

VEMA's NEW Sponsorship Program

VIRGINIA EMERGENCY MANAGEMENT ASSOCIATION
 VIRGINIA EMERGENCY MANAGEMENT SYMPOSIUM
 MARCH 18 – 21, 2024 | NEWPORT NEWS, VA



VEMA is pleased to announce our *NEW* 2023-2024 Sponsorship Program, offering a wide array of sponsorship and advertising opportunities throughout the year. When your sponsorship purchases add up to the sponsorship levels below, you receive additional and exclusive benefits. All sponsorship items benefit the emergency management professionals of the commonwealth by providing professional development and training opportunities as well as [scholarships for students and professionals](#). We hope that you will take this opportunity to invest in the development of our emergency management community while you market and share your products and services to those directly involved in emergency management, public safety, healthcare, education, and the private sector fields from across Virginia who are responsible to prepare for, mitigate against, respond to, and recover from disasters.

The 2024 Virginia Emergency Management Symposium will be held March 18-21, 2024, at the Marriott Newport News at City Center, 740 Town Center Drive, Newport News, VA 23606. We anticipate 250+ attendees. The vendor hall will be available for set up from 3:00 – 6:00 pm on Monday, March 18. A ribbon cutting ceremony will be held to open the vendor hall at 6:30 pm on Monday, March 18, with a reception to follow (6:30 – 8:30 pm). Vendor hall hours are from 6:30 – 8:30 pm on Monday, March 18 and 7:30 am – 1:30 pm on Tuesday, March 19; exhibitor teardown begins no later than 2:00 pm.

(Symposium items based on 250+ attendees; newsletter & email reach 800+ individuals. Program runs July 1, 2023 – June 30, 2024)

SPONSORSHIP LEVELS

When your sponsorship selections from page 2 equal the amounts below, you receive additional and exclusive benefits.

Additional and Exclusive Benefits	Bronze \$2,000	Silver \$4,000	Gold \$5,000	Diamond \$6,000
Ad in a bimonthly VEMA Newsletter	1/8 Page	Quarter Page	Half Page	Full Page
Recognition as VEMS sponsor on the VEMA website, with link to company page	✓	✓	✓	✓
Signage recognition at VEMS	✓	✓	✓	✓
Logo in General Session Slides / Mention at General Sessions at VEMS	Logo in slides	Logo in slides	Mention & Logo in slides	Mention & Logo in slides
Advanced copy of VEMS attendee list and email		✓	✓	✓
CEO Spotlight Article in Newsletter		✓	✓	✓
Social Media Post		✓	✓	✓
Advertisement in VEMS symposium program app		✓	✓	✓
All-access VEMS registrations			1	2
Email blast to VEMS attendees			Prior to VEMS	Prior to and After VEMS
Promotional Speaking Time at VEMS General Session			3 Minutes	5 Minutes
Complimentary VEMA Affiliate Membership			✓	✓
10-minute presentation to the VEMA Board of Directors at a quarterly meeting (virtual or in person)				✓
Participation at VEMS Vendor Hall Grand Opening / Ribbon Cutting				✓

SPONSORSHIP OPPORTUNITIES

Items that are stricken have been sold.

