

NEW SALES LEAD

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

Created: 10/27/2022
Response Due Date: **11/04/2022**
Decision Date: 11/07/2022
From: Julia Smyth-Young, Sales Director -- (757) 253-2313, julia.smyth-young@visitwilliamsburg.com

Lead ID: **4085**
Organization: Integrated Agribusiness Professional
Market Segment: Association
Meeting: IAP Annual Owners Meeting 2023
Contact: Lisa Loveall
 President
Company: InSight InMind Creative Events & Marketing Solutions P
Address: 3137 Palo Verde Ave

Long Beach, CA 90808
Phone: (562) 254-1625
Fax:
E-Mail: lisaloveall@insightinmind.net

MEETING REQUIREMENTS

Requested Dates: 09/18/2023 to 09/23/2023
Meeting Dates: 09/18/2023 to 09/23/2023
Alternate Dates: to
 to

ROOMS FORECAST

Room Attendance: 90
Requested Rooms: 265
Requested Peak: 90

	Mon, 09/18/23	Tue, 09/19/23	Wed, 09/20/23	Thu, 09/21/23	Fri, 09/22/23	Sat, 09/23/23	Sun, 09/24/23
Requested Rooms	20	55	90	90	10		

COMPETITION

Nationwide search

NOTES

Meeting Requirements:

See attached RFP

Schedule of Events:

See attached RFP

Comments:

IAP is an association in the industry of Agribusiness. They hold this meeting once a year in September. There are approx. 90-120 guests.

Please quote a commissionable rate -IATA 05-7 7636 3

- Provide several king beds versus double beds.
- Please advise of any charges if IAP decides to provide some of their AV needs.
- Group will require three upgrades at group room rate with arrival two days pre-event and two days post-event
- Discounted resort fee
- Discount on parking
- We will require two staff rooms at a discounted rate
- 10% discount on AV and F & B menus
- Group room rate available three days pre/post
- Complimentary meeting room Wifi
- Distance from airport to resort
- Provide names of meeting rooms and floorplan

Action Requested:

Please respond directly to Lisa Loveall with commissionable rates and availability and copy Julia Smyth-Young on correspondence. Please note: opportunity also shared via CVent.