

WHY PARTNER WITH VSAE?

Be part of VSAE's vibrant community of over 400 members, consisting of executives from diverse trade, technical, and professional associations across Virginia, alongside representatives from companies providing essential products and services to these sectors. VSAE stands apart as the sole association dedicated exclusively to serving Virginia's association community.

Become a VSAE Program Partner and seize year-round opportunities for engagement, enhancing your visibility and forging strong connections with Virginia's association leaders. Your steadfast commitment to the prosperity of Virginia's associations will be celebrated and acknowledged throughout the year.

BENEFITS OF BEING A VSAE PARTNER

- > Increase your brand exposure and generate more business
- > Gain exclusive access to VSAE's Executive members
- > Enjoy year-round engagement opportunities
- > Receive special recognition at VSAE events, online, and in VSAE publications
- > Know that your support helps ensure a strong association community
- > And so much more...

Partner packages are completely customizable, allowing you to pick and choose how you want to engage with VSAE members.

HOW TO USE THIS GUIDE

Use this guide to renew your VSAE membership and bundle your marketing and sponsorship dollars to reap the benefits of being a VSAE Partner. You do not need to be a VSAE member to participate in the Partner Program.

For those with smaller budgets, you may still participate with à la carte selections. Please note that à la carte selections do not provide access to Partner benefits unless you meet one of the Partner levels.

We look forward to working with you to make 2025 your most productive and profitable while supporting Virginia's association community.

- 1. Review page 2 to determine which Partner level you would like to achieve.
- 2. Turn to page **3** to renew your dues and contribute to the Executive Scholarship Program.
- 3. Review pages **4–12** to see the many advertising and sponsorship opportunities.
- 4. Complete and sign the <u>Selection Form</u> and email to **Tami Rawlette** at **tami@vsae.org**.
- 5. You will be emailed an invoice.
- Contact Tami Rawlette at tami@vsae.org or (804)-249-2232 with questions or if you need assistance.

PARTNER LEVELS

If your total membership, advertising, and sponsorship support adds up to one of the following levels, you will be designated a VSAE Partner. All Partners are recognized on VSAE's website, in digital and print publications, the *Membership Directory & Resource Guide* and at all VSAE events.

PRESIDENT'S CLUB | \$11,750+

- > Recognition on the VSAE website home page
- > Opportunity to participate in all Partner/Executive events*
- > Complimentary registration to all Seminar Series events
- > Priority booth selection for Fall Conference & Expo
- > One-time credit for Partner Spotlight page in the newsletter
- > Opportunity to speak (or show video) for 1-2 minutes at one VSAE Seminar Series event
- > Opportunity to send one email blast to Executive members
- > Priority selection for 2026 Partner Program

BENEFACTOR | \$9,500+

- > Opportunity to participate in up to two Partner/Executive events*
- > Complimentary registration for three Seminar Series events
- > Priority booth selection (following President's Club) for Fall Conference & Expo
- > Display table at one VSAE Seminar Series event
- > Opportunity to send one email blast to Executive members
- > Priority selection for 2026 Partner Program (following President's Club)

SUPPORTER | \$7,000+

- > Opportunity to participate in up to one Partner/Executive events*
- > Complimentary registration for two Seminar Series events
- > Priority booth selection for Fall Conference & Expo (following President's Club and Benefactor)
- > Display table at one VSAE Seminar Series event
- > Priority selection for 2026 Partner Program (following President's Club and Benefactor)

PATRON | \$4,500+

- > Complimentary registration for one Seminar Series event
- > Priority booth selection for Fall Conference & Expo (following President's Club, Benefactor and Supporter)
- > Priority selection for 2026 Partner Program (following President's Club, Benefactor and Supporter)

^{*} Partner/Executive networking events (up to 3 per year) strive to have a 3:1 ratio of Executives to Partners. These events have no formal agenda/presentation and are funded separately by the attending Partners.

JOIN THE COMMUNITY

MEMBERSHIP







Membership in VSAE is an excellent way to connect with Virginia's association executives. It further shows your support of VSAE and Virginia's association community.

Benefits:

- > Listing in the Membership Directory & Resource Guide by individual members, service category, and location
- > Complimentary registration for the networking and meal portions of the Seminar Series events
- > Member-savings on registration to the Annual and Fall conferences and specialty events
- > Opportunity to participate in various VSAE committees and Shared Interest Groups (SIGs)
- Complimentary subscription to VSAE's print and digital publications and association updates via member alerts
- > Membership counts towards reaching a Partner level

This program cannot be used to renew dues ONLY. Membership must be purchased in conjunction with advertising or sponsorship. Supporting VSAE as a Partner locks in the current year dues rate. If there is a subsequent board-approved dues increase, your rate will remain the same for the year.

