



Full Venue and Per Night Lodging Rates At Blame Her Ranch

Off-Season November 1st - March 31st | 3-Night Minimum

Monday-Wednesday \$3,400

Thursday \$3,900

Friday-Sunday \$4,200

Peak-Season April 1st - October 31st | 3-Night Minimum

Monday-Wednesday \$4,000

Thursday \$4,800

Friday-Sunday \$5,500

Holidays | 5-Night Minimum

Sunday-Saturday \$6,600

Thanksgiving-Christmas-New Year's

~Book any Friday, Saturday, and Sunday nights receive Thursday at 50% off and Monday completely FREE~

Full-Day Venue Rates At Blame Her Ranch Without Lodging

10am-1am (15 Hours) Usage For Set-Up And Event

Off-Season November 1st - March 31st

Monday-Wednesday \$5,400

Thursday \$6,700

Friday-Sunday \$8,500

Peak-Season April 1st - October 31st

Monday-Wednesday \$7,800

Thursday \$9,100

Friday-Sunday \$10,400

~Ask about our guest invoicing program and SAVE \$4,500 or MORE off your final bill~

Includes rental of the entire ranch—all four venues. Up to 250 day-guests and lodging for 24 people, free log tables and benches for up to 250 people plus 4 bars, 8 cocktail tables, and 4 space heaters (one set-up included) - a \$3,500 value. Free wedding decor, lighting, and on-site manager. There's a \$900 cleaning fee for lodging guests; \$450 for non-lodging guests. We charge a Gross Sale's Tax of 6.8333% and as of January 1st, 2020, a 5% San Miguel County Lodger's Tax. With the purchase of Event Insurance (approx. \$125), a fully refundable \$1,000 security deposit is due at check-in (we only cash it if damage occurs during the rental period). 10% of the venue fee is due at the time of signing the contract, 15% is due 90 days from signing, 50% is due 90 days prior to check-in, 25% is due 30 days prior to check-in, and the cleaning fee is due 10 days prior to check-in. 100% of the venue fee is due upfront for single-day options. All payments made are non-refundable. Unlike most venues, we let you decide how you want to cater your event from home cooking to food trucks to outdoor BBQ to a formal sit down dinner. Just as important, all beverage and bar service is at your discretion which can save you thousands of dollars vs. paying high priced hotel liquor bills. Plus, we never charge resort fees, parking, gratuity, or food/beverage charges.

~With lodging for 24, four indoor AND outdoor venues, and no vendor mandates...BHR is your best value~

~Rates for Reservations in 2022~



Blame Her Ranch

"Where She's Never Wrong"

Save \$4,500 Off Your Final Payment

One of the great ideas a couple asked us to help them with is our lodger invoicing program for guests staying at the ranch. As the couple said, "they have to stay somewhere, why not help us vs paying for a hotel?" The program simply invoices guests staying at the ranch and helps the couple offset some of the venue cost by \$4,500 or more. And BHR, not the couple, does the asking!

Here is how it works:

- 1. After signing a contract, the couple determines and provides BHR an email list of guests staying at the Ranch...typically 20 of the 24 guests we can accommodate.*
- 2. Approximately 6 months before the weekend wedding, BHR sends an email to the selected guests telling them they have been "chosen" to stay at the ranch.*
- 3. The couple determines the amount to charge their guests...typically \$75.00 per head per night. Less than your average hotel room in Santa Fe.*
- 4. Guests feel "chosen or "special" and simply click on the Pay Pal button in the email to make their payment directly to BHR.*
- 5. BHR, 120 days before the wedding, informs the couple of the total amount collected and how that has reduced their outstanding balance due 90 days before the wedding.*

We believe we are the only New Mexico venue to offer this unique program that:

- Gives the couple total flexibility to decide what guests to invoice or not**
- Leaves it up to the couple to set the price on what to charge each of their guests**
- Puts the responsibility on BHR to do the asking, collect the money and manage the process**
- Selected guests feel "special" to be chosen and are willing to pay for it**
- Allows the couple to shift those dollars to other wedding budget items**
- Makes BHR an even greater value than other NM Wedding Venues**

*The Contract remains with the couple and they are responsible for final payment and any amounts not collected by BHR.

