

TOURISM

SANTA FE

August 2015 OTAB Report Sales Report September 22, 2015

August 2015 Leads:

- 14 total leads requiring sleeping rooms (DOWN 6 leads compared to 2014)
- 3,006 total room nights sent via leads (DOWN 7,345 room night compared to 2014)
- 24 total SFCCC space only leads without sleeping rooms (Down 23 SFCCC leads from 2014)
- 10,283 total attendees anticipated (DOWN 100 attendees from 2014)

August 2015 Confirmed Leads:

- 11 Definite Booking (Up 7 Confirmed booking to 2014)
- 2,683 Definite Room Nights (UP 1,759 room night over 2014)
- 19 Definite SFCCC space only leads (DOWN 4 SFCCC bookings from 2014)
- 2,979 Estimated Attendees (UP 81 anticipated attendees from 2014)

August 2014 Leads:

- 20 total leads requiring sleeping rooms
- 10,351 total room nights sent via leads
- 47 total SFCCC space only leads without sleeping rooms
- 10,383 total attendees anticipated

August 2014 Confirmed Leads:

- 4 Definite Booking
- 924 Definite Room Nights
- 23 Definite Groups without sleeping rooms
- 2,898 Estimated Attendees

Tradeshow updates:

August 27-29, 2015 | Connect Marketplace: Pittsburgh Pennsylvania

- The city attended the event, we received 2 RFP's with 620 total room nights, and 10 leads to follow up on.

September 8-10, 2015 | Hospitality Sales and Marketing Association International (HSMIAI): Washington DC

- The city will be attending the tradeshow with the Drury, Inn & Spa at Loretto (TBD) and the La Fonda.
- Received no RFP's or leads.

September 20-23, 2015 | FAM

- The City of Santa Fe is partnering with 8 hotel partners (Drury Plaza, Eldorado Hotel & Spa, Four Seasons, Hotel Santa Fe Hacienda and Spa, Inn & Spa at Loretto, Hilton Historic Plaza, La Fonda and La Posada).
- At this time we have 11 confirmed meeting planners with Helmesbriscoe attending.

October 20-23, 2015 | FAM

- We are targeting independent planners and planners who we have met with at tradeshow who have showed interest.
- We will be sending the invitations out on Friday, August 21, 2015.

CRM Review

Sales Position



Prepared On: 09/08/2015
 Prepared By: David A. Carr

Leads By User

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

David A. Carr (9)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Massage Therapy Association (AMTA)					
American Massage Therapy Association, New Mexico Chapter (AMTA-NM) [3438]	03/18/2016	08/03/2015	100	120	39,000
Kairos Productions					
Bringing the Overview Effect Down to Earth [3452]	12/04/2015	08/14/2015	20	45	14,625
Los Alamos National Laboratory					
NHMFL Users Committee Meeting [3466]	10/27/2015	08/20/2015	100	255	82,875
Physics Informed Machine Learning [3463]	01/18/2016	08/19/2015	100	250	81,250
North Plains Electric Cooperative, Inc.					
2016 Strategic Planning Session [3459]	01/17/2016	08/18/2015	0	60	19,500
Retail Confectioners International					
2016 RCI Fall Regional Conference [3457]	09/18/2016	08/17/2015	120	185	60,125
Santa Fe Public Schools					
Choir Overnight Camp [3461]	10/02/2015	08/19/2015	62	17	5,525
Texas Society of Architects					
Past President Parley/Palaver/Soires/Shindig [3455]	09/23/2016	08/17/2015	25	50	16,250
Wedding					
Lanell & Burk Wedding [3439]	05/20/2016	08/03/2015	100	50	16,250
Total for Manager			627	1,032	335,400
Joellyn Baca (4)					
Excellence in Meetings & Incentives					
TBD - Excellence in Meetings & Incentives [3471]	01/21/2016	08/25/2015	100	444	144,300
Garcia Street Club					
Garcia Street Club 70th Anniversary Celebration & Christmas Concert [3443]	12/02/2015	08/06/2015	0	0	0
StrategicHealthSolutions, LLC					
Annual Division Director/Program Management Meeting [3460]	11/18/2015	08/18/2015	20	60	19,500
The National Association of College & University Food Services (NACUFS)					
Board Meeting [3474]	04/17/2016	08/26/2015	25	90	29,250
Total for Manager			145	594	193,050
Kim Harmon (1)					
BMW Car Club of America					
BMWCCA Oktoberfest Annual Convention 2019 [3472]	09/13/2019	08/25/2015	600	1,380	448,500
Total for Manager			600	1,380	448,500
Melanie Moore (1)					
Transportation / City of Santa Fe					
Transit Supervisors for Rural Agencies [3458]	01/07/2016	08/18/2015	45	0	0
Total for Manager			45	0	0
Rosalina Grace (7)					
Diana Sotelo					
Sotelo & Gardea Wedding Reception [3475]	06/25/2016	08/31/2015	300	0	7,500
Heritage Productions					
Santa Fe Foodie Classic [3407]	01/16/2016	07/10/2015	300	0	7,500
Javier Fernandez					
Fernandez Graduation Party [3444]	06/03/2016	08/20/2015	100	0	2,500
Northern New Mexico Quilt Guild					
Quilt Guild Show 2016 [3447]	10/06/2016	08/12/2015	500	0	5,000

