



PROSPECTUS FOR EXHIBITORS & SPONSORS

Norfolk Convention Center, Norfolk, Virginia

Conference Dates: September 16 - 19, 2021

www.vngmg.org/corporate-partnership/

ORGANIZATIONS REPRESENTED



The **Virginia National Guard Management Group** provides centralized professional administrative assistance to the Virginia National Guard Association, Virginia Army/Air National Guard Enlisted Association and the Virginia National Guard Historical Foundation. This is the 4th Annual Conference of the VNGMG. The VNGMG is a IRS recognized 501(c)(3) tax exempt non-profit organization.

<https://vngmg.org>



The **Virginia National Guard Association** garners support for the Virginia National Guard's role in state and national security and improves its members' quality of life. Represents over 1,300 officers in the Virginia Army and Air National Guard. This is the 61st Annual Conference of the VNGA. The VNGA is a IRS recognized 501(c)(19) tax exempt non-profit veterans service organization.

<https://vnga.us>



The **Virginia Army/Air National Guard Enlisted Association** enhances the prestige, morale and well-being of the enlisted (former, current and retired) members of the Virginia Army and Air National Guard. This is the 47th Annual Conference of the VA/ANGEA. The VA/ANGEA is a IRS recognized 501(c)(19) tax exempt non-profit veterans service organization.

<https://vaaangea.org>



The **Virginia National Guard Historical Foundation** provides the guidance, financial oversight and leadership supporting the creation of a Virginia National Guard Museum, professional development and historical static displays at facilities. The VNGHF is a IRS recognized 501(c)(3) tax exempt non-profit organization.

<https://vngmg.org/vnghf>



VIRGINIA NATIONAL GUARD MANAGEMENT GROUP 4th Annual Conference

PROSPECTUS FOR EXHIBITORS & SPONSORS

About the Conference

The 4th Annual Conference brings together over 400 leaders of the Virginia Army and Air National Guard. Imagine your organization among them as you take part in THE Va. National Guard event of the year! This highly anticipated conference allows members to gather and vote on top legislative priorities for the Virginia National Guard Association and the Virginia Army and Air National Guard Enlisted Association, share information and celebrate the camaraderie of being members of the oldest Military Force in the United States: the Virginia National Guard.

The conference is a four-day event packed with keynote speakers, special events and access to one of the largest defense industry trade shows in Virginia.

Conference Attendance

Attendees include:

- Soldiers and Airmen representing the eight major subordinate commands of the Virginia Army and Air National Guard.
- Virginia National Guard leadership.
- Representation from the Virginia National Guard Historical Foundation, the Virginia Defense Force and the Virginia Department of Military Affairs.

Who Should Exhibit

As an exhibitor you will have unparalleled access to an audience of top Virginia Army and Air National Guard decision-makers, many of whom will be looking for products, services and solutions in the following categories:

- Counter Terrorism / Homeland Defense
- Chemical, Biological, Radiological, Nuclear and high-yield Explosives Defense
- Emergency Preparedness and Security Equipment
- Aviation Equipment and Services
- Facilities, Installations and Real Property Maintenance, Equipment and Construction
- IT, Communications and Satellite
- Medical Triage and Stabilization
- Tactical Military Fieldcraft
- Land Warfare Simulations
- Higher Education
- Distance Learning and Virtual Training / Exercises
- Event Management
- Food and Beverage
- Lodging and Hospitality
- Health, Welfare, Wellness, Safety, Physical Fitness, Recreation and Sports
- Financial Services

Virginia National Guard
Management Group
4th Annual Conference



Norfolk Convention Center | Norfolk, Virginia

Conference Dates: September 16-19, 2021
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Proposed Schedule of Events

Thursday, September 16th

4:30 p.m. – 5:30 p.m.	VNGA Executive Council Meeting	Marriott I-III
6:00 p.m. – 7:30 p.m.	VIP and Va. Guard Leadership Dinner	
7:30 p.m. – 8:30 p.m.	VA/ANGEA Executive Council Meeting	Marriott I-III
8:30 p.m. – 12:00 a.m.	Hospitality Suites	Marriott V-VII

