Santa Fe Film Festival

Invoice

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Attention: Phyllis Ortiz

Santa Fe Lodgers' Tax Advisory Board (OTAB) peortiz@ci.santa-fe.nm.us Office: <u>505-955-6214</u>

Date 4/8/16

60 WE San Francisco Street Santa Fe NM 87501 T505 988 7414 F505 989 3659 nani@santafefilmfestival.com

Nani Rivera Executive Director 60 WE San Francisco Street Santa Fe, NM 87501

Description	Unit	Rate	11 	Total
Grant Reimbursement			\$ 8	5,000.00
			\$	0.00
			\$	0.00
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		Subtotal	\$	5,000.00
A STATE OF A STATE OF A STATE OF A		Total	\$	5,000.00

For Advertising and Promotion of the 2015 Santa Fe Film Festival December 2-6, 2016 and promoting tourism in Santa Fe.

Warm Regards, Nani Rivera



Santa Fe Film Festival - 2015

Santa Fe OTAB Marketing Grant - Final Report Amount of Award - \$5,000

The 15th Annual Santa Fe Film Festival took place December 2 - 6, 2015. There were approximately 100 events at the 2015 Santa Fe Film Festival through screenings, panels, workshops, parties and festival headquarters located at the Hotel Santa Fe Hacienda & Spa. Attendance multiplied from over 4k in 2014 to 14,207 in 2015. Many of the events were sold out or full. 2,005 Tickets were sold and 8,500 tickets were donated to local community members for screenings and events. In fact we had to turn away attendees to various events due to that reason. Nearly every celebration event had to make guests wait outside in line for people to leave so they could enter without breaking fire code.

The longest running film festival in the state of New Mexico, the Santa Fe Film Festival prides itself on being one of the world's most renowned film festivals. Film has a deep history in NM, and, like green chile added to every imaginable dish, NM flavor permeates everything we do as we invite the world to have the Santa Fe arts and culture experience while highlighting our local filmmakers and stories. Our history of bringing Oscar winning films to be enjoyed in our unique landscapes and venues is unrivaled. Santa Fe has over 5 unique venues that highlight our architecture and culture to show films, impressive for such a small city.

Hundreds of filmmakers, crew and performers (from the films in our festival) have said great things about Santa Fe and now want to spend more time here.

Our team truly believes that the Santa Fe Film Festival is an inheritance of Santa Fe and the State of New Mexico. We were once one of the top ten film festivals in the world, this year the festival has garnered incredible attention and we have found that it's name is still renowned, respected and a desirable experience globally.

1. Post Event explanation of expenditures and revenue.

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The The budget for the 2015 festival was approximately \$107,023.70 with a revenue of approximately \$107,644.11. At least \$21,188.31 was spent on marketing efforts.

We used Newspaper, Magazine, Radio, TV and much more including the Albuquerque Journal, Santa Fe Reporter, Santa Fe New Mexican, indiewire magazine & Moviemaker Magazine to market and advertise our event.

Over four thousand of our attendees were from out of town and our efforts were hugely successful as we reached the popular social media platform "Tinder" records during the event.

Next year we plan to market through the same avenues and would like to expand into more out of state marketing efforts.

2. Descriptive breakdown of how the event directly produced tourism revenue (i.e. # of attendees, participants, number of room nights).

The festival generated 2,042 rooms nights. Many of the hotels and restaurants have told us that this could have been the slowest weekend of the year had it not been for the Santa Fe Film Festival. The first weekend in December is the second to lowest occupancy weekend of the year according to the Santa Fe Tourism department. The economic impact of our event is impressive. Our only challenge was maintaining all of the energy created. Our team of volunteers used all of their skill sets, going the extra mile to make sure our celebrities, filmmakers and guests of all kinds from multiple areas of the world, experienced Santa Fe in a special way. Our guests came from England, Sweden, Iran, Mexico, Argentina and more.

