

NEW SALES LEAD

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

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

Lead ID: **3949**
Organization: National Association of Social Workers-VA
Market Segment: Association
Meeting: Annual Conference
Contact: Jo Edgerton Heath
Global Account Manager

Company: HelmsBriscoe - Master Account
Address: Bel Bridge Court
2419 Bel Bridge Court
Midlothian, VA 23113-6501

Phone: (804) 310-6933
Fax:
E-Mail: jheath@helmsbriscoe.com

MEETING REQUIREMENTS

Requested Dates: 03/23/2022 to 03/26/2022
Meeting Dates: 03/23/2022 to 03/26/2022
Alternate Dates: to
to

ROOMS FORECAST

Room Attendance: 114
Requested Rooms: 286
Requested Peak: 114

	Wed, 03/23/22	Thu, 03/24/22	Fri, 03/25/22	Sat, 03/26/22	Sun, 03/27/22	Mon, 03/28/22	Tue, 03/29/22
Requested Rooms	64	114	94	14			

COMPETITION

Richmond, Norfolk, Virginia Beach

NOTES

Meeting Requirements:

**Meeting will have hybrid component **

Schedule of Events:

Wednesday - Saturday, March 23 - 26, 2022:

7 AM - 11 PM: Office (Meeting Room required) 24-hour hold

7 AM - 11 PM: Registration w/ Tabletop Exhibit, 4 ppl, 24-hour hold, Room required

4 PM - 11 PM: Exhibit Set-up, 40 Tabletop exhibits, 250 ppl, 24-hour hold

Wednesday, March 23, 2022:

4 PM - 11 PM: General Session Setup, Rounds 250 ppl, 24-hour hold

Thursday, March 24, 2022:

7:30 AM - 8:30 AM: Continental Breakfast, 250 ppl, Flow

7:30 AM- 5:30 PM: All-day Conference/ Exhibits, 250 ppl, Flow, AM/PM Breaks

8 AM- 5 PM: Student Meeting, 80 ppl, C/R

8:30 AM - 12 PM: Keynote/GS, 250 ppl, Rounds

12 - 12:30 PM: Boxed Lunch, 250 ppl, Flow

12:30 PM - 5:30 PM: Breakout Session, 100 ppl, Rounds (Can be in GS Room)

12: 30PM - 5:30 PM: Breakout Session, 90 ppl, Rounds

12:30 -5:30 PM: Breakout Session, 90ppl, C/R

5:45 PM - 7:00 PM: Reception, 200 ppl (Preferably outdoor/weather permitting)

Friday, March 25, 2022:

7:00 AM -8:00 AM: Continental Breakfast, 250 ppl, Flow

7:00 - 6:30 PM: Conference/Exhibits Open, AM/PM Breaks, 250ppl, Flow

8:00 AM - 11:15 AM: Keynote/General Session, 250ppl, Rounds

11:15 AM - 11:45 AM: Box Lunch, 250ppl, Flow

11:45 AM - 1:45 PM: Movie, (In GS Room), 250ppl, Rounds

2:00 PM - 5:30 PM: Breakout Session, 90ppl, C/R

2:00 PM - 5:30 PM: Breakout Session, 90 ppl, C/R

2:00 PM - 5:30 PM: Breakout Session, 90ppl, C/R
3:30 PM - 4:00 PM: Networking, 250 ppl
5:30 PM- 6:30 PM: Board Dinner, 18 ppl, Private Space
6:30 PM -8:30 PM: Exhibit Teardown
6:30 PM - 9:30 PM: Board Meeting, 18 People, Board Room
Saturday, March 26, 2022:
7:30 AM- 8:30 AM: Continental Breakfast, 250ppl, Flow
10:15 AM - 11:45 AM: Breakout Session, 90 ppl, C/R
10:15 AM - 11:45 AM: Breakout Session, 90 ppl, C/R
10:15 AM - 11:45 AM: Breakout Session, 90ppl, C/R
12:00 PM - 1:30 PM: Lunch and Awards, 250 ppl, Rounds
1:30 PM -5:00 PM: Closing Speaker, 250ppl, Rounds

Comments:

General Session - Internet, Sound, Microphone, Stage, Projector, LCD Panel, Screen, Pens & Pad
Breakout Rooms - Internet, LCD Panel, Microphone, Projector, Screen, Pens & Pad, Flip Charts

Requesting commissionable rates

One per 40 cumulative comp policy

*Three upgrades to 1-bedroom suite for 4 nights

*One upgrade to 2-bedroom suite for 4 nights

*\$6.00 per room night rebate

*15% AV and F&B discount

Master Bill: Meeting Related Charges. Individuals: Room & Tax and Incidentals.

Action Requested:

*List renovations in the past five years and scheduled to be completed

*Please select your current Forbes and AAA Rating

*HelmsBriscoe requests a placement fee that is non-cancelable and non-transferable to any other party for the booking of this meeting.

HelmsBriscoe is acting with full consent, and the client is aware of the placement fee payable to HelmsBriscoe by your organization. Indicate agreement by providing name, title, and the dated acceptance in the proposal.