



YOUR CONNECTION TO RICHMOND'S TECH SCENE

JOIN US - WE'RE THRIVING HERE
2026 MEMBERSHIP GUIDE

Who are we?



A **community** of technology practitioners and companies **thriving** through a shared Council that sparks them to create imaginatively, grow confidently, and aspire greatly.

Welcome to the Richmond Technology Council (rvatech/) in Richmond, Virginia - Tech's Most Creative City!

When people say "creative," we tend to think of artists, musicians, chefs. But creativity is also in the minds of problem-solvers like yourself.

Creativity, at its core, is finding a solution. Maybe even one that's never existed before. Finding solutions is what you do every day. Applying imaginative thinking to solve challenges and design more efficient systems. Discovering key insights and answers that help transform your company and beyond. In Richmond, you can be part of a community of creative leaders who are helping shape the future of tech - and living the life they've always wanted.

We have a friendly and collaborative spirit unlike any other tech city with a rich and robust community we affectionately call "rvatech/". Here we bring our community together to generate a vibrant atmosphere of ideas, connections, and aspirations. This is accomplished through six world class thought-leadership conferences, several executive programming series', insanely entertaining networking events, a commonwealth-wide advocacy and policy agenda, all topped off with new ideas, programming, and experiences every year that aim to grow and stretch our community's boundaries.

Welcome to tech's most creative city. You're going to fit right in.



Nick Serfass
CEO | rvatech/

Our priorities

In action



01

A Culture of Creativity & Innovation

- Encourage differentiation in business and government, and individuality among community
- Rally around diversity of background, expertise, perspective, and experience
- Embrace challenges as opportunities to showcase the power of technology

02

A Culture of Growth & Development

- Foster mentorship among leaders, practitioners, and emerging technologists
- Create peer-to-peer connections for learning and opportunity
- Establish communities of practice for sectors and specialties to thrive

03

A Culture of Aspiration & Innovation

- Demonstrate leadership in business, policy, and education
- Bring people, businesses, and organizations closer together
- Fearlessly explore the edge of the technology ecosystem

Our membership is made up of over 200 businesses and organizations supporting greater Richmond's dynamic technology economy.

rvatech/ adopts a value-based membership model versus traditional associations' employee-based.

No matter your size, we believe in low barriers for engagement. A business should not be penalized for its growing success by applying a per employee rate for dues with no immediate ROI.



As a member of rvatech/, you have **direct and tangible benefits on day one through a tiered approach to your support.**

Each level of membership comes with more benefits from complimentary tickets to brand awareness.



Membership Opportunities

Join a community of technology practitioners and companies that are thriving through a shared Council that sparks them to create imaginatively, grow confidently, and aspire greatly. From small business to catalyst partners, there is a membership level for everyone.

Benefits include membership restricted conference + program sponsorship opportunities, discounted access to networking events, marketing visibility, access to policy and government relations events & more.

Partners are **upgraded members** that annually invest in sponsorships beyond \$5,000. Parters receive premier marketing visibility, free access to networking events for all employees in addition to reduced ticket fees to programs, a complimentary Gala table and much more.

Business Member

\$1,000

Small Business Member

\$300

Executive Member

\$4,000

Corporate Member

\$1,500

Catalyst Partner

\$25,000 +

Innovative Partner

\$10,000 +

Chairman Partner

\$6,000



Partners are **upgraded members** that receive premier marketing visibility, free access to networking events for all employees in addition to reduced program ticket fees, a complimentary Gala table and much more - reflecting thousands of dollars in savings compared to total value.

Partner Benefits

- Premier visibility on website and weekly email
- Free access for all employees to networking events
- Early bird pricing for all employees to conferences + programs
- Gold table for eight at Annual rvatech/ Gala with 750+ Richmond technology leaders
- Free foursome at annual golf tournament; rvatech/Links
- Two invitations to the end-of-year Chair's Reception
- Access to policy and government relations events as well as participation in the development of rvatech/'s annual legislative agenda
- Ability to volunteer for committee and/or Board engagement
- Logo recognition on website and related collateral
- Ability to sponsor conferences + programs a la carte (restricted to members only)

Catalyst Partner

 \$25,000 +

Total spend includes at least \$7,500 in membership fees complemented by a portfolio of sponsorships

Innovative Partner

 \$10,000 +

Total spend includes at least \$5,000 in membership fees complemented by a portfolio of sponsorships