**BHR doesn't charge for this service, but the PayPal fees associated are deducted from the total amount collected.



Why Blame Her Ranch

-Our Guests Top 13 Reasons-

Beyond the ranch's beautiful setting, outstanding facilities, almost endless activities and unmatched southwestern decor, these are the top 13 reasons why our guests select BHR vs other venues:

1. **Exclusivity:** When you and your guests are at BHR, you are the only people at the ranch. No sharing, no distractions, no strangers, a total focus on you.
2. **Flexibility:** We only have one goal, "We do what the couple wants." Of course, there are always limitations, but we truly try to accommodate all requests and not have too many rules, so just ask.
3. **No Cut-Off Times:** With the lodging option, party until 4 a.m. in the morning (or later). Let your guests come and go as they please is our way of operating. There are no cut off times or restrictions to having more fun.
4. **Unlimited Catering Options:** Food trucks, 5-star dining, home cooking, potlucks — whatever you want, we allow. Eat and enjoy the food that makes you and your guests happy vs. being controlled by limited menu options, expensive/exclusive caterers or bloated hotel food and beverage fees.
5. **Bar Service Your Way, Your Budget:** We provide 8 handcrafted wooden wine barrel cocktail tables and 4 eight foot wooden bars at no charge. More importantly, you can buy whatever you want in advance to be served at those bars and in the process save thousands of dollars by not paying high priced resort or venue alcohol and refreshment prices (not to mention the tax and service fees).
6. **All In One Place:** Weddings, Family Reunions, and Corporate Events are about people and BHR offers the great opportunity for one central location for both events & accommodations for up to 24 lodgers and 250 day-guests.
7. **One Price, No Surprises:** When you compare hotel room rates in Santa Fe and then add in venue charges, BHR is extremely attractive. You know coming to the ranch what you will be charged with no surprise bill at the end.
8. **Multiple Venue Options:** Beyond the Main Lodge you have three additional distinct options allowing for BBQs, Welcome Dinners, Rehearsal Dinners, Ceremonies and Wedding Banquets on different days or times.
9. **Easy Set Up and Advanced Planning:** Most venues limit your access to only the day of the event. At BHR you can pre-set-up the site and even have items delivered before your event weekend begins for easy storage.
10. **Free Wedding Decor:** BHR offers free wooden wedding signs, floating pool lights, lawn games, votives, and electric candles for all events. We also have 20,000 hanging twinkle lights that adorn the 18,000 square foot great lawn that are included free of charge.
11. **Private Concierge:** Weddings, Corporate Events, and Family Reunions take planning. Lot's of planning. BHR offers free on-site concierge service both before and during your stay to make your experience flawless and hassle-free, saving you time and money.
12. **Uniqueness:** Try, just try, to have a firework show or a skeet shooting contest at your local Santa Fe hotel, home rental or some out of town wedding venue. It won't happen. We offer professional service providers in both areas (plus others areas as well) that will make your event and stay extra special and memorable.
13. **Responsiveness:** Who would have thought it would be so hard to get a venue to respond? We certainly didn't! Answering your questions is our number one priority. It shouldn't take several days (or several follow-ups!) to get information from your venue. And if they are this difficult to get a hold of now, what's it going to be like if you actually book with them? BHR promises to respond to your emails within 48 hours.

