

DESTINATION: **SUCCESS**

←→
2024 CAI San Diego Marketing Plan

**RESERVE YOUR
ADVERTISING &
SPONSORSHIPS BEFORE
JANUARY 31, 2024!**

SAN DIEGO CHAPTER
community
ASSOCIATIONS INSTITUTE



MISSION STATEMENT

To reach all members by promoting the understanding of responsible governance and operations through education, communication, and professional ethics.



VISION STATEMENT

The premier provider of education, advocacy, and resources for community associations.

Navigate your way to success in 2024 with CAI San Diego!

Our programs have continued to grow in both quantity and quality of participants and planning now will make for a successful 2024 for your company.

Please check out our NEW FOR 2024 section! We've added some benefits, added some new sponsorship, and revamped some event structures. We've taken your feedback and incorporated it into our plan. Now it is time for your company to make your plan for success!

In 2023, many of the most popular event sponsorships SOLD OUT through the Marketing Plan. To make sure your company is front and center in 2024, submit a Marketing Plan and get it in early!

Returning for 2024 are Sponsorship Levels and Discounts. All event pricing in the Marketing Plan offers a discount as prices will go up for "a la carte" purchases in 2024.

Sponsors for all event and advertising is on a first come, first serve basis. We cannot "hold" sponsorships so be sure to submit a signed contract to guarantee the opportunities you want.

To secure your Marketing Plan, full payment must be received by January 31, 2024. After making your selections, please return the form to marketingplan@cai-sd.org. Payments accepted by credit card, ACH payment and check. Invoicing is available, and payment must be received by the January 31, 2024 deadline. If payment is not received, your Marketing Plan may be canceled.

Questions? Contact the chapter office at 858-836-1119 or email marketingplan@cai-sd.org.



SPONSORSHIP LEVELS

 <p>TITANIUM SPONSOR</p> <p>\$15,000 AND ABOVE</p>	<p>10% DISCOUNT</p> <p>When the combined total of all sponsorships, events, and advertising purchases total \$15,000 or more, and payment is received in full by January 31, 2024, you will receive:</p> <ul style="list-style-type: none"> • 10% discount off total purchase • Recognition as a Titanium sponsor with company logo displayed on signage at each event • Yearlong acknowledgement in <i>Community Insider</i> magazine • Yearlong acknowledgement on Chapter website with logo and link to corporate website • NEW FOR 2024! Six (6) complimentary Business Partner Passes – Use for any eligible event in 2024. (Non-eligible events: Awards Gala, Golf Tournament, and Day at the Races) Complimentary tickets must be used in 2024 calendar year • Logo featured on event blasts throughout the year • Recognition in Print Directory • Priority selection of your spot for trade shows and other table-display opportunities
 <p>PLATINUM SPONSOR</p> <p>\$10,000 TO \$14,999</p>	<p>8% DISCOUNT</p> <p>When the combined total of all sponsorships, events, and advertising purchases total between \$10,000 – \$14,999, and payment in full is received by January 31, 2024, you will receive:</p> <ul style="list-style-type: none"> • 8% discount off total purchase • Recognition as a Platinum sponsor with company logo displayed on signage at each event • Yearlong acknowledgement in <i>Community Insider</i> magazine • NEW FOR 2024! Four (4) complimentary Business Partner Passes – Use for any eligible event in 2024. (Non-eligible events: Awards Gala, Golf Tournament, and Day at the Races) Complimentary tickets must be used in 2024 calendar year • Yearlong acknowledgement on Chapter website with logo and link to corporate website • Logo featured on event blasts throughout the year • Recognition in Print Directory • Priority selection of your spot for trade shows and other table-display opportunities (following Titanium Sponsors)
 <p>GOLD SPONSOR</p> <p>\$5,000 TO \$9,999</p>	<p>5% DISCOUNT</p> <p>When the combined total of all sponsorships, events, and advertising purchases total between \$5,000 – \$9,999 and payment in full is received by January 31, 2024, you will receive:</p> <ul style="list-style-type: none"> • 5% discount off total purchase • Recognition as a Gold sponsor with company name displayed on signage at each event • Yearlong acknowledgement in <i>Community Insider</i> magazine • Yearlong acknowledgement on Chapter website with logo and link to corporate website • Recognition in Print Directory
 <p>SILVER SPONSOR</p> <p>\$3,000 TO \$4,999</p>	<p>When the combined total of all sponsorships, events, and advertising purchases total \$3,000 – \$4,999 and payment in full is received by January 31, 2024, you will receive:</p> <ul style="list-style-type: none"> • Recognition as a Silver sponsor with company name displayed on signage at each event • Yearlong acknowledgement in <i>Community Insider</i> magazine • Yearlong acknowledgement on Chapter website with company name and link to company website • Recognition in Print Directory

