



July 2016 OTAB Report Sales Report August 23, 2016

July 2016 Leads:

- 21 total leads requiring sleeping rooms (Down 1 from 2015)
- 4,334 total room nights sent via leads (Down 3,282 room nights compared to 2015)
- 21 total SFCCC space only leads without sleeping rooms (UP 1 SFCCC lead from 2015)

July 2016 Confirmed Leads:

- 8 Definite Booking (Down 1 Confirmed booking from 2015)
- 2,378 Definite Room Nights (Down 2,654 room nights from 2015)
- 8 Definite SFCCC space only leads (Down 6 SFCCC bookings from 2015)

July 2015 Leads:

- 22 total leads requiring sleeping rooms
- 7,616 total room nights sent via leads
- 20 total SFCCC space only leads without sleeping rooms

July 2015 Confirmed Leads:

- 9 Definite Booking
 - 5,032 Definite Room Nights
 - 14 Definite Groups without sleeping rooms
-

2016 YTD Leads:

- 118 total leads requiring sleeping rooms (UP 17 leads compared to STLY 2015)
- 36,044 total room nights sent via leads (Down 5,504 room night compared to STLY 2015)
- 174 total SFCCC space only leads without sleeping rooms (Down 30 SFCCC leads STLY 2015)

2016 YTD Definite:

- 72 Definite Booking (Up 49 Confirmed booking to STLY 2015)
- 21,835 Definite Room Nights (UP 4,010 room nights over STLY 2015)
- 127 Definite SFCCC space only leads (UP 13 SFCCC bookings STLY 2015)

2015 YTD Leads:

- 101 total leads requiring sleeping rooms
- 41,548 total room nights sent via leads
- 204 total SFCCC space only leads without sleeping rooms

2015 YTD Definite:

- 23 Definite Booking
- 17,825 Definite Room Nights
- 114 Definite SFCCC space only leads

Tradeshow updates:

No tradeshows were attended in July 2016

August tradeshows are ASAE Annual Expo & Meeting (Joellyn Baca) and Connect Marketplace (April Gallegos)

Pace Report

FAM Update –

- July
 - July Agenda July Attendees
 - 7 hotel partners participated for \$500 each
 - 8 planners attended with a targeted focus on TX and CA planners
 - Vendors supplied transportation, cooking class, walking tour, destination services tour, hotel rooms, and spa treatments at no cost to TOURISM Santa Fe
- September
 - September Agenda September Attendees (as of 8/17/16)
 - 8 hotel partners scheduled to attend
 - 10 planners currently scheduled to attend. Target focus is on CA this FAM

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 was in SF to provide full training on new system Aug 2-5, 2016. Vendor also provided training to hotel partners during this time as well and is also offering a webinar on August 18, 2016
- Maintain access to old system through Aug 31, 2016 for crossover and data migration

TOURISM

SANTA FE

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 <u>Santa Fe Margarita Trail</u>

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:

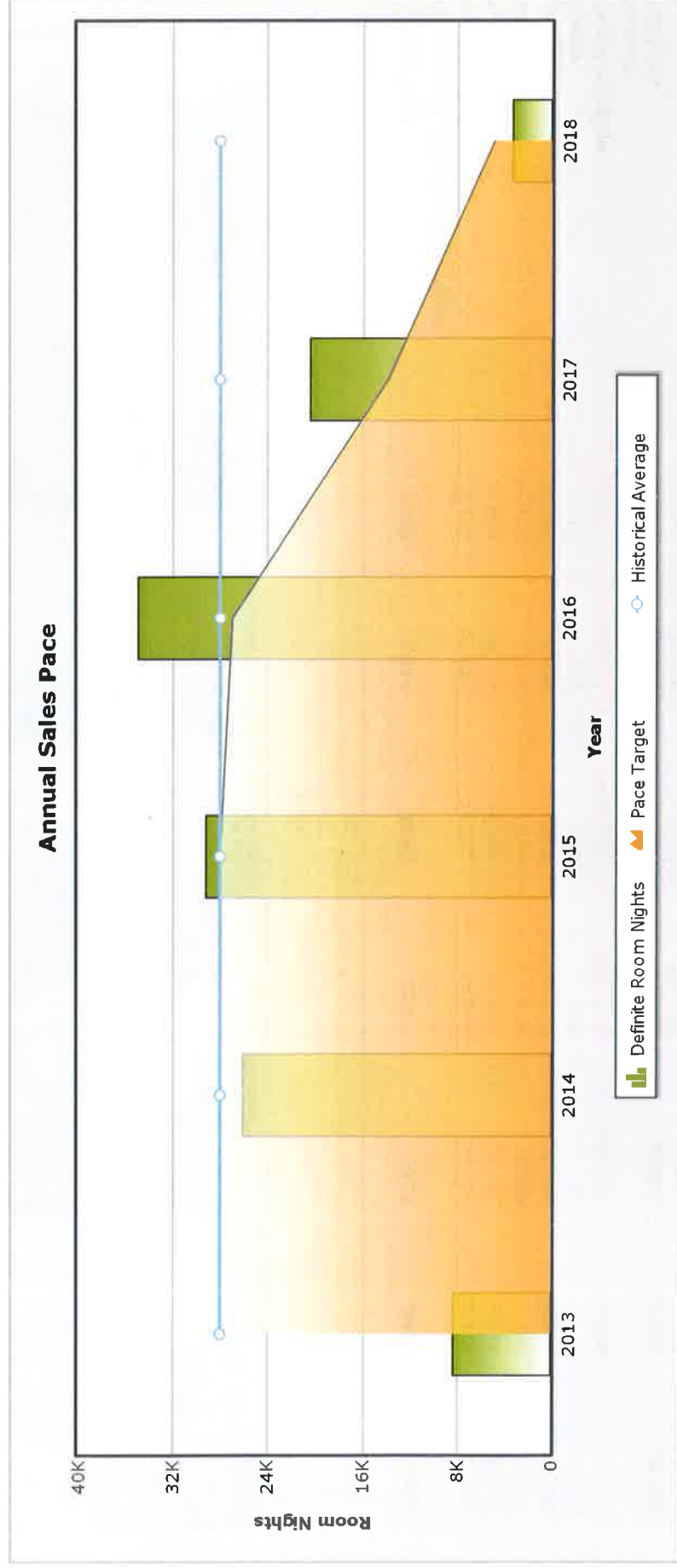
Destination Services of Santa Fe / Georgia O’Keeffe Museum / Santa Fe School of Cooking / Rio Chama Steakhouse / Peter Weiss Tour Guide

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

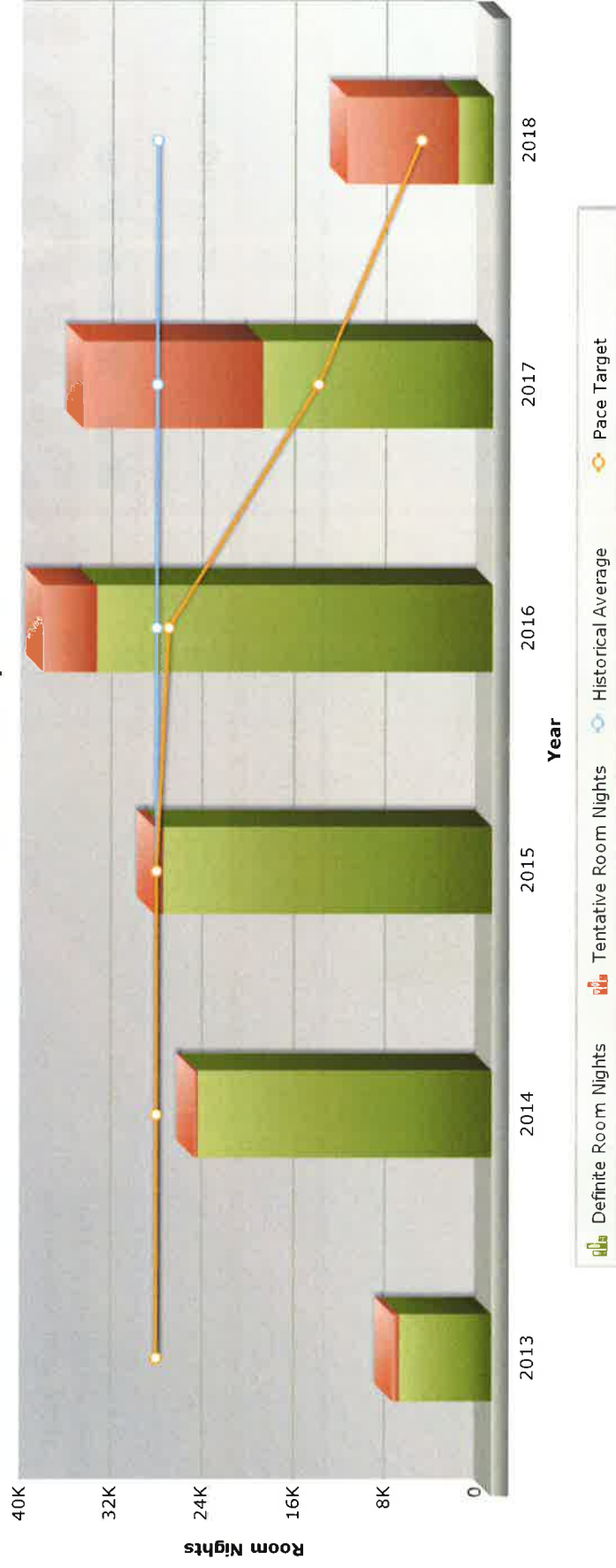


Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Report: Simple Pace



Annual Sales Pipeline



Annual Pace

Consumption (Definite Room Nights)

	2013	2014	2015	2016	2017	2018	Total
Definite Room Nights	8,194	25,970	29,072	34,813	20,329	3,174	121,552
Target	28,008	28,008	28,008	26,943	13,791	4,810	129,569
Variance	-19,814	-2,038	1,064	7,870	6,538	-1,636	-8,017
Historical Avg	28,008	28,008	28,008	28,008	28,008	28,008	168,048
Events	117	254	235	235	31	7	879
Pace Percentage	29.26%	92.72%	103.80%	129.21%	147.40%	65.99%	94%
Demand							
Total RNs	32,022	64,140	67,794	71,948	67,440	17,856	321,200
Target	68,265	68,265	68,265	57,488	31,729	9,064	303,076
Variance	-36,243	-4,125	-471	14,460	35,711	8,792	18,124
Historical Avg	68,265	68,265	68,265	68,265	68,265	68,265	409,590
Conversion Percentage	26.12%	40.69%	43.37%	51.79%	39.36%	39.00%	42%
Historical Avg	41	41	41	41	41	41	41

2013

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

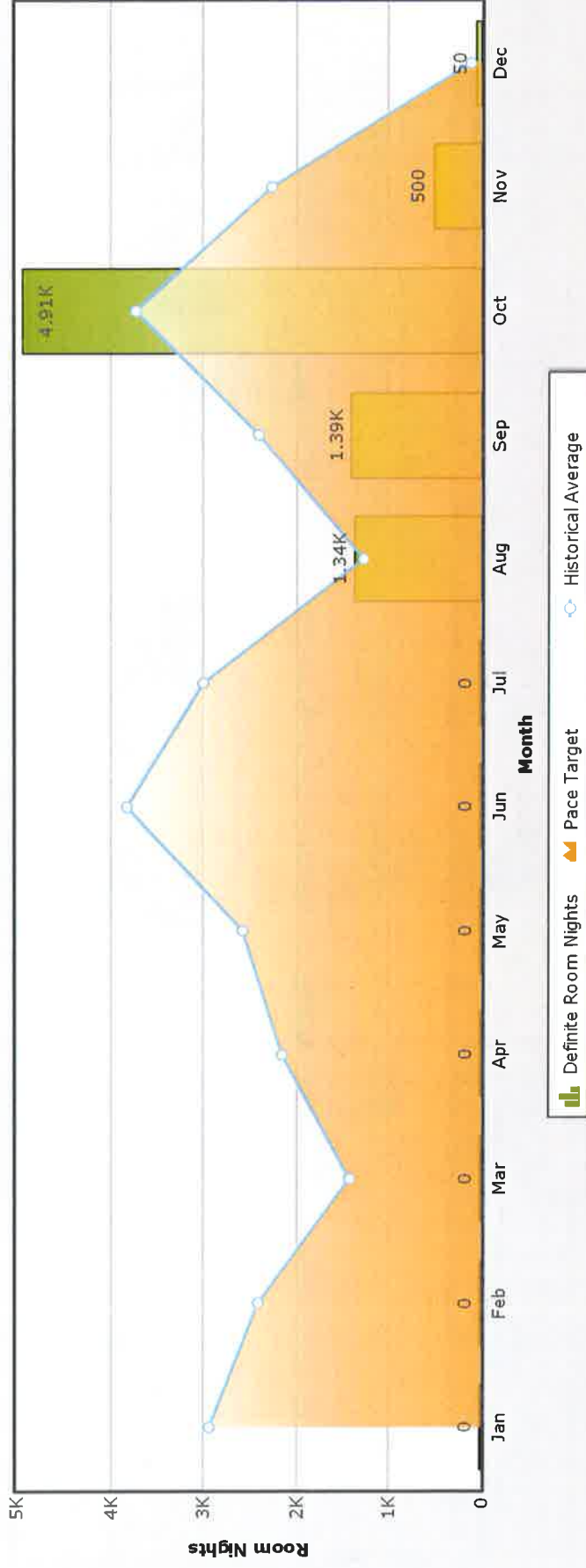
Nov

Dec

Total

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	0	1,344	1,387	4,913	500	50	8,194
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Variance	-2,929	-2,402	-1,420	-2,148	-2,571	-3,811	-2,990	79	-1,008	1,204	-1,754	-64	-19,814
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Pace Percentage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	106.25%	57.91%	132.46%	22.18%	43.86%	29%
Demand													
Total RNs	0	0	0	0	0	0	0	2,864	10,865	11,507	6,736	50	32,022
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Variance	-5,427	-3,072	-4,333	-5,198	-4,726	-6,458	-7,209	-4,877	2,383	2,639	114	-79	-36,243
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,209	7,741	8,482	8,868	6,622	129	68,265
Conversion													
Tentative Room Nights	0	0	0	0	0	0	0	0	0	210	440	0	650
Lost Room Nights	0	0	0	0	0	0	0	1,520	9,478	6,384	5,796	0	23,178
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	46.90%	12.80%	43.50%	7.90%	100.00%	26%

Monthly Sales Pace
2013

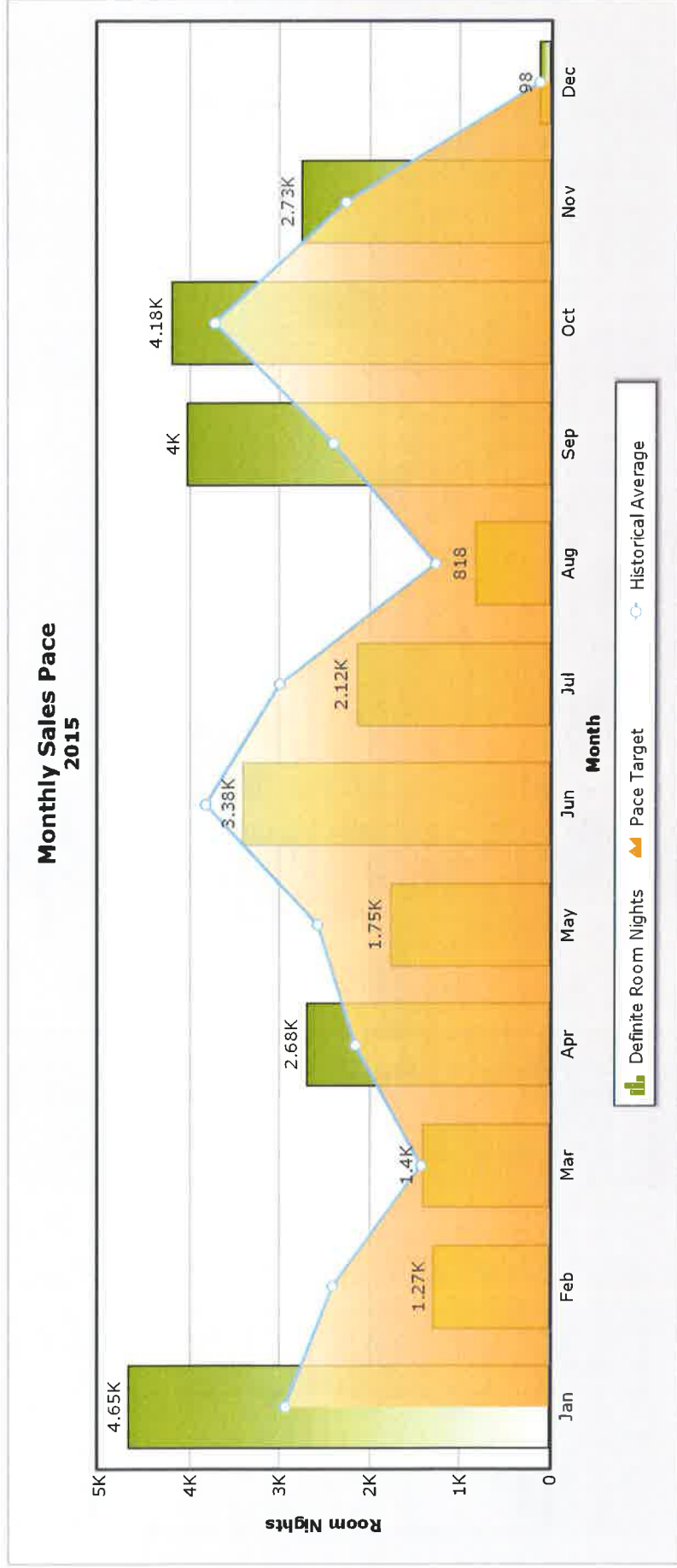


2014	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	2,570	2,792	2,514	1,202	2,702	2,178	2,806	1,633	1,803	2,039	3,535	196	25,970
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Variance	-359	390	1,094	-946	131	-1,633	-184	368	-592	-1,670	1,281	82	-2,038
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Pace Percentage	87.74%	116.24%	177.04%	55.96%	105.10%	57.15%	93.85%	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	2,990	1,265	2,395	3,709	2,254	114	28,008
Variance	-11	-40	367	-1,281	2,024	-3,280	31	1,547	-66	-396	-3,087	67	-4,125
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,209	7,741	8,482	8,868	6,622	129	68,265
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%

