

# 2023



# **BUDGET GUIDE & CALENDAR**

Annual Dues | Event Calendar | Education | Credentials | Sponsorships

# WELCOME TO THE 2023 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.

## 2023 MEMBERSHIP DUES

### FOR OWNER/MANAGERS

41 Units or more \$2.37/Unit  
40 Units or less \$94.80 Flat Fee

#### ***\*\*Charlottesville Area Only\*\****

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

\$585 for 21 and more units OR \$120 Flat Fee for 20 units or less

This fee is for the use of the [www.brac.com](http://www.brac.com) ILS service.

Prices are subject to change without notice.

### FOR SUPPLIER PARTNERS

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

- VAMA | NRV (Blacksburg/Christiansburg) \$200
- VAMA | BR (Charlottesville) \$200
- VAMA | CVA (Greater Richmond/Fredericksburg) \$350
- VAMA | HR (Hampton Roads) \$350
- VAMA | RL (Roanoke/Lynchburg) \$200
- VAMA | SV (Shenandoah Valley) \$200

**VAMA IS GOING PAPERLESS! ALL 2023 DUES INVOICES WILL BE  
EMAILED THIS DECEMBER.**

# 2023 VAMA CALENDAR OF EVENTS

## PLEASE NOTE:

Payment for all events are due BEFORE the event. If you need an invoice, please register far enough in advance where we will receive payment in time. 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](http://www.vamaonline.org)!

RED = SPONSORSHIPS



## ROANOKE LYNCHBURG

- 02/16/23 Let's do Lunch! (Roanoke). Free - Limited Seating
- 02/17/23 Morning Coffee (Lynchburg). Free - Limited Seating
- 03/15/23 HVAC 608 Universal Certification. \$199 Credit Card, \$219 Invoice Me. **Provide Lunch**
- 03/16/23 Certified Pool Operator (CPO) Course. 2 days 16th & 17th. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 03/23/23 Let's do Lunch! (Roanoke). Free - Limited Seating
- 03/24/23 Morning Coffee (Lynchburg). Free - Limited Seating
- 07/13/23 Mix & Mingle (Roanoke). Free. **\$199 (3 Available)**
- 07/20/23 Mix & Mingle (Lynchburg). Free. **\$199 (3 Available)**
- 09/28/23 Let's do Lunch! (Roanoke). Free - Limited Seating
- 09/29/23 Morning Coffee (Lynchburg). Free - Limited Seating
- 12/01/23 Star Awards Ceremony. Individual Nominees: \$79 . Remaining Tickets: \$89. **\$999 Title (1), \$599 Presenter (4), \$299 Reception (3), \$99 Bathroom (3)**



## BLUE RIDGE

- 01/19/23 HVAC 608 Universal Certification. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 02/15/23 Certified Pool Operator (CPO) Course. 2 days 15th & 16th. \$229 Credit Card / \$249 Invoice Me. **Provide Lunch**
- 03/15/23 Mix & Mingle. Free Event. **\$299 (3 Available)**
- 05/09/23 Supplier Speed Dating. Free for Management Companies. **Supplier Companies \$249**
- 08/23/23 Mix & Mingle. FREE Event. **\$299 (3 Available)**
- 09/14/23 Maintenance Appreciation BBQ. \$25 Credit Card / \$35 Invoice Me. **\$329 Title (1), \$229 Gold (2), \$129 Silver (3)**
- 10/26/23 Membership Luncheon. \$59 Credit Card / \$69 Invoice Me. **\$299 (1 Available)**
- 11/15/23 Certified Apartment Leasing Professional (CALP). Class goes for multiple days. \$499 Credit Card / \$599 Invoice Me. **Provide Lunch**
- 12/14/23 Prestige Awards Ceremony. \$89 Credit Card / \$99 Invoice Me. **\$599 Gold Presenting (8), \$399 Silver Reception (4), \$249 Bronze (3)**



