

Visit FINGER LAKES Meet and Retreat

Weekly Report

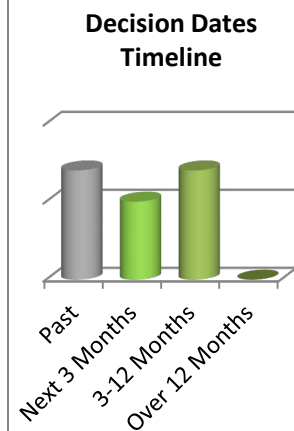
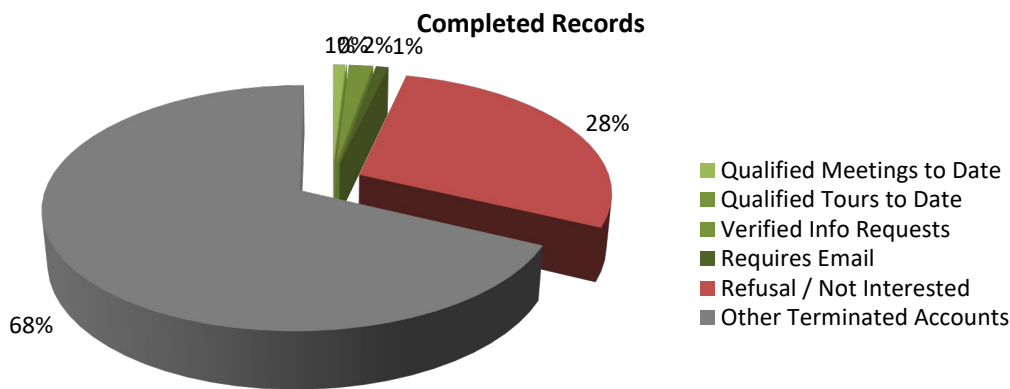
July 10, 2023



Program Start Date	December, 2019
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Qualified Meetings to Date	152
Qualified Tours to Date	9
Verified Info Requests	304
Requires Email	158
Refusal / Not Interested	4,785
Other Terminated Accounts	11,459
Prospect Qualification Rate	0.9%
Average Rooms Peak Night	53

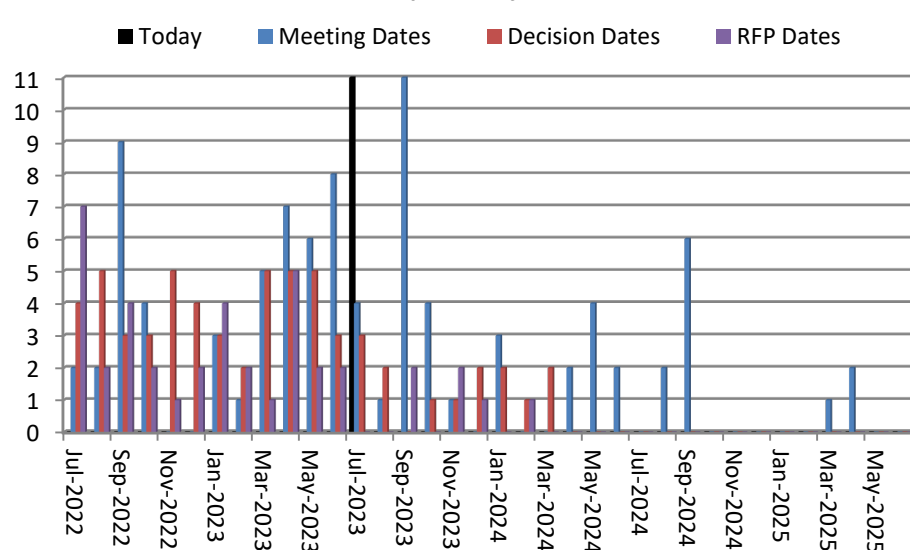
Potential Room Nights	28,664
Potential Revenue	\$5,319,517.00
Future Decision Dates	14



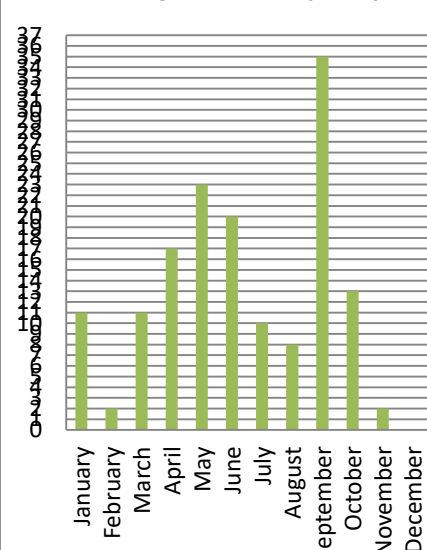
Upcoming Decision Dates

1	New York State Association of Nurse Anesthetists (NYSANA)	Sep-2023
2	Capreit Residential Corp	Sep-2023
3	International Association of Equine Dentistry (IAED)	Nov-2023
4	American Academy of Allergy, Asthma & Immunology	Nov-2023
5	Autism Society Of America	Dec-2023
6	Nysoms	Feb-2024