Monthly Sales Pace
2014



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	2,990	1,265	2,395	3,709	2,254	114	28,008
Variance	1,720	-1,130	-21	536	-820	-432	-868	-447	1,601	468	473	-16	1,064
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Pace Percentage	158.72%	52.96%	98.52%	124.95%	68.11%	88.66%	70.97%	64.66%	166.85%	112.62%	120.98%	85.96%	104%
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	2,990	1,265	2,395	3,709	2,254	114	28,008
Variance	1,540	-1,400	955	-1,234	-1,390	1,066	-1,768	3,330	-2,316	-2,242	2,974	14	-471
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,209	7,741	8,482	8,868	6,622	129	68,265
Conversion													
Tentative Room Nights	0	0	0	30	300	0	214	0	0	210	0	0	754
Lost Room Nights	2,318	400	3,889	1,250	1,285	4,145	3,105	10,253	2,170	2,239	6,869	45	37,968
Conversion Percentage	66.70%	76.10%	26.50%	68.20%	57.70%	44.90%	40.60%	7.40%	64.80%	65.10%	28.40%	68.50%	43%

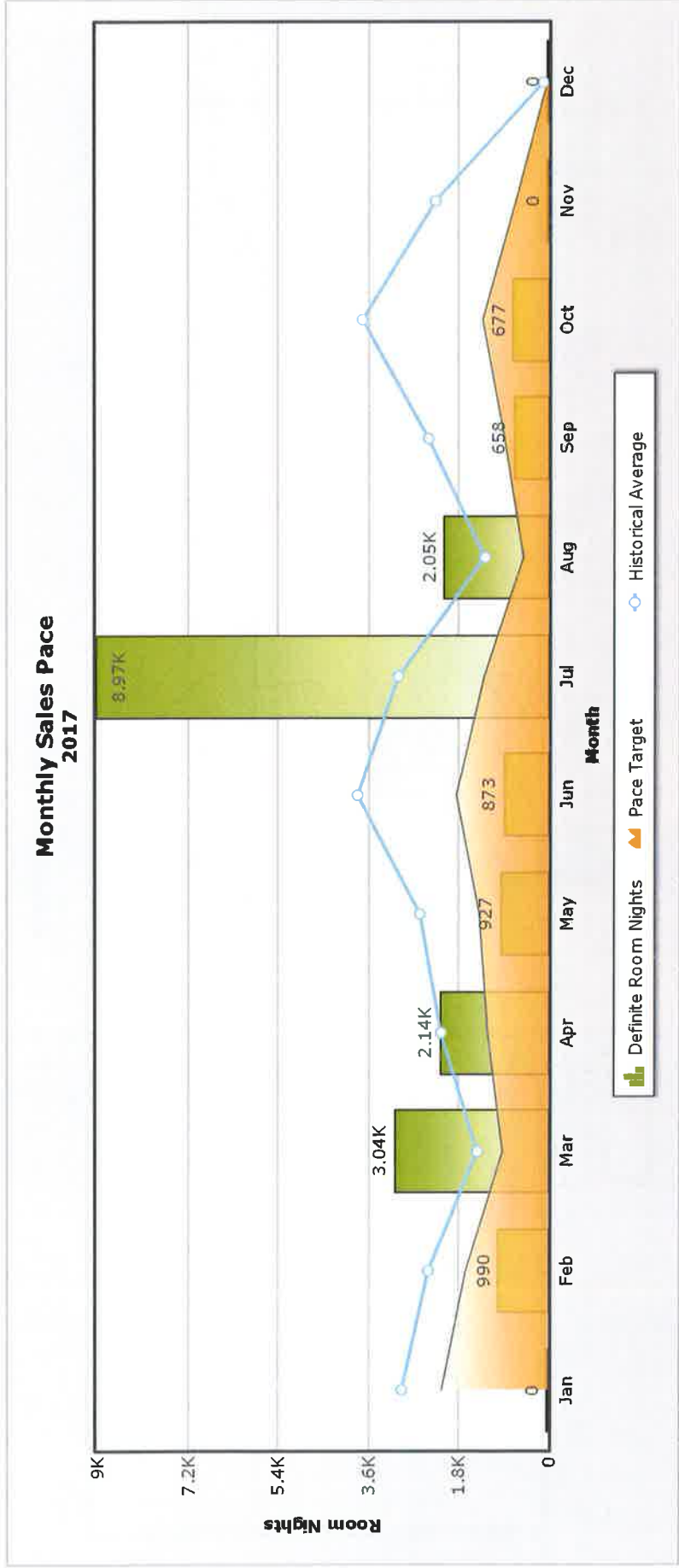


2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	1,570	3,144	348	2,558	3,261	5,876	4,043	2,244	2,664	4,025	4,730	350	34,813
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,239	2,292	3,240	1,813	89	26,943
Variance	-1,359	742	-1,072	410	690	2,065	1,053	1,005	372	785	2,917	261	7,870
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Pace Percentage	53.60%	130.89%	24.51%	119.09%	126.84%	154.19%	135.22%	181.17%	116.24%	124.21%	260.93%	395.24%	129%
Demand													
Total RNS	3,898	4,512	3,013	7,715	4,094	8,672	10,849	4,369	7,434	9,714	6,317	1,361	71,948
Target	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,239	2,292	3,240	1,813	89	26,943
Variance	-1,529	1,440	-1,320	2,517	-632	2,214	3,640	-839	1,780	3,867	2,041	1,280	14,460
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,209	7,741	8,482	8,868	6,622	129	68,265
Conversion													
Tentative Room Nights	60	0	132	668	288	285	565	320	765	600	155	891	4,729
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%	44.20%	76.80%	74.50%	52%

Monthly Sales Pace
2016

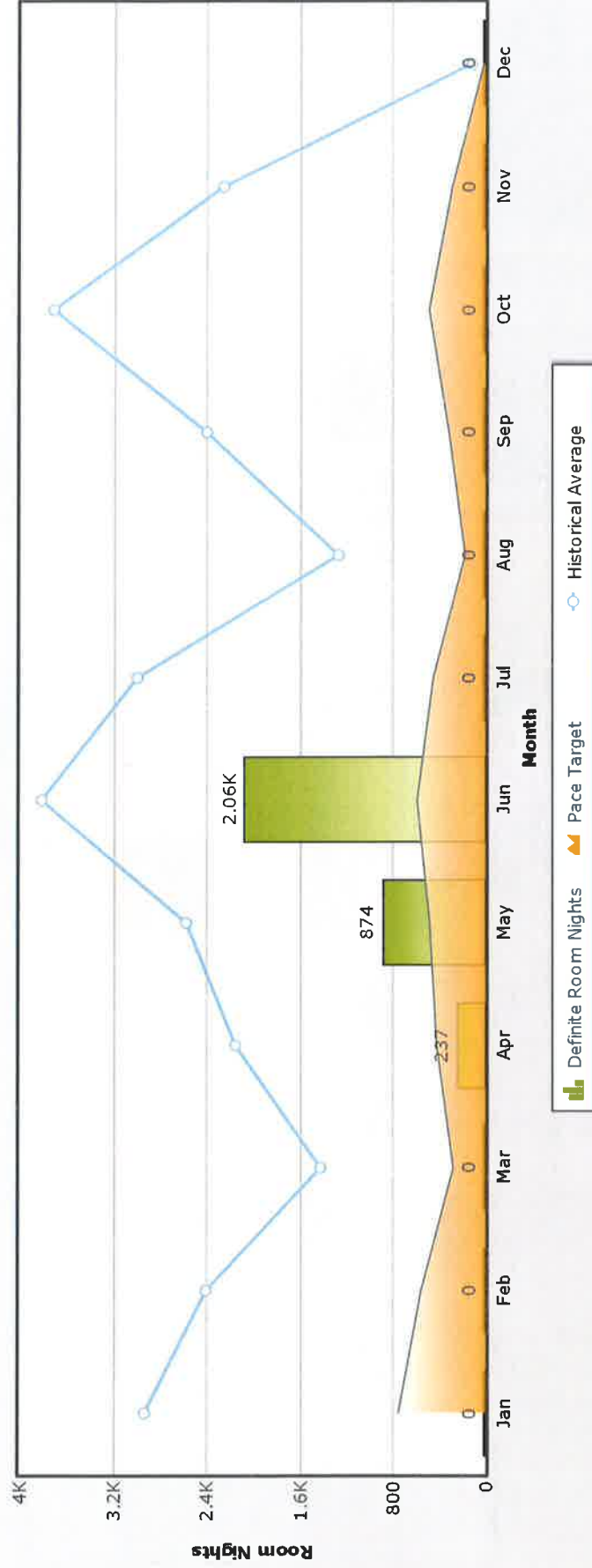


2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	990	3,044	2,141	927	873	8,969	2,050	658	677	0	0	20,329
Target	2,130	1,652	917	1,217	1,383	1,837	1,283	500	875	1,314	651	32	13,791
Variance	-2,130	-662	2,127	924	-456	-964	7,686	1,550	-217	-637	-651	-32	6,538
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Pace Percentage	0.00%	59.92%	331.86%	175.97%	67.04%	47.53%	699.33%	409.81%	75.16%	51.53%	0.00%	0.00%	147%
Demand													
Total RNS	2,412	3,620	7,377	4,529	1,632	7,840	14,596	2,931	3,445	17,857	1,201	0	67,440
Target	2,130	1,652	917	1,217	1,383	1,837	1,283	500	875	1,314	651	32	13,791
Variance	-875	1,803	4,893	1,639	-900	4,625	11,150	-467	-55	14,683	-748	-36	35,711
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,209	7,741	8,482	8,868	6,622	129	68,265
Conversion													
Tentative Room Nights	1,622	1,965	156	1,770	450	1,652	1,075	881	2,637	2,741	848	0	15,797
Lost Room Nights	790	665	4,177	618	255	5,315	4,552	0	150	14,439	353	0	31,314
Conversion Percentage	0.00%	59.80%	42.20%	77.60%	78.40%	14.10%	66.30%	100.00%	81.40%	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	237	874	2,063	0	0	0	0	0	0	3,174
Target	753	558	279	422	482	591	450	175	314	487	285	14	4,810
Variance	-753	-558	-279	-185	392	1,472	-450	-175	-314	-487	-285	-14	-1,636
Historical Monthly Avg	2,929	2,402	1,420	2,148	2,571	3,811	2,990	1,265	2,395	3,709	2,254	114	28,008
Pace Percentage	0.00%	0.00%	0.00%	56.19%	181.30%	349.07%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	66%
Demand													
Total RNs	2,360	0	0	1,723	3,404	4,323	1,000	520	2,075	805	1,646	0	17,856
Target	753	558	279	422	482	591	450	175	314	487	285	14	4,810
Variance	1,092	-640	-827	781	2,592	3,359	81	-334	1,336	133	1,225	-7	8,792
Historical Avg	5,427	3,072	4,333	5,198	4,726	6,458	7,209	7,741	8,482	8,868	6,622	129	68,265
Conversion													
Tentative Room Nights	2,360	0	0	1,486	0	1,390	240	520	2,075	0	1,646	0	9,717
Lost Room Nights	0	0	0	0	2,530	870	760	0	0	805	0	0	4,965
Conversion Percentage	0.00%	0.00%	0.00%	100.00%	25.70%	70.30%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	39%

Monthly Sales Pace
2018



Legend

Conversion

Variance

Difference Between The Booked Room Nights And Your Pace Target.

Pace Percentage

Percent Of Your Target Met For The Given Year. A Number Over 100% Implies You Are Pacing Ahead Of Your Typical Demand For The Year.

Historical Avg

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

Tentative

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

Demand

Variance

Difference Between Current Demand Figures And Your Demand Target

Pace Percentage

Percent Of Your Target Met For The Given Year. A Number Over 100% Implies You Are Pacing Ahead Of Your Typical Demand For The Year.

Historical Avg

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

Definite

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

Target

Total Room Nights Requested, Anticipated At This Time Based On An Analysis Of The Previous 3 Years Of Meetings, Accounting For What Percentage Of Your Business Typically Issues An Rfp That Far In Advance. For Example, If 28% Of Your Business Is Typically In The System 30 Months In Advance, Then Your Target For 30 Months From The Start Of The Current Month Would Be 28% Of Your Historical Average For That Month

Consumption

Variance

Difference Between The Actual Room Nights Booked And Your Pace Target

Pace Percentage

Percent Of Your Target Met For The Given Period. A Number Over 100% Implies You Are Currently Pacing Ahead. A Number Under 100% Means That You Are Currently Behind Your Pace For That Period

Historical Avg

For The Annual Figures, This Is The Average Room Nights Booked Per 12 Month Period Based On An Analysis Of The Previous X Months Of Events. For The Monthly Figures, It Is The Average Room Nights Booked During That Month Over The Past 3 Years.

Definite

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

Target

Booked Room Nights Anticipated At This Time Based On An Analysis Of The Previous 3 Years Of Meetings, Accounting For What Percentage Of Your Business Typically Books That Far In Advance. For Example, If 28% Of Your Business Typically Books 30 Months In Advance, Then Your Target For 30 Months From The Start Of The Current Month Would Be 28% Of Your Historical Average For That Month

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (3)					
National Center for Employee Ownership					
National Center for Employee Ownership [3893]	10/03/2017	07/14/2016	350	0	68,250
National Center for Employee Ownership [3909]	10/03/2017	07/22/2016	25	0	0
Tokyo Reunion Group					
Tokyo Reunion Group [3841]	04/25/2017	07/11/2016	16	24	4,776
Total for Manager			391	24	73,026
Joellyn Baca (4)					
American Meteorological Society					
AMS 18th Conference on Mountain Meteorology [3898]	06/02/2018	07/19/2016	150	0	131,625
Plante Moran					
FVS Praxity Conference 2017 [3914]	10/15/2017	07/28/2016	150	0	195,000
Santa Fe Public Schools					
Choir Overnight Camp [3910]	09/23/2016	07/25/2016	60	0	5,200
University of New Mexico UNM					
MetaECHO 2017 [3894]	09/12/2017	07/15/2016	0	0	263,250
Total for Manager			360	0	595,075
Rosalina Grace (8)					
Contemporary Hispanic Market					
Contemporary Hispanic Market Preview 2020 [3915]	07/23/2020	07/29/2016	800	0	52,000

~~April-Gallegos (3)~~**New Mexico Childrens Foundation**25th Anniversary Gala [3911]**New Mexico School for the Arts**NM School for the Arts Gala [3882]**QUINCEANERA**Estrada Quinceanera [3903]**Reynaldo Gonzales**Gonzales Graduation [3912]**Rodey Law Firm**Law Firm Depositions [3891]**Tourism Santa Fe CVB/City of Santa Fe**IDSS Training [3908]**WEDDINGS**Jeniva Garcia Wedding [3907]**Total for Manager****Stephanie Scrimshaw (7)****City Attorney's Office / City of Santa Fe**City Attorney Meeting [3887]City/County Mediation [3900]**City Clerks Office/City of Santa Fe**Department of Workforce Solutions [3892]Green Chamber Meeting [3884]**City Manager's Office / City of Santa Fe**Constituent Services [3896]**Santa Fe Community Convention Center**RFP Compliance Review [3902]**Sevastian Gurule**Constituent Services [3901]**Total for Manager**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
09/16/2017	07/26/2016	200	0	13,000
05/19/2017	07/01/2016	350	0	8,750
06/24/2017	07/20/2016	400	0	10,000
06/02/2017	07/26/2016	200	0	5,000
09/19/2016	07/13/2016	20	0	200
08/02/2016	07/22/2016	25	0	0
06/17/2017	07/22/2016	0	0	0
		1,995	0	88,950

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/12/2016	07/11/2016	7	0	0
08/29/2016	07/20/2016	30	0	0
09/29/2016	07/14/2016	150	0	0
07/07/2016	07/05/2016	14	0	0
08/16/2016	07/19/2016	10	0	0
07/21/2016	07/20/2016	0	0	0
08/16/2016	07/20/2016	10	0	0
		221	0	0