Chairman Partner

 \$6,000

Total spend includes at least \$5,000 in membership fees complemented by a portfolio of sponsorships

Executive Member

\$4,000

- Discounted access for all employees to networking events
- Member pricing for all employees to signature conferences + programs
- Four tickets to Annual rvatech/ Gala with 750+ Richmond technology leaders
- Free foursome at annual golf tournament; rvatech/Links
- One invitation to the end-of-year Chair's Reception
- Access to policy and government relations events as well as participation in the development of rvatech/'s annual legislative agenda
- Ability to volunteer for committee and/or Board engagement
- Logo recognition on website
- Ability to sponsor conferences + programs (restricted to members only)

Corporate Member

\$1,500

- Discounted access for all employees to networking events
- Member pricing for all employees to signature conferences + programs
- Two tickets to Annual rvatech/ Gala with 750+ Richmond technology leaders
- Discounted foursome at annual golf tournament; rvatech/Links
- One invitation to the end-of-year Chair's Reception
- Access to policy and government relations events as well as participation in the development of rvatech/'s annual legislative agenda
- Ability to volunteer for committee and/or Board engagement
- Name recognition on website member directory
- Ability to sponsor conferences + programs (restricted to members only)

Business Member

\$1000

- Discounted access for all employees to networking events
- Member pricing for all employees to signature conferences + programs
- Discounted tickets to Annual rvatech/ Gala
- Discounted foursome at annual golf tournament; rvatech/Links
- One invitation to the end-of-year Chair's Reception
- Access to policy and government relations events as well as participation in the development of rvatech/'s annual legislative agenda
- Ability to volunteer for committee and/or Board engagement
- Name recognition on website member directory
- Ability to sponsor conferences + programs (restricted to members only)

Small Business Member

\$300

** Company must have fewer than 10 employees **

- Discounted access for all employees to networking events
- Member pricing for all employees to signature conferences + programs
- Discounted tickets to Annual rvatech/ Gala
- Discounted foursome at annual golf tournament; rvatech/Links
- One invitation to the end-of-year Chair's Reception
- Access to policy and government relations events as well as participation in the development of rvatech/'s annual legislative agenda
- Ability to volunteer for committee and/or Board engagement
- Name recognition on website member directory
- Ability to sponsor conferences + programs (restricted to members only)

Become an **rvatech/** member today!

Visit rvatech.com/join

Interested in creating a custom membership package?

Contact rvatech CEO,
Nick Serfass

nick@rvatech.com





YOUR PATHWAY TO VISIBILITY IN RICHMOND'S TECH SCENE

SPONSORSHIP OPPORTUNITIES
EXPLORE OUR 2026 SPONSORSHIP OPPORTUNITIES &
DISCOVER THE VALUE OF BEING AN RVATECH/SPONSOR

A large photograph of a conference hall with a high ceiling and many people seated at round tables, facing a stage. The text "Premier Conferences" is overlaid in white on a red diagonal banner.

Premier Conferences

rvatech/'s premier full day conferences highlight the best of Richmond. Each unique event is a chance to bring technology professionals together and enjoy a day of industry speakers, networking opportunities, and shared experiences.



Women in
Technology

Data &
AI
Summit

Product
Fest

CyberCon
VA



CyberConVA

A one-day conference created for the Richmond cyber security community featuring hands-on workshops, and innovative presentations.

Cybersecurity / AI transformation / Risk mitigation / Cyber defense / Cyber resillience /



Title Sponsor \$7,500

- 10 tickets to the conference
- Prime exhibitor space (6' table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights



February



CIOs, CISOs, CTOs, CyberSecurity Professionals



C-level Executive Presenters

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons

Add-ons are supplemental benefits available exclusively to sponsors and include one additional conference ticket and corresponding recognition in conference marketing.

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

Keynote Speaker

\$2,500 Available to Title Sponsors only

Keynote Speaker
Introduction (stage time)

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



Data + AI Summit

Machine Learning / Artificial Intelligence / Modeling / Visualization / Data Engineering / UX Applications / Data Gathering / Qualitative vs. Quantitative / Bias and Ethics



Jon Krohn
Host of Super Data Science Podcast
Keynote Speaker 2025

Title Sponsor \$7,500

- 10 tickets to the conference
- Prime exhibitor space (6' table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights

 **March 26, 2026**

 **Data Scientists, Engineers, Analysts, Architects, Developers**

 **48% Executives
42% Technologists + Sr. Practitioners**

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6' table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons Add-ons are supplemental benefits available exclusively to sponsors and include one additional conference ticket and corresponding recognition in conference marketing.