Cancellation Policy: Cancellation of an entire plan submitted is subject to a 50% non-refundable fee. Cancellation of any individual sponsorship is subject to a \$100 non-refundable deposit per sponsorship and MUST be made 14 working days prior to event. No cancellations for an event will be accepted after the 14-day deadline. If your sponsorship spot can be filled, we will allocate your funds as a credit towards a future 2024 event, less the \$100 non-refundable deposit. If your spot cannot be filled, you have waived your right to a credit. No credits will be given less than 14 business days prior to any event. 2024 Marketing Plan funds MUST be used within the 2024 calendar year. No 2024 Marketing Plan funds can be carried over to 2025. Any unused funds as of December 31, 2024 are considered forfeited to the Chapter.



CAI San Diego Chapter Event* Calendar

JANUARY

27 Awards Gala

FEBRUARY

6 HOA Academy Session 1
Via Zoom
13 HOA Academy Session 2
Via Zoom
20 HOA Academy Session 3
Via Zoom
22 San Diego Education
Luncheon and Trade Show
27 HOA Academy Session 4
Via Zoom

MARCH

7 St. Patrick's Day Shamrocks
& Shenanigans
28 North County Education
Luncheon and Trade Show

APRIL

6 Community Outreach - Walk
for Autism
18 Reverse Trade Show
22 CID Law Seminar Session
#1 – Morning – Virtual
23 CID Law Seminar Session #2
– Morning – Virtual
24 CID Law Seminar Session
#3 – Morning – Virtual

MAY

3 Softball Tournament
Sportsplex Santee

JUNE

6 Golf Tournament
20 Education Conference

JULY

12 Tiki Night – Kona Kai Resort
25 North County Lunch and Trade
Show

AUGUST

8 Day at the Races
22 San Diego Lunch and Trade
Show

SEPTEMBER

4 HOA Academy Session 1
Via Zoom
11 HOA Academy Session 2
Via Zoom
12 North County Lunch and Trade
Show
18 HOA Academy Session 3
Via Zoom
25 HOA Academy Session 4
Via Zoom

OCTOBER

4 CLAC Wine & Cheese Night
17 San Diego Education Luncheon
and Trade Show
15 Board Leadership Development
(BLD)
Part 1 – Via Zoom
22 Board Leadership Development
(BLD)
Part 2 – Via Zoom

NOVEMBER

2 Fall Festival (Tentative)
7 Legal Update/Almost Free Legal
Advice – San Diego Lunch and
Trade Show

DECEMBER

5 Holiday Trade Show – San Diego

**PLEASE NOTE: All dates are
subject to change without
notice and some event locations
are TBA. Check the chapter
website for the most up-to-
date information on events.
www.cai-sd.org*



Business Partner Passes for Titanium and Platinum Sponsors

We want to reward your commitment to the Chapter. As part of sponsor feedback, we've added complimentary Business Partner Passes for you to use throughout the year.

Titanium sponsors receive six (6) passes for eligible events and Platinum sponsors four (4) passes to use any time in 2024. Due to space limitations, the Awards Gala, Golf Tournament and Day at the Races are not eligible for pass use. You can use all your passes at a single event or spread them out over the year. It is up to you!

Exclusive Exhibitor Trade Show Time

In 2024, exhibitors at Educational Luncheons and Trade Shows will have exclusive time with manager and homeowner attendees. The first 40 minutes of all trade shows will be exclusively for our exhibitors. We want to be sure that exhibitors have the quality time they need with attendees while still allowing our other event sponsors time on the show floor as well.

New Educational Luncheon Reserve Table Sponsorship

We have added a new *Reserve Table Sponsorship* to our Educational Luncheons and Tradeshow. Business Partners can purchase a reserve table with a guaranteed 6 attendee seats. Invite managers to sit with you OR allow the Chapter to fill your table with managers/homeowners looking for complimentary attendance.

