

## APPLICANT TAOS SKI VALLEY INC. WITNESS AND EXHIBIT LIST

TSVI

**BEFORE THE VILLAGE COUNCIL  
OF THE VILLAGE OF TAOS SKI VALLEY**

**AT: SPECIAL COUNCIL MEETING  
MARCH 21, 2023, 3:00 P.M.**

***For: The Appeal of the Decision of the Village of Taos Ski Valley's Planning and Zoning Commission (February 6, 2023) Granting a Conditional Use Permit (CUP) to the Taos Ski Valley, Inc. for its Hotel St. Bernard Property***

**APPELLEE / APPLICANT TAOS SKI VALLEY, INC.'S  
WITNESS AND EXHIBIT LIST**

The Appellee and Applicant for a Conditional Use Permit (CUP) for its Hotel St. Bernard Property (HSB), Taos Ski Valley, Inc. (hereafter "Appellee" or "Applicant" or "TSVI") hereby files its Witness and Exhibit List pursuant to paragraph 3 (Witnesses) and paragraph 4 (Exhibits) of the "Procedures for Appeal Hearing Before the Village Council From Decision of the Planning and Zoning Commission Approving Conditional Use Permit for Hotel St. Bernard" issued by the Village on March 10, 2023:

APPELLEE/APPELLANT/TSVI'S LIST OF WITNESSES

1. Peter J. Talty, TSVI,
2. Carl Pearson, Hart Howerton Architects & Planners,
3. Jay Lazarus, Glorieta Geoscience, Inc.,
4. Tappan Mahoney, Dennis Engineering,
5. Chaz Rockey, TSVI,
6. David Norden, TSVI,
5. Joseph F. Canepa, Esq., Canepa & Vidal, P.A. (appearing as attorney for Appellee for cross examination) of Appellants only).

APPELLEE/APPLICANT/TSVI'S LIST OF EXHIBITS

1. All materials and exhibit slides presented by Carl Pearson at the February 6, 2023 Planning and Zoning hearing on Applicant's CUP for its HSB (In the Record on Appeal by Village Council's "Procedures, Etc.", paragraph 2).

2. Taos Ski Valley, Inc.'s Objections and Responses to Village of Taos Ski Valley's "Staff Report (Revised and Updated): Conditional Use Permit: Hotel Saint Bernard, 112 Sutton Place" filed January 30, 2023, and Exhibit 1 (log of TSVI's communications with Planning Officer), Exhibit 2 (Staff Report on Brownell Chalet CUP dated 9/13/21), and Exhibit 3 (Strawberry Hill Valet and Staff Parking Option and ACE 2018 jurisdiction letter regarding Wetland delineation / respecting 15 foot buffer setback per Village Ordinance). (In the Record on Appeal by Village Council's "Procedures, Etc.", paragraph 2).

(New Exhibits to be Presented by Appellee TSVI at Appeal Hearing March 21, 2023)

3. Sutton Crossing Safety Option 1 (this is the same Exhibit Appellee/Applicant/TSVI presented at the February 6, 2023 Planning and Zoning HSB CUP hearing (provided here for comparison to Options 2 and 3 below).

4. Sutton Crossing Safety Option 2.

5. Sutton Crossing Safety Option 3.

6. Hotel St. Bernard On-Site Parking for All HSB Guests in the HSB.

7. TSVI's Off-Site Staff Parking / Work Force Housing / *Santa Fe New Mexican* article dated March 12, 2023.

8. Hotel St. Bernard: Village Water Distribution.

9. All emails produced by Village on Appellee/Applicant/TSVI's Amended IPRA Request dated March 7, 2023, between the named Appellants therein and Village Planning Officer Nicholson and/or Commissioner/Councilor Caldwell. (Not yet produced at time of filing this Exhibit List on March 14, 2023).

CANEPA & VIDAL, P.A.

By: 

Joseph F. Canepa  
Attorney for Appellee/Applicant  
Taos Ski Valley, Inc.  
P.O. Box 8980  
Santa Fe, NM 87540-8980  
(505) 982-9229  
[jfcanepa@newmexico.com](mailto:jfcanepa@newmexico.com)

I certify that on March 14, 2023, a copy of this Witness and Exhibit List, together with new Exhibits 3-6, were emailed to the following:

Ann Marie Wooldridge, Village Clerk  
[awooldridge@vtsv.org](mailto:awooldridge@vtsv.org)

John Appel, Esq., Village Attorney  
[jappel@coppler.com](mailto:jappel@coppler.com)

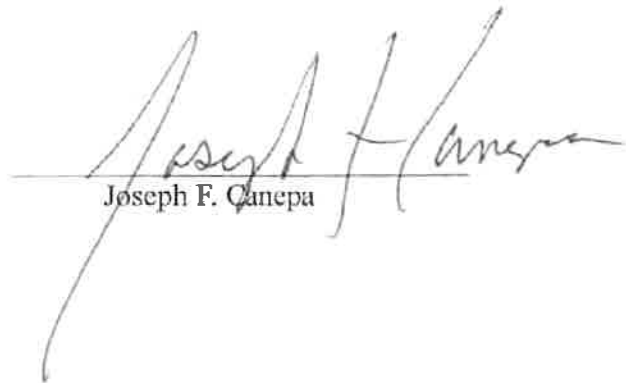
Tom Wittman, Village Mayor  
[topwit@aol.com](mailto:topwit@aol.com)

John Avila, Village Administrator  
[javila@vtsv.com](mailto:javila@vtsv.com)

And sent by email/mail to:

Named Appellants Paying Appeal Filing Fee:

J. Scott Hall and Chris Hall  
Felicia Weingartner and Tom Weingartner  
Robert W. Leland and Robyn H. Leland



Joseph F. Canepa

# Hotel St. Bernard

Upper Sutton - Streetscape Improvements

CUP Approved Option #1

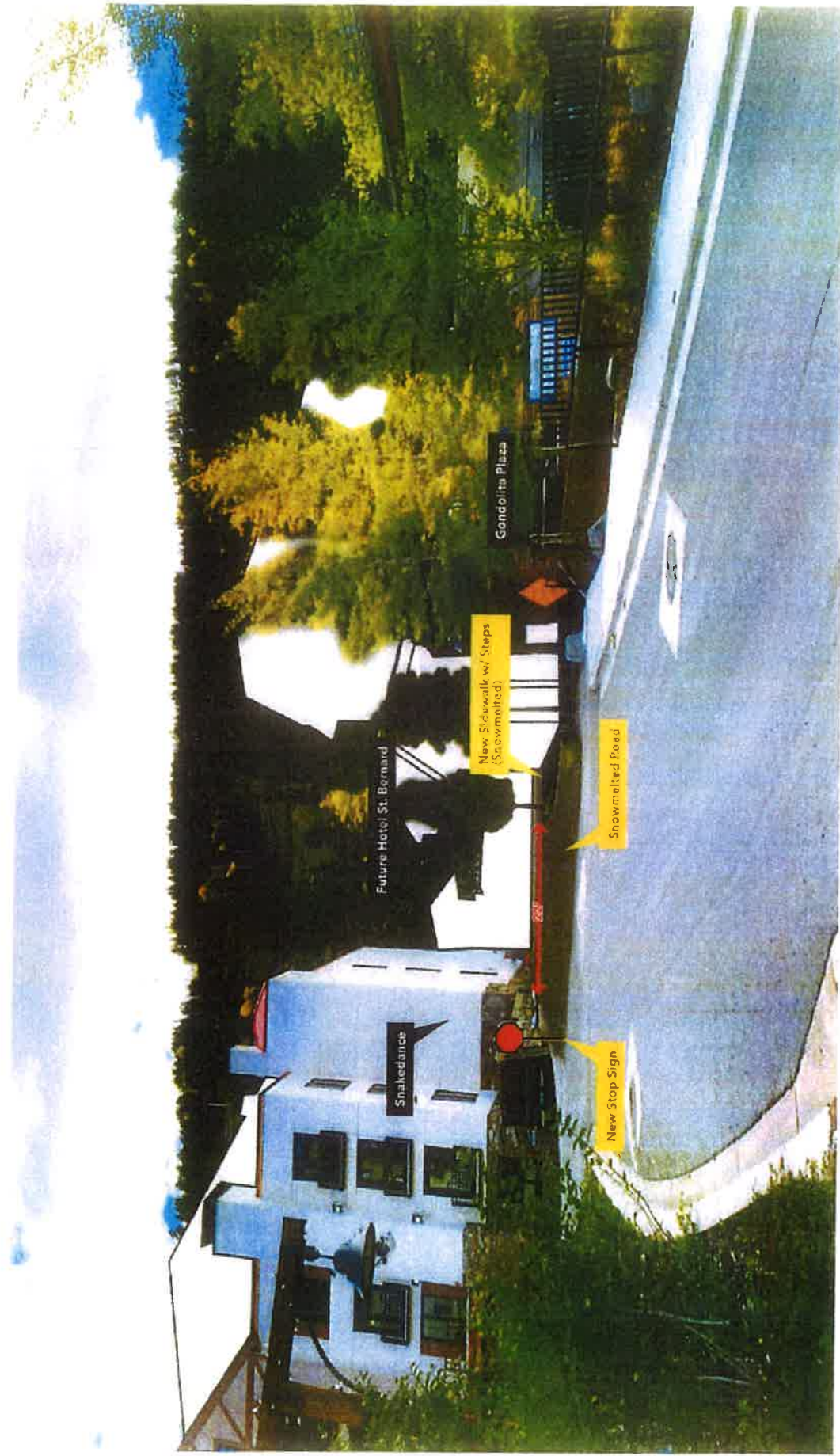
January 2023





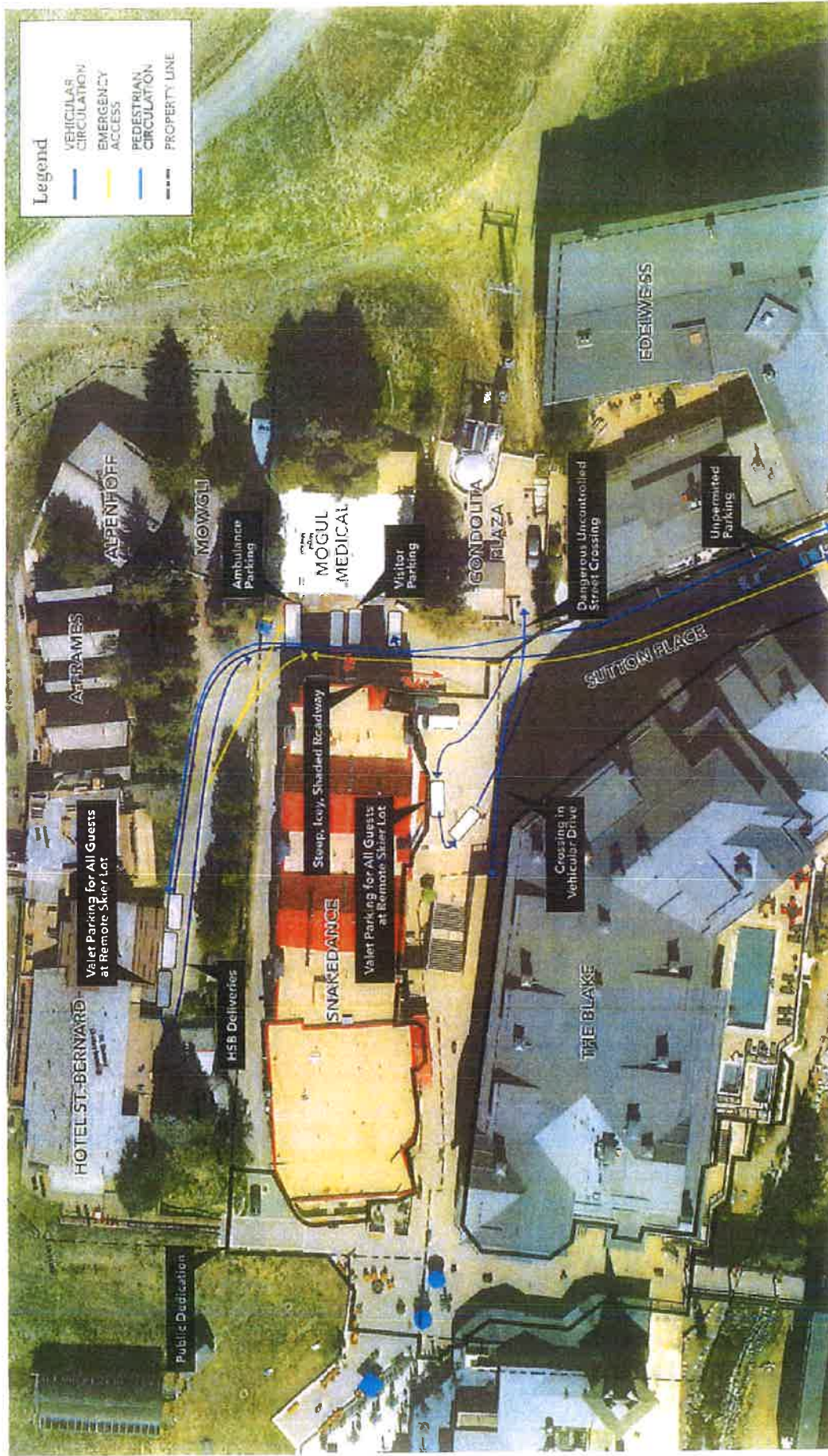
Sutton Place | Existing Condition





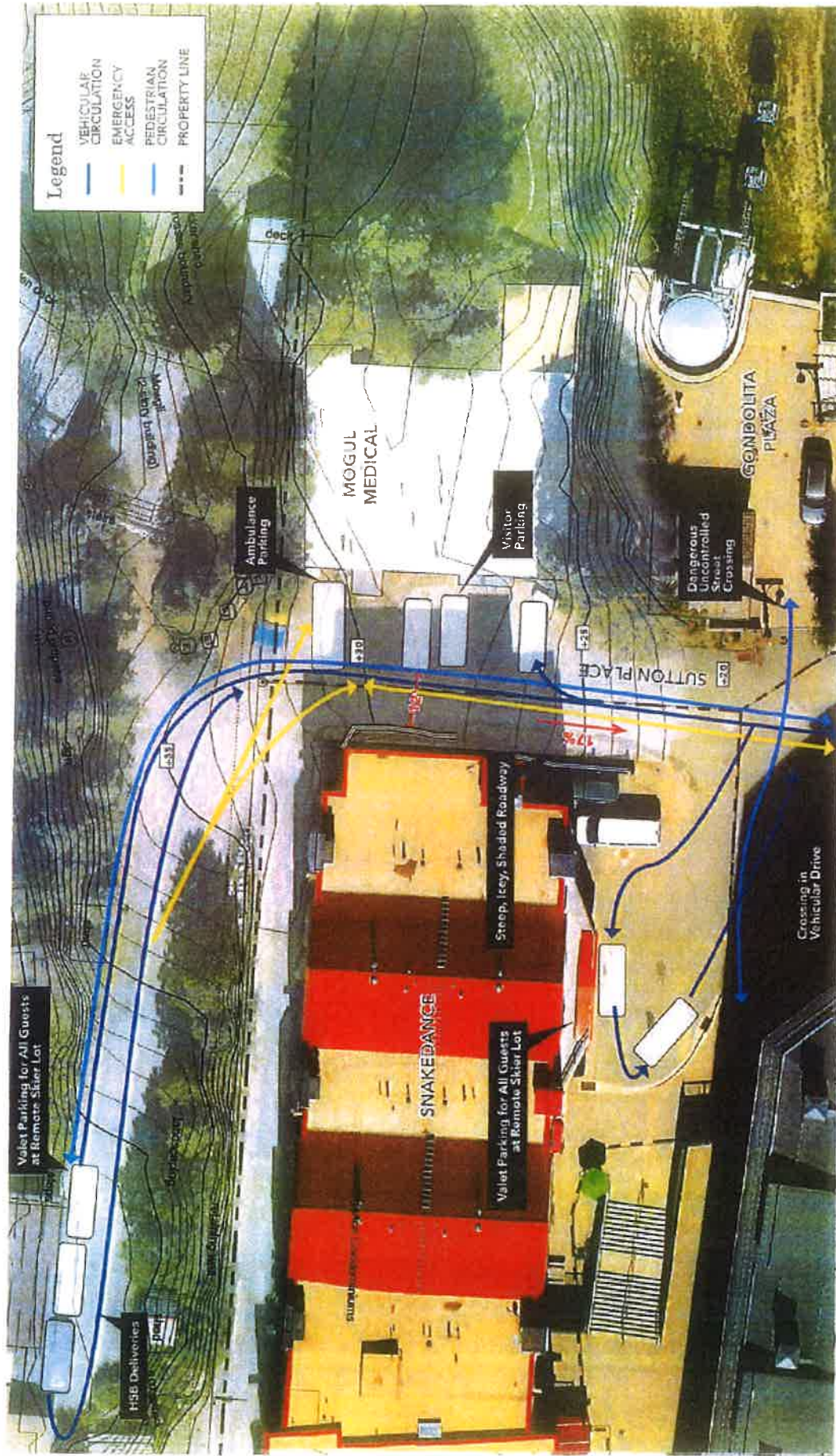
Sutton Place | Proposed Condition





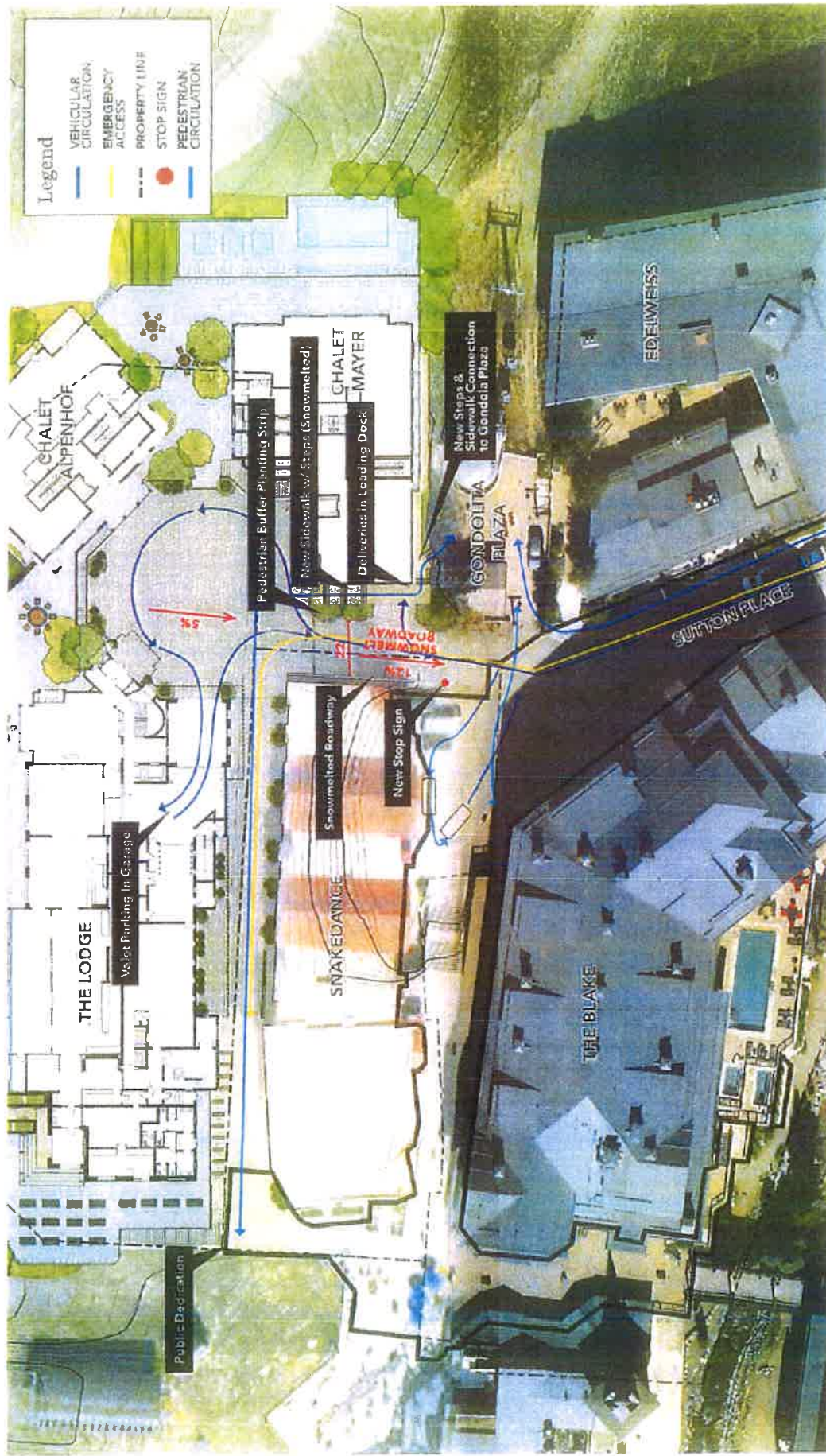
Overall Site Plan | Existing





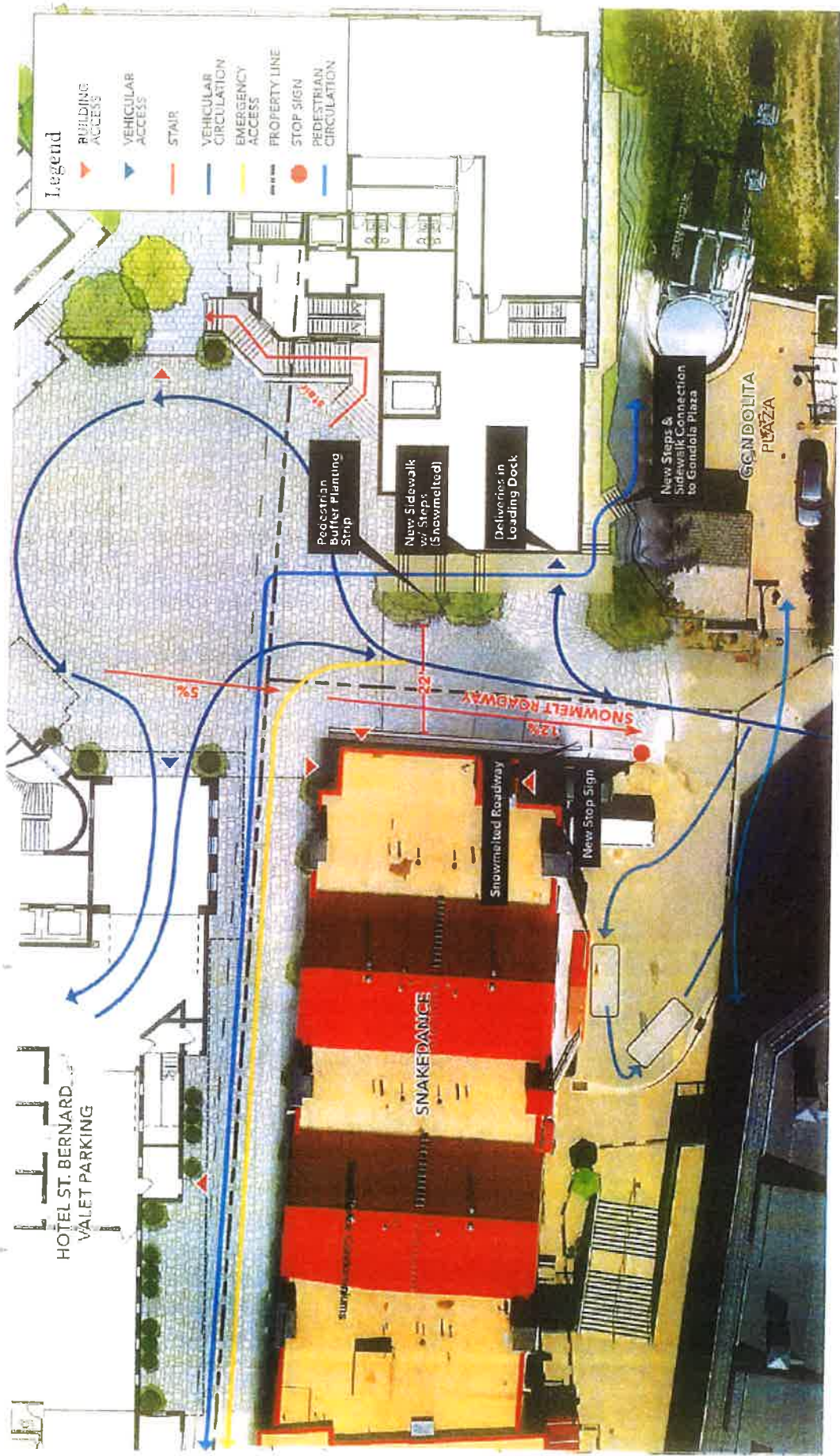
Sutton Place + Place St. Bernard | Existing





Overall Site Plan | Proposed Design





Sutton Place + Place St. Bernard | Proposed Design



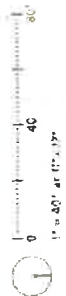
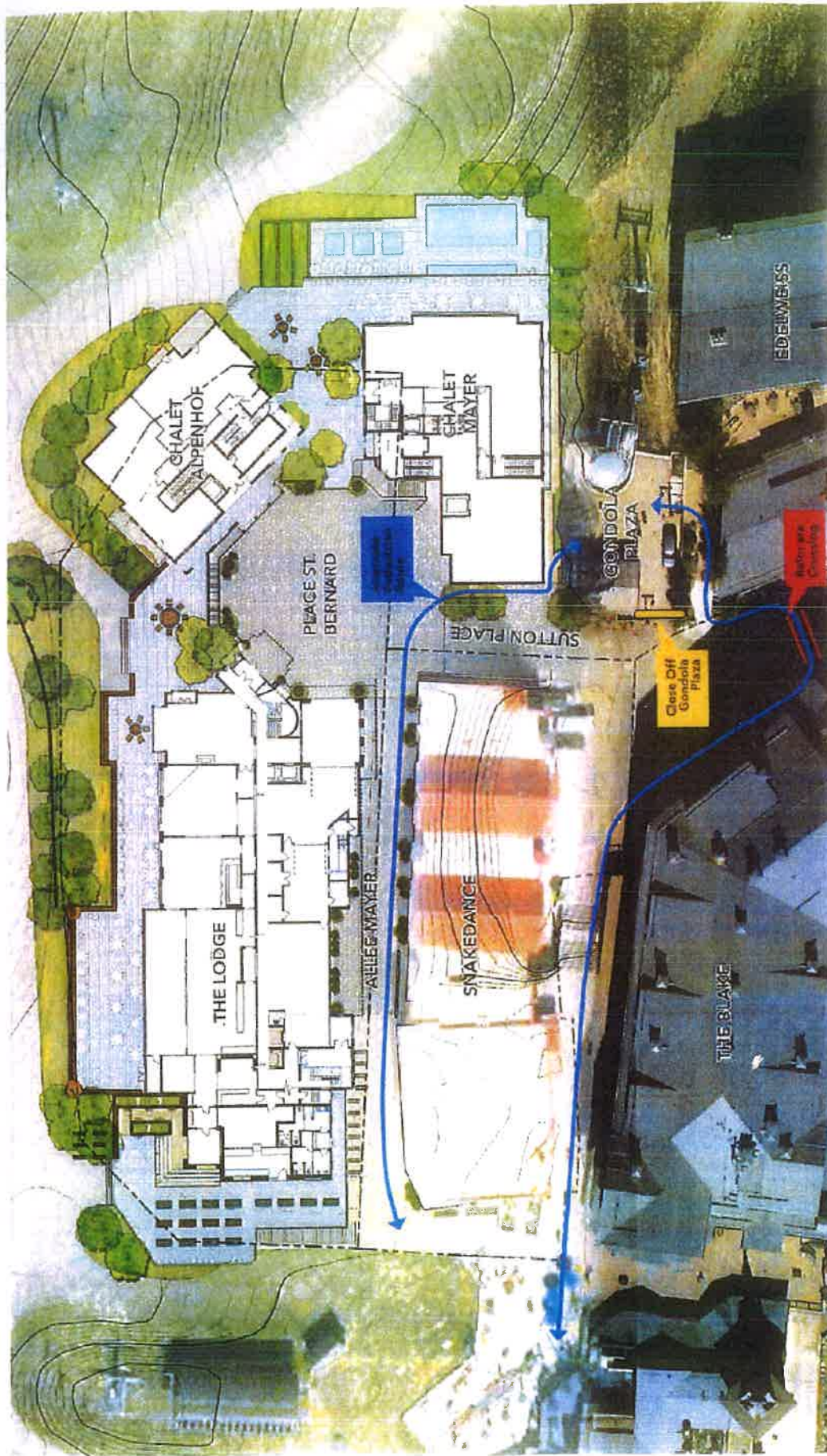
# Hotel St. Bernard

Upper Suttou - Streetscape Improvements

Option #2

January 2023





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Overall Site Plan





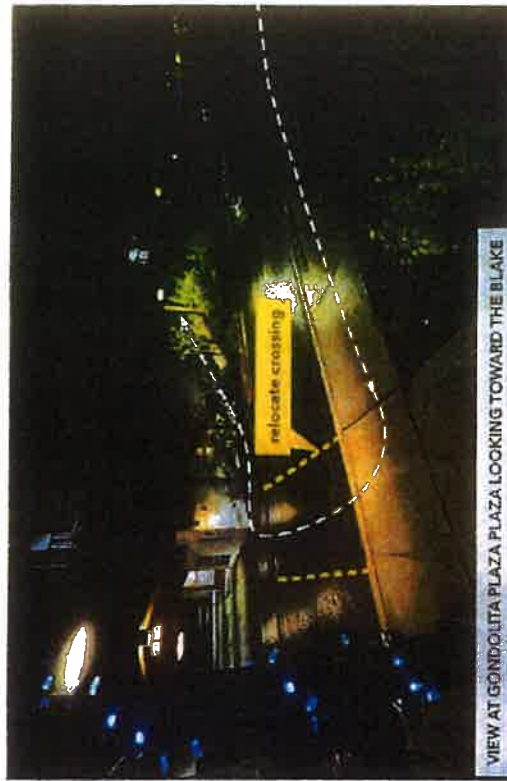
VIEW FROM GONDOLITA PLAZA LOOKING TOWARD THE BLAKE



