05/08/2017	05/26/2016	450	0	29,250
04/01/2017	05/05/2016	500	0	0
05/15/2017	06/03/2016	500	0	32,500
04/21/2017	05/03/2016	300	0	19,500
04/21/2018	05/06/2016	300	0	19,500
06/29/2016	05/20/2016	0	0	0
02/10/2017	02/15/2016	0	0	0
02/10/2017	02/15/2016	1,000	0	65,000
01/21/2017	03/28/2016	0	0	0
01/21/2017	03/28/2016	1,000	0	25,000
01/27/2018	06/15/2016	2,000	0	50,000
06/25/2016	04/29/2016	50	0	500
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
10/14/2017	06/27/2016	500	0	12,500
06/10/2017	05/10/2016	200	0	5,000
05/13/2017	06/27/2016	250	0	6,250
09/10/2016	06/13/2016	150	0	3,750
10/15/2016	06/22/2016	300	0	7,500

April Gallegos (22)

Martinez & Sanchez Wedding Reception [3805] **Dup**

William Trujillo

Trujillo Rehearsal Dinner [3828] **Dup**

Total for Manager

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
09/23/2017	04/26/2016	300	0	7,500
07/22/2011	05/18/2016	45	0	2,925
		39,455	0	884,550

Stephanie Scrimshaw (23) 24

Arts Commission / City of Santa Fe

Culture Connects Santa Fe [3731]

Culture Connects Santa Fe [3737]

New Community Visions [3729]

Sister Cities Meetings [3716]

City Attorney's Office / City of Santa Fe

City Attorney's: Vehicle Forfeiture Conference [3746]

City Council Meeting [3788]

City Wellness Program

Fitness Class [3753]

Downtown Merchants Association

Downtown Merchants Association Annual Meeting [3700]

Economic Development / City of Santa Fe

City of Santa Fe Healthcare Study Group [3744]

City of Santa Fe Healthcare Study Group [3744]

Envision

Envision Speaker Program [3678] **Dup**

Fire Department / City of Santa Fe

Greater Santa Fe Firefreshed Educational Fair [3756]

Greater Santa Fe Restaurant Association

Greater Santa Fe Restaurant Association Meeting [3699] **Dup**

Housing & Community Development / City of Santa Fe

Santa Fe Film Commission [3752]

Human Resources / City of Santa Fe

Customer Service Training [3738]

ITT / City of Santa Fe

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/24/2016	03/11/2016	0	0	0
03/20/2016	03/15/2016	60	0	0
05/11/2016	03/10/2016	100	0	0
03/16/2016	03/04/2016	13	0	0
09/14/2016	03/21/2016	120	0	0
04/13/2016	04/11/2016	8	0	0
04/05/2016	03/22/2016	15	0	0
03/08/2016	02/23/2016	0	0	0
04/28/2016	03/21/2016	0	0	0
04/14/2016	03/21/2016	30	0	0
10/19/2016	06/28/2016	150	0	1,500
05/12/2016	03/24/2016	50	0	0
03/17/2016	02/23/2016	0	0	0
04/05/2016	03/22/2016	20	0	0
03/23/2016	03/15/2016	80	0	0

April-Gallegos (22)

ERP Vendor Demonstrations [3758]

ERP Vendor Demonstrations [3759]

III Governance Committee [3755]

Martinez and Montoya Wedding~~Martinez and Montoya Wedding [3740]~~ **Mayor's Office / City of Santa Fe**

City Mayor/Darkness to Light Meeting [3718]

White House Regional Convening [3730] **Police Department / City of Santa Fe**

Police Sergeant Testing [3712]

Public Utilities Department / City of Santa Fe

Customer Service Training [3772]

Jemez Y Sangre Regional Water Plan Meeting [3736]

Santa Fe Community Convention Center~~Short Term Rental Public Meeting [3851]~~ ~~Short Term Rental Public Meeting [3852]~~**Tourism Santa Fe CVB / City of Santa Fe**

SF Margarita Trial- Information Meeting for Restaurants [3776]

SF Margarita Trial- Information Meeting for Restaurants [3776]

Visitor's Survey Update Meeting [3724]

Total for Manager**1,528 0 11,500****Grand Total(212)****61,426 31,710 11,102,416**

TOURISM

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (4)					
Lubbock Chamber of Commerce					
<u>Board Retreat [3710]</u>	07/28/2016	04/19/2016	25	74	24,050
Pacific Educational Group					
<u>Pacific Educational Group Seminar [3685]</u>	05/05/2016	03/07/2016	160	105	34,125
Vistage Group					
<u>Vistage Group [3620]</u>	04/14/2016	02/04/2016	20	22	7,150
Wilderness & Travel Medicine					
<u>Wilderness & Travel Medicine 2017 [3092]</u>	05/29/2017	06/23/2016	0	907	294,775
<u>Wilderness & Travel Medicine 2017 [3092]</u>	05/29/2017	06/23/2016	500	0	0
Total for Manager			705	1,108	360,100

Convention Center Operations (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
David A. Carr (23)					

April-Galligos (4)**Big Mountain Enduro**Big Mountain Enduro [3706]**Destinations, Meetings & Incentives Inc.**National College of Probate Judges (NCPJ) Spring 2017 Conference [3604]**Greater Gallup Economic Development Corporation**GGEDC Economic Roundtable [3554]**Holy Trinity Orthodox Church**Parish Life Convention [3520]**Jazz Pharmaceuticals**Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting [3640]**Los Alamos National Laboratory (LANL)**Advance Meso-Scale Materials Science [3669]Climate Conference [3747]Data Science and Optimal Learning for Material Discovery and Design [3568]Dynamic and Excited State Processes [3670]Energy Landscapes: From Protein Folding to Molecular Assembly [3651]ESP 2016: Excited State Processes in Electronics and Bio Nanomaterials [3665]Immunology 2016 [3513]International Free Electron Laser Conference [2999]LANL Study Session [3707]LHC Run 2 [3636]~~Neutron Nuclear Data Directions Into the Next Half Century~~ [3794]Neutron Nuclear Data Directions Into the Next Half Century [3794]**Oneness University**The Phenomenon & The Gift [3743]**Santa Fe Wine & Chile**2016 Santa Fe Wine & Chile Fiesta [3511]**Society of American Travel Writers**2016 SATW Western Chapter Meeting [3386]**University of New Mexico UNM**American Quaternary Association 2016 Biannual Meeting [3025]Magistrate Court Staff Regional Meeting [3766]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Date	Definite		Nights	Value
05/18/2016	02/29/2016	300	760	247,000
04/24/2017	03/24/2016	100	317	103,025
01/28/2016	01/06/2016	100	20	6,500
06/06/2018	05/02/2016	400	363	117,975
11/15/2016	03/18/2016	30	60	19,500
07/21/2016	03/23/2016	100	225	73,125
02/05/2017	05/05/2016	120	400	130,000
05/15/2016	03/16/2016	80	120	39,000
07/25/2016	03/15/2016	85	150	48,750
05/08/2016	03/16/2016	75	250	81,250
06/12/2016	03/16/2016	90	250	81,250
09/26/2016	04/13/2016	60	120	39,000
08/20/2017	02/22/2016	500	2,050	666,250
03/22/2016	03/14/2016	15	0	150
07/03/2016	02/22/2016	40	150	48,750
08/04/2016	05/04/2016	0	15	4,875
08/04/2016	05/04/2016	45	15	4,875
05/19/2016	04/13/2016	300	100	32,500
09/19/2016	04/22/2016	1,500	0	0
04/03/2016	02/22/2016	50	210	41,790
06/28/2016	03/19/2015	0	0	0
11/08/2016	05/19/2016	65	20	6,500

April Gallegos (4)

National Association of College & University Food Services (NACUFS) [3432]
The 14th JSDCI Congress [3377]

Total for Manager

Joellyn Baca (17)

AHR Site Selection Solution

Ironworkers Labor Management Meeting [3659]

American Society of Landscape Architects

2016 LAAB Summer Meeting [3673]

Anita Kay Archer

Bank of Jackson Touring Group [3516]

Association of Structural Pest Control Regulatory Officials

ASPCRO Annual Meeting [2605]

Chief Officers of State Library Agencies

CE Forum [3540]

Continuing Education Company

Continuing Education Company [3625]

CSR, Incorporated

Topical Working Group Meeting State School Safety Issues [3583]

F + W Trade Show and Events

Bead Fest 2017 [3369]

Intelligence Advance Research Projects Activity (IARPA)

IARPA LogIQ Kickoff Meeting [3593]

John Hopkins University School of Medicine

14th Annual Update in Pulmonary, Critical Care and Sleep Medicine [3582]

Just Lovely Weddings

Cribb/Dillon Wedding [3643]

National Association of Government Defined Contribution Administrators

NAGDCA Board Meeting [3585]

National Association of State Procurement Officials

2016 NASPO ValuePoint Midyear Meeting [3584]

National District Attorneys Association

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/12/2017	06/13/2016	600	476	154,700
06/17/2018	04/08/2016	400	1,700	552,500
		5,055	7,771	2,499,265
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/27/2016	03/03/2016	16	31	10,075
07/21/2016	02/12/2016	14	39	12,675
09/28/2016	04/13/2016	30	60	11,940
08/26/2016	02/09/2016	150	345	112,125
08/29/2016	02/18/2016	50	120	39,000
03/23/2017	04/22/2016	125	240	78,000
02/08/2016	02/04/2016	70	159	51,675
03/22/2017	02/24/2016	2,000	385	20,000
02/22/2016	01/04/2016	100	90	29,250
08/03/2016	03/17/2016	60	250	81,250
06/25/2016	04/12/2016	150	10	3,250
06/02/2016	01/13/2016	12	38	12,350
06/05/2016	01/28/2016	60	270	87,750

April Gahagos (4)Training on Forensic Evidence [3624]**Redwood Media Group / Art Santa Fe**Art Santa Fe Contemporary and International Art Fair - 2016 [2475]**The American Academy of Psychotherapists**AAP Annual Institute and Conference 2017 [3774]**WORLD COM Public Relations Group**WORLD COM's America's Meeting [3541]**Total for Manager****4,312 3,362 966,565****Kim Harmon (21)****American Bar Association**2017 June Accreditation Committee Meeting [3761]ABA NJC 13 Course Program 2017 [3688]Standing Committee on Pro Bono and Public Service Summer Committee Meeting [3622]Tort Trial & Insurance Practice Section FSLC Spring Meeting [3483]**American Institute of Medical Education**Creativity and Madness 2016 [2990]**American Society of Plant Biologists (ASPB)**5th Pan American Plants and Bioenergy Conference [3318]**American Society of Plastic Surgeons**ASPS Symposium 2016 [2511]**Biodynamic Association**Biodynamic Conference [2492]**CEDAR-Coupling, Energetics and Dynamics of Atmospheric R**CEDAR-GEM Joint Workshop 2016 [3017]**Colorado Defense Lawyers Association**CDLA Annual Convention 2017 [3519]**Continuing Legal Education (CLE) International**CLE 24th Annual New Mexico Water Law Conference [3486]CLE Visual Arts & the Law [3666]**Haiku North America**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
12/04/2016	03/31/2016	75	350	113,750

07/03/2016	06/08/2016	1,000	72	10,000
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10/15/2017	06/29/2016	300	677	220,025
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09/24/2016	01/14/2016	100	226	73,450
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Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/21/2017	04/29/2016	40	93	30,225
06/18/2017	05/19/2016	55	180	58,500
07/07/2016	02/26/2016	16	34	11,050
05/08/2018	01/13/2016	225	404	131,300
07/31/2016	05/26/2016	500	1,902	618,150
08/03/2016	10/16/2015	0	0	0
08/23/2016	02/02/2016	400	650	211,250
11/15/2016	12/20/2013	0	0	0
06/19/2016	10/16/2015	0	-135	-43,875
07/26/2017	01/13/2016	450	525	170,625
09/14/2016	01/29/2016	100	40	13,000
07/27/2016	01/29/2016	100	40	13,000

April Gallegos (4)

Haiku North America 2017 [3532]

Keystone Symposia

Keystone R5 and R6 April 2017 [3528]

National Coal Transportation Association

NCTA Operations & Maintenance Conference [3683]

National Livestock Producers Association

NLPA 2016 Board Meeting [3596]

Southwest Chemistry Workshop 2017

Southwest Chemistry Workshop 2017 [3421]

University Corporation for Atmospheric Research (UCAR_

GLOBE Partner and Diversity Training Workshops [3676]

GLOBE Partner and Diversity Training Workshops [3676] **Dup**

Valparaiso Kappa Reunion

Kappa Reunion [3799]

Virginia Tech Continuing Professional Education

CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]

Wilderness & Travel Medicine

Wilderness & Travel Medicine 2016 [3091]

Total for Manager

Melanie Moore (18)

Arts Commission / City of Santa Fe

Arts Commission - Grantee Meeting [3650]

Arts Commission Meeting [3682]

Sister Cities Meetings [3629]

Christus St Vincent Regional Medical Center

Christus Holiday Party 2016 [3368]

City Clerks Office/City of Santa Fe

Judge Yalman [3644]

City Manager's Office / City of Santa Fe

City Manager Meeting [3645]

City Manager Meeting [3672]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/13/2017	03/04/2016	150	588	191,100
04/02/2017	05/26/2016	550	1,800	585,000
06/10/2017	02/11/2016	120	300	97,500
08/03/2016	02/26/2016	50	63	20,475
06/19/2017	01/21/2016	200	300	97,500
05/22/2016	02/29/2016	50	0	0
05/22/2016	02/29/2016	0	132	42,900
09/11/2017	05/10/2016	35	40	13,000
06/18/2016	03/07/2016	600	950	308,750
05/23/2016	06/08/2015	0	217	70,525
		3,641	8,123	2,639,975

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/02/2016	01/15/2016	50	0	0
02/12/2016	02/11/2016	20	0	0
01/13/2015	01/04/2016	12	0	0
12/15/2016	03/11/2016	1,200	0	78,000
03/03/2016	01/25/2016	150	0	0
01/14/2016	01/13/2016	6	0	0
02/09/2016	02/02/2016	6	0	0

April Gallegos (4)**Fire Department / City of Santa Fe**Healthy Kids Celebration and Family Fun Day [3504]Healthy Kids Celebration and Family Fun Day [3504]Healthy Kids Celebration and Family Fun Day [3504]**Gerónimo Restaurant**Eric DiStefano Memorial [3681]**Housing & Community Development / City of Santa Fe**Fair Housing Training [3637]**ITT / City of Santa Fe**ERP Project Meeting [3592]INFO Tech Service Desk Impl. [3667]**Land Use Department / City of Santa Fe**H Board Meeting - 2/23/2016 [3606]**Mayor's Office / City of Santa Fe**Mayor's Press Conference Public Banking [3631]Mayor's Press Conference Public Banking [3631]Mayor's Q + A w/ League of Women Voters [3647]**Public Utilities Department / City of Santa Fe**Public Utilities Committee Meeting [3613]**Tourism Santa Fe CVB/City of Santa Fe**Celebrate Santa Fe Tourism - Expo 2016 [3607]Short Term Rental Meeting [3649]Short Term Rental Meeting [3649]**Total for Manager****Rosalina Grace (49)****100th Bill Party**2016 100th Bill Party [3668]**An Ideal Home Productions LLC**Ideal Home [3800]**Angelica Murillo**Murillo and Roybal Wedding Reception [3627]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/17/2016	02/03/2016	0	0	62,500
06/17/2016	02/03/2016	0	0	0
06/17/2016	02/03/2016	2,500	0	0
02/15/2016	02/10/2016	800	0	20,000
03/01/2016	01/07/2016	40	0	0
01/12/2016	12/04/2015	3	0	0
02/22/2016	01/29/2016	12	0	0
02/23/2016	01/06/2016	30	0	0
01/13/2016	01/06/2016	0	0	0
01/14/2016	01/06/2016	30	0	0
02/16/2016	01/13/2016	30	0	0
03/02/2016	01/26/2016	40	0	0
04/28/2016	01/13/2016	300	0	0
01/28/2016	01/13/2016	0	0	0
01/21/2016	01/13/2016	150	0	0
5,379			0	160,500

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/12/2016	02/02/2016	650	0	16,250
05/11/2016	04/26/2016	0	0	0
01/28/2017	03/28/2016	350	0	22,750

<u>April Gallegos (4)</u>				
Arts Commission / City of Santa Fe				
<u>Mayor's Recognition For Excellence in The Arts 2016 [3653]</u>				
Brian F Egolf				
<u>Rep. Egolf and Sen. Wirth Town Hall Mtg [3628]</u>				
Care Net Pregnancy Center of Santa Fe				
<u>Care Net Annual Fundraiser Banquet [3270]</u>				
City of Santa Fe				
<u>City Manager's Office/IT Training [3701]</u>				
<u>ITT Training/ITSM Cherwell Demonstration [3825]</u>				
CKI Events, LLC				
<u>Speaking Panel/Reception [3632]</u>				
Congregation Beit Tikva				
<u>Congregation Beit Tikva Concert/Dinner [3689]</u>				
Connie Vigil				
<u>Richelle Vigil Graduation [3492]</u>				
Contemporary Hispanic Market				
<u>Contemporary Hispanic Market Preview 2016 [2993]</u>				
Defense Nuclear Facilities Safety Board				
<u>DNFSB Over Site Board Meeting [3638]</u>				
Diana Sotelo				
<u>Sotelo & Gardea Wedding Reception [3475]</u>				
Gaon Institute				
<u>Passover Event [3690]</u>				
Gina Branch				
<u>Gallegos and Branch Wedding Reception [3661]</u>				
Idalia Granillo				
<u>Granillo Quincenera [3499]</u>				
Lanell Tweddle				
<u>Roybal and Archuleta Wedding [3679]</u>				
Los Alamos Women In Science				
<u>LAWIS/EYH 2016 [2983]</u>				
Mayor's Office / City of Santa Fe				
<u>Mayor's Senior Volunteer Recognition Celebration 2016 [3698]</u>				
Michael Baten				

