



The Virginia Apartment
Management Association

Calendar & Budget Guide

Year at a Glance
Annual Dues
Member Benefits
Career Development
Event Dates + Pricing
Sponsorships
Staff Directory



20 27

2027 at a Glance

Quick reference for major association events. For a list of all events for the year, including free networking events, see pages 8-14.

Dates subject to change.

JANUARY

Marketing Webinar
Lobby Day

FEBRUARY

CVA CAM
HR CALP

MARCH

BR Business Exchange
CVA RAMMY Awards
HR Maint Madness
NRV Summit Awards
CPO
NAA Advocate

APRIL

VAMACON
CVA Business Exchange

MAY

BR VRLTA
CVA CALP
CVA Golf Tournament
HR CAM
HR Bus Tour
RL VRLTA

JUNE

Virtual VRLTA Series
HR Maint BBQ
NAA Apartmentalize

JULY

CAPS (hybrid)
HR Bowling Tournament

AUGUST

HR Business Exchange
RL Team Appreciation
Event (Lynchburg)

SEPTEMBER

Virtual CAM
BR Maint BBQ
CVA Field Day
HR CAMT
RL Team Appreciation
Event (Roanoke)

OCTOBER

BR Bowling Tournament
CVA Mini Con
HR ACE Awards
NRV Team Appreciation
Event

NOVEMBER

Virtual CALP
CVA Bus Tour
CVA CAMT
HR Bus Tour
RL Star Awards
NAA AOD

DECEMBER

BR Prestige Awards
CVA Holiday Party
HR Holiday Party

Membership Dues

Dues invoices will be emailed December 2026

Owner/Managers:

Units	Annual Dues
1 - 40	\$104.40
41+	\$2.61/unit

****Blue Ridge Only** OPTIONAL ILS Fees**

1,000 Units or More....	\$999
500-999 Units.....	\$899
100-499 Units.....	\$799
21-99 Units.....	\$599
1-20 Units.....	\$179

**Unit count refers to the number of units your company manages within VAMA's Blue Ridge territory.*

Supplier Partners:

Chapter	Region Served	Annual Dues
VAMA Statewide	All Chapters	\$1,275
VAMA BR	Charlottesville	\$200
VAMA CVA	Richmond/ Fredericksburg	\$350
VAMA HR	Hampton Roads	\$350
VAMA NRV	Blacksburg/ Christiansburg	\$200
VAMA RL	Roanoke/Lynchburg	\$200
VAMA SV	Shenandoah Valley	\$200



POLITICAL
ACTION
COMMITTEE

Management Company dues invoices will include a voluntary \$0.25 per unit PAC contribution for 41 units or more. 40 units or less will include a voluntary \$50 PAC contribution. Supplier dues invoices will include a voluntary \$50 PAC contribution.

Once you receive your invoice, kindly reach out to us if you wish to be excluded from this important initiative.

Member Benefits

ADVOCATE

- VAMA's lobbying team champions legislation that protects the rental housing industry and removes barriers to development
- VAMA keeps members updated on legislative changes, new lease forms, and more
- Opportunities to engage through legislative action alerts, Lobby Day, and other grassroots efforts

EDUCATE

- Virginia's premier education conference for multifamily professionals every April
- Professional credential programs and certifications
- Leadership Lyceum
- Monthly Fair Housing webinars
- In-person training in each chapter on topics selected by committees of industry professionals

COLLABORATE

- FREE networking events
- Partnerships with schools across the state to educate students about careers in multifamily and bring in new talent
- Trade shows
- Online member directory
- Various opportunities to volunteer through VAMA Cares

Use our training room for FREE!

Available Monday-Friday from 9am-5pm.

Located in Richmond.

Projector included.

Seats:

- 34 classroom-style
- 32 square-style
- 26 U-shape

Email chriissy@vamaonline.org to reserve.





APRIL 21-23, 2027 | NORFOLK, VA

Virginia's premier multifamily housing conference returns April 21-23, bringing together industry professionals for high-impact education, fresh ideas, and valuable connections.

ATTENDEE PRICING:

Full Conference In-Person \$389 by Credit Card / \$409 Invoice Me

April 22nd Only In-Person \$269 by Credit Card / \$289 Invoice Me

SPONSORSHIP PRICING:

\$7,499 Hall of Fame Sponsor Package (Top)

Includes: Largest Booth, Logo on Event Emails and Marketing Materials, \$3500 Cash Giveaway Sponsor at Trade Show, 4 Full Conference Attendees.

