

NEW SALES LEAD



Williamsburg Tourism Council
Address: 421 North Boundary Street P.O. Box 3495 Williamsburg, VA 23187 USA
Phone: 757.253.2262

Created: 10/29/2020
Response Due Date: **10/30/2020**
Decision Date: 02/19/2021
From: Julia Smyth-Young, Director of Sales -- (757) 253-2313, julia.smyth-young@visitwilliamsburg.com

Lead ID: **3908**
Organization: Southern Economic Development Council
Market Segment: Association
Meeting: 2023 SEDC Annual Conference
Contact: Brian Plott
Regional Vice President
Company: Helms Briscoe
Address: 1024 Kershaw Drive

Winter Garden, FL 34787
Phone: (407) 614-4303
Fax:
E-Mail: bplott@HelmsBriscoe.com

MEETING REQUIREMENTS

Requested Dates: 07/25/2023 to 08/02/2023
Meeting Dates: 07/30/2023 to 08/01/2023
Alternate Dates: 08/06/2023 to 08/08/2023
08/15/2023 to 08/17/2023

ROOMS FORECAST

Room Attendance: 300
Requested Rooms: 672
Requested Peak: 228

	Tue, 07/25/23	Wed, 07/26/23	Thu, 07/27/23	Fri, 07/28/23	Sat, 07/29/23	Sun, 07/30/23	Mon, 07/31/23
Requested Rooms	2	2	4	4	24	228	228
	Tue, 08/01/23	Wed, 08/02/23	Thu, 08/03/23	Fri, 08/04/23	Sat, 08/05/23	Sun, 08/06/23	Mon, 08/07/23
Requested Rooms	178	2					

COMPETITION

Arlington, Virginia and Asheville, North Carolina

NOTES

Meeting Requirements:

Required: Office/storage, Breakout rooms (multiple- please review specs carefully), exhibit space, meal functions, reception, and awards. Please note the group is signing a contract for 2022 in San Antonio, Texas by year-end and hopes to book 2023 ASAP.

Schedule of Events:

See attached RFP
Please note staff arrivals begin Tuesday preceding the conference.

Comments:

Please review all specs. Submit ALL bids to Brian Plott, Regional VP, Helms Briscoe.

Action Requested:

Please submit availability to Brian Plott for a presentation to the client. Visit Williamsburg has already submitted a Letter of Support to SEDC.