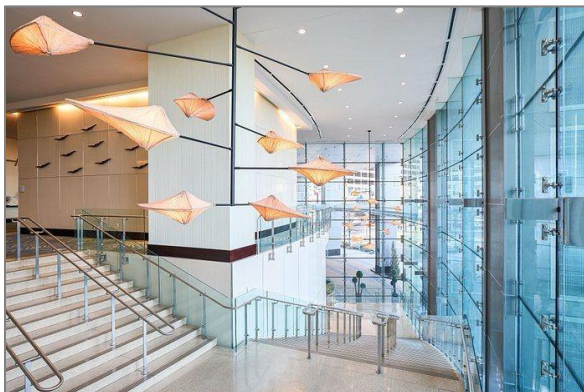




THE 27TH ANNUAL VIRGINIA BLACK HISTORY MONTH GALA

Vendor Registration Form and Agreement

27 FEBRUARY 2027 | 4 PM TO 9 PM

RENAISSANCE ARLINGTON CAPITAL VIEW HOTEL

2800 S POTOMAC AVE, ARLINGTON, VA 22202

Next year marks an extraordinary milestone: **The bicentennial of the Black Press marks 200 years of Black journalism (1827-2027) anchored by the March 16, 1827, founding of Freedom's Journal, the first Black-owned newspaper in the United States.** We are proud to honor this bicentennial moment with an evening of excellence, culture, and community.

Our **Vendor Showcase** is a highlight of the gala, offering businesses and artists the opportunity to connect with guests from across Virginia and beyond. Spaces are limited, so we encourage you to secure your table early!

To purchase your vendor tables, visit our Eventbrite website at:

<https://tinyurl.com/VABHMA-2027>. For all vendor inquiries or questions, please don't hesitate to contact our Vendor Coordinator, Ms. Reedema Rock, at 📞 (540) 498-7917 or via email at ✉️ rredeema@gmail.com.

Vendor Registration Form

Vendor tables and displays must be set up between 2:00 pm and 4:00 pm the day of the event, with sales beginning at 4:30 pm. This form must be signed and returned by **Monday, February 1, 2027**. Payments can be made online with a credit card or mailed to the address below. The form can be downloaded at: www.vabhma.org. Please scan and email the form to: VABHMA (president@vabhma.com), or you can mail the completed form to:

Virginia Black History Month Association
PO Box 41924
Fredericksburg, VA 22404

I hereby agree to sell all merchandise in compliance with all Virginia state and local business licensing and taxation laws and requirements. The Virginia Black History Month Association assumes no responsibility for any sales items that are lost, damaged, or stolen. This shall be the sole responsibility of the vendor. The Virginia Black History Month Association reserves the right to restrict the sale of any or all items determined to be inappropriate. **Vendor fees are nonrefundable after Monday, February 1, 2027.**

Signature: _____

Print Name: _____

Address: _____

Telephone: _____

Email: _____

Failure to abide by these terms and conditions will result in the termination of this agreement. Any deviation will jeopardize future scheduling and could result in permanent loss of access to any future events. This form is not complete, and this agreement is not valid until signed by the President of the Virginia Black History Month Association (VABHMA). (Note: The VABHMA will not be responsible for any incidents caused by the hotel or force majeure, such as fires, loss of power, or extreme weather.)

William "Bill" Jones, President, VaBHMA

Date

Vendor

Date

For Office Use Only – Date Vendor Fee Payment Received: _____

Vendor Registration Form

Name of Organization, Business, Group or Individual: _____

Type of Business: _____

List All Items to Be Sold: _____

Mailing Address: _____

Contact Person: _____

Telephone Day: _____ Email: _____

Registration Fees: **(Partial payments are not acceptable. No On-Site Registration)**

Registration received on or before Monday, February 1, 2027: **\$175**

Registration received beginning Tuesday, February 2, 2027: **\$200**

IMPORTANT NOTE: Your payment is the priority that secures your vendor table!

Participants will be provided with tablecloths, one (1) table, and chairs. Electrical service is limited and must be requested and paid for in advance. Electrical service cannot be guaranteed unless confirmed by VaBHMA. Vendors requiring electricity must bring approved extension cords and surge protectors. All electrical equipment must be disclosed in advance and comply with hotel safety requirements.

Meals: Boxed lunches are available for \$40 each. Each lunch includes your choice of a grilled chicken, herb-roasted turkey breast, smoked deli ham, or sliced roast beef sandwich, along with dessert and a beverage. The deadline to order a boxed lunch is Monday, February 22, 2027.

☐ I purchased a Black History Month Gala Ticket and will not need a Boxed Lunch.

☐ I want to order a Box Lunch. Check one: ___Turkey ___Ham ___Chicken ___Beef

☐ No, thank you.

Scan and email to: president@vabhma.com, or Mail the Vendor Registration Form and Fees to:

Virginia Black History Month Association

PO Box 41924

Fredericksburg, VA 22404

Your payment and the Vendor Registration Form must be completed and returned to the Virginia Black History Month Association by **Monday, February 1, 2027**, to be considered for a table.

You can also pay online with a credit card or download the form at: www.VABHMA.org

Vendor Registration Form

Tips from Successful Vendors

Here are some comments from our most successful vendors. We have provided these suggestions to help you attract customers and to help sell your products or services.

- Demonstrations of your product or service will help draw people to your booth.
- Offer low-priced, kid-friendly items as well as more expensive items for the more sophisticated shopper.
- Offer a way to accept credit card payments – shoppers will buy more and consider more expensive items if you do this. Go to www.squareup.com for easy solutions.
- Engage visitors as they go by! Don't just sit behind your booth – come out in front and greet people.
- Offer a raffle at your table and include email and phone as part of the raffle registration.
- Think about the design of your booth before you come. Make it colorful and visually appealing.
- Make sure prices are clearly marked.
- Bring a bag filled with items you might need: pens, markers, paper, scissors, tape, rubber bands, etc.
- Offer business cards, brochures, flyers, or other promotional items.
- Offer bags to customers who make a purchase.
- If you are selling clothing or jewelry, bring a mirror.
- A basket of candy draws in the casual passerby.
- Bring along a friend or family member to help you so you can have a break and visit with other vendors.
- Track your sales as you go so that end-of-day tax accounting is easy.