

CORPORATE TOUR CASE STUDY · LOUDOUN COUNTY, VIRGINIA

Eighteen tastings, three wineries, one day handled from pickup to drop-off.

Dragos, Inc. — Finance Team Offsite · September 18

When **Anna Evans** started planning an offsite for the Dragos Finance team, she was doing it from scratch. Most of the group wasn't local to the D.C. area, nobody on the team had run something like this before, and the headcount kept shifting — somewhere between 20 and 26 people, depending on who could make it. She wanted the day to feel different from another hotel conference room or a routine dinner out, and she needed to plan it without becoming a part-time event coordinator on top of her actual job as Senior Manager of Revenue Recognition.

“My company/department is planning an offsite and we are looking to get ideas and quotes regarding wine tours.” The brief was straightforward: wine tastings, lunch, guided tours, dietary restrictions handled properly — and real help for a group who mostly didn't know the area.

Getting to yes took patience — from both sides

The trip didn't move fast. Budget approval stretched through the summer; Anna's reply in late June was an apology for the delay, with a promise to come back once the trip was formally approved. That's a familiar shape for a corporate booking, and it's also where a lot of offsites quietly stall out. This one didn't, because the plan was ready to go the moment the green light came through.

By August, it did. A planning call on the 11th nailed down the specifics: 18 of the group would do the wine tasting, 7 would opt out, and 2 wanted cider instead — split by actual preference rather than treated as one-size-fits-all. The team ordered 27 branded wine tumblers as a keepsake. Waivers, a full attendee manifest, catering sign-off, even a last-minute swap when one attendee had to drop out and another stepped in — all of it moved through email in the weeks before the trip, without slowing anything down.

AT A GLANCE

GROUP

~25 attendees, 18 tasting

PICKUP

Washington, D.C. · 10 a.m.

VEHICLE

27-passenger bus — A/C, Wi-Fi, USB at every seat

GUIDE

Dan, Certified Tourism Ambassador

STOPS

3 wineries, incl. Fleetwood Farm Winery

RETURN

On track for the targeted 5 p.m.



The group at the tasting table — Fleetwood Farm Winery, Loudoun County.

On September 18, a 27-passenger bus — air conditioning, Wi-Fi, a USB port at every seat — picked the group up in Washington, D.C. around 10 a.m. Dan, a Certified Tourism Ambassador, guided the group through three wineries, including Fleetwood Farm Winery, with tastings built around what people actually wanted to drink rather than one fixed pour for everyone.

Lunch was worked out ahead of time around the group's dietary restrictions, so nobody had to sort that out on the day. Dan ran trivia between stops, handed out the lunches himself, and answered questions from the team as they came up — the kind of small, unglamorous things that add up to a day that feels handled rather than performed.



“We all had a great time last week! Our guide was awesome with his trivia questions, helping to pass out our lunches, and answering team questions. I've received lots of positive feedback from our whole team!”

Anna Evans, CPA

Senior Manager of Revenue Recognition, Dragos, Inc.

BY THE NUMBERS

18 / 3

attendees tasting, across three wineries — with cider poured for the two who preferred it.

1

guide running the group, the trivia, the lunches and the schedule — back on time for the 5 p.m. target.

0

disruptions from planning changes — headcount shifts, an attendee swap, a waiver correction.

If you're planning something similar

If you're the person at your company who ends up organizing the offsite — on top of your actual job — this is the kind of day we build for. Comfortable transportation, wineries that fit the group, lunch and dietary needs worked out ahead of time, and a guide who keeps things moving without making it feel managed. See what a corporate day looks like at vineyardvoyages.com/corporate-tours.

Ready to plan your team's day?

We'll walk through what a day like this could look like for your team.

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