VIRGINIA BANKERS ASSOCIATION

2024

SPONSORSHIP BROCHURE

where **ENGAGEMENT**



4490 Cox Road Glen Allen, VA 23060 www.vabankers.org







Find Value With VBA Engagement



Engagement Creates Opportunity

2024 VBA Sponsorship, Exhibiting, & Advertising Offerings

The Virginia Bankers Association hosts a multitude of conferences throughout the year primarily for function-specific positions in our member banks. These programs are developed to offer an educational forum for our bankers to connect with their peers and stay abreast of updates on the latest issues and trends impacting the banking industry. Designed to also be the cornerstone of engagement for our industry partners, our events offer the most impactful opportunities to connect with our member banks.

What is a VBA Signature Sponsor?

VBA Signature Sponsor packages are unique offerings for companies who are interested in providing a higher level of sponsorship support at VBA events. Signature Sponsors build their own individualized packages from the sponsorship, exhibiting, and advertisement options in this brochure based on the programs that align best with their strategies. Recognition of this level of support is highlighted throughout the year in various VBA publications and at all VBA events, both in-person and virtual, and on a special Signature Sponsor webpage on the VBA website, offering tremendous brand exposure. This, coupled with the numerous other benefits provided in our package offerings, is a great way to put your engagement plan in place for the whole year.

Annual membership dues are added in to your package to help you reach your sponsor goal level. Check out the complete set of package offerings on page 4 of this brochure to see which one might be the best option for your organization!

Are there other engagement options available if you don't build a package?

Absolutely! We offer a wide array of individual sponsorship and exhibiting opportunities at our VBA conferences and Convention (this year being held jointly with Maryland Bankers Association). There are also advertisement opportunities in our <u>Virginia Banking</u> publications.

Have a creative, new sponsorship idea? Let us know!

We're always open to new ways to recognize our industry partners! If you don't see something in our brochure that works for you, we'll work to create something with your vision in mind.

<u>PLEASE NOTE: Sponsorship and Exhibiting Rates</u>

Rates listed on the following pages are **VBA** member rates. Non-members will pay an additional \$950 for sponsorships or exhibiting spots. Event registration rates for members and non-members are indicated on each individual event page.

2024 VBA Conference & Events Calendar

Find Your Spot!

For a full listing of our 2024 programs, visit our event calendar at www.vabankers.org/event-calendar

Banker Day (bankers only)
January 11 | Richmond, VA

Financial Forecast
January 11 | Richmond, VA

Women's Mentorship Program
February-November | Glen Allen

Commercial Lending School February 6-7 | Virtual

Advanced Commercial Lending School February 13 | Virtual

International Women's Day March 8 | Virtual

VBA Connect & Protect Experience March 11-13 | Williamsburg, VA

VBA/ABA Washington Summit March 18-20 | Washington, DC

AML/BSA 2-Day School March 26-27 | Glen Allen, VA

VBA/VACB Bank Directors' Symposium April 16, 2024 | Blacksburg, VA April 17, 2024 | Richmond, VA

Bank Supervisor School - Spring Session May 7-8 | Glen Allen, VA

Commercial Banking School May 13-17 | Glen Allen, VA Compliance School May/June | Virtual

MBA/VBA Joint Convention June 2-5 | The Ritz-Carlton Amelia Island, FL

Virginia Bankers School of Bank Management July 21-26 | Charlottesville, VA

CFO Conference August 21-23 | Roanoke, VA

Management Development Program September-November | Glen Allen, VA

DEI Summit September 12 | Virtual

Treasury Management Symposium September 23 | Glen Allen

Internal Audit Seminar October 1 | Glen Allen, VA

Lending & Credit Conference October 17-18 | Charlottesville

Mid-Atlantic Bank Executives Conference November 3-4 | Salamander Resort & Spa Middleburg, VA

Leadership ConferenceNovember 14-15 | Charlottesville

Women in Banking Conference December 4-5 | Richmond

2024 VBA Signature Sponsor Program



Build Your Strategy TODAY!

