



**MINUTES
BOARD OF DIRECTORS MEETING
November 13, 2019**

Present: David Hominik, Margie Marker, Joyce Martin, Courtney O’Hara, Irense Osei, Michelle Sorenson, Susan Umidi, and Joyce Walsh

On Phone: Cathy Devore, Judy Hackler, and Chris Stone

- **Welcome and Introductions**

Susan Umidi called the meeting to order and all roll call was performed.

- **Review of Minutes**

Minutes of the **July 10, 2019** and **September 11, 2019** business meeting were provided to members via email prior to this meeting. **Joyce Walsh** moved for approval, as corrected, while **Margie Marker** seconded it. There was no opposition.

- **Treasurer’s Report** – Total account balances as of October 31, 2019 were \$116,159.18 including checking (\$24,718.45), savings (\$12,040.40), cash in transit (\$12,000 – ACL grant award that will be moved over from DARS to VCPEA in early 2020) and investments (\$67,400.33). Joyce Martin provided the full Treasurer’s Report via email, prior to meeting (attached here). **Margie Marker** made a motion for approval while **Joyce Walsh** seconded. There was no noted opposition.

- **Annual Conference Committee** –

- 1) 2020 planning progress -- Susan Umidi

- **Margie Marker** has created a “Save The Date” flyer for the conference. **Michelle Sorenson** and **Joyce Walsh** suggested minor changes, related to parking fee and grammatical issue. Once those changes have been made, **Margie Marker** will send it out, via email, for final approval. Following final approval, **Courtney O’Hara** will distribute to previous conference attendees via MailChimp software.
- **Judy Hackler** provided an overview of the 2020 conference sponsorship levels (see attached).

- **Joyce Martin** introduced the idea of pursuing additional continuing education units, for emergency services personnel and social workers. This will be discussed more at the upcoming conference planning meeting, set for next week (11/21/19).
- **Courtney O’Hara** provided an overview of the draft 2020 conference agenda (see attached).
 - **Joyce Walsh** states that we do not have room to accommodate 3 workshops on the Friday morning. As such, the conference committee must consider cutting current Workshop K. This will be discussed more at the upcoming conference planning meeting, set for next week (11/21/19).
 - **Daivd Hominik** offered to serve as an alternate presenter should he may be needed. This will be discussed more at the next conference planning meeting, set for next week (11/21/19).
 - **Judy Hackler** introduced the idea of adding a dementia simulation room(s) to the conference. This will be discussed more at the upcoming conference planning meeting, set for next week (11/21/19).

- **Executive Committee** – No formal report.

- **Finance** – **David Hominik** reports that today’s Davenport balance is **\$83,236.48**, which is VCPEA’s cash value.

- **Work Groups**
 - 1) Benefits of membership -- Irene Osei
 - This has been permanently tabled due to the fact that official membership was eliminated at VCPEA’s most recent strategic planning meeting, on 10/10/18.
 - 2) Nominating board members -- Joyce Martin and Susan Umidi
 - **Joyce Martin** announced that **Howard Mason** has agreed to stay on the board, post his imminent retirement from James City County. **Joyce Martin** also announced that **Andre Dorsey**, Health & Community Paramedicine Coordinator at Newport News Fire Department, has agreed to join the board.
 - 3) Quickbooks + PayPal -- Irene Osei
 - **Irene Osei** has been exploring various modalities for fundraising. These include Go Fund Me and PayPal. After group discussion, the

consensus was to table the issue until the executive committee can commit to further research.

▪ **Other business:**

- **Susan Umidi** suggested that VCPEA have business cards to distribute when board members are at events. **Margie Marker** volunteered to take on the design and offer a mock up card when the board meets in 2020.
- **Michelle Sorenson** will represent VCPEA at next week's VVAN Conference in Virginia Beach. She will provide chocolates, purple bags, and other "swag" materials.
- **Susan Umidi** notes that she attended the VALA conference as the VCPEA representative and sponsor, on 9/24. Both **Judy Hackler** and **Susan Umidi** stated it was a success.
- **Susan Umidi** reports that she and **Margie Marker** continue to work on the VCPEA brochure as a means of updating it to reflect the changes made at the October 10, 2018 strategic planning session.
- **Info@vcpea.org** is receiving more and more emails in which the writer is reporting abuse. **Margie Marker** has volunteered to have those emails forwarded to her. **Judy Hackler** noted that VCPEA's executive committee may want to consider an automated response. It was decided that **Judy Hackler** and **Courtney O'Hara** will work together to reach out to Virginia Navigator to see if this is possible.

