

**NEW SALES LEAD**

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

**Created:** 06/05/2021  
**Response Due Date:** **06/07/2021**  
**Decision Date:** 06/18/2021  
**From:** Julia Smyth-Young, Sales Director -- (757) 253-2313, [julia.smyth-young@visitwilliamsburg.com](mailto:julia.smyth-young@visitwilliamsburg.com)

**Lead ID:** **3950**  
**Organization:** Chai4Ever  
**Market Segment:** Fraternal  
**Meeting:** Camp4Ever Girls Main Return Stay  
**Contact:** Craig Smith  
Manager, Global Accounts  
**Company:** HelmsBriscoe - Master Account  
**Address:** 119 Primrose Drive

Longwood, FL 32779  
**Phone:** (863) 224-5777  
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**MEETING REQUIREMENTS**

**Requested Dates:** 07/08/2021 to 07/11/2021  
**Meeting Dates:** 07/08/2021 to 07/11/2021  
**Alternate Dates:** to  
to

**ROOMS FORECAST**

**Room Attendance:** 57  
**Requested Rooms:** 171  
**Requested Peak:** 57

	Thu, 07/08/21	Fri, 07/09/21	Sat, 07/10/21	Sun, 07/11/21	Mon, 07/12/21	Tue, 07/13/21	Wed, 07/14/21
<b>Requested Rooms</b>	57	57	57				

## COMPETITION

### Decision Factors:

1. Since safety is essential to us, we need to have the ability to room a minimum of 3 individuals without sharing a bed in each hotel. Any kind of bed is ok, whether it is two beds, a pullout sofa or two beds, a rollaway bed, etc.
2. We would need meeting space with enough space to fit about 135 individuals in a banquet-style set up with round tables.
3. We would only need the round tables, linen, and chairs in the ballroom.
4. Ability to meet the guest room budget.
5. Parking for two busses and a refrigerated box truck.
6. Caterers need the use of a portion of the kitchen with 4 burner stove, oven and a small amount of refrigerator space

### Food and Beverage:

We are a strictly Kosher group, and therefore have our own Kosher caterer that travels along with the camp.

## NOTES

### Meeting Requirements:

1/35 comp rooms per night  
 Waived Resort/Facility fees  
 2 Comp upgrades to suites  
 20% allowable attrition  
 Comp parking for two busses and two box trucks  
 Double rewards points

### Schedule of Events:

Friday and Saturday, 7/9/2021 - 7/10/2021:

8:00 AM - 12:00 AM

General Session Recurring Agenda Item

Notes or Exceptions: 12'L x 8'W stage, seating in rounds for 150, and space for a buffet set up. General Session room and meal room will be in the same meeting space. Rounds of 10

8:00 AM - 12:00 AM: Prayer Room, Theater Style, 120 people (24-hour hold )

9:00 AM - 11:00 AM: Breakfast for 150 ppl ( same room as GS )

11:30 AM - 1:00 PM: Lunch for 150ppl, ROunds of 10

Notes or Exceptions: 12'L x 8'W stage, seating in rounds for 150, and space for a buffet set up. General Session room and meal room will be in the same meeting space. Lunch is tentative and may be held offsite.

1:00 PM - 6:00 PM: Spa Room, C/R for 15 ppl

(Tentative and may shift to Saturday )

6:00 PM - 8:00 PM: Dinner 150 ppl, Rounds of 10, Same space as GS

Sunday, July 11, 2021:

9:00 AM - 10:30 AM: Breakfast for 150 ppl, Rounds of 10

**Comments:**

Budget \$70.00-\$100.00. Please offer your best rate and do not turn it down if you can't meet the budget. The group makes a Girls' trip and a Boys' trip to Orlando each year and is looking to find partner hotels to use each year to and from Orlando from their home base in Lakewood, NJ. The Boys RFP for late July 2021 will be forthcoming, and they will want to use the same hotel for both groups.

Group will need access to the banquet room thermostat. Group will be traveling with their own Kosher caterers and will need access to kitchen space for food prep, some cooler space (will be traveling with their own refrigerated truck), and a water source for washing utensils. It does not have to be a separate Kosher kitchen, as they can use a portion of your kitchen if feasible.

The group prefers a deposit schedule with the balance paid at or before arrival.

**Action Requested:**

Respond Directly to Craig with commissionable rates and availability.