

MINUTES OF THE
SANTA FE COUNTY
LODGERS' TAX ADVISORY BOARD

September 28, 2018
Santa Fe County Legal Conference Room
Santa Fe, New Mexico

I. Call to Order

This regular meeting of the Santa Fe County Lodgers' Tax Advisory Board (LTAB) was called to order by Chair Katherine Fox Ehlert at approximately 9:12.m. on the date cited above in the Legal Conference Room, Santa Fe County Administration Building, Santa Fe, New Mexico.

II. Roll Call

The following members were present:

Members Present:

Katherine Fox Ehlert, Chair
Nicole Fiacco
Dan Goodman
Ryan Miller [arriving later]
Tomás A. Romero

Member(s) Absent:

County Staff Present:

Lisa Katonak, Executive Administrator
Tony Flores, Deputy County Manager
Kristine Mihelcic, Communications Coordinator [arriving later]

Others Present:

Carl Boaz, Stenographer

III. Approval of Agenda

MOTION: **Member Goodman moved, seconded by Member Romero, to approve the agenda as published. The motion passed by unanimous (4-0) voice**

SFC CLERK RECORDED 03/22/2019

vote. Member Miller was not present for the vote.

IV. Announcements

Member Goodman announced the October 6-7 Harvest Festival at El Rancho de las Golondrinas.

The presenters waited outside the room until their turn to present.

V. Presentations:

1. El Rancho de Las Golondrinas, Kathryn Carey, Director of Development

Ms. Carey presented the request for \$15,000 to promote the events at El Rancho de las Golondrinas and first of four series of lectures in 2019. The living museum has attracted 40,000 visitors and 20,000 students. They have served Santa Fe County for twenty-five years. She shared some of their statistics with the Board. The offerings change somewhat from year to year for the art and culture of our history in northern New Mexico. They are also seeking funding from the City Arts Commission. Marketing and Advertising includes a rack card for the entire season and is key to their marketing efforts, with LTAB sponsorship clearly identified on each. They print 10,000 copies and distribute them all over the state, as well as Texas and Colorado. Their festivals are scheduled to not conflict with other city events. This year, they added the Santa Fe Reporter and I-Heart Radio.

Their funding request also includes a series called Speaking of Traditions, a Winter Lecture Series held at St. Francis Auditorium on January 20, February 21, and March 26, 2019.

Ms. Carey reviewed the festivals and commented on each briefly and concluded with a presentation of a video on Fiesta de Los Niños.

Member Romero asked which of the two estimated room/nights on the application was correct: 1,500 or 1,800.

Ms. Carey said the updated estimate is 1,800.

Mr. Romero noticed the lecture series is supporting the interests of the Museum of New Mexico but didn't see any indication of Museum support. He asked if the museum is lending the auditorium.

Ms. Carey said that there is a donation collection and donations received at the event are split with the Museum and Las Golondrinas.

Mr. Romero asked about the Wine Festival, and if the \$3,000 from wine growers is the only contributor.

Ms. Carey said each year, they get other sponsors including banks who provide guest passes for their sponsorships.

Mr. Romero asked what their request from LTAB was based on.

Ms. Carey said it is based on a portion of the \$80,000 advertising budget.

Chair Fox Ehlert noticed in the statistics that 80% of participants are in-state and asked if they will try to extend their market.

Ms. Carey said they advertise internationally. They have partners such as Richard Eeds and others, and they are constantly extending outreach and have had visitors from Ireland in past years.

Member Miller arrived at 9:00 a.m.

Ms. Carey provided a handout on stats to show how the funding has been spent and thanked the Board members for their time.

2. New Mexico Wildlife Association, Roger Alink, Director

Mr. Alink, founder and director made the presentation. He described their work as native rescue of New Mexico animals that cannot be released. The facility, located near Edgewood, has 22 acres with year-round events including a wildlife festival, chuck wagon dinner shows from June to Labor Day, music events and harvest festivals. They have a 1.25-mile track through the places where rescued animals are kept. They receive lots of visitors coming through on I-40. They are the only zoo in the world built only by youth (Youth Conservation Corps). For marketing, they use rack cards with Certified Folder for distribution that include the County LTAB support and brochures include what to see in the northern part of the County. He said, "We are in southern end and sort of the gateway to the northern county and see people from all over the world. We had 3,000 runners for the mud run. Our harvest festival is really growing, and we added a fiber festival. People bring wool and looms - We are a community park with a rescue zoo and the community is very involved. All brochures have the County LTAB as sponsor."

