



Dear Prospective Associate Member,

Thank you for your interest in the Virginia Beach Hotel Association, representing 80 properties in Virginia Beach. Due to the strong leadership of our VBHA Board, along with our large membership base, the VBHA is effective in promoting the needs and best interests of the hotel industry to city staff and services, the Convention and Visitor's Bureau, City Council, and of course, the General Assembly in Richmond.

In addition to our Member Properties, the VBHA also has over 150 Associate Members consisting of a wide variety of businesses, all of which have an interest in working directly with property owners, general managers, and decision makers in the Virginia Beach hotel industry.

Membership benefits for Associate Members include:

- Access to our VBHA Directories with primary contact information
- Inclusion in our Associate Member Directory, which is referred to by VBHA Members and associates alike when they're looking to make buying decisions
- Inclusion on our website [www.VirginiaBeachHotelAssociation.com](http://www.VirginiaBeachHotelAssociation.com) as a VBHA Associate Member with a link to your company website
- Sponsorship opportunities
- An invitation to attend all of our General Meetings. A display table is always available in the meeting room for VBHA Associate Members to share with business flyers/business cards etc.
- An invitation to participate in our annual Virginia Beach Hospitality Member Expo, a business-to-business event designed to showcase your company and provide you with one-on-one face time with the general managers and owners of our Member hotels (**scheduled for April 5, 2017**)

The most important benefit that comes along with Associate Membership in the VBHA is that your organization will be a part of a vital and dynamic connection that is working every day to advance and promote the cause of tourism in Virginia Beach. This is an effort from which we all benefit.

We look forward to working with your organization and welcoming you and your company to the Virginia Beach Hotel Association. If you have any questions, please feel free to call the VBHA office at 757-428-8015.

Sincerely,

Diana H. Burke, Executive Director  
Deborah Buringa, Executive Office Manager  
Virginia Beach Hotel Association

1023 Laskin Road, Suite 111 • Virginia Beach VA 23451  
757-428-8015 • Fax: 757-425-3760  
[VBHA.net](http://VBHA.net) [VirginiaBeachHotelAssociation.com](http://VirginiaBeachHotelAssociation.com)



**VBHA ASSOCIATE MEMBERSHIP  
January 1, 2018 to December 31, 2018**

**APPLICATION**

Company Name: \_\_\_\_\_

Primary Contact Name: \_\_\_\_\_ Title: \_\_\_\_\_

Complete Address: \_\_\_\_\_

Mailing Address (if different from above): \_\_\_\_\_

Phone #: \_\_\_\_\_ ext. \_\_\_\_\_

Email Address: \_\_\_\_\_

Website: \_\_\_\_\_

Facebook yes  no . If yes, Facebook address: \_\_\_\_\_

Type of Business/Service:

- Accounting     Advertising/Marketing     Attractions/Entertainment     Building/Construction
- Business Services/Consultants     Cleaning     Employment     Education     Insurance
- Legal Services     Maintenance     Media     Paving     Pest Control
- Printing     Realty     Restaurant     Restoration     Recycling
- Security     Technology     Transportation     Travel
- Retail – (type of retail – i.e. Art/Florist/Do-It Center): \_\_\_\_\_

“Other” **IF none of the above apply** \_\_\_\_\_

\* **(If applicable) secondary contact** name/title/email address: \_\_\_\_\_

\* **PLEASE NOTE:** Secondary contact is for **VBHA files only**. All correspondence will be sent to the **Primary Contact** listed on this form.

**Please make check payable for \$325.00** to the Virginia Beach Hotel Association

Return to:    VBHA  
                  1023 Laskin Road, Suite 111  
                  Virginia Beach VA 23451

Name/Title of person completing this form: \_\_\_\_\_

Date: \_\_\_\_\_

**(Applications are processed approximately every 1<sup>st</sup> & 15<sup>th</sup> of each month)**

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***VBHA.net \* VirginiaBeachHotelAssociation.com***