Print & Digital Advertising



Community Insider Magazine

Published quarterly, Community Insider magazine reaches an estimated 20,000 readers through its print and online distribution.

- ☐ Front Cover (single issue) **ONLY THREE AVAILABLE!**..... \$2,500
Limited to one time within a 12-month period. Includes professional photo shoot for cover photo, a 600-word article featuring 2 or 3 photos. Summer, Fall and Winter are available.
- ☐ Full Page (8.375" wide x 10.875")..... Single issue \$1,025
2 – 4 issues (per insertion) \$930
- ☐ 2/3 Page (4.875" wide x 9.875" tall)Single issue \$925
2 – 4 issues (per insertion) \$830
- ☐ 1/2 Page (7.375" wide x 4.75" tall).....Single issue \$815
2 – 4 issues (per insertion) \$720
- ☐ 1/3 Page (4.75" wide x 4.75" tall).....Single issue \$625
2 – 4 issues (per insertion) \$530



2024/2025 Membership Directory

To be released in Fall 2024, the print directory is a go-to source of information. Advertising in the directory will get your company noticed, while adding a service category ensures your company has the best representation possible.

- ☐ Front or Back Tab Premium (5" wide x 8" tall) \$990
- ☐ Inside Front Cover Premium (5" wide x 8" tall)..... \$990
- ☐ Inside Back Cover Premium (5" wide x 8" tall) \$990
- ☐ Outside Back Cover Premium (6" wide x 8" tall)..... \$990
- ☐ Full Page (4.5" wide x 7.5" tall)..... \$900
- ☐ Half Page (4.5 wide x 3.5" tall)..... \$650
- ☐ Quarter Page (2.25" wide x 3.5 tall) \$350
- ☐ Logo Listing..... \$225
- ☐ Additional Listing Category (each)..... \$75



**100% of the sponsorship benefits the Chapter's annual CLAC fundraising goal.*

The Bill Brief

Established in 2021, this newsletter is sent twice a year (Spring and Fall) featuring updates on legislation that effects the HOA industry. The click thru rate is high for this e-newsletter and it is quoted on other industry sites.

- ☐ Spring Issue \$250
- ☐ Fall Issue \$250
- ☐ Bundle Both Issues **SAVE \$100** \$400



Chapter Website Sponsor

Be featured on the front-page carousel on the Chapter's website. Yearly advertising includes a click-through to your website.

- ☐ Annual Website Sponsor\$825

Year Long Sponsorships



Yearly sponsorships keep your company name front and center at ALL Chapter events (social and educational) for 2024. Sponsorships are extremely limited. Offered on a first come, first served basis.

☐ Lanyard Sponsor – \$4,875 Exclusive Sponsorship

- Company full color logo printed on the official Chapter lanyard provided at all 2024 Chapter in-person events
- Recognition in *Community Insider* magazine
- Post-event attendee list (each event)



☐ Name Badge Sponsor – \$4,125 Exclusive Sponsorship

- Company full color logo on printed on attendee name badges at all 2024 Chapter in-person events
- Recognition in *Community Insider* magazine
- Post-event list of all event attendees



☐ Event Signage Sponsor – \$2,950 (Three available)

- Company full color logo on the bottom of every sign at all 2024 Chapter in-person events.
- Recognition in *Community Insider* magazine
- Post-event list of all event attendees



Community Outreach Annual Sponsorship

CAI San Diego cares about giving back to the community. Support our Community Outreach events as a year-long sponsor.

- Race for Autism – April 1
- Annual Food Drive
- Blood Drive
- Holiday Supply Drive

☐ Community Champion – \$1,500

- Logo on Community Cares T-Shirt
- Logo on all Community Outreach marketing materials
- Logo on website all photo pages for Community Outreach Events
- Recognition in *Community Insider* Magazine



☐ Community Supporter – \$800

- Company name on Community Cares T-Shirt
- Company name on all Community Outreach marketing materials
- Recognition in *Community Insider* magazine



In-Person Events



Educational Luncheon & Trade Show

SCHEDULED DATES:

February 22 – San Diego

March 28 – North County

July 25 – North County

August 22 – San Diego

September 12 – North County

October 17 – San Diego

November 7 – San Diego

Sponsorships are the best way to participate in our top-tier education programming. Due to space limitations, sponsors may be the only Business Partners to attend some functions.