Chair Fox Ehlert asked if they have any new animals.

Mr. Alink said they rescued two hybrid wolves from Florida and he drove 3,000 miles in 2.5 days and brought them back to New Mexico. August 20 will be Wolf Day where the public can meet the new wolf hybrids.

Chair Fox Ehlert asked if there are any new events.

Mr. Alink said they are all on the brochure. They also host weddings and also rent out the facility for other groups to have events. They also host quinceanera celebrations.

Member Fiacco asked how many visitors come from out of state.

Mr. Alink estimated about 30% of visitors are from out of state.

Member Goodman asked what his most successful advertising has been.

Mr. Alink said, "It is changing. Wendy Forbes helps with social media and rack cards go to all tourism places in the state. They often come in with a card in their hand. But social media is a bigger part of the marketing. People are addicted to their phones and I am too."

Member Goodman asked about the budgets - they are estimated for the last year.

Mr. Alink said \$300,000 is the annual income. All staff are volunteers except the youth conservation corps. The day camps are also sponsored by the County.

Mr. Alink said they have memberships and periodic donors. Several board members donate. "We are like an independent business because sometimes we don't get much from grants. We have received \$5,000 in the past from the Department of Cultural Arts and keep it at that level."

Member Romero saw the estimate of 35 room/nights, which he thought was a little low.

Mr. Alink said he got it from talking with people and most stay in Santa Fe. Some Santa Fe schools come down too. It is like word of mouth, so he could not document that.

Ms. Katonak asked if the Town of Edgewood supported the Wildlife West Nature Park.

Mr. Alink said last year they supported the Junior Zoo Keeper project. But they don't have money right now. They need \$500,000 to fix the sewer system so they did not

encourage him to apply for funding this year.

Chair Fox Ehlert complimented him on a very attractive brochure.

Mr. Alink said they have a large variety of animals, like little silver foxes that are new, and they hang out in old Juniper trees. They also have a world class bird show.

3. Global Running Culture, Inc., Joseph Karnes

Mr. Joseph Karnes presented. It is a 100% volunteer organization and started a half-marathon 9 years ago to give people a reason to come to Santa Fe and celebrate with a vacation. The half marathons have grown across the country. Southwest Planning did the analysis over the past few years. Median income is about \$83,000 and many people do these for personal fulfillment. Santa Fe had no destination race, and this provides it.

In 2017 to 2018, they went from 1,108 to 1,164 runners. The race this year was a week ago on September 16th. The percentage of New Mexico participants went from 57% down to 51%. It is expected, and he never thought people would show up each year. The drive market increased from 25% to 27% and people out of the drive market went from 18% to 22% so 49% are from out of state who spend about \$2,000 in Santa Fe for this one-day event. They come from Washington State, Florida, Ohio, Michigan.

Their social media in Instagram and Facebook brings us runners from all over the world. There was a big Instagram campaign with professional photographers. One posted last week had 2,000 likes in a day and a half. The Kenya and Ethiopia runners train here, and they ~~we~~ capitalize on it by sharing their stories and those of Native Americans.

Mr. Karnes passed around a medal and a shirt. He has worked out how to do videos to get their message across about the race start last week. Making their own videos leverages their funding from LTAB. He thanked the LTAB for their support over the year.

Our mission is to better the lives of youth in northern New Mexico and Copper Canyon and Matunga, Kenya. Abraham's mother started a Headstart and a school in his Kenyan village, which has been recognized for youth excellence in education.

Chair Fox Ehlert asked what hotels their visitors use.

Mr. Karnes said Buffalo Thunder has blocked rooms for the Race. Runners do like to stay there. Many stay at lodging facilities on Cerrillos Road. Encantado is a great place for them to stay. We don't have numbers of our last event.

Ms. Mihelcic asked how the runners know the impact.

Mr. Karnes said they share the Kenya video with the runners.

Ms. Mihelcic felt that knowing this race also helps children is important.

Member Goodman asked what kind of youth programming is done in the three communities mentioned.

Mr. Karnes described their work in Copper Canyon. Abraham is the director of Pojoaque Wellness Center and puts on a health program with a nutritional component to help kids understand running and that nutritious eating promotes their well-being. They are now trying to get Española kids to participate and a half-price discount for all pueblos. About 25% of their runners are Native American.

Mr. Romero asked if they had any outreach to Hispanics.

Mr. Karnes said their promotion is for all youth.

Member Goodman didn't see the Kenya project reflected in the budget.

