



Agenda

DATE 2/10/16 TIME 4:43p
SERVED BY Fabian Trujillo
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**CITY BUSINESS & QUALITY OF LIFE
COMMITTEE**

**City Hall
200 Lincoln Avenue**

**City Council Chambers
Wednesday, February 17, 2016
3:00 PM – 5:00 PM**

- I. PROCEDURES
 - A. Roll Call
 - B. Approval of Minutes – January 13, 2016
 - C. Approval of Agenda
 - D. Approval of Consent Agenda
- II. INFORMATIONAL ITEMS (none)
- III. CONSENT AGENDA
 - A. Request approval of a resolution directing city staff to plan and execute a Fourth of July competitive run on July 4, 2016 to honor local veterans in the Santa Fe Community. (Mayor Gonzales, Councilors Ives and Bushee) (Chris Sanchez)
 - B. Request approval of a resolution directing staff to develop a plan to sponsor and implement a "Performance Encore" in October, 2017 (Mayor Gonzales) (Randy Randall)
 - C. Request for approval of a resolution to designate unused space at 500 Market Station for entrepreneurial activities; directing staff to develop an RFP to identify a private sector partner for the space; to directing staff to identify and recommend a revenue source for use as collateral; and directing staff to provide an update and recommendations to the governing body within ninety days of adoption of this resolution. (Mayor Gonzales and Councilor Ives) (Zachary Quintero)
- IV. ACTION ITEMS
 - A. Request for approval of Professional Services Agreement – Venture Acceleration Fund - Regional Development Corporation - (Ross Chaney).
 - B. Request for approval of Professional Services Agreement – Lindsey Harder – (Kate Noble)
 - C. Request for approval of Professional Services Agreement – Inspire Santa Fe – (Zack Quintero)
 - D. Request for approval of a resolution contributing property and resources to the New Mexico Inter-Faith Hosing Community Corporation for development of the Santa Fe Arts+Creativity Center low income housing tax credit project pursuant to The Affordable Housing Act. (Councilors Rivera, Trujillo, Mayor Gonzales and Councilor Ives) (Alexandra Ladd)



Agenda

- V. DISCUSSION ITEMS (none)
- VI. ITEMS FROM THE COMMITTEE
- VII. ITEMS FROM STAFF
- VIII. ITEMS FROM THE CHAIR
- IX. ITEMS FROM THE PUBLIC
- X. NEXT MEETING DATE – **March 9, 2016**

Persons with disabilities in need of accommodation, contact the City Clerk's office at 955-6520, five (5) working days prior to meeting date.

**SUMMARY INDEX OF
CITY OF SANTA FE
BUSINESS & QUALITY OF LIFE COMMITTEE**

Wednesday, February 17, 2016

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B. Approval of Minutes-January 13, 2016	Approved	1
C. Approval of Agenda	Approved	2
D. Approval of Consent Agenda	Approved	2
II. INFORMATIONAL ITEMS	None	2
III. CONSENT AGENDA	Approved	2
A.Approval of staff to plan/execute Fourth of July run to honor veterans. (Mayor Gonzales, Councilors Ives and Bushee) (Alexandra Ladd)		
B.Resolution for staff to develop a plan for "Performance Encore" (Mayor Gonzales) Randy Randall		
C. Resolution to designate unused space at 500 Market Station for Entrepreneurial; staff to develop an RFP and provide update to the governing body within 90 days. (Mayor Gonzales and Councilor Ives) Zach Quintero		
IV. ACTION ITEMS		
A. Approval of PSA-Venture Acceleration Fund-RDC	Approved	2-3
B. Approval of PSA – Lindsey Harder	Approved	3
C. Approval of PSA-Inspire Santa Fe	Approved	3-5
D. Approval of Resolution contributing property/resources to New Mexico Interfaith Housing for Santa Fe Arts+ Creativity Center housing tax credits	Approved	5-6
V. DISCUSSION ITEMS	None	6
VI. ITEMS FROM COMMITTEE	None	6
VII. ITEMS FROM THE STAFF	Discussed	6
VIII. ITEMS FROM THE CHAIR	None	6
IX. ITEMS FROM THE PUBLIC	None	6
X. NEXT MEETNG DATE	March 10, 2016 Adjourned at 3:36 p.m.	6

CITY OF SANTA FE
BUSINESS & QUALITY OF LIFE COMMITTEE

WEDNESDAY, FEBRUARY 17, 2016

I. PROCEDURES

CALL TO ORDER

A regular meeting of the City of Santa Fe Business and Quality of Life Committee was called to order by Councilor Lindell, chair on the above date at approximately 3:00 p.m. at City Hall, Council Chambers, 200 Lincoln Avenue, Santa Fe, New Mexico.