Friday, September 17th

9:00 a.m. – 1:00 p.m.	Golf Tournament	
9:00 a.m. – 1:00 p.m.	Motorcycle Ride	
1:00 p.m. – 6:30 p.m.	Conference Check-In	Hampton Room Foyer
2:00 p.m. – 5:00 p.m.	Exhibitor Arrival and Exhibit Set-Up	Hampton I-III
3:00 p.m. – 4:30 p.m.	VNGMG Executive Board Meeting	Elizabeth Boardroom
5:00 p.m. – 6:30 p.m.	Exhibitor Welcome Reception and Exhibits	Hampton I-III
7:00 p.m. – 9:30 p.m.	Spirit of Norfolk Cruise (Ticketed Event)	
8:30 p.m. – 12:00 a.m.	Hospitality Suites	

Saturday, September 18th

7:00 a.m. – 8:30 a.m.	Registration	Hampton Room Foyer
7:45 a.m. – 8:30 a.m.	Continental Breakfast	Hampton Room Foyer
7:45 a.m. – 2:00 p.m.	Exhibits	Hampton I-III
8:30 a.m. – 2:00 p.m.	VA/ANGEA Auxiliary Silent Auction	James I-III
8:30 a.m. – 9:30 a.m.	Joint Educational Session	Hampton IV-V
9:30 a.m. – 9:45 a.m.	Break, Refreshments and Exhibits	Hampton I-III
9:45 a.m. – 10:45 a.m.	VNGA Annual Business Meeting	Hampton IV-V
9:45 a.m. – 10:45 a.m.	VA/ANGEA Annual Business Meeting	Marriott I-III
10:45 a.m. – 11:00 a.m.	Break, Refreshments and Exhibits	Hampton I-III
11:00 a.m. – 12:00 p.m.	VNGA Annual Business Meeting, con't	Hampton IV-V
11:00 a.m. – 12:00 p.m.	VA/ANGEA Annual Business Meeting, con't	Marriott I-III
11:00 a.m. – 12:00 p.m.	VA/ANGEA Auxiliary Annual Business Meeting	Chesapeake II
12:00 p.m. – 1:00 p.m.	Lunch and Exhibits	Hampton I-III
1:00 p.m. – 2:00 p.m.	VNGA Breakout Sessions (CGO, FGO, WO)	Hampton VI-VIII
2:00 p.m. – 5:00 p.m.	Free Time	
6:00 p.m. – 7:00 p.m.	Military Ball Check-In	Norfolk Room Foyer
6:00 p.m. – 7:00 p.m.	Cocktail Hour and Reception	Norfolk Room Foyer
7:00 p.m. – 8:30 p.m.	4th Annual Military Ball of the Va. National Guard	Norfolk Room I-IV
8:30 p.m. – 12:00 a.m.	Hospitality Suites	Marriott V-VII

Sunday, September 19th

8:00 a.m. – 9:00 a.m.	Continental Breakfast	Hampton Roads I
9:00 a.m. – 10:30 a.m.	Memorial Service	Hampton Roads II

Exhibitor Information

Platinum Access

\$2,500

- ✓ Named event at the annual conference
- ✓ **Four** invitations to an exclusive pre-conference VIP dinner with Virginia National Guard Leadership
- ✓ **Four** conference and Military Ball registrations
- ✓ **Four** golf tournament registrations
- ✓ **Two** exhibit spaces during the conference
- ✓ Company logo on all conference signage and material
- ✓ Distribution of materials in conference registration bags
- ✓ **Full-page** advertisement in the conference program
- ✓ **Two** invitations to the annual Legislative Reception at the Library of Virginia in Richmond, Va.

