

NEW SALES LEAD

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

Created: 03/31/2022
Response Due Date: **04/06/2022**
Decision Date: 04/13/2022
From: Julia Smyth-Young, Sales Director -- (757) 253-2313, julia.smyth-young@visitwilliamsburg.com

Lead ID: **4033**
Organization: Kroger
Market Segment: Corporate
Meeting: Senior Officer Strategy Meeting
Contact: Eric Hutchins, CMP, CTA
Associate Regional Vice President
Company: Lamont Associates - Master Account
Address: PO Box 93535

Southlake, TX 76092
Phone: (972) 837-3191
Fax:
E-Mail: ehutchins@lamontco.com

MEETING REQUIREMENTS

Requested Dates: 05/22/2022 to 05/25/2022
Meeting Dates: 05/22/2022 to 05/25/2022
Alternate Dates: to
to

ROOMS FORECAST

Room Attendance: 25
Requested Rooms: 56
Requested Peak: 25

	Sun, 05/22/22	Mon, 05/23/22	Tue, 05/24/22	Wed, 05/25/22	Thu, 05/26/22	Fri, 05/27/22	Sat, 05/28/22
Requested Rooms	5	25	25	1			

COMPETITION

Within approximately 500 miles of Cincinnati.

NOTES

Meeting Requirements:

See attached specs.

Schedule of Events:

Sunday, May 22, 2022: 8 AM - 6 PM: Office, setup, and registration

Monday, May 23, 2022: 7 AM- 9 PM: Meals, General Session, Office, and OFFSITE dinner

Wednesday, May 25, 2022: 7 AM - 1 PM: Meals, General Session, Off-site visits

Comments:

This group consists of the Senior Officers and the CEO. This meeting requires a 4 star/diamond property.

Group prefers a window in the meeting space and resort destination. The contract will be signed in Cincinnati.

Decision Factors include:

*Competitive Rate

*Meeting space size

*Concessions

*Contract language flexibility

Action Requested:

Send all proposals to Eric Hutchins, CMP, CTA, with Lamont Associates, and copy Julia Smyth-Young on correspondence. Commissionable rates requested. Please note, the group will only consider resort properties. Opportunity also shared via CVent.