Mr. Karnes explained that the Kenya project is in a separate budget. LTAB is part of the marketing budget.

Mr. Karnes said the half-marathon starts at Fort Marcy but the 1k and 5k runs take place at the finish line. The event is held every third Sunday in September and they have prize money for winners. The total of all prizes is \$4,000.

Member Fiacco said she ran the race this year and it is great. She asked if there was any consideration for this as a Boston qualifier.

Mr. Karnes said no. He explained the course is downhill and that offsets the altitude but a full marathon at 7,000 feet elevation is very challenging. People will travel for half-marathons. That is the target. It is a good question. And there are reasons for keeping it at a half-marathon distance.

Member Romero saw that the request is an increase.

Mr. Karnes explained that they asked for \$7,500 last year and received \$4,200. So this is the same amount requested this year. He understood there are a lot of applicants, but they do put the money to good use, mostly through the social media advertising.

Chair Fox Ehlert thanked him for this presentation.

4. Audubon New Mexico, Jonathan Hayes

Mr. Jonathan Hayes presented the application for Audubon, New Mexico. He began by sharing the history of the Randall Davey Audubon campus; the historic main building, and the new pavilion being built on the property and named for David Pearson, who was the Center Manager from 1985 to 2009.

He briefly described the services they offer for children at the Center.

Chair Fox Ehlert asked how many people can be seated there.

Mr. Hayes said it seats 120, but they can expand the seating further.

Chair Fox Ehlert asked if they provide food.

Mr. Hayes said food service is contracted.

Chair Fox Ehlert asked how they advertise.

Mr. Hayes indicated it is primarily through rack cards.

Chair Fox Ehlert pointed out that the Center is in the County.

Mr. Hayes agreed. It is just outside the City.

Member Romero referred to the last sheet on financials and asked if this is the only one that shows New Mexico.

Mr. Hayes agreed. It is \$1 million for the state and \$150,000 for the Center.

Member Romero pointed out that it shows \$61,000 in grants and \$80,000 projected and only \$15,000 shown for the application.

Mr. Hayes said part of the grant income was reallocated in other categories.

Member Romero asked for the overall New Mexico operation, how much is local.

Mr. Hayes about 15% is local, plus with salaries is more like 25%. He explained that "our folks in New York don't normally pull out the New Mexico operation."

Member Romero said it seems like the total request is related to the new facility. He

asked if Mr. Hayes had anything else to say.

Mr. Hayes said, "We believe the promotion of the new facility will help generate more visitors and give us a renewed push for marketing materials."

Member Romero noticed there is no New Mexico Gross Receipts- Withholding Certificate as shown and asked if Audubon New Mexico is exempt from that.

Mr. Hayes agreed. "Although everything raised here, stays here, but with corporate headquarters in New York, we are exempt."

Member Miller asked if they track room/nights.

Mr. Hayes said it is based on normal attendance at our events. We took average attendance at 20 weddings and a couple night's stay. We will be tracking going forward.

Ms. Katonak asked about their community partnerships in the Santa Fe area. Schools are mentioned but there is also the Children's Museum, other schools, etc. She also didn't see any solicitations in the previous year for local grants.

Mr. Hayes said there were funders that included Thornburg, McCune, Santa Fe Community Foundations, and education funding from the City of Santa Fe. "We are always looking for partnerships. We will have a facility with strong connection with outdoors and would talk with anyone about that."

The Board took a quick break from 10:08 a.m. until 10:12 a.m.

5. The Kiwanis Club of Santa Fe, Ray Sandoval and Judith Moir

Mr. Sandoval presented the project they called Zozofest. He said they had a hiccup with the Burning of Zozobra, but had 62,459 in attendance despite 700 people that were prevented from entering because of the security lines as well as the weather were factors. They refunded the 700 their ticket price, lodging expenses, and provided free tickets to them for next year. They had never seen such a lightning storm. So he decided to move up the burning to 9:06 a.m. for safety.

In years before, Zozobra had taken place on Thursday nights with about 12,000 in attendance and they decided to move it to Friday for out-of-towners to come to the event.

They wanted to take it from just local to become a tourist attraction. Five years later, they have had over 50,000 attendees that were present for the last four years and no arrests. There were a few minor medical problems that were taken care of.

In his handout, he showed areas where more than ten tickets from same zip code were purchased. He'd like to continue to extend this. It comes out of a commitment for a world-class event and to thank LTAB for your support.

He passed around the explanation on how they spent the advertising budget, most with the ABC affiliate, KOAT TV in Albuquerque .