## HAMPTON ROADS

- 01/12/23 HVAC 608 Universal Certification. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 01/18/23 Education Session (Topic TBD, Virtual). \$49 Credit Card / \$59 Invoice Me. **\$150 (1 Available)**
- 02/07/23 Certified Pool Operator (CPO) Course  
2 days 7th & 8th. \$229 Credit Card / \$249 Invoice Me. **Provide Lunch**
- 02/16/23 Next-Gen Headshots & Handshakes - Free Event. **\$399 (2 Available)**
- 03/01/23 ACE Nominations Open March 1st (Awards Ceremony in October)  
\$89 Community & Individual Awards, \$129 Community of the Year Awards, \$149 Leasing Pro of the Year
- 03/07/23 Certified Apartment Leasing Professional (CALP). Class goes for multiple days.  
\$499 Credit Card / \$599 Invoice Me. **Provide Lunch**
- 03/09/23 Mix & Mingle. FREE Event. **\$399 (4 Available)**
- 04/11/23 VRLTA with Chip Dicks (Virtual). \$79 Credit Card / \$89 Invoice Me. **\$299 (2 Available)**
- 04/19/23 Next-Gen Happy Hour. FREE Event. **\$399 (2 Available)**
- 05/11/23 Certified Apartment Manager (CAM). Class goes for multiple days.  
\$1049 Credit Card / \$1149 Invoice Me. **Provide Lunch**
- 05/12/23 Bus Tour. \$65 Credit Card / \$75 Invoice Me. **\$799 Title (1), \$399 Gold (4), \$199 Silver (2), Breakfast Sponsor (Provides Breakfast)**
- 05/24/23 Mix & Mingle. FREE Event. **\$399 (4 Available)**
- 06/22/23 Maintenance Appreciation BBQ. \$25 Credit Card / \$35 Invoice Me. **\$999 Title (1), \$599 Gold (4), \$299 Silver (2)**
- 07/11/23 Community Service Event followed by Mix & Mingle. FREE Event. **\$399 (4 Available)**
- 08/10/23 Mini Reverse Trade Show. Management Companies FREE. **\$399 Per Supplier Company**
- 08/24/23 Next-Gen Happy Hour - Free Event. **\$399 (2 Available)**
- 09/12/23 Certified Apartment Maintenance Technician (CAMT). Class goes for multiple days.  
\$949 Credit Card / \$1049 Invoice Me. **Provide Lunch**
- 09/20/23 Golf Tournament (Or Similar Event)  
Foursome Team \$499 Credit Card / \$549 Invoice Me. **\$1999 Title (1), \$699 Bev Cart + Hole (4), \$499 Chipping Contest + Hole (1), \$499 Game Hole Sponsor (4), \$299 Hole Sponsor (8), Snack Table \$349 (3)**
- 10/20/23 ACE Awards Ceremony. \$129 Credit Card / \$149 Invoice Me. **\$6999 Title (1), \$2499 Presenter (5), \$999 Reception (7)**
- 11/16/23 Fall Workshop. \$79 Credit Card / \$89 Invoice Me. **\$299 (5 Available)**
- 12/13/23 Holiday Party. \$59 Credit Card / \$69 Invoice Me. **\$500 (6 Available)**



## NEW RIVER VALLEY

- 02/16/23 Membership Breakfast - Free Event
- 04/06/23 Membership Breakfast - Free Event
- 05/25/23 Mix & Mingle. FREE Event. **\$199 (3 Available)**
- 09/19/23 Membership Breakfast - Free Event
- 10/25/23 Trade Show & Luncheon Presentation  
\$29 Credit Card / \$39 Invoice Me. **\$150 Per Supplier Company.**
- 12/06/23 Summit Awards.  
\$59 by Credit Card / \$69 Invoice Me  
**\$499 Title, \$299 Gold, \$199 Silver, \$99 Bronze**



## SHENANDOAH VALLEY

- 02/23/23 Let's do Lunch! (Harrisonburg)  
Free - Limited Seating
- 04/13/23 Let's do Lunch! (Staunton)  
Free - Limited Seating
- 09/14/23 Let's do Lunch! (Harrisonburg)  
Free - Limited Seating
- 11/02/23 Let's do Lunch! (Harrisonburg)  
Free - Limited Seating