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

VIP Reception

\$1,500

Reception Signage
Logo placement

Keynote Speaker

\$2,500

Keynote Speaker
Introduction (stage time)
Available to Title Sponsors only

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



ProductFest

The region’s premier product conference for people who love building solutions across business, tech, design, CX, operations and customer success.

Product Managers / Tech Dev / Engineers / Designers / Ops / Marketing & Branding Teams



Title Sponsor \$7,500

- 10 tickets to the conference
- Prime exhibitor space (6’ table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Conference Highlights

-  **October 22, 2026**
-  **Festival style event creates engaging experience**

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6’ table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6’ table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons Add-ons are supplemental benefits available exclusively to sponsors and include one additional conference ticket and corresponding recognition in conference marketing.

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

Keynote Speaker

\$2,500 Available to Title Sponsors only

Keynote Speaker
Introduction (stage time)

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



Women In Tech

Virginia’s premier conference on technology and the women behind the industry’s great successes. Blend of technology, management, and career development topics

Career development / Leadership / Cybersecurity / Data Analytics & AI / Diversity



Title Sponsor \$15,000

- 10 tickets to the conference
- Prime exhibitor space (6’ table, two chairs, wifi)
- Prime logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

**November 17, 2026**

**Diverse audience of women technologists from all sectors, public & private**

Conference Sponsor \$4,000

- 3 tickets to the conference
- Exhibitor Space (6’ table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Academic Sponsor \$2,000

- 3 tickets to the conference
- Exhibitor Space (6’ table, two chairs, wifi)
- Logo recognition on all conference marketing
- Logo on conference-specific webpage
- Event attendee list

Reserved for Educational Institutions Only

Add-ons Add-ons are supplemental benefits available exclusively to sponsors and include one additional conference ticket and corresponding recognition in conference marketing.

Coffee Cart

\$1,500

Coffee Cart
Logo Placement

Happy Hour

\$1,500

Happy Hour Signage
Logo placement

Keynote Speaker

\$2,500

Keynote Speaker Slide Show
Logo placement

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



Awards Gala

Richmond's Technology Awards show celebrating the many breakthroughs and outstanding technologists who are driving our technology-based economy.



Title Sponsor \$15,000

- Welcoming remarks & speaking opportunity at Gala
- Two Platinum Tables (16 tickets) to Award Dinner, including premier seating and bottle of wine
- Recognition as Title Sponsor with Logo at top of rvatech/Gala website and electronic newsletter
- Recognition where appropriate on printed & digital marketing materials
- Speaking opportunity at Meet the Finalists Reception
- 5 invitations to Meet the Finalists Reception

Award Sponsor \$6,500

- Speaking opportunity and presentation of award at Gala
- Platinum Table (8 tickets) to Award Dinner, including premier seating and bottle of wine
- Recognition as Award Sponsor on rvatech/Gala website and email marketing
- Prominent signage at the Gala
- Logo recognition where appropriate on printed & digital marketing materials
- 2 invitations to Meet the Finalists Reception

Meet the Finalists Sponsor \$5,000

SOLD OUT

- Logo recognition as Reception Sponsor at the VIP Meet the Finalists Reception
- 4 invitations to Meet the Finalists Reception
- Platinum Table (8 tickets) to Award Dinner, including premier seating and bottle of wine
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



Awards Gala

Richmond's Technology Awards show celebrating the many breakthroughs and outstanding technologists who are driving our technology-based economy.



Cocktail Hour Sponsor \$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Party Photobooth Sponsor \$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Dessert Sponsor \$5,000

- Sponsor logo placed on after dinner dessert package or plate (served to all attendees)
- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

After Party Sponsor \$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

360 Photobooth Sponsor \$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Wine Sponsor \$5,000

- Platinum Table (8 tickets) to Award Dinner, with premier seating and bottle of wine
- 2 invitations to Meet the Finalists Reception
- Prominent signage at the Gala
- Logo on wine bottles at all Gala tables
- Logo recognition on all printed event materials
- Logo recognition on rvatech/Gala website and email marketing

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



Links Golf Tournament

All sponsorships come with one complimentary foursome and logo recognition on all event marketing (web, email, social).