3. An estimate of economic impact other than hotel room-nights

People from all over the world and the state visit the festival. Our featured hotel was sold out throughout the festival, which occurs (intentionally) during the lowest occupancy rate of the year. It is estimated that the 2015 festival provided an economic impact of over \$2 million. This, combined with \$3 million that came to NM to produce 2013's Shoot Santa Fe Pilot Project winner comes out to over \$5 million in economic impact for the City of Santa Fe & State of NM.

The month leading up to the 2015 festival saw 61,366 page visits and 8,447 unique users on our website. We have an email list of over 8,000 and our Facebook posts reach over 20,000 people per week. We also prominently display the NM True logo at all of our panels and events

Name of Organization Santa F	Fe Film Festival	
Amount of Grant: \$5,000		
Date Awarded 6/5/15		
Specify other revenue Sources contacted/granted:	New Mexico Arts	\$_3,352
	Santa Fe Arts Commission	\$ 4,000
S	anta Fe Economic Development	\$ 5,000

NOTE: All expensed items must be directly related to promotion, advertising and marketing.

Categories	Description	Projected <u>Expenses - Reve</u>	Actual enue <u>Expenses - Revenue</u>
Newspaper	GFT/SFNM/Reporter	<u>\$10,000 - 40,000</u>	<u>\$ 5,816.03 - 115,600.00</u>
Magazine	Hollywood Reporter	<u>\$5,000 - 15,000</u>	<u>\$ 2,094.00 - 72,400.00 </u>
Poster	Annual Poster	<u>\$</u> 5,000 _ 10,000	<u>\$</u>
Brochure	Catalogue	<u>\$5,000 - 10,000</u>	\$
Radio		\$	<u>\$ 1,623.75 - 27,500.00 </u>
TV		<u>\$</u>	<u>\$ 214.38 - 22,300.00</u>
Creative		<u>\$</u>	<u>\$ 3,841.63 - 89,300.00 </u>
Printing		<u>\$</u>	<u>\$ 3,446.80 - 63,600.00 </u>
Postage		<u>\$</u> -	<u>\$</u>
Direct Mail		<u>\$</u> -	<u>\$ 403.75 - 53,700.00</u>
Production		\$	<u>\$ 1,673.02 - 59,500.00</u>
Web site		<u>\$</u> -	<u>\$ 2.074.95 - 45.300.00</u>
Other (specify	/)	<u>\$</u>	<u>\$</u>
TOTALS:		<u>\$ 25,000 _</u> 75,000	<u> \$21,188.31 - 549,200.0</u> 0

Total Hotel/Motel Rooms Filled:

2,042









Santa Fe Film Festival

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Attention: Phyllis Ortiz Administrative Assistant Tourism Santa Fe 201 West Marcy St. Santa Fe, NM 87501 Date: 11/23/15

Project Title: OTAB SFFF 2015

Description	Venue	Date	Cost	
Design & Administrative Work	Nicole Davis	8/31/15	\$ 1,2	220
TV Interview	KOB 4	11/10/15	\$2	214
Designing ads	Rick Regan	11/13/15	\$2	200
Design & Administrative Work	Nicole Davis	11/17/15	\$2	200
Magazine Ad	Filmmaker Magazine	11/23/15	\$2,4	400
Radio Ads	Hutton	11/23/15	\$8	312
Total Expenses		Total	\$ 5,0	046
Total Reimbursement Request		Total	\$5,0	000

Thank you for supporting the Santa Fe Film festival!

Sincerely yours,

NaNi Rivera

Executive Director Santa Fe Film Festival O: <u>505-988-7414 x102</u> C: <u>505-629-6875</u> <u>director@santafefilmfestival.com</u> <u>santafefilmfestival.com</u> Physical Address 60 W. San Francisco Street, Suite 307 Santa Fe, NM 87501 Mailing Address PO Box 2167 Santa Fe, NM 87504

KOB-TV REQUEST FOR NEW ADVERTISER PROFILE

Each shaded field must be filled out completely before your profile can be processed. Hit the Tab button to advance to the next field.

