



Agenda

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SANTA FE FILM COMMISSION
Convention Center Room Coronado
May 3, 2016
10am-11:45am

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| 1. Call to Order | 10:00 |
| 2. Roll Call – Introduction of Commissioners | 10:01 |
| 3. Welcome Susan Fiore, Santa Fe County Representative | 10:03 |
| 4. Approval of Minutes | 10:04 |
| 5. Approval of Agenda | 10:06 |
| 6. Updates for Kate Noble about our new name and other news | 10:07 |
| 7. Report from Financial Working Group, James Gollin | 10:10 |
| 8. Questions, comments and helpful suggestions | 10:20 |
| 9. Report from Asset Inventory Working Group, Elias Gallegos | 10:30 |
| 10. Questions, comments and helpful suggestions | 10:40 |
| 11. Report from Strategic Planning Working Group, Adam Shaening-Pokrasso | 10:50 |
| 12. Questions, comments and helpful suggestions | 11:00 |
| 13. Discussion of additional goals plus how and when to achieve them | 11:10 |
| 14. Goals for next meeting | 11:20 |
| 15. Any other business | 11:25 |
| 16. Questions form Visitors | 11:30 |
| 17. Adjourn | 11:45 |
| 18. Next Meeting Date: | |
| a. June 7, 2016 – 10am | |

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**SUMMARY OF ACTION
SANTA FE FILM COMMISSION
CONVENTION CENTER, LAMY ROOM
APRIL 5, 2016, 10:00 AM**

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**SANTA FE FILM COMMISSION
CONVENTION CENTER, LAMY ROOM
APRIL 5, 2016, 10:00 AM**

1. CALL TO ORDER

The meeting of the Santa Fe Film Commission was called to order by Chair Deborah Potter at 10:00 am, April 5, 2016, at the Convention Center, Lamy Room, Santa Fe, New Mexico.

2. ROLL CALL/INTRODUCTIONS

MEMBERS PRESENT

Deborah Potter, Chair
Jim Gollin
Pamela Pierce
Bruce McKenna
Adam Shaening-Pokrasso
David Aubrey, telephonically
Nani Rivera
Andrea Meditch
Doug Acton
Kirk Ellis, telephonically
David Sontag
Elias Gallegos
(Vacancy - County Commissioner appointment)

MEMBERS ABSENT

Edward McLoughin
David Manzanares

OTHERS PRESENT

John Hendry
Randy Randall, City of Santa Fe, Tourism Department
Georgia Maryel, Red Loftus Films
Jeff LaFlamme
David Grisholm, County of Santa Fe, Economic Development Director
Tobi Ives, Minnow Man Media
Michael Becker, Filmtribe
Kate Noble, City of Santa Fe
Elizabeth Martin, Stenographer

3. APPROVAL OF AGENDA

MOTION A motion was made by Commissioner Gollin, seconded by Commissioner Ellis, to approve the agenda.

VOTE The motion passed unanimously by voice vote.

4. WELCOME BY MAYOR GONZALES

Mayor Gonzales was out of town and unable to attend the meeting. Chair Potter gave the welcome.

5. DISCUSSION OF GOALS

Chair Potter outlined the process of discussing goals, establishing priorities and the formation of working groups. She asked for participation from the Commissioners to state their ideas and possible goals for the Commission.

Commissioner Shaening-Pokrasso suggested that the Commission focus on updating the film credit process and the incentives and make recommendations to the state regarding funding.

Commissioner Meditch stated that she would like to see a working group to reach out to the community and brainstorming sessions in business which would fold into a strategic planning. She added that the focus could be on northern New Mexico.