David A. Carr (9)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Pojoaque Valley High School						
<u>Pojoaque Valley High School Prom 2016</u> [3464]		04/30/2016	08/20/2015	350	0	22,750
Santa Fe Fiesta, Inc						
<u>Caballeos Breakfast</u> [3454]		09/11/2015	08/17/2015	0	0	0
St. Elias The Prophet Greek Orthodox Church						
<u>Greek Festival 2016</u> [3080]		06/11/2016	07/10/2015	0	0	0
Total for Manager				1,550	0	45,250
Grand Total(22)				2,967	3,006	1,022,200

Leads By User

Status: Date Range:

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David A. Carr (2)					
American Massage Therapy Association (AMTA)					
American Massage Therapy Association, New Mexico Chapter (AMTA-NM) [3438]	03/18/2016	08/03/2015	100	120	39,000
Light Harmonics Institute					
Global Foundation for Intergative Medicines (GFIM) [3473]	10/06/2016	08/26/2015	300	0	0
Total for Manager			400	120	39,000
Joellyn Baca (3)					
Excellence in Meetings & Incentives					
TBD - Excellence in Meetings & Incentives [3471]	01/21/2016	08/25/2015	100	0	144,300
Garcia Street Club					
Garcia Street Club 70th Anniversary Celebration & Christmas Concert [3443]	12/02/2015	08/06/2015	150	0	3,750
StrategicHealthSolutions, LLC					
Annual Division Director/Program Management Meeting [3460]	11/18/2015	08/18/2015	20	0	19,500
Total for Manager			270	0	167,550
Kim Harmon (1)					
BMW Car Club of America					
BMWCCA Oktoberfest Annual Convention 2019 [3472]	09/13/2019	08/25/2015	600	0	448,500
Total for Manager			600	0	448,500
Melanie Moore (15)					
AMP Concerts Santa Fe					
Billy Gibbons Concert [3468]	12/05/2015	08/21/2015	1,800	0	45,000
Gary Clark Jr. Concert [3467]	03/05/2016	08/21/2015	1,800	0	45,000
City Attorney's Office / City of Santa Fe					
Arbitration Hearing [3441]	11/09/2015	08/05/2015	10	0	0
Cooking with Kids Inc.					
Cooking with Kids + Chefs [3446]	11/13/2015	08/11/2015	200	0	5,000
Housing & Community Development / City of Santa Fe					
Broadband Summit [3449]	10/21/2015	08/13/2015	50	0	0
Small Business Summit [3465]	10/02/2015	08/20/2015	50	0	0
ITT / City of Santa Fe					
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	65	0	0
Mayor's Office / City of Santa Fe					
State Of The City Address 2016 [3259]	02/09/2016	08/27/2015	200	0	0
Public Utilities Department / City of Santa Fe					
BOR - Water Division Meeting [3440]	08/28/2015	08/05/2015	10	0	0
Regional Educational Cooperative 7					
REC7 Meeting [3451]	08/31/2015	08/13/2015	200	0	0
St. Elias The Prophet Greek Orthodox Church					
Greek Festival 2017 [3469]	06/09/2017	08/25/2015	1,500	0	97,500
Greek Festival 2018 [3470]	06/08/2018	08/25/2015	1,500	0	97,500
The Club at Las Campanas					
25th Anniversary Celebration [3442]	09/01/2017	08/06/2015	1,200	0	78,000
Tourism Santa Fe CVB/City of Santa Fe					
Summer Tourism Update [3445]	09/02/2015	08/07/2015	50	0	0
Transportation / City of Santa Fe					
Airport Manager Interviews [3462]	08/21/2015	08/19/2015	3	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David A. Carr (2)					
Total for Manager			8,638	0	368,000
Rosalina Grace (6)					
Diana Sotelo					
Sotelo & Gardea Wedding Reception [3475]	06/25/2016	08/31/2015	300	0	7,500
Housing & Community Development / City of Santa Fe					
18th Community Summit [3450]	11/18/2015	08/13/2015	300	0	0
Javier Fernandez					
Fernandez Graduation Party [3444]	06/03/2016	08/07/2015	100	0	2,500
Northern New Mexico Quilt Guild					
Quilt Guild Show 2016 [3447]	10/06/2016	08/12/2015	500	0	5,000
Pojoaque Valley High School					
Pojoaque Valley High School Prom 2016 [3464]	04/30/2016	08/20/2015	350	0	22,750
Santa Fe Fiesta, Inc					
Caballeos Breakfast [3454]	09/11/2015	08/17/2015	50	0	1,250
Total for Manager			1,600	0	39,000
Grand Total(27)			11,508	120	1,062,050

