

NEW SALES LEAD

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

Created: 06/23/2022
Response Due Date: **06/30/2022**
Decision Date: 12/15/2022
From: Julia Smyth-Young, Sales Director -- (757) 253-2313, julia.smyth-young@visitwilliamsburg.com

Lead ID: **4060**
Organization: Virginia Local Government Management Association
Market Segment: Association
Meeting: VLGMA 2025 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: 06/10/2025 to 06/14/2025
Meeting Dates: 06/10/2025 to 06/14/2025
Alternate Dates: 06/04/2025 to 06/08/2025
to

ROOMS FORECAST

Room Attendance: 150
Requested Rooms: 299
Requested Peak: 107

	Tue, 06/10/25	Wed, 06/11/25	Thu, 06/12/25	Fri, 06/13/25	Sat, 06/14/25	Sun, 06/15/25	Mon, 06/16/25
Requested Rooms	27	105	107	45	15		

COMPETITION

VLGMA is also considering locations in Norfolk, Virginia Beach, and Portsmouth.

NOTES

Meeting Requirements:

See attached RFP

Schedule of Events:

See attached RFP

Comments:

The planner requests an urgent response. Please note opportunity is also shared via CVent.

Action Requested:

Respond directly to Jo Edgerton Heath with Helms Briscoe and copy Julia Smyth-Young on correspondence. Please note and address lengthy concession requests.