Meeting was adjourned at **12:25pm**.

Future Meetings...

January 8, 2020

March 11, 2020

May 13, 2020

July 8, 2020

September 9, 2020

November 11, 2020

11:11 AM
11/11/19
Cash Basis

VCPEA Inc
Balance Sheet
As of October 31, 2019

	<u>Oct 31, 19</u>	<u>Oct 31, 18</u>
ASSETS		
Current Assets		
Checking/Savings		
Cash in transit	12,000.00	0.00
Davenport	67,400.33	65,424.84
Suntrust Checking	24,718.45	25,550.69
Suntrust Savings	12,040.40	12,039.50
Total Checking/Savings	<u>116,159.18</u>	<u>103,015.03</u>
Total Current Assets	<u>116,159.18</u>	<u>103,015.03</u>
TOTAL ASSETS	<u>116,159.18</u>	<u>103,015.03</u>
LIABILITIES & EQUITY		
Equity		
Opening Balance Equity	71,931.49	71,931.49
Retained Earnings	38,897.94	37,649.28
Net Income	5,329.75	-6,565.74
Total Equity	<u>116,159.18</u>	<u>103,015.03</u>
TOTAL LIABILITIES & EQUITY	<u>116,159.18</u>	<u>103,015.03</u>

11:13 AM

11/11/19

Cash Basis

VCPEA Inc
Profit & Loss
 July through October 2019

	Jul - Oct 19	Jul - Oct 18
Ordinary Income/Expense		
Income		
Conference	450.00	0.00
Other Income	120.00	0.00
Sponsorship income	13,500.00	200.00
Total Income	14,070.00	200.00
Gross Profit	14,070.00	200.00
Expense		
Conference hotel	-125.00	1,500.00
Conference speakers	1,950.00	0.00
Give Away - promotional it...	25.00	209.29
Meals & Entertainment	163.71	501.36
Misc. Expense	350.00	0.00
Postage and Delivery	80.00	70.00
Travel	1,797.00	2,260.00
Total Expense	4,240.71	4,540.65
Net Ordinary Income	9,829.29	-4,340.65
Other Income/Expense		
Other Income		
Investment Income		
Dividends	249.47	252.77
Interest Inc	2.49	2.14
Total Investment Income	251.96	254.91
Membership Dues	50.00	0.00
Total Other Income	301.96	254.91
Other Expense		
Bank Service Charges	10.50	0.00
Conference expenses	461.00	450.00
Exhibitor fees	300.00	0.00
Grants given	4,000.00	2,000.00
Taxes & Licenses	30.00	30.00
Total Other Expense	4,801.50	2,480.00
Net Other Income	-4,499.54	-2,225.09
Net Income	5,329.75	-6,565.74

