

<b>NEW SALES LEAD</b>
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Williamsburg Tourism Council  
 Address: 421 North Boundary Street P.O. Box 3495 Williamsburg, VA 23185 USA  
 Phone: 757.253.2313

**Created:** 11/17/2022  
**Response Due Date:** **11/28/2022**  
**Decision Date:** 01/18/2023  
**From:** Julia Smyth-Young, Sales Director -- (757) 253-2313, [julia.smyth-young@visitwilliamsburg.com](mailto:julia.smyth-young@visitwilliamsburg.com)

**Lead ID:** **4090**  
**Organization:** NSA DaNang Association  
**Market Segment:** Military Reunion  
**Meeting:** Reunion  
**Contact:** Bill Neal  
 Reunion Planner  
**Company:** NSA DaNang Association  
**Address:** 159 Worningford Drive

Taylorsville, KY 40071  
**Phone:** (502) 817-7246  
**Fax:**  
**E-Mail:** [BillNealMail@gmail.com](mailto:BillNealMail@gmail.com)

<b>MEETING REQUIREMENTS</b>
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**Requested Dates:** 04/06/2025 to 04/13/2025  
**Meeting Dates:** 04/06/2025 to 04/13/2025  
**Alternate Dates:** 04/27/2025 to 05/04/2025  
 to

<b>ROOMS FORECAST</b>
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**Room Attendance:** 200  
**Requested Rooms:** 490  
**Requested Peak:** 80

	Sun, 04/06/25	Mon, 04/07/25	Tue, 04/08/25	Wed, 04/09/25	Thu, 04/10/25	Fri, 04/11/25	Sat, 04/12/25
<b>Requested Rooms</b>	30	60	80	80	80	80	80
	Sun, 04/13/25	Mon, 04/14/25	Tue, 04/15/25	Wed, 04/16/25	Thu, 04/17/25	Fri, 04/18/25	Sat, 04/19/25
<b>Requested Rooms</b>							

### COMPETITION

Nationwide search

### NOTES

**Meeting Requirements:**  
Please see attached RFP

**Schedule of Events:**  
RFP attached

**Comments:**  
The group is extremely rate conscious. Please carefully review the attached RFP and address all concession requests. Bill Neal plans to conduct site visits in Williamsburg December 7 - 9, 2022.

**Action Requested:**  
Respond directly to Bill and Mary Neal and copy Julia Smyth-Young on correspondence.