Follow-Up Activity Timeline



Meeting Month Frequency



RFP Details

RFP Name	BU-AI Sales Academy
Response Due Date	Thu, Oct 26, 2023
Decision Due Date	Mon, Oct 30, 2023
RFP Type	Meeting Space and Guest Rooms
RFP Code	VHN9WPM7282
Description	Meeting and sleeping rooms
Decision Factors	Value/comfort/proximity to office and restaurants
Billing Information	Master bill catering charges Individual pay own sleeping rooms
Concession and Contractual Information	Requested Concessions: Complimentary/waived guestroom wireless Discounted or Complimentary parking 2 upgrades at the group rate for VIPs (at least one) 20% allowable attrition 25% discount on AV rentals Additional concessions at hotels discretion Contractual Terms: Individual call In, Individual Pay Own

Key Contact Information

Contact Name	Vanessa Reisig	Email Address	vreisig@helmsbriscoe.com
Organization	HelmsBriscoe	Phone Number	717-203-9294
Title	Manager, Global Accounts	Fax Number	888-761-2292
Preferred Contact Method	Cvent, Email Address, Phone Number		
Address	1385 Landisville Road Manheim, PA 17545 USA		

Organization Information

Organization Name	Bosch Security Systems, Inc.
Organization Type	Corporate
Address	130 Perinton Parkway Fairport, NY
Events per Year	0

Event Information

Event Name BU-AI Sales Academy

Total Attendees 30

Commission Yes - 10.00% on Accommodations

Event History This event is happening for the first time.

Dates Flexible No

Event Dates Mon, Dec 4, 2023 - Fri, Dec 8, 2023

Business Objectives Bringing the sales team together

Destinations Under Consideration Fairport/Rochester area

Additional Information History on the Sales Academy program is spotty due to C19.

Guest Room Requirements

Day	Any (Run of House)	Single (1 Bed)	Double (2 Beds)	Suite	Staff
Mon, Dec 4, 2023	30				
	King preferred, not required				
Tue, Dec 5, 2023	30				
	King preferred, not required				
Wed, Dec 6, 2023	30				
	King preferred, not required				
Thu, Dec 7, 2023	30				
	King preferred, not required				
Meeting Room Name Occupancy	Single	-	-	-	-

Check-In Date Mon, Dec 4, 2023

Total Room Nights 120

Peak Room Nights 30

Additional Information Will have 2 VIPs in attendance.

Meeting Room Requirements

Start Date Mon, Dec 4, 2023

Day	Time	Agenda Item	Meeting Room Requested
Mon, Dec 4, 2023	7:30 AM-8:30 AM	Breakfast Breakfast	30 people
Mon, Dec 4, 2023	8:00 AM-5:00 PM	Meeting Meeting	Crescent Rounds (Cabaret) (Meeting Room Required) 30 people
Mon, Dec 4, 2023	10:15 AM-11:15 AM	AM Break Break	30 people
Mon, Dec 4, 2023	12:00 PM-1:00 PM	Lunch Lunch <i>Notes or Exceptions: OK if it is in the meeting room</i>	30 people
Mon, Dec 4, 2023	2:45 PM-3:45 PM	PM Break Break	30 people
Mon, Dec 4, 2023	5:30 PM-7:00 PM	Reception - TBD Reception <i>Notes or Exceptions: TBD - but desired Unique location if possible</i>	30 people
Tue, Dec 5, 2023	7:30 AM-8:30 AM	Breakfast Breakfast	30 people
Tue, Dec 5, 2023	8:00 AM-5:00 PM	Meeting Meeting	Crescent Rounds (Cabaret) (Meeting Room Required) 30 people
Tue, Dec 5, 2023	10:15 AM-11:15 AM	AM Break Break	30 people
Tue, Dec 5, 2023	12:00 PM-1:00 PM	Lunch Lunch <i>Notes or Exceptions: OK if it is in the meeting room</i>	30 people
Tue, Dec 5, 2023	2:45 PM-3:45 PM	PM Break Break	30 people
Wed, Dec 6, 2023	7:30 AM-8:30 AM	Breakfast Breakfast	30 people
Wed, Dec 6, 2023	8:00 AM-5:00 PM	Meeting Meeting	Crescent Rounds (Cabaret) (Meeting Room Required) 30 people
Wed, Dec 6, 2023	10:15 AM-11:15 AM	AM Break Break	30 people
Wed, Dec 6, 2023	12:00 PM-1:00 PM	Lunch Lunch <i>Notes or Exceptions: OK if it is in the meeting room</i>	30 people
Wed, Dec 6, 2023	2:45 PM-3:45 PM	PM Break Break	30 people
Wed, Dec 6, 2023	6:30 PM-8:30 PM	Group Dinner - TBD Dinner <i>Notes or Exceptions: Would keep this on property if feasible.</i>	30 people