#	Item	Category	Price
Year-Round Sponsorship Items			
A1	<u>Gordon Barwell Professional Emergency Manager Scholarship</u>	Scholarship	\$75
A2	<u>Grace Tressler Symposium Scholarship</u>	Scholarship	\$500
A3	<u>Addison Slayton Student Scholarship</u>	Scholarship	\$1000
A4	¼ page advertisement in the bimonthly VEMA newsletter (unlimited available)	Ad - Newsletter	\$75
A5	½ page advertisement in the bimonthly VEMA newsletter (unlimited available)	Ad - Newsletter	\$150
A6	1 full page advertisement in the bimonthly VEMA newsletter (unlimited available)	Ad - Newsletter	\$300
A7	1 post to all social media platforms: Facebook, LinkedIn, and X (1 per month – 12 total)	Ad – Social	\$500
A8	Co-Branded Post Symposium Attendee Email	Ad – Email	\$300
A9	Email blast to members (1 per quarter available – 4 total)	Ad – Email	\$500
A10	Sponsor for Statewide Professional Development Session	Development	\$1000
Individual Annual Symposium Sponsorship & Exhibit Items			
B1	Additional Vendor Attendance Fee – for each vendor beyond number specified with booth (required for any additional attendees)	Exhibitor	\$150
B2	VEMS All-Access Pass: per person add-on exhibitor fee for access to VEMS Monday-Thursday (<i>must purchase B1 if more than allotted attendees for booth type</i>)	Exhibitor	\$200
B3	Standard Exhibit Booth at VEMS with 1 Vendor Representative 10’ x 8’ Booth (Booths in yellow boxes on map) 6 ft table, 2 chairs and electricity included *1 remaining!!!*	Exhibitor	\$950
B4	Deluxe Exhibit Booth at VEMS with 2 Vendor Representatives 10’ x 8’ Booth (Booths in blue boxes on map) 6 ft table, 2 chairs and electricity included *SOLD OUT*	Exhibitor	\$1,250
B5	Premium Exhibit Booth at VEMS with 2 Vendor Representatives 10’ x 8’ Booth (Booths in red boxes on map) 6 ft table, 2 chairs and electricity included *SOLD OUT*	Exhibitor	\$1,500
B6	Bag with Company Logo (1 available)	Swag	\$1,000
B7	Branded symposium giveaway items (unlimited available)	Swag	\$1,250
B8	Co-Branded Challenge Coin or Photo Backdrop (1 of each available)	Swag	\$1,500
B9	Hotel Keycard with Company Logo (1 available)	Swag	\$2,000
B10	Caucus Event Sponsor – IHE or Faith Based (1 of each available)	Event	\$1,250
B11	WiFi Sponsor for Entire Event (with custom password) (1 available)	Event	\$1,500
B12	Business Meeting Sponsor + 5-minute Presentation & Seating at VIP Table (1 available)	Event	\$3,000
B13	Wednesday Night Event Sponsor (3 available)	Event	\$4,000
B14	Refreshment Break Sponsor – Tues AM or PM, Wed. AM or PM, Thur. AM (5 total: 1 of each available)	Break	\$1,000
B15	Vendor Hall Reception Sponsor – Monday (1 remaining)	Meal	\$1,500
B16	Breakfast Sponsor – Tuesday, Wednesday, or Thursday (3 for each day available)	Meal	\$2,000
B17	Lunch Sponsor – Tuesday or Wednesday (3 for each day available)	Meal	\$2,500
B18	Sole Sponsorship of Keynote speaker and 5 minutes of speaking time after Keynote speaker’s General Session presentation.	Keynote	\$4,000

SPONSOR/VENDOR ORDER FORM

Company Name: _____

Address (Street, City, State, Zip) _____

Phone Number: _____ Cell/Alternate #: _____

Contact Person Name: _____

Contact Person Email: _____

#	Category	Amount	# ordered	Total
A1	Scholarship	\$75		
A2	Scholarship	\$500		
A3	Scholarship	\$1000		
A4	Ad - Newsletter	\$75		
A5	Ad - Newsletter	\$150		
A6	Ad - Newsletter	\$300		
A7	Ad - Social	\$500		
A8	Ad - Email	\$300		
A9	Ad - Email	\$500		
A10	Development	\$1,000		
B1	Exhibitor*	\$150		
B2	Exhibitor*	\$200		
B3	Exhibitor*	\$950		
B4	Exhibitor*	\$1,250		
B5	Exhibitor*	\$1,500		
B6	Swag	\$1,000		
B7	Swag	\$1,250		
B8	Swag	\$1,500		
B9	Swag	\$2,000		
B10	Event	\$1,250		
B11	Event	\$1,500		
B12	Event	\$3,000		
B13	Event	\$4,000		
B14	Break	\$1,000		
B15	Meal	\$1,500		
B16	Meal	\$2,000		
B17	Meal	\$2,500		
B18	Keynote	\$4,000		
*If you are reserving an exhibitor's space, complete page 5				

Items that are stricken have been sold.