membership and banker engagement opportunities

When building Cignature Chancer prolonge			
When building Signature Sponsor packages, annual VBA Associate Membership dues are included as part of the package.	<u>PLATINUM</u> \$20,000+	GOLD \$15,000- \$19,999	<u>SILVER</u> \$10,000- \$14,999
Listed as a Signature Sponsor at all 2024 VBA events and in VBA publications including bi-weekly banker Executive Brief and weekly CEO Rundown	✓	✓	✓
Complimentary event registrations for conferences (Convention not included)	Four (4) Representatives	Three (3) Representatives	Two (2) Representatives
Listed on Signature Sponsor webpage on VBA website		\checkmark	\checkmark
Listed on a special <u>Virginia Banking Monthly</u> ad as well as included in the "Top 5" of each issue	✓	✓	\checkmark
Consideration for speaking opportunities at VBA events		\checkmark	\checkmark
Recognition at all VBA events including those not specifically being sponsored by your company	✓	✓	\checkmark
Sponsored event listing of attendees with contact information both pre- and post-event	✓	\checkmark	\checkmark
Complimentary high top table at VBA/MBA Joint Convention (table located in area near registration)	✓	\checkmark	
Complimentary sidebar ad in VBA/MBA Joint Convention enewsletter		\checkmark	
One (1) complimentary registration at VBA/MBA Joint Convention		✓	
Two (2) complimentary registrations at VBA/MBA Joint Convention	✓		
Complimentary quarter-page ad in <u>Virginia Banking Annual</u>	—		
Seat on VBA Associate Member Advisory Council which meets 2x per year to provide feedback on VBA associate	✓		

Build Your VBA Signature Sponsorship Package from the Opportunities on the Following Pages.

2024 VBA Connect & Protect Experience

March 11-13 Williamsburg Lodge Williamsburg, VA



Human Resources - Training Retail Banking - Marketing Compliance - Ops & Tech Security - Risk Management

Exhibiting Package - \$3,500

Includes:

- Exhibit booth
- One (1) complimentary registration
- Additional sponsor attendees \$195 each
- Electricity provided upon request
- Verbal and signage recognition at the event
- Opportunity to provide company prizes
- Exhibitor ribbons provided for onsite reps
- Pre- and post-attendee roster with emails
- Company logo included on:
 - o all event marketing
 - o event page on VBA website
 - event portal (company profile & contact)

EXHIBITOR ADD-ON OPTION

VENDOR SPEED DATING SESSION \$250

(pre-reception event - bar will be open)

GUIDELINES:

5 minute rounds
Bankers rotate around vendor tables
Vendor elevator pitch
Banker prize drawings between rounds
(prizes provided by exhibitors)

12 Spots Available on First-Come, First-Served Basis

Sponsorship Options:

- Monday Night Reception* \$4,000 (\$)
- Tuesday Night Reception* \$4,000 S
 *Above Options Include Exhibiting Package
- Keynote Speaker \$3,000
- Breakfast \$2,000
- Lunch \$2,000
- Event Portal \$2,000
- Onsite Materials w/Back Page Ad \$2,000
- Hotel Keycards \$2,000
- Technology/WiFi \$2,000
- Name Badge Lanyards \$1,500 S
- Daily eNewsletter \$1,500
- Name Badges \$1,500(s)
- Mobile Pockets/Poppers \$1,500
- Registration Desk/Candy Basket \$1,000
- Coffee Station/Cup Collars \$1,000 (§)
- Attendee Roster w/Back Page Ad \$1,000
- Video Networking Break \$1,000
- Notepads \$750 (s)
- Notepad Mousepad \$750
- Hand Sanitizer \$750
- Daily eNewsletter Sidebar Ad \$500
- Logoed Pens (sponsor supplies) \$500 (\$)

Sponsorships Include:

- Registration rate of \$650*
- Pre- and post-attendee roster with emails
- Sponsor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - all event marketing
 - o event page on VBA website
 - event portal (company profile & contact)
- *Above registration is VBA member rate; \$500 additional fee for non-members