Today's Date:	04/06/15
Station:	KOB
Direct OR Agency Discount:	direct
Taxable (Yes/No):	yes
New Business/End Date:	<u>04-06-15 to 04-06-16</u>
Advertiser Name:	NaN: Rivera
Agency Name:	Santa Fe Film Festival
Billing Street Address:	60. W San Francisco ST. SUIGSON
City:	<u>Schlafe</u> State <u>NM</u> Zip: <u>87</u> 504
Phone: 5	65-988-7414 Fax:
Contact Name:	No.N: Rivera
List exactly how hame should appear on invoice (if c/o billing):	NaN: Rivera / SFFF
Product Code:	<u>MD1</u>
Demographic:	HH .
Sales Rep:	Daniel Gutierrez
Schedule Dates:	11-10-15
Dollar Amount:	<u>\$200</u>
Credit Terms: (ie Cash in Advance, use limits for warnings etc.)	<u>Cash in advance</u>
Electronic Billing IDB#	·

Invoice

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Attention:

NaNi Rivera

Executive Director Santa Fe Film Festival O: <u>505-988-7414 x102</u> C: <u>505-629-6875</u> <u>director@santafefilmfestival.com</u> <u>santafefilmfestival.com</u>

60 W. San Francisco Street, Suite 307 Santa Fe, NM 87501 Mailing Address PO Box 2167 Santa Fe, NM 87504

Date	Service	Amount
8/25/15	Marketing material produced, commercials, ads, social media, administrative,	\$1220.00

It is a pleasure doing business with you.

Thank you

Nicole Davis nicole.davis.film@gmail.com 505-795-9515

Invoice

Attention:

NaNi Rivera

Executive Director Santa Fe Film Festival O: <u>505-988-7414 x102</u> C: <u>505-629-6875</u> <u>director@santafefilmfestival.com</u> <u>santafefilmfestival.com</u>

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60 W. San Francisco Street, Suite 307 Santa Fe, NM 87501 Mailing Address PO Box 2167 Santa Fe, NM 87504

Date	Service	Amount
11/15/15	Marketing material produced, commercials, ads, social media, administrative,	\$200.00
	TOTAL	\$200.00

It is a pleasure doing business with you.

Thank you

Nicole Davis nicole.davis.film@gmail.com 505-795-9515



INVO]

OneHeadlightInk LLC

5528 Overlook Dr. NE	INVOICE NO.	Q4TY1501- SFFF
Albuquerque, NM 87111	DATE	November 10, 2015
505.510.1006	CUSTOMER ID	SFFF
TO: Santa Fe Film Festival	ATTN:	Nani Rivera

Santa Fe Film Pestival	141 I 194	
60 W. San Francisco Street, Suite 307	PHONE:	505-988-7414 x102
Santa Fe, NM 87507		

REP	јов	SHIPPING SHIPPING METHOD TERMS	RUN DATES	PAYMENT TERMS
VH	Out of state advertising	www	10/30/15 - 12/6/15	COD
QTY	ITEM #	DESCRIPTION	UNIT PRICE	DISCOUNT
1	Movie Maker Magazine	Online 10/30 – 12/6 Plus print ad in special Film Festival Winter Edition	1,194.00	
1	Filmmaker Magazine	Large web ad 11/17 – 12/3	2,400.00	
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CREDIT: -0-	SUBTOTAL
	TAX RATE
	TAX
Notes:	CREDIT
Email additional content/revisions to christa@oneheadlightink.com	BALANCE

Make all checks payable to OneHeadlightInk **THANK YOU FOR YOUR BUSINESS!**

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	DUE DATE
	Upon Receipt
Carlo Carlo	LINE TOTAL
	1,194.00
	2,400.00
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	\$3,594.00
	0.07
	\$258.32
	\$0.00
	\$3,852.32

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Attention NaNi Rivera	Executive Director
Name	Santa Fe Film Festival
Address	60 W. San Francisco Street, Suite 307 Santa Fe, NM 87501
Phone	<u>505-988-7414 x102</u>
Design Work on Adds	\$200

Santa Fe Film Festival

Attn:NaNi Rivera Executive Director Santa Fe Film Festival O: 505-988-7414 x102 C: 505-629-6875

director@santafefilmfestival.com santafefilmfestival.com

Physical Address 60 W. San Francisco Street, Suite 307 Santa Fe, NM 87501 Mailing Address PO Box 2167 Santa Fe, NM 87504



Non-Profit Weekly Advertising Package

Affordable advertising for our non profit community.

