

November 30, 2017

To Whom It May Concern:

The University of Illinois Foundation hosts Board of Director meetings and events throughout the United States three times each year. We welcome an average group of 60 people to our two day board sessions and up to 350 guests for large evening receptions. While one of these meetings is held on campus, for over five years Todd Davis at Helms-Briscoe has been instrumental in sourcing venues for our winter meetings in "snow-bird" locations as well as our June meetings in Chicago. Todd's relationships with hotels, knowledge of contracts, concessions and markets has been helpful in our decision making each year. He serves as a resource in negotiating and is consistently an advocate for his client.

Todd's patience and customer service are two of his best qualities. No matter the delays on our end, Todd offers kind reminders of deadlines and keeps us on track. He is understanding and unwavering in his commitment to finding the perfect fit for our guests and events. For our meetings, in addition to Chicago, we have regularly sourced venues in southern Florida and Arizona. Todd has conducted visits to these areas and is personally familiar with many of the properties we review. This is particularly helpful as our team is not always able to conduct site visits in advance of contracting venues.

I can say with certainty that as long as I am in this role, I will definitely continue to partner with Todd. He is a delight to work with and makes my job considerably easier. I highly recommend the services of Todd Davis and Helms-Briscoe.

Sincerely,.



Jennifer D. Foss
Associate Director of Event Engagement

November 16, 2017

Greetings:

The California Association for Institutional Research (CAIR) holds an annual conference that alternates between Northern and Southern California. In recent years, attendance has surpassed 300, drawing from institutions of higher education across the state and beyond. Securing a site to host the CAIR conference can be very challenging given our relatively narrow parameters related to space and budget.

As president-elect of the CAIR Board in 2015, I reached out to Todd Davis with the hope of making the process of finding suitable conference sites more efficient (and less painful). It was perhaps the best decision I made as a member of the Board. To date, Todd has helped CAIR secure the conference venue for the 2017 (Hilton Concord outside of San Francisco) and the 2018 (Wyndham Anaheim Garden Grove) conferences.

Todd's approach to working with CAIR has been both professional and methodical. In my case (2017 conference), Todd assembled a detailed spreadsheet containing information on over 25 properties matching CAIR's criteria. He helped me narrow the list to five finalists and coordinated the subsequent site visit itinerary, which called for visiting properties from Sacramento to San Jose across two days. I was a part of the 2018 site selection team and can attest to a similar process and outcome.

Todd's attention to detail, his timeliness, and communication skills have been a huge asset to CAIR. He helped negotiate the final contract with both the Hilton Concord and the Wyndham Anaheim Garden Grove, securing several preferred concessions in the process. CAIR is extremely satisfied with the relationship we've built with Todd and looks forward to utilizing his services for the foreseeable future.

Thank you and please do not hesitate to contact me if you would like additional information on Todd Davis.

Sincerely,



Juan Ramirez



October 20, 2017

To Whom It May Concern,

I have been the director of LOEX, a small non-profit focused on information literacy, for the past 11 years. One of our major activities is our yearly conference, held at hotels across the United States, for 350-400 academic librarians. Unlike many similar academic conferences, which host their conferences on university campuses, LOEX takes the extra step (and expense) of finding an appropriate hotel to serve the needs and high expectations of our presenters and attendees. This is challenging because, as a non-profit, we have a limited budget.

After eight years of finding options and negotiating with hotels by myself (a very time-consuming activity, as every year was in a different city with a different set of hotels), over the last three years, I have utilized the services of Todd Davis at HelmsBriscoe. Todd has been a real benefit to LOEX, as he has greatly improved our process of collecting and analyzing the initial bids for hotels. Through the use of his contacts and experience, he is able to take my requirements (e.g., number & size of breakout rooms; amount LOEX is willing to spend on meals) and compile a useful summary of the hotels' offerings; this is a great time savings to me and also gives me comfort that all options have been explored. Then, after my review and a discussion with him, he is always willing and able to follow-up quickly with the hotels in order to find answers to my questions and determine if an improved deal for LOEX can be made. He is responsive to my emails, keeps me "in the loop" with updates, and works diligently towards any timelines that have been set. My interactions with him are always pleasant and productive.

LOEX has been happy with Todd's work these past three years and we plan on continuing to utilize his services in the future.

Brad Sietz
Director, LOEX