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Prepared On: 09/08/2015
Prepared By: David A. Carr

Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (1)					
National School Boards Association					
NSBA Executive Directors Summer Institute 2015 [2131]	07/31/2015	08/16/2013	0	0	0
Total for Manager			0	0	0
David A. Carr (6)					
Los Alamos National Laboratory					
NHMFL Users Committee Meeting [3466]	10/27/2015	08/31/2015	100	255	82,875
National Association of Attorneys General					
NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]	09/16/2015	06/22/2015	100	150	0
New Mexico Association of Counties					
NMAC 2016 [2294]	01/18/2016	08/31/2015	900	1,070	347,750
New Mexico Finance Authority					
State Revolving Fund State to State Meeting Region 6 [3428]	09/20/2015	08/27/2015	50	50	16,250
Sandia National Laboratory					
3D Printing and Digital Rocks Physics [3314]	08/03/2015	08/03/2015	50	25	8,125
Wedding					
Turner Lequeri Wedding [3325]	09/10/2015	08/03/2015	120	60	7,800
Total for Manager			1,320	1,460	462,800
Joellyn Baca (1)					
American Public Transportation Association					
2016 Legal Affairs Seminar [3415]	02/19/2016	08/25/2015	125	240	78,000
Total for Manager			125	240	78,000
Kim Harmon (4)					
American Society of Plastic Surgeons					
ASPS Symposium 2015 [2544]	08/25/2015	08/06/2015	400	775	251,875
Keystone Symposia					
Keystone Symposia 2016 Q5 & Q6 [3075]	02/21/2016	07/28/2015	0	80	26,000
Keystone Symposia 2016 Q5 & Q6 [3075]	02/21/2016	07/28/2015	0	-400	-130,000
Large Urology Group Practice Association (LUGPA)					
LUGPA 2015 August Strategic Meeting [3148]	08/19/2015	01/12/2015	34	0	0
The Standard					
The Standard - Annual Service Conference [3323]	03/14/2016	08/19/2015	65	208	67,600
Total for Manager			499	663	215,475
Melanle Moore (14)					
City Attorney's Office / City of Santa Fe					
Arbitration Hearing [3441]	11/09/2015	08/05/2015	10	0	0
Hilton of Santa Fe					
Hilton Meeting / Michelin North America [3410]	09/01/2015	08/10/2015	16	0	400
Housing & Community Development / City of Santa Fe					
Broadband Summit [3449]	10/21/2015	08/17/2015	50	0	0
Film Summit [3434]	09/22/2015	07/30/2015	0	0	0
Small Business Summit [3465]	10/02/2015	08/20/2015	50	0	0
ITT / City of Santa Fe					
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	0	0	0
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	25	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (1)					
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	40	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - 10/13/2015 [3170]	10/13/2015	08/24/2015	30	0	0
H Board Meeting - 11/10/2015 [3171]	11/10/2015	08/25/2015	30	0	0
H Board Meeting - 9/22/2015 [3169]	09/22/2015	08/24/2015	30	0	0
H Board Meeting - 9/8/2015 [3168]	09/08/2015	08/24/2015	30	0	0
Public Utilities Department / City of Santa Fe					
BQR - Water Division Meeting [3440]	08/28/2015	08/05/2015	10	0	0
Santa Fe Fashion Week					
Santa Fe Fashion Week 2015 [3144]	10/16/2015	08/06/2015	400	0	10,000
Tourism Santa Fe CVB/City of Santa Fe					
Summer Tourism Update [3445]	09/02/2015	08/07/2015	0	0	0
Summer Tourism Update [3445]	08/26/2015	08/07/2015	50	0	0
Transportation / City of Santa Fe					
Airport Manager Interviews [3462]	08/21/2015	08/19/2015	3	0	0
Total for Manager			774	0	10,400
Rosalina Grace (5)					
Academy for the Love of Learning					
Academy for the Love of Learning [3400]	07/08/2015	07/02/2015	475	0	4,750
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3375]	09/02/2015	08/18/2015	130	0	0
Sandia National Laboratory					
Rattlesnake Handling Training [3361]	06/09/2015	08/03/2015	50	0	500
Santa Fe Fiesta, Inc					
Caballeos Breakfast [3454]	09/11/2015	08/17/2015	50	0	1,250
Caballeos Breakfast [3454]	09/11/2015	08/17/2015	0	0	0
YouthWorks					
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	06/17/2015	1500	0	0
Total for Manager			705	0	6,500
Grand Total(31)			3,423	2,363	773,175