~~April Gallegos (3)~~

Grand Total(22)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		2,967	24	757,051

TOURISM

SANTA FE

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For Lead Status from Jul 1, 2016 to Jul 31, 2016

April Gallegos (5)

Association for Child Psychoanalysis, Inc

2018 Annual Meeting [3696]

Los Alamos National Laboratory (LANL)

Viral Dynamics [3913]

National Center for Employee Ownership

National Center for Employee Ownership [3893]

Radiation Research Society

2018 Radiation Research Society Meeting [3558]

Stage One Events

California Workers' Compensation Defense Attorneys' Association [3906]

Total for Manager

David A. Carr (5)

Center for Emergent Diplomacy

ECOS [3526]

Los Alamos National Laboratory (LANL)

2017 Santa Fe Jets and Heavy Flavor [3886]

Lattice QCD [3890]

Physics of White Dwarf Stars [3895]

State of Stress in the Earth [3888]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/02/2018	07/15/2016	120	202	65,650
05/05/2017	07/28/2016	100	255	82,875
10/03/2017	07/15/2016	350	210	68,250
09/22/2018	01/06/2016	0	120	39,000
11/01/2018	07/21/2016	200	390	126,750
		770	1,177	382,525

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/22/2017	10/06/2015	-250	-875	-284,375
02/12/2017	07/11/2016	50	105	34,125
08/27/2017	07/12/2016	0	175	56,875
06/11/2017	07/15/2016	80	300	97,500
10/18/2016	07/12/2016	80	150	48,750

~~April-Gallegos (5)~~

Total for Manager

Joellyn Baca (5) YAS					
American Academy of Veterinary Acupuncture					
AAVA Annual Conference [3905]					
American Meteorological Society					
AMS 18th Conference on Mountain Meteorology [3898]					
Plante Moran					
FVS Praxity Conference 2017 [3914]					
Santa Fe Public Schools					
Choir Overnight Camp [3910]					
University of New Mexico UNM					
MetaECHO 2017 [3894]					
MetaECHO 2017 [3894]					

Total for Manager

Kim Harmon (6)					
Alpine Rail Tours, LLC					
Alpine Rail Tours, LLC 2016 [3899]					
American Bar Association					
American Bar Endowment and American Bar Insurance Board of Directors Meeting 2017 [3883]					
American Dental Society of Anesthesiology (ADSA)					
ADSA Annual 2019 [3904]					
Eastern New Mexico University (ENMU)					
ENMU Annual Alumni Reception [3889]					
National Conference of State Transportation Specialists (NCSTS)					
National Conference of State Transportation Specialists (NCSTS) Annual Conference 2017 [3897]					
Rocky Mountain Children's Choir					
Rocky Mountain Children's Choir 2017 [3885]					

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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		-40	-145	-47,125
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Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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04/11/2018	07/20/2016	75	326	105,950
06/02/2018	07/19/2016	150	405	131,625
10/15/2017	07/28/2016	150	600	195,000
09/23/2016	07/25/2016	60	16	5,200
09/12/2017	07/15/2016	0	0	0
09/12/2017	07/15/2016	0	810	263,250

		435	2,157	701,025
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Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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10/22/2016	07/19/2016	28	64	12,736
10/24/2017	07/05/2016	60	131	42,575
04/03/2019	07/20/2016	500	670	217,750
03/09/2017	07/12/2016	60	76	24,700
06/03/2017	07/19/2016	45	124	40,300
03/24/2017	07/06/2016	68	80	15,920

~~April Gallegos (5)~~

Total for Manager

761 1,145 353,981

Rosalina Grace (14) ⁶
Contemporary Hispanic Market

Contemporary Hispanic Market Preview 2019 [3735]
~~Contemporary Hispanic Market Preview 2020 [3915]~~

07/25/2019 07/08/2016 800 0 52,000
~~07/23/2020 07/29/2016 800 0 52,000~~

Gary Chavez

Gabaldon and Chavez Wedding [3618]

06/24/2017 07/21/2016 600 0 15,000

Hilton of Santa Fe

Hilton Honor [3867]

10/28/2016 07/29/2016 85 0 0

New Mexico Childrens Foundation

~~25th Anniversary Gala [3911]~~

~~09/16/2017 07/26/2016 200 0 13,000~~

New Mexico School for the Arts

~~NM School for the Arts Gala [3882]~~

~~05/19/2017 07/01/2016 350 0 8,750~~

QUINCEANERA

~~Estrada Quinceanera [3903]~~

~~06/24/2017 07/20/2016 0 0 0~~

~~Estrada Quinceanera [3903]~~

~~07/15/2017 07/20/2016 400 0 10,000~~

Mariscal Quinceanera [3874]

07/01/2017 06/24/2016 0 0 0

Reynaldo Gonzales

~~Gonzales Graduation [3912]~~

~~06/02/2017 07/26/2016 200 0 5,000~~

Rodey Law Firm

~~Law Firm Depositions [3891]~~

~~09/19/2016 07/13/2016 20 0 200~~

Santa Fe Fashion Week

Santa Fe Fashion Week 2016 [3577]

09/30/2016 07/22/2016 400 0 10,000

Santa Fe Japanese Inter-Cultural Network

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

04/28/2017 07/05/2016 2,000 0 0

Tourism Santa Fe CVB/City of Santa Fe

~~IDSS Training [3908]~~

~~08/02/2016 07/22/2016 25 0 0~~

WEDDINGS

~~Jeniva Garcia Wedding [3907]~~

~~06/17/2017 07/22/2016 0 0 0~~

Total for Manager

5,880 0 165,950

~~April Gallegos (5)~~

Stephanie Scrimshaw (1) 
 City Clerks Office/City of Santa Fe
~~Green Chamber Meeting [3884]~~

Total for Manager

Grand Total(36)

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
07/07/2016	07/05/2016	14	0	0
		14	0	0
		7,820	4,334	1,556,356

TOURISM

SANTA FE

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For Confirmed Status from Jul 1, 2016 to Jul 31, 2016

April Gallegos (3)

Association for Child Psychoanalysis, Inc

2018 Annual Meeting [3696]

Tokyo Reunion Group

Tokyo Reunion Group [3841]

Wilderness & Travel Medicine

~~Wilderness & Travel Medicine 2017 [3092]~~

Wilderness & Travel Medicine 2017 [3092]

Total for Manager

David A. Carr (1)

National Math Association/Imagine Education

Midschool Math 2017 [3695]

Total for Manager

Joellyn Baca (1)

U.S. Department of Interior

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

Total for Manager

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
	05/01/2018	07/15/2016	120	213	69,225
	04/25/2017	07/22/2016	16	24	4,776
	05/17/2017	06/23/2016	0	20	6,500
	05/29/2017	06/23/2016	0	907	294,775
Total for Manager			136	1,164	375,276
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
	02/28/2017	07/29/2016	500	590	191,750
Total for Manager			500	590	191,750
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
	10/18/2016	07/20/2016	60	100	32,500
Total for Manager			60	100	32,500

~~April Gallegos (3)~~

Kim Harmon (3)

American Bar Association

LPM Spring Meeting 2018 [3717]

Drake Kappa Alpha Theta Reunion

Kappa Alpha Theta Reunion [3819]

Stairbuilders and Manufacturers Association (SMA)

SMA Annual Conference 2018 [3789]

Total for Manager

Rosalina Grace ~~(7)~~ 4

Christus St Vincent Regional Medical Center

~~Christus Holiday Party 2016~~ [3368]

New Mexico Farm & Livestock Bureau

New Mexico Farm & Livestock Bureau 2017 [3693]

Santa Fe Fiesta, Inc

~~2016 Offices for Fiestas~~ [894]~~2016 Royal Ball~~ [2976]

Santa Fe Neighborhood Law Center

Law & Policy for Neighborhoods Conference 2016 [2863]

Tourism Santa Fe CVB/City of Santa Fe

IDSS Training [3908]

William Trujillo

Trujillo Rehearsal Dinner [3828]

Total for Manager

Stephanie Scrimshaw (4)

City Attorney's Office / City of Santa Fe

City/County Mediation [3863]

City Clerks Office/City of Santa Fe

Green Chamber Meeting [3884]

ITT / City of Santa Fe

Community Development Project Demos Rooms 1 & 2 [3877]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/15/2018	07/06/2016	100	257	83,525
09/14/2017	07/06/2016	25	30	9,750
04/24/2018	07/19/2016	90	237	77,025
		215	524	170,300

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
12/15/2016	03/11/2016	0	0	0
02/07/2017	07/19/2016	1,000	0	25,000
09/02/2016	03/29/2016	0	0	0
08/06/2016	03/29/2016	0	0	0
12/07/2016	07/13/2016	175	0	0
08/02/2016	07/25/2016	25	0	0
07/22/2011	07/05/2016	45	0	2,925
		1,245	0	27,925

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/28/2016	07/17/2016	30	0	0
07/07/2016	07/05/2016	14	0	0
07/25/2016	07/17/2016	25	0	0

April Gallegos (3)

Southwest Association of Indian Arts

SWAIA 95th Summer Indian Market Preview 2016 [1559]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
08/19/2016	07/22/2016	2,000	0	20,000
Total for Manager		2,069	0	20,000
Grand Total(19)		4,225	2,378	817,751

TOURISM

SANTA FE

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Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David A. Carr (7)					
DivaFiva International					
"DivaFiva" Ladies Night-out Overnight-Out Slumber Party S.P.A. [3414]	09/25/2015	07/14/2015	200	0	22,750
Go West Summit					
Go West Summit 2017 [3431]	02/19/2017	07/29/2015	500	0	409,500
Harley Owners Group (HOG)					
2016 Open Road West [3412]	09/07/2016	07/13/2015	750	855	277,875
New Mexico Academy of Nutrition and Dietetics					
NMAND Annual Conference [3427]	04/21/2016	07/27/2015	120	80	26,000
New Mexico Jewish Historical Society					
2016 Fall Conference [3411]	10/28/2016	07/13/2015	30	30	9,750
New Mexico State University					
International Symposium for Personal and Commercial Spaceflight [3424]	10/10/2016	07/22/2015	300	0	66,950
Tourism Santa Fe CVB/City of Santa Fe					
DOS Meeting [3423]	07/22/2015	07/22/2015	22	0	0
Total for Manager			1,922	965	812,825
Joellyn Baca (5)					
Administrative Office of the US Courts					
Criminal Justice Act Program - Public Hearing [3416]	11/15/2015	07/15/2015	100	0	7,800
American Public Transportation Association					

David A. Carr (7)

2016 Legal Affairs Seminar [3415]

Association of American Medical Colleges

2016 APPD Fall Roundtable [3425]

Offering Envelope Association

Offering Envelope Association [3399]

The Group Travel Family

Going on Faith Conference [3437]

Total for Manager

Melanie Moore (7)

Adan Araiza

Araiza 25th Anniversary [3429]

Hilton of Santa Fe

Hilton Meeting / Michelin North America [3410]

Hilton Meeting / NOV [3426]

Housing & Community Development / City of Santa Fe

Film Summit [3434]

Mayor's Office / City of Santa Fe

Councilor's Bushee + Lindell Meeting [3433]

National Latino Behavioral Health Association

NLBHA Scholarship Luncheon [3430]

Transportation / City of Santa Fe

Transportation / Blue Bus Meeting [3404]

Total for Manager

Rosalina Grace (8)

Academy For Technology and the Classics

ATC Graduation 2016 [3405]

Academy for the Love of Learning

Academy for the Love of Learning [3400]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
02/19/2016	07/14/2015	125	240	78,000
09/14/2016	07/22/2015	40	0	27,625
05/03/2016	07/01/2015	18	0	9,750
08/25/2019	07/30/2015	300	0	132,275
		583	240	255,450

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
01/28/2017	07/28/2015	250	0	16,250
09/01/2015	07/10/2015	16	0	400
11/02/2015	07/23/2015	100	0	2,500
09/22/2015	07/30/2015	20	0	0
08/11/2015	07/30/2015	50	0	0
09/25/2015	07/28/2015	100	0	6,500
07/23/2015	07/08/2015	450	0	0
		986	0	25,650

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/23/2016	07/08/2015	800	0	0
07/08/2015	07/02/2015	500	0	5,000

David A. Carr (7)

Amanda Maes & Jon Cordova

Maes & Cordova Wedding Reception [3398]

Francisco Diaz

Diaz Quincenera [3419]

Heritage Productions

Santa Fe Foodie Classic [3407]

Rosalina Grace Pre-cons

Nick Salazar [3406]

Somos Un Pueblo Unido

20th Anniversary Banquet [3420]

William Trujillo

Anaya and Gallegos Wedding Reception [3409]

Total for Manager

Grand Total(27)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/02/2016	07/01/2015	450	0	11,250
02/25/2017	07/15/2015	300	0	7,500
01/16/2016	07/08/2015	300	0	7,500
09/19/2015	07/08/2015	120	0	3,000
12/04/2015	07/15/2015	300	0	19,500
07/23/2016	07/10/2015	300	0	19,500
		3,070	0	73,250
		6,561	1,205	1,167,175

TOURISM

SANTA FE

Prepared On: 08/17/2016
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Leads By User

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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
David A. Carr (32) 11					
DivaFiva International					
"DivaFiva" Ladies Night-out Overnight-Out Slumber Party S.P.A. [3414]	09/25/2015	07/15/2015	200	70	22,750
Family Reunion					
Blacketter - Wolfe Family Reunion [3403]	07/14/2016	07/07/2015	50	60	19,500
Genoveva Chavez Community Center					
Cactus Cup [3435]	07/07/2016	07/30/2015	60	100	32,500
Go West Summit					
Go West Summit 2017 [3431]	02/19/2017	07/29/2015	500	1,260	409,500
Harley Owners Group (HOG)					
2016 Open Road West [3412]	09/07/2016	07/13/2015	750	840	273,000
Los Alamos National Laboratory (LANL)					
International Free Electron Laser Conference [2999]	08/20/2017	07/27/2015	0	0	0
New Mexico Academy of Nutrition and Dietetics					
NMAMD Annual Conference [3427]	04/21/2016	07/27/2015	120	80	26,000
New Mexico Finance Authority					
State Revolving Fund State to State Meeting Region 6 [3428]	09/20/2015	07/27/2015	50	50	16,250
New Mexico Jewish Historical Society					
2016 Fall Conference [3411]	10/28/2016	07/13/2015	30	60	19,500
New Mexico State University					
International Symposium for Personal and Commercial Spaceflight [3424]	10/10/2016	07/22/2015	300	206	66,950
Shores Destinations					
National Park Service [3413]	09/20/2015	07/14/2015	25	106	34,450
University of New Mexico UNM					
National Association of College & University Food Services (NACUFS) [3432]	03/12/2017	07/29/2015	600	1,350	438,750

David A. Carr (12)

Total for Manager

2,685 4,182 1,359,150

Joellyn Baca (7)
Administrative Office of the US Courts

Criminal Justice Act Program - Public Hearing [3416]

American Public Transportation Association

2016 Legal Affairs Seminar [3415]

Association of American Medical Colleges

2016 APPD Fall Roundtable [3425]

Association of Structural Pest Control Regulatory Officials

ASPCRO Annual Meeting [2605]

Offering Envelope Association

Offering Envelope Association [3399]

The Group Travel Family

Agritourism World Summit/Boomers in Groups Conference [3436]

Going on Faith Conference [3437]

Total for Manager

763 1,124 365,300

Kim Harmon (5)

Attorneys' Title Guaranty Fund, Inc. (ATGF)

Fall Board of Directors 2016 [3422]

LISI

Leading Producers 2016 [3401]

National Union Association

National Union Association Annual Conference 2017 [3402]

Southwest Chemistry Workshop 2017

Southwest Chemistry Workshop 2017 [3421]

The Linux Foundation

Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]

Total for Manager

865 2,310 750,750

~~David A. Carr (12)~~

Melanie Moore (2)

City of Santa Fe

Matt Ross [3417]

Fire Department / City of Santa Fe

SFFD Cadet Graduation - Class 30 [3408]

Total for Manager

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
08/12/2015	07/15/2015	100	0	0
09/10/2015	07/09/2015	150	0	0
250		0	0	0

Rosalina Grace (13) ~~9~~ 3

Academy For Technology and the Classics

~~ATC Graduation 2016 [3405]~~

Academy for the Love of Learning

~~Academy for the Love of Learning [3400]~~

Alicia Montoya

Wedding Reception Alicia & Mike Montoya [3394]

Amanda Maes & Jon Cordova

~~Maes & Cordova Wedding Reception [3398]~~

Contemporary Hispanic Market

~~Contemporary Hispanic Market Preview 2016 [2993]~~

Heritage Productions

~~Santa Fe Foodie Classic [3407]~~

Presbyterian Healthcare Services

Governor's Prayer Breakfast 2016 [3232]

Rosalina Grace Pre-cons

~~Nick Salazar [3406]~~

Santa Fe Community Orchestra

~~SF Community Orchestra Concert & Dance Gala 2016 [2854]~~

Santa Fe Japanese Inter-Cultural Network

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

Somos Un Pueblo Unido

~~20th Anniversary Banquet [3420]~~

St. Elias The Prophet Greek Orthodox Church

Greek Festival 2016 [3080]

William Trujillo

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/20/2016	07/10/2015	800	0	0
07/08/2015	07/02/2015	25	0	250
05/21/2016	06/29/2015	250	0	6,250
07/02/2016	07/01/2015	450	0	11,250
07/28/2016	08/12/2014	0	0	0
01/16/2016	07/10/2015	0	0	0
01/27/2016	07/06/2015	500	0	32,500
09/19/2015	07/08/2015	1	0	25
02/27/2016	05/22/2014	0	0	0
04/15/2016	04/24/2015	0	0	0
12/05/2015	07/15/2015	300	0	19,500
06/17/2016	07/10/2015	1,000	0	65,000

David A. Carr (12)

Anaya and Gallegos Wedding Reception [3409]

~~07/23/2016~~ ~~07/10/2015~~ ~~300~~

19,500

Total for Manager

3,626 0 154,275

Grand Total(39)

8,189 7,616 2,629,475

TOURISM

SANTA FE

Prepared On: 08/17/2016

Prepared By: Shirley Spencer

Leads By User

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

Camilla-Mandler (1)									
Outdoor Power Equipment Institute									
OPEI Annual Meeting 2015 [2126]	06/21/2015	12/31/2012	0	0	0	0	0	0	0

Total for Manager

	0	0	0	0	0	0	0	0	0
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David A. Carr (5)

Flow Science, Inc.