\$4,999 All-Star Sponsor Package (2nd)

Includes: Large Booth, Logo on Event Emails and Marketing Materials, \$2000 Cash Giveaway Sponsor at Opening Keynote, 3 Full Conference Attendees.

\$3,799 MVP Sponsor Package (3rd)

Includes: Booth, Logo on Event Emails and Marketing Materials, \$1500 Cash Giveaway Sponsor at Closing Breakfast, 2 Full Conference Attendees.

\$2,699 Starting Lineup Sponsor Package (4th)

Includes: Booth, Logo on Event Emails and Marketing Materials, 1 Full Conference Attendee.

\$2,499 Ballpark Sponsor Package (Mobile App)

Includes: Booth, Logo on Mobile App and Marketing of Mobile App Only, 1 Full Conference Attendee.

\$1899 Name Badge Sponsor

Includes: Logo on all attendee cloth name badges (non color logo, white on navy and blue badges)

\$1499 Concession Stand Sponsor (Drink & Snack)

Includes: Logo at Snack/Beverage Stations. 1 Full Conference Attendee.

BOOTH PRICING:

\$1449 Corner Booth | \$1349 Regular Booth

Includes: Booth and 2 Trade Show Only Attendees

NAA Member Resources

NATIONAL APARTMENT ASSOCIATION

As a VAMA member, you're automatically a member of the National Apartment Association (NAA) and have access to many resources at the national level.



Click & Lease (Blue Moon)

NAA Click & Lease streamlines the rental housing lease process while keeping leases compliant and reducing risk. It integrates with most property management software, allowing you to generate and customize attorney-reviewed leases in minutes, saving staff time. With e-signature capabilities, residents can review and sign leases online, eliminating paperwork, while Litigation Defender Insurance provides added peace of mind.



Online Learning with Visto

Whether you are just starting your career in property management, or looking to advance your earning potential, Visto has everything you need. With its expansive offering of training, credentials and continuing education courses, it is your one-stop-shop for all of your educational needs.



Advocate

NAA's annual advocacy conference is the prime opportunity to meet with your representatives by joining rental housing suppliers, property managers, owners and operators in Washington, D.C.

2027 Dates: March 16-19



Apartmentalize

Reach new heights in Denver! Apartmentalize offers a dynamic experience featuring diverse educational sessions, inspiring keynotes, an expansive exposition hall, and numerous opportunities to connect with industry leaders through interactive activities, structured networking events, and the NAA Exposition.

2027 Dates: June 15-17



Units Magazine & Other Publications

From general topics to more specialized information, NAA members have access to articles, videos and newsletters providing the latest news and most successful trends in the industry.

Career Development



***NEW!* VAMA Leadership Lyceum**

The VAMA Lyceum Program offers a unique opportunity for multifamily professionals to strengthen their leadership capabilities, expand their industry knowledge, and build lasting professional relationships. Through interactive learning, advocacy engagement, and collaborative experiences, participants will develop the tools necessary to become influential leaders within VAMA and the multifamily housing industry.

\$349 Advance Payment by Credit Card / \$379 Invoice Me

Program applications will be accepted between July-August 2027. The program will begin in October, and participants who complete all requirements will graduate in April of 2028.



CERTIFIED APARTMENT
PORTFOLIO SUPERVISOR®

Certified Apartment Portfolio Supervisor (CAPS)

Earning your CAPS takes you to the next level in property management. It fast-tracks your career advancement and your corresponding earning potential.

*eBOOK - \$1549 CC / \$1649 Invoice Me, HARDCOPY - \$1674 CC / \$1774 Invoice Me
July 26-30, 2027. In-Person w/ virtual option for those 75+ miles from VAMA Office.*



CERTIFIED APARTMENT
LEASING PROFESSIONAL®

Certified Apartment Leasing Professional (CALP)

Leasing professionals are the first people prospective residents meet and are responsible for generating traffic, conducting leasing demonstrations, overcoming objections and qualifying prospective residents. Earning CALP, your first industry credential, signals to an employer your commitment to a career in residential property management.

eBOOK - \$549 CC / \$649 Invoice Me, HARDCOPY - \$699 CC / \$799 Invoice Me

VAMA | HR In-person: 2/10, 2/11, 2/17, & 2/18

VAMA | CVA In-person: 5/19, 5/20, 5/26, & 6/2

VAMA Virtual: 11/17, 11/19, 12/1, & 12/3 (eBook option only)



CERTIFIED APARTMENT
MANAGER®

Certified Apartment Manager (CAM)