He explained their marketing was focused. He noted that the ABC Corporate Office has taken geo-targeting to a higher level. They have ads in the Santa Fe New Mexican and the Albuquerque Journal North.

Member Romero saw they had said things about Meow Wolf and he wasn't clear about that. It is targeting out of state. He asked about the level of local attendance. He had a sense that locals are not going to Zozobra any longer.

Mr. Sandoval said they tracked all of it by zip code and sell tickets at local banks. 45,000 attendees are from the local area. They encouraged a 4-day stay.

They broadcast the Burning of Zozobra on Channel 28. He said they straddle the line between tradition and innovation with Meow Wolf, who raised the stakes to talk about other events in Santa Fe. We put spots in for the County for a program we are already putting out. Meow Wolf had almost half million live-stream with them.

Chair Fox Ehlert asked if they tracked use of hotel rooms this year.

Mr. Sandoval said they partnered with hotels to offer Zozobra packages. There is already high occupancy, so they have asked people at the hotel to ask when people check in for the visitor information needed. But they don't know how long the ticket holders are staying. They have not done that yet.

Member Romero asked if on live stream, is that a proposal to have County do spots?

Mr. Sandoval said Meow Wolf pays them 25%, and they get to put commercials on for a five-year contract and can tell them to broadcast these commercials at these times.

Chair Fox Ehlert asked if that is dedicated to KOAT.

Mr. Sandoval agreed. They have 17,000 followers but cannot match in any way the KOAT affiliates.

Chair Fox Ehlert thanked him for the presentation.

6. The Santa Fe Opera, Michael Gary and Tom Morris

Mr. Gary introduced Mr. Morris, who presented the request. He said the request is for \$10,000 for marketing around the 2019 season and supporting a new season overall brochure.

Mr. Morris said the 2019 season will open June 29 through August 24 and listed the offerings that will be presented during the season. They will employ 700 people during the summer. Last year, almost 80,000 people came to the opera festival, with 2% from 35 foreign countries and every state and territory of the U.S. The total economic impact is \$202 million. The average hotel stay was 5.4 days.

The request this year is for \$10,000 for marketing expenses to help offset \$77,200 for printing, mailing, and placement of season overview and ticket brochure which is 10% of the promotion budget.

Replacing the rack card is the season overview brochure with 50,000 copies printed and 100,000 of the ticket brochures printed in February and distributed for months with an insert in the New York Times and a metropolitan market. This year was Denver.

They are encouraging first-time opera goers to Santa Fe and to nearby hotels and restaurants.

Member Fiacco mentioned the impact to Encantado.

Chair Fox Ehlert asked for a break down.

Mr. Morris thought it would be interesting to ask hotels what tracking they do now. They might find Google analytics because some hotels are on the web site.

Member Goodman asked who the Opera's hotel partners are.

Mr. Morris said outside the City, the Four Seasons is a full partner and Buffalo Thunder is a sponsor.

Member Fiacco said it is a benefit to them as well as the Opera.

Ms. Katonak mentioned some County restaurants listed in the brochure.

Member Romero thought it would be great to have more information on the entire

season. He asked if there is research behind it to draw in more people.

Mr. Morris said it is an outgrowth of the last years' passport and the only one that has printed prices of tickets. He shared how their rack card is distributed. They are now expanding the rack card with four times the space.

Member Romero asked if the last season was successful/.

Mr. Morris said it was incredibly successful. They sold out every night and the corn dance was also successful. It also garnered much community engagement and relations with those communities was a real crucible for the Opera. We are talking about the future with the pueblos and how the Opera might benefit all entities.

Member Miller asked how they distribute rack cards.

Mr. Morris said they have a brochure distribution company but also bring them to each concierge to ask how many they want.

Member Miller asked him to please add Bobcat Inn to their distribution. He said every week they have had about 10 people who come for the opera.

Mr. Morris said he would.

7. The Center for Contemporary Arts (CCA) Stuart Ashman and Hannah Hausman,

Mr. Ashman said they are entering their 40th year in the Armory Complex on Old Pecos Trail and occupy what once was the National Guard Motor Pool and now called the Tak Garage. He briefly explained the history of the facility and said CCA sees itself as a community-based art center in contrast to all but the New Mexico History Museum.

"Our proposal is to increase visitation by visitors from out of state. Last year we put ads in national magazines and banners in front with LTAB funds. This year, they are featuring Española artist Jeremy Thomas whom he calls infallible with metal and inflatable material. They are 8' tall and six feet wide."

