VEMA's Annual Sponsorship Program

VIRGINIA EMERGENCY MANAGEMENT ASSOCIATION

VIRGINIA EMERGENCY MANAGEMENT SYMPOSIUM
MARCH 8-11, 2027 | NORFOLK, VA

VEMA is pleased to announce our 2026-2027 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 2027 Virginia Emergency Management Symposium will be held March 8-11, 2027, at Kalahari Resort, 6109 Patriot Hwy, Woodford, VA 22580. We expect the symposium to hit maximum capacity as we have seen growth in attendance year over year. Attendees represent a broad cross-section of the emergency management community, including emergency managers and representatives from local, state, and federal government, colleges and universities, healthcare, and the private sector, as well as public safety and public policy officials. The vendor hall will be available for set up from 3:00 – 6:00 pm on Monday, March 8, with a ribbon cutting to be held to open the vendor hall at 6:30 pm that evening, followed by a reception from 6:30 – 8:30 pm. Vendor hall hours are: Monday, March 8: 6:30 – 8:30 pm and Tuesday, March 9: 7:30 am – 1:30 pm and 5:15 – 6:15 pm; exhibitor teardown begins no later than 6:30 pm on March 9th. Vendors who also sponsor at one of the levels below will have signage for their booth in vendor hall recognizing them. All meal sponsors will also be recognized on signage during that meal.

(Symposium items based on 350+ attendees; newsletter & email reach 800+ individuals. Program runs July 1, 2026 – June 30, 2027)

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
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

#	Item	Category	Price
Year-Round Sponsorship Items			
A1	Gordon Barwell Professional Emergency Manager Scholarship	Scholarship	$75
A2	Grace Tressler Symposium Scholarship	Scholarship	$500
A3	Addison Slayton Student Scholarship	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, Instagram and LinkedIn	Ad – Social	$500
A8	Co-Branded Post Symposium Attendee Email	Ad – Email	$300
A9	Email blast to members	Ad – Email	$500
A10	Sponsor for Statewide Professional Development Session	Development	$1000
Individual Annual Symposium Sponsorship & Exhibit Items			
B1	Standard Exhibit Booth at VEMS with 1 Vendor Representative 10' x 8' Booth (Yellow booths on map) 6 ft table, 2 chairs & electricity included	Exhibitor	$1,050
B2	Deluxe Exhibit Booth at VEMS with 2 Vendor Representatives 10' x 8' Booth (Blue booths on map) 6 ft table, 2 chairs & electricity included	Exhibitor	$1,350
B3	Premium Exhibit Booth at VEMS with 2 Vendor Representatives 10' x 8' Booth (Red booths on map) 6 ft table, 2 chairs & electricity included	Exhibitor	$1,595
B4	Additional Vendor Attendance Fee – for each vendor beyond number specified with booth	Exhibitor	$175
B5	VEMS All-Access Pass: per person add-on exhibitor fee for access to full session including Wed. & Thur. meals, and Wednesday Night Social event.	Exhibitor	$225
B6	Bag with Company Logo (1 available)	Swag	$1,000
B7	Branded symposium giveaway items (3 available)	Swag	$1,250
B8	Co-Branded Challenge Coin OR Photo Backdrop OR Photobooth (1 of each available)	Swag	$1,500
~~B9~~	~~Hotel Keycard with Company Logo (1 available)~~	~~Swag~~	~~$2,000~~
B10	Faith Based or Healthcare Caucus Event Sponsor	Event	$1,250
B11	IHE Caucus Event Sponsor - Dean's List *(see page 3 for details)*	Event	$500
B12	IHE Caucus Event Sponsor - Magna Cum Laude *(see page 3 for details)*	Event	$1,000
B13	IHE Caucus Event Sponsor - Summa Cum Laude *(see page 3 for details)*	Event	$1,500
B14	IHE Caucus Event Sponsor - Summa Cum Laude Bonus Package Add-On *(see page 3 for details)*	Event	$500
B15	Monday Night Corn Hole Tournament Sponsor	Event	$500
B16	WiFi Sponsor for Entire Event (with custom password) (1 available)	Event	$1,500
B17	Business Meeting Sponsor + 5-minute Presentation & Seating at VIP Table (1 available)	Event	$3,000
~~B18~~	~~Tuesday Night Networking Event Sponsor~~	~~Event~~	~~$3,500~~
B19	Wednesday Night Event Sponsor (3 available)	Event	$4,000
B20	Refreshment Break Sponsor – Tues AM or PM, Wed. AM or PM, Thur. AM (5 total: 1 of each available)	Break	$1,000
B21	Vendor Hall Reception Sponsor – Monday (2 remaining)	Meal	$1,500
B22	Breakfast Sponsor – Tuesday, Wednesday, or Thursday (8 remaining: 3 each Tuesday & Thursday; 2 available Wednesday)	Meal	$2,000
B23	Lunch Sponsor – Tuesday or Wednesday (6 total: 3 for each day available)	Meal	$2,500
B24	Sole Sponsorship of Keynote speaker and 5 minutes of speaking time after Keynote speaker's General Session presentation.	Keynote	$4,000

Sponsorships play a vital role in supporting the VEMA IHE Caucus in organizing their Annual Meeting. These funds cover essential expenses such as break service, lunch, A/V equipment, and more!