Commissioner Ellis said we should not duplicate efforts of any other groups who are out to lobby the Legislature on issues. We need to get ourselves out of the mind set that New Mexico is to be served. We are not good about nurturing the local film community. We need efforts to generate an understanding that we have a talented group of people here who want a career in the film industry. We are not focused on digital and alternative platforms. We need to create an environment that nurtures people and gets them to come back. They don't come back because where can a student film maker go where films like theirs can be shown on a regular basis and they can network with people. We can have a working group on this but we also have to change the "us or them culture". Hotels say they don't understand why arts get money. They don't understand that the film culture benefits everyone.

Commissioner Rivera said we need to build up infrastructure more. Have businesses cater to the film industry. She is getting concerned about getting people in for training and sustaining departments. Her marketing efforts are going well.

Commissioner Acton stated financial incentives are pretty much gone. They are used up and promised for several years out. If we put our efforts into other ways to get into that pot of money it will not be there in two years. Regarding infrastructure we have

just one place, Garson Studios. It is used four months out of the year by Longmire, then they rent it and use it for storage when they are not filming. Longmire is great and provides great jobs, but only for four months a year.

Commissioner Shaening-Pokrasso asked is the tax credit spoken for.

Commissioner Acton answered that the reports show that a big slice of it is already promised for several years out. Small entities can't wait to get to the money for years. Is this the body to go and petition the state to raise the cap.

Commissioner Aubrey said streamlining accessibility to professional options available to us, including training and internships is important. We need opportunities for things that encourage artistic pursuits. How do we make it easy for these things to transpire and interconnect facilities in town with the talent here. We need a streamlined path.

Commissioner Sontag stated that he would like to suggest another way to look at what we are doing. Having spent time in Hollywood, he knows it runs in cycles. We could be overloaded with productions that want to come in then have a fallow period for many reasons, one of which is the cap, but there are others. Focusing on incentives does not seem to really address what the Mayor has charged us to look at. Mr. Sontag said he thinks we need to look at it as economic development. We need to build up the pieces of a business not dependent on Hollywood and identify those pieces. In North Carolina they cut the incentive and crews left. How do you get enough permanent crews here so that someone here can walk out the door and find a cinematographer.

Commissioner Gallegos said it is all somewhat confusing. We do have crew here and we do have talent and inspired youth so all the answers are here but how do we get everyone here together and focus on the best three things we need to focus on.

Commissioner Lujan suggested that the Commission explore creative mechanisms where we can get private equity involved. He is getting approached more and more by independent film makers who are looking for financial backing. They have track records. He would love to say shoot here and we can raise the rest of the \$5 million you need. It could possibly lead to a studio here in Santa Fe. That will generate sustainability.

Commissioner Meditch commented that we have so much talent here how do we connect that talent with each other and grow it here instead of turning always toward Hollywood. We have an extraordinary pool of talent in northern New Mexico. We need to create a database and a website accessible to people outside and here. We need to think about digital and electronic media and extend the tent so they can find each other and access to others. We need to create a sustainable community here as well as outside.

Commissioner Pierce said she is interested in making sure we support the overall picture of film in the State and not have different entities duplicating or undermining. We really need to align what is going on in our schools and education programs so they know their skills matter for the bigger picture.

Commissioner Gollin said he is looking and listening today and he feels there are three sections we need to focus on. The first is an inventory and assessment of what we already have. Second the needs and bottlenecks of what we do not have enough of. Finally, what can we really do. We can talk to our delegation and create a website, but it seems there are some clear things such as communication and the website that we need as soon as possible.

Commissioner Rivera said she noticed someone mentioned capacity of underwriting. Most of our talent move to LA. We should look at more opportunities to help our film makers stay here.

Chair Potter stated that she volunteers as an instructor at the College and the kids don't think they can even stay here. They want to know the path they need to take to get to LA.

Commissioner Rivera said our film schools prepare students to move out of state.

Commissioner Sontag commented that what had struck him was that we ought to be called the Film and Digital Commission. That is where the future is. Gaming is the young people's storytelling. It requires actors and other things and is not dependent on location. When we look at what we are doing to build this kind of base you have to look at everything we now call film.