A. Roll Call

Roll call indicated a quorum as follows:

Members Present:

Councilor Signe Lindell, chair
Councilor Peter Ives, vice chair
Dr. Almi Abeyta
Miles Dylan Conway
Diane Karp
Kim Kelly
Tony Ortiz
Damian Taggart
Brad Furry (arrived later)

Two Vacancies

Staff Present

Kate Noble
Fabian Trujillo
Zach Quintero
Ross Chaney

Others Present

Daniel Werwath, CEO Interfaith Housing
Carl Boaz for Charmaine Clair, Stenographer

Members Absent:

Buddy Roybal (excused)

A. APPROVAL OF MINUTES- January 13, 2016

Mr. Roybal moved to approve the minutes of January, 2016 as presented. Mr. Taggart seconded the motion, which passed by unanimous voice vote.

B. APPROVAL OF AGENDA

Councilor Ives moved to approve the agenda as published. Mr. Taggart seconded the motion, which passed by unanimous voice vote.

C. APPROVAL OF CONSENT AGENDA

Councilor Ives moved to approve the consent agenda as presented. Mr. Taggart seconded the motion, which passed by unanimous voice vote.

II. INFORMATIONAL ITEMS –There were none

III. CONSENT AGENDA

- A. Request approval of a resolution directing city staff to plan and execute a Fourth of July competitive run on July 4, 2016 to honor local veterans in the Santa Fe Community. (Mayor Gonzales, Councilors Ives and Bushee) (Chris Sanchez)
- B. Request approval of a resolution directing staff to develop a plan to sponsor and implement a "Performance Encore" in October, 2017 (Mayor Gonzales) (Randy Randall)
- C. Request for approval of a resolution to designate unused space at 500 Market Station for entrepreneurial activities; directing staff to develop an RFP to identify a private sector partner for the space; directing staff to identify and recommend a revenue source for use as collateral; and directing staff to provide an update and recommendations to the governing body within ninety days of adoption of this resolution. (Mayor Gonzales and Councilor Ives)-Zachary Quintero

IV. ACTION ITEMS

- A. Request for approval of Professional Services Agreement (PSA)-Venture Acceleration Fund-Regional Development Corporation- Ross Chaney

Mr. Chaney said the PSA contract is sole sourced and was approved through the Procurement Department. The Venture Acceleration Fund is managed by the Regional Development Corporation (RDC) and has been in existence for 10 years. He noted that the handout (Exhibit 1) shows the number of companies funded and jobs created by the fund.

Mr. Chaney provided highlights of the agreement and noted it is in the Committee packet:

- The City of Santa Fe did a pilot PSA for the fund in 2014 and invested \$30k (thousand) of the over \$400,000 that went into the fund. The five corporations selected received over \$180k and returned about six times the investment back to Santa Fe companies.

- There are 53 companies over the 10 years that have been funded and 55% of those are located in the City or County of Santa Fe.

- The program has long-standing support and funding from Los Alamos [National] Laboratories (LANL) and community offices and the Economic Development Initiative and there are angel investment opportunities and organizations. The program fills a niche in the community and has a wide range of investments from artisanal food, health bars, bio science/bio tech and pharmaceutical development.

Mr. Chaney stood for questions.

Councilor Ives noted the commitment of Los Alamos National Security LLC on the pie chart. He asked if anything was anticipated regarding the impact on contributions to the fund.

Mr. Chaney said the funding was perceived as inconsistent over the years. Kathy Keith, the former executive director instituted going to Santa Fe County manufacturing/equipment partners and the City of Santa Fe among others about making an investment that would go back to their regions/counties. He said a way to make the funds sustainable is not relying totally on LANL and look at communities that will benefit as a part of their contribution.

Councilor Ives said the statistics on the 53 companies alone convinces him that the fund is smart and wise for the city to continue their participation.

Councilor Ives moved to approve the Professional Services Agreement for the Venture Acceleration Fund as presented. Dr. Abeyta seconded the motion and the motion passed unanimously by voice vote.