VIEW FROM SNAKEDANCE LOOKING DOWN SUTTON



VIEW LOOKING DOWN ON SUTTON FROM THE BLAKE



VIEW AT GONDOLITA PLAZA LOOKING TOWARD THE BLAKE

## Existing Conditions

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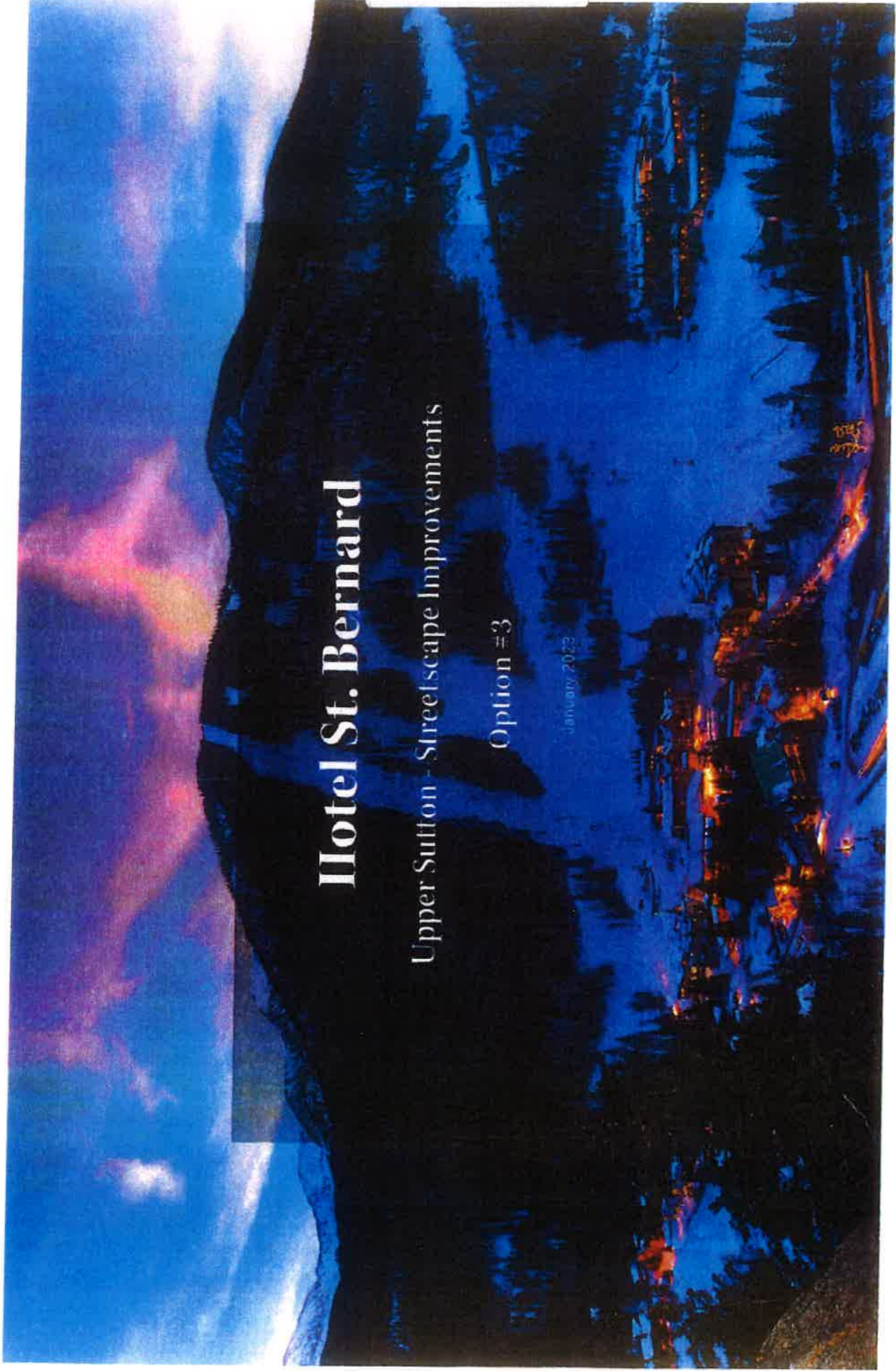


# Hotel St. Bernard

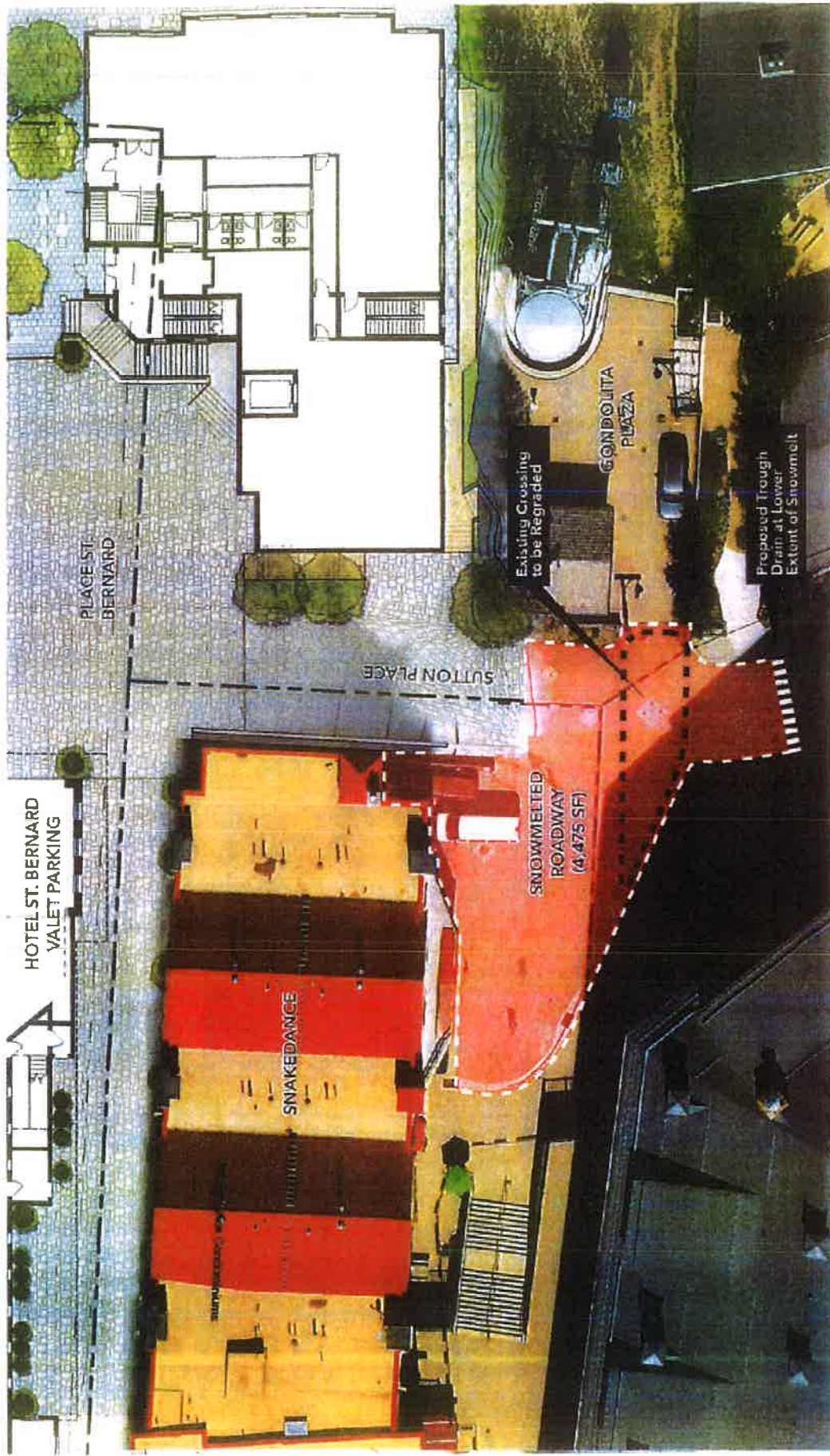
Upper Suttton - Streetscape Improvements

Option #3

January 2023



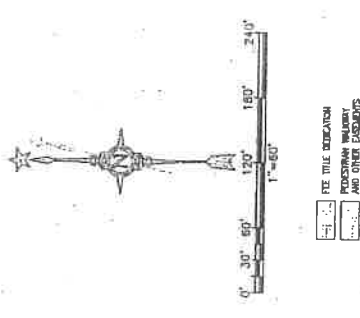
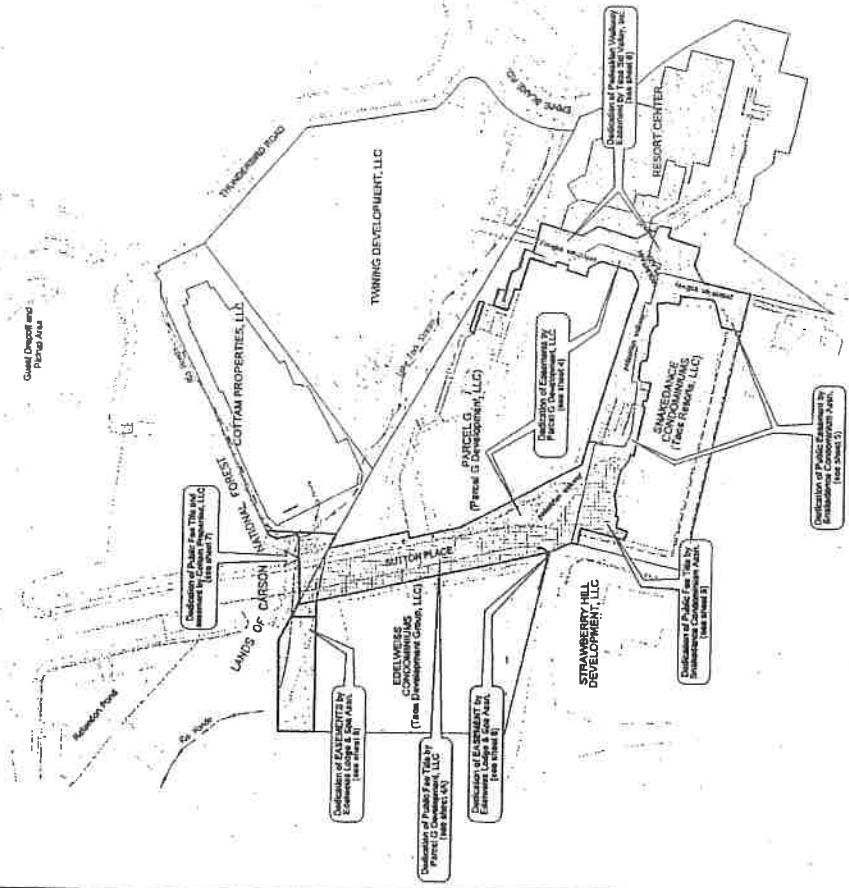




Sutton Place + Snakedance | Proposed Snowmelt

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# Within the Antoine Leroux Grant in the Village of Taos Ski Valley, Taos County, New Mexico



**Red Tail Surveying, Inc.**  
Complex Land Surveying and  
Title Information Services  
3536 N. 1st St.  
Taos, New Mexico 87714-5404  
www.redtailsurveying.com

**OVERVIEW**  
Sheet 3 of 8

**PUBLIC DEDICATIONS**  
Survey performed for:  
Proprietor: Red Tail Surveying, Inc.  
Proprietor: Red Tail Surveying, Inc.  
Proprietor: Red Tail Surveying, Inc.

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# Taos Ski Valley Resort

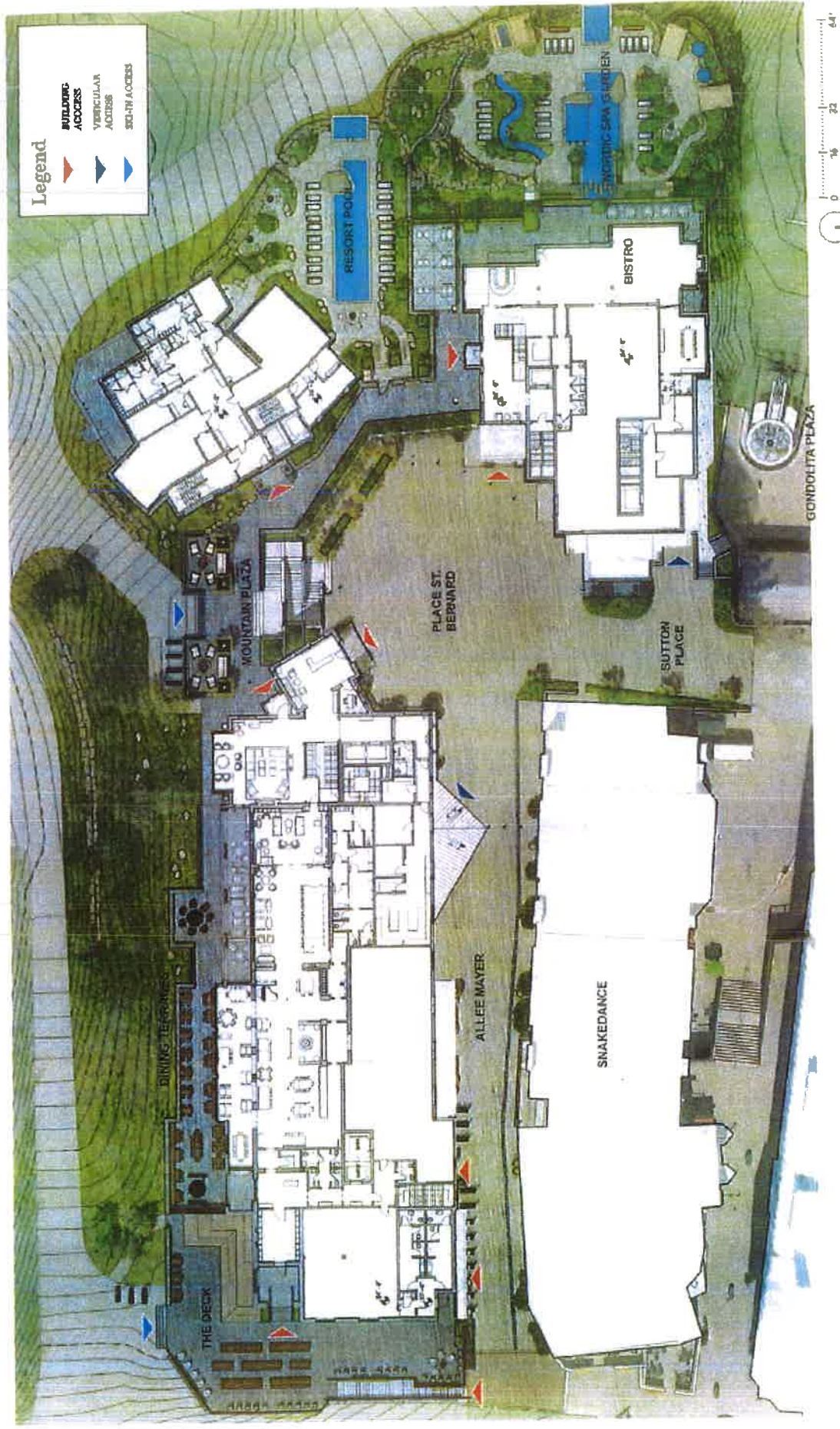
Hotel Saint Bernard: Guest & Staff Parking