☐ Program Sponsor – \$999 (2 available per event)

- Exclusive sponsorship that includes an exhibitor space
- Includes Three (3) company representatives
- Opportunity to purchase one (1) additional company representative for a reduced rate
- Includes Two (2) minutes of speaking time or pre-recorded video before the program begins
- Exclusive opportunity to put one (1) promotional item on all attendee tables. (Item to be approved by Chapter in advance of the event.)
- Company logo included on all table signs at attendee tables
- First choice of exhibit space (after Titanium, Platinum and CLAC Upgrade Sponsors)
- Logo on exclusive signage at event

☐ Exhibitor – \$759

- 6' draped table for display of promotional items
- Includes one (1) attendee from your company
- Opportunity to purchase two (2) additional company representative for a reduced rate
- Exclusive 40 minutes of floor time with manager and homeowner attendees before other business partner sponsor admittance.



☐ CLAC Exhibitor Upgrade – \$150 (6 available per event)

- Choose your display space before space is assigned
- 100% of sponsorship supports the Chapter's annual CLAC donation goal
- Company name on tabletop sign at registration

☐ Reserved Table Sponsor – \$575



- Includes One (1) reserved table of six (6) seats. Fill seats as you see fit – invite managers, homeowners or co-workers OR allow the Chapter to fill seats with managers/homeowners looking for complimentary attendance.
- Logo on table sign at event

☐ Photography Sponsor – \$325 (4 available per event)

- Company logo featured on Chapter website event photo gallery
- Includes one (1) company attendee
- Opportunity to purchase one (1) additional company attendee at a reduced rate

☐ Education Sponsor – \$300 (2 available per event)

- Company logo on signage at event tables
- Includes one (1) company attendee
- Opportunity to purchase one (1) additional company attendee at a reduced rate

☐ Network Sponsor – \$275

- Help us make these programs available to all managers and homeowners who want to attend
- Includes one (1) company attendee
- Opportunity to purchase one (1) additional company attendee at a reduced rate



Reverse Trade Show

April 18 – San Diego

Meet face-to-face with Management Company decision makers. Management Company members staff each table and Business Partners visit the tables for six-minute interactions, similar to speed dating. Registration is limited. Interaction Sponsor ensures **PRIORITY** scheduling. In 2023, slots **SOLD OUT**. Sponsorships guarantee attendance at the event.

☐ Title Sponsor – \$2,199 (2 available)

- Opportunity to introduce your company to the audience at the beginning of the program
- Priority Scheduling with Managers
- Includes four (4) company representatives.
- Scheduling can include simultaneous appointments with two different management companies (2 representatives at each appointment slot) ensuring maximum exposure for the sponsoring company.

☐ Interaction Sponsor – \$939

- Priority Scheduling with Managers
- Includes two (2) company attendees

☐ Lunch Sponsor – \$749 (4 available)

- Company logo displayed on buffet displays
- Includes one (1) attendee from your company. Appointments scheduled after Title and Interaction Sponsors are assigned.

☐ Drink Sponsor – \$599 (4 available)

- Company logo displayed on event bar signage
- Includes one (1) attendee from your company. Appointments scheduled after Title and Interaction Sponsors are assigned.

☐ Photography Sponsor – \$499 (4 available)

- Company logo on CAI San Diego Website Photo Gallery next to pictures of event
- Includes one (1) attendee from your company. Appointments scheduled after Title and Interaction Sponsors are assigned.

Education Conference & Trade Show – June 20 – San Diego

The Education Conference is a great learning opportunity for our Manager and Homeowner attendees, and a wonderful networking opportunity for our Business Partner members. Exhibit space is limited.

☐ Program Sponsor – \$2,550 (2 available)

- Sponsorship includes being an Exhibitor and having an additional mini-display inside a breakout room
- Includes two (2) minutes of speaking time or pre-recorded video before the program begins
- Includes two (2) attendees
- Priority placement of display table (after CLAC upgrade sponsors)
- Priority placement of mini-display inside breakout room

☐ Exhibitor and Breakout Education Session Sponsor – \$939 (8 available)

- 6' draped table for display of promotional items on Trade Show floor
- Additional mini-display inside a breakout room with opportunity to introduce your company to session participants at beginning of session
- Includes One (1) attendee

☐ Exhibitor – \$799

- 6' draped table on trade show floor
- Includes one (1) attendee
- Company name on PowerPoint presentation and event signage
- The Trade Show Hour BEFORE the educational sessions begin will be **EXCLUSIVELY** for exhibitors and manager/homeowner attendees.

