



Image Courtesy of Gray's LAMBscaping



A fully-loaded 2024 Virginia Solar Summit returns to Richmond for 3 difference-making days of practical solar energy + land use + environmental stewardship programming and exceptional networking May 13, 14 and 15! Join 500+ members of the VSS community, and many new colleagues and friends, at the Richmond Marriott for one of the industry's most immersive solar development experiences featuring front-line practitioners and policymakers, impactful sessions and interactive forums, workshops and tutorials, as well as supercharged networking with 12 official networking events scheduled!

Co-hosted again by the Virginia Department of Energy and the Virginia Department of Environmental Quality, VSS24 is a collaborative and diverse regional assembly that gathers energy, environment and development professionals of all disciplines, including: nonprofit & institutional professionals, engineers, attorneys, environmental professionals, landowners, communities, solar developers, investors, utilities, policy makers, and economic developers as well as state and federal governmental professionals from across numerous agencies.

So, who should register to attend the 2024 Virginia Solar Summit? ANYONE with a general interest in the practice or policy of solar power development in Greater Virginia, and EVERYONE with a specific interest in a ground-mounted solar energy project!

Attendees can expect a resource-rich and action-oriented 3-day solar energy development event of the highest caliber consisting of a dynamic and diverse educational program that ranges from entry-level examination of the project lifecycle from conception through construction, operation & decommission, to deep policy dives, and technical discussion. Landowners and communities can sign up their potential solar sites and receive a free pass to attend, while supplies last, in order to access the solar development market directly, make connections, and see the solar development space working in real-time.

How substantive is the VSS24 program? VA DEQ credited 8 Contact Hours for our last conference! And this year we're working to add professional hours and credits for engineers and lawyers as well.

This year's feature topics include agrivoltaics or dual-use solar, solar redevelopment or brightfield development, and a number of workshops and tutorials that will provide deep dives into relevant state & federal programs and permitting, grant application and project financing, and community engagement.

Join us at the downtown Richmond Marriott May 13-15 to add your spark to Greater Virginia's brightest future for three brilliant days of connection, education and inspiration in 2024's most substantive, must-attend solar energy development event!

**CO-HOSTED BY:** 



&



# **2024 VIRGINIA SOLAR SUMMIT PROGRAM**

Led by an elite speaker lineup of more than 60 of today's foremost practitioners, a stellar VSSS24 program will offer basic 101-level instruction for novices as well as advanced sessions for practioners. Our high-substance approach and robust session offerings will cover the spectrum of the solar project life cycle from beginning to end, and from basic, need-to-knows up to the state of the art and best practices.

We encourage one and all to attend this power-packed event for applied knowledge from the industry's most capable pros, usable guidance from government experts, an expansive exhibition showcasing some of the best companies and organizations in the space, and extensive networking opportunities with one the most constructive and collaborative professional communities you'll find anywhere in any industry!

# **INFORMATION MODULES**

#### BASICS OF SOLAR LAND USE

Including sessions discussing these topics:

- Ground-Mounted Solar Energy Development 100
- Intro to Agrivoltaics: True Dual-Use Potential
- Landscape of State & Federal Programs & Grants
- Siting, Permitting and Building Solar in VA & WV
- Pollinators 101: Solar is Building Habitat for Bees
- ABCs of Brownfield-to-Brightfield Redevelopment

#### ADVANCED SOLAR DEVELOPMENT

Including sessions discussing these topics:

- Solar Stormwaters: Ground Mounts & Groundwater
- Solar Grazing 201: Grazing is Green & Saves Green
- Solar's Conservation & Preservation Superpowers
- Community Engagement Best Practies
- Grants & Financing: Guidance for a Post-IRA Reality
- Advanced Issues in Land Use and State Policy
- Brightfields 300: Repowering Marginal Lands

CASE STUDIES IN PROJECT SUCCESS SOLAR POWER POLICY PANEL

# **INTERACTIVE MODULES**

#### SUPERCHARGED SOLAR SOCIALIZING

12 official networking activities offer immersive experience & supercharged connection potential.

#### **OPEN EXPERT O&A FORUMS**

Each full-day's program concludes with an extralong open session hosted by a diversity of leading experts in energy, environment and development.