Radio – 3 weeks November 16 – December 5, 2016 Weekly Schedule:

- 15x :30 radio commercials to run on six stations 5a-8p Monday Sunday.
- 15x :30 radio commercials to run on sixkarn stations 5a-Midnight Monday Sunday.
- 10x live liners on FM stations. (Can be updated weekly)
- Live mentions of events by staff (in exchange for 30 press passes)
- Interviews based on availability (Richard Eeds / Honey Harris / Ira Gordon)
 - On-Air Giveaways Nov 30 Dec 4 on KVSF-FM / KBAC-FM 1x pair per station per day.
- Includes open / giveaway / wrap up.
- Santafe.com Features
- · Santafe.com calendar events.

Total: 540 :30 radio commercials/ 60 liners – interviews, promos, giveaways, santafe.com features and calendar listings..

Total Marketing Value: \$14,850

Total Marketing Investment : Storyteller Sponsorship Package and \$750 cash + tax. \$812.34 Total

Date:

*Payment due by December 1,2016.





Client OK:





SANTAFE SANTAFE.COM

SANTA FE

Hutton to receive: Storyteller Sponsorship Package - customized

Logo on all festival advertising and at festival events: festival catalog, banners, e-blasts, website, gala. Full-page ad in festival catalog Onscreen logos before films Placement in the New Mexico Film Week with Shelley Carney Show. 30 press All Access Passes Hutton Broadcasting Santafe.com Press Pass 20 tickets to Santa Fe Film Festival films for on-air giveaways.









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SANTAFE SANTAFE.COM

Non-Profit Weekly Advertising Package Affordable advertising for our non profit community.	Radio – 3 weeks November 16 – December 5, 2016 Weekly Schedule: • 15x :30 radio commercials to run on six stations 5a-8p Monday – Sunday.	 10x live liners on FM stations. (Can be updated weekly) 10x live liners on FM stations. (Can be updated weekly) 10x live mentions of events by staff (in exchange for 30 press passes) 10. Interviews based on availability (Richard Eeds / Honey Harris / Ira Gordon) 10. On-Air Giveaways – Nov 30 – Dec 4 on KVSF-FM / KBAC-FM 1x pair per station per day. 10. Includes open / giveaway / wrap up. 2. Santafe.com Features 	Total: 540 :30 radio commercials/ 60 liners – interviews, promos, giveaways, santafe.com features and calendar listings	Total Marketing Investment:Storyteller Sponsorship Package and \$750 cash + tax. \$812.34 Total *Payment due by December 1,2016.	Date:	THE VOICE OF SAMPLE SANTAFES
Santa Fe Film Festival Attn:NaNi Rivera Executive Director	Santa Fe Film Festival O: <u>505-988-7414 x102</u> C: <u>505-629-6875</u> <u>director@santafefilmfestival.com</u> santafefilmfestival.com	Physical Address 60 W. San Francisco Street, Suite 307 Santa Fe, NM 87501 Mailing Address PO Box 2167 Santa Fe, NM 87504	E FILM FESTIVAL			and Head

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Hutton to receive: Storyteller Sponsorship Package - customized

Logo on all festival advertising and at festival events: festival catalog, banners, Placement in the New Mexico Film Week with Shelley Carney Show. 20 tickets to Santa Fe Film Festival films for on-air giveaways. **Hutton Broadcasting** Full-page ad in festival catalog **Onscreen logos before films** 30 press All Access Passes e-blasts, website, gala. Santafe.com Press Pass