Gold Access

\$2,000

- ✓ Named event at the annual conference
- ✓ **Two** invitations to an exclusive pre-conference VIP dinner with Virginia National Guard Leadership
- ✓ **Two** conference and Military Ball registrations
- ✓ **Two** golf tournament registrations
- ✓ **Two** exhibit spaces during the conference
- ✓ **Half-page** advertisement in the conference program

Silver Access

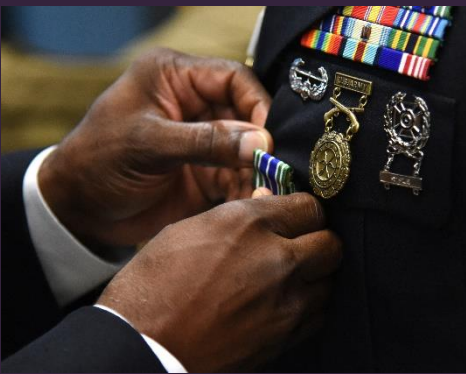
\$1,500

- ✓ **Two** conference and Military Ball registrations
- ✓ **One** exhibit spaces during the conference
- ✓ **Quarter-page** advertisement in the conference program

Bronze Access

\$1,000

- ✓ **Two** conference and Military Ball registrations
- ✓ **One** exhibit spaces during the conference
- ✓ **Acknowledgement** in the conference program



Sponsorship Opportunities

Signature Conference Sponsor

\$15,000

- ✓ One signature sponsor opportunity available.
- ✓ Business or organization name and/or logo listed as “presented by” on **all** conference signage and introductory messages.
- ✓ **7-min.** presentation during the annual joint business meeting.
- ✓ Business or organization name and/or logo printed on all Conference Badge Lanyards
- ✓ Business or organization name and/or logo printed on all Conference Registration Bags
- ✓ Business or organization name and/or logo and webpage link emblazoned on all Conference Web Advertisements
- ✓ **Platinum** Access Benefits

“Spirit of Norfolk” Sponsor

\$7,500

- ✓ One sponsor opportunity available.
- ✓ **8x10”** sign(s) with your logo, name prominently displayed.
- ✓ **5-min.** presentation during the cruise.
- ✓ Business or organization name printed in the schedule-at-a-glance
- ✓ **Gold** Access Benefits

Business Meeting Sponsor

\$5,000

- ✓ **Two** business meeting sponsor opportunities available.
- ✓ **5-min.** presentation during the annual business meeting.
- ✓ Business or organization name printed in the schedule-at-a-glance and logo included on presentation material during the association’s business meeting.
- ✓ **Silver** Access Benefits



Sponsorship Opportunities

Photo Booth Sponsor

\$2,500

- ✓ One sponsor opportunity available.
- ✓ Signage with your information prominently displayed.
- ✓ Business or organization name printed in the Military Ball Program

Champagne Toast Sponsor

\$2,000

- ✓ One sponsor opportunity available.
- ✓ Signage with your information prominently displayed.
- ✓ Business or organization name printed in the Military Ball Program

Refreshment Bar Sponsor

\$1,000

- ✓ Four refreshments bar sponsor opportunities available.
- ✓ Signage with your information prominently displayed
- ✓ Business or organization name printed in the schedule-at-a-glance.

Golf Hole Sponsor

\$250

- ✓ Eighteen golf hole sponsor opportunities available.
- ✓ 18x24" sign with your logo, name prominently displayed.

All Sponsors and Access Exhibitors receive:



- ✓ Exclusive VNGMG Corporate Sponsor Logo for use on your webpage and promotional materials.
- ✓ Your logo and weblink posted ~~\$1,000~~ on VNGMG, VNGA and VAAANGEA webpages for one year.
- ✓ Access to VNGMG Quarterly Newsletters for one year.



Why you should attend?

Your Virginia Guard Soldiers and Airmen are the living embodiment of a true “Citizen Soldier.” However, today’s Guardsmen face many challenges in maintaining both roles. These challenges include mobilization and deployments, military-and-civilian career requirements, family responsibilities and other community obligations. It is impossible for our Guardsmen to do it alone!