Register: Suntrust Checking

From 01/01/2019 through 11/11/2019

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
01/09/2019	2182	Apple Spice Junction	Meals & Entertainment	meals for board...	77.46	X		25,847.04
01/30/2019	2183	Atkinson Insurance ...	Insurance	annual liability ...	744.00	X		25,103.04
01/31/2019			Investment Income:Int...	Interest		X	0.44	25,103.48
02/12/2019			Conference	Deposit		X	900.00	26,003.48
02/12/2019	debit	Trader Joe's	Meals & Entertainment	refreshments fo...	12.28	X		25,991.20
02/15/2019			Conference	Deposit		X	300.00	26,291.20
02/25/2019			Conference	Deposit		X	2,100.00	28,391.20
02/28/2019			Investment Income:Int...	Interest		X	0.40	28,391.60
03/01/2019			Conference	Deposit		X	600.00	28,991.60
03/06/2019			Conference	Deposit		X	1,800.00	30,791.60
03/12/2019			Conference	Deposit		X	900.00	31,691.60
03/13/2019	2184	Apple Spice Junction	Meals & Entertainment	BoD lunch	94.14	X		31,597.46
03/19/2019			Conference	Deposit		X	350.00	31,947.46
03/19/2019			Sponsorship income	Deposit		X	1,000.00	32,947.46
03/19/2019			Conference	Deposit		X	300.00	33,247.46
03/19/2019	2185	Greater Augusta Coal...	Grants given	sponsor lunch: ...	2,000.00	X		31,247.46
03/21/2019	debit	Westbury Apothecary	Conference supplies	30 small bags p...	15.38	X		31,232.08
03/28/2019			Sponsorship income	Deposit		X	500.00	31,732.08
03/28/2019			Sponsorship income	Deposit		X	2,500.00	34,232.08
03/28/2019			Conference	Deposit		X	300.00	34,532.08
03/28/2019			Sponsorship income	Deposit		X	300.00	34,832.08
03/29/2019			Investment Income:Int...	Interest		X	0.54	34,832.62
04/03/2019			Conference	Deposit		X	300.00	35,132.62
04/03/2019			Conference	Deposit		X	350.00	35,482.62
04/03/2019			Conference	Deposit		X	350.00	35,832.62
04/03/2019			Sponsorship income	Deposit		X	2,000.00	37,832.62
04/09/2019			Conference	Deposit		X	600.00	38,432.62
04/16/2019	debit	4 Imprint	Give Away - promotio...	300 pens, 216 ...	1,722.93	X		36,709.69
04/19/2019	2186	SCC	Taxes & Licenses	annual registrat...	25.00	X		36,684.69
04/19/2019	2187	Walsh, Joyce	Travel	mileage for Co...	132.24	X		36,552.45
04/22/2019		Crown Awards Inc	Give Away - promotio...	Deposit		X	14.29	36,566.74
04/22/2019	debit	Crown Awards Inc	Give Away - promotio...	200 lapel pins ...	435.73	X		36,131.01
04/24/2019	debit	Marco Promotional P...	Give Away - promotio...	250 tote bags, ...	402.60	X		35,728.41
04/29/2019			Investment Income:Int...	Interest		X	0.64	35,729.05
04/30/2019	2188	SeniorNavigator	Internet	maintenance & ...	270.17	X		35,458.88
05/01/2019	2189	Martin, Joyce	Misc. Expense	Helen Napps a...	19.93	X		35,438.95
05/03/2019	2190	Culberson, Ron	Conference speakers	deposit, closing...	2,000.00	X		33,438.95
05/06/2019	2191	Cash	Conference supplies	drawing for 2 \$...	50.00	X		33,388.95
05/13/2019	debit	OfficeMax	Office Supplies & Exp...		12.94	X		33,376.01
05/13/2019	debit	OfficeMax	Office Supplies & Exp...		2.37	X		33,373.64