2024 CFO Conference co-hosted by VA, MD, WVA

CFOs - Accounting - CEOs

August 21-23 The Hotel Roanoke Roanoke, VA





Exhibiting Package - \$3,000

Includes:

- Exhibit booth
- One (1) complimentary registration
- Additional sponsor attendees \$195 each
- Electricity provided upon request
- Exhibitor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Opportunity to provide company prizes
- Pre- and post-attendee roster with emails
- Company logo included on:
 - all event marketing
 - event page on VBA|MBA|WVBA websites
 - event portal (company profile & contact)

EXHIBITOR ADD-ON OPTION

VENDOR SPEED DATING SESSION \$250

GUIDELINES:

3 minute rounds
Vendors rotate tables
Vendors provide elevator pitch
Banker prize drawings
(small prizes provided by exhibitors)

15 Spots Available on First-Come, First-Served Basis

R = Reserved



Sponsorship Options:

- Welcome Reception* \$5,000 (s)
- Thursday Night Reception* \$5,000 (§)
- Keynote Speaker* \$3,500 S
- Breakfast* \$3,500 (s)
- Lunch* \$3,500 S
 *Above Options Include Exhibiting Package
- Event Portal \$2,500 (s)
- Hotel Keycards \$2,500 S
- Name Badge Lanyards \$2,500 (s)
- Technology/WiFi \$2,500
- Video Networking Break \$2,000
- Name Badges \$2,000 (s)
- Onsite Materials w/Back Page Ad \$1,500 (s)
- Daily eNewsletter \$1,500 (s)
- Registration Desk/Candy Basket \$1,500 (§)
- Attendee Roster w/Back Page Ad \$1,500 S
- Mobile Pockets/Poppers \$1,500
- Notepads \$1,500 (s)
- Coffee Station/Cup Collars \$1,000
- Hand Sanitizer \$750
- Logoed Pens (sponsor supplies) \$750 (s)
- Daily eNewsletter Sidebar Ad \$500

Sponsorships Include:

- Registration rate of \$595* (a la carte sponsorships)
- Pre- and post-attendee roster with emails
- Sponsor/Exhibitor ribbons for onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - o all event marketing
 - event page on VBA|MBA|WVBA websites
 - o event portal (company profile & contact)

*Above registration is the VBA|MBA|WVBA member rate \$500 additional fee for non-members

2024 VBA Lending & Credit Conference

October 17-18 Omni Hotel Charlottesville. VA



Lending & Credit Professionals

Exhibiting Package - \$2,000

- 6' Exhibit table
- One (1) complimentary registration
- Additional sponsor attendees \$195 each
- Electricity provided upon request
- Exhibitor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Opportunity to provide company prizes
- Pre- and post-attendee roster with emails
- Company logo included on:
 - o all event marketing
 - o event page on VBA website
 - event portal (company profile & contact)

EXHIBITOR ADD-ON OPTION

VENDOR SPEED DATING SESSION \$150

GUIDELINES:

5 minute rounds
Bankers rotate around vendor tables
Vendor elevator pitch
Banker prize drawings between rounds
(prizes provided by exhibitors)

Spots Available on First-Come, First-Served Basis

R = Reserved



Sponsorship Options:

- Thursday Night Reception* \$3,700 (R)
- Keynote Speaker* \$3,000 (s)
- Breakfast* \$2,500 (s)
- Welcome Reception (night before)* \$2,500
 *Above Options Include Exhibiting Package (s)
- Lunch \$1,500 (s)
- Event Portal \$1,500(\$)
- Hotel Keycards \$1,500
- Name Badge Lanyards \$1,500(s)
- Video Networking Break \$1,500
- Technology/WiFi \$1,500
- Onsite Materials w/Back Page Ad \$1,500 (s)
- Registration Desk/Candu Basket \$1,500
- Attendee Roster w/Back Page Ad \$1,500
- Mobile Pockets/Poppers \$1,500
- Daily eNewsletter \$1,000 (s)
- Name Badges \$1,000(s)
- Notepads \$750 (\$)
- Coffee Station/Cup Collars \$750
- Hand Sanitizer \$750
- Logoed Pens (sponsor supplies) \$750 (s)
- Daily eNewsletter Sidebar Ad \$500

