

**NEW SALES LEAD**

Williamsburg Tourism Council  
Address: 421 North Boundary Street P.O. Box 3495 Williamsburg, VA 23185 USA  
Phone: 757.253.2313

**Created:** 03/26/2021  
**Response Due Date:** **03/30/2021**  
**Decision Date:** 04/06/2021  
**From:** Julia Smyth-Young, Sales Director -- (757) 253-2313, [julia.smyth-young@visitwilliamsburg.com](mailto:julia.smyth-young@visitwilliamsburg.com)

**Lead ID:** **3936**  
**Organization:** New Journey Events, LLC  
**Market Segment:** Military  
**Meeting:** Navy Marriage Enrichment Retreats  
**Contact:**

**Company:**  
**Address:**

**Phone:**  
**Fax:**  
**E-Mail:**

**MEETING REQUIREMENTS**

**Requested Dates:** 05/14/2021 to 05/16/2021  
**Meeting Dates:** 05/14/2021 to 05/16/2021  
**Alternate Dates:** 06/04/2021 to 06/06/2021  
07/09/2021 to 07/11/2021

**ROOMS FORECAST**

**Room Attendance:** 45  
**Requested Rooms:** 46  
**Requested Peak:** 23

	Fri, 05/14/21	Sat, 05/15/21	Sun, 05/16/21	Mon, 05/17/21	Tue, 05/18/21	Wed, 05/19/21	Thu, 05/20/21
<b>Requested Rooms</b>	23	23					

### COMPETITION

### NOTES

**Meeting Requirements:**

Small meeting space required for Sat 8 AM - 5 PM  
 Sunday 8 AM - 1 PM

**Schedule of Events:**

Saturday meetings/ breakout and small meal  
 Sunday 8 AM - 1 PM

**Action Requested:**

Respond directly to Jasmine with commissionable rates, only per diem rates considered.  
 The group prefers to sign an agreement with one property for the year and anticipates the retreats will be an annual event. Contract signed out of Northern Virginia, and potential for multi-year contract exists.