Register: Suntrust Checking

From 01/01/2019 through 11/11/2019

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
05/14/2019	2192	void	Misc. Expense			X		33,373.64
05/14/2019	2193	void	Misc. Expense			X		33,373.64
05/15/2019	2194	Center for Elder Law...	Travel		861.92	X		32,511.72
05/16/2019			Conference	Deposit		X	450.00	32,961.72
05/21/2019	debit	4 Imprint	Conference supplies		140.09	X		32,821.63
05/24/2019	debit	Michaels	Conference supplies		11.77	X		32,809.86
05/28/2019			Conference	Deposit		X	450.00	33,259.86
05/28/2019	debit	Uptown Color	Conference supplies	copying	1,793.50	X		31,466.36
05/28/2019	debit	Publix	Conference supplies		33.13	X		31,433.23
05/29/2019			Investment Income:Int...	Interest		X	0.63	31,433.86
05/30/2019	2195	Sorenson RN JD, Mi...	Sales (Business)	2 t shirts returned	46.00	X		31,387.86
05/30/2019	2196	Greenwood, Paul	Conference speakers	conf speaker	4,200.00	X		27,187.86
05/30/2019	2197	Ingram, Gwen	Conference supplies	conf supplies	34.29	X		27,153.57
05/31/2019	2198	Barnett, Brandi	Scholarships given	scholarship	261.92	X		26,891.65
05/31/2019	2199	Brooks, Heather	Scholarships given	scholarship	261.92	X		26,629.73
05/31/2019	2200	Bryant, Shelly	Scholarships given	scholarship	261.92	X		26,367.81
05/31/2019	2201	Cannaday, Darlene	Scholarships given	scholarship	261.92	X		26,105.89
05/31/2019	2202	Carroll, Melissa	Scholarships given	scholarship	261.92	X		25,843.97
05/31/2019	2203	Clark, Tina	Scholarships given	scholarship	261.92	X		25,582.05
05/31/2019	2204	Davis, Kelly	Scholarships given	scholarship	261.92	X		25,320.13
05/31/2019	2205	Degnan, Kelly	Scholarships given	VOID: scholars...		X		25,320.13
05/31/2019	2206	Dove, Krystle	Scholarships given	scholarship	261.92	X		25,058.21
05/31/2019	2207	Durham, Marilyn	Scholarships given	scholarship	261.92	X		24,796.29
05/31/2019	2208	Gorbet, Nada	Scholarships given	scholarship	261.92	X		24,534.37
05/31/2019	2209	Gorfida, Madison	Scholarships given	scholarship	261.92	X		24,272.45
05/31/2019	2210	Green, Wanda	Scholarships given	scholarship	261.92	X		24,010.53
05/31/2019	2211	McKee, Kimberly	Scholarships given	scholarship	261.92	X		23,748.61
05/31/2019	2212	Dionne Mclean	Scholarships given	VOID: scholars...		X		23,748.61
05/31/2019	2213	Moore, Cynthia	Scholarships given	scholarship	261.92	X		23,486.69
05/31/2019	2214	Mullins, Crystal	Scholarships given	scholarship	261.92	X		23,224.77
05/31/2019	2215	Olivo, Tammy	Scholarships given	scholarship	261.92	X		22,962.85
05/31/2019	2216	Palmer, Kevin	Scholarships given	scholarship	261.92	X		22,700.93
05/31/2019	2217	Palochak, Ashley	Scholarships given	scholarship	261.92	X		22,439.01
05/31/2019	2218	Roldan, Kimberly	Scholarships given	VOID: scholars...		X		22,439.01
05/31/2019	2219	Ross, LaRhonda	Scholarships given	VOID: scholars...		X		22,439.01
05/31/2019	2220	Salisbury, Mike	Scholarships given	scholarship	261.92	X		22,177.09
05/31/2019	2221	Santoro, Marly	Scholarships given	VOID: scholars...		X		22,177.09
05/31/2019	2222	Sloan, Adrienne	Scholarships given	scholarship	261.92	X		21,915.17
05/31/2019	2223	Smith, Elizabeth	Scholarships given	scholarship	261.92	X		21,653.25
05/31/2019	2224	West, Jennifer	Scholarships given	scholarship	261.92	X		21,391.33

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From 01/01/2019 through 11/11/2019

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
05/31/2019	2225	Winston, Jane	Scholarships given	scholarship	261.92	X		21,129.41
05/31/2019	2226	Hatchette, Michelle	Scholarships given	VOID: scholars...		X		21,129.41
05/31/2019	2227	Jones, Shannon	Scholarships given	scholarship	261.92	X		20,867.49
05/31/2019	2228	Jones, Matthew	Scholarships given	scholarship	261.92	X		20,605.57
05/31/2019	2229	Jones, Shaun	Scholarships given	VOID: scholars...		X		20,605.57
05/31/2019	2230	Karangolen, Jason	Scholarships given	scholarship	261.92	X		20,343.65
05/31/2019	2231	Kendell, Steve	Scholarships given	scholarship	261.92	X		20,081.73
05/31/2019	2232	Kirkland, Ebony	Scholarships given	VOID: scholars...		X		20,081.73
05/31/2019	2233	Mitchel, Latoya	Scholarships given	scholarship	130.96	X		19,950.77
05/31/2019	2234	Wise County DSS	Scholarships given	Makalay Castle...	261.92	X		19,688.85
05/31/2019	2235	Spotslvania Sheriff's ...	Scholarships given	Shaun Jones sc...	261.92	X		19,426.93
06/01/2019	2236	Liebowitz, Errol	-split-	conf speaker \$1...	208.96	X		19,217.97
06/08/2019	2237	Marker, Marjorie	Conference supplies	conf expenses	137.59	X		19,080.38
06/08/2019	2238	VALA	Conference supplies	printing for 20...	126.00	X		18,954.38
06/08/2019	2239	Walsh, Joyce	Conference supplies	hospitality for ...	1,098.00	X		17,856.38
06/12/2019			-split-	Deposit		X	30,281.05	48,137.43
06/14/2019	Y-E 1		Scholarships given	write off check ...		X	250.88	48,388.31
06/18/2019	2240	GeroPartners LLC	Conference speakers	Andrew Heck c...	650.00	X		47,738.31
06/20/2019			Bank Service Charges	Service Charge	10.50	X		47,727.81
06/21/2019	2241	Kingsmill Resort	Conference hotel	2020 conf depo...	1,500.00	X		46,227.81
06/28/2019			Investment Income:Int...	Interest		X	0.69	46,228.50
06/30/2019	2243	Kingsmill Resort	Conference hotel		26,600.14	X		19,628.36
06/30/2019	Y-E 4		Investment Income:Int...	to match 990		X	9.81	19,638.17
07/01/2019			-split-	Deposit		X	3,575.00	23,213.17
07/01/2019	2019 1		Investment Income:Int...	reverse last yea...	9.81	X		23,203.36
07/02/2019	2242	Southwest Virginia L...	Grants given	TAPAS grant f...	2,000.00	X		21,203.36
07/05/2019	debit	US Postal Service	Conference expenses	stamps to mail ...	11.00	X		21,192.36
07/10/2019	debit	Apple Spice Junction	Meals & Entertainment	BoD lunch	92.46	X		21,099.90
07/11/2019	2244	US Postal Service	Postage and Delivery	annual box rental	80.00	X		21,019.90
07/15/2019	2245	VA Sheriffs' Institute...	Misc. Expense	refund for conf ...	350.00	X		20,669.90
07/16/2019	debit	NAPSA	Conference expenses	30th annual co...	450.00	X		20,219.90
07/16/2019	2246	VDACS	Taxes & Licenses	annual reg fee	30.00	X		20,189.90
07/31/2019			Investment Income:Int...	Interest		X	0.53	20,190.43
08/13/2019	2247	Baines, Gwen	Give Away - promotio...	survey drawing...	25.00	X		20,165.43
08/15/2019	2248	VALA	Grants given	TAPAS grant	2,000.00	X		18,165.43
08/22/2019	debit	Omni Interlocken Fr...	Travel	conference lod...	698.00	X		17,467.43
08/23/2019			-split-	Deposit		X	8,500.00	25,967.43
08/30/2019			Investment Income:Int...	Interest		X	0.39	25,967.82
09/12/2019	debit	Apple Spice Junction	Meals & Entertainment		58.41	X		25,909.41
09/12/2019	2249	Marker, Marjorie	Travel	airfare & groun...	1,099.00	X		24,810.41