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/19/2016	04/12/2016	250	0	0
01/13/2016	01/12/2016	125	0	1,250
03/01/2016	01/15/2016	500	0	32,500
04/25/2016	02/26/2016	15	0	0
05/24/2016	05/17/2016	50	0	0
01/27/2016	01/20/2016	100	0	0
08/28/2016	06/06/2016	200	0	13,000
06/18/2016	01/15/2016	200	0	13,000
07/28/2016	03/24/2016	800	0	52,000
03/21/2016	03/16/2016	150	0	1,500
06/25/2016	10/06/2015	0	0	0
04/17/2016	03/25/2016	300	0	0
09/24/2016	03/09/2016	250	0	6,250
06/03/2016	10/16/2015	400	0	10,000
12/10/2016	02/10/2016	400	0	26,000
03/04/2016	01/06/2016	250	0	0
04/04/2016	02/29/2016	400	0	26,000

April Gallegos (4)

Michael Baten Dinner/Reception [3847]

Monte del Sol Charter SchoolMonte del Sol Graduation 2016 [3378]**National Union of Hospital & Healthcare Workers**40th Anniversary of the Nurses Union [3602]**New Mexico Department of Indian Affairs**American Indian Day Reception [3136]**New Mexico School for the Arts**NM School for the Arts Graduation 2016 [3379]**NM Municipal League**2016 District Meeting [3635]**QUINCEANERA**Marcial Quinceanera [3797]Rosana Quinceanera [3811]~~Rosana Quinceanera~~ [3811] **Dup****Sangre de Christo Funeral Fund**8th Annual Mariachi Extravaganza [3785]**Santa Fe Community Foundation**35th Anniversary Birthday Party [3692]**Santa Fe Fiesta, Inc**2016 Baile de Mayo [926]2016 Fiesta Court Selection [2791]2016 Offices for Fiestas [894]2016 Royal Ball [2976]Caballeos Breakfast 2016 [3765]Fiestacita 2016 [906]Gran Baile 2016 [911]New Years Eve Dinner/Dance 2016 [3733]**Santa Fe Habitat for Humanity**Kentucky Durby Day 2016 [3365]~~Kentucky Durby Day 2016~~ [3365] **Dup****Santa Fe Japanese Inter-Cultural Network**Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]**Santa Fe Preparatory Parents Association**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/17/2016	06/30/2016	100	0	2,500
05/25/2016	04/07/2016	800	0	20,000
03/19/2016	02/19/2016	400	0	26,000
02/04/2016	01/06/2016	500	0	32,500
05/24/2016	03/24/2016	600	0	15,000
03/21/2016	01/25/2016	80	0	800
10/29/2016	04/27/2016	350	0	8,750
03/18/2017	05/19/2016	350	0	8,750
03/18/2017	05/19/2016	0	0	0
10/22/2016	05/12/2016	1,500	0	0
07/16/2016	03/30/2016	250	0	16,250
05/07/2016	03/25/2016	500	0	0
05/05/2016	03/25/2016	500	0	0
09/01/2016	03/29/2016	0	0	0
08/06/2016	03/29/2016	400	0	0
09/09/2016	03/29/2016	200	0	5,000
09/06/2016	03/29/2016	-1,500	0	0
09/10/2016	03/29/2016	800	0	52,000
12/31/2016	03/29/2016	800	0	20,000
05/06/2016	02/23/2016	0	0	0
05/07/2016	02/23/2016	350	0	8,750
04/15/2016	09/03/2015	0	0	0

April Gallegos (4)

Dance With the Santa Fe Stars [3503]

Santa Fe Preventions Alliance

Prescription Opioids and the Overdose Epidemic Conference [3569]

~~Prescription Opioids and the Overdose Epidemic Conference [3569]~~

~~Prescription Opioids and the Overdose Epidemic Conference [3569]~~

Santa Fe Public Schools

Capital High School Prom 2016 [3322]

Santa Fe & Capital High Awards Banquet 2016 [3728]

Santa Fe High School Robing 2016 [2914]

St. Elias The Prophet Greek Orthodox Church

Greek Festival 2016 [3080]

Thomas X. Vigil

Vigil & Wright Wedding Reception [3488]

Tierra Encantada Charter School @ Alvord

Tierra Encantada Charter School Graduation 2016 [3344]

United States District Court

Naturalization Swearing-in Ceremony 2016 [3360]

Total for Manager

16,220

0

585,800

Stephanie Scrimshaw (50)

Arts Commission / City of Santa Fe

Arts Commission Category D Review [3826]

Arts Commission Meeting [3711]

~~Arts Commission Meeting [3711]~~

Category C Panel Reviews [3838]

Cultural Affairs Working Group [3812]

Cultural Working Group [3859]

Culture Connects Santa Fe [3737]

Data Driven Arts Marketing Workshop [3598]

New Community Visions [3729]

Sister Cities Meetings [3716]

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April Gallegos (4)Sister Cities Meetings [3716]**City Attorney's Office / City of Santa Fe**BDD Meeting [3871]City Council Meeting [3788]City/County Mediation [3795]City/County Mediation [3796]Presentation by Mackie Meeting [3792]**City Wellness Program**Fitness Class [3753]**Downtown Merchants Association**Downtown Merchants Association Annual Meeting [3700]**Economic Development / City of Santa Fe**City of Santa Fe Healthcare Study Group [3744]**Envision**Envision Speaker Program [3878]**Finance / City of Santa Fe**Construction Management Meeting [3791]**Fire Department / City of Santa Fe**Greater Santa Fe Fireshed Educational Fair [3756]**Greater Santa Fe Restaurant Association**Greater Santa Fe Restaurant Association Meeting [3699]**Housing & Community Development / City of Santa Fe**Film and Digital Media Commission Meeting [3802]RFP Informational Meeting [3810]Santa Fe Film Commission [3752]**Human Resources / City of Santa Fe**Customer Service Training [3738]Employee Benefits Open Enrollment [3846]**ITT / City of Santa Fe**ERP Vendor Demonstrations [3758]ERP Vendor Demonstrations [3759]ITT Governance Committee [3755]**Keep Santa Fe Beautiful**Recycle Santa Fe Art Festival 2016 [2637]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/16/2016	03/07/2016	13	0	0
06/30/2016	06/22/2016	8	0	0
04/13/2016	04/13/2016	8	0	0
05/27/2016	04/15/2016	22	0	0
06/03/2016	04/15/2016	22	0	0
05/09/2016	04/15/2016	10	0	0
04/05/2016	03/22/2016	15	0	0
03/08/2016	02/24/2016	20	0	200
04/28/2016	03/30/2016	30	0	0
10/19/2016	06/27/2016	150	0	1,500
05/05/2016	04/14/2016	50	0	0
05/12/2016	04/06/2016	50	0	0
03/17/2016	02/25/2016	0	0	0
05/03/2016	04/22/2016	18	0	0
05/11/2016	05/04/2016	30	0	0
04/05/2016	03/23/2016	20	0	0
03/23/2016	03/16/2016	80	0	0
06/13/2016	06/01/2016	50	0	0
04/18/2016	03/30/2016	15	0	0
04/25/2016	03/30/2016	15	0	0
04/05/2016	03/24/2016	15	0	0
11/04/2016	04/11/2016	4,000	0	0

April Gallegos (4)

Land Use Department / City of Santa Fe

Board of Adjustment (BOA) public hearing [3836]

Mayor's Office / City of Santa Fe

City Mayor/Darkness to Light Meeting [3718]

Mayor & the Regional Coalition of LANL Communities [3657]

~~Mayor & the Regional Coalition of LANL Communities [3657]~~

Mayor's Q + A w/ League of Women Voters [3862]

White House Regional Convening [3730]

Police Department / City of Santa Fe

Police Sergeant Testing [3712]

Public Utilities Department / City of Santa Fe

BDD Sediment Mediation [3842]

Customer Service Training [3772]

Keep Santa Fe Beautiful [3844]

Water Division Mtg-Confidential Settlement Negotiations with OSE [3820]

Santa Fe Community Convention Center

Short Term Rental Public Meeting [3851]

Short Term Rental Public Meeting [3852]

Santa Fe Watershed Association

Santa Fe Watershed Association Meeting [3671]

Tourism Santa Fe CVB / City of Santa Fe

FAM Reception [3793]

FAM Reception [3872]

NM DOT Meeting [3864]

SF Margarita Trial- Information Meeting for Restaurants [3776]

Spring Break Promo Recap Meeting [3784]

Visitor's Survey Update Meeting [3724]

Zozobra Neighborhood and Merchant Meeting [3868]

Total for Manager

5,741 0 2,450

Grand Total(184)

41,615 20,364 7,247,155

TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

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

April Gallegos (3)

Wilderness & Travel Medicine

Wilderness & Travel Medicine 2018 [3282]
Wilderness & Travel Medicine 2019 [3283]
Wilderness & Travel Medicine 2020 [3284]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/28/2018	03/30/2015	500	0	0
05/27/2019	03/30/2015	500	0	0
05/25/2020	03/30/2015	500	0	0
		1,500	0	0

Camilla Mandler (5)

Association for Performing Arts & Entertainment Professionals

Theatre Designers & Technicians Education Program [3191]

Bankers on Line

Top Gun Program 2015 [3194]

Carnegie Learning

Math Leadership Summit [3178]

Rug Hooking Organization

Rug Hooking Workshop [3196]

The International Council of Shopping Centers

Law Conference 2017 [3182]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
08/16/2015	01/15/2015	55	0	87,750
03/09/2015	01/20/2015	0	0	0
03/18/2015	01/06/2015	85	0	0
04/24/2016	01/21/2015	70	175	56,875
10/24/2017	01/09/2015	1,700	0	1,023,750
		1,910	175	1,168,375

Apriit Gallegos (3)

David A. Carr (19)

AECOM Technology Corporation

AECOM - HPT Leadership Planning [3218]

American Institute of Medical Education

AIME Winter Meeting 2016 [3297]

Creativity and Madness 2019 [3350]

Creativity and Madness 2020 [3351]

Heartland Financial

Heartland Retail Conference [3217]

Kesselman-Jones Inc

International Society for Aerosols in Medicine Congress 2017 [3383]

Krell Institute

Board Meeting [3235]

Land Trust Alliance

Land Trust Alliance Annual Meeting [3211]

Las Cumbres Community Services

Grandparents Raising Grandchildren Program [3275]

Los Alamos National Laboratory (LANL)

International Free Electron Laser Conference [2999]

Lubbock Chamber of Commerce

Board Retreat [3248]

National Math Association / Imagine Education

Midschool Math 2016 [3187]

New Mexico Dental Foundation

New Mexico Mission of Mercy [3036]

New Mexico Hospitality Association

2016 Governor's Conference on Tourism [3298]

Sandia National Laboratory

Sandia Labs Shale Science Conference Workshop [3213]

Santa Fe Bridge Club

Santa Fe Bridge Club [3335]

Southwest Airlines

Claims Review Meeting [3228]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/10/2015	02/03/2015	40	124	40,300
02/10/2016	04/09/2015	600	0	0
08/03/2019	05/14/2015	600	0	0
08/01/2020	05/14/2015	600	0	0
05/26/2015	02/03/2015	30	0	0
06/02/2017	06/22/2015	350	0	308,750
03/02/2016	02/17/2015	0	0	10,400
04/28/2015	01/28/2015	50	100	32,500
10/15/2015	03/24/2015	350	0	3,500
08/20/2017	04/23/2015	500	2,050	666,250
07/30/2015	02/25/2015	25	61	19,825
02/16/2016	01/14/2015	500	505	164,125
04/06/2016	03/11/2015	1,500	325	105,625
04/25/2016	04/09/2015	350	0	0
06/08/2015	01/29/2015	50	120	39,000
04/30/2017	05/01/2015	800	0	162,500
04/13/2015	02/10/2015	15	45	14,625

April Galleagos (3)

University of New Mexico UNM

The 14th ISDCI Congress [3377]

Western Association of Veterans Education Specialists (WAVES)

Western Association of Veterans Education Specialists Annual Conference
[3229]

Total for Manager

Joellyn Baca (6)

American Association for Clinical Chemistry

May 2016 BOD Meeting [3395]

Engineering Conferences International (ECI)

ECI CO2 Summit (16AV) [3293]

F + W Trade Show and Events

Bead Fest 2017 [3369]

National Rural Electric Cooperative Association

NRECA 2018 CONNECT Conference [3362]

Physician Insurers Association of America

2016 PIAA Corporate Counsel Workshop [3366]

State Education Editors

Annual Joint Meeting [3382]

Total for Manager

Kim Harmon (7)

IBM Corporation

ASAP University 2016 [3179]

Motor Maids

Motor Maids Conference 2016 [3190]

Surveillance Systems Integration (SSI)

SSI Tech Show [3215]

The Meteoritical Society

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/17/2018	06/17/2015	400	1,700	552,500
07/22/2016	02/10/2015	0	0	804,700
		6,760	5,030	2,924,600

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/16/2016	06/30/2015	22	0	25,675
04/10/2016	04/06/2015	90	0	86,125
03/22/2017	06/08/2015	2,000	385	20,000
05/12/2018	05/29/2015	700	0	679,250
10/19/2016	05/29/2015	40	86	27,950
06/05/2016	06/22/2015	100	0	91,000
		2,952	471	930,000

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/15/2016	01/06/2015	110	0	175,500
07/02/2016	01/15/2015	300	695	225,875
08/05/2015	01/30/2015	0	0	0

April Gategagos (3)Meteoritical Society Annual Conference 2017 [3079]**The Wells Group of Durango, Inc.**The Wells Group of Durango, Inc. Broker Retreat [3206]**Virginia Tech Continuing Professional Education**CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]**Wilderness & Travel Medicine**Wilderness & Travel Medicine 2016 [3091]**Total for Manager****2,190 5,930 2,102,750****Melanie Moore (50)****Arts Commission / City of Santa Fe**Art In Public Places - DEC 2015 [3311]Art In Public Places - July 2015 [3302]Art In Public Places - June 2015 [3301]Art In Public Places - May 2015 [3300]Art In Public Places - NOV 2015 [3303]Arts Commission - Grant Panel [3224]Arts Commission Meeting [3261]Arts Commission Strategic Organization Gathering [3244]**Ben Rountree**7th Grader Film Project - Ben Rountree [3222]**Christus St Vincent Regional Medical Center**Christus Holiday Party 2016 [3368]**City Attorney's Office / City of Santa Fe**Arbitration Hearing [3195]City Attorney's: Vehicle Forfeiture Conference [3326]ICRC [3338]**Community Services / City of Santa Fe**CPR / First Aid / AED [3359]**Economic Development / City of Santa Fe**Santa Fe Export Seminar - Workshop to Mexico [3225]**Fire Department / City of Santa Fe**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/22/2017	02/19/2015	600	3,390	1,101,750
10/23/2015	01/26/2015	80	80	26,000
06/18/2016	06/11/2015	600	950	308,750
05/23/2016	04/24/2015	500	815	264,875
		2,190	5,930	2,102,750

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
12/17/2015	04/14/2015	12	0	0
07/16/2015	04/14/2015	12	0	0
06/18/2015	04/14/2015	12	0	0
05/21/2015	04/14/2015	12	0	0
11/19/2015	04/14/2015	12	0	0
04/29/2015	02/10/2015	30	0	0
10/13/2015	03/11/2015	13	0	0
03/05/2015	02/20/2015	75	0	0
02/13/2015	02/06/2015	7	0	70
12/15/2016	06/05/2015	1,200	0	78,000
04/13/2015	01/21/2015	12	0	0
09/02/2015	04/27/2015	130	0	0
05/14/2015	05/06/2015	40	0	0
06/03/2015	05/20/2015	18	0	0
04/22/2015	02/10/2015	20	0	0

April Gategos (3)

SFFD: Cadet Testing [3220]

Hilton of Santa FeLANL-IGGP Luncheon [3333]**Housing & Community Development / City of Santa Fe**City of Santa Fe Customer Service Training [3234]**Human Resources / City of Santa Fe**HR Benefits Advisory Meeting [3328]HR Open Enrollment [3345]Union Negotiations [3219]Union Negotiations [3221]**ITT / City of Santa Fe**ITT Governance Committee [3312]ITT Process Improvement Training [3216]ITT Strategy Workshop [3263]**Land Use Department / City of Santa Fe**Planning Commission Meeting [3262]**Mayor's Office / City of Santa Fe**City Council Meeting - AUG 5 [3390]City Council Meeting - JULY 15 [3371]City Council Meeting - JULY 3 [3309]City Council Meeting - JUNE 10 [3307]City Council Meeting - JUNE 24 [3308]City Council Meeting - MAY 13 [3305]City Council Meeting - MAY 27 [3306]City Council Meeting - SEP 2 [3391]Election Day [3310]**Police Department / City of Santa Fe**Lethality Assessment Program Training [3357]SFPD Promotional Assessments [3231]**Public Utilities Department / City of Santa Fe**Children's Water Fiesta - FALL 2015 [3355]Jemez Y Sangre Steering Committee Meeting [3280]**Public Works / City of Santa Fe**ENN E. Alameda Improvements pt. 1 [3237]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/05/2015	02/04/2015	192	0	0
06/02/2015	05/01/2015	16	0	400
03/03/2015	02/16/2015	30	0	0
05/28/2015	04/28/2015	50	0	0
06/08/2015	05/11/2015	50	0	0
02/04/2015	02/04/2015	8	0	0
02/11/2015	02/05/2015	8	0	0
05/12/2015	04/15/2015	25	0	0
02/09/2015	01/30/2015	15	0	0
03/23/2015	03/13/2015	20	0	0
04/02/2015	03/12/2015	300	0	0
08/05/2015	06/26/2015	300	0	0
07/15/2015	06/09/2015	300	0	0
07/03/2015	04/14/2015	300	0	0
06/10/2015	04/14/2015	200	0	0
06/24/2015	04/14/2015	300	0	0
05/13/2015	04/14/2015	200	0	0
05/27/2015	04/14/2015	300	0	0
09/02/2015	06/26/2015	300	0	0
03/01/2016	04/14/2015	300	0	0
08/06/2015	05/19/2015	30	0	0
03/23/2015	02/12/2015	15	0	0
09/29/2015	05/18/2015	600	0	0
04/16/2015	03/27/2015	75	0	0
03/09/2015	02/17/2015	50	0	0

