

VEMA's Annual Sponsorship Program

VIRGINIA EMERGENCY MANAGEMENT ASSOCIATION

VIRGINIA EMERGENCY MANAGEMENT SYMPOSIUM

MARCH 17 – 20, 2025 | ROANOKE, VA



VEMA is pleased to announce our 2024-2025 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 2025 Virginia Emergency Management Symposium will be held March 17-20, 2025, at the Hotel Roanoke, 110 Shenandoah Ave NE, Roanoke, VA 24016. We expect the symposium to hit maximum capacity as we have seen growth in attendance year over year, and in 2024 had a record turnout. Attendees include, but are not limited to, emergency managers, first responders, public safety and public policy officials, and hospital and college/university representatives. The vendor hall will be available for set up from 3:00 – 6:00 pm on Monday, March 17, 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 from 6:30 – 8:30 pm on Monday, March 17 and 7:00 am – 1:30 pm on Tuesday, March 18; exhibitor teardown begins no later than 2:00 pm. Vendors who also sponsor meals 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, 2024 – June 30, 2025)

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

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	\$1,000
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	\$1,000
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 and 2 chairs included	SOLD OUT Exhibitor	\$1,000
B2	Deluxe Exhibit Booth at VEMS with 2 Vendor Representatives 10' x 8' Booth (Blue booths on map) – 6 ft table and 2 chairs included	SOLD OUT Exhibitor	\$1,300
B3	Premium Exhibit Booth at VEMS with 2 Vendor Representatives 10' x 8' Booth (Red booths on map) – 6 ft table and 2 chairs included	SOLD OUT Exhibitor	\$1,550
B4	Electricity for Vendor Booth	Exhibitor	\$75
B5	Additional Vendor Attendance Fee – for each vendor beyond number specified with booth	Exhibitor	\$175
B6	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
B7	Bag with Company Logo (1 available)	Swag	\$1,000
B8	Branded symposium giveaway items (3 available)	Swag	\$1,250
B9	Co-Branded Challenge Coin or Photo Backdrop (1 of each available)	Swag	\$1,500
B10	Hotel Keycard with Company Logo (1 available)	Swag	\$2,000
B11	Faith Based or Healthcare Caucus Event Sponsor	Event	\$1,250
B12	IHE Caucus Event Sponsor - Dean's List (<i>see page 3 for details</i>)	Event	\$500
B13	IHE Caucus Event Sponsor - Magna Cum Laude (<i>see page 3 for details</i>)	Event	\$1,000
B14	IHE Caucus Event Sponsor - Summa Cum Laude (<i>see page 3 for details</i>)	Event	\$1,500
B15	IHE Caucus Event Sponsor - Summa Cum Laude Bonus Package Add-On (<i>see page 3 for details</i>)	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	\$3,000
B19	Wednesday Night Event Sponsor (1 remaining)	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 (3 available)	Meal	\$1,500
B22	Breakfast Sponsor – Tuesday, Wednesday, or Thursday (7 remaining: 2 for Tuesday & Wednesday, 3 for Thursday)	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, the Chair of the IHE Caucus, 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.



Virginia Emergency Management Association – Institutions of Higher Education Caucus
P.O. Box 29069, Henrico, VA 23242-0069
Phone: 804-643-0080
www.vemaweb.org/ihe

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	\$1,000		
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*	\$1,000	SOLD OUT!	
B2	Exhibitor*	\$1,300	SOLD OUT!	
B3	Exhibitor*	\$1,550	SOLD OUT!	
B4	Exhibitor*	\$75		
B5	Exhibitor*	\$175		
B6	Exhibitor*	\$225		
B7	Swag	\$1,000		
B8	Swag	\$1,250		
B9	Swag	\$1,500		
B10	Swag	\$2,000		
B11	Event	\$1,250		
B12	Event	\$500		
B13	Event	\$1,000		
B14	Event	\$1,500		
B15	Event	\$500		
B16	Event	\$1,500		
B17	Event	\$3,000		
B18	Event	\$3,000		
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 5				

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.

Aug 2024	Oct 2024	Dec 2024	Feb 2025	Apr 2025	Jun 2025
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Choose Month(s) for Social Media Post(s) – Content must be received by the 1st of that month.

Jul 2024	Aug 2024	Sep 2024	Oct 2024	Nov 2024	Dec 2024
Jan 2025	Feb 2025	Mar 2025	Apr 2025	May 2025	Jun 2025

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

Q1 (Sept 2024)	Q2 (Nov 2024)	Q3 (Mar 2025)	Q4 (May 2025)
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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

2025 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 will not be taken by phone 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: _____

If you require electricity for your booth, please be sure to select Item B4 on page 3!!