They will have discussions with other sculptors and artists with metal. They propose to advertise these nationally in national art magazines. The former grant in the report brought in 25-30% of visitors from out of state. Tom Joyce exhibit broke all records - 6,000 people came to the exhibit. And about 2,000 were from out of state. And using local hotels and restaurants and shopping. They also had scientists from Los Alamos for talks about metallurgy.

Member Miller asked how they came up with the estimates for room/nights and any distinction between county and city and how the length of stay was determined.

Mr. Ashman said he was Director of the History Museum and Department of Cultural Affairs for years. He said, "We found out it was four-day stay so we started using 4-day stay. There are not any hotels in the County. Most are in the City. I'm not sure how we estimated it."

Member Romero asked what works on the Jeremy Thomas exhibit would be new.

Mr. Ashman said he visited his studio and was very impressed with this grassroots artist in San Pedro and he had all these drawings on how he achieved the sculptures and has never shown them. The Tom Joyce exhibit costs were very expensive. This is very easy. We will rent a truck to pick it up and his goal is to focus on New Mexico artists. He didn't think Jeremy has ever had a show of this size. It has a video of him working. We don't sell anything and if anyone wants to purchase, we refer them to the artist.

Member Romero saw the pre-event budget is \$47,000 in revenue and \$58,000 in expense. So the grant from LTAB would cover that?

Mr. Ashman said if they had no LTAB, they probably would not do national art magazine advertising. One of them would cost \$4,600 and other, \$3,000. But he said their very first national ad put them on the map.

Chair Fox Ehlert thought she read Stuart Ashman's name with International Folk Art and asked if he is moving there.

Mr. Ashman said he was going to move on January 2, 2019. His wife was on the board when he was a Director of DCA. He didn't know what the Board here will do but he recommended they hire a local person. Otherwise, it is a big learning curve.

8. Santa Fe Children's Museum, Susan Lynn

Susan Lynn introduced herself and showed slides of the museum. She said the mission is to help children discover the joy of learning and creativity. Over the years the Santa Fe Children's Museum has been here, it has become a steady organization and on track for 55,000 visitors this year. About 25% come from out of town. "A little girl said, 'We don't have anything like this in Texas.'"

It is an engaging place with lots of cool museums, and families need to know there

is a place for children to attend.

She was proudest of the "Stargazer" exhibit, an inflatable dome with a bilingual educator inside. It was funded by LTAB last year and the Staff takes it out to schools periodically. It is the only bilingual portable planetarium in the country. About a quarter of the Museum's visitors are from out of state and a quarter from out of the county in New Mexico.

Of the families who traveled, 3,750 were non-resident visitors from 1,600 families who stayed 450 room/nights. She knew they didn't come just for the Children's Museum.

Ms. Lynn said the Board wants to extend brand recognition outside of Santa Fe. Rack cards will expand reach in new vehicles and expand data tracking, so they can really know they have actual numbers. It is also a collaboration with other campuses. They talked with CCA about a Google Maps visual of their facilities.

She showed an earlier rack card that was distributed by a brochure distributing company. For social media, they have one full-time staff person. Community Day attracted people last year.

LTAB grant funding would help the Museum attract more visitors.

Chair Fox Ehlert asked if she asks visitors where they are staying when they visit.

Ms. Lynn said they don't but do ask where they are from.

Chair Fox Ehlert asked if they sell tickets on-line.

Ms. Lynn said no, but they can check out a pass from any New Mexico Library.

Member Fiacco asked if they track new vs repeat visitors.

Ms. Lynn said it is only with memberships.

Member Goodman asked what their total advertising budget is for 2019.

Ms. Lynn said it is \$15,000 to \$20,000.

Member Romero said it appeared in the material that the Museum has already covered the advertising costs. It was not clear. He asked if this is an expansion.

Ms. Lynn said most of their advertising money came from LTAB last year. They have to pay the other venues each year.

Member Romero wasn't sure if the Museum really gets good coverage in northern New Mexico outside of Santa Fe.

Ms. Lynn said they track zip codes. About half are from Santa Fe and a quarter from outside the state and a quarter from other New Mexico places.

Member Romero wondered if they have enough exposure in northern New Mexico .

Ms. Lynn said they give annual memberships when they are visiting for the Stargazer program.

Chair Fox Ehlert felt the Children's Museum is a great addition to what Santa Fe has to offer. So many people ask about children's activities.

Ms. Lynn said she has been the Director since the beginning of this year.