2015 International Associates Meeting [3233]

Las Cumbres Community Services

Grandparents Raising Grandchildren Program [3275]

Santa Fe Wine & Chile

2015 Santa Fe Wine & Chile Fiesta [3118]

Shores Destinations

National Park Service [3413]

Tourism Santa Fe CVB/City of Santa Fe

DOS Meeting [3423]

Total for Manager

	1,947	150	52,250
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Joellyn Baca (1)

Booz Allen Hamilton

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

	10/13/2015	07/21/2015	60	135	43,875
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Camilla Mandler (1)**Total for Manager**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		60	135	43,875

Kim Harmon (3)**Keystone Symposia**Keystone Symposia 2016_Q5 & Q6 [3075]**The Meteoritical Society**Meteoritical Society Annual Conference 2017 [3079]**Valdez Productions Inc. _ Santa Fe Comedy Festival**Santa Fe Comedy Festival ~ Initial Inquiry [3164]**Total for Manager**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		1,025	4,747	1,511,250

Melanie Moore (5)**Fire Department / City of Santa Fe**SFFD Cadet Graduation - Class 30 [3408]**Housing & Community Development / City of Santa Fe**Film Summit [3434]**Mayor's Office / City of Santa Fe**Councilor's Bushee + Lindell Meeting [3433]**The Cancer Foundation For New Mexico**11th Annual Sweetheart Auction [3005]**The Kiwanis Club of Santa Fe**Zozobra w/ Downtown Merchants [3397]**Total for Manager**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		1,260	0	65,400

Rosalina Grace (12) 10**Academy for the Love of Learning**Academy for the Love of Learning [3400]For the Love of Learning [3285]**Big Brothers Big Sisters Mountain Region**Little Gala for a Big Cause 2015 [3207]**Contemporary Hispanic Market**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/08/2015	07/02/2015	25	0	250
10/17/2015	07/17/2015	0	0	0
10/08/2015	04/01/2015	100	0	0

Camilla Mandler (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Contemporary Hispanic Market Preview 2015 [2992]	07/23/2015	07/01/2015	0	0	0
Contemporary Hispanic Market Preview 2015 [2992]	07/24/2015	07/01/2015	800	0	52,000
Kitchen Angels					
Kitchen Angels Collectable Box Auction 2015 [2871]	10/02/2015	07/20/2015	350	0	8,750
Nick Salazar					
Salazar Wedding Reception [3384]	09/26/2015	07/08/2015	150	0	3,750
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2016 [3232]	01/27/2016	07/06/2015	500	0	32,500
Rosalina Grace Pre-cons					
Nick Salazar [3406]	09/19/2015	07/08/2015	1	0	25
Santa Fe Association of Realtors					
Task Force Meeting on Affordable Housing [3174]	12/03/2015	07/28/2015	250	0	2,500
Santa Fe Chamber of Commerce					
Legislative Reception 2016 [3317]	01/25/2016	07/01/2015	1,000	0	25,000
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2015 [425]	02/14/2015	01/13/2015	0	0	0
Santa Fe Fiesta, Inc					
Fiestacita 2015 [905]	09/08/2015	09/14/2010	-1,200	0	0
Total for Manager			1,976	0	124,775
Grand Total(27)			6,268	5,032	1,797,550

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

For Tentative Status from Jan 1, 2016 to Jul 31, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (19)					
2017 WEG Conference					
<u>2017 WEG Conference [3642]</u>	09/07/2017	01/11/2016	245	0	241,475
Association for Child Psychoanalysis, Inc					
<u>2018 Annual Meeting [3696]</u>	05/01/2018	06/13/2016	120	213	69,225
Event Lounge					
<u>Zoes Kitchen General Managers Conference [3767]</u>	03/19/2017	03/30/2016	0	0	351,000
<u>Zoes Kitchen Sales Conference [3768]</u>	04/30/2017	03/30/2016	0	0	51,350
Global Peace Forum					
<u>Global Peace Forum [3831]</u>	10/22/2017	05/20/2016	2,500	0	0
Hotels for Hope					
<u>Fest Forums [3757]</u>	06/01/2017	03/24/2016	0	0	0
Location Solvers					
<u>Association of Attorney Mediators 2017 Annual Conference [3824]</u>	04/06/2017	05/16/2016	100	0	37,375
Lubbock Chamber of Commerce					
<u>Board Retreat [3710]</u>	07/28/2016	03/23/2016	25	74	24,050
MOTIF Sites, Meetings & Events					
<u>Mercury Insurance Annual Sales Meeting [3727]</u>	01/21/2018	03/09/2016	225	0	365,625
<u>Mercury Insurance Managers' Retreat [3726]</u>	04/09/2018	03/09/2016	80	0	104,000
<u>Mercury Insurance Sales Managers' Meeting [3725]</u>	11/06/2017	03/09/2016	20	0	26,000
National Center for Employee Ownership					
<u>National Center for Employee Ownership [3893]</u>	10/03/2017	07/14/2016	350	0	68,250
<u>National Center for Employee Ownership [3909]</u>	10/03/2017	07/22/2016	25	0	0
Oregon State University					

April Gallegos (19)

Annual Meeting [3722]

Pacific Dermatological Association

PDA2018 [3808]

Pacific Educational Group

Pacific Educational Group Seminar [3685]

Tokyo Reunion Group

Tokyo Reunion Group [3841]

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

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
11/01/2016	03/08/2016	90	0	39,000
08/07/2018	05/02/2016	250	0	169,000
05/05/2016	03/07/2016	160	105	34,125
04/25/2017	07/11/2016	16	24	4,776
06/10/2018	04/18/2016	75	0	39,000
05/17/2019	04/25/2016	1,000	0	739,700
		5,281	416	2,363,951

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

April Gallegos (19)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]**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 (20)****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 Meteorological Society**AMS 18th Conference on Mountain Meteorology [3898]**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]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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	590	191,750
		5,855	1,410	1,257,900

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
06/02/2018	07/19/2016	150	0	131,625
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

April Gallegos (19)

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]

Plante Moran

FVS Praxity Conference 2017 [3914]

Poteet-Dickerson Art Group

Poteet-Dickerson Art Tour [3879]

Santa Fe Public Schools

Choir Overnight Camp [3910]

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]

University of New Mexico UNM

MetaECHO 2017 [3894]

Total for Manager

Kim Harmon (1)

Western Association of College & University Business Officers (WACUBO)

WACUBO Board Meeting June 2016 [3763]

Total for Manager

Melanie Moore (15)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
10/15/2017	07/28/2016	150	0	195,000
04/20/2017	06/27/2016	30	0	48,750
09/23/2016	07/25/2016	60	0	5,200
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
09/12/2017	07/15/2016	0	0	263,250
		2,393	180	2,235,675

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

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value

April Gallegos (19)

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]

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 (90)

100th Bill Party

2016 100th Bill Party [3668]

ACCESS Destination Services

Meeting [3822]

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
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

April-Gallegos (19)

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

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]

Contemporary Hispanic Market Preview 2020 [3915]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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
07/23/2020	07/29/2016	800	0	52,000

April Gallegos (19)**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]**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 Childrens Foundation**25th Anniversary Gala [3911]**New Mexico Department of Cultural Affairs**El Palacio Lowrider Summer Launch Party [3801]**New Mexico Farm & Livestock Bureau**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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
09/16/2017	07/26/2016	200	0	13,000
06/03/2016	04/21/2016	1,000	0	25,000

April-Gatagos-(19)[New Mexico Farm & Livestock Bureau 2017](#) [3693][New Mexico Farm & Livestock Bureau 2018](#) [3694]**New Mexico Music Review**[New Mexico Music Review](#) [3648]**New Mexico School for the Arts**[NM School for the Arts Gala](#) [3882]**NM Municipal League**[2016 District Meeting](#) [3635]**Noemi Jaquez**[Jaquez Wedding Ceremony & Reception](#) [3674]**North Central New Mexico Econic 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**[Estrada Quinceanera](#) [3903][Marcial Quinceanera](#) [3797][Mariscal Quinceanera](#) [3874][Nidia Arias Quinceanera](#) [3837][Rosan Quinceanera](#) [3811][Smith Quinceanera](#) [3719]**Rafael Escamilla Graduation**[Rafael Escamilla Graduation](#) [3654]**Reynaldo Gonzales**[Gonzales Graduation](#) [3912]**Rodey Law Firm**[Law Firm Depositions](#) [3891]**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]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
05/19/2017	07/01/2016	350	0	8,750
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
06/24/2017	07/20/2016	400	0	10,000
10/29/2016	04/18/2016	350	0	8,750
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
06/02/2017	07/26/2016	200	0	5,000
09/19/2016	07/13/2016	20	0	200
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

April-Gallegos (19)**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**Sustainable Santa Fe Commission Lecture [3832]**The Food Depot**Souper Bowl 2018 [3861]**The Women's International Study Center**Artists Workshop [3807]**Toni Ornelas**Ornelas Wedding Reception [3703]**Tourism Santa Fe CVB/City of Santa Fe**IDSS Training [3908]**WEDDINGS**Burk Wedding Welcome Reception [3741]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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
08/02/2016	07/22/2016	25	0	0
06/03/2016	03/17/2016	100	0	2,500

April Gallegos (19)

Denise Rojo Wedding Reception [3876]
Houghton & Contreras Wedding Reception [3821]
leniva Garcia Wedding [3907]
Kilkenny Wedding Reception [3875]
Lugo & Salazar Wedding Reception [3856]
M & J Boutique Wedding Reception [3870]
Martinez & Sanchez Wedding Reception [3805]
William Trujillo
Trujillo Rehearsal Dinner [3828]

Total for Manager

42,595 **0** **900,375**

Stephanie Scrimshaw (44)

American Institute of Architects - Santa Fe Chapter

2017 AIA New Mexico Convention [3816]
Arts Commission / City of Santa Fe
Arts Commission Category D Review [3826]
Arts Commission Meeting [3711]
Category C Panel Reviews [3838]
Cultural Affairs Working Group [3812]
Cultural Working Group [3859]

City Attorney's Office / City of Santa Fe

BDD Meeting [3871]
City Attorney Meeting [3887]
City/County Mediation [3795]
City/County Mediation [3796]
City/County Mediation [3863]
City/County Mediation [3900]
Presentation by Mackie Meeting [3792]

City Clerks Office/City of Santa Fe

Department of Workforce Solutions [3892]
Green Chamber Meeting [3884]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/14/2017	06/27/2016	500	0	12,500
06/10/2017	05/10/2016	200	0	5,000
06/17/2017	07/22/2016	0	0	0
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
		42,595	0	900,375

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
07/12/2016	07/11/2016	7	0	0
05/27/2016	04/15/2016	22	0	0
06/03/2016	04/15/2016	22	0	0
07/28/2016	06/17/2016	30	0	0
08/29/2016	07/20/2016	30	0	0
05/09/2016	04/14/2016	10	0	0
09/29/2016	07/14/2016	150	0	0
07/07/2016	07/05/2016	14	0	0

April Gallegos (19)**City Manager's Office / City of Santa Fe**Constituent Services [3896]**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]REP 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**RFP Compliance Review [3902]Short Term Rental Public Meeting [3851]Short Term Rental Public Meeting [3852]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
08/16/2016	07/19/2016	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
07/21/2016	07/20/2016	0	0	0
06/15/2016	06/08/2016	75	0	0
06/29/2016	06/08/2016	75	0	0

April Gallegos (19)

Santa Fe Watershed Association

Santa Fe Watershed Association Meeting [3671]

Sevastian Gurule

Constituent Services [3901]

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(201)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/02/2016	02/01/2016	75	0	750
08/16/2016	07/20/2016	10	0	0
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
		2,579	0	16,000
		67,191	2,006	7,006,026

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

For Lead Status from Jan 1, 2016 to Jul 31, 2016

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (26)					
2017 WEG Conference					
<u>2017 WEG Conference [3642]</u>	09/07/2017	01/11/2016	245	743	241,475
Association for Child Psychoanalysis, Inc					
<u>2018 Annual Meeting [3696]</u>	05/02/2018	07/15/2016	120	202	65,650
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
Los Alamos National Laboratory (LANL)					
<u>Viral Dynamics [3913]</u>	05/05/2017	07/28/2016	100	255	82,875
Lubbock Chamber of Commerce					
<u>Board Retreat [3710]</u>	07/28/2016	03/02/2016	25	61	19,825
MOTIF Sites, Meetings & Events					

April Gallegos (26)

Mercury Insurance Annual Sales Meeting [3727]
Mercury Insurance Managers' Retreat [3726]
Mercury Insurance Sales Managers' Meeting [3725]

National Center for Employee Ownership

National Center for Employee Ownership [3893]

Oregon State University

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]

2018 Radiation Research Society Meeting [3558]

Stage One Events

California Workers' Compensation Defense Attorneys' Association [3906]

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**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
01/21/2018	03/09/2016	225	1,125	365,625
04/09/2018	03/09/2016	80	320	104,000
11/06/2017	03/09/2016	20	80	26,000
10/03/2017	07/15/2016	350	210	68,250
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
09/22/2018	01/06/2016	0	120	39,000
09/08/2018	01/06/2016	600	1,800	585,000
11/01/2018	07/21/2016	200	390	126,750
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
		6,876	12,135	3,933,291

Total Room Nights Econ Value

April-Gatagos (26)Governor's Prayer Breakfast 2017 [3697]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
01/25/2017	02/23/2016	500	0	32,500
		500	0	32,500

Total for Manager**David A. Carr (27)****Center for Action and Contemplation**CAC Intimacy: Lecture [3771]CAC Intimacy: Lecture [3771]**Center for Emergent Diplomacy**ECOS [3526]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]**Light Harmonics Institute**Light Harmonics 2016 [3749]**Los Alamos National Laboratory (LANL)**2017 Santa Fe Jets and Heavy Flavor [3886]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]

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
04/22/2017	10/06/2015	-250	-875	-284,375
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
02/12/2017	07/11/2016	50	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

April-Gatagos-(26)

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<u>Immunology 2016</u> [3513]	09/26/2016	09/30/2015	0	0	0
<u>LANL Study Session</u> [3707]	03/22/2016	02/29/2016	15	0	150
<u>Lattice QCD</u> [3890]	08/27/2017	07/12/2016	0	175	56,875
<u>LHC Run 2</u> [3636]	07/03/2016	01/06/2016	40	150	48,750
<u>Neutron Nuclear Data Directions Into the Next Half Century</u> [3794]	08/04/2016	04/14/2016	45	15	4,875
<u>Physics of White Dwarf Stars</u> [3895]	06/11/2017	07/15/2016	80	300	97,500
<u>State of Stress in the Earth</u> [3888]	10/18/2016	07/12/2016	80	150	48,750
<u>Temperature Measurements under Extremes</u> [3881]	09/28/2016	06/29/2016	35	15	4,875
Oneness University					
<u>The Phenomenon & The Gift</u> [3743]	05/19/2016	03/18/2016	300	110	35,750
Pilgrimage New Mexico, LLC					
<u>Pilgrimage New Mexico</u> [3834]	06/09/2017	05/20/2016	125	180	58,500
Podium Conference Specialists					
<u>Society for the Neural Control of Movement (NCM)</u> [3860]	04/21/2018	06/15/2016	325	840	273,000
University of New Mexico UNM					
<u>Magistrate Court Staff Regional Meeting</u> [3766]	11/08/2016	03/29/2016	65	20	6,500
Total for Manager			6,490	5,460	1,774,650