NEW!

☐ CLAC Exhibitor Upgrade – \$150 (6 available)

- Choose your exhibit space before spaces are assigned
- 100% of upgrade goes directly to CLAC
- Company name on tabletop sign at registration

☐ Lunch Sponsor – \$599 (4 available)

- Company logo displayed on lunch tables
- Includes One (1) attendee

☐ Photography Sponsor – \$499 (4 available)

- Company logo on CAI San Diego Website Photo Gallery next to pictures of event
- Includes one (1) attendee from your company

☐ Network Sponsor – \$299

- Cover the cost of our managers attending this event!
- Includes one (1) attendee



Holiday Trade Show and Reception

December 5– San Diego

The perfect way to kick off the holiday season. Join friends old and new for a festive day of mixing and mingling.

☐ Festivities Sponsor – \$899 (2 available)

- Exclusive sponsorship that includes an exhibitor space - \$699 value
- First choice of exhibit space (after Titanium, Platinum and CLAC Upgrade Sponsors)
- Includes Four (4) company representatives
- Includes Two (2) minutes of speaking time/video before the program begins
- Exclusive opportunity to put one (1) promotional item on all attendee tables. (Item to be approved by Chapter in advance of the event.)
- Logo on exclusive signage at event

☐ Exhibitor – \$749

- Space is limited and will sell quickly! Reserve your display today
- 6' draped table for display of promotional items
- Includes two (2) attendees from your company
- Opportunity to purchase one (1) additional company representative at a reduced rate

☐ CLAC Exhibitor Upgrade – \$150 (10 available)

- Choose your exhibit space before exhibit space is assigned. Selection based on date of sponsorship purchase.
- 100% of upgrade goes directly to CLAC
- Company name on tabletop sign at registration

☐ Game Sponsor – \$549 (4 available)

- Logo displayed at the start of the games.
- Includes one (1) attendee from your company
- Opportunity to purchase one (1) additional company representative at a reduced rate

☐ Photography Sponsor – \$399 (4 available)

- Company logo on CAI San Diego Website Photo Gallery next to pictures of event
- Includes one (1) attendee from your company
- Opportunity to purchase one (1) additional company representative at a reduced rate

☐ Drink Ticket Sponsor - \$349 (4 available)

- Logo on the Drink Tickets for the CLAC Holiday Specialty bar! Proceeds from the CLAC Bar go towards the Chapter's CLAC goal.
- Includes four (4) complimentary drink tickets
- Includes one (1) attendee from your company
- Opportunity to purchase one (1) additional company representative at a reduced rate

☐ Coffee Bar Sponsor - \$329 (2 available)

- Logo displayed at Coffee Bar
- Includes one (1) attendee from your company
- Opportunity to purchase one (1) additional company representative at a reduced rate

☐ Holiday Networking Sponsor – \$299

- Your sponsorship enables managers to attend this event for free!
- Includes one (1) company attendee
- Opportunity to purchase one (1) additional company representative at a reduced rate



Online Educational Events

Held via Zoom, these educational opportunities offer a variety of easy ways to get your company's name in front of managers and homeowners. Sponsorships are the only way to attend these on-line educational events.



Board Leadership Development

Offers the essentials for managers and homeowners
Two Sessions – October 15 and October 22

☐ Title Sponsor (2 available) – \$650

- Opportunity to show a 2-minute video show at the start of each session. Can be the same or different videos for each session.
- Logo on Zoom background for ALL sessions
- Logo on all marketing materials
- Logo on CAI SD website
- Logo and company contact information on sponsor thank you presentation during the program
- Post-Event list of all program attendees
- One complimentary registration for each session

☐ Individual Session Sponsor – \$350 (4 available, 2 per session)

- 2-minute video shown before one individual session. Sponsors select session based on date registration is received.
- Logo on Zoom background for one individual session
- Logo on all marketing materials
- Logo on CAI SD website
- Logo and company contact information on sponsor thank you presentation during the program
- Post-Event list of all program attendees
- One complimentary registration for a single session (sponsor's choice)