Chair Potter asked Commissioner Aubrey, do we already have people here developing gaming.

Commissioner Aubrey said he is not familiar enough with that to answer.

Commissioner Meditch said there is a larger digital community here. Opening this tent is an important statement.

Commissioner Rivera said the person who knows that information is Nick at the Film Office.

Commissioner Shaening-Pokrasso commented that this is really valuable stuff. It is exciting that we are kicking this off with expanding the container. He is interested to see how far that container can extend. The idea that we actually have a great deal of talent is important. We need to connect the dots and see who does web and gaming related to this.

6. ESTABLISHING GOAL PRIORITIES

Commissioner Meditch asked what is the overall timeline for this Commission.

Chair Potter answered that the Mayor said we have three months to accomplish something. That does not speak to the life of the Commission but to the fact that we need to show progress.

Ms. Nobel informed the Commission that we are supposed to update the Mayor and the Council within six months. The Mayor wants us to go as fast as we can. In my experience it is up to the Commission with guidance of the Chair and the Mayor. There is a budget of \$50,000 that the Commission can allocate.

7. DISCUSS ACHIEVING PRIORITY GOALS AND OTHER GOALS

Chair Potter asked what is the first goal we should have.

Commissioner Rivera answered that she thought an inventory of what our City assets are is primary. We could do that by the next meeting to know what is missing and what we have.

Commissioner Meditch said she would also say we need to include people in our inventory as well.

Commissioner Rivera said yes, everything. We should also include businesses that cater to films, studios, crews and students.

Commissioner Meditch said and the digital environment.

Commissioner Shaening-Pokrasso said an inventory snapshot is valuable, but before that we need to define our boundaries. What are the types of entities we want to include.

Commissioner Pierce said we need categories. Does that extend to vendors.

Commissioner Meditch asked are we also talking about digital and documentaries.

Commissioner Gallegos said he thinks the Commission needs to talk about changing the name. That is one way to open the tent.

Commissioner Ellis said he agrees. A website is achievable over a three to six month period. He appreciates lobbying efforts but that won't happen soon. Part of the

issue of people leaving town they feel Santa Fe is turning into a retirement community for Peace Corp volunteers.

Commissioner Meditch said the website is a mid goal, not a short term goal.

Commissioner Shaening-Pokrasso said efforts to build the site are critical, then we open it up to everyone.

Commissioner Potter said she is seeing the Commission working on getting articles in the New York Times and other prominent publications.

Commissioner Shaening-Pokrasso said it is not simply a database but also a platform for storytelling cataloged in one place.

Commissioner Sontag stated it is a long term goal that we end up with a Santa Fe channel. A place where someone can put up their creation. If you make something here how do you get it out. Who is going to see it. That begins to change how the City is seen.

Ms. Nobel informed the Commission that the City has a government channel. It is an asset. It is a Public Assess Channel. The packet includes a high level look at the assents we have and strategy. This information is included herewith into these minutes as Exhibit "1".

Ms. Nobel said when looking at an inventory we need to look at the scope of the detail. Also, we can just change the name easily, however that requires a vote.

Commissioner Gollin regarding an inventory, it is not like inventorying cans of beans because it changes constantly and what are we considering an asset. We are not going to try to make a website that is permanent and perfect.

Commissioner Meditch said she agrees. We are partly building a community with this website so people know what is available and who is here to do things. The website will be a growing thing.

Commissioner Pierce asked would listing all these entities imply that they have been vetted in some way or have been through an evaluation process. We want to make sure we are not implying a recommendation.

Commissioner Meditch answered, yes we need qualifications and criteria.

Commissioner Rivera said the New Mexico Film Office has a database on their website as well.

Chair Potter said we will be working with other working groups as well.

Commissioner Sontag informed the Commission that there are proposals moving forward through the Community College for youth to have careers in film and digital. The group would be coordinating and understanding who is out there. They have already begun the processes where some monies could be made available for training programs for getting into a professional situation.