# **EXHIBITOR EXPO**

Dynamic Expo Hall anchored in between breakout sessions, workshops and the main ballroom will serve as hub of primary Day 2 Happy Hour(s).

# TECHNICAL ASSISTANCE WORKSHOPS

Interactive Q&A sessions featuring experts answering your questions, with emphasis on best practices, brainstorming and troubleshooting.

#### **POSTER GALLERY**

Meet with some of the smartest folks in solar, energy and environment who submitted posters and were selected to display on-site during VSS24.

# **VSS24 CONFERENCE ARCHIVE\***

Follow up resource compendium bundled digitally and sent following the event's conclusion as reference material and resource guide.

**INCLUDES:** 

## **ALL VSS24 PRESENTATIONS**

-All presenter materials incl. slides, links & worksheets.

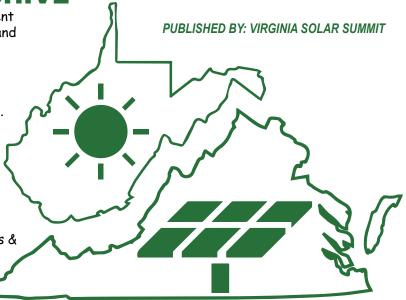
#### RECOMMENDED RESOURCES

-An index of solar development, program resources and research selected by co-hosts, speakers, sponsors and other solar professionals to help build solar knowledge and advance the state of the art.

#### INFORMATION SHEETS

-A collection of articles, summary pages, studies, flyers & references materials nominated by participating gov't entities, solar companies and professionals, including speakers, exhibitors & sponsors.

\*Official VSS24 Conference Archive is FREE to every registered attendee!



INFORMATION AND REGISTRATION AVAILABLE AT VIRGINIASOLARSUMMIT.COM

# -2024-VIRGINIA SOLAR SUMMIT

Downtown Richmond Marriott - May 13, 14 & 15

# TICKETS

Full Access Passes\*

#### **Private Sector**

\$375/425/500

#### **Public Sector**

\$275/325/400

Students, Startups, Veterans

\$200/250/300

'23 EARLY / '24 EARLY / '24 STANDARD

#### **Includes**

- Complete Educational Program
- 2 Focus Tracks, Multiple Workshops
- 2 Town Hall Forums
- Exhibitor Expo & "Renaissance Circuit"
- 2 Hot Networking Breakfasts
- 2 Hot Networking Lunches
- 3 Official On-Site Happy Hours
- 1 Un-Official Off-Site After Party
- Digital Conference Archive

**Educational Program** 

**Professional Credit Hours** 

**Workshops & Town Halls** 

**All Networking Events** 

**All Food Service** 

**Exhibitor Expo & Prizes** 

**Poster Gallery** 

**Richmond Marriott Discount** 

\*IF SAME DAY REGISTRATION IS AVAILABLE, THE DOOR PRICE FOR ALL FULL PASSES WILL BE \$600 + TAXES & FEES.

ADVANCED REGISTRATION REQUIRED. STUDENTS MAY SEND RESUMES TO BE SHARED WITH EMPLOYERS. STARTUPS MAY SHARE COMPANY PROFILES TO BE INCLUDED IN THE VSS24 CONFERENCE ARCHIVE.

NB: SPONSORS & EXHIBITORS RECEIVE A # OF BUNDLED PASSES.

#### Landowners

\$0\*

#### Includes

- All Programming
- All Networking

**Full Access Pass** 

**Richmond Marriott Discount** 

\*LANDOWNERS REGISTERING 1+ SITE OF 3+ ACRES IN SIZE TO THE VSS24 REGISTRY MAY ATTEND FREE WHILE TICKETS LAST!
\*LANDOWNERS ENTERING 3+ SITES OR 100+ ACRES MAY BE ELIGIBLE FOR AN ADDITIONAL PASS.

\*COMPLIMENTARY TICKETS FOR PARTICIPATING LANDOWNERS SUBJECT TO AVAILABILITY ON A FIRST-COME-FIRST-SERVED BASIS.
REGISTER YOUR SITE VIA THE VSS WEBSITE TO APPLY FOR A LANDOWNER PASS AT HTTPS://VIRGINIASOLARSUMMIT.COM/SITES

# Partial Access Passes\*\*

#### Education Pass 4 | >4:30PM

\$250/300/350

'23 EARLY / '24 EARLY / '24 STANDARD

- A EDUCATION PASSES GOOD FOR ACCESS BETWEEN 7:15AM AND 4:30PM MAY 14 & MAY 15 ONLY.
- A EDUCATION PASS HOLDERS WILL BE UNABLE TO ACCESS EVENING HAPPY HOURS AND NETWORKING EVENTS.