Joellyn Baca (32)**Academic and Business Research Institute (AABRI)**

<u>AABRI Fall 2016 Conference</u> [3714]	09/28/2016	03/03/2016	25	60	19,500
AHR Site Selection Solution					
<u>Ironworkers Labor Management Meeting</u> [3659]	06/27/2016	01/25/2016	16	31	10,075
American Academy of Veterinary Acupuncture					
<u>AAVA Annual Conference</u> [3905]	04/11/2018	07/20/2016	75	326	105,950
American Amateur Baseball Congress' Annual Meeting					
<u>American Amateur Baseball Congress' Annual Meeting 2016</u> [3677]	11/02/2016	02/05/2016	40	155	50,375
American College of Oral and Maxillofacial Surgeons					
<u>ACOMS 2019 Annual Conference</u> [3873]	04/04/2019	06/24/2016	169	350	113,750
American Meteorological Society					
<u>AMS 18th Conference on Mountain Meteorology</u> [3898]	06/02/2018	07/19/2016	150	405	131,625

American Society of Landscape Architects

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<u>April-Gallegos (26)</u>					
2016 LAAB Summer Meeting [3673]	07/21/2016	02/02/2016	14	42	13,650
American Society of Mechanical Engineers (ASME)					
2018 Annual Meeting [3866]	06/07/2018	06/21/2016	200	775	251,875
Association of Administrative Law Judges					
2016 AALJ 25th National Annual Education Conference [3656]	10/15/2016	01/25/2016	200	625	203,125
Casualty Actuarial Society					
CAS Board & Executive Council Meeting [3809]	03/13/2017	05/02/2016	34	40	13,000
Clayton Homes / Vanderbilt Mortgage & Finance, Inc.					
General Manager Conference [3843]	01/21/2017	05/31/2016	60	240	78,000
Collegiate and Professional Sports Dietitians Association					
10th CPSDA Annual Meeting and Symposium [3664]	05/15/2018	01/27/2016	350	440	143,000
Energetics					
October EGRD Meeting [3781]	10/26/2016	04/07/2016	30	75	24,375
Global Mural Arts & Culture Tourism Association					
2017 Global Mural Seminar [3732]	09/17/2017	03/11/2016	50	95	30,875
2018 Annual Global Mural Conference [3734]	09/16/2018	03/11/2016	150	155	50,375
Greater Santa Fe Film Office					
Production Name - An Ideal Home [3775]	04/18/2016	04/05/2016	30	668	217,100
Just Lovely Weddings					
Cribb/Dillon Wedding [3643]	06/25/2016	01/11/2016	150	15	4,875
Legacy Grand Holdings, LLC					
Hotwire/Expedia Inc. May Retreat [3652]	05/10/2016	01/20/2016	12	36	11,700
National Highway Traffic Safety Administration					
2016 System-Wide Training (SWT) [3680]	12/05/2016	02/08/2016	150	600	195,000
National Library Service for the Blind and Physically Handicapped					
NLS - Joint Western/Southern States Conference of Librarians [3869]	05/08/2017	06/21/2016	65	195	63,375
Plante Moran					
FVS Praxity Conference 2017 [3914]	10/15/2017	07/28/2016	150	600	195,000
Poteet-Dickerson Art Group					
Poteet-Dickerson Art Tour [3879]	04/20/2017	06/27/2016	30	150	48,750
Redwood Media Group / Art Santa Fe					
Art Santa Fe Contemporary and International Art Fair - 2016 [2475]	07/03/2016	03/17/2016	1,000	393	10,000
Santa Fe Public Schools					
Choir Overnight Camp [3910]	09/23/2016	07/25/2016	60	16	5,200

April Gallegos (26)

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]

University of New Mexico UNM

MetaECHO 2017 [3894]

MetaECHO 2017 [3894]

Total for Manager

4,104

9,007

2,809,550

Kim Harmon (33)

Allied Solutions

Allied Solutions Client Roundtable Meeting [3845]

Alpine Rail Tours, LLC

Alpine Rail Tours, LLC 2016 [3899]

American Bar Association

2017 June Accreditation Committee Meeting [3761]

ABA NJC 13 Course Program 2017 [3688]

ABA NJC 13 Course Program 2017 [3688]

American Bar Endowment and American Bar Insurance Board of Directors Meeting 2017 [3883]

LPM Spring Meeting 2018 [3717]

Rules and Calendar Committee Meeting May Meeting [3663]

Total Room Nights

Econ Value

45

80

26,000

28

64

12,736

40

93

30,225

0

0

55

160

52,000

60

131

42,575

100

257

83,525

0

-7

-2,275

April-Gallegos (26)Rules and Calendar Committee Meeting May Meeting [3663]Young Lawyers Division Summer Cabinet Meeting [3778]**American Dental Society of Anesthesiology (ADSA)**ADSA Annual 2019 [3904]**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]**Eastern New Mexico University (ENMU)**ENMU Annual Alumni Reception [3889]**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 Conference of State Transportation Specialists (NCSTS)**National Conference of State Transportation Specialists (NCSTS) Annual Conference 2017 [3897]**National Council of State Boards of Nursing**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/19/2016	01/27/2016	11	29	9,425
09/09/2016	04/07/2016	30	36	11,700
04/03/2019	07/20/2016	500	670	217,750
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
03/09/2017	07/12/2016	60	76	24,700
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
06/03/2017	07/19/2016	45	124	40,300

~~April Gallegos (26)~~

NCSBN Board of Directors Retreat 2016 [3865]

Rocky Mountain Children's Choir

Rocky Mountain Children's Choir 2017 [3885]

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

4,399 9,442 3,046,781

Rosalina Grace (98) 19

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

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

April Gallegos (26)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Tabitan Speaker [3830]	07/10/2016	05/20/2016	100	0	0
Arts Commission / City of Santa Fe					
Mayor's Recognition For Excellence in The Arts 2016 [3653]	10/19/2016	04/01/2016	250	0	0
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2016 [3760]	01/24/2017	03/28/2016	120	0	3,000
Brenda Chavez					
Chavez-Vega Quinceanera [3702]	04/29/2017	02/26/2016	400	0	10,000
Chavez-Vega Quinceanera [3702]	04/29/2017	02/26/2016	0	0	0
City of Santa Fe					
City Manager's Office/IT Training [3701]	04/25/2016	02/26/2016	15	0	0
ITT Training/ITSM Cherwell Demonstration [3825]	05/24/2016	05/17/2016	50	0	0
CKI Events, LLC					
Speaking Panel/Reception [3632]	01/27/2016	01/07/2016	100	0	0
CMRR Project					
CMRR Project Christmas Party [3806]	12/09/2016	04/28/2016	100	0	6,500
CONCERTS					
Christian Concert [3754]	05/13/2017	03/23/2016	1,500	0	37,500
Congregation Beit Tikva					
Congregation Beit Tikva Concert/Dinner [3689]	08/28/2016	02/18/2016	0	0	0
Congregation Beit Tikva Concert/Dinner [3689]	09/25/2016	02/18/2016	200	0	13,000
Contemporary Hispanic Market					
Contemporary Hispanic Market Preview 2019 [3735]	07/25/2019	07/08/2016	800	0	52,000
Contemporary Hispanic Market Preview 2020 [3915]	07/23/2020	07/29/2016	800	0	52,000
Defense Nuclear Facilities Safety Board					
DNFSB Over Site Board Meeting [3638]	03/21/2016	02/02/2016	0	0	0
DNFSB Over Site Board Meeting [3638]	03/22/2016	02/02/2016	0	0	0
DNFSB Over Site Board Meeting [3638]	02/22/2016	02/02/2016	150	0	1,500
Democratic Party of New Mexico					
Democratic Party of New Mexico 2017 [3854]	01/17/2017	06/10/2016	500	0	0
Gaon Institute					
Passover Event [3690]	04/17/2016	02/18/2016	300	0	0
Gary Chavez					
Gabaldon and Chavez Wedding [3618]	06/24/2017	07/21/2016	600	0	15,000
Gina Branch					

April Gallegos (26)

~~Gallegos and Branch Wedding Reception [3661]~~ *Dep*

GRADUATION PARTIES

~~Sena Graduation Party [3829]~~ *Days*

Hilton of Santa Fe

~~Hilton Honor [3867]~~ *Days*

Los Alamos Women In Science

~~LAWIS/EYH 2017 [3713]~~

~~LAWIS/EYH 2017 [3713]~~

~~LAWIS/EYH 2017 [3713]~~

~~LAWIS/EYH 2018 [3715]~~

Mayor's Office / City of Santa Fe

~~Mayor's Ball 2017 [3176]~~

~~Mayor's Senior Volunteer Recognition Celebration 2016 [3698]~~

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

Michael Baten

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

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

Monte del Sol Charter School

~~Monte del Sol Lunch [3745]~~ *Dep*

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]~~ *Dep*

New Mexico Childrens Foundation

~~25th Anniversary Gala [3911]~~ *Dep*

New Mexico Department of Cultural Affairs

~~El Palacio Lowrider Summer Launch Party [3801]~~ *Dep*

New Mexico Farm & Livestock Bureau

~~New Mexico Farm & Livestock Bureau 2017 [3693]~~

~~New Mexico Farm & Livestock Bureau 2017 [3693]~~

~~New Mexico Farm & Livestock Bureau 2018 [3694]~~

~~New Mexico Farm & Livestock Bureau 2018 [3694]~~

New Mexico Music Review

~~New Mexico Music Review [3648]~~ *Dep*

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
09/24/2016	03/02/2016	250	0	6,250
07/29/2017	05/19/2016	150	0	3,750
10/28/2016	07/29/2016	85	0	0
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
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
09/16/2017	07/26/2016	200	0	13,000
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
04/23/2018	02/22/2016	1,000	0	25,000
10/22/2016	04/01/2016	750	0	0

April Gallegos (26)**New Mexico School for the Arts**~~NM School for the Arts Gala [3882]~~ **Dup****Noemi Jaquez**~~Jaquez Wedding Ceremony & Reception [3674]~~ **Dup****North Central New Mexico Economic Development District Council of Governments**~~IGIP Training [3720]~~ **Dup****QUINCEANERA**~~Estrada Quinceanera [3903]~~~~Estrada Quinceanera [3903]~~~~Marcial Quinceanera [3797]~~~~Mariscal Quinceanera [3874]~~~~Mariscal Quinceanera [3874]~~~~Nidia Arias Quinceanera [3837]~~~~Rosana Quinceanera [3811]~~~~Smith Quinceanera [3719]~~**Reynaldo Gonzales**~~Gonzales Graduation [3912]~~ **Dup****Rodey Law Firm**~~Law Firm Depositions [3891]~~ **Dup****Sangre de Christo Funeral Fund**~~10th Annual Mariachi Extravaganza [3787]~~~~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]~~ **Dup****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**

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
	05/19/2017	07/01/2016	350	0	8,750
	05/14/2016	02/03/2016	150	0	3,750
	04/01/2016	03/08/2016	0	0	0
	06/24/2017	07/20/2016	0	0	0
	07/15/2017	07/20/2016	400	0	10,000
	10/29/2016	04/18/2016	350	0	8,750
	07/01/2017	06/24/2016	0	0	0
	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
	06/02/2017	07/26/2016	200	0	5,000
	09/19/2016	07/13/2016	20	0	200
	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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (26)					
35th Anniversary Birthday Party [3692]	07/16/2016	03/30/2016	250	0	16,250
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2017 [2855]	02/18/2017	05/27/2016	500	0	12,500
SF Community Orchestra Concert & Dance Gala 2018 [2856]	02/10/2018	06/01/2016	500	0	12,500
Santa Fe Fashion Week					
Santa Fe Fashion Week 2016 [3577]	09/30/2016	07/22/2016	400	0	10,000
Santa Fe Fiesta, Inc					
2016 Baile de Mayo [926]	05/07/2016	03/25/2016	500	0	0
2016 Fiesta Court Selection [2791]	05/05/2016	02/23/2016	500	0	0
2016 Offices for Fiestas [894]	09/01/2016	03/29/2016	200	0	0
2017 Baile de Mayo [927]	05/06/2017	02/25/2016	500	0	12,500
2017 Offices for Fiestas [895]	09/01/2017	06/08/2016	200	0	0
Caballeos Breakfast 2016 [3765]	09/09/2016	03/29/2016	200	0	5,000
New Years Eve Dinner/Dance 2016 [3733]	12/31/2016	03/25/2016	800	0	20,000
Youth Mariache Workshops 2017 [942]	03/27/2017	04/18/2016	400	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 13th Annual Santa Fe JIN 2017 [3779]	04/28/2017	07/05/2016	2,000	0	0
Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]	04/13/2018	04/07/2016	0	0	0
Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]	04/13/2018	04/07/2016	2,000	0	0
Santa Fe Neighborhood Law Center					
Law & Policy for Neighborhoods Conference 2016 [2863]	12/07/2016	05/28/2014	0	0	0
Santa Fe Public Schools					
Academy At Larrogoite [3849]	05/16/2017	06/03/2016	0	0	0
Capital High School Prom 2017 [3782]	04/08/2017	05/03/2016	350	0	0
Capital High School Prom 2018 [3817]	04/21/2018	05/06/2016	350	0	0
Santa Fe & Capital High Awards Banquet 2016 [3728]	05/09/2016	03/15/2016	300	0	19,500
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 & Capital High Awards Banquet 2017 [3840]	05/08/2017	05/26/2016	450	0	29,250
Santa Fe High School Prom 2017 [3814]	04/01/2017	05/05/2016	500	0	0
Santa Fe High School Robing 2017 [3848]	05/15/2017	06/03/2016	500	0	32,500
St. Micheals High School Foundation					
Blue Stamped/Calcuta 2017 [3341]	04/21/2017	05/03/2016	300	0	19,500

April Gallegos (26)~~Blue Stamped/Caleuta 2018 [3818]~~**Sustainable Santa Fe Commission**~~Sustainable Santa Fe Commission Lecture [3832]~~**The Cancer Foundation For New Mexico**~~12th Annual Sweetheart Auction [3006]~~~~12th Annual Sweetheart Auction [3006]~~**The Food Depot**~~Souper Bowl 2017 [2716]~~~~Souper Bowl 2017 [2716]~~~~Souper Bowl 2018 [3861]~~**The Women's International Study Center**~~Artists Workshop [3807]~~**Tierra Encantada Charter School @ Alvord**~~Tierra Encantada Charter School Graduation 2016 [3344]~~**Toni Ornelas**~~Ornelas Wedding Reception [3703]~~**Tourism Santa Fe CVB/City of Santa Fe**~~IDSS Training [3908]~~**WEDDINGS**~~Burk Wedding Welcome Reception [3741]~~~~Denise Rojo Wedding Reception [3876]~~~~Houghton & Contreras Wedding Reception [3821]~~~~Jeniva Garcia Wedding [3907]~~~~Kilkenny Wedding Reception [3875]~~~~Lugo & Salazar Wedding Reception [3856]~~~~M & J Boutique Wedding Reception [3870]~~~~Martinez & Sanchez Wedding Reception [3805]~~**William Trujillo**~~Trujillo Rehearsal Dinner [3828]~~**Total for Manager****45,335****0****1,050,500****Stephanie Scrimshaw (28)****45,335****0****1,050,500**

April Gallegos (26)

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 Clerks Office/City of Santa Fe

~~Green Chamber Meeting [3884]~~ **Dep**

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 [3878]~~ **Dep**

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]~~ **Dep**

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

ERP Vendor Demonstrations [3758]

ERP Vendor Demonstrations [3759]

ITT Governance Committee [3755]

Martinez and Montoya Wedding

~~Martinez and Montoya Wedding [3740]~~ **Dep**

Mayor's Office / 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
07/07/2016	07/05/2016	14	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
04/18/2016	03/28/2016	15	0	0
04/25/2016	03/28/2016	15	0	0
04/05/2016	03/24/2016	15	0	0
04/08/2017	04/07/2016	400	0	10,000

~~April Gallegos (26)~~

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

Grand Total(245)

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/11/2016	03/07/2016	12	0	0
05/25/2016	03/10/2016	60	0	0
04/19/2016	03/03/2016	20	0	0
04/13/2016	04/04/2016	80	0	0
05/23/2016	03/15/2016	40	0	0
06/15/2016	06/08/2016	75	0	0
06/29/2016	06/08/2016	75	0	0
04/28/2016	04/05/2016	0	0	0
04/27/2016	04/05/2016	50	0	0
03/23/2016	03/09/2016	25	0	0
		1,542	0	11,500

69,246

36,044

12,658,772

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

For Confirmed Status from Jan 1, 2016 to Jul 31, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (6)					
Association for Child Psychoanalysis, Inc					
<u>2018 Annual Meeting</u> [3696]	05/01/2018	07/15/2016	120	213	69,225
Lubbock Chamber of Commerce					
<u>Board Retreat</u> [3710]	07/28/2016	04/19/2016	25	74	24,050
Pacific Educational Group					
<u>Pacific Educational Group Seminar</u> [3685]	05/05/2016	03/07/2016	160	105	34,125
Tokyo Reunion Group					
<u>Tokyo Reunion Group</u> [3841]	04/25/2017	07/22/2016	16	24	4,776
Vistage Group					
<u>Vistage Group</u> [3620]	04/14/2016	02/04/2016	20	22	7,150
Wilderness & Travel Medicine					
<u>Wilderness & Travel Medicine 2017</u> [3092]	05/17/2017	06/23/2016	0	20	6,500
<u>Wilderness & Travel Medicine 2017</u> [3092]	05/29/2017	06/23/2016	0	907	294,775
<u>Wilderness & Travel Medicine 2017</u> [3092]	05/29/2017	06/23/2016	500	0	0
Total for Manager			841	1,365	440,601
Convention Center Operations (2)					
Land Use Department / City of Santa Fe					
<u>Planning Commission Meeting</u> [3687]	03/03/2016	02/23/2016	62	0	0
Presbyterian Healthcare Services					
<u>Governor's Prayer Breakfast 2017</u> [3697]	01/25/2017	04/28/2016	500	0	32,500