March, 2023

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NEW YORK, SAN FRANCISCO

Appellee/TSVI  
Exhibit 6

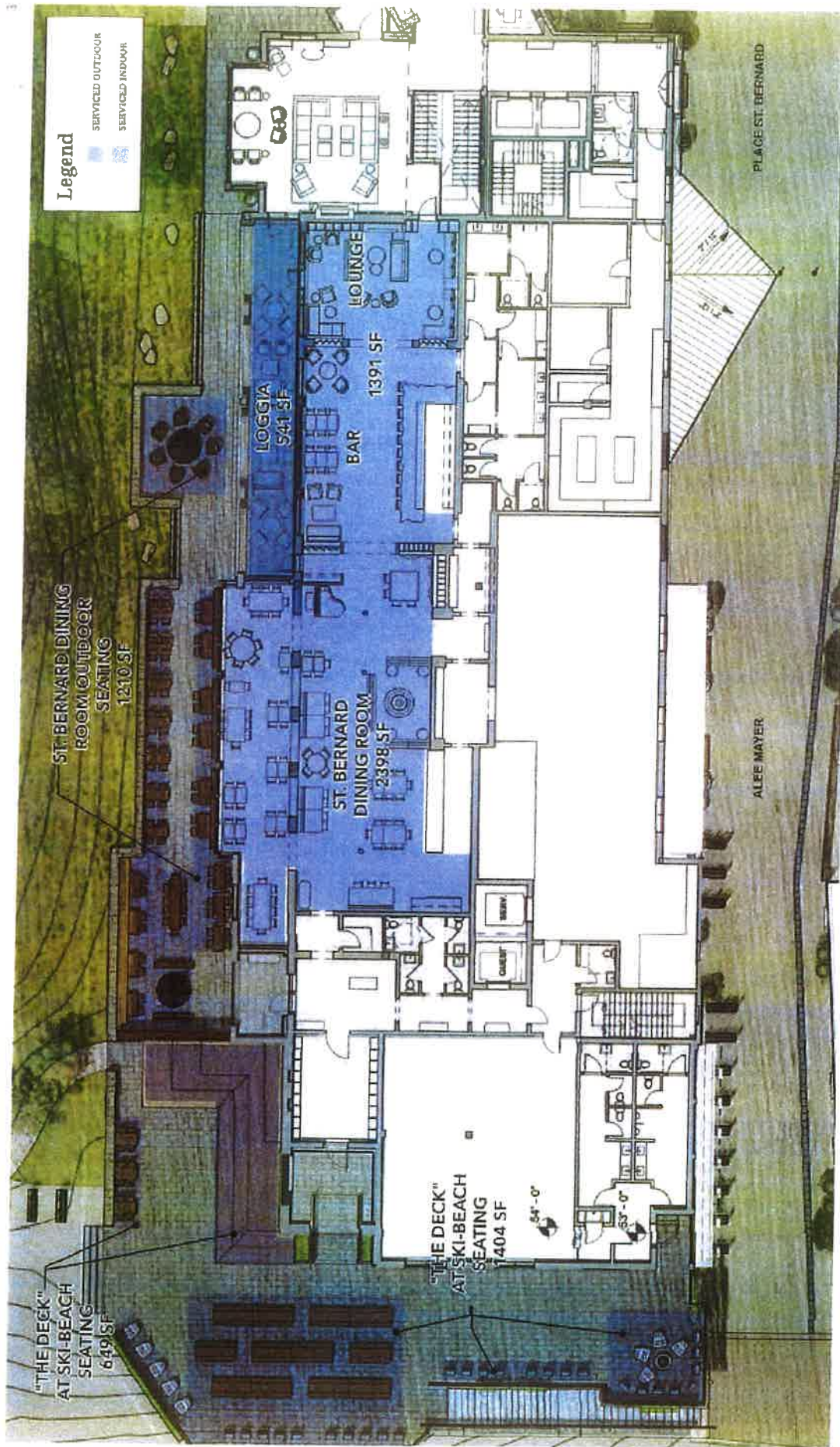


Hotel St. Bernard | Overall First Floor Plan (Deck +53', Lodge & Chalets +54', Resort Pool +53')

© February 17, 2023

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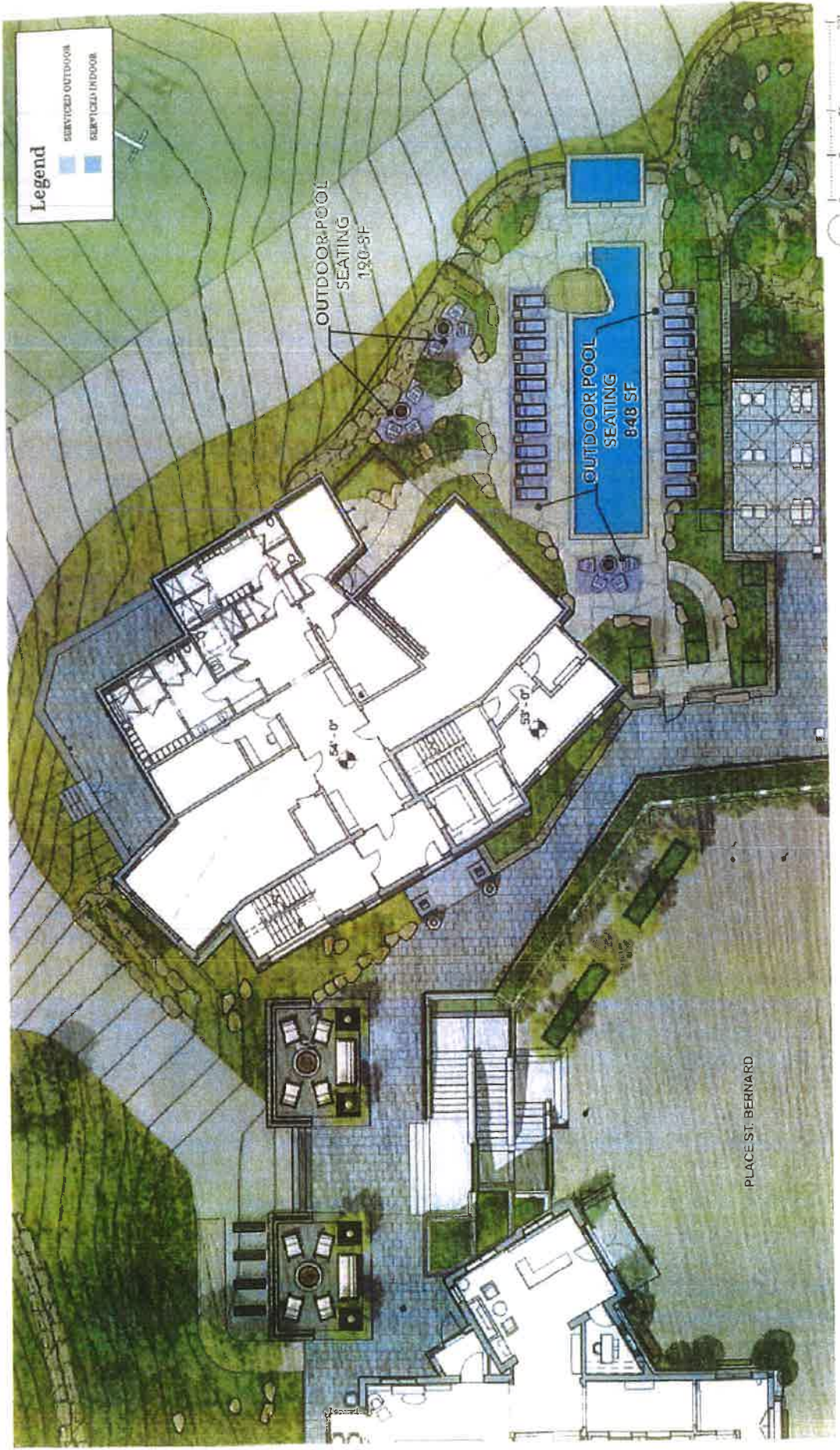


# The Lodge | First Floor Plan (Deck +53', Lodge +54')

© February 17, 2023

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Chalet Alpenhof | First Floor Plan (Deck +53', Lodge +54', Chalet Alpenhof +53')

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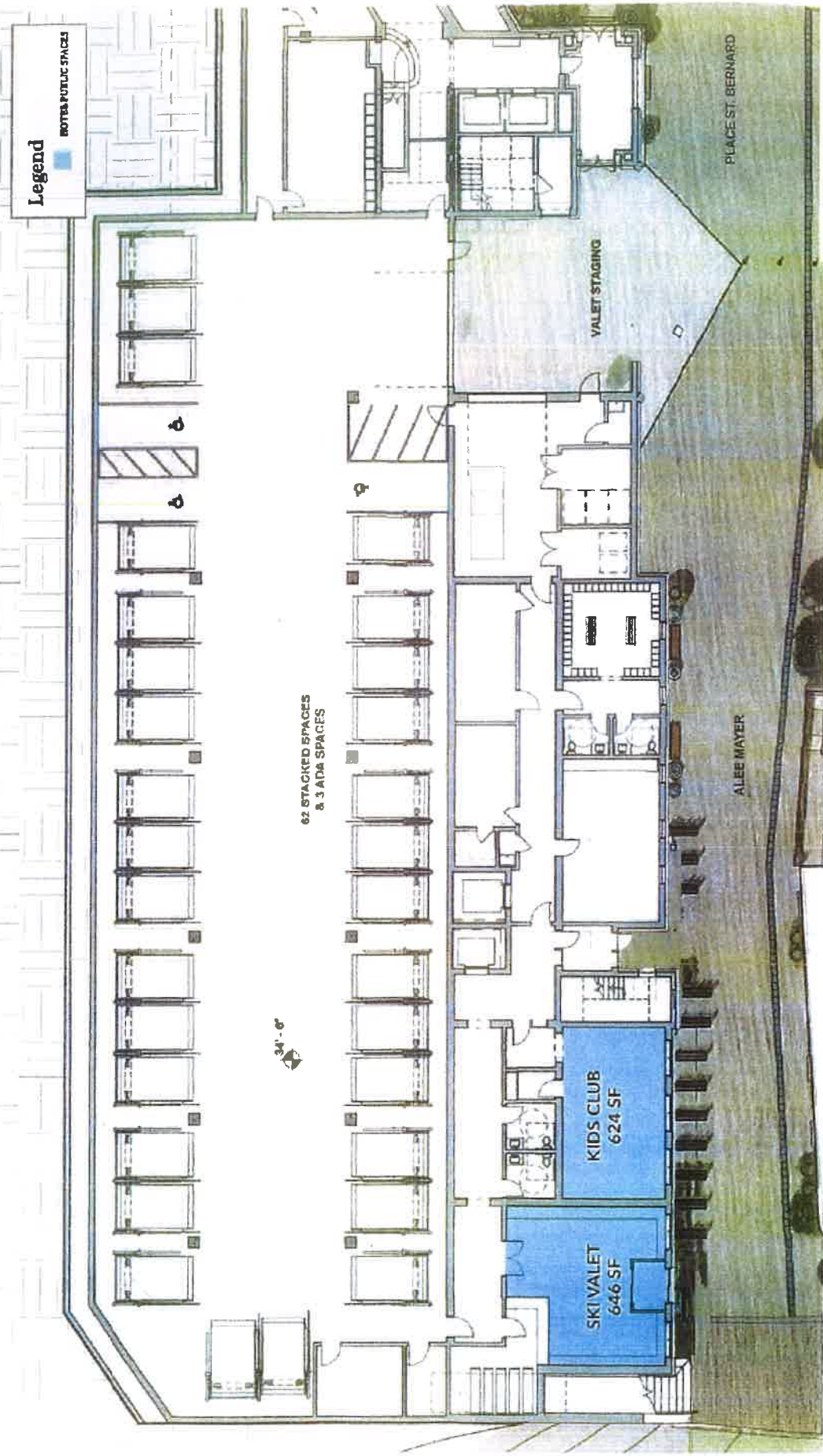


# Chalet Mayer | First Floor (+54')

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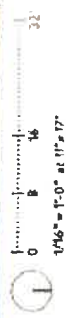
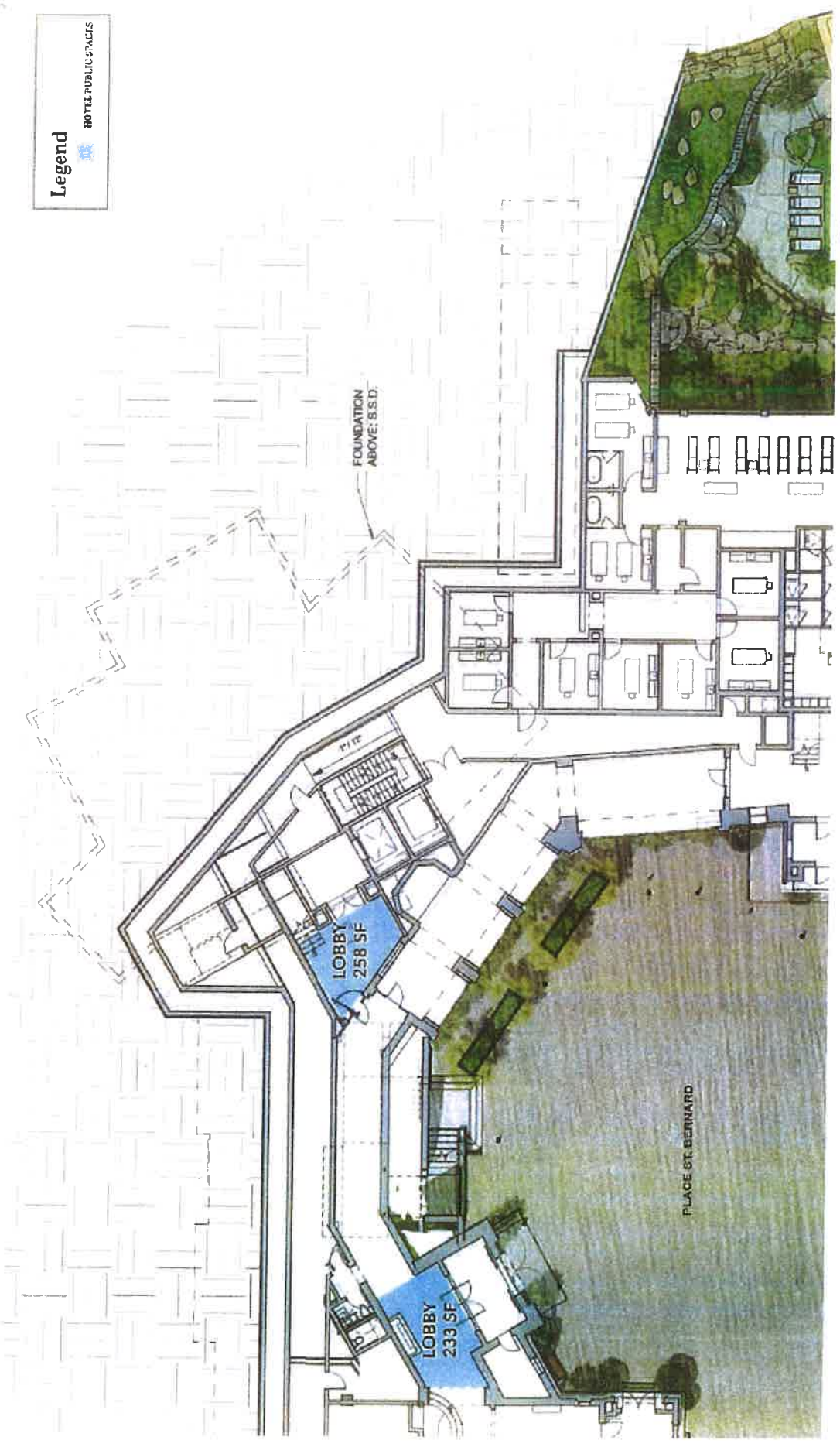
The Lodge | Podium Level Plan (+34.5')