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Prepared On: 09/08/2015
Prepared By: David A. Carr

Leads By User

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

Camilla Mandler (8) ⁷	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Water Resources Association					
Summer Specialty Conference 2016 [3030]	06/18/2016	08/28/2014	200	300	97,500
ANSI-ASQ National Accreditation Board					
Annual Conference 2016 [3003]	01/24/2016	08/18/2014	100	410	133,250
Association of International Metallizers, Coaters & Laminators (AIMCAL)					
AIMCAL Web Coating and Handling Conference 2015 [3029]	10/18/2015	08/28/2014	500	1,570	510,250
BIC USA					
Sales Incentive 2015 [2984]	04/23/2015	08/08/2014	64	124	40,300
Casualty Actuarial Society					
CAS Board & Executive Council [2996]	03/25/2015	08/13/2014	34	62	20,150
Hamptons Expo Group					
Hamptons Expo Group [2980]	08/03/2015	08/06/2014	1,000	690	224,250
Society for Pediatric Dermatology					
Society for Pediatric Dermatology Annual Meeting-2018 [2985]	07/10/2018	08/08/2014	375	760	247,000
The Hotel Network					
Southwest Border Conference 2014 [2831]	11/18/2014	04/30/2014	0	115	37,375
Total for Manager			2,273	4,031	1,310,075
David A. Carr (8)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
1961-1963 Class Reunion					
Army Dependents Class Reunion [3004]	05/16/2016	08/19/2014	70	160	52,000
CENTER					
Review Santa Fe Photo Festival [2971]	06/11/2015	08/01/2014	100	330	107,250
Dual Language of New Mexico					
La Cosecha 2016 [2006]	11/08/2016	08/14/2012	1,400	1,250	406,250
La Cosecha 2016 [2006]	11/08/2016	08/14/2012	0	0	0
Grand Circle Association					
The Grand Circle Association 2015 meeting [3024]	03/01/2015	08/26/2014	45	40	13,000
Kesselman-Jones Inc					
New Mexico Coalition Against Domestic Violence (NMCADV) [3032]	11/03/2015	08/29/2014	450	125	40,625
National Association of State Retirement Administrators					
NASRA Annual Meeting [3031]	07/14/2017	08/29/2014	450	1,900	617,500
New Mexico School Board					
New Mexico School Board Association Annual Meeting [2973]	02/18/2015	08/05/2014	350	330	0
University of New Mexico UNM					
American Quaternary Association 2016 Biannual Meeting [3025]	08/04/2016	08/26/2014	250	450	146,250
Total for Manager			3,115	4,585	1,382,875
Kim Harmon (5)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
CEDAR-Coupling, Energetics and Dynamics of Atmospheric R					
CEDAR-GEM Joint Workshop 2016 [3017]	06/19/2016	08/21/2014	-30	-165	-53,625
CEDAR-GEM Joint Workshop 2016 [3017]	06/26/2016	08/21/2014	630	1,350	438,750
Colorado Bar Association					
Estate Planning Retreat 2015 [2969]	06/18/2015	08/01/2014	200	375	121,875
Colorado Defense Lawyers Association					
CDLA Annual Convention 2016 [3000]	07/20/2016	08/15/2014	250	590	191,750
Full Gospel Temple of Jesus Christ					
Full Gospel Retreat [3027]	08/22/2016	08/27/2014	55	125	40,625
Simplified Technology Company					
2015 GE 7FA Users Group Annual Conference [2995]	11/09/2015	08/13/2014	400	825	268,125
Total for Manager			1,505	3,100	1,007,500