#### Includes

- Complete Educational Program
- 2 Focus Tracks, Multiple Workshops
- 2 Town Hall Forums
- Exhibitor Expo & "Renaissance Circuit"
- 2 Hot Networking Breakfasts
- 2 Hot Networking Lunches
- Digital Conference Archive

**Educational Program** 

**Professional Credit Hours** 

**Workshops & Town Halls** 

**Breakfasts & Lunches** 

**Exhibitor Expo & Prizes** 

**Poster Gallery** 

**Richmond Marriott Discount** 

#### Evening Pass 4 | <3:00PM+

\$250/300/350

▲ EVENING PASSES GOOD FOR ACCESS ONLY AFTER 3:00PM MAY 13, 14 & 15.

#### Includes

- All 3 Official On-Site Happy Hours w/Beverages & Hors D'oeuvres Service
- 1 Un-Official Off-Site After Party
- 2 Town Hall Forums
- Exhibitor Expo & "Renaissance Circuit"
- Digital Conference Archive

**Evening Networking Events** 

**Beverages & Hors D'oeuvres** 

**Town Halls** 

**Exhibitor Expo & Prizes** 

**Poster Gallery** 

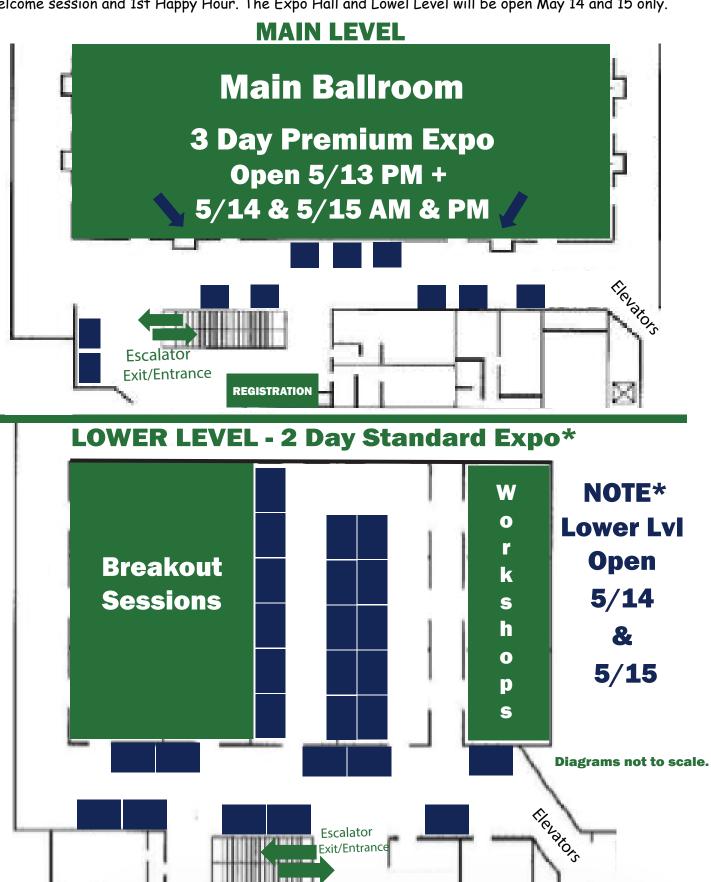
**Richmond Marriott Discount** 

VIRGINIASOLARSUMMIT.COM
A SOLAR FARM SUMMIT LLC PRODUCTION

<sup>\*\*</sup>SINGLE DAY PASSES UNAVAILABLE.

# 2024 VIRGINIA SOLAR SUMMIT EXHIBITION SPACES

Exhibitors will be located on 2 levels as depicted in the maps below. Premium spaces are located on main level in between the Registration Desk and the Main Ballroom, where all plenary sessions will be held and meals shared. Premium spaces will also open the afternoon of May 13, in time for the welcome session and 1st Happy Hour. The Expo Hall and Lowel Level will be open May 14 and 15 only.