Our membership organizations were established to help meet these needs and provide support of the Virginia Army and Air National Guard and their families and foster the role of the Virginia National Guard in our state and national security. Since their inception, the VNGMG, VNGA, VA/AENGA have carried the torch for Guardsmen.

Once a year on the state and national level, the VNGMG is able to bring together the men and women of the Virginia National Guard, both active and retired. At this annual meeting they are able to conference on issues that affect their daily lives, meet with senior military and civilian leaders and determine what priorities must be addressed during the coming year. This is also the only time that our members may come together to do this.

Your partnership, whether as an exhibitor or as a sponsor, further develops and sustains long-term partnerships between like-minded organizations and Servicemembers of the Virginia National Guard. The program is not intended as a general fundraiser for the associations. Instead the partnership serves as a vehicle for members of the community to contribute directly to our Servicemembers and their families by offsetting the cost it takes to participate in our annual conference and address these key issues.

How to Exhibit or Sponsor:

1. Online at <https://vngmg.org/corporate-partnerships/>
2. By mail by completing the enclosed form and mailing to the VNGMG.

The VNGMG is a IRS recognized 501(c)(3) nonprofit organization that affords you tax incentives for donating.



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Virginia National Guard Management Group, Inc.
 ATTN: Corporate Partnership
 Post Office Box 37037
 Richmond, Virginia 23234
 (804) 223-1332 | contact@vngmg.org

DATE RECEIVED: _____

INITIAL: _____

2020 Annual Conference Exhibitor and Sponsor Registration Form

Organizational Name: _____

Business Address: _____

City: _____ State: _____ Zip: _____

Name: _____ Phone: _____ Email: _____

A. Exhibitor Access Levels (Check the Box)		
Platinum	\$2,500	<input type="checkbox"/>
Gold	\$2,000	<input type="checkbox"/>
Silver	\$1,500	<input type="checkbox"/>
Bronze	\$1,000	<input type="checkbox"/>

B. Sponsorships (Check the Box)		
Signature *	\$15,000	<input type="checkbox"/>
"Spirit of Norfolk" *	\$7,500	<input type="checkbox"/>
Business Meeting *	\$5,000	<input type="checkbox"/>
Photo Booth	\$2,500	<input type="checkbox"/>
Champagne Toast	\$2,000	<input type="checkbox"/>
Refreshment Bar	\$1,000	<input type="checkbox"/>
Golf Hole	\$250	<input type="checkbox"/>

* automatic exhibitor access level

A + B = TOTAL

_____ + _____ = _____

Card Number: _____

Expiration (MM / YYYY): ____ / ____ Security Code: _____

Cardholder Name: _____

Signature: _____ Date: _____

Please make checks out to the VNGMG, Inc.

Nonprofits Receive **\$250 discount** on all exhibits & sponsorships!