Sponsorship Total: _____

Sponsorship Level Qualified For:

Bronze	Silver	Gold	Diamond
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Choose Month(s) for Newsletter Ad(s) – Content must be received by the 1st of that month.

Apr 2024	Jun 2024
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Choose Month(s) for Social Media Post(s) – Content must be received by the 1st of that month.

Apr 2024	May 2024	Jun 2024
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Choose Quarter for Email Blast – Content must be received by the 1st of that month.

Q3 (Mar 2024)	Q4 (May 2024)
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Terms and Conditions: In accordance with the Terms and Conditions on pages 7 & 8, the undersigned accepts and agrees to all terms. Upon application acceptance, this document constitutes a formal contract.

Authorized Signature: _____ **Date:** _____

Method of Payment: **Check** **Credit Card**

Total Amount Due: _____

Make Checks Payable To: Virginia Emergency Management Association

Credit Card Information:

Card Type: American Express Discover MasterCard Visa

Name on Card: _____

Credit Card Number: _____

Expiration Date: _____ **CVV:** _____

Billing Address: _____

Cardholder Signature _____

Mail to: VEMA, PO Box 29069, Henrico, VA 23342 **Email:** VEMA@vemaweb.org

2024 VEMS EXHIBITOR FORM

Booth Selection – If you have purchased an exhibit booth for VEMS, use the vendor hall map on page 6 and indicate your top two selections below. Reminder: Standard booths are in yellow boxes, Deluxe booths are in blue boxes, and Premium booths are in red boxes. Completed form and full payment required to reserve booth space. Booth reservations are by post mail only and applications will be processed in the order in which they are received.

Company Name: _____

Address (Street, City, State, Zip) _____

Phone Number: _____ **Cell/Alternate #:** _____

Contact Person Name: _____

Contact Person Email: _____

Selection 1: Booth # _____

Selection 2: Booth # _____

Please list any special requirements, if applicable: _____

Please list designated vendor attendee(s) so they may be registered once the vendor fee is received. If you have paid for additional vendor attendees, include them in the list below.