Sponsorships Include:

- Registration rate of \$595*
- Pre- and post-attendee roster with emails
- Sponsor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - o all event marketing
 - o event page on VBA website
 - event portal (company profile & contact)

*Above registration is VBA member rate; \$500 additional fee for non-members

2024 VBA Leadership Conference



November 14-15 Omni Hotel Charlottesville, VA



Emerging Bank Leaders

Sponsorship Options:

- Reception/Dinner* \$2,000 S
 *Includes 1 complimentary registration
- Breakfast \$1,000
- Lunch \$1,000
- Technology/WiFi \$1,000
- Event Portal \$1,000 (s)
- Name Badge Lanyards \$1,000
- Daily eNewsletter \$1,000
- Onsite Materials w/Back Page Ad \$750
- Name Badges \$750 (S)
- Attendee Roster w/Back Page Ad \$500 (s)
- Daily eNewsletter Sidebar Ad \$500

Sponsorships Include:

- Registration rate of \$575*
- Pre- and post-attendee roster with emails
- Sponsor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - o all event marketing
 - event page on VBA website
 - event portal (company profile & contact)

*Above registration is VBA member rate; \$500 additional fee for non-members



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2024 Women in Banking Conference



December 4-5 The Westin Richmond, VA



Women in the Banking Industry

Sponsorship Options:

- Reception* \$2,000 (S)
- Lunch* \$1,500
- Giveaway Item* \$1,500 (s)
 *Above Include 1 Complimentary Registration
- Keynote Speaker \$1,000
- Event Portal \$1,000 (s)
- Name Badge Lanyards \$1,000 (s)
- Technology/WiFi \$750
- Daily eNewsletter Header \$750
- Onsite Materials w/Back Page Ad \$750 (s)
- Attendee Roster w/Back Page Ad \$750
- Name Badges \$500
- Daily eNewsletter Sidebar Ad \$500

Sponsorships Include:

- Registration rate of \$525*
- Pre- and post-attendee roster with emails
- Sponsor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - o all event marketing
 - event page on VBA website
 - event portal (company profile & contact)

*Above registration is VBA member rate; \$500 additional fee for non-members



= Reserved



= Sold

2024 VBA | VACB Bank Directors' Symposium



April 16 - Blacksburg (The Inn at Virginia Tech)
April 17 - Richmond (Richmond Marriott Short Pump)

Reserve

Bank CEOs & Directors

Sponsorship Options:

Attending Sponsorships* - \$1,500
 *6 spots available on first-come, first-serviced basis

*Must be a VBA or VACB member to sponsor

Sponsorships Include:

- One (1) complimentary registration for each location
- One (1) additional person may attend for \$245
- Pre- and post-attendee roster with emails
- Sponsor ribbons provided for onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - o all event marketing
 - o event page on VBA website
 - event portal (company profile & contact)





2024 Mid-Atlantic Bank Executives Conference



Virginia, West Virginia Pennsylvania, Maryland, Delaware

November 3-4 Salamander Resort & Spa Middleburg, VA

Sponsorship Options:

- Reception/Dinner \$6,500 (\$)
- Attending Sponsorship \$5,000*
 - Limited spots available on first-come, first-served basis

*Must be a member of one of the participating banking associations to sponsor

All Sponsorships Include:

- One (1) complimentary registration
- One (1) additional person at \$350 rate
- Pre- and post-attendee roster with emails
- Sponsor ribbons provided for all onsite reps
- Verbal and signage recognition at the event
- Company logo included on:
 - o all event marketing
 - event page on association's websites
 - event portal (company profile & contact)