April Gállegos (6)

Total for Manager

David A. Carr (24)

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]

National Math Association/Imagine Education

Midschool Math 2017 [3695]

Oneness University

The Phenomenon & The Gift [3743]

Santa Fe Wine & Chile

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		562	0	32,500
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
02/28/2017	07/29/2016	500	590	191,750
05/19/2016	04/13/2016	300	100	32,500

~~April Gattegos (6)~~

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]

National Association of College & University Food Services (NACUFS) [3432]

The 14th ISDCI Congress [3377]

Total for Manager

5,555	8,361	2,691,015
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Joellyn Baca (18)

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

250 81,250

April-Gaitegos-(6)

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

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]

U.S. Department of Interior

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

WORLD COM Public Relations Group

WORLD COM's America's Meeting [3541]

Total for Manager

Kim Harmon (24)

American Bar Association

2017 June Accreditation Committee Meeting [3761]

ABA NJC 13 Course Program 2017 [3688]

LPM Spring Meeting 2018 [3717]

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

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
12/04/2016	03/31/2016	75	350	113,750
07/03/2016	06/08/2016	1,000	72	10,000
10/15/2017	06/29/2016	300	677	220,025
10/18/2016	07/20/2016	60	100	32,500
09/24/2016	01/14/2016	100	226	73,450
		4,372	3,462	999,065

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
05/15/2018	07/06/2016	100	257	83,525
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

April Gallegos (6)

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]

Drake Kappa Alpha Theta Reunion

Kappa Alpha Theta Reunion [3819]

Haiku North America

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]

Stairbuilders and Manufacturers Association (SMA)

SMA Annual Conference 2018 [3789]

University Corporation for Atmospheric Research (UCAR_

GLOBE Partner and Diversity Training Workshops [3676]

GLOBE Partner and Diversity Training Workshops [3676]

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

3,856 8,647 2,810,275

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
09/14/2017	07/06/2016	25	30	9,750
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
04/24/2018	07/19/2016	90	237	77,025
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
		3,856	8,647	2,810,275

April-Gaitegos (6)**Melanie Moore (17)****Arts Commission / City of Santa Fe**Arts Commission - Grantee Meeting [3650]Arts Commission Meeting [3682]Sister Cities Meetings [3629]**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]**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]**Geronimo 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]

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
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
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

April Gallegos (6)**Total for Manager**

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
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
12/15/2016	03/11/2016	0	0	0
12/15/2016	03/11/2016	1,200	0	78,000
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
Total for Manager		4,179	0	82,500

Rosalina Grace (54)**100th Bill Party**2016 100th Bill Party [3668]**An Ideal Home Productions LLC**Ideal Home [3800]**Angelica Murillo**Murillo and Roybal Wedding Reception [3627]**Arts Commission / City of Santa Fe**Mayor's Recognition For Excellence in The Arts 2016 [3653]**Brian F Egolf**Rep. Egolf and Sen. Wirth Town Hall Mtg [3628]**Care Net Pregnancy Center of Santa Fe**Care Net Annual Fundraiser Banquet [3270]**Christus St Vincent Regional Medical Center**Christus Holiday Party 2016 [3368]Christus Holiday Party 2016 [3368]**City of Santa Fe**City Manager's Office/IT Training [3701]ITT Training/ITSM Cherwell Demonstration [3825]**CKI Events, LLC**Speaking Panel/Reception [3632]**Congregation Beit Tikva**Congregation Beit Tikva Concert/Dinner [3689]**Connie Vigil**Richelle Vigil Graduation [3492]**Contemporary Hispanic Market**Contemporary Hispanic Market Preview 2016 [2993]**Defense Nuclear Facilities Safety Board**DNFSB Over Site Board Meeting [3638]**Diana Sotelo**

April Gallegos (6)

[Sotelo & Gardea Wedding Reception \[3475\]](#)

Gaon Institute

[Passover Event \[3690\]](#)

Gina Branch

[Gallegos and Branch Wedding Reception \[3661\]](#)

Idalia Granillo

[Granillo Quinceanera \[3499\]](#)

Lanell Tweddle

[Roybal and Archuleta Wedding \[3679\]](#)

Los Alamos Women In Science

[LAWIS/EYH 2016 \[2983\]](#)

Mayor's Office / City of Santa Fe

[Mayor's Senior Volunteer Recognition Celebration 2016 \[3698\]](#)

Michael Baten

[Michael Baten Dinner/Reception \[3847\]](#)

Monte del Sol Charter School

[Monte 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 Farm & Livestock Bureau

[New Mexico Farm & Livestock Bureau 2017 \[3693\]](#)

New Mexico School for the Arts

[NM School for the Arts Graduation 2016 \[3379\]](#)

NM Municipal League

[2016 District Meeting \[3635\]](#)

QUINCEANERA

[Marcial Quinceanera \[3797\]](#)

[Rosan Quinceanera \[3811\]](#)

[Rosan Quinceanera \[3811\]](#)

Sangre de Christo Funeral Fund

[8th Annual Mariachi Extravaganza \[3785\]](#)

Santa Fe Community Foundation

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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
02/07/2017	07/19/2016	1,000	0	25,000
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

April Gallegos (6)

35th Anniversary Birthday Party [3692]

Santa Fe Fiesta, Inc2016 Baile de Mayo [926]2016 Fiesta Court Selection [2791]2016 Offices for Fiestas [894]2016 Offices for Fiestas [894]2016 Royal Ball [2976]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]**Santa Fe Japanese Inter-Cultural Network**Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]**Santa Fe Neighborhood Law Center**Law & Policy for Neighborhoods Conference 2016 [2863]**Santa Fe Preparatory Parents Association**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**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
09/02/2016	03/29/2016	0	0	0
09/01/2016	03/29/2016	0	0	0
08/06/2016	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
12/07/2016	07/13/2016	175	0	0
04/29/2016	02/26/2016	400	0	10,000
05/07/2016	02/01/2016	50	0	500
05/07/2016	02/01/2016	150	0	1,500
05/07/2016	02/01/2016	0	0	0
04/23/2016	03/22/2016	400	0	0
05/09/2016	05/02/2016	300	0	19,500
05/16/2016	03/22/2016	500	0	32,500
06/11/2016	01/06/2016	1,000	0	65,000
10/29/2016	02/19/2016	300	0	7,500

April Gallegos (6)Tierra Encantada Charter School Graduation 2016 [3344]**Tourism Santa Fe CVB/City of Santa Fe**IDSS Training [3908]**United States District Court**Naturalization Swearing-in Ceremony 2016 [3360]**William Trujillo**Trujillo Rehearsal Dinner [3828]**Total for Manager****18,665 0 691,725****Stephanie Scrimshaw (54)****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]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]City/County Mediation [3863]Presentation by Mackie Meeting [3792]**City Clerks Office/City of Santa Fe**Green Chamber Meeting [3884]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/13/2016	03/24/2016	250	0	0
08/02/2016	07/25/2016	25	0	0
09/02/2016	01/29/2016	500	0	12,500
07/22/2011	07/05/2016	45	0	2,925
		18,665	0	691,725

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/23/2016	05/17/2016	10	0	0
03/25/2016	03/07/2016	0	0	0
03/11/2016	03/07/2016	20	0	0
06/29/2016	06/02/2016	50	0	0
05/06/2016	05/04/2016	12	0	0
06/21/2016	06/16/2016	13	0	0
03/20/2016	03/15/2016	60	0	0
04/04/2016	12/07/2015	0	0	0
05/11/2016	03/10/2016	100	0	0
03/16/2016	03/07/2016	0	0	0
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
07/28/2016	07/17/2016	30	0	0
05/09/2016	04/15/2016	10	0	0
07/07/2016	07/05/2016	14	0	0

April Gallejos (6)**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**Community Development Project Demos Rooms 1 & 2 [3877]ERP Vendor Demonstrations [3758]ERP Vendor Demonstrations [3759]ITT Governance Committee [3755]**Keep Santa Fe Beautiful**Recycle Santa Fe Art Festival 2016 [2637]**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]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
07/25/2016	07/17/2016	25	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
07/05/2016	05/24/2016	20	0	0
03/11/2016	03/07/2016	12	0	0
03/11/2016	02/04/2016	0	0	0
03/11/2016	02/04/2016	30	0	0

April Gallegos (6)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]**Southwest Association of Indian Arts**SWAIA 95th Summer Indian Market Preview 2016 [1559]**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****7,810 0 22,450****Grand Total(199)****45,840 21,835 7,770,131**

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

For Tentative Status from Jan 1, 2015 to Jul 31, 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

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
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

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

April Gateagos (3)

David A. Carr (26)

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 \[3351\]](#)

Divafiva International

["Divafiva" Ladies Night-out Overnight-Out Slumber Party S.P.A. \[3414\]](#)

Go West Summit

[Go West Summit 2017 \[3431\]](#)

Harley Owners Group (HOG)

[2016 Open Road West \[3412\]](#)

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 Academy of Nutrition and Dietetics

[NMAND Annual Conference \[3427\]](#)

New Mexico Dental Foundation

[New Mexico Mission of Mercy \[3036\]](#)

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
09/25/2015	07/14/2015	200	0	22,750
02/19/2017	07/29/2015	500	0	409,500
09/07/2016	07/13/2015	750	855	277,875
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
04/21/2016	07/27/2015	120	80	26,000
04/06/2016	03/11/2015	1,500	325	105,625

April Gategagos (3)**New Mexico Hospitality Association**2016 Governor's Conference on Tourism [3298]**New Mexico Jewish Historical Society**2016 Fall Conference [3411]**New Mexico State University**International Symposium for Personal and Commercial Spaceflight [3424]**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]**Tourism Santa Fe CVB/City of Santa Fe**DOS Meeting [3423]**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 (11)****Administrative Office of the US Courts**Criminal Justice Act Program - Public Hearing [3416]**American Association for Clinical Chemistry**May 2016 BOD Meeting [3395]**American Public Transportation Association**2016 Legal Affairs Seminar [3415]**Association of American Medical Colleges**2016 APPD Fall Roundtable [3425]**Engineering Conferences International (ECI)**ECI CO2 Summit (16AV) [3293]**F + W Trade Show and Events**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
04/25/2016	04/09/2015	350	0	0
10/28/2016	07/13/2015	30	30	9,750
10/10/2016	07/22/2015	300	0	66,950
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
07/22/2015	07/22/2015	22	0	0
06/17/2018	06/17/2015	400	1,700	552,500
07/22/2016	02/10/2015	0	0	804,700
		8,682	5,995	3,737,425

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
11/15/2015	07/15/2015	100	0	7,800
05/16/2016	06/30/2015	22	0	25,675
02/19/2016	07/14/2015	125	240	78,000
09/14/2016	07/22/2015	40	0	27,625
04/10/2016	04/06/2015	90	0	86,125

April Gallegos (3)

- Bead Fest 2017 [3369]
- National Rural Electric Cooperative Association**
- NRECA 2018 CONNECT Conference [3362]
- Offering Envelope Association**
- Offering Envelope Association [3399]
- Physician Insurers Association of America**
- 2016 PIAA Corporate Counsel Workshop [3366]
- State Education Editors**
- Annual Joint Meeting [3382]
- The Group Travel Family**
- Going on Faith Conference [3437]

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**
- 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

Melanie Moore (56)

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/22/2017	06/08/2015	2,000	385	20,000
05/12/2018	05/29/2015	700	0	679,250
05/03/2016	07/01/2015	18	0	9,750
10/19/2016	05/29/2015	40	86	27,950
06/05/2016	06/22/2015	100	0	91,000
08/25/2019	07/30/2015	300	0	132,275
		3,535	711	1,185,450

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
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

April Gattagos (3)

Adan Araiza

Araiza 25th Anniversary [3429]

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]

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

SFFD: Cadet Testing [3220]

Hilton of Santa Fe

Hilton Meeting / Michelin North America [3410]

Hilton Meeting / NOV [3426]

LANL-IGGP Luncheon [3333]

Housing & Community Development / City of Santa Fe

City of Santa Fe Customer Service Training [3234]

Film Summit [3434]

Human Resources / City of Santa Fe

HR Benefits Advisory Meeting [3328]

Meeting Date	Date	Date Definite	Delegates	Total Room Nights	Econ Value
01/28/2017		07/28/2015	250	0	16,250
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
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
03/05/2015		02/04/2015	192	0	0
09/01/2015		07/10/2015	16	0	400
11/02/2015		07/23/2015	100	0	2,500
06/02/2015		05/01/2015	16	0	400
03/03/2015		02/16/2015	30	0	0
09/22/2015		07/30/2015	20	0	0
05/28/2015		04/28/2015	50	0	0

April-Gatagos (3)

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]

Councilor's Bushee + Lindell Meeting [3433]

Election Day [3310]

National Latino Behavioral Health Association

NLBHA Scholarship Luncheon [3430]

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. 2 [3241]

Santa Fe Fashion Week

Santa Fe Fashion Week 2015 [3144]

The Kiwanis Club of Santa Fe

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
08/11/2015	07/30/2015	50	0	0
03/01/2016	04/14/2015	300	0	0
09/25/2015	07/28/2015	100	0	6,500
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
05/21/2015	02/18/2015	50	0	0
10/16/2015	05/18/2015	400	0	10,000

April Gallegos (3)Zozobra w/ Downtown Merchants [3397]**Tourism Santa Fe CVB/City of Santa Fe**Marketing/Advertising RFP [3204]

OTAB 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]

Transportation / Blue Bus Meeting [3404]**Xeriscape Council of New Mexico**Xeriscape Council of NM Conference [3271]**Total for Manager****6,172****0****36,520****Randy Randall (1)****Great Race**Great Race [3240]**Total for Manager****400****0****26,000****Rosalina Grace (101)****Academy For Technology and the Classics**ATC Graduation 2016 [3405]**Academy for the Love of Learning**Academy for the Love of Learning [3400]For the Love of Learning [3285]**Acequia Madre Elementary PTC**Acequia Madre Elementary Fundraiser 2015 [3056]**Alicia Montoya**Wedding Reception Alicia & Mike Montoya [3394]**Amanda Maes & Jon Cordova****250****0****6,250****Total Room
Nights****Econ
Value****Total Room
Nights****Econ
Value****Total Room
Nights****Econ
Value**

April Gallegos (3)

Maes & Cordova Wedding Reception [3398]

Anna Sidd

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]

Christus Holiday Party 2016 [3368]

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]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/02/2016	07/01/2015	450	0	11,250
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
12/15/2016	06/05/2015	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

April-Gatagos (3)**Department of Public Safety**New Mexico State Police Graduation [3260]NM State Police Banquet & Graduation [3304]**Donna Ruddy**Ruddy & Franco Wedding Reception [3249]**Doris Rivera**Trujillo & Flores Wedding Reception [3278]**First Presbyterian Church**Frist Presbyterian Church [3352]**Francisco Diaz**Diaz Quincenera [3419]**Georgia O'Keeffe Museum**Panel Discussion [3246]**Gisselle Ortega**Ortega Quincenera [3372]**Heritage Productions**Santa Fe Foodie Classic [3407]**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]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
05/08/2015	03/10/2015	500	0	0
12/03/2015	04/14/2015	500	0	0
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
02/25/2017	07/15/2015	300	0	7,500
07/17/2015	02/24/2015	30	0	300
03/05/2016	06/09/2015	350	0	8,750
01/16/2016	07/08/2015	300	0	7,500
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

April Gallegos (3)**Mayor's Office / City of Santa Fe**Mayor's Ball 2017 [3180]**Miriam Cano**Cano Quinceanera [3329]**Molly Fields**Fields & Martinez Wedding Reception [3069]**Monte del Sol Charter School**Monte del Sol Graduation 2016 [3378]**Naomi Marintez**Martinez Reception [3381]**New Mexico Department of Indian Affairs**Indian Day at the Round House Banquet [3201]**New Mexico Injury Provension Coalition**NM Injury Provension [3294]**New Mexico School for the Arts**NM School for the Arts Graduation 2016 [3379]**Nick Salazar**Salazar Wedding Reception [3384]**Noelle Maestas**Maestas Wedding Reception [3373]**Northern New Mexico Fire Training Academy**Fire Training [3214]**Presbyterian Healthcare Services**Annual Provider Education Conference [3299]Governor's Prayer Breakfast 2016 [3232]**Representative Brain Egoff**Town Hall Meeting [3247]**Rivera Family Funerals & Cremations**Charlie Maxwell Funeral Services [3243]**Rosalina Grace Pre-cons**Nick Salazar [3406]**Sandia National Laboratory**Rattlesnake Handling Training [3361]**Sangre de Christo Funeral Fund**

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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
09/19/2015	07/08/2015	120	0	3,000
06/09/2015	05/27/2015	50	0	500

April Gallegos (3)8th Annual Mariachi Extravaganza [3252]**Santa Fe Area Home Builders Association**Santa Fe Home & Remodeling Show 2018 [3265]**Santa Fe Association of Realtors**Summer Social [3200]Task Force Meeting on Affordable Housing [3174]**Santa Fe Chamber of Commerce**Legislative Reception 2016 [3317]Legislative Reception 2017 [3321]**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 Durby 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]**Somos Un Pueblo Unido**20th Anniversary Banquet [3420]**Southwest Regional Education Center #10**SW Regional Education Workshop [3289]SW Regional Education Workshop [3290]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
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
12/04/2015	07/15/2015	300	0	19,500
06/01/2015	04/02/2015	0	0	0
06/25/2015	04/02/2015	0	0	0

April-Gatigios (3)

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

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]

William Trujillo

Anaya and Gallegos Wedding Reception [3409]

YouthWorks

Mayors Ball YouthWorks & Boys & Girls Club [3264]

Total for Manager

38,652

0

1,172,700

April Gallegos (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Grand Total(210)			63,041	12,811	9,429,220

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

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

~~Blake Jackson (1)~~

Travelzoo Inc.