☐ CLAC Sponsorship – \$75

All sponsorship proceeds go towards the Chapter's CLAC fundraising goal.
Sponsorship includes:

- Company logo on the CLAC Sponsorship Slide during the Academy
- Company name on event marketing material.
- Post-Event list of all Academy attendees

☐ Gift Card Sponsor – \$55

- Company name on event marketing materials
- Logo and company contact information during sponsor thank you presentation.
- Post-Event list of all Academy attendees



HOA Academy

Presented TWICE in 2024 – February (Tuesdays) and September (Wednesdays). Sponsor both programs (February and September) for a discount.

Launched in 2021, this program is hugely popular and attracts over 150 homeowners for a four-week HOA essentials program covering five essential areas: legal, finance, reserves, insurance and maintenance, contracts, and bidding.



☐ Title HOA Academy Sponsor (2 available per program)

- ☐ February OR September\$1,119
- ☐ Sponsor BOTH February and September\$1,900

- Opportunity to show a 2-minute video show at the start of each session. Can be the same or different videos for each session.
- Logo on Zoom background for ALL sessions
- Logo on all marketing materials
- Logo on CAI SD website
- Logo and company contact information on sponsor thank you presentation during the Academy
- Post-Event list of all Academy attendees
- One complimentary registration for each session

☐ Individual Session Sponsors (4 available, one per session)

- ☐ February OR September per Individual Session\$500
- ☐ Sponsor BOTH February and September per Ind. Session\$800

- 2-minute video shown before a single session. Sponsor selects session based on date sponsorship is reserved
- Logo on Zoom background for a single session
- Logo on all marketing materials
- Logo on Chapter website event page
- Logo and company contact information on sponsor thank you presentation during the Academy
- Post-event list of all Academy attendees
- One complimentary registration for one session (sponsor’s choice)

☐ CLAC Sponsor – \$75

- All sponsorship proceeds go towards the Chapter’s CLAC fundraising goal
- Company logo on the CLAC sponsorship slide during the Academy
- Company name on event marketing material.
- Post-event list of all Academy attendees

☐ Gift Card Sponsor – \$55

- Company name on event marketing materials
- Logo and company contact information during sponsor thank you presentation.
- Post-event list of all Academy attendees

Common Interest Development (CID) Law Course

The most comprehensive HOA-focused legal course available for managers and homeowners.

Three Sessions: April 3, 4 and 5

☐ Title Sponsor – \$850 (2 available)

- Opportunity to show a 2-minute video show at the start of each session. Can be the same or different videos for each session.
- Logo on Zoom background for ALL sessions
- Logo on all marketing materials
- Logo on Chapter website event page
- Logo and company contact information on sponsor thank you presentation during the program
- Post-event list of all Seminar attendees
- One complimentary registration for each session

☐ Individual Session Sponsors – \$450 (4 Available, 2 per session)

- 2-minute video shown before one individual session. Sponsors select session based on date sponsorship is reserved
- Logo on Zoom background for one individual session
- Logo on all marketing materials
- Logo on Chapter website event page
- Logo and company contact information on sponsor thank you presentation during the program
- Post-event list of all Seminar attendees
- One complimentary registration for 1 session (sponsor's choice)

☐ CLAC Sponsor – \$75

- All sponsorship proceeds go towards the Chapter's CLAC fundraising goal
- Company logo on the CLAC sponsorship slide during the Seminar
- Company name on event marketing material
- Post-event list of all Seminar attendees

☐ Gift Card Sponsor – \$55

- Company name on event marketing materials
- Logo and company contact information during sponsor thank you presentation.
- Post-Event list of all Seminar attendees



Social Events



Our social events provide the opportunity for members to come together in fun, relaxed atmospheres. Sponsors receive priority registration and, in some cases, are the only Business Partners admitted to an event due to space limitations.

All sponsors for social events receive the following benefits. Individual sponsorship benefits listed under specific sponsorship types.

