

## NEW SALES LEAD

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

**Created:** 01/09/2021  
**Response Due Date:** **01/15/2021**  
**Decision Date:** 01/29/2021  
**From:** Julia Smyth-Young, Director of Sales -- (757) 253-2313,  
julia.smyth-young@visitwilliamsburg.com

**Lead ID:** **3919**  
**Organization:** Oaks Christian School  
**Market Segment:** Education  
**Meeting:** Historic School Group TOur  
**Contact:** Sharon Hobba  
Sourcing and Event Manager  
**Company:** Oaks Christian School  
**Address:** 30802 Oakrim Drive

Westlake Village, CA 91362  
**Phone:** (818) 620-5459  
**Fax:**  
**E-Mail:** sharon.hobba@transcende.net

## MEETING REQUIREMENTS

**Requested Dates:** 05/21/2021 to 05/23/2021  
**Meeting Dates:** 05/21/2021 to 05/23/2021  
**Alternate Dates:** to  
to

## ROOMS FORECAST

**Room Attendance:** 191  
**Requested Rooms:** 166  
**Requested Peak:** 83

	Fri, 05/21/21	Sat, 05/22/21	Sun, 05/23/21	Mon, 05/24/21	Tue, 05/25/21	Wed, 05/26/21	Thu, 05/27/21
<b>Requested Rooms</b>	83	83					

## COMPETITION

**NOTES**

**Meeting Requirements:**

Sat, May 22, 2021

7:30 AM - 8:30 AM

breakfast

Breakfast

Notes or Exceptions: Buffet Breakfast group will need a mic for announcements and prayer

Buffet

190 people

Sun, May 23, 2021

7:30 AM - 8:30 AM

breakfast

Breakfast

Notes or Exceptions: Buffet Breakfast group will need a mic for announcements and prayer

Buffet

190 people

A/V - Requests 1 microphone for announcements

**Schedule of Events:**

Sleeping rooms Friday and Saturday night. check out Sunday

Breakfast, announcements, and prayer each morning

group Leaves after breakfast each day and is back late evening

**Comments:**

Christian 8th-grade Historical tour that comes to the east coast every year.

Would consider a multi-year contract

Wonderful, well-behaved group! 1 complimentary suite upgrade needed

**Action Requested:**

Respond directly to Sharon by Friday, 1/15/2021. Commissionable rates.