© February 17, 2023

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**Legend**

 HOTEL PUBLIC SPACES

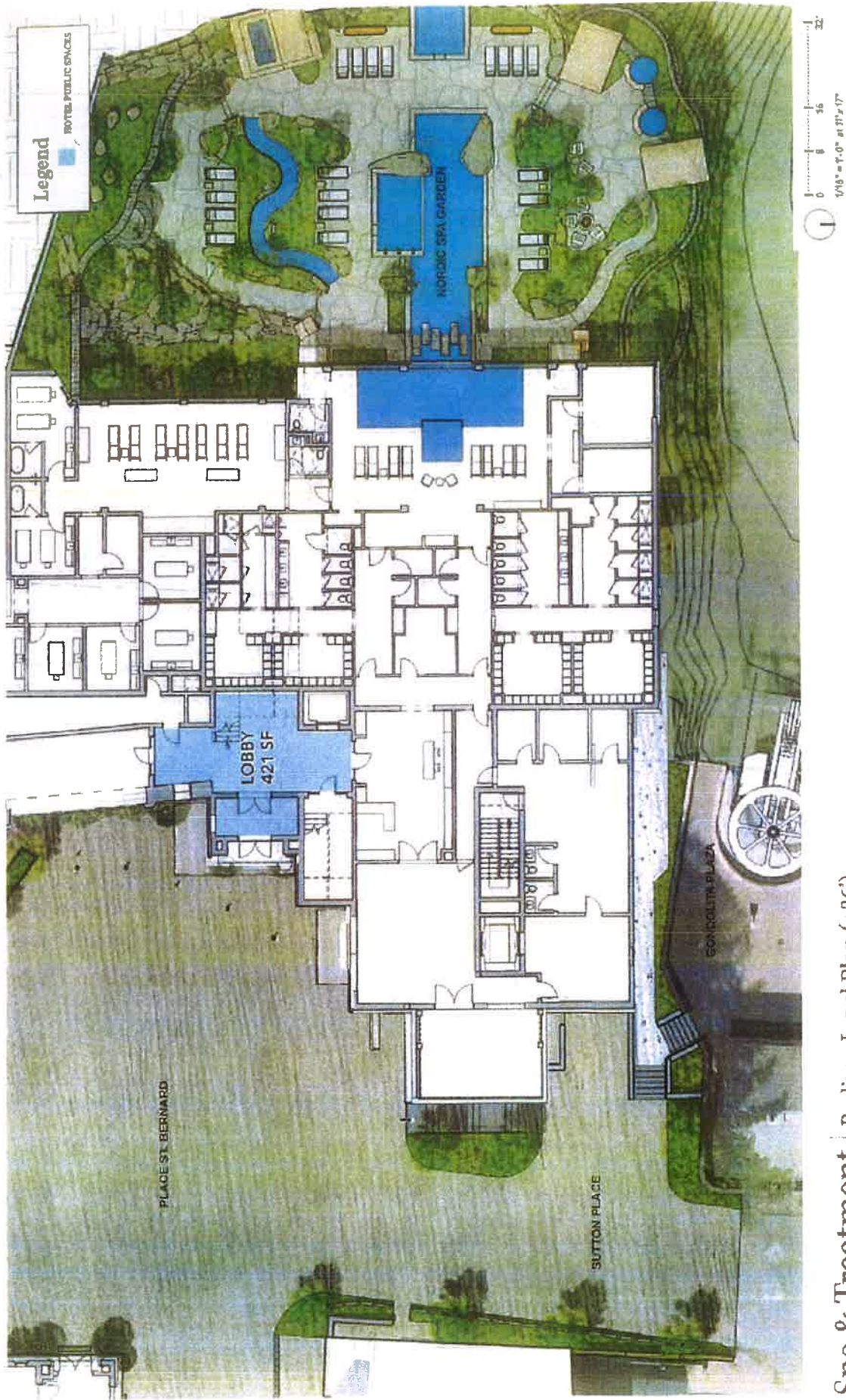


**The Lodge | First Floor Plan (Deck +53', Lodge +54')**

© February 17, 2023

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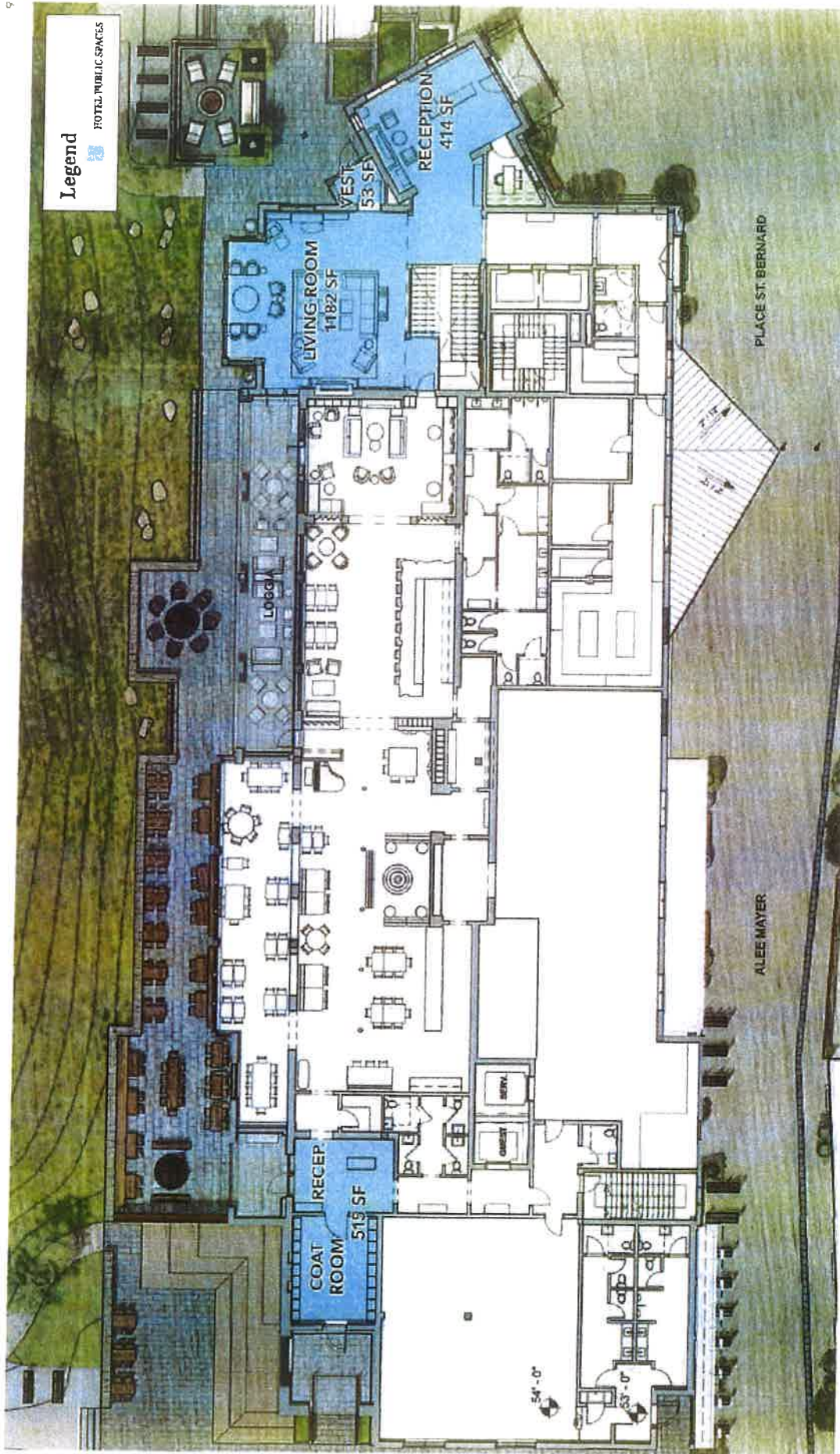


Spa & Treatment | Podium Level Plan (+36')

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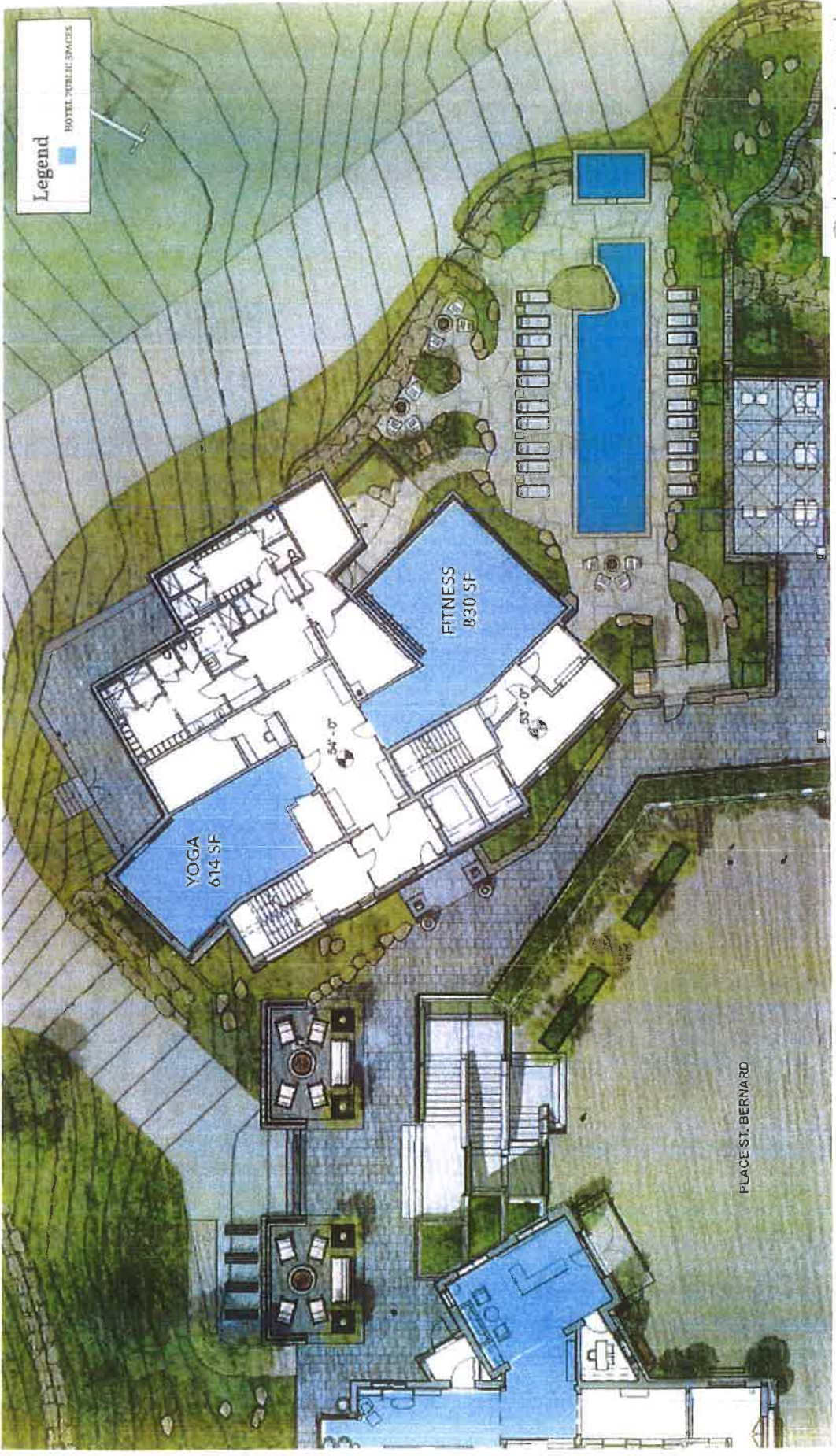


## The Lodge | First Floor Plan (Deck +53', Lodge +54')

February 17, 2023

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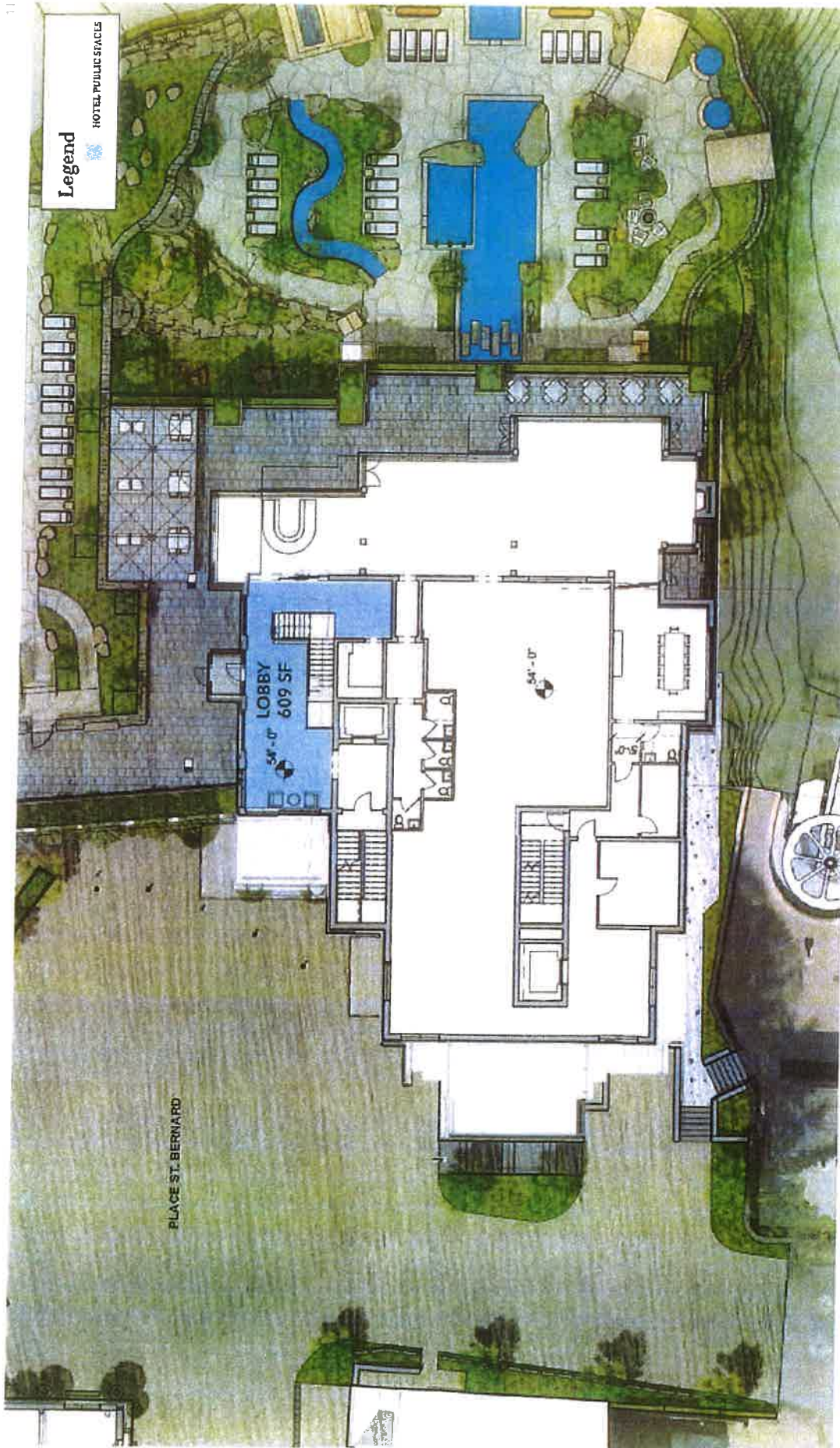


Chalet Alpenhof | First Floor Plan (Deck +53', Lodge +54', Chalet Alpenhof +53')