ASSOCIATE MEMBERSHIPS | \$560 EACH

The first and second members can join for \$560 per membership.

ADDITIONAL ASSOCIATE MEMBERSHIPS | \$295 EACH

The third and all additional members can join for \$295 per membership.

EXECUTIVE SCHOLARSHIP PROGRAM | \$250

Contribute by sponsoring new VSAE Executive members. Monies in this program are used to recruit new Executive members by helping to defray costs of joining VSAE for their first year.

PRINT

ASSOCIATION PRESS

VSAE's print newsletter, *Association Press*, is published every two months (6 times) and sent to approximately 400 members. It is printed in full color on 8.5" (w) x 11" (h) gloss stock. It is also available in digital format on the VSAE website.

PARTNER SPOTLIGHT PAGE | \$1,450

A full-page article-style ad. Advertiser must provide text (approximately 450 words) and up to two high-resolution images (photos or logo) to accompany copy. A two-column color ad is included and will run on the same page at no extra cost. President's Club Partners receive a \$500 credit for Partner Spotlight page.

(1 or 2 per issue, depending on space.)

FULL-PAGE COLOR AD | \$950

Ad size is 7.5" (w) x 9.85" (h) and is full color.

(2 per issue)

HALF-PAGE COLOR AD | \$675

Ad size is 7.5" (w) x 4.75" (h) and is full color.

(2 per issue)

TWO-COLUMN COLOR AD | \$425

Ad size is 5" (w) x 4" (h) and is full color. There are discounts for purchasing multiple ads (\$400 if you purchase 3+ ads). (No limit)



PRINT

MEMBERSHIP DIRECTORY & RESOURCE GUIDE

Published annually, VSAE's *Membership Directory & Resource Guide* is the go-to resource for association executives looking for the right property for their meetings and the right partner for products and services that serve their organizations and members.

The Membership Directory & Resource Guide is available in both print and digital editions. Although some ads in the print edition are black and white, ALL ADS IN THE DIGITAL EDITION ARE FULL COLOR with live links to your website. This feature is included at no extra charge with all Guide ad purchases.



INSIDE FRONT COVER | \$2,395

Includes a Destination or Facilities Section two-page spread (\$1,295 value). The inside front cover is full color and measures 9" (w) x 11" (h).

INSIDE BACK COVER | \$2,125

Includes a Destination or Facilities Section two-page spread (\$1,295 value). The inside back cover is full color and measures 9" (w) x 11" (h).

FACILITIES SECTION | \$1,295

A two-page spread in a special section of the Guide. The print edition ad is black and white and each page measures 7.5" (w) x 10" (h). Hotel and event venue advertisers typically include an ad on one page and a meetings capacity diagram on the second page.

DESTINATION SECTION | \$1,295

A two-page spread in a new special section of the Guide. Great for DMOs and CVBs. The two-page spread provides you the flexibility to choose what to feature in terms of content, images, and ad. The print edition ad is black and white and each page measures 7.5" (w) x 10" (h).

TAB AD | \$995

Tab ads are an excellent way to get noticed! Ads are full color, can be placed on either side of the tab, and measure 7.5" (w) x 10" (h).

FULL-PAGE AD | \$895

Ad size is 7.5" (w) x 10" (h) and is black and white.

HALF-PAGE AD | \$625

Ad size is 7.5" (w) x 5" (h) and is black and white.

DIGITAL

VSAE offers digital ads on its website and in its semi-monthly electronic newsletter, *VSAE eNews*. You may provide a link to your website in your ad; however, VSAE cannot provide any usage stats.

WEBSITE ADVERTISING



Your digital ad will be prominently displayed at the top of the VSAE home page in a rotating slide show during the month of your purchase. Ads are full color and are 2600 px (w) x 900 px (h). 2 per month

HOME PAGE UPPER BANNER | \$695

Your digital ad will run on the VSAE home page during the month of your purchase. Ads are full color and are 611 px (w) x 78 px (h).

1 per month

HOME PAGE LOWER BANNER | \$495

Your digital ad will run on the VSAE home page during the month of your purchase. Ads are full color and are 611 px (w) x 78 px (h).

1 per month



DIGITAL

ENEWS ADVERTISING

HEADLINE BANNER | \$545 PER ISSUE
Your full color digital ad will be the first to appear in VSAE
eNews, above the nameplate. Ads are 611 px (w) x 78 px
(h) and include a link to your website.