- 01/11/23 HVAC 608 Universal Certification. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 01/20/23 RAMMY Awards Ceremony  
\$119 Early Bird Rate / \$139 Regular Rate. **\$6,499 Title (1), \$1,999 Presenter (5), \$899 Reception (7)**
- 02/23/23 Leasing 101 (Hybrid) \$49 Credit Card / \$59 Invoice Me
- 02/23/23 Next-Gen Headshots & Handshakes - Free Event. **\$299 (3 Available)**
- 03/07/23 Certified Pool Operator (CPO) Course  
2 days 7th & 8th. \$229 Credit Card / \$249 Invoice Me. **\$329 (1 Available)**
- 03/08/23 Mix & Mingle. FREE Event. **\$399 (4 Available)**
- 03/22/23 Maintenance Mania. Full Day: \$69 Credit Card / \$79 Invoice Me  
Maintenance Mania ONLY: \$39 Advance / \$49 Invoice Me  
**Race Car \$550 (1), Game \$450 (6), Box Lunch \$250 (4)**
- 03/29/23 Certified Apartment Manager (CAM). Class goes for multiple days. (Hybrid)  
\$1049 Credit Card / \$1149 Invoice Me. **Provide Lunch**
- 03/29/23 Certified Apartment Supplier (CAS) / Supplier Success. Class goes for multiple days. (Hybrid)  
\$599 Credit Card / \$699 Invoice Me
- 04/11/23 New Refrigerant Course. \$199 Credit Card / \$219 Invoice Me. **Provide Lunch**
- 04/13/23 Next-Gen Happy Hour & Huddles - Free Event. **\$299 (3 Available)**
- 05/03/23 Certified Apartment Leasing Professional (CALP). Class goes for multiple days. (Hybrid)  
\$499 Credit Card / \$599 Invoice Me. **Provide Lunch**
- 05/18/23 Golf Tournament. \$499 Foursome Credit Card / \$549 Foursome Invoice Me.  
**\$1,999 Title (1), \$699 Bev Cart (4), \$499 Chipping Contest (1), \$499 Game Hole Sponsor (4)  
\$399 Hole Sponsor (8), \$349 Snack Table (4)**
- 06/15/23 Supplier Speed Dating. FREE for management companies. **\$449 for Supplier companies.**
- 07/21/23 July Breakfast. \$59 Credit Card / \$69 Invoice Me. **\$459 Platinum (3), \$359 Gold (3), \$259 Silver (3)**
- 08/16/23 Education Seminar (Hybrid). \$59 Credit Card / \$69 Invoice Me. **\$199 (1 Available)**
- 09/01/23 RAMMY Nominations (Awards Ceremony in January)  
\$79 Individual & Misc. Community Noms / \$119 Community of the Year Noms / \$149 Leasing Noms
- 09/20/23 Certified Apartment Maintenance Technician (CAMT). Class goes for multiple days.  
\$949 Credit Card, \$1049 Invoice Me. **Provide Lunch**
- 09/21/23 Backyard BBQ. \$25 Credit Card / \$35 Invoice Me. **\$999 Title (1), \$599 Gold (4), \$299 Silver (3)**
- 10/12/23 MiniCon/Trade Show  
Full Day Program with Lunch \$119 Credit Card / \$129 Invoice Me Afternoon Sessions & Trade Show  
\$89 Credit Card / \$99 Invoice Me. Trade Show Only \$39 Credit Card / \$49 Invoice Me  
**\$1500 Main Sponsor (includes booth) (5), \$699 - \$899 Booths (40+)**
- 11/09/23 Bus Tour. \$59 Credit Card / \$69 Invoice Me. **\$799 Title (1), \$399 Gold (4), \$199 Silver (2),  
Breakfast (Provides the breakfast)**
- 11/17/23 Next-Gen's Giving Lunch. Free Event. **\$199 (3 Available)**
- 12/07/23 Holiday Party. \$59 Credit Card / \$69 Invoice Me. **\$599 (7 Available)**

## SAVE THE DATE!



**ADVOCATE  
WASHINGTON, DC  
MARCH 28-31, 2023**

**APARTMENTALIZE  
ATLANTA, GA  
JUNE 7-9, 2023**

visit [www.naahq.org](http://www.naahq.org) for more information!