Wedding Venue Comparison Work Sheet & Check List

<i>Destination Wedding Venues</i>				<i>One Day Events</i>					
Key Venue Questions:	Blame Her Ranch With Lodging	La Mesita Ranch Estate	Hacienda Doña Andrea	Blame Her Ranch Without Lodging	Four Seasons Santa Fe	El Dorado Hotel Santa Fe	Old Town Farm Abuerque	El Rancho de Las Golondrinas Santa Fe	Venue of Choice:
Peak Saturday Venue Rate	\$4,950 (with 10% discount if booked within 30 days of inquiry)	\$8,500.00	\$7,432.00	\$10,400.00	\$26,875.00 Includes Venue, Minimum Catering/Gratuity	\$12,915.00 Includes Venue, Minimum Catering/Gratuity	\$7,800.00	\$3,210.00	
Minimum Number Of Nights Per Engagement	3 (extra two nights @ \$4,635 per night assuming Thurs-Sat and 10% discount)	3 (extra two nights @ \$4,000)	2 (second night @ \$1,800, third night @ \$1,200)	1	1	1	1	1	
Lodging Included	Yes	Yes	Yes	No	No	No	No	No	
Sleeping Capacity	24	22	30	0	200+	200+	0	0	
Starting Room Rate	Included—nine rooms	Included—ten rooms	Included—nine rooms	Not-Included	\$1,005.00	\$199.00	None	None	
Venue Rate (3 Days)	<i>\$14,220 (with 10% discount if booked within 30 days of inquiry)</i>	<i>\$16,500</i>	<i>\$10,432</i>						
Max Number Of Wedding Guests	250+	250+	150	250+	180	250+	200	250+	
Bride & Groom Changing/Prep Room	Yes	Yes	Yes	Yes	Yes	Yes	No	Additional \$100	
Number of Venues	(4) Cliffside Gazebo 250, Great Lawn 300+, Barn 150, Main Lodge- 150	(4) Pool Deck 300, Grande Lawn 300, Sunset Deck 250, Pond Lawn 300	(4) Courtyard 150, Garden 120, Inside 70, Chapel 12	4	2	2	3	1	
Venue Usage Time	24 Hours (for all wedding guests and lodgers)	Specific Timing Based on Wedding. Music and Alcohol must stop at 11pm	Specific Timing Based on Wedding. Music and Alcohol must stop at 10pm	10am—1am Includes Set-Up & Event Unlimited	10am—12am Includes Set-Up & Event	2pm-5pm Set-Up, Event limited Hours: 5pm-12am	9am-3pm Set-Up. Event limit Hours: 3pm-10pm	1pm-4pm Set-Up 4:30-5:30 Ceremony 5:30-10pm Reception	
Cut off Time	None	11:00PM	10:00PM	1:00AM	12:00AM	12:00 AM	10:00PM	10pm For Music out by 11PM	
Cost of Catering/Restrictions	Whoever/however you wish (no charge for kitchen)	Must use one of five recommended Catering Services (minimum of \$8,632 for 150 guests)	Whoever/however you wish (\$500 kitchen fee)	Whoever/however you wish	Only From Hotel Additional \$150.00 per head beyond 150 Minimum	Only From Hotel Additional \$97.00 per head beyond 150 Minimum	Whoever/however you wish	Whoever/however you wish but must be approved	
Guarantee Gratuity	No	With Catering Service: 20% Included in price	No	No	25%	23%	No	No	
Resort Fees	No	No	No	No	Yes on all Rooms	Yes on all Rooms	No	No	
Menu Options	Whatever you wish	Based on selected Catering Service	Whatever you wish	Whatever you wish	What is offered by Hotel	What is offered by Hotel	Whatever you wish	Whatever you wish	
Bar Service	However you wish-BYO	Must use one of five recommended Catering Services	However you wish-BYO	However you wish-BYO	Only What is Offered by Hotel Open Bar Extra Dollars	Only What is Offered by Hotel Open Bar Extra Dollars	BYO But Must Use Their Bartenders	BYO But Must Use Approved Bartenders	
Free Parking	Yes	Shuttles Only	Yes	Yes	Yes	No	Valet Only	Yes	
Shuttle Requirements (Based on \$15.17 a Person)	Not Needed	<i>\$3,792.50</i>	Not Needed	Not Needed	Not Needed	Not Needed	Not Needed	Not Needed	
Gym	Yes	No	No	Yes	Yes	Yes	No	No	
Pool	Yes	Yes	No	Yes	Yes	Yes	No	No	
Jacuzzi	Yes	No	No	Yes—Cauldron	Yes	Yes	No	No	
Home Theater	Yes	No	No	Yes	No	No	No	Yes	
Game Room	Yes	No	No	No	No	No	No	No	
Firework Availability	Yes	No	No	Yes	No	No	No	No	