B. Request for approval of Professional Services Agreement-Lindsey Harder- Kate Noble

Ms. Noble said Lindsey Harder was hired on a trial basis as the Mix Event Coordinator in the summer of 2014 and she has been successful. She said Ms. Harder is a professional wedding planner and well-versed in managing detail.

Ms. Noble said the contract is expected to last beyond fiscal year June 2016 and will get closer to the end of the 2016 calendar year. Ms. Harder manages the details of the ten Thursday Mixed Networking events and the first event is tomorrow at the Eldorado. There will be a photo booth with factoids about the services provided by the city and a quiz on Santa Fe history and government. The contract is for \$10k to be paid at a rate of \$20 an hour and is part of the existing Economic Development budget for the current fiscal year.

Councilor Ives said on the memo he was not sure what the total leverages estimated at \$700k meant.

Ms. Noble explained the amount is closer to \$750k. She said the sponsorships and donations to MIX, including food and space, sound equipment, graphic design and in-kind is totaled between \$700-750k.

Councilor Ives said MIX has been a great success locally in connecting young professionals and business leaders and he would like the program to continue. He said ultimately the amount is small for what seems a great deal of work.

Councilor Ives moved to approve the Professional Services Agreement for Lindsey Harder as presented. Mr. Furry seconded the motion, which passed by unanimous voice vote.

C. Request for approval of Professional Services Agreement -Inspire Santa Fe – Zack Quintero

Mr. Quintero said this contract is in partnership with Siete Del Norte and Inspire Santa Fe to help run a city wide model developed from the Monte del Sol Charter School. The method was shown to be

effective in 12 -19-year-olds finding a mentor in a career they are interested in within the city. Inspire Santa Fe has wants to broaden the connection by putting people in touch with mentors from different parts of the community and schools and wants the PSA to match the services rendered.

Mr. Quintero said for the record, the Economic Development Review Committee (EDRC) approved the PSA on January 28, 2016. The PSA is a sole source method approved in December and has met the procurement requirements and was previously approved by the Committee. The PSA current amount is \$30k and Includes professional services that meet the following minimum benchmarks:

- a detailed list of schools and protégés that have been connected to mentors;
- a status update of mentees halfway through the program and
- a closing end of year report with recommendations will be sent to the governing body on the citywide mentorship program.

Councilor Ives asked what metric is used to show the impact of the funding and the success of the program or not.

Mr. Quintero said the metrics include creating no less than 80 mentorships from five participating schools. One metric to show diversity and accountability is a status report from each mentor showing a successful learning experience and transition for each protégé.

Councilor Ives asked for more information about Siete Del Norte.

Mr. Quintero said Todd Lopez, president and director for Siete Del Norte was present and could talk more about that, but originally economic development started the funding. The funding showed there was interest and that it is a time-tested effective method to engage the community.

Councilor Ives asked if an effort was made for the mentor/mentee to discuss during the program what works in the relationship. He is interested in the mentee feedback.

Mr. Quintero said the mid-way report is the benchmark for feedback from Inspire Santa Fe and the mid-way and final report will give an in-depth look at what was effective in connecting kids of socio-economic status or different backgrounds to a successful mentor and career. The reports will be brought to the Committee.

Mr. Quintero said the program has been promoted with CYFD (Children Youth Family Department) as to how well the collaboration of disconnected youth and mentorship partners match in the long run.

Ms. Karp asked if everyone feels 80 is an achievable number. Mr. Quintero replied they worked closely with the contractor who feels they have already reached that number.

Dr. Abeyta said SFPS (Santa Fe Public Schools) is opening Early College High School in the fall. She recommended Mr. Quintero contact the principal Dana Richards about making connections with the Early College high school students.

Chair Lindell said 80 pairings provides a lot of data to determine the success of the programs. She said the commitment to mentor someone adds activity to the mentor's workday and depending on their

tasks, that could be overwhelming. Chair Lindell said they will need very good data to determine whether the program is set up properly and gives the desired results.

Mr. Conway said he found the website helpful and it made a difference to see the kids who were impacted. He hoped the program grows and thought seeing some of the mentees would be a powerful testimony as to how they were impacted.

Ms. Kelly suggested doing an anonymous survey similar to Survey Monkey to get more honest feedback since there are 80 participants. She said the survey might provide more statistical data and concrete numbers for budgeting in the future.