**ALL VIRTUAL**

- 01/18/23 Education Session (Topic TBD, Virtual). \$59 Credit Card / \$69 Invoice Me. **\$150 (1 Available)**
- 01/24/23 Fair Housing Certification (Virtual) - January. \$59 Credit Card / \$69 Invoice Me
- 02/28/23 Fair Housing Certification (Virtual) - February. \$59 Credit Card / \$69 Invoice Me
- 03/15-16 Certified Apartment Portfolio Supervisor (CAPS) - \$1,449 Credit Card / \$1,549 Invoice Me
- 03/21/23 Fair Housing Certification (Virtual) - March. \$59 Credit Card / \$69 Invoice Me
- 03/29/23 Certified Apartment Manager (CAM) (Virtual). Class goes for multiple days.  
\$1049 Credit Card / \$1149 Invoice Me.
- 04/18/23 Fair Housing Certification (Virtual) - April. \$59 Credit Card / \$69 Invoice Me
- 04/11/23 VRLTA with Chip Dicks (Virtual). \$79 Credit Card / \$89 Invoice Me. **\$299 (2 Available)**
- 05/03/23 Certified Apartment Leasing Professional (CALP) (Virtual). Class goes for multiple days.  
\$499 Credit Card / \$599 Invoice Me.
- 05/23/23 Fair Housing Certification (Virtual) - May. \$59 Credit Card / \$69 Invoice Me
- 05/25/23 VRLTA With Grimes Creasy (2 part series) - Part 1 (2 hours, Virtual)  
\$79 Credit Card / \$89 Invoice Me . **\$299 (2 Available)**  
(BOTH SESSIONS \$119 by Credit Card / \$139 Invoice Me)
- 06/14/23 VRLTA With Grimes Creasy (2 part series) - Part 2 (3 Hours, Virtual)  
\$79 Credit Card / \$89 Invoice Me. **\$299 (2 Available)**  
(BOTH SESSIONS \$119 by Credit Card /\$139 Invoice Me)
- 06/27/23 Fair Housing Certification (Virtual) - June. \$59 Credit Card / \$69 Invoice Me
- 07/25/23 Fair Housing Certification (Virtual) - July. \$59 Credit Card / \$69 Invoice Me
- 08/16/23 Education Session (Topic TBD, Virtual). \$59 Credit Card / \$69 Invoice Me. **\$199 (1 Available)**
- 08/22/23 Fair Housing Certification (Virtual) - August. \$59 Credit Card / \$69 Invoice Me
- 09/26/23 Fair Housing Certification (Virtual) - September. \$59 Credit Card / \$69 Invoice Me
- 10/24/23 Fair Housing Certification (Virtual) - October. \$59 Credit Card / \$69 Invoice Me
- 11/28/23 Fair Housing Certification (Virtual) - November. \$59 Credit Card / \$69 Invoice Me

**VISIT US ONLINE AT [WWW.VAMAONLINE.ORG](http://WWW.VAMAONLINE.ORG)!**



## DID YOU KNOW?

NAA has an online platform that provides easy online access to industry-leading credentials, continuing education courses, instructor-led webinars, and more. Visto offers valuable industry accreditation and continuing education training for multifamily career paths, from leasing and community management to maintenance.

**<https://www.gowithvisto.org/>**





### **Attendee Pricing:**

Full Conference In-Person \$349 by Credit Card/ \$369 Invoice Me

April 28th Only In-Person \$259 by Credit Card / \$279 Invoice Me

### **VAMA CON23 Sponsorships:**

**(Sponsor price listed includes Trade Show Booth for 4/27/23 Trade Show):**

\$6,500 Diamond

Largest logo, sponsor of \$3,000 prize giveaway, Premium large booth location, 4 full conference attendees

\$4,000 Platinum

Large logo, sponsor of \$1,500 prize giveaway, Premium large booth location, 3 full conference attendees.

\$3,000 Gold

Medium logo, sponsor of \$750 prize giveaway, regular booth, 2 full conference attendees.

\$2,000 Silver

Smallest logo, sponsor of \$375 prize giveaway, regular booth, 1 full conference attendee.

### **April 27th VAMA CON Trade Show Booths:**

\$1,100 Regular Trade Show Booth: 2 trade show only attendees included

\$1,250 Corner Trade Show Booth: 3 trade show only attendees included

**VISIT [WWW.VAMAONLINE.ORG](http://WWW.VAMAONLINE.ORG) FOR UP-TO-DATE INFORMATION AND SCHEDULE!**



# Accelerate Your Leasing

NAA Click & Lease is an online leasing tool designed to enhance compliance and accelerate the leasing process. NAA Click & Lease combines legal expertise with easy-to-use technology.



## We Put **Ease** in Leasing

### Features



#### Compliant Documents

Lease forms are automatically updated through an annual review process, and are reviewed for compliance with landlord-tenant laws and regulations at the local, state and national levels.



#### Customizable Lease Package

Add custom documents or language within documents, and configure your lease package to have the documents and information you want in your preferred order.



#### PMS Integration

The multi-user platform integrates with most property management software.



#### Litigation Defender Insurance

Triggered whenever a resident challenges a provision of the NAA Click & Lease Form. (Contact NAA for Terms and Conditions.)



#### Online & Paperless

Web-based software to streamline your leasing operations with E-signatures.



#### Simple Application

A simple, online rental application helps keep information in one place and optimizes the application process for prospective residents.

Accelerate & Simplify  
Your Leasing Today  
[naahq.org/lease](http://naahq.org/lease)

NAA Click & Lease technology provided by  bluemoon  
SOFTWARE