April Gallegos (3)

ENN E. Alameda Improvements pt. 2 [3241]

Santa Fe Fashion Week

Santa Fe Fashion Week 2015 [3144]

The Kiwanis Club of Santa Fe

Zozobra w/ Downtown Merchants [3397]

Tourism Santa Fe CVB/City of Santa Fe

Marketing/Advertising RFP [3204]

QTAB Meetings [3258]

SantaFe.org Training Part 1 [3226]

SantaFe.org Training Part 2 [3227]

Tourism SFE - Business Partner Meetings [3223]

Transportation / City of Santa Fe

NMPTA Board of Directors [3385]

Xeriscape Council of New Mexico

Xeriscape Council of NM Conference [3271]

Total for Manager

Randy Randall (1)

Great Race

Great Race [3240]

Total for Manager

Rosalina Grace (92)

Academy for the Love of Learning

For the Love of Learning [3285]

Acequia Madre Elementary PTC

Acequia Madre Elementary Fundraiser 2015 [3056]

Alicia Montoya

Wedding Reception Alicia & Mike Montoya [3394]

Anna Sidd

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/21/2015	02/18/2015	50	0	0
10/16/2015	05/18/2015	400	0	10,000
07/21/2015	06/30/2015	40	0	400
02/05/2015	01/26/2015	12	0	0
04/30/2015	03/09/2015	25	0	0
02/23/2015	02/10/2015	20	0	0
03/09/2015	02/10/2015	12	0	0
03/02/2015	02/09/2015	25	0	0
01/14/2016	06/24/2015	13	0	0
03/03/2016	03/19/2015	200	0	0
		6,386	0	88,870
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/23/2015	02/18/2015	400	0	26,000
		400	0	26,000
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/17/2015	03/30/2015	300	0	3,000
11/07/2015	02/06/2015	400	0	26,000
05/21/2016	06/29/2015	250	0	6,250

←April Gallagos (3)Sidd Wedding Reception [3273]**Association of Commerce and Industry**Association of Commerce & Industry Breakfast 2016 [3364]**Big Brothers Big Sisters Mountain Region**Big Brothers Big Sisters Staff Meeting [3266]Little Gala for a Big Cause [3193]Little Gala for a Big Cause 2015 [3207]**Cardenas Marketing Network, Inc**Juan Gabriel Concert [3358]**Care Net Pregnancy Center of Santa Fe**Care Net Annual Fundraiser Banquet [3270]**Carmela Aldeis**Aldeis Retirement Reception [3205]**Celine Gonzales**Gonzales Reception [3295]**CENTER**Photographic Exposition [3272]**Cherry Pie Social**Cherry Pie Social Workshop [3315]**Chris Rivera**Rivera Graduation Party [3287]**Christus St Vincent Regional Medical Center**Christus [3181]**City Attorney's Office / City of Santa Fe**City Attorney's: Vehicle Forfeiture Conference [3375]**Contemporary Hispanic Market**Contemporary Hispanic Market Preview 2015 [2992]**Cumbre Court Reporting**Cumbre Court Reporting Deposition [3356]**Danette V. Trujillo**Trujillo Graduation Party [3346]**Department of Public Safety**New Mexico State Police Graduation [3260]NM State Police Banquet & Graduation [3304]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/24/2016	03/23/2015	175	0	4,375
01/26/2016	05/28/2015	120	0	3,000
03/27/2015	03/16/2015	30	0	0
09/28/2016	01/20/2015	500	0	0
10/08/2015	01/26/2015	600	0	0
12/08/2015	05/20/2015	0	0	0
03/01/2016	03/18/2015	500	0	32,500
03/07/2015	01/26/2015	300	0	7,500
03/27/2015	04/07/2015	350	0	8,750
06/12/2015	03/19/2015	500	0	12,500
06/05/2015	04/16/2015	100	0	0
05/23/2015	03/30/2015	0	0	0
01/15/2015	01/08/2015	1,200	0	78,000
09/02/2015	06/11/2015	130	0	0
07/23/2015	06/05/2015	800	0	52,000
06/03/2015	05/19/2015	16	0	160
06/18/2016	05/12/2015	300	0	7,500
05/08/2015	03/10/2015	500	0	0
12/03/2015	04/14/2015	500	0	0

April-Gallegos (3)**Donna Ruddy**Ruddy & Franco Wedding Reception [3249]**Doris Rivera**Trujillo & Flores Wedding Reception [3278]**First Presbyterian Church**Frist Presbyterian Church [3352]**Georgia O'Keeffe Museum**Panel Discussion [3246]**Gisselle Ortega**Ortega Quincenera [3372]**Hilton of Santa Fe**Hilton /Martinez Wedding Reception [3192]**Hotel Santa Fe**Christus St. Vincent [3183]**Jeanette Romero**Romero Memorial Reception [3392]**John Rael**Rael Wedding Reception [3202]**Justin Lee Law Firm**Mediation [3374]**La Sociedad Folklorica de Nuevo Mexico**Baile de los Cascarones 2018 [3230]**Mario Marcial**Marcial Quincenera [3370]**Masters Program**Holiday Party [3331]Masters Program Prom 2016 [3334]**Mayor's Office / City of Santa Fe**Mayor's Ball 2017 [3180]**Miriam Cano**Cano Quincenera [3329]**Molly Fields**Fields & Martinez Wedding Reception [3069]**Monte del Sol Charter School**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/03/2015	02/25/2015	300	0	7,500
10/24/2015	03/26/2015	400	0	10,000
01/14/2017	05/14/2015	0	0	0
07/17/2015	02/24/2015	30	0	300
03/05/2016	06/09/2015	350	0	8,750
10/17/2015	01/20/2015	16	0	1,040
01/15/2015	01/09/2015	150	0	3,750
07/14/2015	06/26/2015	80	0	2,000
04/23/2016	01/23/2015	0	0	0
06/15/2015	06/11/2015	20	0	200
04/27/2019	02/11/2015	400	0	0
02/12/2016	06/08/2015	275	0	6,875
12/12/2015	05/01/2015	150	0	0
04/23/2016	05/01/2015	150	0	0
10/21/2017	01/06/2015	400	0	26,000
04/30/2016	04/29/2015	300	0	7,500
04/16/2016	05/29/2015	350	0	22,750

<u>April Gallegos (3)</u>				
<u>Monte del Sol Graduation 2016</u> [3378]				
Naomi Marintez				
<u>Martinez Reception</u> [3381]				
New Mexico Department of Indian Affairs				
<u>Indian Day at the Round House Banquet</u> [3201]				
New Mexico Injury Provension Coalition				
<u>NM Injury Provension</u> [3294]				
New Mexico School for the Arts				
<u>NM School for the Arts Graduation 2016</u> [3379]				
Nick Salazar				
<u>Salazar Wedding Reception</u> [3384]				
Noelle Maestas				
<u>Maestas Wedding Reception</u> [3373]				
Northern New Mexico Fire Training Academy				
<u>Fire Training</u> [3214]				
Presbyterian Healthcare Services				
<u>Annual Provider Education Conference</u> [3299]				
<u>Governor's Prayer Breakfast 2016</u> [3232]				
Representative Brain Egoff				
<u>Town Hall Meeting</u> [3247]				
Rivera Family Funerals & Cremations				
<u>Charlie Maxwell Funeral Services</u> [3243]				
Sandia National Laboratory				
<u>Rattlesnake Handling Training</u> [3361]				
Sangre de Cristo Funeral Fund				
<u>8th Annual Mariachi Extravaganza</u> [3252]				
Santa Fe Area Home Builders Association				
<u>Santa Fe Home & Remodeling Show 2018</u> [3265]				
Santa Fe Association of Realtors				
<u>Summer Social</u> [3200]				
<u>Task Force Meeting on Affordable Housing</u> [3174]				
Santa Fe Chamber of Commerce				
<u>Legislative Reception 2016</u> [3317]				
<u>Legislative Reception 2017</u> [3321]				

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/25/2016	06/17/2015	800	0	20,000
06/03/2016	06/19/2015	0	0	0
02/02/2017	01/23/2015	300	0	19,500
05/20/2015	04/07/2015	0	0	0
05/24/2016	06/17/2015	600	0	15,000
09/26/2015	06/24/2015	150	0	3,750
09/26/2015	06/09/2015	300	0	7,500
03/28/2016	01/30/2015	225	0	2,250
08/25/2015	04/13/2015	50	0	0
01/27/2016	02/13/2015	500	0	32,500
02/21/2015	02/25/2015	100	0	1,000
02/22/2015	02/19/2015	500	0	0
06/09/2015	05/27/2015	50	0	500
09/26/2015	03/04/2015	1,500	0	0
03/09/2018	03/16/2015	2,000	0	130,000
06/05/2015	01/23/2015	250	0	6,250
12/03/2015	01/22/2015	250	0	2,500
01/25/2016	04/17/2015	1,000	0	25,000
01/23/2017	04/23/2015	1,000	0	25,000

April Gallegos (3)**Santa Fe Community Orchestra**SF Community Orchestra Concert & Dance Gala 2017 [2855]SF Community Orchestra Concert & Dance Gala 2018 [2856]**Santa Fe Fiesta, Inc**2016 Baile de Mayo [926]2016 Fiesta Court Selection [2791]2017 Installation of Officers [918]Youth Mariache Workshops 2016 [941]**Santa Fe Habitat for Humanity**Kentucky Durbey Day 2016 [3365]**Santa Fe Institute**BNet Symposium [3363]**Santa Fe Japanese Inter-Cultural Network**Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]**Santa Fe Public Schools**Capital High School Prom 2015 [880]Capital High School Prom 2016 [3322]Parent Academy Winter Class Banquet [3212]Santa Fe & Capital High Awards Banquet 2015 [2905]Santa Fe Public Schools Volunteer Banquet 2015 [3189]**Southwest Regional Education Center #10**SW Regional Education Workshop [3289]SW Regional Education Workshop [3290]**Southwestern College**Annual Transformation & Healing Conference 2016 [3367]**St. Elizabeth Shelter**St Elizabeth Shelter Gala [3175]St Elizabeth Shelter Gala [3203]**St. Micheals High School Foundation**Blue Stamped/Calcuta 2017 [3341]Blue Stamped Fundraiser [3339]**State of New Mexico**Children Youth & Family Dept [3210]**Stein & Brockmann**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/18/2017	05/29/2015	500	0	12,500
02/10/2018	05/29/2015	500	0	12,500
05/07/2016	04/23/2015	500	0	0
05/05/2016	04/22/2015	500	0	0
01/07/2017	05/29/2015	200	0	0
03/28/2016	04/22/2015	400	0	0
05/06/2016	05/29/2015	350	0	8,750
11/05/2015	05/28/2015	120	0	3,000
04/15/2016	04/22/2015	2,000	0	0
05/01/2015	01/26/2015	400	0	0
04/23/2016	04/23/2015	400	0	0
02/03/2015	01/29/2015	300	0	0
05/12/2015	04/14/2015	500	0	32,500
04/17/2015	01/15/2015	500	0	32,500
06/01/2015	04/02/2015	0	0	0
06/25/2015	04/02/2015	0	0	0
08/27/2016	06/03/2015	500	0	0
10/15/2016	01/05/2015	400	0	26,000
10/17/2015	01/26/2015	400	0	26,000
04/21/2017	05/08/2015	300	0	19,500
04/30/2016	05/06/2015	300	0	19,500
02/23/2015	01/27/2015	400	0	0

April Gallegos (3)

Deposition [3250]

The Cancer Foundation For New Mexico

12th Annual Sweetheart Auction [3006]

13th Annual Sweetheart Auction [3007]

Tierra Encantada Charter School @ Alvord

Tierra Encantada Charter School Graduation 2015 [3209]

Tierra Encantada Charter School Graduation 2016 [3344]

Tourism Santa Fe CVB/City of Santa Fe

Randy Randall/SF Lodgers Association Luncheon [3197]

Tourism / TravelClick Meeting [3188]

United States District Court

Naturalization Swearing-in Ceremony 2015 [3198]

Naturalization Swearing-in Ceremony 2016 [3360]

Valerie Sandoval

Sandoval Graduation [3319]

WESST

WESST Santa Fe [3281]

YouthWorks

Mayors Ball YouthWorks & Boys & Girls Club [3264]

Total for Manager

Grand Total(183)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/11/2015	02/27/2015	20	0	200
02/10/2017	05/29/2015	1,000	0	65,000
02/02/2018	05/29/2015	1,000	0	65,000
05/15/2015	01/27/2015	200	0	0
05/13/2016	05/11/2015	250	0	0
04/08/2015	01/22/2015	30	0	0
02/03/2015	01/14/2015	25	0	0
09/03/2015	01/22/2015	500	0	12,500
09/02/2016	05/21/2015	500	0	12,500
06/05/2015	04/21/2015	300	0	7,500
04/23/2015	03/27/2015	20	0	1,300
02/13/2016	03/16/2015	550	0	35,750
		34,382	0	1,021,450
		56,480	11,606	8,262,045

TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

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

Blake Jackson (1)
Travelzoo Inc.
~~Travelzoo Destination Campaign [3277]~~ **n/a**

Total for Manager

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/26/2015	03/26/2015	0	0	0
Total for Manager				
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]				
Rug Hooking Organization				
Rug Hooking Workshop [3196]				
03/18/2015	01/07/2015	85	160	52,000
The International Council of Shopping Centers				
Law Conference 2017 [3182]				
04/24/2016	01/21/2015	70	175	56,875
10/24/2017	01/09/2015	1,700	3,150	1,023,750
Total for Manager			3,755	1,220,375

David A. Carr (39)
AECOM Technology Corporation
AECOM - HPT Leadership Planning [3218]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/10/2015	02/03/2015	0	90	29,250

<u>Blake-Jackson (1)</u>					
<u>AECOM - HPT Leadership Planning [3218]</u>					
<u>Anthony J. Jannetti, Inc.</u>					
<u>(NNCC) Nephrology Nurses Certification Commission - Advance Practice Exam Board Mtg & Test Committee [3348]</u>	03/10/2015	02/03/2015	40	34	11,050
<u>NNCC - Clinical/Technical Exam Board & Test Committee [3349]</u>	05/20/2016	05/13/2015	0	42	13,650
<u>Battle of the Books, New Mexico</u>	09/09/2016	05/13/2015	18	54	17,550
<u>BOB, Battle of the Books [3256]</u>	04/17/2015	03/05/2015	400	400	130,000
<u>Economic Development / City of Santa Fe</u>					
<u>Model United Nations [3236]</u>	11/02/2015	02/17/2015	500	500	162,500
<u>Flow Science, Inc.</u>					
<u>2015 International Associates Meeting [3233]</u>	10/12/2015	02/13/2015	50	45	14,625
<u>Heartland Financial</u>					
<u>Heartland Retail Conference [3217]</u>	04/20/2015	02/03/2015	0	75	24,375
<u>HelmsBriscoe - Central</u>					
<u>Siblings Reunion [3184]</u>	08/06/2015	01/13/2015	22	46	1,430
<u>Hope Lutheran Church</u>					
<u>Couple's Retreat [3208]</u>	07/17/2015	01/26/2015	40	40	13,000
<u>Institute of Electrical and Electronics Engineers</u>					
<u>IEEE LTSW 2016 [3239]</u>	02/07/2016	02/17/2015	0	180	58,500
<u>Kesselman-Jones Inc</u>					
<u>International Society for Aerosols in Medicine Congress 2017 [3383]</u>	06/02/2017	06/23/2015	350	950	308,750
<u>Krell Institute</u>					
<u>Board Meeting [3235]</u>	03/02/2016	02/17/2015	0	32	10,400
<u>Land Trust Alliance</u>					
<u>Land Trust Alliance Annual Meeting [3211]</u>	04/28/2015	01/28/2015	50	100	32,500
<u>Lanell Tweddle</u>					
<u>Turner Legueri Wedding [3325]</u>	09/10/2015	04/27/2015	120	115	7,800
<u>Las Cumbres Community Services</u>					
<u>Grandparents Raising Grandchildren Program [3275]</u>	10/15/2015	05/04/2015	350	200	3,500
<u>Los Alamos National Laboratory (LANL)</u>					
<u>Electronic Structure Approaches and Applications to Quantum Matter [3253]</u>	05/17/2015	03/05/2015	70	175	56,875
<u>Emergent Paradigms in Nonlinear Complexity [3274]</u>	06/07/2015	03/24/2015	50	120	0
<u>Grand Challenges in Geological Fluid Mechanics [3276]</u>	09/01/2015	03/24/2015	85	200	65,000
<u>INFO 2015 [3238]</u>	07/12/2015	02/17/2015	40	150	48,750

