



**BUDGET GUIDE
& CALENDAR**

**20
22**

Welcome to the 2022 VAMA Calendar & Budget Guide!

We understand that you have a lot to consider when putting together your budgets and calendar for the year. When it comes to your association needs, we want to help make this as easy as possible. If you have any additional questions, please contact us at (804) 756-8262.

2022 MEMBERSHIP DUES FOR OWNER/MANAGERS

41 Units or more \$2.30/Unit

40 Units or less \$92 Flat Fee

****Charlottesville Area Only****

Included on the dues invoice for Charlottesville area will be an optional fee of:

\$495 for 21 and more units OR \$100 Flat Fee for 20 units or less

This fee is for the use of the www.brac.com ILS service. Prices are subject to change without notice.

FOR SUPPLIER PARTNERS

Statewide Membership (members of all areas) - \$1,275

- Blacksburg/Christiansburg Area - \$200
- Charlottesville Area - \$200
- Greater Richmond/Fredericksburg Area - \$350
- Hampton Roads Area - \$350
- Roanoke/Lynchburg Area - \$200
- Shenandoah Valley Area - \$200

VISIT US ONLINE AT WWW.VAMAONLINE.ORG!

Attendee & sponsorship prices are listed.
Please visit us online for the most up to date information about an event!

RED = SPONSORSHIPS



STATEWIDE HYBRID

- 01/25/22 Fair Housing Certification - January. \$59 Credit Card / \$69 Invoice Me
- 02/22/22 Fair Housing Certification - February. \$59 Credit Card / \$69 Invoice Me
- 03/15/22 Fair Housing Certification - March. \$59 Credit Card / \$69 Invoice Me
- 04/20/22 Fair Housing Certification - April. \$59 Credit Card / \$69 Invoice Me
- 05/24/22 Fair Housing Certification - May. \$59 Credit Card / \$69 Invoice Me
- 05/26/22 VRLTA With Grimes Creasy (2 part series) - Part 1 (2 hours).
\$49 Credit Card / \$59 Invoice Me. **\$399 (2 Available)**
(BOTH SESSIONS \$109 by Credit Card / \$129 Invoice Me)
- 06/09/22 VRLTA With Grimes Creasy (2 part series) - Part 2 (3 Hours)
\$69 Credit Card / \$79 Invoice Me. **\$399 (2 Available)**
(BOTH SESSIONS \$109 by Credit Card / \$129 Invoice Me)
- 06/28/22 Fair Housing Certification - June. \$59 Credit Card / \$69 Invoice Me
- 07/26/22 Fair Housing Certification - July. \$59 Credit Card / \$69 Invoice Me
- 08/30/22 Fair Housing Certification - August. \$59 Credit Card / \$69 Invoice Me
- 09/27/22 Fair Housing Certification - September. \$59 Credit Card / \$69 Invoice Me
- 10/25/22 Fair Housing Certification - October. \$59 Credit Card / \$69 Invoice Me
- 11/29/22 Fair Housing Certification - November. \$59 Credit Card / \$69 Invoice Me
- 12/20/22 Fair Housing Certification - December. \$59 Credit Card / \$69 Invoice Me



BLUE RIDGE

- 01/11/22 Certified Apartment Manager (CAM). Class goes for multiple days.
\$949 Credit Card / \$1049 Invoice Me. **Provide Lunch**
- 01/26/22 HVAC 608 Universal Certification
\$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 02/09/22 Certified Pool Operator (CPO) Course
2 days 9th & 10th. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 03/23/22 Spring Luncheon
\$55 Credit Card / \$65 Invoice Me. **\$249 (1 Available)**
- 05/05/22 COMBO Event (Seminar, Mini Trade Show, & Happy Hour).
Attendee prices TBD. **\$249 Sponsor (1 Available) & \$99 Exhibitor Table Display**
- 06/15/22 Mix & Mingle - FREE Event. **\$299 (3 Available)**
- 08/25/22 Mix & Mingle - FREE Event. **\$299 (3 Available)**
- 10/20/22 Maintenance Appreciation BBQ
\$25 Credit Card / \$35 Invoice Me. **\$399 Title (1), \$299 (3), Event Sponsor, \$199 Cup (3)**
- 10/27/22 Certified Apartment Leasing Professional (CALP). Class goes for multiple days.
\$399 Credit Card / \$499 Invoice Me. **Provide Lunch**
- 12/08/22 Prestige Awards Ceremony
\$79 Credit Card / \$89 Invoice Me. **\$799 Platinum & Host (1), \$599 Gold (6), \$399 Silver (2), \$249 Bronze (8)**