~~Travelzoo-Destination Campaign [3277]~~

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/26/2015	03/26/2015	0	0	0
Total for Manager				
		0	0	0

Camilla Mandler (4)

Association for Performing Arts & Entertainment Professionals

Theatre Designers & Technicians Education Program [3191]

Carnegie Learning

Math Leadership Summit [3178]

Rug Hooking Organization

Rug Hooking Workshop [3196]

The International Council of Shopping Centers

Law Conference 2017 [3182]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
08/16/2015	01/15/2015	55	270	87,750
03/18/2015	01/07/2015	85	160	52,000
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				1,220,375

David A. Carr (50) 47

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

Blake Jackson (1)

AECOM - HPT Leadership Planning [3218]

Anthony J. Jannetti, Inc.

(NNCC) Nephrology Nurses Certification Commission - Advance Practice Exam Board Mtg & Test Committee [3348]

NNCC - Clinical/Technical Exam Board & Test Committee [3349]

Battle of the Books, New Mexico

BOB, Battle of the Books [3256]

DivaFiva International

"DivaFiva" Ladies Night-out Overnight-Out Slumber Party S.P.A. [3414]

Economic Development / City of Santa Fe

Model United Nations [3236]

Family Reunion

Blackletter - Wolfe Family Reunion [3403]

Flow Science, Inc.

2015 International Associates Meeting [3233]

Genoveva Chavez Community Center

Cactus Cup [3435]

Go West Summit

Go West Summit 2017 [3431]

Harley Owners Group (HOG)

2016 Open Road West [3412]

Heartland Financial

Heartland Retail Conference [3217]

HelmsBriscoe - Central

Siblings Reunion [3184]

Hope Lutheran Church

Couple's Retreat [3208]

Institute of Electrical and Electronics Engineers

IEEE LTSW 2016 [3239]

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]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
03/10/2015	02/03/2015	40	34	11,050
05/20/2016	05/13/2015	0	42	13,650
09/09/2016	05/13/2015	18	54	17,550
04/17/2015	03/05/2015	400	400	130,000
09/25/2015	07/15/2015	200	70	22,750
11/02/2015	02/17/2015	500	500	162,500
07/14/2016	07/07/2015	50	60	19,500
10/12/2015	02/13/2015	50	45	14,625
07/07/2016	07/30/2015	60	100	32,500
02/19/2017	07/29/2015	500	1,260	409,500
09/07/2016	07/13/2015	750	840	273,000
04/20/2015	02/03/2015	0	75	24,375
08/06/2015	01/13/2015	22	46	1,430
07/17/2015	01/26/2015	40	40	13,000
02/07/2016	02/17/2015	0	180	58,500
06/02/2017	06/23/2015	350	950	308,750
03/02/2016	02/17/2015	0	32	10,400
04/28/2015	01/28/2015	50	100	32,500

Blake Jackson (1)**Lanell Tweddle**

Turner Legueri Wedding [3325]

Las Cumbres Community ServicesGrandparents Raising Grandchildren Program [3275]**Los Alamos National Laboratory (LANL)**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]~~International Free Electron Laser Conference~~ [2999]International Free Electron Laser Conference [2999]**Lubbock Chamber of Commerce**Board Retreat [3248]Board Retreat [3248]**Melissa G. Rael & Associates**~~Boys at Risk: Indicators from Early Childhood~~ [3185]Boys at Risk: Indicators from Early Childhood [3185]**National Association of Attorneys General**NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]**New Mexico Academy of Nutrition and Dietetics**NMAND Annual Conference [3427]**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 Finance Authority**State Revolving Fund State to State Meeting Region 6 [3428]**New Mexico Jewish Historical Society**2016 Fall Conference [3411]**New Mexico School Board**New Mexico School Board Association Annual Meeting [2973]**New Mexico State University**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
09/10/2015	04/27/2015	120	115	7,800
10/15/2015	05/04/2015	350	200	3,500
05/17/2015	03/05/2015	70	175	56,875
06/07/2015	03/24/2015	50	120	0
09/01/2015	03/24/2015	85	200	65,000
07/12/2015	02/17/2015	40	150	48,750
08/20/2017	07/27/2015	0	0	0
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
04/21/2016	07/27/2015	120	80	26,000
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
09/20/2015	07/27/2015	50	50	16,250
10/28/2016	07/13/2015	30	60	19,500
02/18/2015	08/05/2014	0	-60	0

Blake-Jackson (1)International Symposium for Personal and Commercial Spaceflight [3424]**Retail Data Systems**Sales Meeting 2016 [3313]Sales Meeting 2016 [3313]**Sandia National Laboratory**3D Printing and Digital Rocks Physics [3314]Sandia Labs Shale Science Conference Workshop [3213]Sandia Labs Shale Science Conference Workshop [3213]**Santa Fe Bridge Club**Santa Fe Bridge Club [3335]**Santa Fe Wine & Chile**2015 Santa Fe Wine & Chile Fiesta [3118]**Shores Destinations**National Park Service [3413]**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]**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]National Association of College & University Food Services (NACUFS) [3432]The 14th ISDCI Congress [3377]**Western Association of Veterans Education Specialists (WAVES)**Western Association of Veterans Education Specialists Annual Conference [3229]**Total for Manager****10,460 16,774 5,308,555****Joellyn Baca (16) 15****Administrative Office of the US Courts**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
10/10/2016	07/22/2015	300	206	66,950
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
09/20/2015	07/14/2015	25	106	34,450
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
07/09/2017	05/13/2015	0	75	24,375
07/09/2017	05/13/2015	150	375	121,875
03/12/2017	07/29/2015	600	1,350	438,750
06/17/2018	06/18/2015	400	1,325	430,625
07/22/2016	02/10/2015	0	2,476	804,700
		10,460	16,774	5,308,555

Blake Jackson (1)Criminal Justice Act Program - Public Hearing [3416]**American Association for Clinical Chemistry**May 2016 BOD Meeting [3395]**American Public Transportation Association**2016 Legal Affairs Seminar [3415]**Association of American Medical Colleges**2016 APPD Fall Roundtable [3425]Council of Deans Spring Meeting 2017 [3342]Council of Deans Spring Meeting 2017 [3342]**Association of Structural Pest Control Regulatory Officials**ASPCRO Annual Meeting [2605]**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]**Offering Envelope Association**Offering Envelope Association [3399]**Physician Insurers Association of America**2016 PIAA Corporate Counsel Workshop [3366]**State Education Editors**Annual Joint Meeting [3382]**The Group Travel Family**Agritourism World Summit/Boomers in Groups Conference [3436]Going on Faith Conference [3437]**Total for Manager****Kim Harmon (35)**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
11/15/2015	07/15/2015	100	24	7,800
05/16/2016	06/30/2015	22	79	25,675
02/19/2016	07/15/2015	125	210	68,250
09/14/2016	07/22/2015	40	85	27,625
03/23/2017	05/08/2015	0	0	0
03/23/2017	05/08/2015	135	407	132,275
08/26/2016	11/03/2013	0	0	0
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
05/03/2016	07/01/2015	18	30	9,750
10/19/2016	05/29/2015	40	86	27,950
06/05/2016	06/22/2015	100	280	91,000
11/01/2017	07/30/2015	180	368	119,600
08/25/2019	07/30/2015	300	407	132,275
		4,000	5,176	1,581,950

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

American Bar Association

2017 RPTe 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]

Attorneys' Title Guaranty Fund, Inc. (ATGF)

Fall Board of Directors 2016 [3422]

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]

LISI

Leading Producers 2016 [3401]

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 Union Association

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
09/21/2016	07/21/2015	40	51	16,575
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
05/09/2016	07/07/2015	50	104	33,800
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

Blake Jackson (1)[National Union Association Annual Conference 2017](#) [3402]**National Scholarship Providers Association (NSPA)**[NSPA Annual Conference 2016](#) [3393]**Opes Advisors**[President's Club 2016](#) [3340]**Premier Rail Collection**[Pullman 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]**Southwest Chemistry Workshop 2017**[Southwest Chemistry Workshop 2017](#) [3421]**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 Linux Foundation**[Linux Plumbers Conference & Linux Kernel Summit 2016](#) [3418]**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]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
11/26/2017	07/07/2015	175	400	130,000
10/08/2016	06/26/2015	425	705	229,125
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
06/19/2017	07/17/2015	200	225	73,125
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
10/14/2016	07/15/2015	400	1,530	497,250
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

Blake Jackson (1)

Women Writing the West

Women Writing the West Conference 2016 [3288]

Total for Manager

Melanie Moore (25) 22

Arts Commission / City of Santa Fe

Arts Commission/ Workshop for RFQs [3177]

City Attorney's Office / City of Santa Fe

Attorney Meeting [3268]

City of Santa Fe

Matt Ross [3417]

Economic Development / City of Santa Fe

Santa Fe Export Seminar - Workshop to Mexico [3225]

Fire Department / City of Santa Fe

SFFD Cadet Graduation - Class 30 [3408]

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]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
10/13/2016	03/31/2015	120	180	58,500
		6,388	15,813	5,119,847
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
08/12/2015	07/15/2015	100	0	0
04/22/2015	03/02/2015	20	0	0
09/10/2015	07/09/2015	150	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

~~Blake Jackson (1)~~**Southwest Association of Indian Arts**SWAIA 94th Summer Indian Market Preview 2015 [794]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]**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)****Great Race**Great Race [3240]Great Race - Backup Plan [3251]**Total for Manager****Rosalina Grace (98)****23****Academy For Technology and the Classics**~~ATC Graduation 2016~~ [3405] **Drop****Academy for the Love of Learning**~~Academy for the Love of Learning~~ [3400] **Drop**~~For the Love of Learning~~ [3285] **Drop**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
08/21/2015	03/02/2015	2,000	0	0
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
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
		10,623	0	345,400

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
05/20/2016	07/10/2015	800	0	0
07/08/2015	07/02/2015	25	0	250
10/17/2015	03/30/2015	0	0	0

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
Alicia Montoya					
Wedding Reception Alicia & Mike Montoya [3394]	05/21/2016	06/29/2015	250	0	6,250
Wedding Reception Alicia & Mike Montoya [3394]	05/21/2016	06/29/2015	0	0	0
Amanda Lopez					
Lopez Graduation [2898]	07/25/2015	06/10/2014	0	0	0
Amanda Maes & Jon Cordova					
Maes & Cordova Wedding Reception [3398]	07/02/2016	07/01/2015	450	0	11,250
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2015 [2895]	02/03/2015	01/09/2015	100	0	2,500
Association of Commerce & Industry Breakfast 2016 [3364]	01/26/2016	05/28/2015	120	0	3,000
Big Brothers Big Sisters Mountain Region					
Big Brothers Big Sisters Staff Meeting [3266]	03/27/2015	03/16/2015	30	0	0
Little Gala for a Big Cause [3193]	09/28/2016	01/20/2015	500	0	0
Little Gala for a Big Cause 2015 [3207]	10/08/2015	01/26/2015	500	0	0
Cardenas Marketing Network, Inc					
Juan Gabriel Concert [3358]	12/08/2015	05/20/2015	0	0	0
Care Net Pregnancy Center of Santa Fe					
Care Net Annual Fundraiser Banquet [3270]	03/01/2016	03/23/2015	500	0	32,500
Carmela Aldeis					
Aldeis Retirement Reception [3205]	03/07/2015	04/26/2015	0	0	0
Celine Gonzales					
Gonzales Reception [3295]	03/27/2015	04/07/2015	350	0	8,750
CENTER					
Photographic Exposition [3272]	06/12/2015	03/19/2015	500	0	12,500
Cherry Pie Social					
Cherry Pie Social Workshop [3315]	06/05/2015	04/16/2015	100	0	0
Chris Rivera					
Rivera Graduation Party [3287]	05/23/2015	03/30/2015	0	0	0
Christus St Vincent Regional Medical Center					
Christus [3181]	01/15/2015	04/08/2015	1,200	0	78,000
City Attorney's Office / City of Santa Fe					
City Attorney's Vehicle Forfeiture Conference [3375]	09/02/2015	06/11/2015	130	0	0
Contemporary Hispanic Market					
Contemporary Hispanic Market Preview 2015 [2992]	07/24/2015	06/05/2015	800	0	52,000

Blake Jackson (1)Contemporary Hispanic Market Preview 2016 [2993]**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]**Donna Ruddy**Ruddy & Franco Wedding Reception [3249]**Doris Rivera**Trujillo & Flores Wedding Reception [3278]**Employee Benefit Committee / City of Santa Fe**City of Santa Fe Holiday Party 2015 [2625]**First Presbyterian Church**First Presbyterian Church [3352]**Florence Sena**Sena Graduation [2894]**Georgia O'Keeffe Museum**Panel Discussion [3246]**Gisselle Ortega**Ortega Quincenera [3372]**Heritage Productions**Santa Fe Foodie Classic [3407]**Hilton of Santa Fe**Hilton / Martinez Wedding Reception [3192]Hilton / Martinez Wedding Reception [3192]Hilton / Martinez Wedding Reception [3192]**Hotel Santa Fe**Christus St. Vincent [3183]**John Rael**Rael Wedding Reception [3202]Rael Wedding Reception [3202]**Judicial Conference**Judicial conference Meet & Greet [2848]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
07/28/2016	08/12/2014	0	0	0
06/03/2015	05/19/2015	0	0	0
05/18/2016	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
07/17/2015	05/21/2015	30	0	300
03/05/2016	06/09/2015	350	0	8,750
01/16/2016	07/10/2015	0	0	0
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

Blake-Jackson (1)

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]

Kitchen Angels Collectable Box Auction 2015 [2871]

La Sociedad Folklórica de Nuevo Mexico

Baile de los Cascarones 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] *dup*

Mayor's Ball 2017 [3180] *dup*

Mayor's Senior Volunteer Recognition Celebration 2015 [2342]

Miriam Cano

Canoe Quinceanera [3329] *dup*

Molly Fields

Fields & Martinez Wedding Reception [3069] *dup*

Fields & Martinez Wedding Reception [3069] *dup*

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

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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
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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
Salazar Wedding Reception [3384]	09/26/2015	06/24/2015	150	0	3,750
Noelle Maestas					
Maestas Wedding Reception [3373]	09/26/2015	06/09/2015	300	0	7,500
Presbyterian Healthcare Services					
Annual Provider Education Conference [3299]	08/25/2015	04/13/2015	50	0	0
Governor's Prayer Breakfast 2016 [3232]	01/27/2016	07/06/2015	500	0	32,500
Representative Brian Ego					
Town Hall Meeting [3247]	02/24/2015	02/25/2015	100	0	1,000
Rivera Family Funerals & Cremations					
Charlie Maxwell Funeral Services [3243]	02/22/2015	02/19/2015	500	0	0
Rosalina Grace Pre-cons					
Nick Salazar [3406]	09/19/2015	07/08/2015	1	0	25
Sandia National Laboratory					
Rattlesnake Handling Training [3361]	06/09/2015	05/27/2015	50	0	500
Santa Fe Association of Realtors					
Summer Social [3200]	06/05/2015	01/23/2015	250	0	6,250
Task Force Meeting on Affordable Housing [3174]	12/03/2015	01/22/2015	250	0	2,500
Santa Fe Chamber of Commerce					
Legislative Reception 2016 [3317]	01/25/2016	05/20/2015	1,000	0	25,000
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2016 [2854]	02/27/2016	05/22/2014	0	0	0
Santa Fe Habitat for Humanity					
Kentucky Derby Day 2016 [3365]	05/07/2016	05/29/2015	350	0	8,750
Santa Fe Institute					
BNet Symposium [3363]	11/05/2015	05/28/2015	120	0	3,000
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	04/24/2015	0	0	0
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	04/24/2015	0	0	0
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/08/2016	04/24/2015	2,000	0	0
Santa Fe Public Schools					
Capital High School Prom 2015 [880]	05/01/2015	01/26/2015	400	0	0
Capital High School Prom 2016 [3322]	04/30/2016	04/23/2015	400	0	0
Parent Academy Winter Class Banquet [3212]	02/03/2015	01/29/2015	0	0	0
Santa Fe & Capital High Awards Banquet 2015 [2905]	05/12/2015	04/14/2015	500	0	32,500