Blake Jackson (1)

International Free Electron Laser Conference [2999]

Lubbock Chamber of Commerce

Board Retreat [3248]

~~Board Retreat [3248]~~ **Dup**

Melissa G. Rael & Associates

Boys at Risk: Indicators from Early Childhood [3185]

~~Boys at Risk: Indicators from Early Childhood [3185]~~ **Dup**

National Association of Attorneys General

NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]

New Mexico Association of Counties

NMAC 2016 [2294]

NMAC 2017 [2837]

NMAC 2018 [2838]

New Mexico Dental Foundation

New Mexico Mission of Mercy [3036]

New Mexico School Board

New Mexico School Board Association Annual Meeting [2973]

Retail Data Systems

Sales Meeting 2016 [3313]

~~Sales Meeting 2016 [3313]~~ **Dup**

Sandia National Laboratory

3D Printing and Digital Rocks Physics [3314]

Sandia Labs Shale Science Conference Workshop [3213]

~~Sandia Labs Shale Science Conference Workshop [3213]~~ **Dup**

Santa Fe Bridge Club

Santa Fe Bridge Club [3335]

Santa Fe Wine & Chile

2015 Santa Fe Wine & Chile Fiesta [3118]

Society of American Travel Writers

2016 SATW Western Chapter Meeting [3386]

Southwest Airlines

Claims Review Meeting [3228]

United States Martial Arts Hall of Fame

The United States Martial Arts Hall of Fame - Annual Conference [3387]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
08/20/2017	07/27/2015	500	1,300	422,500
07/30/2015	02/25/2015	0	-5	-1,625
07/30/2015	02/25/2015	25	60	19,500
11/05/2015	01/30/2015	0	0	0
11/05/2015	01/30/2015	300	210	68,250
09/16/2015	05/05/2015	0	158	51,350
01/18/2016	09/15/2014	0	0	0
01/16/2017	05/12/2014	0	0	0
01/15/2018	05/12/2014	0	0	0
04/06/2016	05/05/2015	1,500	360	117,000
02/18/2015	08/05/2014	0	-60	0
02/02/2016	04/15/2015	0	-60	-19,500
02/02/2016	04/15/2015	100	280	91,000
08/03/2015	04/15/2015	50	25	8,125
06/08/2015	01/29/2015	0	0	0
05/12/2015	01/29/2015	50	45	14,625
04/30/2017	05/01/2015	800	500	162,500
09/23/2015	05/05/2015	1,500	1,500	487,500
04/03/2016	06/24/2015	50	150	29,850
04/13/2015	02/12/2015	15	45	14,625
06/21/2016	06/24/2015	150	285	92,625

Blake-Jackson (1)
University of New Mexico UNM

Consortium for Materials Properties Research in Earth Sciences - COMPRES [3347]

Consortium for Materials Properties Research in Earth Sciences - COMPRES [3347] **D-up**

The 14th ISDCI Congress [3377]

Western Association of Veterans Education Specialists (WAVES)

Western Association of Veterans Education Specialists Annual Conference [3229]

Total for Manager

7,775
12,592
+ 125
3,949,405

Joellyn Baca (9)

American Association for Clinical Chemistry

May 2016 BOD Meeting [3395]

Association of American Medical Colleges

Council of Deans Spring Meeting 2017 [3342]

Council of Deans Spring Meeting 2017 [3342]

Booz Allen Hamilton

U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]

Engineering Conferences International (ECI)

ECI CO2 Summit (16AV) [3293]

ECI NSC (Non-Stoichiometric Compounds) [3292]

F + W Trade Show and Events

Bead Fest 2017 [3369]

National Rural Electric Cooperative Association

NRECA 2018 CONNECT Conference [3362]

Physician Insurers Association of America

2016 PIAA Corporate Counsel Workshop [3366]

State Education Editors

Annual Joint Meeting [3382]

Total for Manager

3,237
4,052
1,216,650

Meeting Date
Entry Date
Delegates
Total Room Nights
Econ Value

07/09/2017 05/13/2015 0 75 24,375
07/09/2017 05/13/2015 150 375 121,875
06/17/2018 06/18/2015 400 1,325 430,625
07/22/2016 02/10/2015 0 2,476 804,700

Meeting Date
Entry Date
Delegates
Total Room Nights
Econ Value

05/16/2016 06/30/2015 22 79 25,675
03/23/2017 05/08/2015 0 0 0
03/23/2017 05/08/2015 135 407 132,275
10/13/2015 06/30/2015 60 135 43,875
04/10/2016 04/06/2015 90 265 86,125
09/04/2016 04/06/2015 90 340 110,500
03/22/2017 06/08/2015 2,000 370 20,000
05/12/2018 05/29/2015 700 2,090 679,250
10/19/2016 05/29/2015 40 86 27,950
06/05/2016 06/22/2015 100 280 91,000

Blake Jackson (1)

Kim Harmon (30)

American Bar Association

2017 RPTF Fall Leadership Meeting [3245]

ABA Journal's September Board of Editors Meeting [3186]

~~ABA Journal's September Board of Editors Meeting [3186]~~

American Massage Therapy Association (AMTA)

AMTA June 2016 Board of Directors Meeting [3320]

American Society of Plant Biologists (ASPB)

5th Pan American Plants and Bioenergy Conference [3318]

American Society of Plastic Surgeons

ASPS Symposium 2015 [2544]

CEDAR-Coupling, Energetics and Dynamics of Atmospheric R

CEDAR-GEM Joint Workshop 2016 [3017]

D Wave Systems

D Wave Systems Sales Meeting [3353]

Friends of SaddleBrooke Libraries

Santa Fe Tour 2016 [3343]

Historical Novel Society (HNS)

Historical Novel Society (HNS) Conference 2017 [3316]

IBM Corporation

ASAP University 2016 [3179]

~~ASAP University 2016 [3179]~~

Interstate Technology & Regulatory Council (ITRC)

ITRC Annual Kick Off Meeting 2016 [3242]

Motor Maids

Motor Maids Conference 2016 [3190]

National Atmospheric Deposition Program

NADP Fall Meeting and Symposium 2016 [3291]

National Audubon Society

National Audubon Society Convention 2017 [3267]

National Scholarship Providers Association (NSPA)

NSPA Annual Conference 2016 [3393]

Opes Advisors

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
10/04/2017	02/24/2015	200	573	186,225
09/27/2015	01/13/2015	0	0	0
09/24/2015	01/13/2015	25	60	19,500
06/08/2016	04/22/2015	50	150	48,750
08/03/2016	04/20/2015	200	247	80,275
08/25/2015	04/23/2015	400	775	251,875
06/19/2016	08/21/2014	0	107	34,775
08/03/2015	05/15/2015	13	39	12,675
04/03/2016	05/08/2015	50	108	21,492
06/29/2017	04/16/2015	600	1,275	414,375
04/15/2016	01/06/2015	0	0	0
04/15/2016	01/06/2015	110	540	175,500
02/01/2016	02/19/2015	25	70	22,750
07/02/2016	01/15/2015	300	695	225,875
10/23/2016	04/02/2015	150	465	151,125
07/12/2017	03/16/2015	500	1,055	342,875
10/08/2016	06/26/2015	425	705	229,125

Blake-Jackson (1)

President's Club 2016 [3340]

Premier Rail CollectionPullman Rail Journeys Santa Fe [3327]**Rocky Mountain Mineral Law Foundation**RMML Oil and Gas Agreements [3286]**Simplified Technology Company**2015 GE 7EA Users Group Annual Conference [2995]Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015
[3330]**Star Americas Software Solutions LLC**Spring Conference 2016 [3257]**Steel Founders Society of America (SFSa)**Fall Leadership Meeting 2016 [3336]**Surveillance Systems Integration (SSI)**SSI Tech Show [3215]**The Meteoritical Society**Meteoritical Society Annual Conference 2017 [3079]**The Standard**The Standard - Annual Service Conference [3323]**The Wells Group of Durango, Inc.**The Wells Group of Durango, Inc. Broker Retreat [3206]**Tourism Santa Fe CVB/City of Santa Fe**FAM Welcome Reception [3332]**Virginia Tech Continuing Professional Education**CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]**Wilderness & Travel Medicine**Wilderness & Travel Medicine 2016 [3091]**Women Writing the West**Women Writing the West Conference 2016 [3288]**Total for Manager****Melanie Moore (24) 21****Arts Commission / City of Santa Fe**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/03/2016	05/07/2015	90	150	48,750
10/02/2015	04/28/2015	20	20	3,980
05/10/2016	03/30/2015	200	380	123,500
11/09/2015	08/13/2014	0	98	31,850
11/15/2015	04/29/2015	0	87	28,275
02/21/2016	03/06/2015	50	100	32,500
09/09/2016	05/04/2015	100	155	50,375
08/05/2015	01/30/2015	0	10	0
07/22/2017	02/19/2015	600	3,600	1,170,000
03/14/2016	04/23/2015	65	195	63,375
10/23/2015	01/26/2015	80	80	26,000
06/23/2015	05/01/2015	50	0	0
06/18/2016	06/15/2015	600	677	220,025
05/30/2016	05/22/2015	500	907	294,775
10/13/2016	03/31/2015	120	180	58,500
		5,523	13,503	4,369,097

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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Blake Jackson (1)

Arts Commission/ Workshop for RFQs [3177]

City Attorney's Office / City of Santa Fe

Attorney Meeting [3268]

Economic Development / City of Santa Fe

~~Santa Fe Export Seminar - Workshop to Mexico [3225]~~

Hilton of Santa Fe

~~LANL IGGP Luncheon [3333]~~

Human Resources / City of Santa Fe

RFP Interviews [3255]

Land Use Department / City of Santa Fe

H Board Meeting - 10/13/2015 [3170]

H Board Meeting - 11/10/2015 [3171]

H Board Meeting - 5/26/2015 [3167]

H Board Meeting - 9/22/2015 [3169]

H Board Meeting - 9/8/2015 [3168]

Mayor's Office / City of Santa Fe

City Council Meeting - JULY 22 [3388]

Mayor's Strategy Meeting with LANL [3254]

Public Works / City of Santa Fe

ENN E. Alameda Improvements pt. 1.5 [3296]

Santa Fe Fashion Week

~~Santa Fe Fashion Week 2015 [3144]~~

Southwest Association of Indian Arts

SWAIA 94th Summer Indian Market Preview 2015 [794]

SWAIA 95th Summer Indian Market Preview 2016 [1559]

SWAIA Winter Indian Market 2015 [806]

SWAIA Winter Indian Market 2016 [1483]

The Cancer Foundation For New Mexico

11th Annual Sweetheart Auction [3005]

11th Annual Sweetheart Auction [3005]

11th Annual Sweetheart Auction [3005]

Tourism Santa Fe CVB/ City of Santa Fe

OTAB Meeting (Special) [3269]

Randy's Meeting [3279]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
01/29/2015	01/06/2015	40	0	0
03/18/2015	03/17/2015	12	0	0
04/22/2015	03/02/2015	20	0	0
06/02/2015	05/01/2015	16	0	400
03/12/2015	03/05/2015	20	0	0
10/13/2015	03/02/2015	30	0	0
11/10/2015	03/02/2015	30	0	0
05/26/2015	03/02/2015	30	0	0
09/22/2015	03/02/2015	30	0	0
09/08/2015	03/02/2015	30	0	0
07/22/2015	06/26/2015	500	0	0
05/05/2015	03/05/2015	16	0	0
04/30/2015	04/08/2015	100	0	0
10/16/2015	03/02/2015	400	0	10,000
08/21/2015	03/02/2015	2,000	0	0
08/19/2016	03/02/2015	2,000	0	20,000
11/25/2015	03/02/2015	2,000	0	130,000
11/23/2016	03/02/2015	2,000	0	130,000
02/05/2016	08/19/2014	0	0	0
02/26/2016	08/19/2014	0	0	0
02/26/2016	08/19/2014	0	0	0
04/01/2015	03/17/2015	18	0	0
04/07/2015	03/27/2015	30	0	0

Blake Jackson (1)

Transportation / City of Santa Fe

ADA Sensitivity & Passenger Suspension Policies [3013]

Transportation / Attorney Meeting [3324]

Whitehawk

2017 Whitehawk Show [2476]

Total for Manager

Randy Randall (2) 1

Great Race

Great Race [3240]

~~Great Race - Backup Plan [3251]~~ **N/A**

Total for Manager

Rosalina Grace (87) 19

Academy for the Love of Learning

~~For the Love of Learning [3285]~~ **DUP**

Alicia Montoya

~~Wedding Reception Alicia & Mike Montoya [3394]~~ **DUP**

Amanda Lopez

Lopez Graduation [2898]

Association of Commerce and Industry

Association of Commerce & Industry Breakfast 2015 [2895]

Association of Commerce & Industry Breakfast 2016 [3364]

Big Brothers Big Sisters Mountain Region

~~Big Brothers Big Sisters Staff Meeting [3266]~~ **DUP**

~~Little Gala for a Big Cause [3193]~~

~~Little Gala for a Big Cause 2015 [3207]~~

Cardenas Marketing Network, Inc

~~Juan Gabriel Concert [3358]~~ **DUP**

Care Net Pregnancy Center of Santa Fe

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/14/2015	03/02/2015	45	0	0
04/27/2015	04/24/2015	6	0	0
08/07/2017	03/02/2015	3,000	0	75,000
		12,373	0	365,400

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/23/2015	02/18/2015	400	0	26,000
06/23/2015	03/04/2015	400	0	26,000
		800	0	52,000

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
10/17/2015	03/30/2015	0	0	0
05/21/2016	06/29/2015	0	0	0
07/25/2015	06/10/2014	0	0	0
02/03/2015	01/09/2015	100	0	2,500
01/26/2016	05/28/2015	120	0	3,000
03/27/2015	03/16/2015	30	0	0
09/28/2016	01/20/2015	500	0	0
10/08/2015	01/26/2015	500	0	0
12/08/2015	05/20/2015	0	0	0

Blake Jackson (1)

~~Care Net Annual Fundraiser Banquet [3270]~~ **DUP**

Carmela Aldeis

~~Aldeis Retirement Reception [3205]~~ **DUP**

Celine Gonzales

~~Gonzales Reception [3295]~~ **DUP**

CENTER

~~Photographic Exposition [3222]~~ **DUP**

Cherry Pie Social

~~Cherry Pie Social Workshop [3315]~~ **DUP**

Chris Rivera

~~Rivera Graduation Party [3287]~~ **DUP**

Christus St Vincent Regional Medical Center

~~Christus [3181]~~ **DUP**

City Attorney's Office / City of Santa Fe

~~City Attorney's Vehicle Forfeiture Conference [3375]~~ **DUP**

Contemporary Hispanic Market

~~Contemporary Hispanic Market Preview 2015 [2992]~~ **DUP**

Cumbre Court Reporting

~~Cumbre Court Reporting Deposition [3356]~~ **DUP**

Danette V. Trujillo

~~Trujillo Graduation Party [3346]~~ **DUP**

Department of Public Safety

~~New Mexico State Police Graduation [3260]~~ **DUP**

Donna Ruddy

~~Ruddy & Franco Wedding Reception [3249]~~ **DUP**

Doris Rivera

~~Trujillo & Flores Wedding Reception [3278]~~ **DUP**

Employee Benefit Committee / City of Santa Fe

~~City of Santa Fe Holiday Party 2015 [2625]~~

First Presbyterian Church

~~First Presbyterian Church [3352]~~ **DUP**

Florence Sena

~~Sena Graduation [2894]~~

Georgia O'Keeffe Museum

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/01/2016	03/23/2015	500	0	32,500
03/07/2015	01/26/2015	0	0	0
03/27/2015	04/07/2015	350	0	8,750
06/12/2015	03/19/2015	500	0	12,500
06/05/2015	04/16/2015	100	0	0
05/23/2015	03/30/2015	0	0	0
01/15/2015	01/08/2015	1,200	0	78,000
09/02/2015	06/11/2015	130	0	0
07/24/2015	06/05/2015	800	0	52,000
06/03/2015	05/19/2015	0	0	0
06/18/2016	05/12/2015	300	0	7,500
05/08/2015	03/10/2015	500	0	0
10/03/2015	02/25/2015	300	0	7,500
10/24/2015	03/26/2015	400	0	10,000
12/11/2015	11/13/2013	0	30	0
01/14/2017	05/19/2015	0	0	0
06/13/2015	06/10/2014	150	0	9,750

Blake Jackson (1)

Panel Discussion [3246]

Gisselle Ortega

~~Ortega Quincenera [3372]~~ **Dup**

Hilton of Santa Fe

~~Hilton / Martinez Wedding Reception [3192]~~ **Dup**

~~Hilton / Martinez Wedding Reception [3192]~~

~~Hilton / Martinez Wedding Reception [3192]~~

Hotel Santa Fe

~~Christus St. Vincent [3183]~~ **Dup**

John Rael

~~Rael Wedding Reception [3202]~~ **Dup**

~~Rael Wedding Reception [3202]~~

Judicial Conference

Judicial conference Meet & Greet [2848]

Justin Lee Law Firm

~~Mediation [3374]~~ **Dup**

Karen Padilla

Padilla Wedding Reception [3142]

Kitchen Angels

Kitchen Angels Collectable Box Auction 2015 [2871]