Camilla Mandler (8)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Melanie Moore (4)						
Arts Commission / City of Santa Fe						
Mayor's Recognition For Excellence in The Arts 2015 [3002]	10/14/2015	08/18/2014	0	0	0	
Mayor's Recognition For Excellence in The Arts 2015 [3002]	10/21/2015	08/18/2014	250	0	0	
Public Utilities Department / City of Santa Fe						
Children's Water Fiesta 2015 [2841]	04/08/2015	05/14/2014	0	0	0	
The Cancer Foundation For New Mexico						
11th Annual Sweetheart Auction [3005]	02/12/2016	08/19/2014	1,000	0	65,000	
Tourism Santa Fe CVB/City of Santa Fe						
Celebrate Santa Fe Tourism - Expo 2015 [3020]	04/30/2015	08/22/2014	300	0	0	
Total for Manager			1,550	0	65,000	
Rosalina Grace (30)						
Art Smart						
ArtFeast [2986]	02/20/2015	08/11/2014	0	0	0	
City of Santa Fe						
North Central regional Transit District/ncrtd [3028]	09/02/2014	08/28/2014	0	0	0	
Contemporary Hispanic Market						
Contemporary Hispanic Market Preview 2016 [2993]	07/28/2016	08/12/2014	800	0	52,000	
Criminal Justice Association						
Criminal Justice Conference [3001]	10/06/2014	08/15/2014	0	0	0	
Crystal Lucero						
Crystal Lucero Wedding Reception [2997]	04/04/2015	08/13/2014	0	0	0	
Georgia O'Keeffe Museum						
Lecture [3018]	09/27/2014	08/21/2014	20	0	200	
Josephine Vargas						
Vargas Wedding Reception [2989]	07/04/2015	08/12/2014	0	0	0	
Landmark Worldwide						
Santa Fe Seminar Series [3009]	09/17/2014	08/19/2014	0	0	0	
Los Alamos Women In Science						
LAWIS/EYH 2016 [2983]	03/04/2016	08/08/2014	250	0	0	
M & J Boutique						
Elida Wedding Reception [2974]	08/07/2015	08/05/2014	400	0	26,000	
Mandela Interational Magnet School						
Ceremony Of Opening of new School [2970]	09/19/2014	08/01/2014	0	0	0	
Marcos Zubia						
Zubia Wedding Reception [3023]	05/02/2015	08/26/2014	150	0	3,750	
Mario Salbidrez						
Salbidrez Quincinera [2968]	04/18/2015	08/01/2014	0	0	0	
NM Department of Health						
Disability Division/Awareness Training [3019]	11/10/2014	08/22/2014	0	0	0	
Pueblo of Tesuque						
Pueblo of Tesuque 18th Annual Foot Race 2015 [3014]	08/08/2015	08/20/2014	50	0	0	
Pueblo of Tesuque 19th Annual Foot Race 2016 [3015]	08/13/2016	08/21/2014	0	0	0	
Pueblo of Tesuque 19th Annual Foot Race 2016 [3015]	08/13/2016	08/21/2014	50	0	0	
Pueblo of Tesuque 20th Annual Foot Race 2017 [3021]	08/12/2017	08/22/2014	50	0	0	
Pueblo of Tesuque 20th Annual Foot Race 2017 Banquet [3022]	08/31/2017	08/22/2014	50	0	0	
Santa Fe Fiesta, Inc						
2016 Royal Ball [2976]	08/06/2016	08/05/2014	400	0	0	
2017 Fiesta Court Selection [2977]	05/04/2017	08/05/2014	500	0	0	
2017 Royal Ball [2979]	08/05/2017	08/05/2014	400	0	0	
2018 Fiesta Court Selection [2978]	05/03/2018	08/05/2014	500	0	0	
Santa Fe Time Bank						
Santa Fe Time Bank Meeting [2987]	08/24/2014	08/11/2014	0	0	0	
St Michaels High School						
St. Mikes High School Prom 2015 [3011]	04/18/2015	03/24/2015	200	0	5,000	
St. Elias The Prophet Greek Orthodox Church						
Greek Festival 2015 [2988]	05/15/2015	08/11/2014	1,000	0	65,000	
Susana Salazar						
Salazar Quincinera [2981]	07/03/2015	08/08/2014	0	0	0	
Sysco New Mexico, LLC						
Epicurean Food Show [3026]	09/10/2014	08/27/2014	0	0	0	
T Rex Plant						

