

NEW SALES LEAD

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

Created: 08/05/2021
Response Due Date: **08/06/2021**
Decision Date: 08/27/2021
From: Julia Smyth-Young, Sales Director -- (757) 253-2313, julia.smyth-young@visitwilliamsburg.com

Lead ID: **3967**
Organization: Virginia Association of Criminal Defense Lawyers (VACDL)
Market Segment: Association
Meeting: VACDL 2022 Fall Conference
Contact: Carolyn Weber
Manager, Global Accounts
Company: HelmsBriscoe - Master Account
Address: 7804 Wood Mill Drive
Richmond, VA 23231
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MEETING REQUIREMENTS

Requested Dates: 09/29/2022 to 09/30/2022
Meeting Dates: 09/29/2022 to 09/30/2022
Alternate Dates: 10/06/2022 to 10/07/2022

ROOMS FORECAST

Room Attendance: 30
Requested Rooms: 30
Requested Peak: 30

	Thu, 09/29/22	Fri, 09/30/22	Sat, 10/01/22	Sun, 10/02/22	Mon, 10/03/22	Tue, 10/04/22	Wed, 10/05/22
Requested Rooms	30						

COMPETITION

Richmond

NOTES

Meeting Requirements:

- Board Meeting
- Receptions
- General Session
- Luncheon

Schedule of Events:

Thu, Sep 29, 2022: 4:00 PM - 6:00 PM, Board meeting for 20 ppl
 Thu, Sep 29, 2022: 6:00 PM - 8:00 PM, Reception for 35 ppl on flow
 Notes or Exceptions: Outdoor space is preferred - if not available, "unique" meeting space that is not closed off/generic conference room.

Fri, Sep 30, 2022: 8:00 AM - 5:00 PM, Meeting for 80 ppl, C/R
 Fri, Sep 30, 2022: 12:00 PM - 1:00 PM, Lunch for 80 ppl, Rounds
 Notes or Exceptions: Separate function room is preferred for lunch.

Basic A/V requirements - TBA

Comments:

The client will only consider properties with meeting space, catering, and restaurants on-site to accommodate the entire group.
 Business Objectives: In-person learning and networking for association members.
 Decision Factors: Rates/pricing
 Quality property/meeting space
 Concessions met
 Excellent service
 All meeting charges to Master
 IPO

Action Requested:

8/4/2021

<https://williamsburgva.simpleviewcrm.com/emails/index.cfm?action=merge&recid=3967&tempid=158&tblid=5>

Send proposals with commissionable rates to Carolyn Weber at Helms Briscoe and copy Julia Smyth-Young on correspondence.