Thu, Dec 7, 2023	7:30 AM-8:30 AM	Breakfast Breakfast	30 people
Thu, Dec 7, 2023	8:00 AM-5:00 PM	Meeting Meeting	Crescent Rounds (Cabaret) (Meeting Room Required) 30 people
Thu, Dec 7, 2023	10:15 AM-11:15 AM	AM Break Break	30 people
Thu, Dec 7, 2023	12:00 PM-1:00 PM	Lunch Lunch <i>Notes or Exceptions: OK if it is in the meeting room</i>	30 people
Thu, Dec 7, 2023	2:45 PM-3:45 PM	PM Break Break	30 people
Fri, Dec 8, 2023	7:30 AM-8:30 AM	Breakfast Breakfast	30 people
Fri, Dec 8, 2023	8:00 AM-5:00 PM	Meeting Meeting	Crescent Rounds (Cabaret) (Meeting Room Required) 30 people
Fri, Dec 8, 2023	10:15 AM-11:15 AM	AM Break Break	30 people
Fri, Dec 8, 2023	12:00 PM-1:00 PM	Lunch Lunch <i>Notes or Exceptions: OK if it is in the meeting room</i>	30 people
Fri, Dec 8, 2023	2:45 PM-3:45 PM	PM Break Break	30 people

AV Requirements Screen/projector

Additional Information *If needed, classroom is a distant second options as they will be doing training. Client prefers crescent rounds if they break into groups.
**Dinners are TBD at this time. If not noted as TBD the attendees will be on their own.

Additional Questions

1. Please select your current Forbes and/or AAA Rating? (Multiple choice) (Required)

- ☐ 1 Star
- ☐ 2 Star
- ☐ 3 Star
- ☐ 4 Star
- ☐ 5 Star
- ☐ Not Rated - Star
- ☐ 1 Diamond
- ☐ 2 Diamond
- ☐ 3 Diamond
- ☐ 4 Diamond
- ☐ 5 Diamond
- ☐ Not Rated - Diamond

2. Rates quoted are applicable _____ days pre-meeting. (Comment) (Required)

3. Rates quoted are applicable _____ days post-meeting. (Comment) (Required)

4. Through what date is this proposal valid? (Comment) (Required)

5. What would allowable attrition be for this block? (Comment) (Required)

6. Are there any special concessions and/or incentives you would like to offer this group and above and beyond what is requested? (Comment) (Required)

7. Part of the service we provide to our clients is an overview of the cost savings from each property. Please provide the value for EACH of the concessions/discounted/waived items listed above and any additional incentives you would like to offer this group. (Comment) (Required)

8. Do you have wireless internet access available in the sleeping rooms? What is the standard cost? Will it be waived for the group? (Comment) (Required)

9. Is breakfast included in the sleeping room rate? If not, how much is breakfast? (Comment) (Required)

10. Web address for meeting space detail? (Comment) (Required)

11. Will the meeting room rentals be waived? If not, what rates will apply? (Comment) (Required)

12. What is the cost of internet access in meeting rooms? Will any internet costs be waived for this group? (Comment) (Required)

13. How much bandwidth is available?

How many users per Access Point?

When was the last time your network and access points updated?

Please respond to all three questions. (Comment) (Required)

14. Who is your in-house AV supplier? (Comment) (Required)

15. What additional HOTEL fees are applied to AV invoice in addition to the AV provider rental/labor fees? (Comment) (Required)

16. Group may ship up to 5 boxes from headquarter office to Hotel at no cost. Boxes will not be accepted earlier than 3 days prior to the program date of arrival. (Multiple choice) (Required)

- ☐ Yes
- ☐ No

17. What renovations have your property either recently completed or has on schedule? (Comment) (Required)

18. Do you have a restaurant and bar/lounge within the hotel? What are the hours of operation? (Comment) (Required)

19. What amenities and activities does your hotel have on or near the property? (Comment) (Required)

20. Distance to Offsite Restaurants and Entertainment? In walking distance? Is it safe to walk? (Comment) (Required)

21. Do you offer a complimentary shuttle to/from airport? Is it 24 hour service? (Comment) (Required)

22. Does your property have a resort fee? If so, what is the amount? (Comment) (Required)

23. Has your Hotel or their Owner(s) filled for, in the process of or will be filling such Chapters as 7, 9, 11, 12 or 15 bankruptcy? If "Yes" please explain. (Comment) (Required)

24. HelmsBriscoe will be paid a placement fee which is non-cancelable and non transferable to any other party for the booking of this meeting. HelmsBriscoe is acting with full consent and the client is aware of the placement fee payable to HelmsBriscoe by your organization. (Multiple choice) (Required)

☐ I agree that HelmsBriscoe will be paid a placement fee

25. Accounts Payable Contact First & Last Name: (Comment) (Required)

26. Accounts Payable Phone Number: (Comment) (Required)

27. Accounts Payable Email Address: (Comment) (Required)

28. Accounts Payable Fax: (Comment) (Required)