Register: Suntrust Checking

From 01/01/2019 through 11/11/2019

Sorted by: Date, Type, Number/Ref

Date	Number	Payee	Account	Memo	Payment	C	Deposit	Balance
09/16/2019	debit	VA Victim Assistanc...	Exhibitor fees		300.00	X		24,510.41
09/16/2019	2250	void	Grants given	see check #2252		X		24,510.41
09/17/2019			Sponsorship income	Deposit		X	2,000.00	26,510.41
09/24/2019	debit	Food Lion	Meals & Entertainment		12.84	X		26,497.57
09/25/2019			-split-	Deposit		X	170.00	26,667.57
09/30/2019			Investment Income:Int...	Interest		X	0.45	26,668.02
10/02/2019	2251	Clowder Group, the	Conference speakers	1/2 fee for ope...	1,950.00	X		24,718.02
10/31/2019			Investment Income:Int...	Interest		X	0.43	24,718.45
11/04/2019	2252	Virginia Center on A...	Grants given	TAPAS grant t...	466.20			24,252.25

**Virginia Coalition for the Prevention of Elder Abuse, Inc.
26th Annual Conference**

***Solving the Puzzle: Joining Together to
Protect Older Virginians***

May 27-29, 2020

Kingsmill Resort & Spa, 1010 Kingsmill Rd, Williamsburg, VA 23185

Kingsmill Reservations: 800-832-5665

Pre-Conference Working Agenda

Wednesday, May 27, 2019

2:00-3:00 Registration

**2:30-2:45 Welcome and Orientation for Scholarship
Recipients**

3:00 - 5:00 Pre-Conference Workshops (Choose One)

**WORKSHOP A: *Taking Action: Assisting Older Victims of
Financial Fraud* / Laura Cook, from the National Center for
Victims of Crime, and Christine N. Kieffer, Senior Director,
FINRA Investor Education Foundation**

**WORKSHOP B: *VVF: An Overview* / Cathy Day, Outreach and
Training Coordinator, Virginia Victims Fund**

**WORKSHOP C: *Evidence Collection: Best Practices in Elder Abuse
Cases* / Beth Bonniwell, Senior Management Specialist, Henrico
County Police Department**

5:30 Hospitality Reception Hosted by VCPEA

Thursday, May 28, 2019

7:00-9:00 Continental breakfast outside of James River Grand Ballroom

8:00-10:30 Registration

9:00 - 11:30 Welcome & Opening Session

9:00 – 9:30 Welcome Address, featuring:
Ms. Susan Umidi, VCPEA President

9:30 – 11:15 Opening Session: *All The Lonely People* / Joseph Applebaum and Stu Maddux, filmmakers, The Clowder Group

11:15 – 11:45 Break/Check Out Exhibits!