Mr. Quintero said that would also give a qualitative look at what people experience in the program. He said an anonymous survey was done for the Santa Fe Young Professionals and solid feedback and data was received. They could explore that again.

Councilor Ives moved to approve the Professional Services Agreement for Inspire Santa Fe as presented. Ms. Kelly seconded the motion, which passed by unanimous voice vote.

Ms. Noble said there will be a citywide mentorship festival April 22 in the Railyard and the Facebook page is up. Chair Lindell asked that the Committee members receive an invitation.

- D. Request for approval of a resolution contributing property and resources to the New Mexico Interfaith Housing Community Corporation for development of the Santa Fe Arts + Creativity Center low income housing tax credit project pursuant to the Affordable Housing Act.
(Councilors Rivera, Trujillo, Ives, and Mayor Gonzales) -Alexandra Ladd

Ms. Noble presented for Ms. Ladd who was unable to be present. She explained the resolution represents a commitment from the city to contribute property and resources to New Mexico Interfaith Housing for the development of the Santa Fe Arts + Creativity Center.

She said there will be up to 60 units of affordable housing in city property that is part of Siler Road. She offered to answer questions and noted the Chief Operating Officer/ Executive Director of Interfaith Housing, Daniel Werwath and the Executive Director of Creative Santa Fe, Cindy Kahn was present.

Councilor Ives said there had been discussion with Art Space who was exploring the possibilities of low income housing tax credits in Santa Fe. He thought the determination was that a greater opportunity for success was to do the program locally. He asked if safe to say the city has been looking at this type of project development for at least four years.

Ms. Noble recollected discussions starting about 5 ½ years ago and Art Space played an important role. She said part of the reason for not going with Art Space was the premium for services of a national level consultancy. She said it was determined more effective for Santa Fe to move forward without Art Space, but the relationship has been maintained.

Councilor Ives asked about a reference to a donation of 5 acres. He thought there had been discussions to expand that to 7 ½ acres.

Mr. Werwath said the original analysis that looked at density pegged 5.5 as optimum size and it was framed as not to exceed 5 acres at City Council with a slightly lower minimum unit count. Councilor Ives agreed that was advisable. He said the site was to take advantage of some of the historical issues and leverage the capacity to garner points against the tax credit award.

Mr. Werwath said the status of the brown field will give additional points. The brown field is related to salt contamination and the fear was there could be lingering issues. He said it appears to be clean and it is also a qualified census track, which means they can get up to 30% more subsidy.

Chair Lindell asked Mr. Werwath about the New Mexico Interfaith Housing name.

Mr. Werwath explained the name dates to four sister nonprofits based out of Texas and the Gulf states in the 1960s. The first was Texas Interfaith Housing founded by a coalition of faith leaders. He said the name is vestigial. He confirmed there is no relationship to the Interfaith Shelter.

Ms. Karp moved to approve the resolution as presented. Councilor Ives seconded the motion, which passed by unanimous voice vote.

V. DISCUSSION ITEMS- There were none

VI. ITEMS FROM THE COMMITTEE - There were none

VII. ITEMS FROM STAFF-

Councilor Ives said the prior meeting time was difficult for him with his schedule and meeting at three provided him more opportunity to be present. He said he appreciated that.

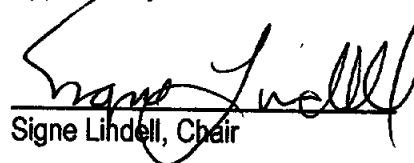
VIII. ITEMS FROM THE CHAIR - There was none

IX. ITEMS FROM THE PUBLIC- There were none

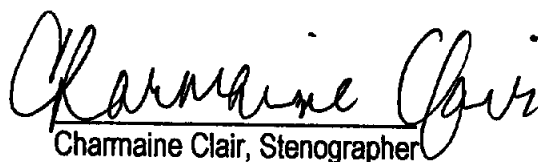
X. NEXT MEETING DATE- March 9, 2016

Having no further business to discuss the meeting adjourned at 3:36 p.m.

Approved by:


Signe Lindell, Chair

Submitted by:


Charmaine Clair, Stenographer

VAF Background

The VAF supports job growth in northern New Mexico by providing a unique source of financial support to **technology and manufacturing companies**. The fund is administered by the Regional Development Corporation (RDC) of Española, NM, in collaboration with Los Alamos National Laboratory staff, who established the fund in 2006.