~~Kitchen Angels Collectable Box Auction 2015 [2871]~~ **Dup**

~~Kitchen Angels Collectable Box Auction 2015 [2871]~~

La Sociedad Folklorica de Nuevo Mexico

~~Baile de los Gascarones 2018 [3230]~~ **Dup**

Mario Marcial

~~Marcial Quincenera [3370]~~ **Dup**

Masters Program

~~Masters Program Prom 2016 [3334]~~ **Dup**

Mayor's Office / City of Santa Fe

Mayor's Ball 2017 [3176]

~~Mayor's Ball 2017 [3180]~~ **Dup**

Mayor's Senior Volunteer Recognition Celebration 2015 [2342]

Miriam Cano

~~Cano Quincenera [3329]~~ **Dup**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
07/17/2015	05/21/2015	30	0	300
03/05/2016	06/09/2015	350	0	8,750
10/17/2015	01/20/2015	0	0	0
10/03/2015	01/20/2015	0	0	640
10/03/2015	01/20/2015	16	0	400
01/15/2015	01/09/2015	150	0	3,750
04/23/2016	01/23/2015	0	0	0
06/11/2016	01/23/2015	0	0	0
05/18/2015	05/19/2014	200	0	5,000
06/15/2015	06/11/2015	0	0	0
09/05/2015	03/19/2015	0	0	0
10/02/2015	05/30/2014	350	0	8,750
10/16/2015	05/30/2014	0	0	0
11/14/2015	05/30/2014	0	0	0
04/27/2019	02/11/2015	400	0	0
02/12/2016	06/08/2015	275	0	6,875
04/23/2016	05/06/2015	150	0	0
10/22/2016	11/09/2015	400	0	26,000
10/21/2017	01/06/2015	400	0	26,000
05/05/2015	01/30/2015	400	0	26,000
04/30/2016	04/29/2015	300	0	7,500

Blake Jackson (1)

Molly Fields

~~Fields & Martinez Wedding Reception [3069]~~ **DUP**
~~Fields & Martinez Wedding Reception [3069]~~

Naomi Marintez

~~Martinez Reception [3381]~~ **DUP**
New Mexico Department of Indian Affairs
~~Indian Day at the Round House Banquet [3201]~~ **DUP**

New Mexico Farm & Livestock Bureau

New Mexico Farm & Livestock Bureau 2016 [2634]

New Mexico Injury Provention Coalition

~~NM Injury Provention [3294]~~ **DUP**

New Mexico School for the Arts

NM School for the Arts Graduation 2015 [2927]

Nick Salazar

~~Salazar Wedding Reception [3384]~~ **DUP**

Noelle Maestas

~~Maestas Wedding Reception [3373]~~ **DUP**

Presbyterian Healthcare Services

~~Annual Provider Education Conference [3299]~~ **DUP**

Representative Brain Egoff

~~Town Hall Meeting [3247]~~ **DUP**

Rivera Family Funerals & Cremations

~~Charlie Maxwell Funeral Services [3243]~~ **DUP**

Sandia National Laboratory

~~Rattlesnake Handling Training [3361]~~ **DUP**

Santa Fe Association of Realtors

~~Summer Social [3200]~~ **DUP**
~~Task Force Meeting on Affordable Housing [3174]~~ **DUP**

Santa Fe Chamber of Commerce

~~Legislative Reception 2016 [3317]~~ **DUP**

Santa Fe Habitat for Humanity

~~Kentucky Derby Day 2016 [3365]~~ **DUP**

Santa Fe Institute

~~ENet Symposium [3363]~~ **DUP**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/23/2016	02/17/2015	0	0	0
04/16/2016	02/17/2015	0	0	0
06/03/2016	06/19/2015	0	0	0
02/02/2017	01/23/2015	300	0	19,500
01/26/2016	11/20/2013	0	0	0
05/20/2015	04/07/2015	0	0	0
06/01/2015	02/19/2015	600	0	15,000
09/26/2015	06/24/2015	150	0	3,750
09/26/2015	06/09/2015	300	0	7,500
08/25/2015	04/13/2015	50	0	0
02/21/2015	02/25/2015	100	0	1,000
02/22/2015	02/19/2015	500	0	0
06/09/2015	05/27/2015	50	0	500
06/05/2015	01/23/2015	250	0	6,250
12/03/2015	01/22/2015	250	0	2,500
02/25/2016	05/20/2015	1,000	0	25,000
05/07/2016	05/29/2015	350	0	8,750
11/05/2015	05/28/2015	120	0	3,000

Blake Jackson (1)

Santa Fe Japanese Inter-Cultural Network

~~Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]~~ **> Dup**

~~Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]~~

Santa Fe Public Schools

~~Capital High School Prom 2015 [880]~~

~~Capital High School Prom 2016 [3322]~~

~~Parent Academy Winter Class Banquet [3212]~~ **> Dup**

~~Santa Fe & Capital High Awards Banquet 2015 [2905]~~

Santa Fe High School Robing 2015 [525]

~~Santa Fe Public Schools Volunteer Banquet 2015 [3189]~~ **> Dup**

Southwest Regional Education Center #10

~~SW Regional Education Workshop [3289]~~

~~SW Regional Education Workshop [3290]~~ **> Dup**

Southwestern College

~~Annual Transformation & Healing Conference 2016 [3367]~~ **> Dup**

Spanish Colonial Arts Society

2015 Judging and Preview for Spanish Market [571]

St Michaels High School

St. Mikes High School Prom 2015 [3011]

St. Elizabeth Shelter

~~St Elizabeth Shelter Gala [3175]~~ **> Dup**

St. Micheals High School Foundation

~~Blue Stampede Fundraiser [3339]~~ **> Dup**

State of New Mexico

~~Children Youth & Family Dept [3210]~~ **> Dup**

Stein & Brockmann

~~Deposition [3250]~~ **> Dup**

The Food Depot

Souper Bowl 2016 [2715]

Tierra Encantada Charter School @ Alvord

~~Tierra Encantada Charter School Graduation 2015 [3209]~~ **> Dup**

~~Tierra Encantada Charter School Graduation 2016 [3344]~~

Tourism Santa Fe CVB /City of Santa Fe

~~Randy Randall/SF Lodgers Association Luncheon [3197]~~ **> Dup**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/15/2016	04/24/2015	0	0	0
04/08/2016	04/24/2015	2,000	0	0
05/01/2015	01/26/2015	400	0	0
04/30/2016	04/23/2015	400	0	0
02/03/2015	01/29/2015	0	0	0
05/12/2015	04/14/2015	500	0	32,500
05/18/2015	03/11/2015	300	0	19,500
04/17/2015	01/15/2015	500	0	32,500
06/01/2015	04/02/2015	0	0	0
06/25/2015	04/02/2015	0	0	0
08/27/2016	06/03/2015	500	0	0
07/21/2015	01/21/2015	1,000	0	65,000
04/18/2015	03/24/2015	0	0	0
10/15/2016	01/05/2015	400	0	26,000
04/30/2016	05/06/2015	300	0	19,500
02/23/2015	01/27/2015	400	0	0
03/11/2015	02/27/2015	20	0	200
01/30/2016	02/20/2015	1,000	0	25,000
05/15/2015	01/27/2015	200	0	0
05/11/2016	05/11/2015	200	0	0
04/08/2015	01/22/2015	30	0	0

Blake-Jackson (1)

~~Tourism / TravelClick Meeting [3188]~~ **Dup**

United States District Court

~~Naturalization Swearing-in Ceremony 2015 [3198]~~ **> Dup**

~~Naturalization Swearing-in Ceremony 2016 [3360]~~

Valerie Sandoval

~~Sandoval Graduation [3319]~~ **Dup**

Wendy Katzman Wedding

Wendy Katzman Wedding [3078]

WESST

WESST Santa Fe [2909]

~~WESST Santa Fe [3281]~~ **Dup**

YouthWorks

~~Mayors Ball YouthWorks & Boys & Girls Club [3264]~~ **Dup**

Total for Manager

24,066

30

732,965

Grand Total(196)

55,684

33,932

11,905,892

TOURISM

SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5) 4					
Math Leadership Summit [3178]	03/18/2015	01/13/2015	85	0	0
Dow AgroSciences					
<u>T&O Kickoff Meeting 2015</u> [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					
<u>Rug Hooking Workshop</u> [3196]	04/24/2016	03/30/2015	70	175	56,875
Society of International Business Fellows					
<u>SIBF Annual Summit</u> [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 (27) 22					
AECOM Technology Corporation					
<u>AECOM - HPT Leadership Planning</u> [3218]	03/10/2015	03/03/2015	40	124	40,300
Battle of the Books, New Mexico					
<u>BOB, Battle of the Books</u> [3256]	04/17/2015	03/31/2015	400	160	52,000
Center for Action and Contemplation					
CAC The Next 25 [753]	10/28/2012	11/02/2011	0	0	0
Dual Language of New Mexico					
<u>La Cosecha 2016</u> [2006]	11/08/2016	02/10/2015	2,600	2,800	910,000

Camilla-Mandler (5)

Heartland Financial

Heartland Retail Conference [3217]

Institute of Electrical and Electronics Engineers

~~IEEE LTSSW 2016 [3239]~~

IEEE LTSSW 2016 [3239]

Land Trust Alliance

Land Trust Alliance Annual Meeting [3211]

Los Alamos National Laboratory (LANL)

Compensation Managers Meeting [3156]

E1039/E906 Collaborative Meeting [3116]

Electronic Structure Approaches and Applications to Quantum Matter [3253]

Emergent Paradigms in Nonlinear Complexity [3274]

Grand Challenges in Geological Fluid Mechanics [3276]

INFO 2015 [3238]

Lubbock Chamber of Commerce

Board Retreat [3248]

Melissa G. Rael & Associates

Boys at Risk: Indicators from Early Childhood [3185]

Migration 2015

~~Migration Conference 2015 [1055]~~

National Association of Attorneys General

NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]

National Math Association/Imagine Education

2015 MidSchool Math National Conference-Stop The Drop [2728]

MidSchool Math 2016 [3187]

~~MidSchool Math 2016 [3187]~~ **Dup**

New Mexico Consortium

20 Years of Quantum Dots at Los Alamos [2901]

New Mexico Dental Foundation

New Mexico Mission of Mercy [3036]

New Mexico Mission of Mercy [3036]

New Mexico Hospitality Association

~~2015 Governor's Conference on Tourism [2755]~~

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/20/2015	03/03/2015	0	75	24,375
02/07/2016	05/21/2015	-60	0	0
02/07/2016	05/21/2015	60	180	58,500
04/28/2015	04/01/2015	50	100	32,500
05/03/2015	01/30/2015	35	105	34,125
02/10/2015	11/19/2014	0	90	29,250
05/17/2015	03/24/2015	70	175	56,875
06/07/2015	05/05/2015	50	120	0
09/01/2015	05/05/2015	85	200	65,000
07/12/2015	03/05/2015	40	150	48,750
07/30/2015	05/12/2015	25	61	19,825
11/05/2015	01/30/2015	300	210	68,250
09/12/2015	02/09/2014	0	0	0
09/16/2015	06/22/2015	0	158	51,350
02/25/2015	10/31/2014	0	291	94,575
02/16/2016	05/14/2015	0	0	0
02/16/2016	05/14/2015	500	505	164,125
04/12/2015	02/04/2015	170	430	139,750
04/06/2016	05/29/2015	0	50	16,250
04/06/2016	05/29/2015	1,500	275	89,375
04/27/2015	02/06/2015	-103	0	0

Camilla Mandler (5)2015 Governor's Conference on Tourism [2755]**New Mexico School Board**New Mexico School Board Association Annual Meeting [2973]**North American Society for the Sociology of Sport**NASSS Conference 2015 [2087]**Sandia National Laboratory**Sandia Labs Shale Science Conference Workshop [3213]**Southwest Airlines**Claims Review Meeting [3228]**University of New Mexico UNM**American Quaternary Association 2016 Biannual Meeting [3025]**Total for Manager****Joellyn Baca (1)****Physician Insurers Association of America**2016 PIAA Corporate Counsel Workshop [3366]**Total for Manager****Kim Harmon (15)****90th Birthday Celebration _ Jennifer Prather**90th Birthday Celebration [3145]**American Academy of Pediatrics**American Academy of Pediatrics 2015 [561]**American Bar Association**ABA Journal's September Board of Editors Meeting [3186]**American Institute of Medical Education**Creativity and Madness 2015 [2015]Creativity and Madness Winter 2016 [3131]**Friends of SaddleBrooke Libraries**Santa Fe Tour 2016 [3343]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/27/2015	02/06/2015	353	550	178,750
02/18/2015	02/04/2015	350	260	0
11/02/2015	03/28/2013	0	0	0
06/08/2015	04/16/2015	50	120	39,000
04/13/2015	03/19/2015	15	45	14,625
06/23/2016	03/19/2015	250	225	73,125
6,780			7,459	2,300,675

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/19/2016	06/22/2015	40	86	27,950
40			86	27,950

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/20/2015	01/08/2015	80	30	2,000
04/23/2015	11/19/2013	0	0	0
09/27/2015	05/28/2015	25	60	19,500
07/26/2015	11/26/2014	0	360	117,000
02/10/2016	01/24/2015	200	480	156,000
04/25/2016	06/26/2015	50	108	21,492

Camilla Mandler (5)
International Mountain Bicycling Association
 2012 IMBA World Summit [1569]
Large Urology Group Practice Association (LUGPA)
 LUGPA 2015 August Strategic Meeting [3148]

Motor Maids

Motor Maids Conference 2016 [3190]

Rocky Mountain Mineral Law Foundation

RMML Oil and Gas Agreements [3286]

Santa Fe Trail Association

Santa Fe Trail Association 2015 Annual Meeting [1403]

Simplified Technology Company

2015 GE ZEA Users Group Annual Conference [2995]

Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015
 [3330]

South West Transit Association

~~SWTA Annual Conference & EXPO~~ [2740]

The Wells Group of Durango, Inc.

The Wells Group of Durango, Inc. Broker Retreat [3206]

Tourism Santa Fe CVB/City of Santa Fe

~~FAM Welcome Reception~~ [3332]

Valdez Productions Inc. _ Santa Fe Comedy Festival

Santa Fe Comedy Festival ~ Initial Inquiry [3164]

Wilderness & Travel Medicine

Wilderness & Travel Medicine 2016 [3091]

Women Writing the West

Women Writing the West Conference 2016 [3288]

Total for Manager

2,535 4,708 1,417,242

Melanie Moore (53)

Arts Commission / City of Santa Fe

Art In Public Places - DEC 2015 [3311]

Art In Public Places - July 2015 [3302]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/07/2012	11/01/2011	0	0	0
08/19/2015	01/12/2015	0	43	13,975
07/02/2016	01/27/2015	300	695	225,875
05/10/2016	04/15/2015	200	384	124,800
09/17/2015	05/14/2013	0	330	107,250
11/09/2015	03/25/2015	400	923	299,975
11/15/2015	04/29/2015	50	87	28,275
03/01/2015	09/22/2014	0	0	0
10/23/2015	04/30/2015	80	80	26,000
06/23/2015	06/01/2015	30	0	0
10/15/2015	04/29/2015	500	320	12,500
05/23/2016	06/08/2015	500	598	194,350
10/13/2016	04/13/2015	120	210	68,250
		2,535	4,708	1,417,242
Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
12/17/2015	05/07/2015	12	0	0
07/16/2015	05/07/2015	12	0	0

Gamilla Mandler (5)

Art In Public Places - June 2015 [3301]
 Art In Public Places - May 2015 [3300]
 Art In Public Places - NOV 2015 [3303]
 Arts Commission - Grant Panel [3224]
 Arts Commission Meeting [3261]
 Arts Commission Strategic Organization Gathering [3244]
~~Arts Commission Strategic Organization Gathering [3244]~~ **Dup**
 Arts Commission/ Workshop for RFQs [3177]
 Mayor's Recognition For Excellence in The Arts 2015 [3002]

Ben Rountree

7th Grader Film Project - Ben Rountree [3222]

Blue Rooster

Friends of Dorothy & Santa Fe Pride [2928]
~~Friends of Dorothy & Santa Fe Pride [2928]~~ **Dup**

Christus St Vincent Regional Medical Center

Christus Holiday Party 2015 [3173]

City Attorney's Office / City of Santa Fe

Arbitration Hearing [3195]
 Attorney Meeting [3268]
 City Attorney's: Vehicle Forfeiture Conference [3326]
 ICRC [3338]

Community Services / City of Santa Fe

CPR / First Aid / AED [3359]

Economic Development / City of Santa Fe

Santa Fe Export Seminar - Workshop to Mexico [3225]

Fire Department / City of Santa Fe

Christus / Fire Department Family Fun Festival 2015 [3135]
 SFFD: Cadet Testing [3220]
~~SFFD: Cadet Testing [3220]~~ **Dup**
~~SEED: Cadet Testing [3220]~~

Human Resources / City of Santa Fe

HR Benefits Advisory Meeting [3328]
~~HR Benefits Advisory Meeting [3328]~~ **Dup**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/18/2015	05/07/2015	12	0	0
05/21/2015	04/29/2015	12	0	0
11/19/2015	05/07/2015	12	0	0
04/29/2015	02/10/2015	30	0	0
10/13/2015	03/16/2015	13	0	0
03/05/2015	02/20/2015	70	0	0
03/05/2015	02/20/2015	5	0	0
01/26/2015	01/06/2015	40	0	0
10/14/2015	03/11/2015	250	0	0
02/13/2015	02/12/2015	7	0	70
06/26/2015	06/02/2015	0	0	0
06/27/2015	06/02/2015	200	0	5,000
12/17/2015	02/12/2015	1,200	0	78,000
04/13/2015	02/02/2015	12	0	0
03/18/2015	03/17/2015	12	0	0
09/02/2015	04/28/2015	130	0	0
05/14/2015	05/07/2015	40	0	0
06/03/2015	05/20/2015	18	0	0
04/22/2015	03/09/2015	20	0	0
08/07/2015	02/12/2015	2,500	0	0
03/05/2015	02/16/2015	12	0	0
03/05/2015	02/16/2015	-20	0	0
03/05/2015	02/16/2015	200	0	0
05/28/2015	04/28/2015	0	0	0
05/13/2015	04/28/2015	50	0	0