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: _____

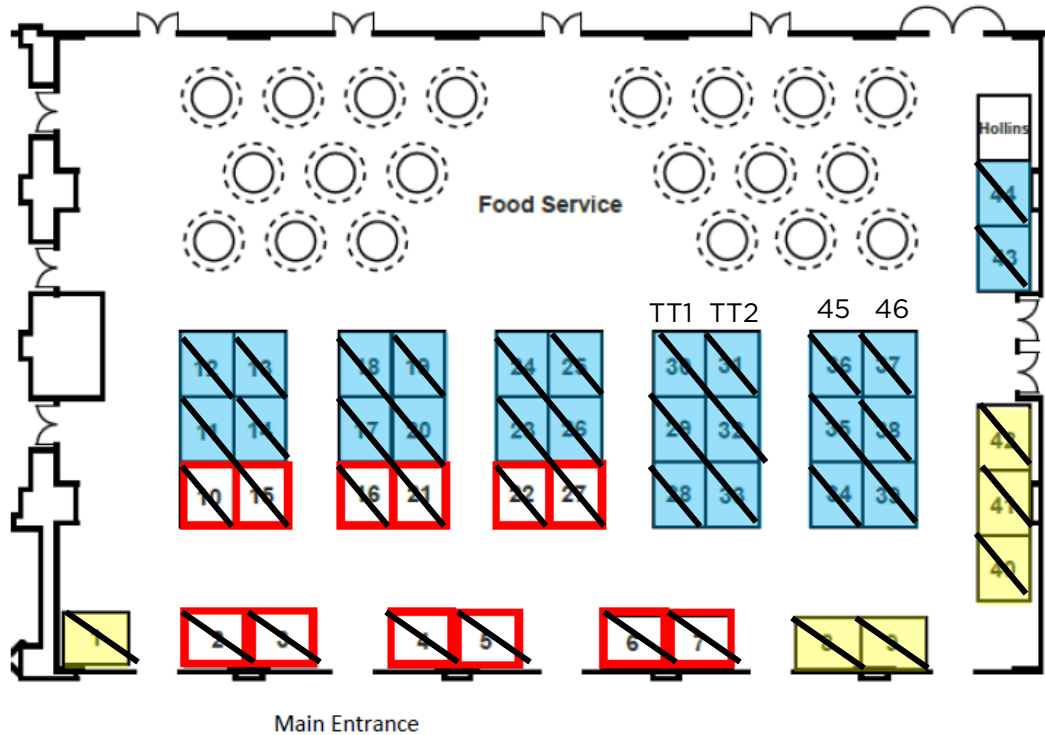
Email: _____

Cell Phone: _____

All Access Pass Purchased? Yes or No

Visit www.vemaweb.org/lodging for VEMS25 Hotel Information.

Vendor Hall



Standard booths are in **yellow** boxes
SOLD OUT!

Deluxe booths are in **blue** boxes
SOLD OUT!

Premium booths are in **red** boxes
SOLD OUT!

As of 3/4/2025

TT1	Table-Top	Virginia Disaster Assistance Team (DBHDS)
TT2	Table-Top	VA Assn of Hazardous Materials Response Specialists (VAHRMS)
TT	Table Top	Virginia Department of Emergency Management
TT	Table Top	VDEM - LCAR

#	Type	Company Name
1	Standard	Pulsara
2	Premium	Tetra Tech
3	Premium	Forerunner
4	Premium	Critical Response Group
5	Premium	Southern Disaster Recovery
6	Premium	The Olson Group, Ltd.
7	Premium	The Olson Group, Ltd.
8	Standard	ZOLL Medical Corporation
9	Standard	AshBritt, Inc.
10	Premium	Ceres Environmental Services
11	Deluxe	SoundOff Signal
12	Deluxe	Cardio Partners
13	Deluxe	Cordatis LLP
14	Deluxe	North American Rescue
15	Premium	IEM
16	Premium	DebrisTech, LLC
17	Deluxe	Storm Services
18	Deluxe	GCC (Guest Communications Corporation)
19	Deluxe	Alliance Solutions Group, Inc.
20	Deluxe	ATCS
21	Premium	Veoci
22	Premium	CrowderGulf
23	Deluxe	Midland Radio Corporation
24	Deluxe	Fire Protection Equipment Company
25	Deluxe	PEAKE
26	Deluxe	Perses Consulting
27	Premium	EM Partners, LLC
28	Deluxe	DRC Emergency Services, LLC / SLSCO
29	Deluxe	Ascenttra
30	Deluxe	Perimeter, Inc.
31	Deluxe	W.E.L., Inc.
32	Deluxe	First Responder Network Authority
33	Deluxe	Southern Software
34	Deluxe	Deployed Logix (DLX)
35	Deluxe	Relief Compass
36	Deluxe	AMB
37	Deluxe	Juvare
38	Deluxe	Communications-Applied Technologies
39	Deluxe	AEM
40	Standard	Rescue One
41	Standard	Lipsey Trucking
42	Standard	Thompson Consulting Services, LLC
43	Deluxe	Hinkle Environmental Services, LLC
44	Deluxe	Politac LLC
45	Deluxe	D.H. Griffin Companies
46	Deluxe	Virginia's Department of Conservation and Recreation (DCR)

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 February 2, 2025.

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.