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (8)					
<u>T Rex Plant</u> [3033]	09/19/2014	08/29/2014	0	0	0
The Cancer Foundation For New Mexico					
<u>12th Annual Sweetheart Auction</u> [3006]	02/10/2017	08/19/2014	1,000	0	65,000
<u>13th Annual Sweetheart Auction</u> [3007]	02/09/2018	08/19/2014	1,000	0	65,000
Total for Manager			6,820	0	281,950
Grand Total(55)			15,263	11,716	4,047,400

Leads By User

Status: Date Range:

Meeting Name	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (3)					
BIC USA					
Sales Incentive 2015 [2984]	04/23/2015	08/08/2014	64	124	40,300
Council of State Speech,Language,Hearing Association Presidents (CSAP)					
Spring CSAP Meeting 2016 [2899]	05/11/2016	08/01/2014	65	105	34,125
The Hotel Network					
Southwest Border Conference 2014 [2831]	11/18/2014	08/08/2014	100	155	50,375
Total for Manager			229	384	124,800

Meeting Name	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Kim Harmon (2)					
American Institute of Medical Education					
Creativity and Madness 2016 [2990]	07/31/2016	08/12/2014	600	0	0
Creativity and Madness 2017 [2991]	07/23/2017	08/12/2014	600	0	0
Total for Manager			1,200	0	0

Meeting Name	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Melanie Moore (9)					
Arts Commission / City of Santa Fe					
Arts Comm: Mayor's Awards Interviews [3012]	08/26/2014	08/20/2014	6	0	0
Housing & Community Development / City of Santa Fe					
Ngurratjuta Visit [3008]	08/29/2014	08/19/2014	12	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - Sep 23, 2014 [3010]	09/23/2014	08/19/2014	30	0	0
Public Utilities Department / City of Santa Fe					
Children's Water Fiesta 2015 [2841]	04/08/2015	08/14/2014	150	0	0
Water Conservation Meeting [2972]	08/12/2014	08/01/2014	30	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Creative Campaign Rollout Meeting [3016]	08/27/2014	08/21/2014	12	0	0
NCRTD [2975]	08/08/2014	08/05/2014	12	0	0
NCRTD [2982]	08/18/2014	08/08/2014	16	0	0
Transportation / City of Santa Fe					
ADA Sensitivity & Passenger Suspension Policies [3013]	05/14/2015	08/20/2014	45	0	0
Total for Manager			313	0	0

Meeting Name	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Rosalina Grace (11)					
Art Smart					
ArtFeast [2986]	02/20/2015	08/11/2014	350	0	8,750
City of Santa Fe					
North Central regional Transit District/nctrtd [3028]	09/02/2014	08/28/2014	0	0	0
Elida Varela					
Quincinera Varela [2998]	07/03/2015	08/18/2014	400	0	10,000
Georgia O'Keeffe Museum					
Lecture [3018]	09/27/2014	08/21/2014	20	0	200
Los Alamos National Laboratory					
Community Leadership Program [2950]	10/06/2014	08/11/2014	200	0	13,000
Mandela Interational Magnet School					
Ceremony Of Opening of new School [2970]	09/19/2014	08/28/2014	0	0	0
Mario Salbidrez					
Salbidrez Quincinera [2968]	04/18/2015	08/01/2014	350	0	8,750
New Mexico Department of Indian Affairs					
Indian Day at the Round House Banquet [2994]	02/05/2015	08/18/2014	500	0	32,500
New Mexico School for the Arts					
NM School for the Arts Graduation 2015 [2927]	06/01/2015	08/19/2014	600	0	15,000
St Michaels High School					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (3)					
▼ <u>St. Mikes High School Prom 2015</u> [3011]	04/18/2015	08/26/2014	200	0	5,000
Sysco New Mexico, LLC					
▼ <u>Epicurean Food Show</u> [3026]	09/10/2014	08/28/2014	0	0	0
Total for Manager			2,620	0	93,200
Grand Total(25)			4,362	384	218,000