Camilla-Mandler (5)

HR Open Enrollment [3345]

RFP Interviews [3255]

Union Negotiations [3219]

Union Negotiations [3221]

ITT / City of Santa Fe

ITT Governance Committee [3312]

ITT Process Improvement Training [3216]

ITT Strategy Workshop [3263]

Keep Santa Fe BeautifulRecycle Santa Fe Art Festival 2015 [2636]**Land Use Department / City of Santa Fe**

H Board Meeting - 5/26/2015 [3167]

Planning Commission Meeting [3262]**Mayor's Office / City of Santa Fe**

City Council Meeting - JULY 22 [3388]

City Council Meeting - JUNE 24 [3308]

Mayor's Strategy Meeting with LANL [3254]

State Of The City Address 2015 [3143]State Of The City Address 2015 ~~[3143]~~ **> Dup**State Of The City Address 2015 [3143]**Police Department / City of Santa Fe**Lethality Assessment Program Training [3357]SFPD Promotional Assessments [3231]**Public Utilities Department / City of Santa Fe**

Children's Water Fiesta - FALL 2015 [3355]

Jemez Y Sangre Steering Committee Meeting [3280]**Public Works / City of Santa Fe**ENN E. Alameda Improvements pt. 1 [3237]ENN E. Alameda Improvements pt. 1.5 [3296]**Southwest Association of Indian Arts**SWAIA 94th Summer Indian Market Preview 2015 [794]**Tourism Santa Fe CVB/City of Santa Fe**Celebrate Santa Fe Tourism - Expo 2015 [3020]Marketing/Advertising RFP [3204]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/08/2015	05/11/2015	50	0	0
03/12/2015	03/05/2015	20	0	0
02/04/2015	02/04/2015	8	0	0
02/11/2015	02/05/2015	8	0	0
05/12/2015	04/15/2015	25	0	0
02/09/2015	02/02/2015	15	0	0
03/23/2015	03/16/2015	20	0	0
11/20/2015	01/21/2015	4,000	0	0
05/26/2015	03/09/2015	30	0	0
04/02/2015	03/16/2015	300	0	0
07/22/2015	06/26/2015	500	0	0
06/24/2015	05/26/2015	300	0	0
03/20/2015	03/05/2015	16	0	0
02/03/2015	01/05/2015	0	0	0
02/03/2015	01/05/2015	0	0	0
02/04/2015	01/05/2015	200	0	0
08/06/2015	05/19/2015	30	0	0
03/23/2015	02/18/2015	15	0	0
09/29/2015	06/01/2015	600	0	0
04/16/2015	04/01/2015	75	0	0
03/09/2015	02/17/2015	50	0	0
04/30/2015	04/08/2015	100	0	0
08/21/2015	05/08/2015	2,000	0	0
04/30/2015	08/22/2014	0	0	0
02/05/2015	01/26/2015	12	0	0

Gamilla Mandler (5)

OTAB Meeting (Special) [3269]
~~OTAB Meeting (Special) [3269]~~ **Dup**
 OTAB Meetings [3258]
 Randy's Meeting [3279]
~~Randy's Meeting [3279]~~ **Dup**
 SantaFe.org Training Part 1 [3226]
 SantaFe.org Training Part 2 [3227]
~~SantaFe.org Training Part 2 [3227]~~ **Dup**
Transportation / City of Santa Fe
 ADA Sensitivity & Passenger Suspension Policies [3013]
 Transportation / Attorney Meeting [3324]

Whitehawk

2017 Whitehawk Show [2476]

Total for Manager

Randy Randall (1)

Great Race

Great Race [3240]

Total for Manager

Rosalina Grace (52)

Art Smart

ArtFeast [2986]

Association of Commerce and Industry

Association of Commerce & Industry Breakfast 2015 [2895]
 Association of Commerce & Industry Breakfast 2016 [3364]

Bianca Zamora

Zamora Wedding REception [2876]

Big Brothers Big Sisters Mountain Region

Big Brothers Big Sisters Staff Meeting [3266]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/01/2015	03/17/2015	6	0	0
04/01/2015	03/17/2015	18	0	0
04/30/2015	03/09/2015	25	0	0
06/26/2015	03/27/2015	-14	0	0
04/07/2015	03/27/2015	30	0	0
02/23/2015	02/10/2015	20	0	0
03/09/2015	02/10/2015	-8	0	0
03/09/2015	02/10/2015	20	0	0
05/14/2015	03/09/2015	45	0	0
04/27/2015	04/24/2015	6	0	0
08/07/2017	04/07/2015	3,000	0	75,000
16,371			0	158,070

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/23/2015	03/02/2015	400	0	26,000
400			0	26,000

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/20/2015	09/08/2014	350	0	8,750
02/03/2015	01/09/2015	100	0	2,500
01/26/2016	05/28/2015	120	0	3,000
06/06/2015	09/18/2014	50	0	1,250
03/27/2015	03/27/2015	30	0	0

<u>Camilla Mandler (5)</u>	
Little Gala for a Big Cause 2015 [3207]	
Carmela Aldeis	
Aldeis Retirement Reception [3205]	
Aldeis Retirement Reception [3205] one	
Celine Gonzales	
Gonzales Reception [3295]	
CENTER	
Photographic Exposition [3272]	
Cumbre Court Reporting	
Cumbre Court Reporting Deposition [3356]	
Cumbre Court Reporting Deposition [3356] one	
Department of Public Safety	
New Mexico State Police Graduation [3260]	
Donna Ruddy	
Ruddy & Franco Wedding Reception [3249]	
Elida Varela	
Quincinera Varela [2998]	
Environmental New Mexico	
Environmental New Mexico [3150]	
Florence Sena	
Sena Graduation [2894]	
Georgia O'Keeffe Museum	
Lecture [3134]	
Panel Discussion [3246]	
Hotel Santa Fe	
Christus St. Vincent [3183]	
Isaac Pino	
Pino Graduation Party [3138]	
Pino Graduation Party [3138] one	
Jose Ortega	
Ortega Quincienra [2878]	
Karen Padilla	
Padilla Wedding Reception [3142]	
La Sociedad Folklorica de Nuevo Mexico	

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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10/08/2015	04/01/2015	500	0	0
03/07/2015	02/13/2015	300	0	7,500
03/07/2015	02/13/2015	0	0	0
03/27/2015	04/07/2015	350	0	8,750
06/12/2015	05/21/2015	500	0	12,500
06/03/2015	05/19/2015	16	0	160
06/03/2015	05/19/2015	0	0	0
05/08/2015	04/13/2015	500	0	0
10/03/2015	02/25/2015	300	0	7,500
07/03/2015	09/24/2014	400	0	10,000
01/08/2015	04/23/2015	100	0	1,000
06/13/2015	03/18/2015	150	0	9,750
05/08/2015	04/13/2015	250	0	2,500
07/17/2015	05/21/2015	30	0	300
01/15/2015	01/09/2015	150	0	3,750
06/06/2015	01/21/2015	80	0	2,000
06/06/2015	01/21/2015	0	0	0
05/16/2015	08/12/2014	400	0	10,000
09/05/2015	03/19/2015	300	0	19,500

Camilla Mandler (5)

Baile de los Cascarones 2018 [3230]

Los Alamos Women In Science

LAWIS/EYH 2015 [2872]

Mario Salbidrez

Salbidrez Quincinera [2968]

Mata Lazaro

Lazaro Quincinera [3053]

Mayor's Office / City of Santa Fe

Mayor's Senior Volunteer Recognition Celebration 2015 [2342]

Monte del Sol Charter School

Monte del Sol Graduation 2015 [3059]

New Mexico Department of Indian Affairs

Indian Day at the Round House Banquet [2994]

~~Indian Day at the Round House Banquet~~ [2994] **Do**

NM Department of Indian Affairs [2227]

New Mexico Farm & Livestock Bureau

New Mexico Farm & Livestock Bureau 2016 [2634]

New Mexico School for the Arts

NM School for the Arts Graduation 2015 [2927]

Representative Brain Egoff

Town Hall Meeting [3247]

Rivera Family Funerals & Cremations

Charlie Maxwell Funeral Services [3243]

Santa Fe Community Orchestra

SF Community Orchestra Concert & Dance Gala 2015 [425]

Santa Fe Fiesta, Inc

2015 Baile de Mayo [925]

2015 Fiesta Court Selection [2788]

Santa Fe Neighborhood Law Center

Law & Policy for Neighborhoods Conference 2015 [2862]

Santa Fe Public Schools

Capital High School Prom 2015 [880]

Parent Academy Winter Class Banquet [3212]

Santa Fe & Capital High Awards Banquet 2015 [2905]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/27/2019	02/11/2015	400	0	0
03/06/2015	01/26/2015	250	0	0
04/18/2015	09/12/2014	350	0	8,750
05/02/2015	10/01/2014	450	0	29,250
05/05/2015	03/23/2015	400	0	26,000
05/19/2015	04/17/2015	500	0	12,500
02/05/2015	12/05/2014	500	0	32,500
02/05/2015	12/05/2014	0	0	0
01/31/2013	01/24/2013	250	0	16,250
01/26/2016	05/29/2015	400	0	10,000
06/01/2015	04/06/2015	600	0	15,000
02/21/2015	02/25/2015	100	0	1,000
02/22/2015	02/19/2015	500	0	0
02/14/2015	01/13/2015	500	0	0
05/09/2015	09/14/2010	0	0	0
05/07/2015	03/26/2014	0	0	0
12/03/2015	04/24/2015	175	0	0
05/01/2015	04/14/2015	400	0	0
02/03/2015	03/17/2015	300	0	0
05/12/2015	05/11/2015	500	0	32,500

Gamilla Mandler (5)	
<u>Santa Fe High School Robing 2015 [525]</u>	
<u>Santa Fe Public Schools Volunteer Banquet 2015 [3189]</u>	
St Michaels High School	
<u>St. Mikes High School Prom 2015 [3011]</u>	
State of New Mexico	
<u>Children Youth & Family Dept [3210]</u>	
Stein & Brockmann	
<u>Deposition [3250]</u>	
The Cancer Foundation For New Mexico	
<u>10th Annual Sweetheart Auction [833]</u>	
Tierra Encantada Charter School @ Alvord	
<u>Tierra Encantada Charter School Graduation 2015 [3209]</u>	
Tourism Santa Fe CVB/City of Santa Fe	
<u>Tourism / TravelClick Meeting [3188]</u>	
<u>Tourism / TravelClick Meeting [3188]</u>	Dup
United States District Court	
<u>Naturalization Swearing-in Ceremony 2015 [3198]</u>	
Valerie Sandoval	
<u>Sandoval Graduation [3319]</u>	
Wendy Katzman Wedding	
<u>Wendy Katzman Wedding [3078]</u>	
<u>Wendy Katzman Wedding [3078]</u>	Dup
YouthWorks	
<u>Mayors Ball YouthWorks & Boys & Girls Club [3264]</u>	

Total for Manager

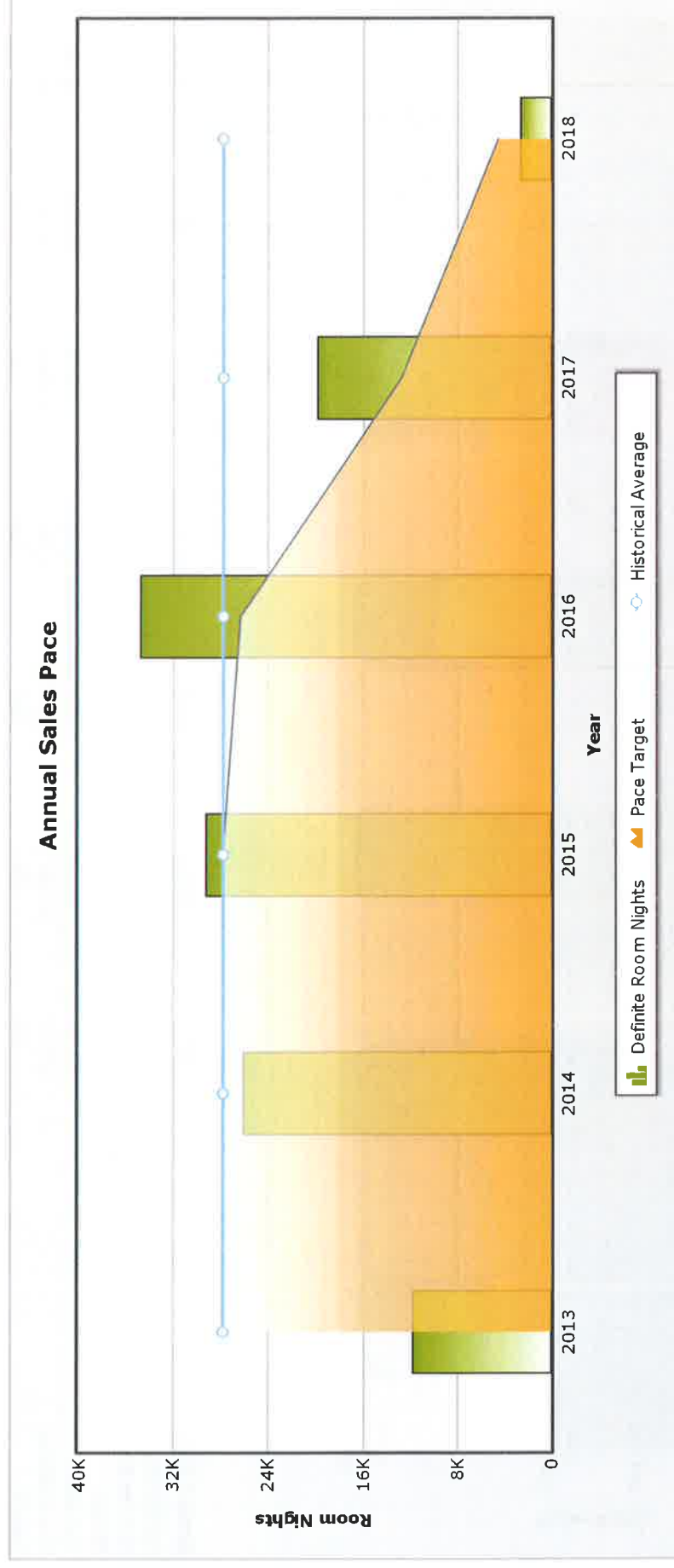
Grand Total(158)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/18/2015	04/15/2015	300	0	19,500
04/17/2015	04/15/2015	500	0	32,500
04/18/2015	03/25/2015	200	0	5,000
02/23/2015	02/10/2015	400	0	0
03/11/2015	03/12/2015	20	0	200
02/06/2015	04/24/2014	0	0	0
05/15/2015	05/06/2015	200	0	0
02/03/2015	01/14/2015	0	0	0
02/03/2015	01/14/2015	25	0	0
09/03/2015	06/30/2015	500	0	12,500
06/05/2015	05/01/2015	300	0	7,500
10/11/2015	02/18/2015	0	0	0
10/11/2015	02/18/2015	100	0	6,500
11/14/2015	06/17/2015	550	0	35,750
		14,646	0	413,910
		41,017	12,793	4,519,347

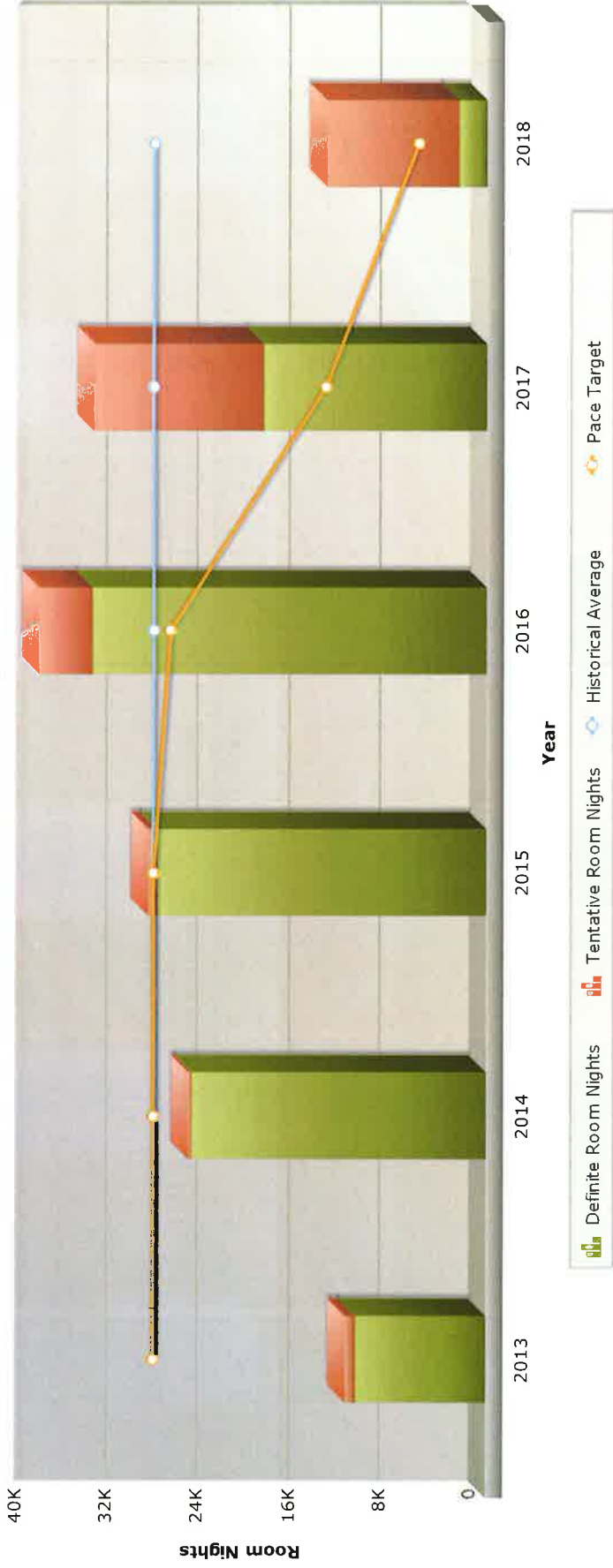
TOURISM SANTA FE

Prepared On: 07/21/2016
Prepared By: Shirley Spencer

Report: Simple Pace



Annual Sales Pipeline



Annual Pace

Consumption (Definite Room Nights)