RESERVATIONS AVAILABLE AT VIRGINIASOLARSUMMIT.COM

# **2024 VIRGINIA SOLAR SUMMIT EXHIBITION**

# JOIN GREATER VIRGINIA'S MOST ENGAGED, ACTION-ORIENTED SOLAR AUDIENCE

Put your brand at the heart of the action of the year's most substantive, dynamic & difference-making solar development event: the 2024 Virginia Solar Summit! Exhibiting at **VSS24** is the unique opportunity to add your spark to the electric in-person experience the Virginia Solar Summit is known for! Join the entire VSS community assembling at the Marriott Richmond to take the next bold steps into a brighter, more resilient and more renewable future supercharged with solar power!

On May 14, Exhibitors will be the focus of the 2-hour Happy Hour(s) that will last into the evening!!

Attendees will be encouraged to visit Exhibitors by completing the Renaissance Circuit, a map in the conference folder that functions like a kind of treasure map. Attendees who visit with 75%+ of VSS24 exhibitors, get their stickers/marks (VSS-provided), and turn in their completed Renaissance Circuit map will enter a drawing to win prizes, merch and tickets to attend VSS25.

Premium Exhibitorship — Main Level | May 13, 14 & 15 — \$3,000\*

#### Extra Day's Engagement in Prime Location

-Premium spaces will be located on the main level and open the afternoon of May 13 along with the **Poster Gallery**, welcome session, and Day 1 Happy Hour

#### **Includes**

- -10x8 exhibit space (larger configurations available)
- -One 6' table and two chairs
- -Branded Renaissance Circuit stickers with your logo (optional)

#### Access

-3 full passes to attend VSS24 in its entirety

# Brand Visibility and Recognition

- -Elevated logo placement in printed program, on screen, on website, in emails and social media.
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -"Exhibitor" ribbons for name badges of organization's attendees

# Online Engagement

- -Company listed in virtual Exhibitor Hall on the VSS website
- -Company job board listed on website

VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)

- -Featured VSS24 archive logo placement, a half page advert, and repeated stylized section breaks
- -Contribute 3 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

Standard Exhibitorship — Lower Level | May 14 & 15 — \$1,500\*

#### **Includes**

- -10x8 exhibit space (larger configurations available)
- -One 6' table and two chairs
- -Branded Renaissance Circuit stickers with your logo (optional)

#### Access

-2 full pass to attend VSS24 in its entirety

# Brand Visibility and Recognition

- -Logo placement in printed program, on screen, on website, in emails and social media.
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -"Exhibitor" ribbons for name badges of organization's attendees

# Online Engagement

- -Company listed in virtual Exhibitor Hall on the VSS website
- -Company job board listed on website

VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)

- -Contribute 1 branded/non-branded info material, flyer, resource, etc. to the Conference Archive
- \*Multiple exhibition spaces may be reserved, some oversizes available. May combine with sponsorship. Spaces available on a first-come-first-served basis. Electricity and specialty labor not included.

# SPONSOR THE 2024 VIRGINIA SOLAR SUMMI

BANDING TOGETHER TO BUILD VIRGINIA'S BRIGHTEST FUTURE

500+ will gather when the VSS24 calls leaders, experts and practioners from across Greater Virginia and beyond to the big stage at the downtown Richmond Marriott for the year's most substantive, dynamic and difference-making solar energy development event. Sponsoring not only brands the superconstructive and ultra-engaging experience **VSS24** is renowned for, but connects you directly to the region's most-engaged and action-oriented audience. As a new era of renewable energy beckons and the the hard work begins, join the VSS community as it bands together in real-time and real space with real people and we roll our sleeves up... together!