Commissioner Shaening-Pokrasso said he likes how this is forming into a road map of looking at the bigger picture. There might be an intermediate step between a general snapshot and a website. We can look at the bottlenecks and shortages so we are making an effort to fill in some gaps where shortages are. We can apply the abundances to areas where we need help. Once we have a snapshot we will be able to identify areas where we have shortages. The working group would identify shortages, and know if we are abundant in production then post production and animation. It would be good to see that. Then the working group could say how do we relate to the educational processes and apply some of our resources and efforts to fill in the gaps so the website will be whole.

Commissioner Potter stated the we can have a website working group and this activity would be helping with the website.

Commissioner Meditch said the inventory has to be a separate group from looking at database. How do we make sure we have all groups included and how do we tap the communities so we find those groups. We need to create buy in for what we are trying to do.

Chair Potter informed the Commission that the working groups can add people to them that are not on this Commission.

Commissioner Acton said he believes Councilor Ives said one of the goals of this Commission is providing jobs. Economic growth relates to tax revenue for the City of Santa Fe. That is what it is all about. Jobs and revenue. Is it worth it for Santa Fe to become South by Southwest or Sundance. We have to find some way to get movie tourists to come here. The County has four places now where TV productions can film. Three western towns and a stage. The County does not have as much of a hotel/motel industry as the City does. We need to talk to the County and figure out how we work with them to make sure people who land there stay here so we can capture the GRT.

Chair Potter stated there are really three big questions. What do we have and need. How do we tell people. How do we fund all this.

Commissioner Aubrey said we need to identify funding possibilities, public and private.

Commissioner Sontag commented that it seems that unfortunately it should be sequential. Until you know what is out there you can't do anything. After that, based on

a review of that we can find other working groups to address other issues. We are trying to do multiple groups.

Chair Potter said we can divide the inventory group into two or three areas.

Commissioner Meditch said City and County.

Chair Potter said we can have three inventory groups. Lets define the groups.

The groups collective response was that there should be a group focusing on the inventory of what we have and need regarding Film and TV, Digital and Gaming.

8. DISCUSS FORMATION OF WORKING GROUPS

Chair Potter said another working group could be a financial group. Maybe it is too soon for that but it is important. The possible future working groups we have talked about are finance and website.

Commissioner Shaening-Pokrasso said a financial group should look at State and private funding.

Commissioner Meditch asked are you talking political.

Commissioner Acton said if it is to look at a new revenue fund or piggyback on the existing funding that would be fine.

Commissioner Potter asked should we analyze this now.

Commissioners Aubrey and Acton said yes.

Chair Potter said this will be a group to investigate funding.

Commissioner Sontag said maybe there should be a third working group and it should be strategic planning. What is the dream of what Santa Fe should look like in the distance. What do we envision ending up with.

Chair Potter said that would be great for down the road.

Commissioner Sontag said we could do it now because it is a dream group.

Chair Potter said all of the working groups should include film, TV, digital and gaming in their deliberations.

Chair Potter lead a discussion about the formation of the working groups, membership and volunteers to chair the working groups. The following working groups were formed:

ASSET INVENTORY WORKING GROUP

Commissioner Elias Gallegos, Chair
Commissioner Shaening-Pokrasso
Commissioner Andrea Meditch
Commissioner James Lujan
Commissioner Nani Rivera

FINANCIAL WORKING GROUP

Commissioner Jim Gollin, Interim Chair
Commission James Lujan
Commissioner David Aubrey

STRATEGIC PLANNING

Commissioner Adam Shaening-Pokrasso, Interim Chair
Commissioner James Lujan
Commissioner Pamela Pierce
Commissioner Doug Acton
Commissioner David Sontag
Commissioner Andrea Meditch

Chair Potter suggested that the Commission now move to a discussion of Commissioner Sontag's suggestion to call ourselves the Santa Fe Film and Digital Commission.