Definite Room Nights

	2013	2014	2015	2016	2017	2018	Total
Target	11,575	25,970	29,072	34,713	19,665	2,467	123,462
Variance	27,787	27,787	27,787	26,317	12,652	4,483	126,813
Historical Avg	-16,212	-1,817	1,285	8,396	7,013	-2,016	-3,351
Events	27,787	27,787	27,787	27,787	27,787	27,787	166,722
Pace Percentage	41.66%	93.46%	104.62%	131.90%	155.43%	55.03%	97%

Demand

Total RNs

Target

Variance

Historical Avg

Conversion Percentage

Historical Avg

	2013	2014	2015	2016	2017	2018	Total
Target	40,828	64,140	67,794	71,932	65,499	17,616	327,809
Variance	68,218	68,218	68,218	54,213	28,550	7,809	295,227
Historical Avg	-27,390	-4,078	-424	17,719	36,949	9,807	32,582
Conversion Percentage	68,218	68,218	68,218	68,218	68,218	68,218	409,308
Historical Avg	29.03%	40.69%	43.37%	51.72%	38.92%	41.98%	42%

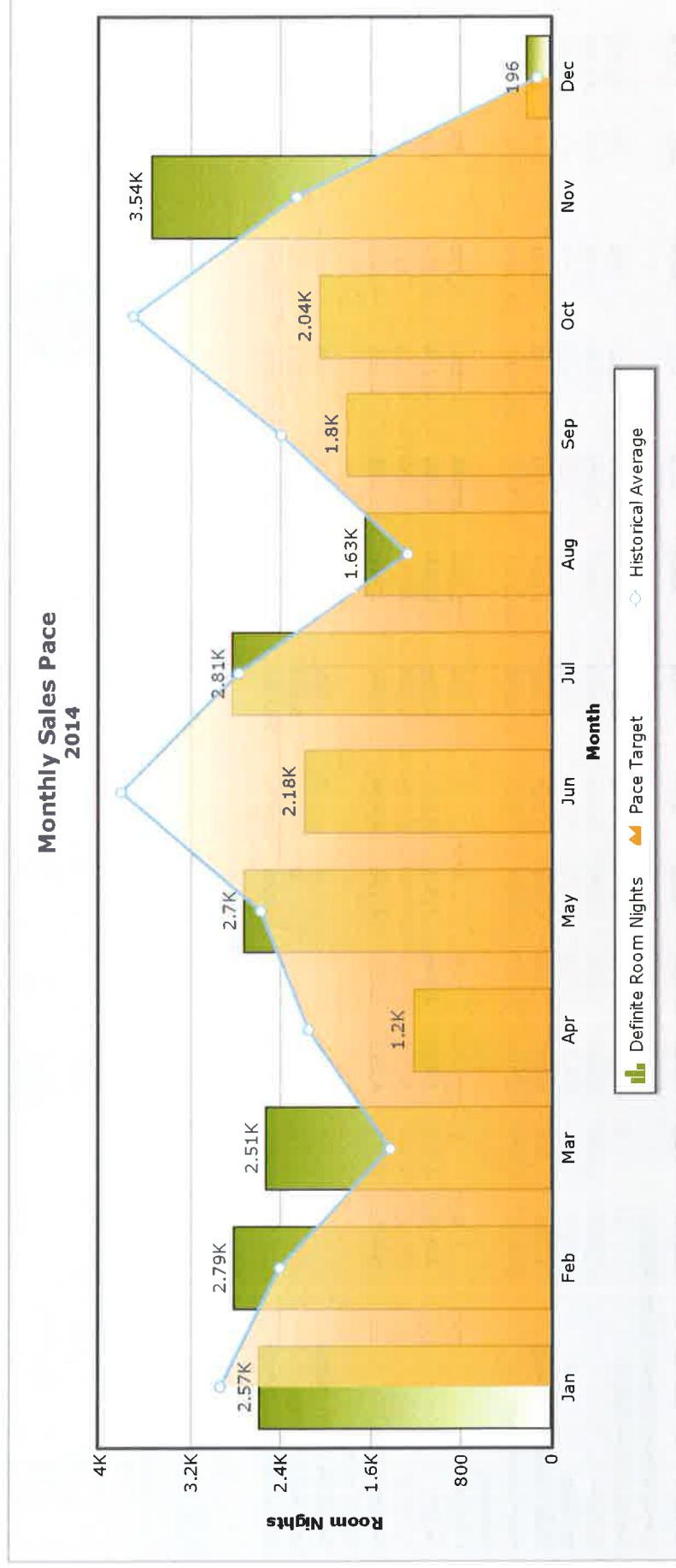
2013

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Target	41	41	41	41	41	41	41	41	41	41	41	41	41

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	0	0	0	0	0	3,381	1,344	1,387	4,913	500	50	11,575
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Variance	-2,929	-2,402	-1,420	-2,148	-2,571	-3,811	612	79	-1,008	1,204	-1,754	-64	-16,212
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Pace Percentage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	122.10%	106.25%	57.91%	132.46%	22.18%	43.86%	42%
Demand													
Total RNs	0	0	0	0	0	0	8,806	2,864	10,865	11,507	6,736	50	40,828
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Variance	-5,427	-3,072	-4,333	-5,198	-4,726	-6,458	1,644	-4,877	2,383	2,639	114	-79	-27,390
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,162	7,741	8,482	8,868	6,622	129	68,218
Conversion													
Tentative Room Nights	0	0	0	0	0	0	300	0	0	210	440	0	950
Lost Room Nights	0	0	0	0	0	0	5,125	1,520	9,478	6,384	5,796	0	28,303
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	39.70%	46.90%	12.80%	43.50%	7.90%	100.00%	29%



2014	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	2,570	2,792	2,514	1,202	2,702	2,178	2,806	1,633	1,803	2,039	3,535	196	25,970
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Variance	-359	390	1,094	-946	131	-1,633	37	368	-592	-1,670	1,281	82	-1,817
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Pace Percentage	87.74%	116.24%	177.04%	55.96%	105.10%	57.15%	101.34%	129.09%	75.28%	54.97%	156.83%	171.93%	93%
Demand													
Total RNs	5,416	3,032	4,700	3,917	6,750	3,178	7,240	9,288	8,416	8,472	3,535	196	64,140
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Variance	-11	-40	367	-1,281	2,024	-3,280	78	1,547	-66	-396	-3,087	67	-4,078
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,162	7,741	8,482	8,868	6,622	129	68,218
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%	38.80%	17.60%	22.20%	24.10%	100.00%	100.00%	41%



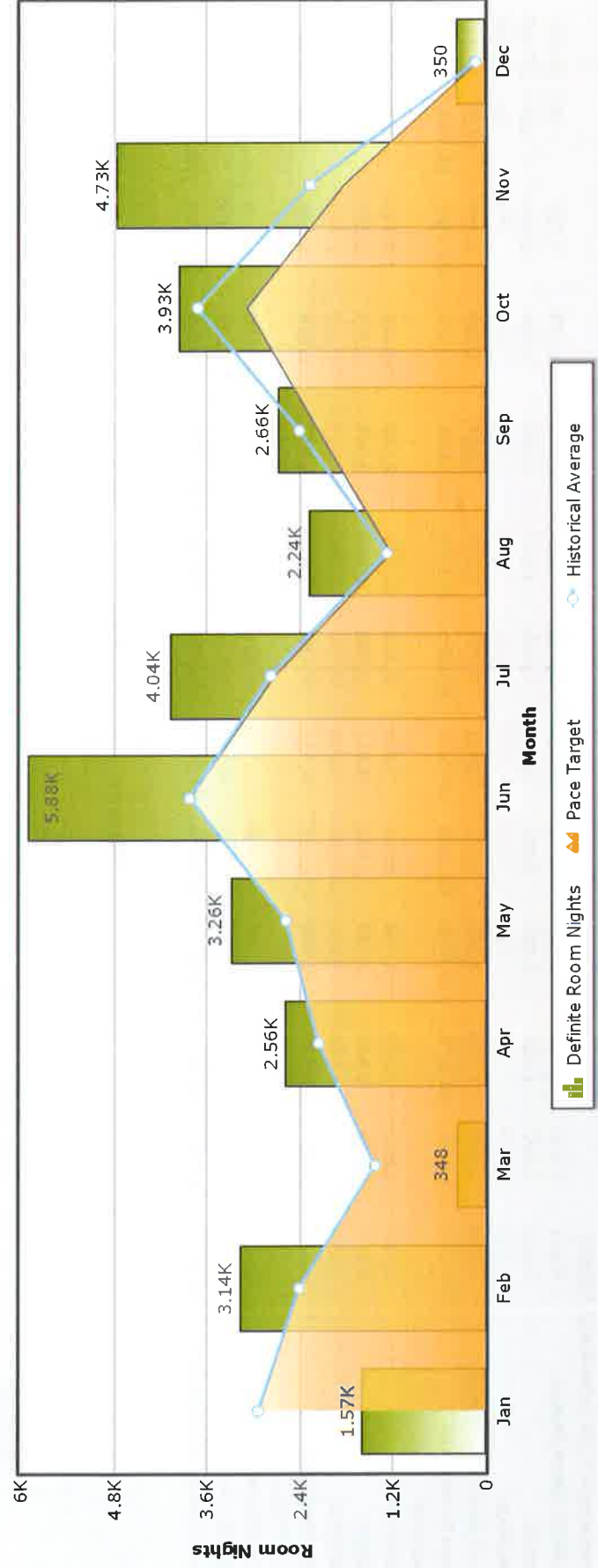
2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	4,649	1,272	1,399	2,684	1,751	3,379	2,122	818	3,996	4,177	2,727	98	29,072
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Variance	1,720	-1,130	-21	536	-820	-432	-647	-447	1,601	468	473	-16	1,285
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Pace Percentage	158.72%	52.96%	98.52%	124.95%	68.11%	88.66%	76.63%	64.66%	166.85%	112.62%	120.98%	85.96%	105%
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	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Variance	1,540	-1,400	955	-1,234	-1,390	1,066	-1,721	3,330	-2,316	-2,242	2,974	14	-424
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,162	7,741	8,482	8,868	6,622	129	68,218
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%

Monthly Sales Pace
2015

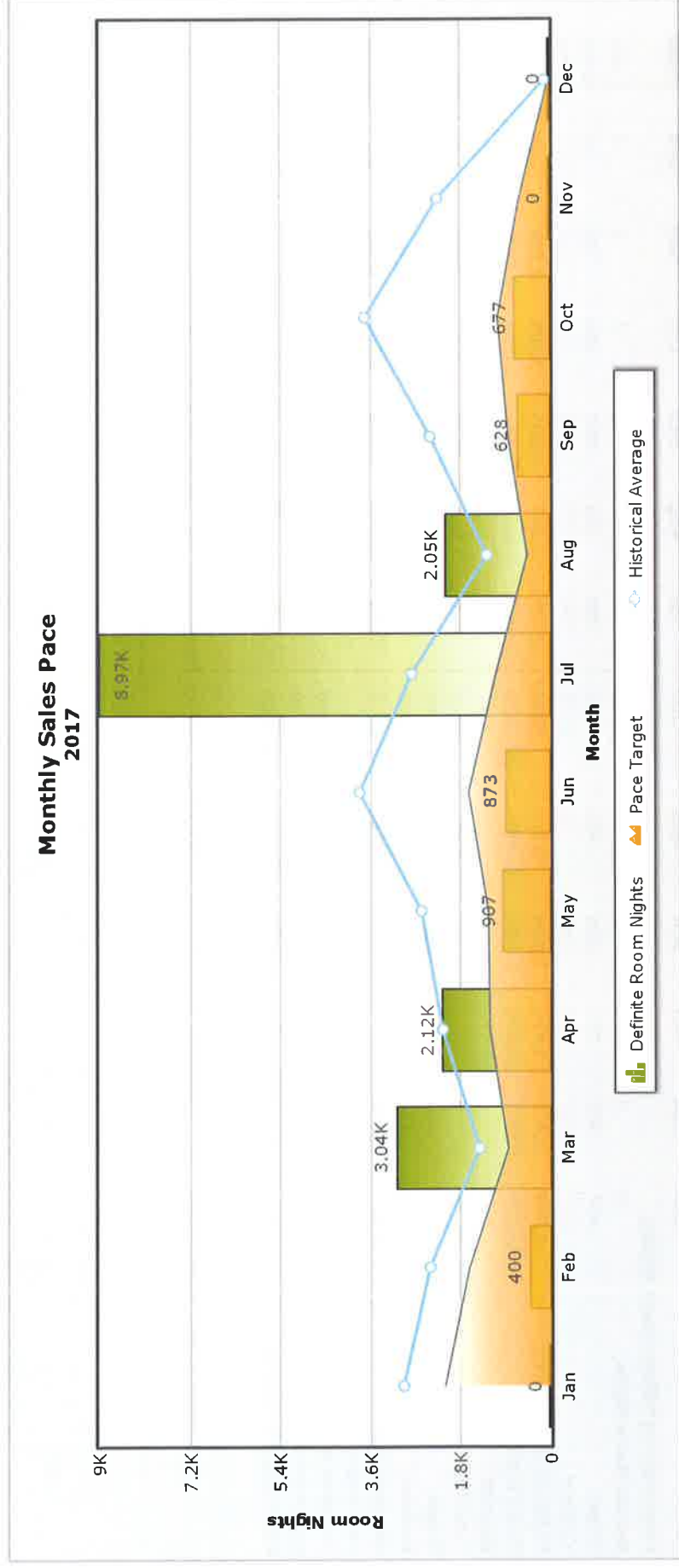


2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	1,570	3,144	348	2,558	3,261	5,876	4,043	2,244	2,664	3,925	4,730	350	34,713
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,711	1,211	2,147	3,068	1,812	86	26,317
Variance	-1,359	742	-1,072	410	690	2,065	1,332	1,033	517	857	2,918	264	8,396
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Pace Percentage	53.60%	130.89%	24.51%	119.09%	126.84%	154.19%	149.14%	185.27%	124.10%	127.92%	260.98%	405.66%	132%
Demand													
Total RNs	3,898	4,512	3,013	7,715	4,094	8,672	10,849	4,369	7,418	9,714	6,317	1,361	71,932
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,711	1,211	2,147	3,068	1,812	86	26,317
Variance	-1,529	1,440	-1,320	2,517	-632	2,214	6,122	-691	1,935	4,109	2,271	1,284	17,719
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,162	7,741	8,482	8,868	6,622	129	68,218
Conversion													
Tentative Room Nights	60	0	132	668	288	285	565	320	749	700	155	891	4,813
Lost Room Nights	2,268	1,368	2,533	4,489	545	2,511	6,241	1,805	4,005	5,089	1,432	120	32,406
Conversion Percentage	40.90%	69.70%	12.10%	36.30%	85.70%	70.10%	39.30%	55.40%	39.90%	43.50%	76.80%	74.50%	52%