© February 17, 2023

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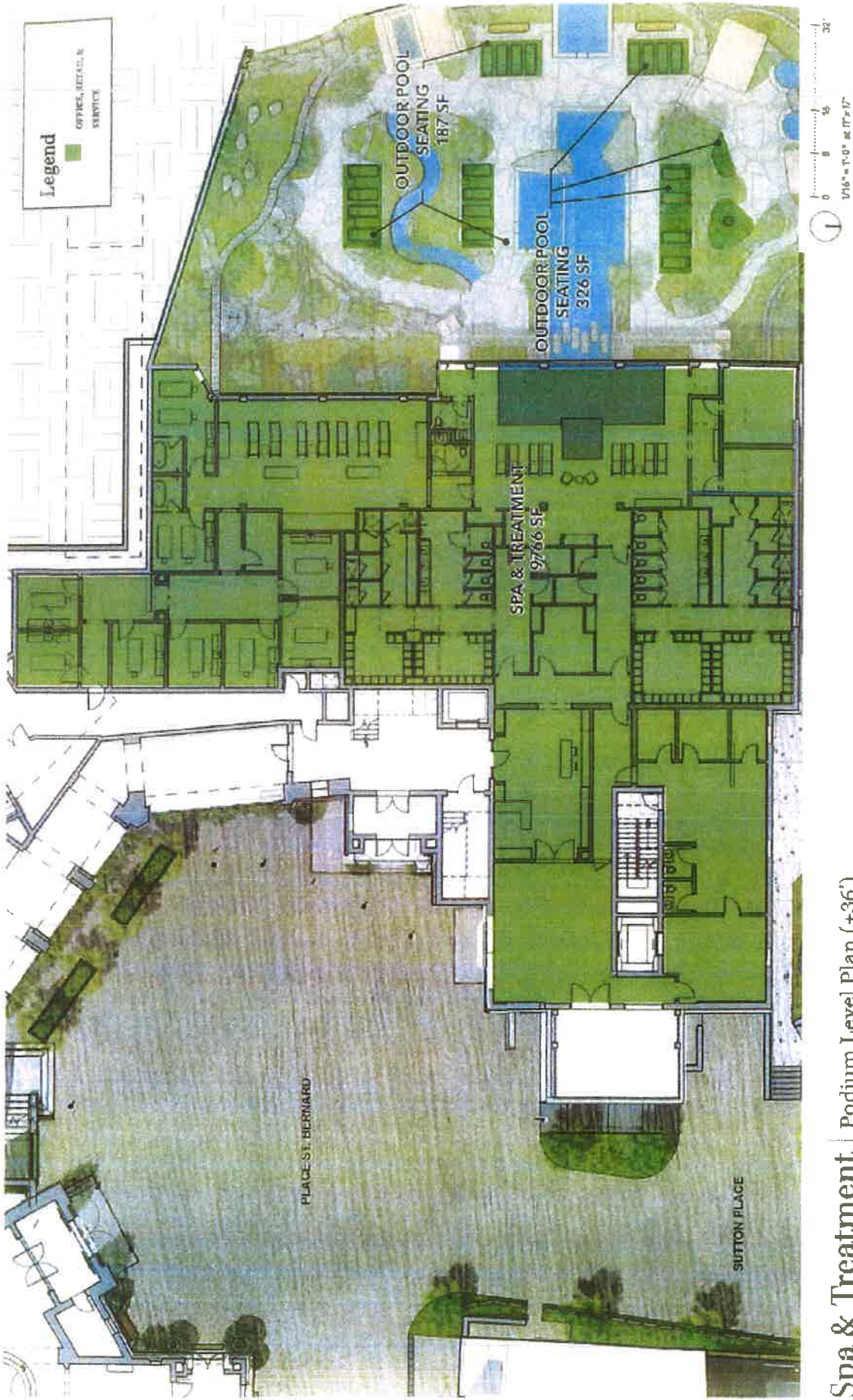




Chalet Mayer | First Floor (+54')

© February 17, 2023





Spa & Treatment | Podium Level Plan (+36')

Q February 17, 2023

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VSTV DESIGNATION	GUEST REQ.	
	RATIO	1 SPACE PER 300 SF
HOTEL PUBLIC SPACES	SF	6398
	REQ. SPACES	21.3
EATING & DRINKING ESTABLISHMENTS	RATIO	1 SPACE PER 300 SF
	SF	10658
	REQ. SPACES	35.5
OFFICE, RETAIL, & SERVICE ESTABLISHMENTS	RATIO	1 SPACE PER 500 SF
	SF	10303
	REQ. SPACES	20.7
	<b>TOTAL</b>	<b>78</b>

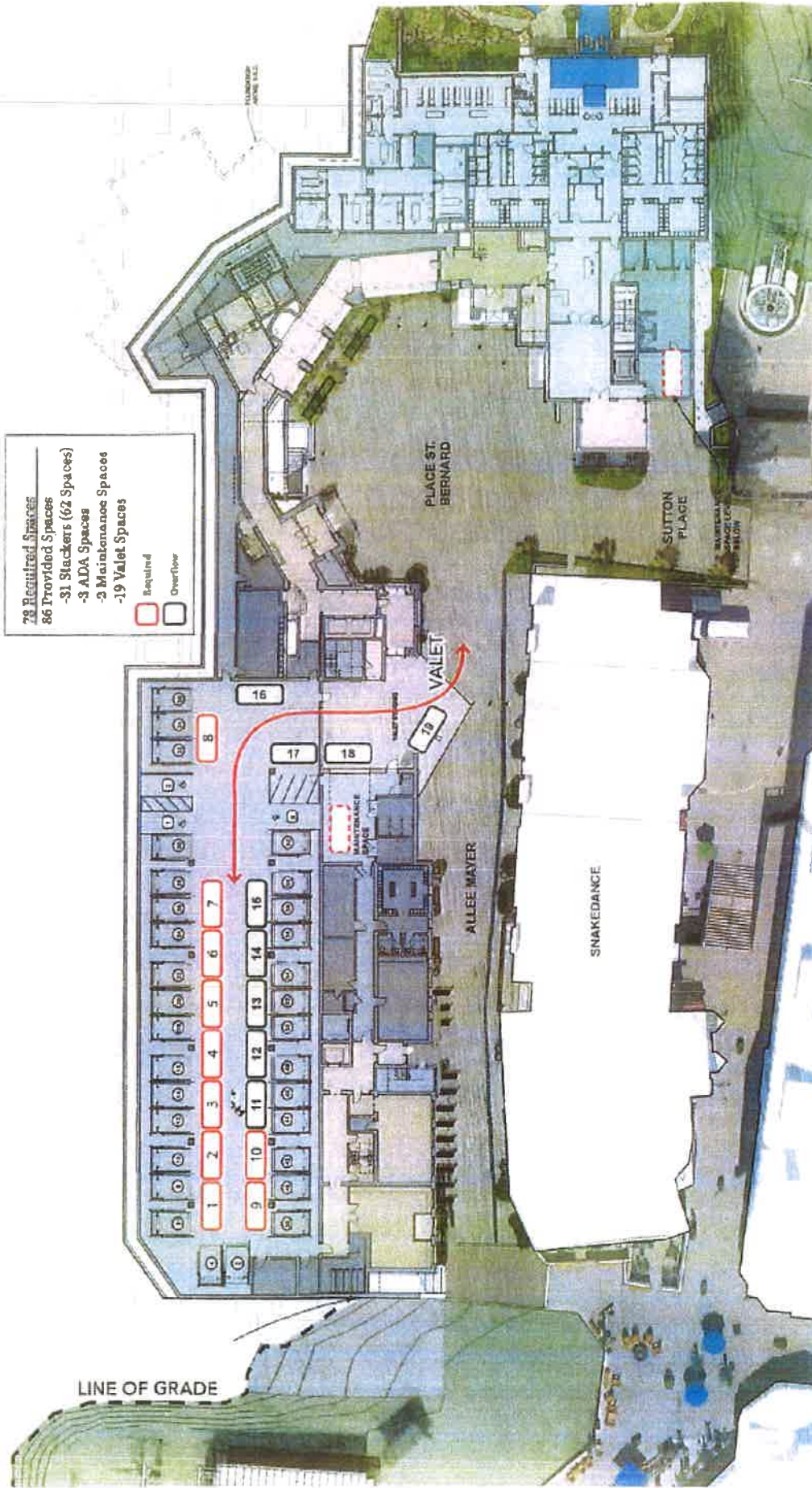
EATING & DRINKING SF	
ST. BERNARD DINING	2398
BAR & LOUNGE	1391
BISTRO	2018
THE DECK	2053
LODGE OUTDOOR	2798
<b>TOTAL</b>	<b>10658</b>

# Hotel St. Bernard | Parking Calculations

© February 17, 2023

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# Hotel St. Bernard | Guest Parking

5 February 12, 2023

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## Section 02: Site Plan

01. Show north arrow with site map to scale;
  - Please see included drawing "C2.0 Proposed Site Plan."
02. Show all existing building footprints within 100 feet on all adjacent lots;
  - Please see included drawing "C2.0 Proposed Site Plan."
03. Include all adjacent right of ways, proposed and existing easements;
  - Please see following documents:
    - "C2.1 Easement Plan."
    - Survey plats provided by Red Tail Surveying, "Public Dedications of Lands and Easement Rights by Taos Ski Valley, Inc. et al. to The Village of Taos Ski Valley, Job No. 2009"
04. Show proposed building(s) footprint and building pads including decks and retaining walls;
  - Please see included drawing "C2.0 Proposed Site Plan."
05. Indicate property setbacks;
  - Please see included drawing "C2.0 Proposed Site Plan."
06. Locate all waterways, riparian areas, springs, wetlands, and drainage channels;
  - None identified. Please see the included drawing "C5.6 Hydrology Plan."
07. Show finish floor elevations relative to existing and finish grades;
  - Please see included drawing "C4.0 Grading Plan."
08. Locate all proposed parking, driveway access, and grades;
  - For all grades and driveway access please refer to:
    - "C4.0 Grading Plan"
  - For all parking internal to the building footprint please refer to:
    - "A2.00 Hotel St. Bernard Overall Basement Floor Plan"
    - "A2.01 Hotel St. Bernard Overall Ground Floor Plan"
  - For additional information regarding parking and parking requirements per VSTV Zoning Ordinance please refer to *Hotel Saint Bernard: COC Parking Diagrams*
  - The required (25) staff spaces will be accommodated with the shuttle drop off service. Shuttle pickup locations correspond to staff accommodations. The shuttle directly services Amizette workers and has pickup locations at the Arroyo Seco Community Center (parking provided at the Community Center) and along U.S. Highway 64 in Taos (within walking distance for Brooks St. staff). The shuttle drops off workers at the base of Thunderbird Road, a five-minute walk to the hotel. Alternatively, employees can drive to work and park in Deer Lot.
    - Please reference *Hotel Saint Bernard: COC Parking Diagrams* for further information regarding shuttle times, staffing accommodations, and staff parking access.



# Hotel St. Bernard, Preliminary Staffing Plan

DRAFT 8/30/2022

	Existing HSB	Proposed HSB	
		Day Shift	Night Shift
100-109 ROOMS DIVISION			
TOTAL ROOMS DIVISION	11	26.50	11.50
110-139 FOOD AND BEVERAGE			
TOTAL FOOD AND BEVERAGE	33	35.0	55.0
140-148 OTHER OPER. DEPTS			
TOTAL, LAUNDRY, RETAIL, VALET & AMENITY	2	10.5	4.5
149 SPA			
TOTAL SPA	1	13.0	3.0
150-159 ADMN. AND GENERAL			
TOTAL ADMINISTRATION & GENERAL MANAGEMENT	4	0.0	0.0
160 SALES AND MARKETING			
TOTAL SALES AND MARKETING	0	0.0	0.0
GRAND TOTAL	51	85.0	74.0
Parking Requirement 1:5 ratio	10.2	17	14.8

Higher Employee  
Shift (Day/Evening)

- Existing HSB had a requirement of (11) spaces, the proposed HSB has a preliminary requirement of (17) spaces for, an additional requirement of (6) spaces. These spaces will be provided in the Dear Lot, currently designated as TSVI employee parking.

**TSV Ownership Staff Accommodations Feb 15, 2023**

**Summary of Units, Unit Types, and Beds**

Property	Units	Hotel Room	1bdrm	2bdrm	3bdrm	Beds	Availability	Occupancy
<b>Core Village</b>								
3 Coyote	2	0	0	1		4		yes
21 Coyote Lane	6	5	0	0	0	8		yes
Big Horn	6	5	1	0	0	10		yes
Sierra del Sol #18	1	0	0	1	0	4		yes
Sierra del Sol #28	1			1		4	23-Oct	
<b>Amizette</b>								
Austing Haus	24	21	0	1	1	52		yes
Columbine Inn	21	37	1	0	0	50		yes
Columbine Annex	16	24	0	0	0	36		yes
Amizette Inn	14	14				28	24-Jun	
Amizette Annex	10		4	4	2	36	25-Jun	
<b>Arroyo Seco / Des Montes</b>								
Claude Gohart	3	0	0	0	0	6	23-Nov	
Desmontes Land							TBD	
Jean Meyer Upper	1	0	1	0	0	2		yes
Jean Meyer Lower	1	0	0	1	0	3		yes
Papa Meyer	1	0	0	1	0	2		yes
Frank Waters	3		3			6	24-Jun	
Los Colonias Parcel								
<b>Town of Taos</b>								
Brooks Street	8	8				24		yes
<b>Totals</b>	<b>118</b>	<b>114</b>	<b>10</b>	<b>10</b>	<b>3</b>	<b>275</b>		



### Staff Bus Route Schedule

#### NORTHBOUND RUNS

	Taos Valley Lodge	Loretto	Kachina	KTAO	Arroyo Seco	Valdez	Ambizette/ Columbine	Taos Ski Valley
1N	5:25 AM	5:30	5:33	5:40	5:49	5:52	6:02	6:07
2N	6:50 AM*	6:55	6:58	7:05	7:14	7:17	7:27	7:33
3N	x	x	x	8:05	8:14	8:17	8:27	8:35
BlueBus**	7:42 AM	x	x	8:03	8:11	8:15	x	8:30
4N	8:45 AM	8:52	8:55	9:02	9:11	9:14	9:24	9:29
5N	10:30 AM	10:37	10:40	10:47	10:56	10:59	11:09	11:14
BlueBus**	3:37 PM	x	x	3:58	4:06	4:10	x	4:25
6N	7:10 PM	7:15	7:18	7:25	7:34	7:37	7:47	7:52
7N	8:00 PM	8:05	8:08	8:15	8:24	8:27	8:37	8:41
8N	9:10 PM	9:15	9:18	9:25	9:34	9:37	9:47	9:52
9N	9:55 PM	10:00	10:03	10:10	10:19	10:22	10:32	10:37

