



**RICHMOND REGION TOURISM**  
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Hunter Ford  
VCU Dodgeball

Thank you for submitting a bid for consideration of the Richmond Region as a possible host destination for the 2018 National Collegiate Dodgeball Tournament. Our destination has a great record of accomplishment hosting events of all sorts and it would be an honor to be able to add your event to our story. Richmond Region Tourism believes that services for events are critical to the success of your event and our organization. Once Richmond is selected to host, our services department will be able to offer complimentary event services for your event. The goal of our services department is to provide services that drive value to your club, fans, and the athletes competing.

We love what we do here in Richmond and will work to enhance our shared values through services we will provide this event. Some of these services include:



E-Marketing – Sports Services will work with the NCDTA Marketing team to create custom content to increase registration and ticket sales.



Local Media Outreach – Sports Services works closely with the Marketing and PR team here at Richmond Region Tourism. The team will work with our media partners to promote this event to the community. We will also work to book placement on morning television programs and sports radio programs.



Destination Information – Sports Services will provide images, videos, and custom content for email messages and newsletters. This information, when utilized on websites, social media outlets, and e-marketing, will enhance the visitor experience and build attendance.



Volunteer Recruitment – Sports Services will assist to recruit and manage volunteer needs you might have. We would need job responsibilities, volunteer contact, and dates/times.



VIP Showcase – Sports Services will work with your team to identify local VIPs and recruit them for a charity/fundraiser/Showcase before or during your event.



RFP Support – Sports Services will leverage our relationships to ensure you receive the best value, price, and quality on products or services you need to ensure your event's success.



Assistance with securing attraction & restaurant discounts

This is not a comprehensive list of services by any stretch but it is a good starting point. It is our goal that these services provide value to your organization by saving you time and money. Sports Services also want to make certain that your staff, the fans, and the attendees experience an authentic, personal experience while in the destination. We look forward to working with you and your team and creating a memorable experience for all!

Sincerely,

Danielle Vincenti  
Senior Sports Development Manager

Matthew Robinette  
Director of Services