

1 CITY OF SANTA FE, NEW MEXICO

2 RESOLUTION NO. 2008- 31

3 INTRODUCED BY:

4  
5 *David Cross*  
6 *C. Dominguez*  
7  
8  
9

10 A RESOLUTION

11 AUTHORIZING THE CITY'S CONVENTION AND VISITORS BUREAU TO  
12 ESTABLISH RATES FOR THE CONVENTION CENTER AND TO NEGOTIATE SUCH  
13 RATES AS MAY BE NECESSARY TO MAXIMIZE REVENUES; RESPOND TO  
14 MARKET CONDITIONS; BE COMPETITIVE WITH LOCAL, STATE OR NATIONAL  
15 FACILITIES; AND ACCOMMODATE COMMUNITY NEEDS.

16  
17 WHEREAS, the city expects to open the new Santa Fe Convention Center by late  
18 summer 2008; and

19 WHEREAS, the Santa Fe Convention Center exists to support business events; and

20 WHEREAS, the Santa Fe Convention Center further exists to support community  
21 events, including events sponsored by the Santa Fe Fiesta Council and the Santa Fe Public  
22 Schools; and

23 WHEREAS, Resolution No. 1994-25 granted the Santa Fe Fiesta Council five free  
24 functions per year at the Sweeney Convention Center, however a clean-up fee was charged for  
25 each of the five events; and

1           **WHEREAS**, Resolution No. 1994-25 also granted the Santa Fe Public Schools two  
2 functions per year which were traditionally used for the high school prom of each public high  
3 school, however cleaning, security and damage fees were charged for each of the five events; and

4           **WHEREAS**, the city entered into a contract with a consultant to propose rates for the use  
5 of the new convention center; and

6           **WHEREAS**, it is in the city's best interest to establish rates that will keep Santa Fe  
7 competitive in the local, state and national market for convention facilities and equipment fee  
8 structures; and

9           **WHEREAS**, it is in the city's best interest to be able to negotiate rates based on  
10 economic indicators and industry trends; and

11           **WHEREAS**, it is appropriate to establish rates based upon the user's contribution to the  
12 local economy, such as the number of sleeping rooms attached to any particular meeting group, or  
13 to the community.

14           **NOW, THEREFORE, BE IT RESOLVED BY THE GOVERNING BODY OF THE**  
15 **CITY OF SANTA FE that:**

16           1.       The director of the city's convention and visitors' bureau, in conjunction with the  
17 city's finance director, is authorized to establish rates for the convention center and to negotiate  
18 such rates as may be necessary to maximize revenues; respond to market conditions; be  
19 competitive with local, state or national facilities; and accommodate community needs.

20           2.       Resolutions, policies or procedures previously adopted regarding the  
21 establishment of rates for the Sweeney center are no longer applicable.

22           **BE IT FURTHER RESOLVED** that the Santa Fe Fiesta Council shall be allowed to use  
23 the Santa Fe Convention Center for the following six functions per year, at no charge, except that  
24 the current damage fee shall be charged for each of the six functions or uses:

25           1.       Youth Mariachi Workshop or other event (three days generally in February or

1 March)

2 2. Competition for Don Diego DeVargas and La Reina or other event (one day  
3 generally in late April or early May)

4 3. Baile de Mayo or other event (one day in May)

5 4. Santa Fiesta Council headquarters (Thursday prior to Labor Day weekend  
6 through Sunday of Fiesta week)

7 5. Annual Santa Fe Fiesta Events (Monday through Sunday of Fiesta week) and

8 6. Open event (date and time to be negotiated between the director of the  
9 convention and visitor's bureau and the president of the Santa Fe Fiesta Council, or their  
10 designees).

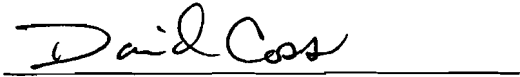
11 **BE IT FURTHER RESOLVED** that special consideration exists for the Santa Fe Public  
12 Schools to use the Santa Fe Convention Center for three functions per year, at no charge, except  
13 that the current clean up, security and damage fees shall be charged for each of the three  
14 functions.

15 **BE IT FURTHER RESOLVED** that the event coordinator for the Santa Fe Fiesta  
16 Council shall schedule and confirm the dates of the events and the space needs required for each  
17 event with the director of the convention and visitor's bureau or his designee, at least two years in  
18 advance of the scheduled events.

19 **BE IT FURTHER RESOLVED** that the event coordinator for the events coordinator for  
20 the Santa Fe Public Schools shall schedule and confirm the dates of the events and the space  
21 needs required for each event with the director of the convention and visitor's bureau or his  
22 designee, at least one year in advance of the scheduled events.

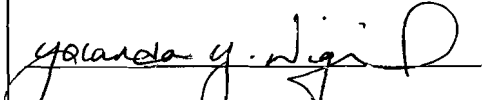
23 PASSED, APPROVED, and ADOPTED this 26th day of March, 2008.

1  
2  
3  
4  
5  
6  
7  
8  
9  
10  
11  
12  
13  
14  
15  
16  
17  
18  
19  
20  
21  
22  
23  
24  
25



DAVID COSS, MAYOR

ATTEST:

  
YOLANDA Y. VIGIL, CITY CLERK

APPROVED AS TO FORM:

  
FRANK D. KATZ, CITY ATTORNEY

*mdb/cao/2008 res/convention rates (amended resolution)*