Commissioner Sontag said we might change that to the Santa Fe Film and Digital Media Commission.

MOTION A motion was made by Commissioner Pierce, seconded by Commissioner Sontag, to rename the Commission as the Santa Fe Film and Digital Media Commission.

VOTE The motion passed unanimously by voice vote.

Ms. Nobel said that she will work with the Chair to move this forward.

Commissioner Gollin asked how does the process work in terms of the County nominating someone and the appointment of alternates.

Chair Potter said all of that is in the works. She spoke to the Deputy County Manager yesterday and Susan and she is lobbying County Commissioner Stefanics and others.

Commissioner Pierce said she will speak with Catherine.

Ms. Noble said the creation of alternates is in the revised Resolution. Also she reminded the Commission that you can't vote or be considered for a quorum if you participate in the meeting by phone. The appointment of alternates will help us to be able to achieve a quorum. The revised Resolution is scheduled to be passed at the end of April. The Mayor in consultation with the Chair will nominate the alternates. The nominees will be considered by the Council in May.

Commissioner Sontag asked will there need to be some editing to the Resolution with the new name.

Ms. Noble said yes, she will take care of that. Our Legislative Affairs folks will prepare the language.

Commissioner Meditch asked what about our relationship to the Council. Maybe we could have a City Councilor as a member.

Chair Potter said there are so many people who want to be on this. She will bring it up with the Mayor.

Commissioner Pierce said she understands there is a Board for the Film Office. How do we work with them.

Mr. Randall informed the Commission that they have worked hard to get a Film Office for the City and for the City and County to work together. David Grisholm is the Economic Development Director for the County. He was here. We initiated a joint City - County effort to create the Santa Fe Film Office. It will be the demise of the non profit and their Board. We will try to incorporate whatever efforts they put forth so far. If there are a few people who want to work with City and County in the formation of the Film Office, in addition to Chair Potter, you are welcome.

Chair Potter said Commissioner Rivera and Commissioner Acton will participate and thank you for the invitation.

Chair Potter said she wanted everyone to know how much she appreciates them

and the time and efforts they are devoting to this effort. Also, she would like to have a brief visit with Jim, Elias, Adam and Kate at end of this meeting.

9. QUESTIONS FROM THE PUBLIC

Chair Potter asked for any questions from the public.

Mr. Randall said you have probably heard that we have an issue of the City facilities vs the County facilities. We really want the City and County to be seen as one. This Commission is supporting both. We need to serve both those masters and pull those Governing Bodies together. What you are doing is so critical for economic development and tourism. We have done well with film and TV and digital so far but we think it can be much greater. Every individual has done a lot to help. If we all work together it will be great. We need to interface with the State and other organizations such as the offices in Albuquerque and Las Cruces, but especially the State. Santa Fe gets bypassed often by the State. We have not been noisy enough to get our fair share. We will keep the State Film Office on our radar. Deborah is an amazing Chair. Thank you to all of you.

Ms. Ives informed the Commission that she worked for the State Film Office. She offered to help with website and the database. She uses a program called Reels Scout. Kate has her information for contact purposes.

Commissioner Pierce said she is such a great resource.

Ms. Ives said Santa Fe has to be very active in keeping up with the information because the State will not keep up. It is something to investigate.

Commissioner Shaening-Pokrasso asked would what we do at the City level populate the State program with Reels Scout.

Ms. Ives said it is possible. There has to be an editor. The State does not have administrative resources to do that.

Commissioner Pierce said so monitoring it would be a continual issue.

Commissioner Shaening-Pokrasso said maybe we could add that to the agenda for the working group on the website.

Ms. Ives said there is a cost but it is worth investigating.