Name: _____

Title: _____

Email: _____

Cell Phone: _____

All Access Pass Purchased? Yes or No

Name: _____

Title: _____

Email: _____

Cell Phone: _____

All Access Pass Purchased? Yes or No

Name: _____

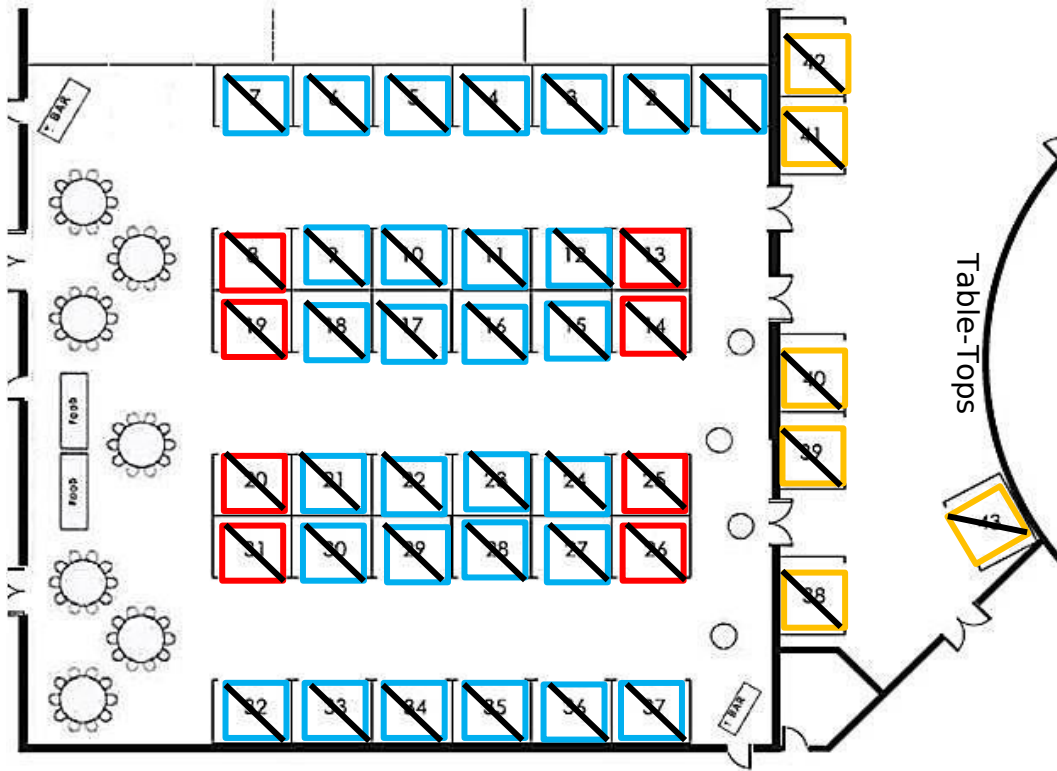
Title: _____

Email: _____

Cell Phone: _____

All Access Pass Purchased? Yes or No

Vendor Hall



If you are interested in a Standard Booth, we can add one for you!!

Standard booths are in yellow boxes

Deluxe booths are in blue boxes

Premium booths are in red boxes

Table-Tops:

Virginia Department of Emergency Management
VDEM (LCAR & Data Analysis)

#	Type	Company Name
1	Deluxe	Ceres Environmental Services, Inc.
2	Deluxe	IamResponding
3	Deluxe	ProPac, Inc.
4	Deluxe	ProPac, Inc.
5	Deluxe	Everbridge
6	Deluxe	AshBritt Inc
7	Deluxe	PEAKE
8	Premium	Emergency Disaster Services
9	Deluxe	ThunderCat Technology Haivision
10	Deluxe	ATCS, PLC
11	Deluxe	First Responder Network Authority
12	Deluxe	Stronger than the Storm
13	Premium	The Olson Group, Ltd.
14	Premium	The Olson Group, Ltd.
15	Deluxe	Granny's Alliance Holdings, Inc.
16	Deluxe	North American Rescue
17	Deluxe	Dataminr
18	Deluxe	IEM
19	Premium	Lipsey Logistics
20	Premium	Emergency Management Partners
21	Deluxe	Alliance Solutions Group, Inc.
22	Deluxe	CivicPlus
23	Deluxe	Tetra Tech
24	Deluxe	BK Technologies
25	Premium	DebrisTech, LLC
26	Premium	DRC Emergency Services, LLC
27	Deluxe	Midland Radio Corporation
28	Deluxe	Integrity Medical Solutions
29	Deluxe	Rave Mobile Safety, a Motorola Solutions Company
30	Deluxe	Mobile Air and Power Rentals
31	Premium	SDR
32	Deluxe	CrowderGulf
33	Deluxe	SafeZone by CriticalArc
34	Deluxe	Fire Protection Equipment Company
35	Deluxe	Deployed Logix (DLX)
36	Deluxe	Thompson Consulting Services
37	Deluxe	Phillips & Jordan Environmental
38	Standard	Pulsara
39	Standard	Columbia Southern University
40	Standard	Rescue One
41	Standard	Veoci
42	Standard	Critical Response Group
43	Standard	Virginia Fire Chiefs Association

SPONSOR/VENDOR TERMS AND CONDITIONS

Submission of Sponsorship / Vendor Registration Form constitutes agreement to the below terms.