If you wish to explore sponsorship opportunities for the IHE Caucus Annual Meeting, please reach out to Peter McCann at pmccann@radford.edu or call 540-831-6696.

Dean's List: $500

- Vendor logo placement on materials created by IHE Caucus Board for distribution at the annual meeting.
- Acknowledgment and a thank-you note to sponsors in the Virginia Emergency Management Association newsletter, reaching all associate members, not limited to IHE Caucus members.
- Display of your logo at the IHE Caucus annual meeting.
- Distribution of marketing materials to the IHE Caucus membership.
    - Materials should not exceed 8 ½ x 11 in size.
    - No expectation of leftover materials if shipped for distribution.
    - Minimum distribution to 30 people.

Magna Cum Laude: $1000

- All benefits from the Dean's List level, plus:
- Opportunity to deliver a 1-to-2-minute recorded message during one of the scheduled breaks.
- Inclusion in the slide deck during the afternoon break session.
- Option to set up one 6 ft. display table at the annual meeting for direct engagement with IHE Caucus members (table will be provided).

Summa Cum Laude: $1500

- All benefits from the Dean's List level, plus:
- A 5-minute time slot for in-person or virtual presentation to IHE Caucus members at the annual meeting.
- Inclusion in the slide deck during the lunch break session.
- Option to set up one 6 ft. display table at the annual meeting for direct engagement with IHE Caucus members (table will be provided).

Summa Cum Laude Bonus Package: Additional $500

- In addition to Summa Cum Laude level benefits, sponsors gain access to the IHE Caucus evening networking social event, providing an opportunity to engage with members during the event.

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*	$1,040		
B2	Exhibitor*	$1,340		
B3	Exhibitor*	$1,590		
B4	Exhibitor*	$175		
B5	Exhibitor*	$225		
B6	Swag	$1,000		
B7	Swag	$1,250		
B8	Swag	$1,500		
~~B9~~	~~Swag~~	~~$2,000~~		
B10	Event	$1,250		
B11	Event	$500		
B12	Event	$1,000		
B13	Event	$1,500		
B14	Event	$500		
B15	Event	$500		
B16	Event	$1,500		
B17	Event	$3,000		
~~B18~~	~~Event~~	~~$3,500~~		
B19	Event	$4,000		
B20	Break	$1,000		
B21	Meal	$1,500		
B22	Meal	$2,000		
B23	Meal	$2,500		
B24	Keynote	$4,000		
*If you are reserving an exhibitor's space, complete page 6				

Sponsorship Total: $_____

Sponsorship Level Qualified For:

☐	Bronze	☐	Silver	☐	Gold	☐	Diamond

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

☐	Aug 2026	☐	Oct 2026	☐	Dec 2026	☐	Feb 2027	☐	Apr 2027	☐	Jun 2027

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

☐	Jul 2026	☐	Aug 2026	☐	Sep 2026	☐	Oct 2026	☐	Nov 2026	☐	Dec 2026
☐	Jan 2027	☐	Feb 2027	☐	Mar 2027	☐	Apr 2027	☐	May 2027	☐	Jun 2027

Choose Quarter for Email Blast – *Content must be received by the 1st of that month.*

☐	Q1 (Sept 2026)	☐	Q2 (Nov 2026)	☐	Q3 (Mar 2027)	☐	Q4 (May 2027)

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 ☐ MasterCard ☐ Visa ☐ Discover