Ms. Noble informed the commission that Ms. Ives is doing a small contract for the Economic Development Division. Some of it will be assessing what we have and what

the gaps are. It might be appropriate to meet with the Asset Inventory Group. She is an incredible resource

10. NEXT MEETING DATES

MAY 3, 2016, 10:00 AM AND June 7, 2016, 10:00 AM.

Chair Potter went over the next meeting dates.

Ms. Nobel said she is hoping to be meeting here in this meeting room.

Chair Potter said we are aiming for the first Tuesday of the month. She can't be here for two of the months. The months of July and September. The Mayor asked that we not meet then.

Ms. Nobel said the two meetings following June will be August 2nd and October 4th.

Chair Potter said at the meetings we will ask each of the working groups to give us a report of their meetings and progress. She will join the working groups as often as she can.

10. ADJOURN

Chair Potter said this was a great first meeting. Thank you all.

The meeting adjourned at 11:40 AM.

Deborah Potter, Chair



Elizabeth Martin, Stenographer



May 2, 2016

We have been asked by a couple of people to provide you with verifiable data to help you in your discussions. Here's what has been requested, plus a couple of updates and comments.

We currently have six projects in Santa Fe: Two major motion pictures (one Netflix) from Steven Sideburgh and the team that brought you *Sicario*; together they are budgeted at more than \$100 million. Both are shooting at Santa Fe Studios. One medium budget comedy with A-list actors Paul Rudd and Steve Coogan. A major Western in prep from an award-winning director and an Academy award-winning actor. Two TV series, one currently shooting and one on hiatus. Right now we are at or over capacity on studios. Discussion about marketing should take that into account, especially for the summer. We have spent several hours researching and can find no other city even close to our size that has as much production. Most cities of less than 100,000 would struggle to handle two projects, far less \$200 million worth of projects.

Both this autumn and spring 2017 look good. We have a reasonable shot at *Longmire* coming back and *Graves* shooting through the winter again. The Netflix project should be here till the end of the year. As usual for Santa Fe, several reality and travel shows have applied for permits so far this year and we expect that trend to continue. We just wrapped two pilots. One of the interesting things about New Mexico in general has been the extraordinarily high pickup rate of pilots. Usually there is a 1 in 15 or 1 in 20 chance that a pilot goes to series. In New Mexico, our rate is run well over 50%. I think that's a testament to our incentive structure and to the competent and professional crews here.

We believe that this would be a good time for the county to commit to the IRB's for Santa Fe Studio's expansion. The only major shooting set unoccupied right now is the former Manhattan set at SFUAD, which has yet to be turned back over to the state from Lionsgate. Shoot Santa Fe's partner Los Alamos County received much of the set dressing and props from the show and the wardrobe was purchased locally here and has been added to our inventory of what is available for other movies.

Some suggestions we would like to offer: adding to the inventory of what we already have is something the film commission should take a look at. It would be helpful for low-budget pictures to be able to access wardrobe, set dec, props, etc., from major shows. A local business that operates a consignment gallery has identified space and is setting up just that sort of inventory. This should be a model for other businesses in Santa Fe.

We have heard that discussion has taken place around film financing. Shoot Santa Fe has been involved in several models and has helped facilitate financing for some successful (and some not so successful) projects. However, by taking a conservative approach no money has been lost to investors. Jobs were created as well as training opportunities and vendor sales, and finished product was supplied by the filmmakers. There are several things the city and county could do relating to the assignability of the rebates that could help Santa Fe-based filmmakers complete projects that could be monetized. This is something we're going to continue to do and were happy to involve anyone who brings something positive to the table.

From us: we just published a 32-page document on filming in rural New Mexico in which we included a two-page ad for Shoot Santa Fe. Our main focus was Spaceport America and we included the program for the Truth or Consequences film festival that we're working with this weekend. We intend to distribute this document to professional location managers and others in the coming months. We just returned from AFCI; the Santa Fe film liaison had a booth shared with the state film office that won first prize for design. Traffic was heavy and positive.