



540 S. Commonwealth Avenue
Los Angeles, CA 90020
www.gfbla.org

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5/18/2017



Gay Freedom Band of Los Angeles
P. O. Box 29628
Los Angeles, CA 90029-0628

Dean Tompkins, CMM
Senior Director, Global Accounts

Dear Mr. Tompkins:

As you know, The **Gay Freedom Band of Los Angeles (gfbla.org)**, formerly the *Great American Yankee Freedom Band*, is a living, breathing example of diversity in our community. Formed in 1978, GFBLA is the second oldest LGBT band IN THE WORLD! The group is made up of community members from all over the Los Angeles area and comprises gay, lesbian, transgender, and straight members. The Gay Freedom Band of Los Angeles is under the umbrella of the Freedom Band Foundation of Los Angeles, a 501(c)3 nonprofit.

Recently, the Gay Freedom Band of Los Angeles (GFBLA) has submitted our bid proposal to host the 2019 Annual Conference of the Lesbian and Gay Band Association.

I would like to take this opportunity to write this letter regarding the wonderful experience I had in working with you. One of the best decisions that I made was to reach out to you for guidance in securing your service to submit RFPs to the numerous hotels that met GFBLA requirements and specifications. As you remembered, we spent over an hour to discuss the 2019 LGBA Conference schedule/agenda. You followed up with great questions to ensure that the RFP would be complete.

Over the past three months, you continued to be extremely responsive to my questions. You followed up with me on numerous occasions via e-mails and telephone calls. I appreciated the superior service that you have provided. Specifically, you were successful at negotiating the room rate for the desirable host hotel from \$269/night to \$249/night and finally to \$219/night.

On behalf of GFBLA, I am extremely impressed and pleased with the excellent service. I encourage other similar organizations to reach out to you and secure your service when the needs arise. Such service builds great working relationships.

Thank you,

David Doan, MS, MBA, RN, PMC-II, PMP, CSM
GFBLA Board of Directors – Member at Large and
2019 LGBA Annual Conference Committee Co-Chair





Corporate Headquarters
310 East Main Street | Suite 200
PO Box 1269
Carrboro, NC 27510
[o] 919.942.3102 | [tf] 800.645.9107

In 2006, I made one of the best decisions of my professional career. I began working with Dean Tompkins at HelmsBriscoe. Before I began working with him, I was convinced I knew what I was doing and didn't need any help. I mean, how hard is it to find the right properties and sign the best contracts? Well, you can only find out what you're missing when you begin working with someone like Dean. He has helped us find amazing properties we would never have found without him. He now knows our specs and requirements and does all the hard work on the proposal requests, site visits, contract negotiations and stays involved as needed through the end of the event. I can't say how many times I've called upon him for help dealing with a property when my needs are not being met. I honestly have no idea how I survived without him. Now, I can focus on putting on a great event.

Robyn Goby / Fleet Feet, Incorporated
Vice President of Franchise Development
P.O. Box 1269 / 310 East Main Street, Ste. 200
Carrboro, NC 27510
Office: 919-942-3102 Direct: 919-913-4403
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May 2, 2014

Dear Dean,

From initial inquiry to contract signing, you continually provide impeccable customer service, quick turnaround, outstanding problem solving, creative contract negotiating, and detailed venue proposals. Your constant professionalism and positive attitude with my endless changes are invaluable. You are my go to person for event venue scouting and you make me look great! I rely on and trust your judgment and vast knowledge and would not dream of working with anyone else for my event needs.

Thank you,

Sheila Klimek

Executive Assistant, Sales and Marketing

Dear Dean,

How can I thank you enough for all you do? We've worked together now for at least six years, and I can honestly say I would never go to anyone else for event site searches. Your wealth of knowledge continues to amaze me. All I have to do is mention a property somewhere in the world, and you can describe it to me from memory! I feel so comfortable working with you, and know that you always have my best interest in mind. You've gone to bat for me countless times and are truly an amazing negotiator. I look forward to working with you again for my next set of meetings. I have the utmost confidence that I will get the best deal available knowing I have you in my corner.

All the best,

Laurie Durlister

Manager, Event Management

Dear Dean,

Dean is a tremendous asset for those looking for meeting venues! His knowledge of the various properties worldwide, win-win negotiation skills, and super positive attitude are invaluable attributes. His past experience in hotel and events industry provides an additional level of expertise during the site selection and negotiation process. Dean has been a great partner for my team in the past two years since we worked together selecting sites for numerous events here in the US as well as in Europe, Africa, and Asia. I cannot imagine doing site selections for our sales conferences without having Dean on our team. I highly recommend him and would be glad to provide references.

Sincerely,

Mindy Lee-Olsen

VP, Marketing Services



April 28, 2014

Dean Tompkins, CMM
Senior Director, Global Accounts
HelmsBriscoe
9433 N 19th Street
Phoenix, AZ 85020

To Whom It May Concern:

Our organization has diverse programming needs that span the country. Dean has proven to be knowledgeable, thorough and always available to answer our questions. We are lucky to partner with him and we would enthusiastically recommend him.

Sincerely,

The Alumni and Network Services Team
The Broad Center



7310 SW 64 Court
South Miami, FL 33143-3408

8 April 2014

Dean Tompkins, CMM
Senior Director, Global Accounts
HelmsBriscoe
20875 N 90th Place
Scottsdale, AZ 85255

Dear Dean:

I want to thank you for the help you gave me in arranging for our Annual Conference. I have been involved in organizing conferences, but this is the first time I offered to find a venue in a city I did not know. Your help was such a time-saver! I particularly liked the first spread sheet you sent with all the options (16) in and around Disney World. I liked all the detail and the ease with which I could compare prices and concessions. I found your ready availability to answer questions and to discuss IAEAPE's preferences very supportive. I appreciated your coordinating my on-site visits to the three hotels I thought might be most appropriate. Your intercession with the selected hotel about details of the contract between our association and them seemed effortless. In any case, I was saved me from the discomfort of asking about discrepancies.

I enjoyed our phone conversations. I look forward to meeting you in person someday, because I feel we developed a friendship. Please do not hesitate to give my name and contact information to anyone who would like a reference. I would be glad to talk with them about my fine experience working with you.

Sincerely yours,

Sally B. Philips, EdD, CEAP
Conference Co-Chair, Logistics
2014 Annual IAEAPE Conference