Name on Card: _____

Credit Card Number: _____

Expiration Date: _____ **CVV:**_____

Billing Address: _____

_____

Cardholder Signature _____

Mail to: VEMA, PO Box 29069, Henrico, VA 23242 **Email:** VEMA@vemaweb.org

2027 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

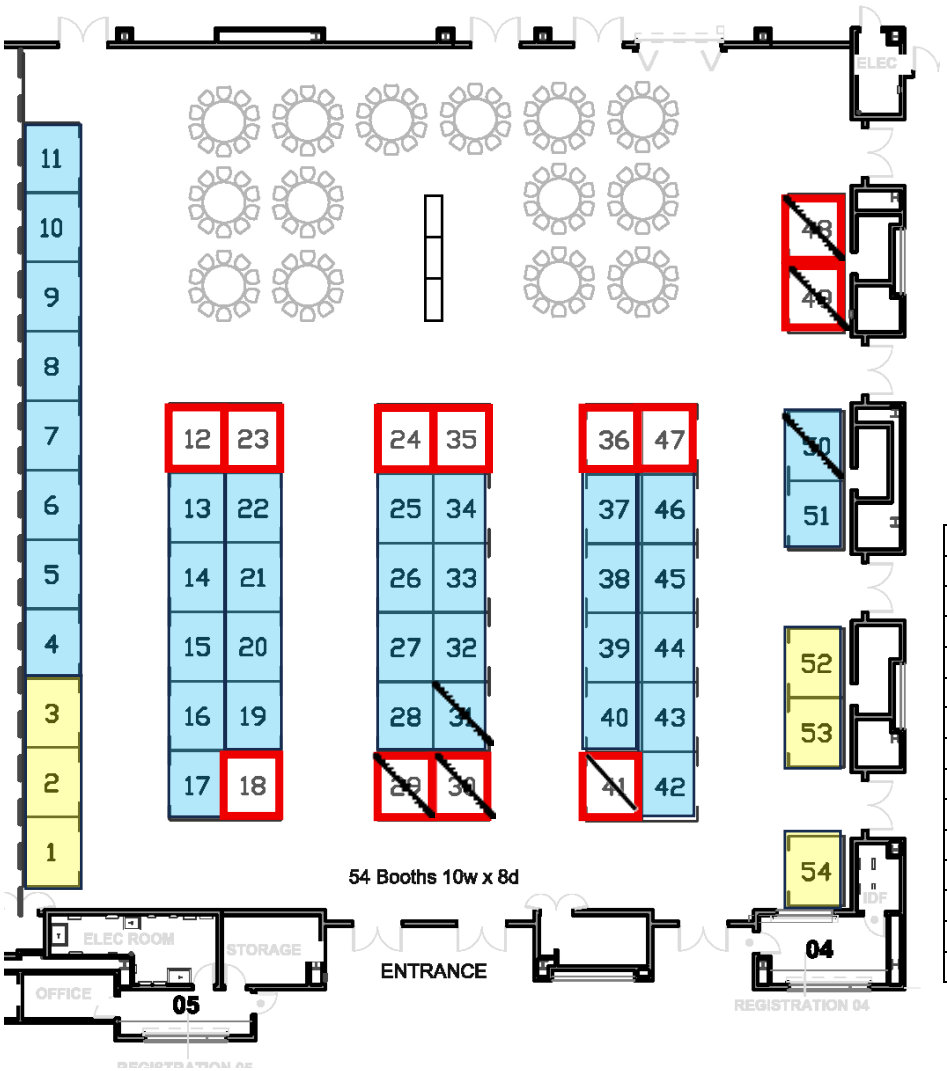
Name: _____ **Title:** _____

Email: _____ **Cell Phone:** _____
All Access Pass Purchased? ☐ Yes or ☐ No

Name: _____ **Title:** _____

Email: _____ **Cell Phone:** _____
All Access Pass Purchased? ☐ Yes or ☐ No

Vendor Hall



As of 8/28/2026

Standard booths are in yellow boxes

Deluxe booths are in blue boxes

Premium booths are in red boxes

#	Type	Company
1	*Standard*	
2	*Standard*	
3	*Standard*	
4	*Deluxe*	
5	*Deluxe*	
6	*Deluxe*	
7	*Deluxe*	
8	*Deluxe*	
9	*Deluxe*	
10	*Deluxe*	
11	*Deluxe*	
12	*Premium*	
13	*Deluxe*	
14	*Deluxe*	

#	Type	Company
15	*Deluxe*	
16	*Deluxe*	
17	*Deluxe*	
18	*Premium*	
19	*Deluxe*	
20	*Deluxe*	
21	*Deluxe*	
22	*Deluxe*	
23	*Premium*	
24	*Premium*	
25	*Deluxe*	
26	*Deluxe*	
27	*Deluxe*	
28	*Deluxe*	
29	*Premium*	Avive
30	*Premium*	Storm Services, LLC
31	*Deluxe*	DRC/SLS
32	*Deluxe*	
33	*Deluxe*	
34	*Deluxe*	

#	Type	Company
35	*Premium*	
36	*Premium*	
37	*Deluxe*	
38	*Deluxe*	
39	*Deluxe*	
40	*Deluxe*	
41	*Premium*	DebrisTech
42	*Deluxe*	
43	*Deluxe*	
44	*Deluxe*	
45	*Deluxe*	
46	*Deluxe*	
47	*Premium*	
48	*Premium*	AshBritt / ABML
49	*Premium*	AshBritt / ABML
50	*Deluxe*	Midland Radio Corporation
51	*Deluxe*	
52	*Standard*	
53	*Standard*	
54	*Standard*	

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 email, postmark or fax date of January 25, 2027.

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.