2024 MBA|VBA Joint Convention

June 2-5 The Ritz-Carlton Amelia Island, FL



Bank CEOs and Executives

Partner Level Sponsorships:

Perks: Company logo included on onsite Convention banner Receive two (2) complimentary registrations Receive a complimentary exhibit table

- Sunday Welcome Reception \$15,000 (s)
- Monday Dessert Reception \$15,000 (s)
- Tuesday Chairs' Reception \$15,000 (S)
- Tuesday Celebration Banquet/Entertainment \$15,000(\$)
- Monday Breakfast Speaking Opportunity \$12,500 (s)

Platinum Level Sponsorships:

Perks: Company logo included on onsite Convention banner Receive two (2) complimentary registrations Receive a complimentary exhibit table

- Breakout Session Speaking Opportunities (RFP process)
 - Monday (2 spots available) \$10,000 each (s)
 - Tuesday (2 spots available) \$10,000 each (s)
- Keynote Speaker \$10,000 (S)
- Tuesday Fun in the Sun Social \$10,000 (\$)

Gold Level Sponsorships:

Perk: Receive one (1) complimentary registration Opportunity to add on Exhibit Table for \$500

- Tuesday Breakfast Buffet \$8,500 S
- Registration Tote Bag \$8,000 (\$)
- Monday Golf Tournament \$8,000 (s)
- Hotel Keycards \$7,500 (s)
- Bottled Water \$7,500 S
- Registration Desk \$7,500
- Golf Beverage Cart \$7,000
- Sunday Welcome Reception Photographer \$7,000
- Tuesday Celebration Photo Booth \$7,000
- Name Badge Lanyards \$6,500 S
- Name Badges \$6,500 S
- Coffee Station/Collars (Monday & Tuesday) \$6,500(s)
- Luggage Tags (sent ahead of event) \$6,500 (s)
- Beach Item \$6,500
- Daily eNewsletter (Sunday/Monday/Tuesday) \$6,500
- Event Portal \$6,000 (\$)

Silver Level Sponsorships:

- Technology/WiFi \$5,500(s)
- Golf Tournament Boxed Lunches \$5,000 S
- Convention Amenity \$5,000
- Turndown Service (Sunday) \$5,000
- Turndown Service (Monday) \$5,000
- Hand Sanitizer \$5,000
- Sunscreen \$5,000
- Candy Bags \$5,000
- Mobile Pockets/Poppers \$5,000
- Registration List (includes ad on back) \$5,000
- Sunday Registration Refreshments \$5,000
- Welcome Reception Signature Cocktail \$5,000 (S)
- Tuesday Celebration Signature Cocktail \$5,000 S

Bronze Level Sponsorships:

- Monday Snack Break \$4,000 (s)
- Tuesday Snack Break \$4,000
- Exhibit Table \$3,500 SOLD OUT!
 - One (1) 6' table set in Registration Foyer outside main conference ballroom
 - Setup is for Sunday, Monday & Tuesday
- Logoed Notepads (at general sessions) \$3,500s
- Notepad Mousepads \$3,500
- MBA/VBA Staff Shirts \$3,000 S
- Logoed Pens (sponsor supplies) \$3,000 (S)
- Guest Program \$2,500 S
- Golf Tournament Bag Tags \$2,500s
- Closest to the Pin Contest \$2,500(s)
- Longest Drive Contest \$2,500 (s)
- Driving Range \$2,500 (s)
- Golf Hole (multiple available) \$1,500
- Daily eNewsletter Sidebar Ad \$1,500 (S)

Patron Level Sponsorships: \$1,000

Multiple Available

All Sponsorships Include:

- MBA | VBA Member Registration Rate \$1,095 | Guest Rate \$550 (Non-Member Registration Rate - \$1,750 | Guest Rate - \$850)
- Sponsor Ribbon Provided for Onsite Representatives
- Pre- and Post-Attendee Roster with Contact Information
- Recognition on:
 - Annual Convention Marketing
 - Event Page on VBA and MBA Websites
 - Event Portal
 - Signage at Convention







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VIRGINIA BANKERS ASSOCIATION SERVING VIRGINIA'S FINANCIAL COMMUNITY SINCE 1893



Published digitally monthly and circulated to more than 5,900 recipients.