9. Santa Fe Century, Dennis Cooper and Mr. Morris Egelhoff

Mr. Cooper made the presentation. He said Santa Fe Century is a bicycle ride and next year will be the 34th edition. He has been involved since 1996. Over 2,000 riders come each year and last year had over 2,200 riders. Usually they have about 50% riders from out of state and last year had 52% from out of state. The registration is all on-line, so we can get other information. 46% stayed in hotels from 2-3 days. Folks from Colorado would have to stay at least 2-3 nights. They analyzed the participation and calculated \$372,000 for hotel nights and \$164,000 for meals while here.

The Century is requesting \$5,000 for marketing and promotion with most for social media as the best way to reach more riders and younger riders. Our age average keeps moving up. Mr. Cooper wanted people that were 25 years younger than he is.

They are mostly doing social media with a local company. They did send 4,000 postcards out to previous riders and mailed out to bike shops about 4,000 posters each year. They used Allegra for printing for the last few years.

The goal is to increase out of town riders by 10% and believe they can accomplish it by using social media and people out of state.

The Century now starts and finishes at the Community College. We were very happy there last year and think they will have them again. They donate \$3 per rider to the SFCC Foundation. The rides are 20 miles to 100 miles in length. They began doing the Gran Fondo (100-mile race) and Medio Fondo (50 miles).

Mr. Egelhoff is the director of the race.

Mr. Cooper said, "We hope if we get the \$5,000, it will more than generate back to the County and produce more Lodger's tax revenue."

Member Romero asked why they are asking for less than was requested last year.

Mr. Cooper said the social media doesn't cost as much. Putting ads in National Bicycle magazines was not an effective use of the money.

Chair Fox Ehlert applauded them for that. For younger ages, social media is better. She asked which company they use.

Mr. Cooper said Simply Social Media is the local company they utilize.

Mr. Cooper said they were substitutes for Micky Fong who is out of town at a bicycle rally.

VI. Discussion and Action on the Applications

Ms. Katonak asked for comments while the presentations were still fresh in their minds.

Mr. Flores requested that the funding recommendation should be decided at one time, whether now or later.

Member Miller understood they could discuss but no action would be taken today. It says funding will be done in two weeks.

Ms. Katonak said that is for the total request. She clarified that there are nine requests for funding and she estimated that they could probably fund at least \$60,000. The recommendations should be based on merit and what the needs are and allowing for a competitive process.

Ms. Katonak had to excuse herself from the meeting during the discussion to assume her responsibilities elsewhere.

Before the discussions for El Rancho de las Golondrinas and the Kiwanis Club of Santa Fe were held, Board Members Goodman and Miller stepped out of the meeting to have the Board discuss. Once discussions were held, Board Members Goodman and Miller

joined the Board.

MOTION: Member Miller moved, seconded by Chair Fox Ehlert, to recommend the following allocations to the Board of County Commissioners:

El Rancho de las Golondrinas	\$15,000.00
The Kiwanis Club of Santa Fe	\$12,000.00
The Santa Fe Opera	\$10,000.00
Santa Fe Children's Museum	\$9,000.00
Santa Fe Century	\$5,000.00
Global Running Culture, Inc.	\$5,000.00
NM Wildlife Association dba Wild West Nature Park	\$4,000.00
Center for Contemporary Arts (CCA)	\$0.00
Audubon New Mexico	\$0.00
Total Recommendation	\$60,000.00


VOTE: The motion passed by majority (4-0-1) voice vote with Members Fox Ehlert, Fiacco, Miller, and Romero voting in the affirmative and Member Goodman abstained from voting.

The next meeting was set for October 26, 2018 starting at 9:00 a.m.

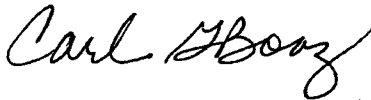
VII. Adjournment

MOTION: Member Goodman moved, seconded by Member Miller to adjourn the meeting. The motion passed by unanimous voice vote and the meeting was adjourned at 12:39 p.m.

Approved by:


Katherine Fox Ehlert, Chair

Respectfully submitted by:



COUNTY OF SANTA FE)
STATE OF NEW MEXICO) ss

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I Hereby Certify That This Instrument Was Filed for
Record On The 22ND Day Of March, 2019 at 08:28:42 AM
And Was Duly Recorded as Instrument # **1881671**
In The Records Of Santa Fe County

Witness My Hand And Seal Of Office
Geraldine Salazar
Deputy County Clerk, Santa Fe,



SEAL
CLERK RECORDED 03/22/2019