1400m) SANTAFER SANTAFE.COM

1 1102 95-101/1070 SANTA FE FILM FESTIVAL PO BOX 2167 SANTA FE, NM 87504 11-23-15 DATE \$ 812.34 DOLLARS Beburliy Festitian Datalia on 988-3200 Ser F.D.I.C. Gunla (505) (FOR 107001012::1102=01450362=01



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The New Mexico Film Office Announces "t@gged" to film in New Mexico. <u>Click here to read the press release.</u> Due to the success of our first winner "t@gged" to start filming a series the month of September 2015, the 3rd Annual Shoot Santa Fe Pilot Project and has extended the deadline for submission. Extended deadline runs October 1st through November 30th at <u>http://santafefilmfestival.com/index/</u> <u>submit-a-film/</u>



Santa Fe film businesses provided the filmmakers the resources to create their pilot <u>"#hashtag"!</u>

- Cash from Shoot Santa Fe (Santa Fe Economic Development)
- Crew hours from IATSE
- Christa Valdez, Founder of
 Oneheadlightink.com for PR and
 Publicity
- City of Santa Fe Film Office
- Product from Elliot Location
 Equipment Rentals
- Product from Duke City Gourmet
- Camera rental from Panavision
- Santa Fe Studios and TM Equipment Rentals

Congratulations to Santa Fe Film Festivals 1st Annual Shoot Santa Fe Pilot Project Winner "t@gged"! The festival is proud to help local filmmakers and thanks the Santa Fe Economic Development Department, IATSE Local 480, Elliot Location Equipment Rentals, Duke City Gourmet, Panavision, Santa Fe Studios and MBS for their generous support to make this NEW MOFFICE

Nick Maniatis Director

FOR IMMEDIATE RELEASE August 16, 2015 Contact: Angela Heisel (505) 827-0309

The New Mexico Film Office Announces "t@gged" to film in New Mexico

SANTA FE — New Mexico Film Office Director Nick Maniatis announced today that the Digital Series "t@gged" will be produced in the state at the end of September through mid October in Santa Fe and Albuquerque. Directed by Hannah Macpherson.

"As a third generation New Mexican who recently moved to Los Angeles, I couldn't be happier to return to my home state to tell this thrilling story in a place so beautiful and electrifying with the most talented people in the business," said Macpherson.

The production will employ at least 60 New Mexico crew members and approximately 250 local background talent.

"This is a special production," said Director Maniatis. "One of the greatest gifts of a healthy and active film industry is that it gives access and opportunity for New Mexicans to tell their own stories in film and media."

"t@gged" is the story of three teenage girls who must figure out who tagged them in a disturbing online video of a stranger being shot before the killer comes after them.

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Visit the New Mexico Film Office online at <u>nmfilm.com</u>

1100 St. Francis Drive Suite, 1213 | santa fe, new mexico | 87505 505.476 .5600 p | 505.476.5601 f | <u>info@nmfilm.com</u> | nmfilm.com a division of the new mexico economic development department





SANTA FE

"GAME OF DRONES"

Saturday December 5, 2015 Classes & Workshops: 10:00am – 11:00am Good Drone v. Bad Drone 11:15am – 12:15am Drone Technology 1:00pm – 2:00pm Free Fly

Santa Fe Film Festival Drone Film Contest Requirements: Must be < 5 min. in length 50% or more must be shot using a drone or UAV Categories: Narrative, Landscape or Extreme Sports/X factor

A select group of film & television professionals and drone cinematographers will make up the festival jury. Festival selections will be announced on or around November 30th, 2015.

Full details at: SantaFeFilmFestival.com

SANTA FE FILM FESTIVAL

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TUNE-UP

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December 2 - 6, 2015 We're hosting a range of sessions from acting and makeup to headshots, along with audition opportunities and our immensely popular casting panel. Mingle with film and TV pros as you fine-tune your craft and show your best work. FOR MOR INFORMATION: SANTAFEFILMFESTIVAL.COM











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