General Terms and Conditions:

- 1) Any individual or company who purchases any item from the sponsorship package, including an exhibitor booth at the Virginia Emergency Management Symposium (VEMS) will be considered and referred to below as a “Sponsor”.
- 2) All sponsorship items must be paid in full prior to VEMA fulfilling any sponsorship or advertising obligation. Sponsors who miss the deadline to provide content to VEMA for their sponsorship or advertisement item forfeit that sponsorship or advertisement item with no return.
- 3) Sponsorship cancellations, except for VEMS exhibitor booths, must be submitted in writing within two weeks of payment and prior to any execution of sponsorship or advertisement and are subject to a \$150 administrative fee. Written cancellations can be emailed to VEMA@vemaweb.org or mailed to: VEMA, P.O. Box 29069, Henrico, VA 23242. Cancellation of sponsorship items that cause sponsor to fall below a qualifying sponsorship package will result in forfeiture of those associated additional and exclusive benefits. Verbal cancellations will not be accepted. The cancellation policy for VEMS exhibitors is outlined below (#11).
- 4) A paid sponsorship in any form does not constitute an endorsement by VEMA. Sponsor may identify itself as such only for the sponsorship plan period. Sponsor may not advertise or imply that VEMA endorses the company, any individual, service, or product.
- 5) Unless otherwise provided in the Sponsorship Plan, the sponsor’s sponsorship is non-exclusive. VEMA may enter similar arrangements with other like agencies, companies, and sponsors at any time.
- 6) VEMA and the sponsor agree that they are the owners of their own marks and logos, and that those marks and logos will only be used for the purpose outlined in the sponsorship agreement unless otherwise specified and agreed to. Sponsors may not use any VEMA marks or logos without prior permission.
- 7) Sponsor content may not include verbiage, marks, logos, depictions, or any content that suggests or implies endorsement of political views or religious beliefs, including, without limitation, in connection with any campaign activity or special interest group.
- 8) Disputes shall be brought to the attention of VEMA’s Executive Director or President for resolution. Both parties shall work to resolve any dispute within 10 business days. If a resolution is not reached, each party shall be permitted to hire their own legal counsel and pay for any such affiliated services. All arbitration and/or court proceedings will be conducted in Henrico County, Virginia.

VEMS Sponsor Terms and Conditions:

- 9) In addition to agreeing to the general terms and conditions, any sponsor who purchases an exhibit booth or registers to attend VEMS must also agree to the items below.
- 10) The sponsors who attend VEMS assume the entire responsibility and liability for losses, damages and claims arriving out of injury or damage to Hotel and exhibit company’s furnishings, vendor’s displays, equipment and other property brought upon the premises of the Hotel and shall indemnify and hold harmless the Hotel and VEMA, agents, servants, and employees from any and all such losses, damages and claims. The sponsor agrees food/beverages (including alcohol) must be provided and served by the Hotel.

11) All sponsor exhibitor booth cancellations must be submitted in writing and are subject to a \$150 administrative fee. Written cancellations can be emailed to VEMA@vemaweb.org or mailed to: VEMA, P.O. Box 29069, Henrico, VA 23242. Verbal cancellations will not be accepted. NO REFUNDS after postmark or fax date of February 2, 2024.

12) By registering and attending VEMS, you acknowledge that there is an unknown risk of exposure to COVID-19 through exposure to contaminated objects, as well as through personal contact. Such exposure carries with it a certain degree of risk that could result in illness, disability, or death. You agree to release and hold harmless VEMA and VDEM, its employees, officers, and vendors from and against all claims of damages and liability resulting from exposure to COVID-19. Registrants/Attendees also warrant they are abiding by their state/locality laws regarding COVID-19 restrictions.

13) By registering for the VEMA Symposium, I do hereby agree to always conduct myself in an appropriate manner and agree to abide by the VEMA Code of Ethics. If for any reason I fail to meet the standards as set forth under the VEMA Code of Ethics, I understand that I may be asked to leave the Symposium without refund as determined by the officers of VEMA. The VEMA Code of Ethics may be found [on the VEMA website](#) or by contacting the VEMA office at 804-643-0080.