Earning your CAM (Certified Apartment Manager) credential allows you to demonstrate your skills, knowledge, and ability to manage an apartment community and achieve owners' investment goals. This CAM credential is available both in-person or online.

eBOOK - \$1249 CC / \$1349 Invoice Me, HARDCOPY - \$1399 CC / \$1499 Invoice Me

VAMA | CVA In-person: 2/26, 2/27, 3/10, 3/11, & 3/12

VAMA | HR In-person: 5/12, 5/13, 5/14, 5/19, & 5/20

VAMA Virtual: 9/15, 9/29, 9/30, 10/6, 10/7, 10/20, & 10/21 (eBook option only)



CERTIFICATE FOR APARTMENT
MAINTENANCE TECHNICIANS

Certified Apartment Maintenance Technician (CAMT)

Earning your Certificate for Apartment Maintenance Technicians (CAMT) validates your knowledge, enhances your reputation and credibility, boosts your confidence and earns you respect. The CAMT program has been accredited by the ANSI National Accreditation Board (ANAB), a private non-profit organization that administers and coordinates the U.S. voluntary standardization and conformity assessment system.

eBOOK - \$999 CC / \$1049 Invoice Me; HARDCOPY - \$1124 CC / \$1174 Invoice Me

VAMA | HR In-person: 9/8, 9/9, 9/14, 9/15, 9/16, 9/22, & 9/23

VAMA | CVA In-person: 11/4, 11/9, 11/13, 11/18, 11/30, 12/2, & 12/7



Scholarships available! Visit vamaonline.org/vamascholarshipinfo

2027 Event Calendar & Pricing

Sorted by chapter. Dates & pricing subject to change.



Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Available Sponsorships
1/19/27	Fair Housing Certification	\$59	\$69	
2/23/27	Fair Housing Certification	\$59	\$69	
3/23/27	Fair Housing Certification	\$59	\$69	
4/21/27	VAMACON	\$389 Full Conference \$269 April 22 Only	\$409 Full Conference \$289 April 22 Only	See Flyer
4/27/27	Fair Housing Certification	\$59	\$69	
5/25/27	Fair Housing Certification	\$59	\$69	
6/9/27 & 6/23/27	VRLTA 2-Part Series w/ Grimes Creasy	\$69 One Session \$119 Both Sessions	\$79 One Session \$139 Both Sessions	
6/22/27	Fair Housing Certification	\$59	\$69	
7/20/27	Fair Housing Certification	\$59	\$69	
7/26/27	CAPS Credential	\$1549 w/ eBook \$1674 w/ hard copy	\$1649 w/ eBook \$1774 w/ hard copy	Breakfast sponsors Lunch sponsors
8/24/27	Fair Housing Certification	\$59	\$69	
9/15/27	Virtual CAM Credential	\$1249 eBook only	\$1349 eBook only	
9/28/27	Fair Housing Certification	\$59	\$69	
10/26/27	Fair Housing Certification	\$59	\$69	
11/17/27	Virtual CALP Credential	\$549 eBook only	\$649 eBook only	
11/23/27	Fair Housing Certification	\$59	\$69	



HAMPTON ROADS

Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
1/14/27	Marketing Webinar	\$49	\$59	
2/10/27	CALP Credential Course	\$549 w/ eBook \$699 w/ hard copy	\$649 w/ eBook \$799 w/ hard copy	Provide lunch
TBA	Section 608 HVAC Certification	\$269	\$289	Provide lunch
2/19/27	Morning Coffee	FREE	FREE	Provide breakfast
2/25/27	Trivia Social	FREE	FREE	10 @ \$199
3/1/27	Certified Pool Operator (CPO)	\$409	\$429	Provide lunch
3/19/27	Morning Coffee	FREE	FREE	Provide breakfast
3/24/27	Maintenance Madness	\$39	\$49	5 Game @ \$599 / 5 Beverage @ \$399
4/2/27	ACE Awards Nominations	\$99 Community & Individual Awards \$139 Community of the Year	\$99 Community & Individual Awards \$139 Community of the Year	
4/8/27	Spring Seasonal Skills Seminar	\$79	\$89	Provide breakfast & lunch
5/12/27	CAM Credential Course	\$1249 w/ eBook \$1399 w/ hard copy	\$1349 w/ eBook \$1499 w/ hard copy	Provide lunch
5/14/27	Morning Coffee	FREE	FREE	Provide breakfast
5/20/27	Spring Bus Tour	\$69	\$79	4 Gold @ \$499 2 Silver @ \$299
6/10/27	Maintenance Appreciation BBQ	\$45	\$55	1 Title @ \$1,299 5 Gold @ \$699 6 Silver @ \$399
6/25/27	Morning Coffee	FREE	FREE	Provide breakfast
7/15/27	Bowling Tournament	\$65 Players \$45 Spectators	\$75 Players \$55 Spectators	1 Title @ \$1,299 5 Gold @ \$699 5 Silver @ \$399
7/23/27	Morning Coffee	FREE	FREE	Provide breakfast
8/12/27	Business Exchange	FREE for management companies	FREE for management companies	12 Suppliers @ \$499

Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
8/20/27	Morning Coffee	FREE	FREE	Provide breakfast
9/8/27	CAMT Credential Course	\$999 w/ eBook \$1,124 w/ hard copy	\$1099 w/ eBook \$1174 w/ hard copy	Provide lunch
9/17/27	Morning Coffee	FREE	FREE	Provide breakfast
10/1/27	ACE Awards	\$139	\$149	1 Title @ \$8999 5 Presenter @ \$3999 6 Reception @ \$999
10/20/27	Fall Seasonal Skills Seminar	\$79	\$89	Provide breakfast & lunch
11/12/27	Morning Coffee	FREE	FREE	Provide breakfast
11/18/27	Fall Bus Tour	\$69	\$79	4 Gold @ \$499 2 Silver @ \$299
12/9/27	Holiday Party	\$69	\$79	7 @ \$699



Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
2/11/27	Let's Do Lunch (Roanoke)	FREE	FREE	Provide lunch
2/12/27	Morning Coffee (Lynchburg)	FREE	FREE	Provide breakfast
5/12/27	VRLTA w/ Grimes Creasy	\$79 One Session \$139 Both Sessions	\$89 One Session \$149 Both Sessions	2 @ \$199
8/26/27	Appreciation Event (Lynchburg)	FREE	FREE	4 @ \$249
9/9/27	Appreciation Event (Roanoke)	FREE	FREE	4 @ \$249
10/28/27	Let's Do Lunch (Roanoke)	FREE	FREE	Provide lunch
10/29/27	Morning Coffee (Lynchburg)	FREE	FREE	Provide breakfast
11/12/27	Star Awards	\$109	\$119	1 Title @ \$999 4 Gold @ \$599 4 Silver @ \$399

Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
1/22/27	Next Gen Breakfast & Headshots	FREE	FREE	3 @ \$299
2/12/27	Morning Coffee	FREE	FREE	Provide breakfast
2/17/27	CAM Credential	\$1249 eBook \$1399 hard copy	\$1349 eBook \$1499 hard copy	Provide lunch
2/25/27	Supplier Coffee	FREE	FREE	
3/3/27	Certified Pool Operator (CPO)	\$409	\$429	Provide lunch
3/11/27	RAMMY Awards	\$139	\$149	1 Title @ \$7499 6 Diamond @ \$2999 7 Reception @ \$999 1 Bathroom @ \$599
3/24/27	Morning Coffee	FREE	FREE	Provide breakfast
TBA	608 Universal HVAC Certification	\$269	\$289	Provide lunch
4/8/27	Business Exchange	FREE for mgmt companies	FREE for mgmt companies	\$449 supplier companies
4/30/27	Next Gen Coffee	FREE	FREE	Provide breakfast
5/5/27	Maintenance Skills Class - Day 1	\$149	\$159	Provide lunch
5/6/27	Maintenance Skills Class - Day 2	\$149	\$159	Provide lunch
5/13/27	Golf Tournament	\$599 Teams \$59 Spectators	\$649 Teams \$69 Spectators	1 Title @ \$2599 4 Bev Cart @ \$799 6 Chipping or Premium Hole Sponsor @ \$599 12 Hole Sponsor, Snack Table or Cocktail Bar @ \$499
5/19/27	CALP Credential	\$549 eBook \$699 hard copy	\$649 eBook \$799 hard copy	Provide lunch
6/4/27	Morning Coffee	FREE	FREE	Provide breakfast
7/13/27	Next Gen Cocktails & Conversation	FREE	FREE	3 @ \$299
7/16/27	Supplier Coffee	FREE	FREE	
7/28/27	Morning Coffee	FREE	FREE	Provide breakfast

Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
8/5/27	Backpack Heroes	FREE	FREE	10 T-Shirt Sponsors @ \$150
8/19/27	Tapas & Tours	FREE	FREE	4 @ \$399
9/1/27	2028 RAMMY Awards Nominations	\$99 Individual & Misc Community \$139 Community of the Year	\$99 Individual & Misc Community \$139 Community of the Year	
9/10/27	Morning Coffee	FREE	FREE	Provide breakfast
9/23/27	Field Day	\$259 Teams \$35 Spectators	\$289 Teams \$45 Spectators	1 Title @ \$999 6 Game @ \$599 4 Food & Bev @ \$399
10/5/27	Supplier Coffee	FREE	FREE	
10/14/27	Mini Con & Trade Show	\$99 Full Event \$49 Trade Show Only	\$109 Full Event \$59 Trade Show Only	6 Sponsors @ \$1899 Exhibitor Booths \$899-\$999
10/26/27	Next Gen Coffee	FREE	FREE	Provide breakfast
11/4/27	CAMT Credential	\$999 eBook \$1124 hard copy	\$1049 eBook \$1174 hard copy	Provide lunch
11/10/27	Bus Tour	\$69	\$79	1 Title @ \$799 4 Gold @ \$399 2 Silver @ \$199 1 Breakfast - provide breakfast
12/2/27	Holiday Party	\$69	\$79	6 @ \$699



Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
Feb	Morning Coffee	FREE	FREE	
March	Morning Coffee	FREE	FREE	
May	Mix & Mingle	FREE	FREE	
Sept	Morning Coffee	FREE	FREE	
Oct	Morning Coffee	FREE	FREE	

Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
1/20/27	Morning Coffee	FREE	FREE	Provide breakfast
2/16/27	Morning Coffee	FREE	FREE	Provide breakfast
3/31/27	Business Exchange	FREE for management companies	FREE for management companies	\$299 per Supplier
4/13/27	UVA Baseball Tailgate Party	\$25	\$35	3 @ \$299
4/29/27	Spring Seminar	\$69	\$79	1 @ \$199
5/18/27	VRLTA w/ Grimes Creasy	\$79 One Session \$149 Both Sessions	\$89 One Session \$159 Both Sessions	1 @ \$499
7/20/27	2027 Prestige Award Nominations	\$25 - Individual or Community Awards	\$25 - Individual or Community Awards	
7/22/27	Sip & Connect	FREE for mgmt companies \$20 for suppliers	FREE for mgmt companies \$20 for suppliers	3 @ \$299
8/31/27	Morning Coffee	FREE	FREE	Provide breakfast
9/16/27	Maintenance Appreciation BBQ	\$39	\$49	1 Title @ \$549 2 Gold @ \$349 3 Silver @ \$199
10/21/27	Bowling Tournament	\$299 Team \$29 Spectator	\$319 Team \$39 Spectator	1 Title @ \$549 3 Gold @ \$399 2 Silver @ \$299
11/18/27	Morning Coffee	FREE	FREE	Provide breakfast
12/10/27	Prestige Awards	\$109	\$119	1 Title @ \$999 6 Gold @ \$599 3 Silver @ \$449 3 Bronze @ \$299



NEW RIVER VALLEY

Date	Event Name	Advance Payment by CC Rate	Invoice Me Rate	Sponsorships
2/3/27	Education Breakfast	FREE	FREE	Provide breakfast
3/19/27	Summit Awards	\$79	\$99	1 Title @ \$899 3 Gold @ \$499 3 Silver @ \$299
4/7/27	Education Breakfast	FREE	FREE	Provide breakfast
5/26/27	Mix & Mingle	FREE	FREE	4 @ \$199
9/8/27	Education Breakfast	FREE	FREE	Provide breakfast
10/20/27	Appreciation Event	FREE	FREE	4 @ \$199
11/17/27	Education Breakfast	FREE	FREE	Provide breakfast



Plan ahead.
Get involved.
Make an impact.

Contact Us

Our staff is here to assist you any way we can. Don't ever hesitate to reach out!



Patrick McCloud
Chief Executive Officer
patrick@vamaonline.org



Teresa Starkey
Executive Vice President
teresa@vamaonline.org



Amanda Hamilton
Director of Marketing
& Communications
amanda@vamaonline.org



Kathy Howery
Director of Member
Engagement & Programming
kathy@vamaonline.org



Chrissy Lovelace
Director of Administration
& Financial Manager
chrissy@vamaonline.org



Monica Lee
Membership Coordinator
monica@vamaonline.org



Erika Misseri
Manager of
Government Affairs
erika@vamaonline.org



Haley Ladia
Member Engagement &
Programming Coordinator
haley@vamaonline.org



Dan Craddock
Administrative & Financial
Coordinator
dan@vamaonline.org