11:45 - 1:15 Buffet Luncheon in James River Grand Ballroom

- Presentations
- Vote on By-laws
- Prize Drawings

1:30 - 3:00 Breakout Sessions (Choose One)

WORKSHOP D: *Capacity: A Case Study*/ Andrew Heck, Ph.D., Founder & Owner, Gero Partners

WORKSHOP E: *Ethics and Vulnerable Elders: Implications for Research and Practice* / Pamela B. Teaster, Ph.D., Professor, Virginia Tech

WORKSHOP F: *Safe Banking For Seniors* / Sam Kunjukunju, Director, Bank Community Engagement, American Bankers Association

3:00 - 3:15 Refreshment Break

3:15 - 4:45 Breakout Sessions (Choose One)

WORKSHOP G: *Tools for Addressing Elder Abuse in Virginia's Rural Areas* / Shelly Jackson, Ph.D., OVC Visiting Fellow, Elder Justice Initiative, US Department of Justice

WORKSHOP H: *Fraud Alert: How To Avoid Being Scammed* / Debbie Bell, Community Outreach Coordinator, Office of the Attorney General

WORKSHOP I: *Battered, Broken, and Burned: Recognizing Injuries in Suspected Abuse of Older Adults* / Melissa Harper, MSN, APRN, SANE-A-P Forensic Nurse Examiner, Carilion Roanoke Memorial Hospital ED FNE Program

5:30 Hospitality Reception Hosted by VCPEA

Friday, May 29, 2019

7:00 – 9:00 Buffet breakfast in Elements Restaurant in Conference Center

9:00 - 10:30 Breakout Sessions (Choose One)

WORKSHOP J: *Powers -- or Responsibility? -- of Attorney: POA Use and MIS-use* / Doris Gelbman, Esq., Gelbman Law

WORKSHOP K: *Talking Shop: An APS Panel Discussion* / Susan Umidi and Margie Marker, VCPEA President & Vice President

WORKSHOP L: *Family Conflicts in Caregiving* / Alan Dubow, CRE, President, National Association of Retirement Counselors

11:00 - 12:30 Closing Session & Final Thoughts

CLOSING SESSION: *Do it well. Make it Fun. / Ron Culberson, Humorist*

Final Thoughts: Susan Umidi, VCPEA President

CONTINUING EDUCATION

Law Enforcement Continuing Education: *PIC forms will be available at the registration table.*

APS Continuing Education Hours: *Workshops are approved as meeting the requirements of the annual professional continuing education for Adult Protective Services Workers and Supervisors in local departments of social services. The Certificate of Attendance to the conference serves as documentation of workshop hours. Please be sure to provide a copy to your supervisor. Certificates are available after the Closing Session.*



VCPEA

VA Coalition for the Prevention of Elder Abuse

501(c)(3) organization
www.vcpea.org

VCPEA Conference Sponsorship Levels May 27-29, 2020

Kingsmill Resort and Conference Center

1010 Kingsmill Road, Williamsburg, VA 23185

Hotel accommodations are not included in the Sponsorship Investment Fee.

Call **(###) ###-####** to make your preferred hotel reservations at the host hotel.

	Premier	Diamond	Gold	Silver	Bronze	
Conference Sponsorship Benefits	Exhibitor Space (includes skirted table and chair)	Yes	Yes	Yes	Yes	Yes
	Company name printed in conference program	Yes	Yes	Yes	Yes	Yes
	Company logo & contact information printed in conference program	Yes	Yes	Yes	Yes	Yes
	Company advertisement in conference program (supplied by sponsor)	Full page ad	Half page ad	Quarter page ad	None	None
	VCPEA conference registration(s) <i>(Additional representatives may attend if registered separately as conference registrants.)</i>	2	2	1	1	0
	One branded item in participant package (supplied by sponsor)	Yes	No	No	No	No
Sponsor Investment	\$5,000	\$2,000	\$1,000	\$500	\$300	

Visit www.vcpea.org to reserve your preferred Sponsorship Level today.