1 per issue

1 per issue

FEATURED BANNER | \$495 PER ISSUE
Your full color digital ad will appear immediately following
the lead artile, ensuring maxiumum visibility. Ads are 611
px (w) x 78 px (h) and include a link to your website.

SPONSORED CONTENT
WITH VIDEO | \$445 PER ISSUE

Share informative facts about your destination, property, product, or services with links to your website. Your sponsored content will be highlighted in its own framed area within eNews. Maximum 50 words.

1 per issue

SQUARE | \$375 PER ISSUE

325 x 325 px full-color display ad within the body of VSAE eNews with a link to your website.

2 per issue



Desktop view

OTHER OPPORTUNITIES

ASSOCIATION LEADERSHIP VIRGINIA \$1,500 (ANNUAL)

Engage with current and future association leaders and be recognized as an innovative, future-thinking organization that supports diversity and inclusion within Virginia's association community.

Your support enables VSAE to offer this one-of-a-kind program, the only one in the Commonwealth focused on developing the leadership and association management skills of Virginia's current and future association leaders.

VSAE.org/ALV-sponsor-donate



As the exclusive sponsor of the 2025 Spring and Fall Certified Association Executive (CAE) Study courses, you will be introduced and provided a few minutes to speak at each kickoff/orientation session, have exclusive access to study group participants, and take part in recognizing the new CAEs at VSAE's Annual Conference.

VSAE.org/cae-study-groups

VSAE PODCAST | \$375 (PER EPISODE)

This monthly podcast features association industry related topics and discussion style interviews with VSAE members and stakeholders. Sponsorship includes a 20-30 second commercial either as an introduction to the podcast or midway through the episode. Commercial recording and production are included.

VSAE.org/podbean.com





ANNUAL CONFERENCE

The Annual Conference will be hosted by **The Hotel Roanoke & Conference Center, May 4–6, 2025.** The Annual Conference is attended by 200+ association executives, sponsors, and guests.

All sponsorship levels include recognition in pre-event print and digital promotions, and in digital slideshow and signage throughout the conference.





	DIAMOND \$2,850 (limited to 12)	PLATINUM \$1,750	GOLD \$1,000
Recognition from the podium during the conference	X		
Two conference registrations for your staff (does not include accommodations)	X		
Display table in high-traffic area	X		
Two bottles of wine at Monday dinner	X		
Complimentary ad in Annual Conference program	X		
Ad on the mobile app	X	X	
Two invitations to the President's reception	X	X	
Breakout session sponsorship		X	
One conference registration for your staff (does not include accommodations)		X	X
Recognition in Annual Conference program		X	X
One invitation to the President's reception			X

FALL CONFERENCE & EXPO

The Fall Conference & Expo will be held **September 24–25, 2025**, at the **Greater Richmond Convention Center** and **Hilton Richmond Downtown**. The conference offers attendees educational seminars as well as a tradeshow with 60+ exhibitors. Exhibit booths are sold separately.

All sponsorship levels include recognition in pre-event print and digital promotions, and on signage throughout the conference.





	DIAMOND \$1,750 (limited to 8)	PLATINUM \$1,250	GOLD \$900
Logo on parking pass given to all attendees	X		
Complimentary breakfast and keynote registration for three people	X		
Recognition from the podium at the Thursday keynote/breakfast	X		
Purchase of booth at 2024 price	X		
Logo on tradeshow bag and opportunity to include promotional materials inside bag	X	X	
Ad on the mobile app	X	X	
Reserved table (upon request) at breakfast (sponsor responsible for filling table)	X	X	
Complimentary breakfast and keynote registration for two people		X	
Opportunity to include promotional materials inside tradeshow bag			x
Complimentary breakfast and keynote registration for one person			x

SPECIALTY EVENTS

These intimate events are great opportunities to meet and network with specific groups of decision makers within VSAE's Executive membership. Sponsors receive one free registration (not including accommodations) for exclusive access to these otherwise "executive-only" events as well as name/logo recognition in pre-event marketing, VSAE website, and event signage.

CEO & SENIOR STAFF RETREAT | \$1,950 (LIMITED TO 10)

NOVEMBER 17-18, 2025 | THE DRAFTSMAN HOTEL

A two-day retreat for CEOs, Executive Directors, and other senior staff leaders.

MEETING PLANNER SUMMIT | \$1,950 (LIMITED TO 11)

FEBRUARY 27-28, 2025 | CAESARS VIRGINIA

A two-day summit for executives and association staff who plan meetings.

ASSOCIATION MANAGEMENT COMPANY (AMC) SUMMIT | \$1,050 (LIMITED TO 8)

JUNE 2025 | DATE AND LOCATION TBA

A one-day summit for executives who own and work at association management companies.