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HAMPTON ROADS

- 01/19/22 HVAC 608 Universal Certification
\$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 01/20/22 Marketing Seminar Virtual
\$49 Credit Card / \$59 Invoice Me. **\$150 (2 Available)**
- 02/23/22 Certified Pool Operator (CPO) Course
2 days 23rd & 24th. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 03/08/22 Certified Apartment Leasing Professional (CALP). Class goes for multiple days.
\$399 Credit Card / \$499 Invoice Me. **Provide Lunch**
- 04/13/22 VRLTA with Chip Dicks
\$69 Credit Card / \$79 Invoice Me. **\$299 (2 Available)**
- 04/30/22 ACE Nominations (Awards Ceremony in October)
\$79 Community & Individual Awards, \$119 Community of the Year Awards, \$119 Leasing Pro of the Year
- 05/10/22 Certified Apartment Manager (CAM). Class goes for multiple days.
\$949 Credit Card / \$1049 Invoice Me. **Provide Lunch**
- 05/12/22 BUS Tour
\$59 Credit Card / \$69 Invoice Me. **\$499 Platinum (2), \$299 Gold (2), \$199 Silver (1)**
- 06/16/22 Field Day
\$25 per person or \$100 for team of 4. **\$249 Game Sponsor (10), \$349 Photobooth (1), \$199 Snack (3)**
- 08/11/22 Mini Reverse Trade Show
Owner/Managers FREE, \$299 Per Supplier Company
- 09/13/22 Certified Apartment Maintenance Technician (CAMT). Class goes for multiple days.
\$849 Credit Card / \$949 Invoice Me. **Provide Lunch**
- 09/15/22 Golf Tournament
\$399 Foursome Team. **\$1600 Title (1), \$599 Bev Cart (4), \$499 Silver Plus (1), \$399 Silver (4), \$299 Bronze (8), \$199 Snack Table (4)**
- 10/21/22 ACE Awards Ceremony
\$115 Credit Card / \$135 Invoice Me. **\$6000 Title (1), \$1999 Presenter (6), \$999 Reception (7)**
- 11/09/22 Fall Workshop
\$79 One Session / \$139 Two Sessions. **\$299 (5 Available)**
- 12/15/22 Holiday Party
\$49 Credit Card / \$59 Invoice Me. **\$500 (5 Available)**



SHENANDOAH VALLEY

- 01/11/22 Certified Apartment Manager (CAM). Class goes for multiple days.
\$949 Credit Card / \$1049 Invoice Me. **Provide Lunch**
- 03/24/22 Let's do Lunch! (Harrisonburg)
Free - Limited Seating
- 04/14/22 Let's do Lunch! (Staunton)
Free - Limited Seating
- 10/18/22 Let's do Lunch! (Harrisonburg)
Free - Limited Seating

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- 01/12/22 HVAC 608 Universal Certification
\$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 01/21/22 RAMMY Awards Ceremony
\$105 Early Bird Rate / \$125 Regular Rate. **\$6000 Title (1), \$1599 Presenter (5), \$750 Reception (7)**
- 02/09/22 Next Gen Happy Hour - Free Event. **\$399 (3 Available)**
- 03/08/22 Maintenance Mania
\$69 Full Day Registration / \$35 Maintenance Mania Only. **\$550 Race Car (1), \$450 Games (7), \$250 Box Lunch (6)**
- 03/10/22 Certified Apartment Manager (CAM). Class goes for multiple days.
\$949 Credit Card / \$1049 Invoice Me. **Provide Lunch**
- 03/10/22 Certified Apartment Supplier (CAS) / Supplier Success
\$529 Credit Card, \$629 Invoice Me.
- 03/22/22 Certified Pool Operator (CPO) Course
2 days 22nd & 23rd. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 03/29/22 Leasing 101 & Lease Basics
One Seminar (\$49 by Credit Card / \$59 Invoice Me); Two Seminars (\$79 by Credit Card / \$89 Invoice Me)
- 04/12/22 Certified Apartment Leasing Professional (CALP). Class goes for multiple days.
\$399 Credit Card / \$499 Invoice Me. **Provide Lunch**
- 04/13/22 Next Gen Headshots & Handshakes - Free Event. **\$399 (3 Available)**
- 05/19/22 Golf Tournament
\$399 Foursome. **\$1600 Title (1), \$599 Bev Cart (4), \$499 Silver Plus (1), \$399 Silver (4), \$299 Bronze (8), \$199 Snack Table (4)**
- 06/09/22 Supplier Speed Dating
FREE for management companies / **\$399 for Suppliers**
- 06/29/22 Mix & Mingle - Free Event. **\$399 (4 Available)**
- 07/22/22 July Breakfast
\$59 Credit Card / \$69 Invoice Me. **\$399 Platinum (3), \$299 Gold (3), \$199 Silver (3)**
- 08/23/22 Budgeting Basics & Beyond
\$49 Credit Card / \$59 Invoice Me
- 09/01/22 RAMMY Nominations (Awards Ceremony in January)
\$69 Individual & Misc. Community Noms / \$99 Community of the Year Noms / \$119 Leasing Noms
- 09/21/22 Certified Apartment Maintenance Technician (CAMT). Class goes for multiple days.
\$849 Credit Card, \$949 Invoice Me. **Provide Lunch**
- 09/22/22 Backyard BBQ
\$25 Member Rate. **\$799 Title (1), \$499 Main Event (4), \$249 Cups (3)**
- 10/13/22 MiniCon/Trade Show
\$119 Full Day Program with Lunch/ \$89 Afternoon Sessions & Trade Show / \$39 Trade Show Only
\$1500 Main Sponsor (includes booth) (5), \$699 - \$899 Booths (40+)
- 12/14/22 Holiday Party
\$49 Credit Card / \$59 Invoice Me. **\$599 (7 Available)**