Reach top level decisionmakers including CEOs, presidents, directors and executive and senior vice presidents.



Reach more than 1,500 mid-management level readers in departments such as retail, mortgage, lending, marketing and more.



Each issue is devoted to legal, legislative and informational articles related to the state of the banking industry, technology issues, bank profiles and personnel updates.

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One Ad Per Month for Three Months

Position 1: Header - \$1,050

2024 Virginia Banking

Monthly Ad Rates

Pricing is Per Quarter* -

640 x 150 pixels

Position 2: Middle - \$800 *640 x 150 pixels*

Position 3: Lower - \$550 *400 x 150 pixels*

4

Position 4: Sidebar - \$300 200 x 200 pixels

*Rates listed are for VBA members.
There is an additional \$225 fee for non-members.



nterested in advertising in Virginia Banking Monthly, Virginia Banking Annual or contributing an article for possible inclusion in the next digital issue?

Contact Amy Binns at abinns@vabankers.org.

Learn more about our publications by visiting our website, www.vabankers.org/news.publications.

Virginia Banking Monthly a digital pubication

2024 Advertising and Article Submission Due Dates

Publication Month	Publication Content Due to VBA	Date of Publication
January	1/8/2024	1/16/2024
February	2/5/2024	2/13/2024
March	3/4/2024	3/12/2024
April	4/8/2024	4/16/2024
May	5/6/2024	5/14/2024
June	6/10/2024	6/18/2024
July	7/8/2024	7/16/2024
August	8/5/2024	8/13/2024
September	9/3/2024	9/10/2024
October	10/7/2024	10/15/2024
November	10/28/2024	11/5/2024
December	12/2/2024	12/10/2024

Header Position — 640 x 150 pixels **Artwork Specs:**

> Middle Position — 640 x 150 pixels Lower Position — 400 x 150 pixels Sidebar Position – 200 x 200 pixels

Advertise in Virginia Banking Annual!

2024 Media Guide







This publication will serve as a **"year** in review," covering the Virginia banking industry and the VBA from June 2023-June 2024.

This commemorative keepsake will be available in a select number of **print copies** for bank CEOs, VBA committee chairs, and VBA Associate Member CEOs and will be distributed **digitally** to **5,900+** bankers, legislators and industry partners.

Features will include **reflective thoughts** on the year from VBA staff and the VBA Chairman; highlights and pictures from VBA **education and training events**; a recap of industry and VBA efforts in **diversity**, **equity and inclusion**...and more!

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2024 Advertising Rates*

Size	Price**	Dimensions (inche		
Outside Back Cover (full page) Includes company logo on	\$1,550	8.5x11 with bleeds		
mailing envelope				
Inside Front Cover (full page)	\$1,300 sold	8.5x11 with bleeds		
Inside Back Cover (full page)	\$1,300	8.5x11 with bleeds		
Full Page	\$1,050	8.5x11 with bleeds		
Half Page Horizontal	\$800	7.5 x 4.875		
Half Page Vertical	\$800	3.625 x 10		
	+== 0	0.605 4.075		

\$550

Platinum level VBA Signature Sponsors will receive a complementary quarter page ad.

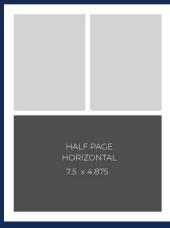
*All ad sales must be secured by April 26, 2024 and ad artwork is due no later than May 17, 2024.

**Companies that advertise in issues of Virginia Banking Monthly will receive a 10% discount on

Virginia Banking Annual rates.



Quarter Page





3.625 x 4.875



Interested in advertising in *Virginia Banking Annual*?

Please contact Amy Binns at abinns@vabankers.org.

Visit www.vabankers.org/virginia-banking to view past issues of *Virginia Banking Annual*.