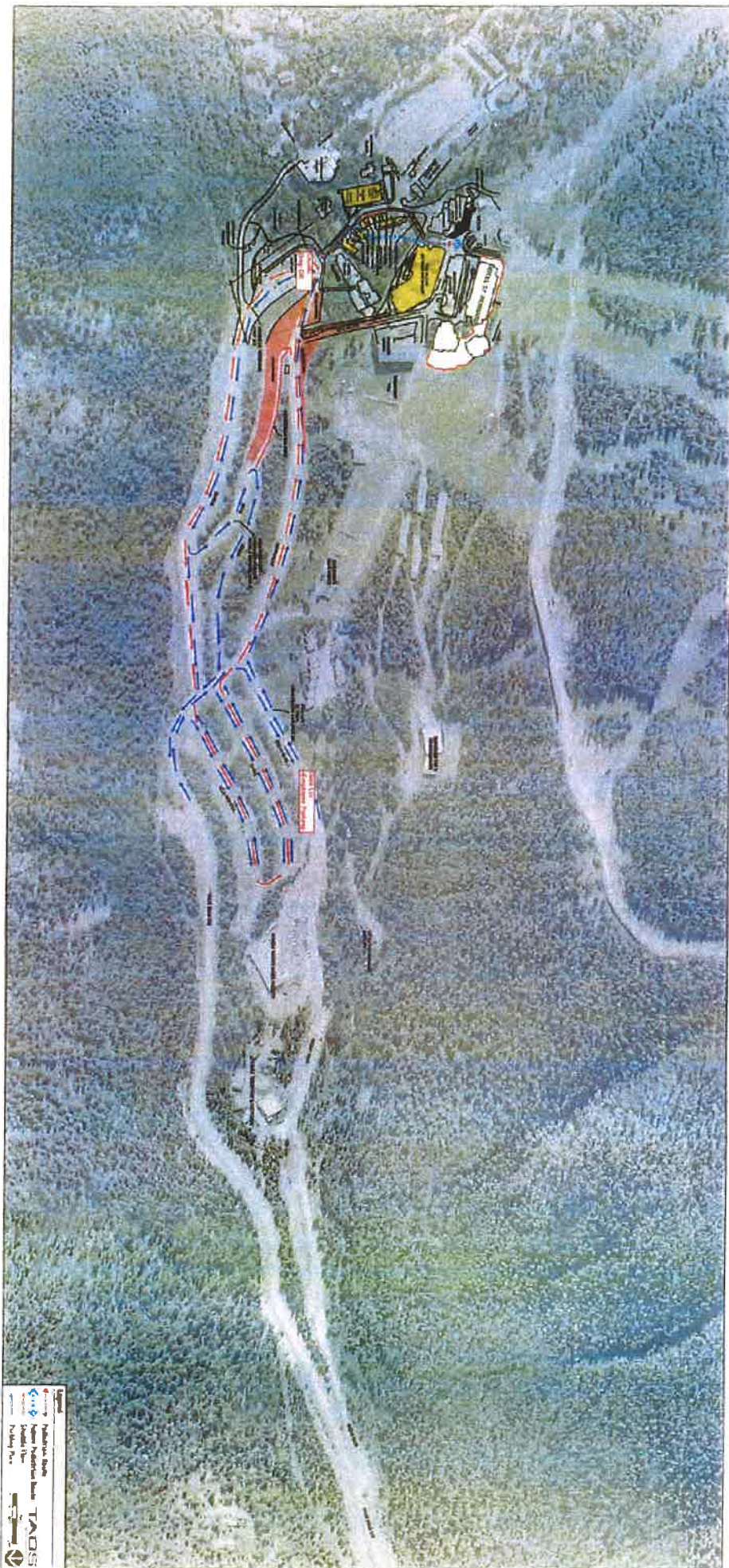
#### SOUTHBOUND RUNS

	Taos Ski Valley	Ambizette/ Columbine	Valdez	Arroyo Seco	KTAO	Kachina	Loretto	Taos Valley Lodge
1S	7:45 AM	7:50	7:59	8:02	drop-off	drop-off	drop-off	8:27
BlueBus**	8:40 AM	x	8:54	8:58	9:06	x	x	9:27
2S	9:45 AM	9:50	9:59	10:02	drop-off	drop-off	drop-off	10:27
3S	3:05 PM	3:10	3:19	3:22	drop-off	drop-off	drop-off	3:49
4S	4:35 PM *	4:40	4:49	4:52	drop-off	drop-off	drop-off	5:25
BlueBus**	4:35 PM	x	4:49	4:53	5:01	x	x	5:22
5S	6:10 PM	6:15	6:24	6:27	drop-off	drop-off	drop-off	6:54
6S	8:20 PM	8:25	8:34	8:37	drop-off	drop-off	drop-off	9:04
7S	9:10 PM	9:15	9:24	9:27	drop-off	drop-off	drop-off	9:50
8S	11:10 PM	11:15	11:24	11:27	drop-off	drop-off	drop-off	11:55

\* 2 Buses will be running

\*\* BLUE BUS RUNS THURSDAY - SUNDAY. Their TVL bus stop is just south of TVL, they will not be pulling in to TVL. Please visit the RTD website for information, maps, and route schedules <https://www.rtd.org/all-routes>







Any lands dedicated for Natural Open Space purposes shall contain covenants and recordable deed restrictions burdening the subject property, in a form and content approved by the City Attorney, ensuing that:

1. The Natural Open Space area will not be subdivided in the future;
2. The use of the Natural Open Space will continue in perpetuity for the purpose specified;
3. Appropriate provisions will be made for the maintenance of the Natural Open Space that clearly define future maintenance responsibilities; and
4. Natural Open Space shall not be turned into a commercial enterprise admitting the general public at a fee, unless otherwise authorized by policy or law.

#### **6. Natural Open Space Ownership**

1. The fee title owner or easement holder of an interest in the land is dedicated for Natural Open Space purposes shall be selected by the property owner, developer, or subdivider, subject to the approval of the Planning Officer. The ownership may vest in, but not be limited to, the following:
  - a. The Village, subject to acceptance by the Village Council of a recordable interest.
  - b. Other public jurisdictions or agencies, subject to their acceptance.
  - c. Quasi-public and non-profit organizations, subject to their acceptance.
  - d. Homeowner associations or other similar organizations.
2. The Village may, in its reasonable discretion, require that the applicant establish a mechanism to fund the long-term maintenance of such Natural Open Space, which may include a cash deposit, an assessment district, trust, or other appropriate funding mechanism.

#### **7. Maintenance.**

1. The person or entity identified as having the right of ownership or proof of control over the Natural Open Space shall be responsible for its continuing upkeep and proper maintenance, unless the Village authorizes alternate maintenance strategies.

### **SECTION 22. OFF-STREET PARKING AND LOADING.**

#### **1. Off-Street Parking and Loading Requirements.**

There shall be provided on site, such off-street parking spaces as set forth in this section when any new Building or Structure is erected. Existing Buildings or Structures need supply such parking only to the extent ground space is available. Parking may be located on any portion of

Adopted: November 4, 1997

Amended: August 4, 1998, March 2, 1999, October 5, 1999, July 2, 2002, April 6, 2004, October 5, 2004, August 1, 2006, January 2, 2007, November 3, 2009, January 3, 2012, December 4, 2012, December 3, 2013, June 10, 2014, August 11, 2015, July 12, 2016.

the parcel but shall not obstruct public right-of-way nor be located within any area, which has been designated as a snow storage easement.

Parking for uses located within the Village core area may be located in a dedicated and approved off-site location as long as adequate provisions are made for on site loading and unloading.

## **2. Required Parking Spaces.**

The minimum number of parking spaces to be provided shall be as follows:

1. Clinics: one space per doctor.
2. Clubs: one space per three members plus one space for every five employees each shift.
3. Dwellings, Single-Family Residential: two spaces per dwelling unit, to a maximum of three spaces, plus one place for any auxiliary unit.
4. Dwellings, Multi-Family:
  - a. In CVZ and CB zones (as delineated on Village Zoning Map): one space per dwelling unit plus one ADA parking space for every unit which is ADA accessible and/or fitted.
  - b. Outside Village Core Area: two spaces per dwelling unit plus one ADA parking space for every dwelling unit which is ADA accessible and/or fitted.
5. Eating and drinking establishments: one space per 300 square feet of public area plus one space per every five employees per shift.
6. Hotels and Motels: one space per 300 square feet of public area plus one space per every five employees per shift.
7. Offices, retail, and service establishments: one space per 500 square feet.
8. Places of Public assembly: one space per four seats when fully occupied.
9. Shopping Center: one space per 500 square feet of public area.

## **3. Parking Design Standards.**

The following standards shall be applied to Off-Street Parking areas:

1. All parking facilities must provide access to a public right-of-way;
2. All driveway entrances for non-residential shall be at least thirty feet wide and residential shall be twenty feet wide at the entrance to facilitate vehicular turning into parking area;

Adopted: November 4, 1997

Amended: August 4, 1998, March 2, 1999, October 5, 1999, July 2, 2002, April 6, 2004, October 5, 2004, August 1, 2006, January 2, 2007, November 3, 2009, January 3, 2012, December 4, 2012, December 3, 2013, June 10, 2014, August 11, 2015, July 12, 2016.



3. Each parking space shall consist of an area not less than nine feet by twenty feet;
4. On any non-residential Premises, not less than one space shall be set aside for the handicapped or physically disabled in compliance with the Americans with Disabilities Act.
5. Garage space reserved for motor vehicles shall be counted as parking spaces.

#### 4. Landscaping.

1. Parking lots shall be landscaped in keeping with the forest terrain and mountain setting of the Village. Where possible, parking should be located at the side of or behind the structure. A gravel or concrete pathway should be a part of the parking lot design, providing continuity with structures on either side or being in conformance with any pathway designed or planned by the Village.
2. Where off-street parking is provided, providing screening wherever possible should minimize the visual impact. This may be in the form of hedges, fences, earth berms, or other landscaping elements. Snow removal shall be considered in the design.
3. Parking, whether on parking pads, in carports or garages, should be located and built so as to not cause erosion problems, and should respect neighboring structures in terms of vistas and water runoff.

### SECTION 23. DEVELOPMENT IMPACT FEES

#### 1. Intent and Purpose.

This Section is adopted for the purpose of promoting the health, safety and welfare of the residents of the Village of Taos Ski Valley by:

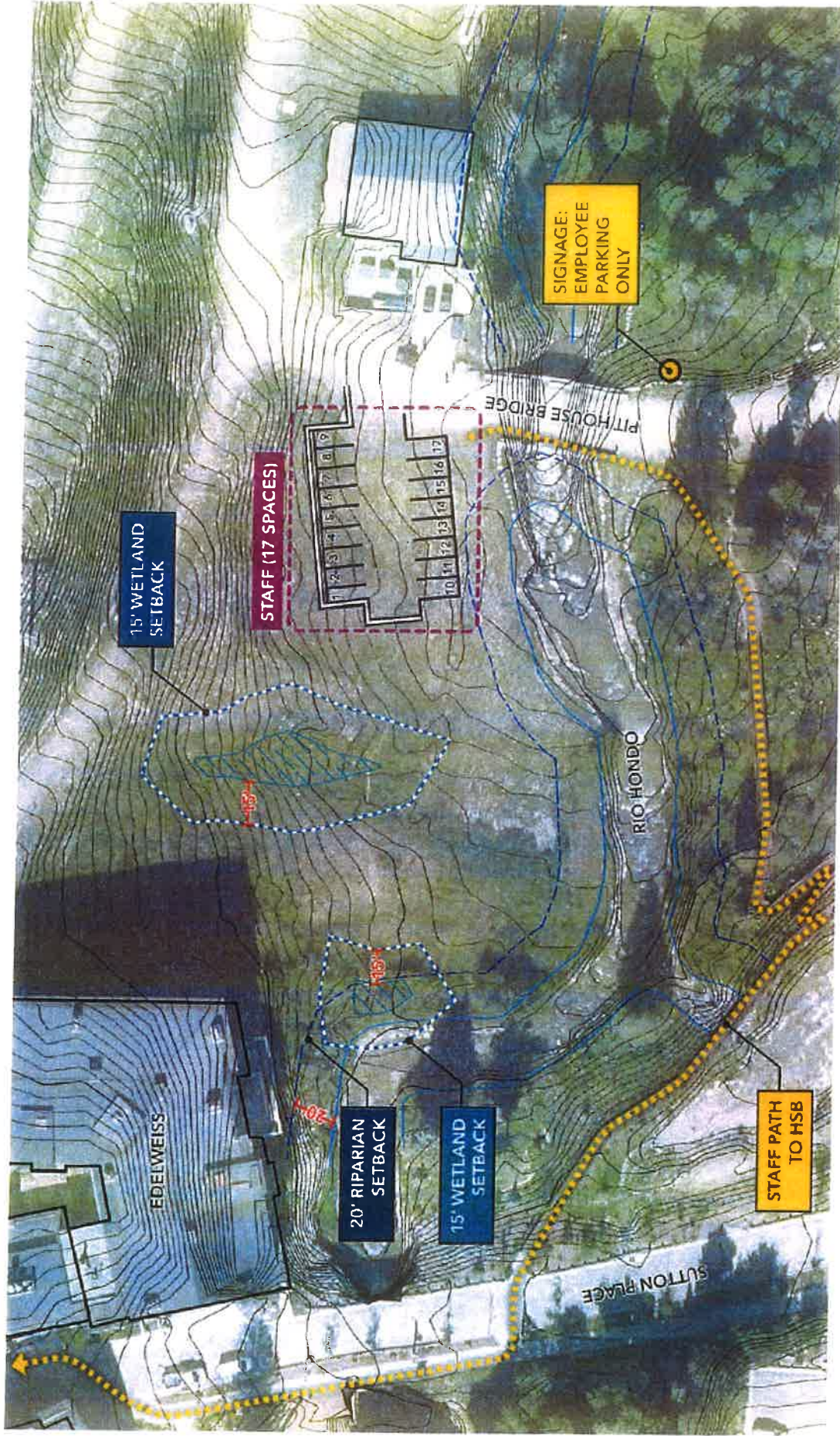
1. Implementing the Village of Taos Ski Valley Capital Improvement Plan.
2. Implementing the Village's plans for public facilities by requiring new development to pay its fair and proportionate share of the costs to the Village of Taos Ski Valley associated with providing necessary public services and public facilities to new development through the imposition of development fees and charges that will be used to finance, defray or reimburse all or a portion of the costs incurred by the Village for public facilities that serve such development.
3. Setting forth standards and procedures for assessing development impact fees (DIFs) and administering the Development Impact Fee program.

#### 2. Applicability

Adopted: November 4, 1997

Amended: August 4, 1998, March 2, 1999, October 5, 1999, July 2, 2002, April 8, 2004, October 5, 2004, August 1, 2006, January 2, 2007, November 3, 2009, January 3, 2012, December 4, 2012, December 3, 2013, June 10, 2014, August 11, 2015, July 12, 2016.





Hotel St. Bernard - Remote Parking | Location

Note: 1' Contours Shown

1  
0 40 80  
1" = 40' @ 10% S.F.

HART HOWERTON



## STAFF PARKING - EMPLOYEE SHUTTLE 4

[https://www.santafenewmexican.com/news/local\\_news/ski-towns-worker-housing-incentives-possible-model-for-santa-fe/article\\_8e09f5e6-aed9-11ed-a744-3b944e81cbbf.html](https://www.santafenewmexican.com/news/local_news/ski-towns-worker-housing-incentives-possible-model-for-santa-fe/article_8e09f5e6-aed9-11ed-a744-3b944e81cbbf.html)

STAFF HOUSING

### Ski towns' worker housing incentives possible model for Santa Fe

By Teya Vitu [tvitu@sfnewmexican.com](mailto:tvitu@sfnewmexican.com)

Mar 12, 2023



Employees of Taos Ski Valley, both seasonal and full-time, get off the free employee shuttle Saturday at the ski basin. While employees don't own vehicles and rely on the shuttle, others ride to save wear and tear on their vehicles.

Nathan Burton/The Taos News

Too many short-term rentals and empty homes in Santa Fe?

Privacy - Terms

Some mountain resort towns in other states are using a carrot — a very tasty carrot — rather than a stick to convert short-term rentals and empty homes into housing for hundreds of local workers.

Communities around Lake Tahoe and in Ketchum, Idaho, and Summit County, Colo., since 2020 have resorted to offering financial incentives for homeowners to lease short-term rentals or empty homes to local workers.

These incentives generally come to \$2,000 per worker housed at least seasonally and more for a long-term lease. A four-bedroom house can generate as much as \$24,000 in local government subsidies.

Five jurisdictions are collaborating with Truckee, Calif.-based Landing Locals, which in 2018 launched a matchmaking service between homeowners and renters as company founders Colin and Kai Frolich themselves couldn't easily find a home as recent newcomers to Truckee, 12 miles north of Lake Tahoe.

The town of Truckee heard about the Frolichs' venture. Landing Locals (rebranded as Placemate in mid-February) and Truckee decided to collaborate.

The town added financial incentives to the equation and Landing Locals/Placemate administers the program that launched in October 2020.

Word spread to Tahoe, with South Lake Tahoe bringing Placemate onboard in December 2021 and Placer County along Tahoe's northwest shore joining in August 2022.

Each community sets its own incentive amounts and requirements for homeowners and tenants. Placemate vets the renters applying for housing, giving some assurance to homeowners that they will lease to responsible tenants.

Lease to Locals, as the program is called, was a local Tahoe program until Breckenridge and Summit County and Ketchum inquired and signed on.

"We are expanding to other markets," Colin Frolich said. "Definitely Santa Fe is on our radar. We've had 55 markets reach out. Eagle County [Colo.] and Vail are probably next."