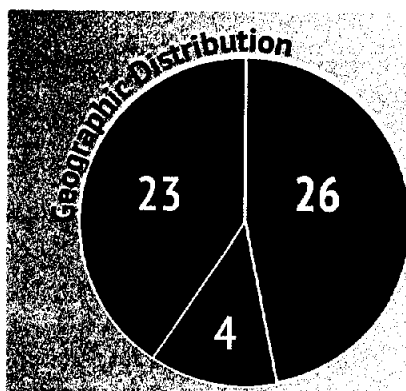
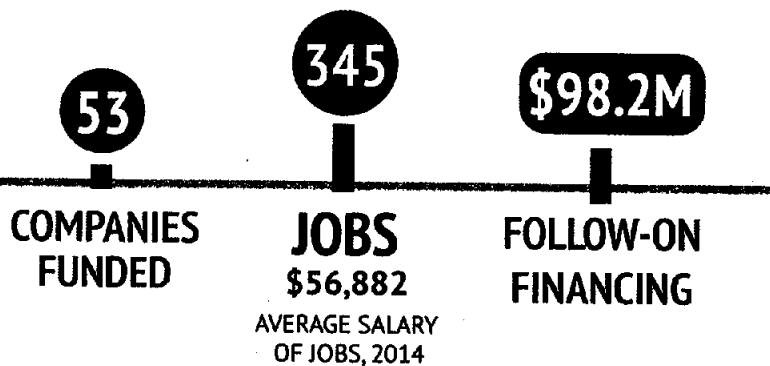
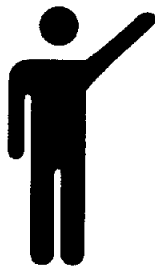
- i** The fund follows an established and transparent process; volunteer reviewers from the investment and business community make the recommendations on which companies will get funded.

The VAF is a key source of seed financing for early stage technology startups in northern New Mexico!

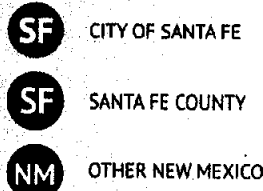
The funding fills a unique niche in that it supports companies that lack collateral for debt financing and are not ready for (or don't need) Angel or Venture Capital investments.

OUR IMPACT

2006-2014

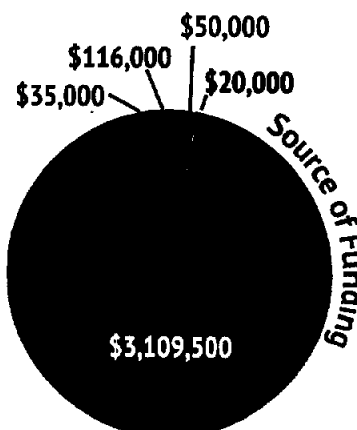
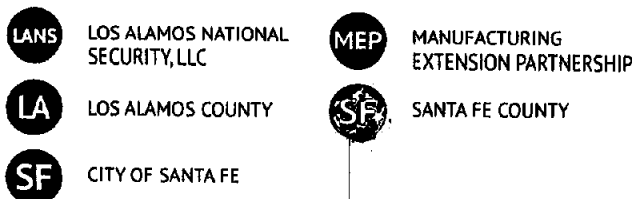


53 VAF Awardees
2006-2015



Santa Fe has benefited disproportionately from the funding awarded by VAF. Of the 53 companies funded since 2006, 26 have been located in the City of Santa Fe.

Source of \$3.33M VAF Funds
2006-2015



The VAF is seeking an allocation of \$40,000 from the City of Santa Fe to support the fund.

Selected Santa Fe VAF Awardees

SEAMLESS MEDICAL

This company, which produces an innovative iPad-based check-in system for medical practices, went on to raise an additional \$6 Million in investment after VAF funding.

AVISA PHARMA

VAF funding allowed Avisa to hire another Santa Fe company (Southwest Sciences) to develop a key component of their rapid tuberculosis detection device. Avisa raised \$8 Million after its VAF award, and is currently raising an additional \$10 Million.

AWESOME HARVEST

This manufacturer of horticultural growing bags used VAF funding to help secure a distribution contract with Costco.

KEYSTONE RESTORATION

This environmental consulting firm used VAF funding to develop a software tool to assist in the planning and design of watershed restoration projects.