NORTHERN VIRGINIA BREAKFAST SEMINAR | \$595 (PER EVENT) (LIMITED TO 3 PER EVENT)

Connect with Northern Virginia's association professionals as the sponsor of a VSAE-hosted breakfast and seminar (April, July, and October).







2025 VSAE Partner Program

YEAR-LONG OPPORTUNITIES

These products will be used at all VSAE in-person events throughout the year:

- > Seminar Series events
- > Meeting Planner Summit
- > Annual Conference
- > AMC Summit
- > CEO & Senior Staff Retreat
- > Fall Conference & Expo
- > Awards Luncheon & Silent Auction
- > Northern Virginia Seminars

LANYARDS | \$2,750 Limit 1

Have your name/logo prominently displayed alongside VSAE's logo at all VSAE in-person events in 2025. This is a great way to build your brand and keep your organization in front of the leaders of the association community.

NAME BADGES | \$2,750 Limit 1 NEW!

Have your name/logo prominently displayed alongside VSAE's logo on all name badges used for VSAE in-person events in 2025. This is a great way to build your brand and keep your organization in front of the leaders of the association community.

COCKTAIL NAPKINS | \$1,500 Limit 1

Have your name/logo alongside VSAE's logo on each cocktail napkin at all VSAE in-person events in 2025, including at breaks and bars.

MOBILE CHARGING STATION | \$1,500 Limit 1

Everyone needs to charge their mobile devices at some time or another. Have your name/logo prominently displayed on a mobile charging unit and signage at all VSAE in-person events in 2025.







TERMS & CONDITIONS

PRINT AND DIGITAL AD SPECIFICATIONS AND REQUIREMENTS PAGES 13–15 SHOULD GO DIRECTLY TO YOUR MARKETING/DESIGN DEPARTMENT OR ADVERTISING AGENCY.

Any ad that does not meet the conditions specified and/or is not received by the deadline may be rejected or modified by the publisher. If an ad requires modification by the publisher to meet the conditions of the ad, the advertiser may be charged \$90 per hour to make the appropriate changes. The publisher also reserves the right to reject any submission. No refunds will be issued for rejected ads. By signing your Partner Program invoice/contract, you acknowledge and agree to these terms.

PRINT ADVERTISING

NEWSLETTER

VSAE's newsletter, Association Press, is printed at a finished size of 8.5" (w) x 11" (h) on gloss stock with no bleeds. It is published 6 times per year. By purchasing an advertisement in Association Press, as part of the 2025 Partner Program, you agree to be held legally bound to the terms of the agreement, regardless of whether the member company or advertising agent is sold or comes under new management. VSAE does not pay agency commissions, as all rates quoted are net. Reserved space cannot be canceled.

Specifications

- > Full-Page Ad: Full-color ad sized at 7.5" (w) x 9.85" (h) with no bleeds. 2 per issue
- > Half-Page Ad: Full-color ad sized at 7.5" (w) x 4.75" (h) with no bleeds. 2 per issue
- > Two-Column Ad: Full-color ad sized at 5" (w) x 4" (h) with no bleeds. No limit
- > **Partner Spotlight:** Approximately 450 words and up to two high-resolution images (photos or logo) to accompany copy. **A two-column ad is included and will run on the same page**. *2 per issue*

Art Requirements

Ads: Provide ad artwork in a CMYK, high-resolution (300 dpi) pdf (use Adobe's Press Quality setting) with no crop marks. Send by email to advertising@vsae.org.

Partner Spotlight: Provide 450-word spotlight text in .doc or .txt document. Accepted file formats for logos and photos are png, pdf, eps, tif, and jpg. Low-resolution logos and photos downloaded from the web are not acceptable. Do not embed photos into a Word file; send them as separate files. Send by email to **advertising@vsae.org**.

Deadlines

Ads must be received by the **20th of the prior month** in which your advertisement is running. If artwork is not submitted in time for production, VSAE reserves the right to withhold the ad from that month's publication.

Conditions

The publisher reserves the right to reject any advertising. All advertising is accepted and published upon authorization from the advertiser to publish the entire contents and subject matter thereof. The advertiser agrees to hold publisher blameless from all claims, damages, and expenses arising out of the accepted advertising. The publisher reserves the right to consult with its member regarding the submission from the advertiser's agency.