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Key Venue Questions:	Blame Her Ranch With Lodging	La Mesita Ranch Estate	Hacienda Doña Andrea	Blame Her Ranch Without Lodging	Four Seasons Santa Fe	El Dorado Hotel Santa Fe	Old Town Farm Abuerque	El Rancho de Las Golondrinas Santa Fe	Venue of Choice:
Tables Included	25 Tables	Through vendor \$12.50 /table	\$5/person	25 Tables	19 tables	19 tables	20 tables	15 tables	
Table Pricing Based on 10 Person Table at Max Capacity	FREE	<u>\$312.50</u>	<u>\$750.00</u>	Free	Free	Free	Free	Free	
Chairs Included	250 Person Capacity Benches	Through vendor \$4/chair	150 Chairs	250 Chairs	150 Chairs	150 Chairs	200	Through vendor \$4/chair	
Chair Pricing Based on Max Capacity	FREE	<u>\$1,000.00</u>	FREE	Free	Free	Free	Free	\$1,000.00	
Linens Included	Through vendor \$14.25/each	Through vendor \$14.25 /each	Through vendor \$14.25 /each	Through vendor \$14.25/each	Yes	Yes	Through vendor \$14.25 /each	Through vendor \$14.25/each	
Linens Based on 25 Tables	<u>\$356.25</u>	<u>\$356.25</u>	<u>\$356.25</u>	\$356.25	Free	Free	\$356.25	\$356.25	
Dance Floor	Yes-In Barn	Through vendor \$810+	Yes-Courtyard	Yes-In Barn	Yes	Yes	Yes	Through vendor \$810+	
Outdoor Lighting	Yes	Yes	Yes	Yes	Yes	Yes	No	Through Vendor	
Cocktail Tables	Free—8	Through vendor \$51.75 /each	\$8/table	Free—8	Free-8+	Extra Charge	For Rent	Through vendor \$51.75/each	
Cocktail Table Pricing Based on 8 Tables	FREE	<u>\$414.00</u>	<u>\$200.00</u>	Free	Free			\$414.00	
Bars	Free-4	Through vendor \$125/each	Through vendor \$125/each	Free-4	\$200 Each	Two included	One Bar, Second Bar at \$150.00	Through vendor \$125/each	
Bars Pricing Based on 4 Bars	FREE	<u>\$500.00</u>	<u>\$500.00</u>	Free	\$800.00			\$500.00	
Extra Photo Day	FREE (4 Hours)	Extra Cost	Extra Cost	Extra Cost	Extra Cost	Extra Cost	Extra Cost	Extra Cost	
Wedding Signage, Candles, Decor	Free-see list	No	No	Free-see list	No	No	No	No	
Free WiFi	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes—But Not strong	
Sound System	Yes-free	No	No	Yes-free	No	Yes-Extra	Yes—\$150.00	No	
Exclusive Use Of Location	Yes	Yes	Yes	Yes	Yes—only wedding but with hotel guest	Yes—only wedding but with hotel guest	Yes	Yes	
Wedding Planner/ Conceive Cost	Yes - Free	Yes, but all Weddings MUST have a wedding planner - \$1,500 minimum	\$150 (required)	Yes	Yes	Yes	Yes	Yes	
Pre-wedding Set-up and/Storage	Yes anytime--base on available	Yes, but all Weddings MUST have a Tent - \$2,700 minimum	During Stay	Yes anytime--base on available	Only On Day of Event	Only from 2-5pm	Only Between 9am-3pm On Day Of Event	No—Must Be On Day Of Event	
Total Price (NOT including Catering) Based on Max Capacity	<u>\$14,220.00</u>	<u>\$27,529.00</u>	<u>\$12,532.00</u>						
Average Venue Cost per Maximum Guests. Not including catering and linens	\$56.88	\$110.12	\$83.55	\$41.60	\$149.31 with Catering	\$51.66 with Catering	\$39.00	\$12.84	
Volume Discounts	Book Friday, Saturday Sunday get Thursday for 1/2 Off and Monday for Free	Fourth night at \$1,500	Third and fourth night at \$1,200	None	Discounted Rooms	Discounted Rooms	None	None	

Based upon reliable cost information from vendors as of April 1, 2020

Compare BHR vs Top Competitors

Don't be nickle and dimed or deal with too many restrictions!

Key Venue Questions:	Blame Her Ranch	La Mesita Ranch	Hacienda Doña Andrea
Venue Rate (3 Nights)	\$14,220.00 (with 10% discount if booked within 30 days of inquiry)	\$16,500.00	\$10,432.00
Sleeping Capacity	24	22	30
Max Number Of Wedding Guests	250+	250+	150
Number of Venues	4	4	4
Cut off Time	None	11:00PM	10:00PM
Cost for Catering/ Restrictions	None	Must use one of five recommended Catering Services (minimum of \$8,632 for 150 guests)	None however, \$500 kitchen fee for self-catered events
Bar Service	BYO	Must use one of five recommended Catering Services	BYO
Shuttle Requiremnts (Based on \$15.17 a Person)	None	\$3,792.50	None
Chair Pricing Based on Max Capacity	FREE	\$1,000.00	FREE
Table Pricing Based on 10 Person Table at Max Capacity	FREE	\$312.50	\$750.00
Cocktail Table Pricing Based on 8 Tables	FREE	\$414.00	\$200.00
Bar Pricing Based on 4 Bars	FREE	\$500.00	\$500.00
Wedding Planner/ Conceirge Cost	FREE	\$1,500 Minimum	\$150
Extra Photo Day	FREE (4 Hours)	Extra Cost	Extra Cost
Tent Pricing/ Requirment	No	\$2,700 Minimum	No
Advanced Set Up	Yes	No	No
Gym	Yes	No	No
Pool	Yes	Yes	No
Jacuzzi	Yes	No	No
Home Theater	Yes	No	No
Firework Availability	Yes	No	No
Average Venue Cost per Maximum Guests (not including catering and linens)	\$56.88	\$110.12	\$83.55
Deposit Fee	10%	25%	25%
Price without Catering	\$14,220.00	\$27,529.00	\$12,532.00
Estimate Full Price with Catering for 150	\$24,390.00	\$41,779.25	\$21,077.00

Don't be surprised by extra costs and lack of transparency.
Who wants to shut down their wedding at 10pm or 11pm?

The FUN never stops at BHR!