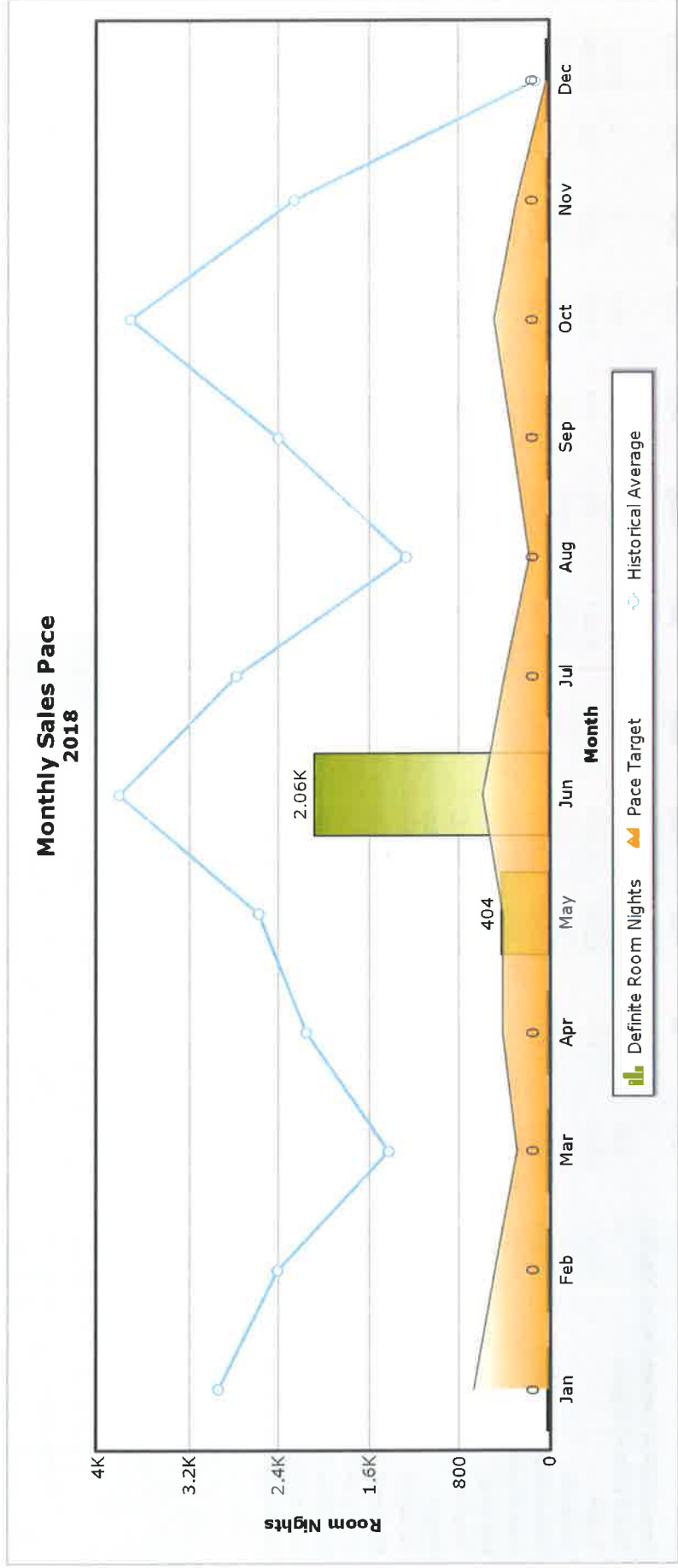
Monthly Sales Pace
2016



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	400	3,044	2,117	907	873	8,969	2,050	628	677	0	0	19,665
Target	2,097	1,615	839	1,206	1,233	1,625	1,081	452	828	1,039	610	28	12,652
Variance	-2,097	-1,215	2,205	911	-326	-752	7,888	1,598	-200	-362	-610	-28	7,013
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Pace Percentage	0.00%	24.77%	362.96%	175.59%	73.54%	53.74%	829.61%	453.65%	75.83%	65.17%	0.00%	0.00%	155%
Demand													
Total RNs	2,122	3,030	7,377	4,505	1,357	7,840	14,596	2,931	3,445	17,095	1,201	0	65,499
Target	2,097	1,615	839	1,206	1,233	1,625	1,081	452	828	1,039	610	28	12,652
Variance	-1,044	1,292	5,023	1,740	-976	4,849	11,562	-136	554	14,642	-529	-29	36,949
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,162	7,741	8,482	8,868	6,622	129	68,218
Conversion													
Tentative Room Nights	1,572	1,965	156	1,770	195	1,652	1,075	881	2,667	2,189	848	0	14,970
Lost Room Nights	550	665	4,177	618	255	5,315	4,552	0	150	14,229	353	0	30,864
Conversion Percentage	0.00%	37.60%	42.20%	77.40%	78.10%	14.10%	66.30%	100.00%	80.70%	4.50%	0.00%	0.00%	39%



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	2,063	0	0	0	0	0	0	2,467
Target	667	480	283	410	406	585	390	170	321	480	279	13	4,483
Variance	-667	-480	-283	-410	-2	1,478	-390	-170	-321	-480	-279	-13	-2,016
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,769	1,265	2,395	3,709	2,254	114	27,787
Pace Percentage	0.00%	0.00%	0.00%	0.00%	99.44%	352.65%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	55%
Demand													
Total RNs	2,360	0	0	1,723	3,404	4,323	760	520	2,075	805	1,646	0	17,616
Target	667	480	283	410	406	585	390	170	321	480	279	13	4,483
Variance	1,247	-577	-771	848	2,716	3,506	-22	-144	1,445	256	1,309	-6	9,807
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,162	7,741	8,482	8,868	6,622	129	68,218
Conversion													
Tentative Room Nights	2,360	0	0	1,723	470	2,140	0	520	2,075	805	1,646	0	11,739
Lost Room Nights	0	0	0	0	2,530	120	760	0	0	0	0	0	3,410
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	13.80%	94.50%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	42%



Legend

Conversion

Variance

Pace Percentage

Historical Avg

Tentative

Demand

Variance

Pace Percentage

Historical Avg

Definite

Target

Consumption

Variance

Pace Percentage

Historical Avg

Definite

Target

Difference Between The Booked Room Nights And Your Pace Target.

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.

Average Total Demand Per Year Based On An Analysis Of The Previous 3 Years Of Meetings

Total Room Nights Requested For Events Beginning In The Given Month Or Year

Difference Between Current Demand Figures And Your Demand Target

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.

Average Total Demand Per Year Based On An Analysis Of The Previous 36 Months Of Meetings.

Total Room Nights Requested For Events Beginning In The Given Month Or Year

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

Difference Between The Actual Room Nights Booked And Your Pace Target

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

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.

Booked Room Nights Associated With Events That Are Beginning In The Given Year/month

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



Summer Familiarization Tour Tuesday, July 12 – Friday, July 15, 2016

Tuesday, July 12th

Arrivals

- 4:45pm Meet members of your Host Hotel in the lobby for a walk to the **Santa Fe Community Convention Center** for Welcome Reception and Tour of the Santa Fe Community Convention Center
- 5:00pm – 6:15pm Welcome Reception at the Community Gallery at the SFCCC and a Greeting from Mayor Pro Tem Signe Lindell, and Executive Director of TOURISM Santa Fe Randy Randall
- 6:30pm **Dinner** and Site Tour at **Inn and Spa at Loretto**

Wednesday, July 13th

- 7:45am – 8:00am Arrivals at Partner Hotel for Breakfast
- 8:00am – 9:30am **Breakfast** and Site Tour at **La Posada de Santa Fe**
- 9:45am – 10:45am **Walking Tour of the Historic Santa Fe Plaza with Peter Weiss**
Walk through more than 400 years of history, art, and culture. Our guide, Peter Weiss, presents an extraordinary introduction to Santa Fe and provides an entertaining, humorous, and accurate portrayal of the "City Different." Visit the historic Plaza and the Palace of the Governors (whose occupants have included government and military leaders from Spain, Mexico, the Confederacy, the U.S. and Indian nations). Learn about St. Francis Cathedral, and explore the Loretto Chapel and its miraculous staircase; the oldest church; and other major Santa Fe historical sites.
- 10:45am – 11:30am **The Georgia O'Keeffe Museum - Private Docent Tour**
The Santa Fe museum opened in July 1997, eleven years after the death of the artist from whom it takes its name and is the only museum in the United States dedicated to an internationally-known woman artist. From her first trip to New Mexico in 1929 to her permanent move to Abiquiu in 1949 until her death in Santa Fe in 1986, O'Keeffe was devoted to creating imagery that expressed what she called "the wideness and wonder of the world as I live in it." The Museum's collection of over 3,000 works comprises 1,149 O'Keeffe paintings, drawings, and sculptures that date from 1901 to 1984, the year failing eyesight forced O'Keeffe into retirement. The Georgia O'Keeffe Museum is the largest single repository of O'Keeffe's work in the world.

11:40am – 1:00pm	The Santa Fe School of Cooking An interactive, Northern New Mexico cooking demonstration with Santa Fe School of Cooking's highly-entertaining chefs. The class will highlight traditional New Mexican tamale-making techniques to make red chile and pork, and corn calabacita tamales. Both accompanied by an authentic New Mexican red chile or green chile sauce. You will use these techniques to make your own tamales, share your experience with the chef while they cook and then enjoy the tasty fruits of your labor at the end of class.
1:20pm – 2:50pm	Lunch and Site Tour at La Fonda on the Plaza
3:00pm – 5:15pm	Free Time OR Complimentary Spa Treatment
5:30pm – 6:45pm	Reception and Site Tour at Drury Plaza Hotel
7:00pm	Dinner and Site Tour at Eldorado Hotel and Spa

Thursday, July 14th

7:45am – 8:00am	Arrivals at Partner Hotel for Breakfast
8:00am – 9:30am	Breakfast and Site Tour at Hilton Santa Fe Historic Plaza
9:30am – 12:30pm	Destination Services Santa Fe Tour <u>DSSF</u> is a highly respected Destination Management Company (DMC) in Santa Fe providing detailed destination management and consulting services for special events, corporate functions, and group activities. DSSF has a strong reputation for creativity and hands-on client services. Throughout the city, hotels and suppliers both know that we demand a high level of service. Owner, Marcia Skillman, will tour the city, highlighting off-site venue options for group programs.
12:30pm – 1:45pm	Lunch at Rio Chama
2:00pm – 3:30pm	Canyon Road Walking Tour Since its early Native American and Spanish roots, Canyon Road has been a trail of abundance – initially as a farming community, later as the site of an art colony, and today as the country's top art destination with more fine art galleries and studios in one short mile than any other place on earth.
3:30pm – 5:30pm	Free Time
5:45pm – 7:45pm	Reception with Heavy Hors d'oeuvres and Site Tour at Hotel Santa Fe
7:45pm	Margaritas on the Santa Fe Margarita Trail

Friday, July 15th

Departures

TOURISM Santa Fe Contacts

David Carr	Director of Sales – Arizona & NM	Direct: 505-955-6206	Cell: 505-690-9723
Kim Harmon	Sales Manager – Central U.S.	Direct: 505-955-6228	Cell: 312-593-6533
April Gallegos	Sales Manager – Western U.S.	Direct: 505-995-6231	Cell: 505-577-6055
Joellyn Baca	Sales Manager – Eastern U.S.	Direct: 505-955-6218	Cell: 505-310-4632
Justin Cox	Sales Assistant	Direct: 505-955-6220	

Hotel Partners:

Drury Plaza Hotel / Eldorado Hotel and Spa / Hotel Santa Fe The Hacienda and Spa / Inn and Spa at Loretto / La Fonda on the Plaza / La Posada de Santa Resort and Spa / Hilton Santa Fe Historic Plaza

Vendor Partners:

Destination Services of Santa Fe / Georgia O’Keeffe Museum / Santa Fe School of Cooking / Rio Chama Steakhouse / Peter Weiss Tour Guide

July FAM attendees

Name	Organization	Email	Phone	City	State	Confirmed by
Rachel Fortuna	Big Commerce	rachel.fortuna@bigcommerce.com	512-842-6605	Austin	TX	April
Christine Ziegler	Big Commerce	christine.ziegler@bigcommerce.com	512-865-4610	Austin	TX	April
Kathleen Molloy	Meeting Point Global	kathleen@meetingpointglobal.com	512-614-7614	Austin	TX	April
Kenneth "Scott" Brodrick	Meeting Point Global	scott@meetingpointglobal.com	512-614-7614	Austin	TX	April
Ashley Pencak	SmithBucklin	APencak@smithbucklin.com	202-367-2363	Washington	DC	Joellyn
Nick Sotis	ProSites	nick.sotis@pro-sites.net	626-599-8228	Monrovia	CA	April
Silvia Sotis	Wife of Nick Sotis					
Ms. Morgan Klinkradt	Conference Direct	morgan.klinkradt@conference-direct.com	Cell: 309-657-4812	Wellington	CO	Kim
Jenny Kayano	Teleflora	jkayano@teleflora.com	310-966-3662	Los Angeles	CA	April



Fall Familiarization Tour
Tuesday, September 13 – Friday, September 16, 2016

Tuesday, September 13th

Arrivals

- 4:45pm Meet members of your Host Hotel in the lobby for a walk to the **Partner Hotel** for Welcome Reception and Dinner
- 5:00pm – 6:15pm Welcome Reception at **Partner Hotel** and a Greeting from Mayor Javier M. Gonzales, City Manager Brian Snyder, and Executive Director of TOURISM Santa Fe Randy Randall
- 6:30pm **Dinner** and Site Tour at **Partner Hotel**

Wednesday, September 14th

- 7:45am – 8:00am Arrivals at Partner Hotel for Breakfast
- 8:00am – 9:30am **Breakfast** and Site Tour at **Partner Hotel**
- 9:45am – 10:45am **Walking Tour of the Historic Santa Fe Plaza**
Walk through more than 400 years of history, art, and culture. Our guide, presents an extraordinary introduction to Santa Fe and provides an entertaining, humorous, and accurate portrayal of the "City Different." Visit the historic Plaza and the Palace of the Governors (whose occupants have included government and military leaders from Spain, Mexico, the Confederacy, the U.S. and Indian nations). Learn about St. Francis Cathedral, and explore the Loretto Chapel and its miraculous staircase; the oldest church; and other major Santa Fe historical sites.
- 10:45am – 11:30am **The Georgia O'Keeffe Museum - Private Docent Tour**
The Santa Fe museum opened in July 1997, eleven years after the death of the artist from whom it takes its name and is the only museum in the United States dedicated to an internationally-known woman artist. From her first trip to New Mexico in 1929 to her permanent move to Abiquiu in 1949 until her death in Santa Fe in 1986, O'Keeffe was devoted to creating imagery that expressed what she called "the wideness and wonder of the world as I live in it." The Museum's collection of over 3,000 works comprises 1,149 O'Keeffe paintings, drawings, and sculptures that date from 1901 to 1984, the year failing eyesight forced O'Keeffe into retirement. The Georgia O'Keeffe Museum is the largest single repository of O'Keeffe's work in the world.
- 11:40am – 1:00pm **The Santa Fe School of Cooking**

An interactive, Northern New Mexico cooking demonstration with Santa Fe School of Cooking's highly-entertaining chefs. The class will highlight traditional New Mexican tamale-making techniques to make red chile and pork, and corn calabacita tamales. Both accompanied by an authentic New Mexican red chile or green chile sauce. You will use these techniques to make your own tamales, share your experience with the chef while they cook and then enjoy the tasty fruits of your labor at the end of class.

- 1:20pm – 2:50pm **Lunch** and Site Tour at **Partner Hotel**
- 3:00pm – 5:15pm **Free Time OR Spa Treatment**
- 5:30pm – 6:45pm **Reception** and Site Tour at **Partner Hotel**
- 7:00pm **Dinner** and Site Tour at **Partner Hotel**

Thursday, September 15th

- 7:45am – 8:00am Arrivals at **Partner Hotel** for Breakfast
- 8:00am – 9:30am **Breakfast** and Site Tour at **Partner Hotel**
- 9:30am – 12:30pm **Destination Services Santa Fe Tour with Lunch at the Compound**

DSSF is a highly respected Destination Management Company (DMC) in Santa Fe providing detailed destination management and consulting services for special events, corporate functions, and group activities. DSSF has a strong reputation for creativity and hands-on client services. Throughout the city, hotels and suppliers both know that we demand a high level of service. Owner, Marcia Skillman, will tour the city, highlighting off-site venue options for group programs.

- 12:30pm – 1:45pm **Lunch** at Local Restaurant
- 2:00pm – 3:30pm **Canyon Road Walking Tour**
Since its early Native American and Spanish roots, Canyon Road has been a trail of abundance – initially as a farming community, later as the site of an art colony, and today as the country's top art destination with more fine art galleries and studios in one short mile than any other place on earth.
- 3:30pm – 5:30pm Free Time
- 5:45pm – 7:00pm **Reception** and Site Tour at **Partner Hotel**
- 7:15pm **Dinner** and Site Tour at **Partner Hotel**

Friday, September 16th Departures

TOURISM Santa Fe Contacts

David Carr	Director of Sales – Arizona & NM	Direct: 505-955-6206	Cell: 505-690-9723
Kim Harmon	Sales Manager – Central U.S.	Direct: 505-955-6228	Cell: 312-593-6533
April Gallegos	Sales Manager – Western U.S.	Direct: 505-995-6231	Cell: 505-577-6055
Joellyn Baca	Sales Manager – Eastern U.S.	Direct: 505-955-6218	Cell: 505-310-4632
Justin Cox	Sales Assistant	Direct: 505-955-6220	

Hotel Partners:

Drury Plaza Hotel / Eldorado Hotel and Spa / Hotel Santa Fe The Hacienda and Spa / Inn and Spa at Loretto / La Fonda on the Plaza / La Posada de Santa Resort and Spa / Santa Fe Sage Inn / Hilton Santa Fe Historic Plaza

Vendor Partners:

Destination Services of Santa Fe / Georgia O’Keeffe Museum / Santa Fe School of Cooking / The Compound Restaurant / Santa Fe Valet

Sept FAM Attendees
(As of 7-18-16)

Name	Organization	City	State	Confirmed by
Lance Livingston	HelmsBriscoe	Houston	TX	April
Robyn Mietkiewicz	Meeting Site Resource	Chino Hills	CA	April
Thuy Yamamoto	Hewlett Packard	Cupertino	CA	April
Ms. Maguerite Florsham	Strategy US: Meeting & Incentive Travel Specialists	Toronto	Canada	Kim
Ms. Jennifer Rush	NACADA _ Kansas State University	Manhattan	KS	Kim
Theodore Bradpiece	Explorer Travel Services	Canyon City	CA	April
Alain Kachami	MOTIF Sites, Meetings & Events	Santa Monica	CA	April
Ms. Stefanie Maher	Conference Direct	Portland	OR	Kim
Tracy Newell	MeetingWise	Manhattan Beach	CA	April
Maria Giuriato	Bonilla-Giuriato & Associates	Sacramento	CA	April
Joe Smith	StageOne Management	Penryn	CA	April