Santa Fe is far larger than these communities but has the same resort worker housing shortage dynamics. Santa Fe has more than 11,000 homes deemed empty (either owner-occupied for only a few months a year or not lived in at all) and more than 1,000 short-term rental units. Some 15% of Santa Fe homes are empty.

Denver-based Root Policy Research told the City Council's Quality of Life Committee in early March that, based on Zillow estimates, the average home value in Santa Fe is \$520,000. With a family earning the area median income only being able to afford a home priced at about \$200,000, this makes for an affordability gap of more than \$300,000. Root also determined Santa Fe monthly rents are more than \$500 higher than median-income workers can afford.

"I think it would be pretty well-suited for Santa Fe," Zach Thomas, housing manager in South Lake Tahoe and former resident of Santa Fe, said of Placemate's program. While in Santa Fe, Thomas worked for the Santa Fe Housing Trust, the city's Land Use Department and the New Mexico Finance Authority.

Daniel Werwath also believes Santa Fe is well-suited to consider Placemate's incentivized worker housing concept. Werwath is executive director of New Mexico Inter-Faith Housing, developer of Siler Yard, one of only three affordable housing apartments among the more than 30 Santa Fe apartment projects built or planned in the past four years.

"It would be interesting to see if a model like this could work at scale," Werwath said. "I think incentives are the way to go with everything. The acuteness of our housing problem, we should explore every option to provide housing for locals to be able to stay here."

Sam Gerberding, general manager at the Inn of the Governors, embraces the Placemate concept. Some of his employees live in Española or even Bernalillo or Rio Rancho due to housing costs.

"The minute I heard of it, my heart skipped in a good way," Gerberding said. "The farther away an employee lives, the greater chance they have to call out because of weather or car problems or other things. That is a real issue. An employee with less financial stress is a better employee."

## Creating long-term rentals for workers

Similar to Santa Fe, Lake Tahoe is a second-home haven.

"Santa Fe has a lot of empty homes," Colin Frolich said.

So does Truckee — more than 50% empty, as Colin and Kai Frolich discovered when, after taking a year off to travel, they decided to relocate to Truckee in 2018 but barely any rentals were available.

“The first thing people said was, ‘You better start looking for housing,’ ” Colin Frolich recalled. “I know there was a lot of housing, but it wasn’t available. Why can’t I find a home in October and move in in November?”

Frolich was a former head of product marketing for Airbnb. He reasoned the short-term rental platform could be replicated for long-term local housing. The Frolichs quickly got to talking with local housing advocates, homeowners and property managers.

“It wasn’t about money. It was fear of change, fear of the unknown,” Frolich said. “[Homeowners said] ‘We’re holding it for the kids. It’s been empty for five years. How do we make sure people don’t trash the place?’ They just needed someone to walk them through the solution.”

Truckee, with a population of 16,000, has housed 210 people who work within the boundaries of the Tahoe-Truckee Unified School District through Lease to Locals since October 2020. Many of those people were commuting an hour or more over mountain passes to get to work.

“A lot of people commute from Reno and Carson City,” said Lynn Baumgartner, an administrative analyst in Truckee’s housing department. “They are commuting from Sierraville,” which is about a half-hour away.

Placer County, Calif., on the northwest shore of Lake Tahoe, has county employees living in Carson City — 40 miles, up and over a pass and halfway around the lake — and Colfax, 64 miles down the mountain toward Sacramento.

“I think it’s been a great success to create this culture shift with homeowners, helping people understand the benefits of renting long term,” said Emily Setzer, principal planner for Placer County.

Santa Fe Public Schools has an estimated 10% of its employees living in Albuquerque, Rio Rancho, Pecos, Española and Las Vegas, N.M., as culled from an employee survey with 588 respondents, district spokesman Cody Dynarski said.



"We had an employee give a resignation because her rent went up to \$1,800," Dynarski said. "The cost of living is one of the biggest, if not biggest, barriers to recruit and retain employees. We're losing high-quality, veteran teachers."

The Landing Locals/Placemate concept intrigues Dynarski.

"I mean, anything for people to have affordable housing in Santa Fe, I think is a good idea," he said. "At this point, anything to help is welcome."

Since August 2022, Placer County has placed 40 local workers into 17 homes through Lease to Locals and has incentive funding to house 80 people who work within the school district's boundaries.

"We were familiar with the company and what they were doing in Truckee," Setzer said. "We were getting suggestions from community members to do it. We had property owners who wanted to do it."

Sacramento real estate agent Pettit Gilwee on Feb. 1 rented her second-home condo in Truckee to a local worker. Three years ago, she acquired the 750-square-foot, one-bedroom, one-bathroom condo as a weekend getaway.

"I saw I wasn't using my condo as much as I thought I would," Gilwee said. "Living in Tahoe for 20 years, I know how challenging it is to find a place to rent. It made sense to rent to a local. I love that Truckee has a vested interest in keeping locals. Those folks are the fabric of the town."

The communities each have different ways of funding their incentives. South Lake Tahoe is tapping into its federal American Rescue Plan Act funding for the \$300,000 in incentives and \$200,000 for administration and advertising it has committed so far to Lease to Locals.

Truckee is in the third year of Lease to Locals, starting at \$130,000 the first year, \$448,000 the second and \$500,000 for the current year. Money comes from the general fund designated for housing and, since January 2021, from a ballot measure that increased the transient occupancy tax to fund housing, Baumgartner said.

Summit County and Breckenridge have invested \$700,000 since October 2021 from the housing construction fund. Placer County has allocated \$405,000 from its transient occupancy tax charged at hotels for its first year in the program.



Ryan Guhne, a seasonal employee at Taos Ski Valley, directs traffic Saturday. Guhne lives with his girlfriend, another seasonal employee, at Columbine Inn, a staff housing building located in the Village of Taos Ski Valley.

Nathan Burton/The Taos News

Taos Ski Valley has a bit of a variation on what Placemate is doing. In the past three or four years, New Mexico's largest ski resort has created 220 housing units for employees, including 43 through four third-party leases with privately owned homes, said Dawn Boulware, Taos Ski Valley's vice president of social and environmental responsibility.

Taos Ski Valley has 650 to 750 seasonal employees and 150 full-time employees. They live anywhere between Peñasco and Questa.

"This is really a challenge not only for the ski resort but the whole community," Boulware said.

Taos city, county and private officials recently banded together as the Taos Housing Partnership, a nonprofit organization that is committed to taking meaningful action to develop housing in and around Taos.



Taos Ski Valley also runs a free employee shuttle from the resort to Taos from 5:30 a.m. to 11:30 p.m. to at least ease the challenges of getting to work and back to town.

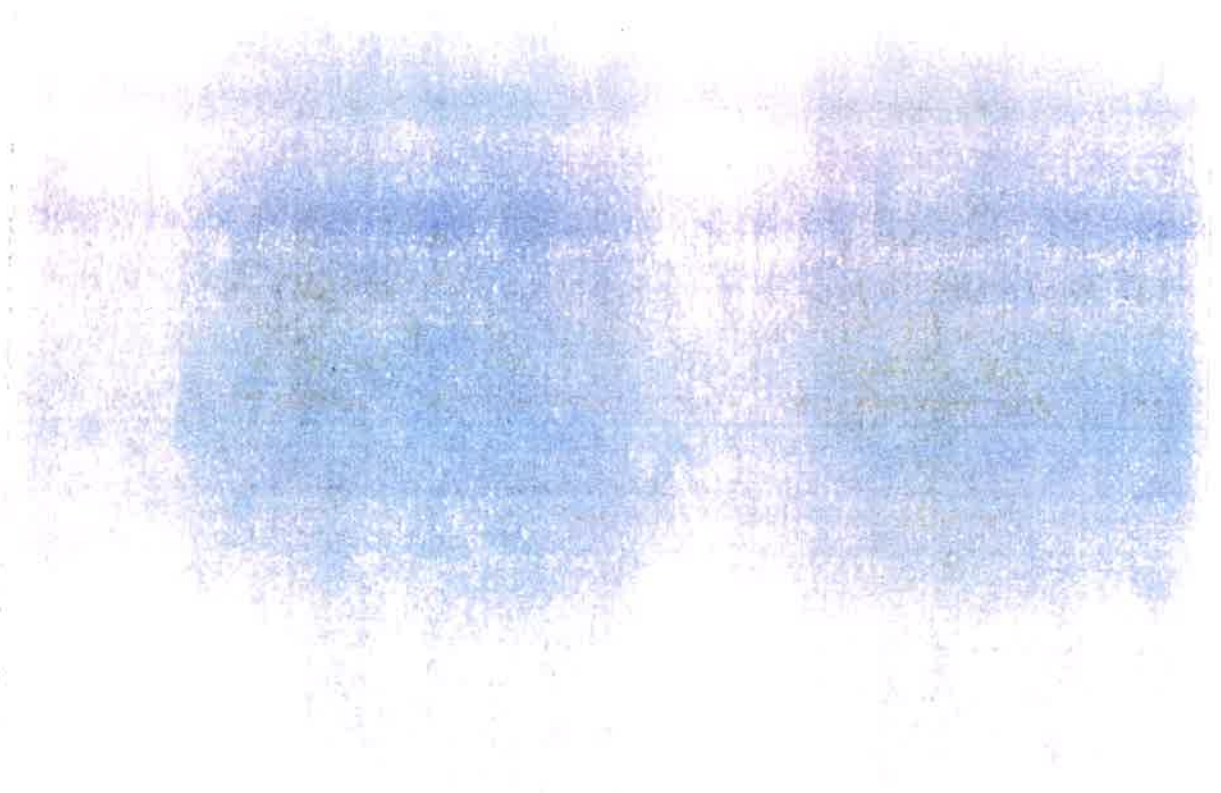
"Without the investments we have made, we would be in a different place," Boulware said.

The 220 employee housing units are mostly dorm-like.

"Now we are looking at what people want or need," Boulware said. "What we're seeing is a need for more apartment-like housing for our staff."

Boulware said housing for seasonal and full-time staff faces the same extreme housing shortage prevalent in the resort world — but old-school tactics are working for many of the longtime workers, who amount to two-thirds of the staff.

"They have secured housing," Boulware said. "They created relationships in the community. There [are] a lot of creative ways people have [to find housing]."



In the past three or four years, Taos Ski Valley has created 220 housing units for employees, including 49 through four third-party leases with privately owned homes, said Dawn Boulware, Taos Ski Valley's vice president of social and environmental responsibility.

Nathan Burton/The Taos News

In Santa Fe, many hotel workers live on the south side or Española or Albuquerque.

"Many staff live multiple people to the house or apartment," Jeff Mahan, executive director of the Santa Fe Lodgers Association, said in a text. "Housing (then parking) makes for many staff also working multiple jobs to make ends meet, and that is with raising pay rates [well] above national average."

## Converting short-term rentals and empty homes

Placemate's program, with input from the five communities, has incentives for seasonal leases, essentially five months, and one-year leases with a mix of short-term rentals and/or empty homes.

"We are focusing our program on long-term rentals," South Lake Tahoe's Thomas said. "This is really about getting stabilized housing for year-round employees."

South Lake Tahoe started in December 2021 and banned short-term rentals in residential zones in 2022.

"This program can maybe help incentivize those owners that keep their homes vacant for whatever reason," Thomas said.

Breckenridge and Summit County, on the other hand, target short-term rentals.

"Your unit has to be a short-term rental with a license [prior to October 2021, when Breckenridge and Summit County started Leasing to Locals]," said David Rossi, communications director for Summit County. "Landing Locals fits into our goals to really focus on preservation of local housing."

Breckenridge has a robust housing program with the ski resort providing worker housing, and Summit County has converted three hotels in housing. Yet there was room for Lease to Locals, which has secured housing for 112 adult local workers and 16 children in 56 units.



"The reason Landing Locals was really appealing is for offering incentives to bring renters long-term housing," Rossi said. "Some of these owners [who] have mid-end and low-end condos would find it reasonable to rent long-term to locals."

The average lease runs 9.9 months with average rent at \$2,393 per unit or \$1,371 per bedroom.

Breckenridge/Summit County pay short-term rental owners incentives in the amount of \$5,000 for a short-term, one-bedroom unit or \$10,000 long-term; \$10,000 for a two- or three-bedroom unit seasonal or \$20,000 long term; and \$11,000 short term for a four-bedroom unit or \$22,000 long term.

Renter income limits vary per city. Breckenridge/Summit County and Placer County have no income restrictions, while South Lake Tahoe and Ketchum have qualified renter income limits of \$79,688 and \$77,552, respectively. Truckee has a household income limit of \$103,000.

"There are income restrictions only to make sure that this is not housing for lawyers or doctors," Frolich said. "We are trying to target this to moderate income."

Frolich and the communities acknowledge that Lease to Locals is not the total solution to dire shortages in worker housing in resort towns, but these five towns have found housing for some 450 local workers with Lease to Locals.

"We are an arrow in the quiver," Frolich said.

The incentives are offered for only the first year, but a fair share are continuing with long-term rentals.

"People were showing interest in dipping their toes into the long-term rental market," Baumgartner said. "More than 50% have continued even when the grant funding is no longer available."

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**Teya Vitu**

Business Editor



# Taos Ski Valley Resort

Hotel St. Bernard: Village Water Distribution

MARCH 2023

HART HOWERTON  
NEW YORK, NEW YORK





### Water Distribution

Toos Ski Valley, New Mexico

— New (2019-2021) Water Line

— Existing Water Line

□ Meter Upgrades

- - - Trail

— 500 feet —



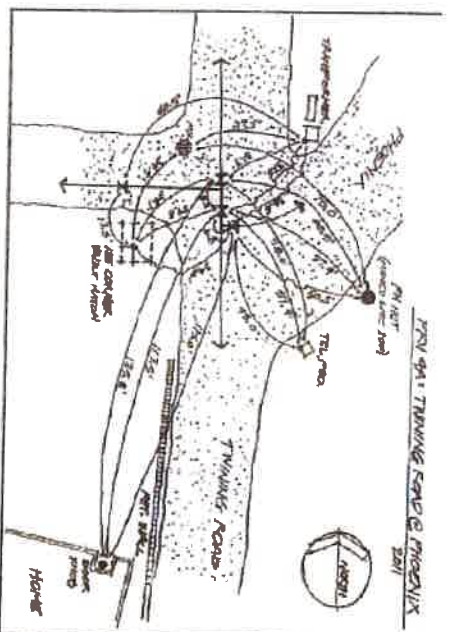


**Typical Meter Condition**  
 Taos Ski Valley, New Mexico  
 John Burroughs Trail and  
 Twining Road Master Meter As-Built

— New (2019-2021) Water Line  
 — Existing Water Line  
 □ Meter Upgrades

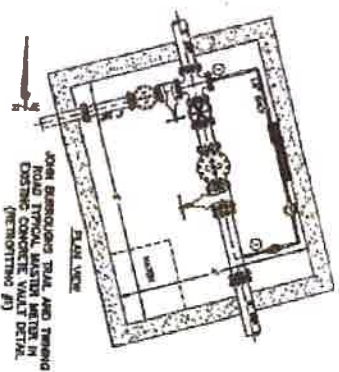
100 feet

Map labels: KACHINA RD, CHEFRANGER LOOP, TWINNING RD, JOHN BURROUGHS TRAIL, PIONEER GLADE WATER TANK, O'S PATTERSON LOOP, PROGENIS SWITCHBACK RD.



**Laop Power**

Provides Loop Power







[All emails produced by Village on Appellee/Applicant/TSVI's Amended IPRA Request dated March 7, 2023, between the named Appellants therein and Village Planning Officer Nicholson and/or Commissioner/Councilor Caldwell. (Not yet produced at time of filing this Exhibit List on March 14, 2023).]