TERMS & CONDITIONS

MEMBERSHIP DIRECTORY & RESOURCE GUIDE

By purchasing an advertisement in VSAE's 2025–2026 Membership Directory & Resource Guide, as part of the 2025 Partner Program, you agree to be held legally bound to the terms of the agreement, regardless of whether the member company or advertising agent is sold or comes under new management. VSAE does not pay agency commissions, as all rates quoted are net. Reserved space cannot be canceled.

The Membership Directory & Resource Guide will be available in both print and digital editions. Although some ads in the print version are black and white, ALL ADS IN THE DIGITAL EDITION ARE FULL COLOR with live links to your website. Therefore, ALL ADS SUBMITTED FOR THIS PUBLICATION MUST BE IN COLOR.

Specifications

- > **Outside Cover Ad:** Two (2) full-page, full-color spread sized at 9" (w) x 11" (h) per page with .125" bleeds on all sides. Please allow .5" for spiral binding. VSAE has style guidelines that must be followed when including VSAE information. Once this space is contracted, VSAE will share this information with the purchaser and the member representative.
- > Tab Ad: Full-page, full color, sized at 7.5" (w) x 10" (h) with no bleeds. Ads can be on front or back of tabs.
- > Inside Cover Ads: One (1) full-page, full-color ad sized at 9" (w) x 11" (h) with .125" bleeds on all sides. Please allow .5" for spiral binding.
- > Full-Page Ad: Black and white, sized at 7.5" (w) x 10" (h) with no bleeds.
- > Half-Page Ad: Black and white, sized at 7.5" (w) x 5" (h) with no bleeds.
- > **Facilities Section Ad:** Two (2) full-page facing black and white pages, sized at 7.5" (w) x 10" (h) per page with no bleeds. Typically, a Facilities Section advertisement consists of a full-page ad and a full page with facilities information and/or meeting space specifications. Non-venue advertisers usually include photos and a description of their services.
- > **Destination Section Ad:** Two (2) full-page facing black and white pages, sized at 7.5" (w) x 10" (h) per page with no bleeds. Typically, a Destination Section advertisement consists of a full-page ad and a full page with destination information.

Art Requirements

Provide ad artwork by email (to advertising@vsae.org) in a CMYK, high-resolution (300 dpi) .pdf (use Adobe's Press Quality setting). All interior ads have no bleeds; therefore, no crop marks are necessary.

Deadline

A signed invoice/contract, payment, and ad artwork must be received no later than **May 10, 2025**, to guarantee placement in the 2025–2026 Membership Directory & Resource Guide.

Conditions

The publisher reserves the right to reject any advertising. All advertising is accepted and published upon authorization from the advertiser to publish the entire contents and subject matter thereof. The advertiser agrees to hold publisher blameless from all claims, damages, and expenses arising out of the accepted advertising. The publisher reserves the right to consult with its member regarding the submission from the advertiser's agency. An electronic tear sheet will be provided to advertiser upon request.



2025 VSAE Partner Program

TERMS & CONDITIONS

DIGITAL ADVERTISING — WEBSITE

Specifications

- > Website Home Page Hero Banner (sliding) 2600 x 900 px 2 per month
- > Website Home Page Upper Banner 611 x 78 px 1 per month
- > Website Home Page Lower Banner 611 x 78 px 1 per month

DIGITAL ADVERTISING — eNEWS

Specifications

- > **eNEWS Headline Banner** 611 x 78 px 1 per issue
- > **eNEWS Featured Banner** 611 x 78 px 1 per issue
- > **eNEWS Sponsored Content with Video** 325 x 325 px plus up to 50 words 1 per issue
- > **eNEWS Square** 325 x 325 px 2 per issue

Art Requirements

Accepted file formats are gif, png, or jpg for ads and photo or graphic for Sponsored Content. Accepted file format for text for Sponsored Content is .doc, .txt, or within an email.

Links

You can have a link embedded in your digital ad, directing viewers to your website. Please include the link within the email when you send your advertisement. Unspecified links will be directed to the website indicated within your member's database record.

Web traffic analysis

VSAE does not have the ability to provide analysis on website digital ad click-through rates. Though VSAE runs Google Analytics on its own website, this technology only supplies information on how the visitor is getting to VSAE's website, not where they go from VSAE's website. Please provide a trackable link with your image or add Google Analytics or a similar tool to your (or your client's) website.

Deadlines

Ads, along with website link, must be received by the 20th of the prior month in which your advertisement is running. Please email to **advertising@vsae.org**.

VSAE Website Home Page Advertising

- 1 Hero Banner (Sliding)
- **2** Upper Banner
- 3 Lower Banner



VSAE eNews Advertising

- 1 Headline Banner
- 2 Featured Banner
- **3** Sponsored Content
- 4 Square



Desktop view