Title Sponsor — \$20,000 — Limit 1

**Downtown Richmond Marriott** 

#### Access

-10 full passes to attend VSS24 in its entirety (may be assigned to 3rd parties)

# Brand Visibility and Recognition

- -The 2024 Virginia Solar Summit will be "brought to you by" the Title Sponsor, topping all billing
- -All three (3) VSS24 on-site Happy Hours, beverages & catering provided "courtesy of" Title Sponsor
- -Preeminent logo placement in printed program, on screen, on website,\* in emails and social media
- -Dedicated and individual logo and tagline placement on screen during the event
- -Repeated organic Title Sponsor recognition spoken throughout event by emcee, incl. prepared message
- -Exclusive logo placement on provided name badges
- -Option to provide branded lanyard
- -Option to provide short video to be played when attendees are all assembled (once)
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

# Engagement and Interaction

- -All three (3) on-site Happy Hours "hosted by" Title Sponsor, physically noted w/printed pop-up display
- -Complimentary premium exhibitorship, choice of exhibiting spaces (subject to availability)
- -Display 1 poster in the on-site Poster Gallery
- -Website advert pre- and post-event\* (creative and copy you provide)
- -Add flier/insert into attendee folders (creative and copy you provide; VSS printed or pre-ship)
- -Title Sponsor's job board listed on VSS website\*

# Speaking\*\*

- -1 open session to title and feature your selection of speakers (organized by Title Sponsor)
- -1 featured/keynote speaking opportunity, including 1 introductory speaker (2 total speakers)
- -1 educational speaking opportunity to be placed in a foundational syllabus session with a mix of other professionals, as appropriate
- -Pre-event marketing email and press release priming your sessions/speakers; AND a post-event email
- VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)\* -Top archive logo placement, plus title page, full page advert and repeated branded section breaks
- -Contribute 10 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# SPONSORSHIPS TO POWER UP YOUR SOLAR PRESENCE

Terawatt Sponsor — \$10,000 — Limit 4

#### Access

-5 full passes to attend VSS24 in its entirety

#### Brand Visibility and Recognition

- -Premium logo placement in printed program, on screen, on website,\* in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

#### Engagement and Interaction

- -1 exclusively-branded breakfast or lunch "brought to you by" Terawatt Sponsor, included printed logo placement in the VSS24 program (subject to availability, total of 4 available)
- -Complimentary premium exhibitorship, choice of exhibiting spaces (subject to availability)
- -Display 1 poster in the on-site Poster Gallery
- -Website advert pre- and post-event\* (creative and copy you provide)
- -Add 1 pg flier/insert into attendee folders (creative and copy you provide; VSS printed or pre-ship)
- -Company job board listed on website\*

### Speaking\*\*

- -1 featured speaking opportunity during your branded breakfast or lunch (<15 mins), or other session
- -1 educational speaking opportunity to be placed in a foundational syllabus session with a mix of other professionals, as appropriate
- -Pre-event marketing email that primes your session and/or speaker(s)

VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)\*

- -Premium VSS24 archive logo placement, a full page advert, and repeated branded section breaks
- -Contribute 5 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# Gigawatt Sponsor — \$5,000 — Limit 8

#### Access

-3 full passes to attend VSS24 in its entirety

# Brand Visibility and Recognition

- -Featured logo placement in printed program, on screen, on website,\* in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

# Engagement and Interaction

- -1 exclusively-branded event break (4), workshop (2), or town hall (2) "brought to you by Gigawatt Sponsor," incl. printed logo placement in the program (subject to availability, total of 8 available)
- -Display 1 poster in the on-site Poster Gallery
- -Company job board listed on website\*

# Speaking\*\*

- -1 educational speaking opportunity to be placed in a foundational syllabus session with a mix of other professionals, as appropriate
- -Inclusion in a pre-event marketing email that primes your speaking opportunity

VSS24 Conference Archive (post-VSS digital compendium w/presentations + bonus materials)\*

- -Featured VSS24 archive logo placement, a half page advert, and repeated stylized section breaks
- -Contribute 4 branded/non-branded info materials, resources, etc. to the Conference Archive
- \*All VSS24 placement will carry forward into a robust follow-through period post-conference (until VSS25).
- \*\*All VSS24 program planning must be approved by VSS in advance.