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake-Jackson (1)					
Santa Fe High School Robing 2015 [525]	05/18/2015	03/11/2015	300	0	19,500
Santa Fe Public Schools Volunteer Banquet 2015 [3189]	04/17/2015	01/15/2015	500	0	32,500
Somos Un Pueblo Unido					
20th Anniversary Banquet [3420]	12/05/2015	07/15/2015	300	0	19,500
Southwest Regional Education Center #10					
SW Regional Education Workshop [3289]	06/01/2015	04/02/2015	0	0	0
SW Regional Education Workshop [3290]	06/25/2015	04/02/2015	0	0	0
Southwestern College					
Annual Transformation & Healing Conference 2016 [3367]	08/27/2016	06/03/2015	500	0	0
Spanish Colonial Arts Society					
2015 Judging and Preview for Spanish Market [571]	07/21/2015	01/21/2015	1,000	0	65,000
St Michaels High School					
St. Mikes High School Prom 2015 [3011]	04/18/2015	03/24/2015	0	0	0
St. Elias The Prophet Greek Orthodox Church					
Greek Festival 2016 [3080]	06/17/2016	07/10/2015	1,000	0	65,000
St. Elizabeth Shelter					
St Elizabeth Shelter Gala [3175]	10/15/2016	01/05/2015	400	0	26,000
St. Micheals High School Foundation					
Blue Stamped Fundraiser [3339]	04/30/2016	05/06/2015	300	0	19,500
State of New Mexico					
Children Youth & Family Dept [3210]	02/23/2015	01/27/2015	400	0	0
Stein & Brockmann					
Deposition [3250]	03/11/2015	02/27/2015	20	0	200
The Food Depot					
Souper Bowl 2016 [2715]	01/30/2016	02/20/2015	1,000	0	25,000
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2015 [3209]	05/15/2015	01/27/2015	200	0	0
Tierra Encantada Charter School Graduation 2016 [3344]	05/11/2016	05/11/2015	200	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Randy Randall/SF Lodgers Association Luncheon [3197]	04/08/2015	01/22/2015	30	0	0
Tourism / TravelClick Meeting [3188]	02/03/2015	01/14/2015	25	0	0
United States District Court					
Naturalization Swearing-in Ceremony 2015 [3198]	09/03/2015	01/22/2015	500	0	12,500
Naturalization Swearing-in Ceremony 2016 [3360]	09/02/2016	05/21/2015	500	0	12,500

Blake Jackson (1)**Valerie Sandoval**Sandoval Graduation [3319]**Wendy Katzman Wedding**Wendy Katzman Wedding [3078]**WESST**WESST Santa Fe [2909]WESST Santa Fe [3281]**William Trujillo**Anaya and Gallegos Wedding Reception [3409]**YouthWorks**Mayors Ball YouthWorks & Boys & Girls Club [3264]**Total for Manager****Stephanie Scrimshaw (1)****Southwest Association of Indian Arts**SWAIA 95th Summer Indian Market Preview 2016 [1559]**Total for Manager****Grand Total(232)**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/05/2015	04/21/2015	300	0	7,500
10/11/2015	01/28/2015	100	0	6,500
12/05/2015	06/13/2014	0	0	0
04/23/2015	03/30/2015	20	0	1,300
07/23/2016	07/10/2015	300	0	19,500
11/14/2015	03/16/2015	550	0	35,750
27,692			30	887,240
Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
08/19/2016	03/02/2015	2,000	0	20,000
2,000			0	20,000
63,873			41,548	14,535,367

TOURISM

SANTA FE

Prepared On: 08/17/2016
Prepared By: Shirley Spencer

Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (6) S					
Carnegie Learning					
Math Leadership Summit [3178]	03/18/2015	01/13/2015	85	0	0
Dow AgroSciences					
T&O Kickoff Meeting 2015 [3166]	07/20/2015	04/02/2015	50	180	58,500
Outdoor Power Equipment Institute					
OPEI Annual Meeting 2015 [2126]	06/21/2015	12/31/2012	0	0	0
Plumbing-Heating-Cooling Contractors Association					
Construction Contractors' Alliance Winter Meeting [3113]	02/24/2015	01/12/2015	40	60	19,500
Rug Hooking Organization					
Rug Hooking Workshop [3196]	04/24/2016	03/30/2015	70	175	56,875
Society of International Business Fellows					
SIBF Annual Summit [2555]	10/04/2015	09/26/2013	0	125	40,625
Total for Manager			245	540	175,500
David A. Carr (32) 29					
AECOM Technology Corporation					
AECOM - HPT Leadership Planning [3218]	03/10/2015	03/03/2015	40	124	40,300
Battle of the Books, New Mexico					
BOB, Battle of the Books [3256]	04/17/2015	03/31/2015	400	160	52,000
Center for Action and Contemplation					
CAC - The Next 25 [753]	10/28/2012	11/02/2011	0	0	0

Camilla Mandler (6)

Dual Language of New Mexico

La Cosecha 2016 [2006]

Flow Science, Inc.

2015 International Associates Meeting [3233]

Heartland Financial

Heartland Retail Conference [3217]

Institute of Electrical and Electronics Engineers

IEEE LTSW 2016 [3239]

IEEE LTSW 2016 [3239]

Land Trust Alliance

Land Trust Alliance Annual Meeting [3211]

Las Cumbres Community Services

Grandparents Raising Grandchildren Program [3275]

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]

New Mexico Consortium

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
11/08/2016	02/10/2015	2,600	2,800	910,000
11/10/2015	07/13/2015	50	45	14,625
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
10/15/2015	07/17/2015	350	0	3,500
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

Camilla Mandler (6)

20 Years of Quantum Dots at Los Alamos [2901]

New Mexico Dental FoundationNew Mexico Mission of Mercy [3036]New Mexico Mission of Mercy [3036]**New Mexico Hospitality Association**2015 Governor's Conference on Tourism [2755]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]**Santa Fe Wine & Chile**2015 Santa Fe Wine & Chile Fiesta [3118]**Shores Destinations**National Park Service [3413]**Southwest Airlines**Claims Review Meeting [3228]**Tourism Santa Fe CVB/City of Santa Fe**DOS Meeting [3423]**University of New Mexico UNM**American Quaternary Association 2016 Biannual Meeting [3025]**Total for Manager****8,727 7,609 2,352,925****Joellyn Baca (2)****Booz Allen Hamilton**U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]**Physician Insurers Association of America**2016 PIAA Corporate Counsel Workshop [3366]**Total for Manager****100 221 71,825****Total Room
Nights****Date
Definite****Meeting
Date****Date
Definite****Date
Definite****Date
Definite****Date
Definite****Date
Definite****Total Room
Nights****Delegates****Delegates****Delegates****Delegates****Delegates****Delegates****Delegates****Econ
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Value**

Camilla Mandler (6)

Kim Harmon (21)

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]

International Mountain Bicycling Association

~~2012 IMBA World Summit [1569]~~

Keystone Symposia

Keystone Symposia 2016_Q5 & Q6 [3075]

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 Meteoritical Society

Meteoritical Society Annual Conference 2017 [3079]

The Wells Group of Durango, Inc.

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
10/07/2012	11/01/2011	0	0	0
02/21/2016	07/28/2015	425	1,600	520,000
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
07/22/2017	07/28/2015	600	3,050	991,250

Camilla Mandler (6)

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]

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

Melanie Moore (58)

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]

Arts Commission Strategic Organization Gathering [3244]

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]

Christus St Vincent Regional Medical Center

Christus Holiday Party 2015 [3173]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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	0	97	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
		3,560	9,455	2,928,492

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
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

Camilla-Mandler (6)

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 Graduation - Class 30 [3408]
SFFD: Cadet Testing [3220]
SFFD: Cadet Testing [3220]
SFFD: Cadet Testing [3220]

Housing & Community Development / City of Santa Fe

Film Summit [3434]

Human Resources / City of Santa Fe

HR Benefits Advisory Meeting [3328]
HR Benefits Advisory Meeting [3328]
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 Beautiful

Recycle 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

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
09/10/2015	07/10/2015	150	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
09/22/2015	07/30/2015	20	0	0
05/28/2015	04/28/2015	0	0	0
05/13/2015	04/28/2015	50	0	0
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

Camilla-Mandler (6)

City Council Meeting - JULY 22 [3388]
City Council Meeting - JUNE 24 [3308]
Councilor's Bushee + Lindell Meeting [3433]
Mayor's Strategy Meeting with LANL [3254]
State Of The City Address 2015 [3143]
State Of The City Address 2015 [3143]
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]

The Cancer Foundation For New Mexico

11th Annual Sweetheart Auction [3005]

The Kiwanis Club of Santa Fe

Zozobra w/ Downtown Merchants [3397]

Tourism Santa Fe CVB/City of Santa Fe

~~Celebrate Santa Fe Tourism - Expo 2015 [3020]~~

Marketing/Advertising RFP [3204]

OTAB Meeting (Special) [3269]

OTAB Meeting (Special) [3269]

OTAB Meetings [3258]

Randy's Meeting [3279]

Randy's Meeting [3279]

SantaFe.org Training Part 1 [3226]

SantaFe.org Training Part 2 [3227]

SantaFe.org Training Part 2 [3227]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
07/22/2015	06/26/2015	500	0	0
06/24/2015	05/26/2015	300	0	0
08/11/2015	07/30/2015	50	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
02/05/2016	07/02/2015	1,000	0	65,000
07/21/2015	07/01/2015	40	0	400
04/30/2015	08/22/2014	0	0	0
02/05/2015	01/26/2015	12	0	0
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

Camilla Mandler (6)
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 (62) **56**
Academy for the Love of Learning
 Academy for the Love of Learning [3400]
~~For the Love of Learning [3285]~~
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]
 Little Gala for a Big Cause 2015 [3207]
 Little Gala for a Big Cause 2015 [3207]

Carmela Aldeis
 Aldeis Retirement Reception [3205]
 Aldeis Retirement Reception [3205]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
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
		17,631	0	223,470

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
07/08/2015	07/02/2015	25	0	250
10/17/2015	07/17/2015	0	0	0

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

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/06/2015	09/18/2014	50	0	1,250
03/27/2015	03/27/2015	30	0	0
10/08/2015	04/01/2015	100	0	0
10/08/2015	04/01/2015	500	0	0

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/07/2015	02/13/2015	300	0	7,500
03/07/2015	02/13/2015	0	0	0

Camilla Mandler (6)

Celine Gonzales

Gonzales Reception [3295]

CENTER

Photographic Exposition [3272]

Contemporary Hispanic Market

Contemporary Hispanic Market Preview 2015 [2992]

Contemporary Hispanic Market Preview 2015 [2992]

Cumbre Court Reporting

Cumbre Court Reporting Deposition [3356]

Cumbre Court Reporting Deposition [3356]

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]

Jose Ortega

Ortega Quincienara [2878]

Karen Padilla

Padilla Wedding Reception [3142]

Kitchen Angels

Kitchen Angels Collectable Box Auction 2015 [2871]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
03/27/2015	04/07/2015	350	0	8,750
06/12/2015	05/21/2015	500	0	12,500
07/23/2015	07/01/2015	0	0	0
07/24/2015	07/01/2015	800	0	52,000
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
10/02/2015	07/20/2015	350	0	8,750

Camilla Mandler (6)

La Sociedad Folklorica de Nuevo Mexico

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]

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]

Nick Salazar

Salazar Wedding Reception [3384]

Presbyterian Healthcare Services

Governor's Prayer Breakfast 2016 [3232]

Representative Brain Egoff

Town Hall Meeting [3247]

Rivera Family Funerals & Cremations

Charlie Maxwell Funeral Services [3243]

Rosalina Grace Pre-cons

Nick Salazar [3406]

Santa Fe Association of Realtors

Task Force Meeting on Affordable Housing [3174]

Santa Fe Chamber of Commerce

Legislative Reception 2016 [3317]

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
09/26/2015	07/08/2015	150	0	3,750
01/27/2016	07/06/2015	500	0	32,500
02/21/2015	02/25/2015	100	0	1,000
02/22/2015	02/19/2015	500	0	0
09/19/2015	07/08/2015	1	0	25
12/03/2015	07/28/2015	250	0	2,500
01/25/2016	07/01/2015	1,000	0	25,000

Camilla Mandler (6)**Santa Fe Community Orchestra**SF Community Orchestra Concert & Dance Gala 2015 [425]SF Community Orchestra Concert & Dance Gala 2015 [425]**Santa Fe Fiesta, Inc**2015 Baile de Mayo [925]2015 Fiesta Court Selection [2788]Fiestacita 2015 [905]**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]Santa Fe High School Robing 2015 [525]Santa Fe Public Schools Volunteer Banquet 2015 [3189]**St Michaels High School**St. Mikes High School Prom 2015 [3011]**State of New Mexico**Children Youth & Family Dept [3210]**Stein & Brockmann**Deposition [3250]**The Cancer Foundation For New Mexico**10th Annual Sweetheart Auction [833]**Tierra Encantada Charter School @ Alvord**Tierra Encantada Charter School Graduation 2015 [3209]**Tourism Santa Fe CVB/City of Santa Fe**Tourism / TravelClick Meeting [3188]Tourism / TravelClick Meeting [3188]**United States District Court**Naturalization Swearing-in Ceremony 2015 [3198]**Valerie Sandoval**Sandoval Graduation [3319]**Wendy Katzman Wedding**Wendy Katzman Wedding [3078]

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
	02/14/2015	01/13/2015	0	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
	09/08/2015	09/14/2010	1,200	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
	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

Camilla Mandler (6)

Wendy Katzman Wedding [3078]

YouthWorks

Mayors Ball YouthWorks & Boys & Girls Club [3264]

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
10/11/2015	02/18/2015	100	0	6,500
11/14/2015	06/17/2015	550	0	35,750
Total for Manager		16,622	0	538,685
Grand Total(182)		47,285	17,825	6,316,897

Sales Recommendations

We reviewed a total of 7 companies providing services from lead generation, marketing, prospecting lists and geo-targeting. The companies we review are listed below;

- **Connect Meetings:**
 - Customer Experience (FAM trip) \$15,000
 - Custom Lead Generation \$30,000.00
 - Print and digital advertising \$3,000.00 and up
 - Currently attending 3 Connect tradeshow \$3,750.00 per event (\$11,250.00)
- **Integrated Marketing Media**
 - Media plan \$9,900.00 annually, quarterly \$2,475.00
 - Print Newsletter \$8,000.00 annually, quarterly \$2,000.00
 - 6 month commitment
- **Knowland**
 - Prospecting tool which provides lists, history and contact information for prospective groups. Annual cost is \$9,000.00; 12 month initial term.
- **Meeting Database Institute**
 - Sales and marketing data solutions company providing database review and prioritize accounts. 30-45 days to complete the project; cost is \$25,000.00
- **Multiview**
 - B2B behavioral targeting campaigns, marketing, geo-targeting, etc. annual cost \$60,000.00
- **Sales Staff**
 - Lead generation guaranteeing 48 sales appointments \$44,400.00 expected time to deliver is 30 days.
- **Strategic Database Research, Inc.**
 - Customized Telemarketing and Market Research, B2B, sales call assistance, prospecting list review and reporting; annual cost \$44,000.00.

After review and receiving proposals (attached) from each company I have come to the following conclusions:

- **1 Strategic Database Research, Inc. (SDR)**
 - This is my top recommendation; we will receive marketing, sales call assistance and lead generation. They are also a hospitality specific company.
- **2 Integrated Marketing Media (IMM)**

- For the \$16,900 annual investment (only on the line for 6 months \$8,450) we will receive marketing, lead generation, prospecting lists, site visits, etc. (see attached proposal)
- **3 Connect Meetings:**
 - Their tradeshows are corporate heavy which would be great to increase that market segment for Santa Fe. We have had several leads and currently are working 2 RFP's (one planner is joining us on September's FAM). I have included 3 of their tradeshows in the 2016-2017 travel and tradeshow budget. The two possible avenues would be:
 - \$15,000 investment for Connect to qualify 15 planners for a FAM trip.
 - \$30,000 investment for Connect to qualify 15 planners for a FAM trip, one conference sponsorship and print/digital ad campaign.
- **4 Multiview**
 - I think this company offers a great amount of data and would help the sales team focus their efforts. However, at the \$60,000 price I believe it would be wiser to go with IMM and SDR as we would receive leads with the others not with Multiview.
- **5 Knowland**
 - Since we currently are using DMAI I do not see a use for adding an additional prospecting tool at a cost of \$9,000. DMAI also provides us with direct access to prospective clients and a webpage on their planners website.
- **6 Meeting Database Institute**
 - The investment for a company to clean up our database and prioritize our focus within our current clients is not worth the price.
- **7 Sales Staff**
 - This company primarily handles the high tech industry and I could not get any hospitality references; I do not recommend them.

Financial breakdown in order of preference.

First Choice

Strategic Database Research, Inc. (SDR)	\$44,000.00
Integrated Marketing Media (IMM)	\$16,900.00
Total:	\$60,900.00

Considerations

Connect Meetings (if there were additional dollars I would consider)	\$30,000.00
Multiview	\$60,000.00
Total:	\$90,000.00