Title Sponsor

\$7,500



Morning Bar Sponsor

\$3,500

Lunch Sponsor

\$3,500

Scorecard Sponsor

\$3,500

Contest Sponsor

3,500

Beverage Station Sponsor

\$3,500

Maximum: 4

Golf Ball, Marker + Tee Sponsor

\$3,500

Happy Hour Sponsor

\$3,500

Hole Sponsor

\$3,000

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.

Charity Pickleball Tournament

Benefiting the rvatech/ Foundation, our 501(c) non-profit that exists to advance STEM in RVA through school support, scholarships, community partnerships, and tech-focused mentorship.



Gold Sponsor \$5,000

- Recognition as Title Sponsor with prime logo on all event materials, digital & print
- Premier logo placement on tournament t-shirt, award medal, & medal presentation stand
- Booth/Exhibit space at event, prime location
- Speaking opportunity during welcoming remarks & medal presentation ceremony
- Includes 2 tickets to play

Silver Sponsor \$2,500

- Individual Court Sponsorship (5 opportunities) or **Happy Hour Sponsorship** (1 opportunity)
- Booth/Exhibit Space at event
- Logo placement on all event marketing materials, digital & print
- Booth/Exhibit space at event
- Includes 2 tickets to play

Bronze/Court Sponsor \$500

- Logo on court signage
- Logo placement on all event marketing materials, digital & print
- Logo placement on 1 court screen
- Includes 1 ticket to play

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



rvatech/On Tap

Network, enjoy a free drink, and engage with the rvatech/community at our bi-monthly happy hour networking series.



Spring, Summer, Fall

Tech on Tap Sponsor

- Opportunity to hand out drink tickets to all event attendees
- Exhibitor Booth at event
- Logo Recognition on all event Marketing + Webpage
- Event attendee contact list

\$4,000 per event



2025 Tech on Tap locations



TRIPLE CROSSING



Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



rvatech/ Breakfasts

A quarterly executive speaker presentation on a diverse range of tech topics held at different locations throughout Richmond.



Spring, Summer, Fall

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.

Series Title Sponsor

- Complimentary table of 8 at the event and seated with speaker
- Introductory remarks
- Exhibitor Booth at event
- Logo Recognition on all event Marketing + Webpage
- Event attendee contact list

\$17,500 series sponsor

Breakfast Sponsor

- Complimentary table of 8 at the event and seated with speaker
- Introductory remarks
- Exhibitor Booth at event
- Logo Recognition on all event Marketing + Webpage
- Event attendee contact list

\$6,500 per event



2025 Series Speakers

Bob Osmond / CIO / Virginia IT Agency (VITA)
Morris Taylor / SVP & CIO / Genworth|CareScout
Ellen Dowling Wiegand / SVP & CIO / VCU Health
Jenn Finn / Founder & CEO / HIO
Chris Cox / Koalafi
Melanie Frank / Capital One
Mike Lempner / Mission Lane
David Der /



Policy & Advocacy Package

Member companies choosing to invest in this package will be advancing our impact at the General Assembly and locally among the City of Richmond and surrounding counties.

Today's legislative environment contains more tech-related proposals than ever before. As such, the RVATECH "Policy & Advocacy Package" is intended to help fundraise to support more dedicated efforts toward influencing and affecting tech policy at the state and local levels.

Benefits

Inclusion in the Policy Steering Committee gains the opportunity to direct the advocacy efforts of the CEO and contracted lobbyist.

Members of the Steering Committee receive the unique opportunity to have specific needs and interests addressed directly by rvatech/.



Interested?

Please reach out to rvatech/CEO Nick Serfass (nick@rvatech.com) directly to discuss investment and sponsorship opportunities.



Women in Technology Awards

A celebration of Women in Technology



March

The Awards

- “Paula Gulak Memorial” Impact on Community Award
- Breakthrough Technology Award
- Rising Star Award
- Male Ally Award
- EmpowHER Award
- Lifetime Achievement Award

Title Sponsor \$15,000

- Premier Sponsorship in conjunction with Legacy Sponsor
- 10 Tickets to awards reception
- 5 Tickets to Women in Tech Conference
- Speaking opportunity at reception
- Prime logo recognition on event webpage
- Prime logo recognition on signage at event
- Attendee information list

Award Sponsor \$2,500

- 3 Tickets to Awards Reception
- Opportunity to announce winner at reception
- Logo recognition on awards webpage
- Logo visibility at event and around specific award promotion
- Attendee information list

Please note: Listed sponsorship rates reflect member pricing. Non-member purchases incur an additional \$1,000 fee.



QUESTIONS?
CONTACT OUR TEAM



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