Questions? Contact us via email at admin@virginiasolarsummit.com

# SPONSORSHIPS TO POWER UP YOUR PRESENCE CONT...

Megawatt Sponsor — \$2,500

#### Access

-2 full passes to attend VSS24 in its entirety

# Brand Visibility and Recognition

- -Elevated logo placement in printed program, on screen, on website,\* in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

# Engagement and Interaction

-Company job board listed on website\*

VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)\*

- -Elevated VSS24 archive logo placement, a quarter page advert, and repeated section breaks
- -Contribute 3 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# Kilowatt Sponsor — \$1,500

#### Access

-1 full pass to attend VSS24 in its entirety

### Brand Visibility and Recognition

- -Logo placement in printed program, on screen, on website,\* in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

#### Engagement and Interaction

-Company job board listed on website\*

VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)\*

-VSS24 archive logo placement and repeated section breaks

-Contribute 2 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# Watt Sponsor — \$750

# Brand Visibility and Recognition

- -Logo placement in printed program, on screen, on website,\* in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees (must register separately)

# Engagement and Interaction

-Company job board listed on website\*

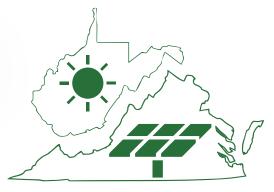
VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)\*

-VSS24 archive logo placement

-Contribute 1 branded/non-branded info material, flier, resource, etc. to the Conference Archive

# **OUESTIONS ABOUT SPONSOR PLACEMENT?**

Please email any and all questions about VSS24 sponsor placement to admin@virginiasolarsummit.com and we'll be happy to assist you! Some customization can be accommodated. Have a specific idea? We'd love to hear that too and find the best place for your brand, people and/or message!



<sup>\*</sup>All VSS24 placement will carry forward into a robust follow through period post-conference (until VSS25).

RESERVATIONS AVAILABLE AT VIRGINIASOLARSUMMIT.COM

# **SPECIFIC BRANDING AND PLACEMENT OPPORTUNITIES\***

Wi-Fi Sponsor — \$5,000 — Limit 1

#### Access

-2 full passes to attend VSS24 in its entirety

# Brand Visibility and Recognition

- -"Free" high speed on-site Wi-Fi made available to attendees
- -Branded 1-page conference folder insert featuring Wi-Fi password, your logo, and tagline or message
- -Megawatt level logo placement in printed program, on screen, on website, in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

#### Engagement and Interaction

- -Display 1 poster in the on-site Poster Gallery
- -Company job board listed on website

# VSS24 Conference Archive (post-VSS digital compendium with presentations + bonus materials)

- -Featured VSS24 archive logo placement, a half page advert, and repeated stylized section breaks
- -Contribute 4 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# Health & Safety Sponsor — \$5,000 — Limit 1

#### Access

-2 full passes to attend VSS24 in its entirety

#### Brand Visibility and Recognition

- -Branded 1-page conference folder H&S insert with your logo, tagline or message (produced by VSS)
- -Megawatt level logo placement in printed program, on screen, on website, in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

### Engagement and Interaction

- -Option to contribute branded masks and/or hand sanitizer for front desk takeaway
- -Display 1 poster in the on-site Poster Gallery
- -Company job board listed on website

# **VSS24 Conference Archive** (post-VSS digital compendium with presentations + bonus materials)

- -Featured VSS24 archive logo placement, a half page advert, and repeated stylized section breaks
- -Contribute 4 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# Poster Gallery Sponsor — \$5,000 — Limit 1

#### Acress

-2 full passes to attend VSS24 in its entirety

# Brand Visibility and Recognition

- -Branded 1-page conference folder insert showcasing VSS24 Poster Gallery featuring your logo and tagline or message (produced by VSS)
- -Megawatt level logo placement in printed program, on screen, on website, in emails and social media
- -Custom artwork (produced by VSS) for use on social media, email, et al. (VSS24 Marketing Cards)
- -Sponsor ribbons for name badges of organization's attendees

#### Engagement and Interaction

- -Display 1 poster in the on-site Poster Gallery
- -Company job board listed on website

**VSS24 Conference Archive** (post-VSS digital compendium with presentations + bonus materials)

- -Featured VSS24 archive logo placement, a half page advert, and repeated stylized section breaks
- -Contribute 4 branded/non-branded info materials, flyers, resources, etc. to the Conference Archive

# Branded After Hours or After Party — \$2,500 — Limit 3 — Contact Us

- -Are you interested in potentially hosting the on- or off-site after hours Monday or Tuesday night, or the after party? You pick the venue, food and beverage, and we'll promote and attend!
- \*VSS24 placements may be bundled, combined and customized. Have an idea that best suits your brand, contact us to discuss at admin@virginiasolarsummit.com!