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NEW RIVER VALLEY

- 01/13/22 Membership Breakfast
\$15 per person. **\$150 (2)**
- 02/15/22 Membership Update - Free Event
- 03/22/22 Membership Breakfast
\$15 per person. **\$150 (2)**
- 04/22/22 Education Seminar - Topic TBD
\$39 Credit Card / \$49 Invoice Me
- 05/13/22 Summer Breakfast - Free Event. **\$150 (2)**
- 09/16/22 Membership Update - Free Event.
- 10/12/22 Trade Show & Maintenance Seminar
\$29 Credit Card / \$39 Invoice Me. **\$175 Per Supplier Company.**
- 11/08/22 Membership Breakfast
\$15 per person. **\$150 (2)**
- 11/30/22 Summit Awards
\$49 by Credit Card / \$59 Invoice Me
\$499 Title, \$299 Gold, \$199 Silver, \$99 Bronze


ROANOKE LYNCHBURG

- 04/19/22 Let's do Lunch! (Roanoke)
Free - Limited Seating
- 05/26/22 Let's do Lunch! (Lynchburg)
Free - Limited Seating
- 09/14/22 Let's do Lunch! (Roanoke)
Free - Limited Seating
- 10/11/22 Education Seminar - Topic TBD
\$39 Credit Card / \$49 Invoice Me
- 12/02/22 Star Awards Ceremony
Individual Nominees: \$79
Remaining Tickets: \$89
**\$1250 Title (1), \$600 Presenter (4)
\$350 Reception (3), \$100 Bathroom (3)**


ROANOKE LYNCHBURG &

NEW RIVER VALLEY

- 02/17/22 Certified Apartment Leasing Professional (CALP). Class goes for multiple days.
\$399 Credit Card / \$499 Invoice Me. **Provide Lunch**
- 03/15/22 HVAC 608 Universal Certification
\$199 Credit Card, \$219 Invoice Me. **Provide Lunch**
- 03/16/22 Certified Pool Operator (CPO) Course
2 days 16th & 17th. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 10/17/22 Certified Apartment Manager (CAM). Class goes for multiple days.
\$949 Credit Card / \$1049 Invoice Me. **Provide Lunch**

Please note: All education / event dates and prices are subject to change. VAMA will continue to follow state and local guidance in regards to COVID-19 and will make adjustments to events accordingly, whether that be postponing OR changing an event to virtual. Events may also be added to the calendar. For up to date information, please visit us online at www.vamaonline.org!

Save the date!

April 27-29, 2022
Hilton Norfolk The Main

REIGNITE
VAMACON22

Attendees:

Full Conference In-Person \$329 by Credit Card/ \$349 Invoice Me

April 28th Only In-Person \$249 by Credit Card / \$269 Invoice Me

Virtual Only \$299 Credit Card / \$319 Invoice Me

**Virtual will have access to all webinars & online content. Does not have access to trade show or in-person prizes)

VAMACON22 Sponsors / April 28th Trade Show Booths:

\$5000 Diamond (Includes Booth)

\$3750 Platinum (Includes Booth)

\$2750 Gold (Includes Booth)

\$1750 Silver (Includes Booth)

\$999 Regular Booth *Trade Show day only

\$1150 Corner *Trade Show day only

Visit www.vamaonline.org for up to date information and schedule!

Lease With CONFIDENCE

Click & Lease, by the National Apartment Association, makes it easy to create customized, compliant lease forms, quickly and efficiently, without breaking the bank.

It's simple and secure. Save time, save money and mitigate your risk.



Find out why Click & Lease is the industry standard at www.naahq.org/lease.

Take the Hassle Out of Leasing

It can be a constant challenge to create and manage compliant, up-to-date leasing documents. NAA Click & Lease offers current and customizable forms to simplify the process and reduce risk. Join the Click & Lease network and enjoy the many benefits that membership brings.

Features



Integrates with all PMS software

Multi-user platform that integrates with your current property management software



Online & paperless

Web-based software streamlines processes and ensures organization for users



Administrative profile settings

Settings allow for forms compliance oversight on a local, regional or national level



Built-in mathematical calculations

Calculations for charges and rent amounts assure efficiency and simplicity



Customizable databases

Set up a lease database that holds information for each community in your portfolio



Simple online rental application

Collects relevant future resident data and optimizes the application process for prospective residents