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Prepared On: 09/08/2015
 Prepared By: David A. Carr

Leads By User

For Confirmed Status from Aug 1, 2014 to Aug 31, 2014

Camilla Mandler (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
BIC USA					
Sales Incentive 2015 [2984]	04/23/2015	08/19/2014	64	124	40,300
Council of State Speech,Language,Hearing Association Presidents (CSAP)					
Spring CSAP Meeting 2016 [2899]	05/11/2016	08/07/2014	65	105	34,125
Total for Manager			129	229	74,425
Kim Harmon (4)					
American Institute of Professional Geologists					
AIPG 2016 Annual Conference [2891]	09/09/2016	08/13/2014	200	425	138,125
F + W Trade Show and Events					
Bead Fest 2015 [1578]	03/18/2015	08/13/2014	2,000	270	20,000
Keystone Symposia					
Keystone 2015 - J3 & J4 [2449]	01/23/2015	10/31/2013	0	0	0
Keystone 2015 - J5 & J6 [2597]	01/27/2015	02/12/2014	0	0	0
Total for Manager			2,200	695	158,125
Melanie Moore (12)					
Arts Commission / City of Santa Fe					
Arts Comm: Mayor's Awards Interviews [3012]	08/26/2014	08/21/2014	6	0	0
Housing & Community Development / City of Santa Fe					
Naurratjuta Visit [3008]	08/29/2014	08/19/2014	12	0	0
Kesselman Jones Inc.					
BBER Research Meeting [2961]	08/14/2014	08/01/2014	10	0	0
BBER Research Meeting [2961]	08/14/2014	08/01/2014	100	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - Sep 23, 2014 [3010]	09/23/2014	08/19/2014	30	0	0
Public Utilities Department / City of Santa Fe					
Children's Water Fiesta 2015 [2841]	04/08/2015	08/14/2014	150	0	0
Water Conservation Meeting [2972]	08/12/2014	08/01/2014	30	0	0
Santa Fe Fashion Week					
Santa Fe Fashion Week 2014 [2732]	09/19/2014	08/06/2014	400	0	10,000
Tourism Santa Fe CVB/City of Santa Fe					
Celebrate Santa Fe Tourism - Expo 2015 [3020]	04/29/2015	08/22/2014	300	0	0
Creative Campaign Rollout Meeting [3016]	08/27/2014	08/21/2014	12	0	0
CRM Training [2952]	09/08/2014	07/18/2014	0	0	0
NCRTD [2975]	08/08/2014	08/05/2014	12	0	0
NCRTD [2982]	08/18/2014	08/08/2014	16	0	0
Total for Manager			1,078	0	10,000
Rosalina Grace (11)					
City of Santa Fe					
North Central Regional Transit District [290]	09/02/2014	12/14/2009	0	0	0
North Central regional Transit District/nrcrtd [3028]	09/02/2014	08/28/2014	0	0	0
Georgia O'Keeffe Museum					
Lecture [3018]	09/27/2014	08/28/2014	20	0	200
Jose Ortega					
Ortega Quincienera [2878]	05/16/2015	08/12/2014	0	0	0
Santa Fe Fiesta, Inc					
2015 Installation of Officers [916]	01/03/2015	09/14/2010	0	0	0
2016 Royal Ball [2976]	08/06/2016	08/05/2014	400	0	0

Camilla Mandler (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
2017 Flesta Court Selection [2977]	05/04/2017	08/05/2014	500	0	0
2017 Royal Ball [2979]	08/05/2017	08/05/2014	400	0	0
2018 Flesta Court Selection [2978]	05/03/2018	08/05/2014	500	0	0
Fiestas 2016 [906]	09/01/2016	09/14/2010	0	0	0
Fiestas 2017 [907]	09/03/2017	09/14/2010	0	0	0
Total for Manager			1,820	0	200
Grand Total(29)			5,227	924	242,750