RULES AND REGULATIONS GOVERNING THE EXHIBIT REGISTRATION

- 1. RESERVATIONS FOR SPACE** will be made in the order in which signed contracts are received. Space will be assigned on a first-come, first served basis. VNGMG reserves the right to relocate display areas for the benefit of the exhibitor and/or the organization.
- 2. EXHIBIT RATE, PAYMENT, AND CANCELLATION POLICY:** An exhibit space is priced based on levels of access: Platinum, Gold, Silver or Bronze.. Full payment must be received with signed agreement by September 16th, 2021. Cancellations received in writing before July 31st, 2021, will receive a refund, minus a \$100.00 processing fee. **NO REFUNDS** will be given after that date.
- 3. DIMENSIONS AND LIMITATIONS:** Exhibits must not exceed 8' feet in height. Exhibits must be constructed so as not to interfere with adjoining booths. Permission to display equipment taller than 8' feet must be obtained in writing from the VNGMG. The exhibitor will be advised of which booth location will meet his/her requirements.
- 4. LIABILITY:** The exhibitor agrees to protect, save, and keep VNGMG, the Norfolk Marriott Waterside, and their representatives, employees and agents forever harmless from any and all damages or charges imposed for violation of any law or ordinance, whether occasioned by the negligence of the exhibitor or the representatives, agents or employees of the exhibitor or those persons acting under the express or implied authority of the exhibitor. Exhibitor also agrees to comply with all applicable terms, conditions, rules and regulations of the Norfolk Marriott Waterside. The exhibitor assumes complete responsibility and liability for all loss, damage, or destruction of his/her property, employees, agents and guests of VNGMG, any officer, agent or employee thereof will not be liable for any loss, damage or destruction of exhibitor's property for theft, fire, accident or any other cause. The exhibitor also assumes full responsibility and liability for all injury to any and all persons or property caused by the exhibitor, its agents, representatives or employees. The exhibitor will indemnify and hold harmless VNGMG, the Norfolk Marriott Waterside, VNGMG members, directors, officers, agents, representatives, and employees against any and all liability whatsoever arising from any and all damage to property or personal injury or loss caused by the exhibitor, its agents, representatives, employees or any other such persons. The exhibitor assumes the entire responsibility and liability for losses, damages, and claims, without limitation, bodily injury and death arising out of exhibitors activities on the Hotel's premises. Exhibitor covenants not to sue and agrees to indemnify, hold harmless the Hotel and its parent corporation as well as their respective trustees, directors, officers, agents, servants and employees from any and all such liabilities.
- 5. INSTALLATION OF EXHIBITS** will begin Friday, September 17th for all exhibitors; additional details and timeline to be published at a later date.
- 6. SPACE NOT OCCUPIED BY 7:30 a.m. on Saturday, September 18th, 2021** will be forfeited by the Exhibitor, and the space may be resold, reassigned, or used by the VNGMG without refund.
- 7. DISMANTLING:** Displays must be dismantled before 5:00 pm on September 18th, 2021, but not before 2:00 p.m. **EARLY DEPARTURE IS STRICTLY PROHIBITED.**
- 8. PROHIBITIONS:** Subleasing or assigning of booths or a part of a booth is **NOT** permitted. Exhibits, signs, or displays are prohibited in any of the public rooms or elsewhere on the premises of the Norfolk Marriott Waterside. Aisle space may **NOT** be used for exhibit purposes, (including tables and chairs) displays or signs, solicitation or distribution of cards, circulars, samples, or other promotional materials. Conversation with attendees of a commercial nature are prohibited in any space where continuing education is being offered.
- 9. SOUND DEVICES:** The use of sound devices, megaphones, loudspeakers, or undignified methods of drawing attention is prohibited.
- 10. AMENDMENT TO REGULATIONS:** All matters and questions not covered by these regulations are subject to the decision of the VNGMG administrator. The administrator shall have sole authority to promulgate, interpret, and enforce all rules and regulations, and to make any amendments necessary for orderly conduct.
- 13. By completion and return of the Sponsor Registration Form to the VNGMG, you agree to adhere to the rules and regulations as outlined above. Failure to conform or comply could result in forfeiture of fees and/or jeopardize invitations to future programs. In addition, the individual listed on the Sponsor Registration Form as the Contact Person bears full and exclusive responsibility for informing all attending representatives of these guidelines.**



2022

RICHMOND

5TH ANNUAL VNGMG CONFERENCE

MARCH 11–13, 2022 RICHMOND

DOWNTOWN MARRIOTT

RICHMOND CONVENTION CENTER



REGISTER TODAY

www.vngmg.org/corporate-partnership/

Virginia National Guard Management Group, Inc.
P.O. Box 37037
Richmond, Virginia 23234
(804) 223-1332
contact@vngmg.org

Photos contained within this prospectus were retrieved from the Virginia National Guard Public Affairs Office and depict Soldiers, Airmen and their equipment and does not constitute or imply individual or organizational endorsement of a non-Federal entity.