Universal Social Sponsorship Benefits:

- Company name on event signage
- Recognition on the CAI San Diego website and e-marketing (e-blasts and social media)
- Recognition in *Community Insider* magazine
- Post-event list of all attendees

Awards Gala

January 27

Saturday Night Fever! Disco down as we honor 2023 award nominees and kick-off 2024

☐ Title Sponsor – \$3,125 (2 available)

- Title sponsorship featuring company logo on all promotional material
- Logo featured on promotional item given out to all guests
- Opportunity to greet the attendees with two (2) minutes of speaking time or video at the start of the program
- Includes one table of ten (10) with reserved seating near stage, logo displayed on the table

☐ Photobooth Sponsor – \$2,500 (2 available)

- Logo featured on 5 x 7 print and digital photos given to guests. A themed background will be used to commemorate the evening and provide a lasting memento
- Logo featured on link to event digital photo book sent to all photobooth guests
- Includes four (4) registrations
- Logo featured on event signage

☐ Reception Sponsor – \$2,000 (1 available)

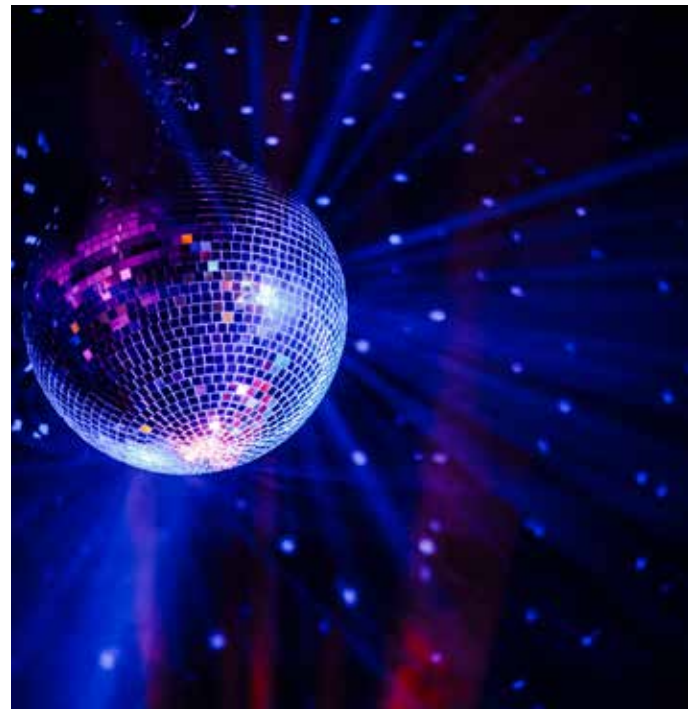
- Sponsor the cocktail reception before the party begins
- Logo on exclusive signage at the reception
- Includes four (4) registrations

☐ Awards Dinner Table Sponsor – \$1,900

- One table of ten (10) with reserved seating near stage, logo displayed on table signage

☐ Drink Ticket Sponsor – \$800 (4 available)

- Company logo on drink tickets
- Includes two (2) registrations



☐ Centerpiece Sponsor – \$750 (4 available)

- Company logo displayed on table tent at all banquet tables
- Includes one (1) registration

☐ Music Sponsor – \$600 (4 available)

- Exclusive logo signage near stage
- Includes one (1) registration

☐ Registration Sponsor - \$500 (4 available)

- Exclusive signage near registration
- Includes one (1) registration



St. Patrick's Day Shamrocks & Shenanigans

March 7

Join your friends for an Irish celebration of food and drink. Limited attendance. Sponsors will be the only Business Partners in attendance.

☐ Leprechaun Sponsor – \$899 (2 available)

- Title sponsor for the event
- Logo on event signage
- Includes four (4) registrations

☐ Four Leaf Clover Sponsor – \$375

- Includes two (2) registrations



Softball Tournament

May 3 | Sportsplex Santee

Benefiting CLAC, the Softball Tournament will no doubt hit it out of the ballpark.



☐ Full Team (12 Players) – \$850

- Exclusive right to name your team
- Exclusive ability to hang your own company banner at the event

☐ Ball Sponsor – \$550 (1 available)

- Company logo on all game balls
- Opportunity to throw out ceremonial first pitch
- Option to set up display table at a prime location – near the Registration Table where all attendees check in. Sponsor to provide pop-up tent/umbrella, table and chairs. No alcohol is permitted to be served.
- Includes two (2) Spectator Registrations

☐ Field Sponsor – \$500 (3 available)

- Company logo on large banner at one of the three fields used for the tournament
- Option to set up display table at a prime location. Sponsor to provide their own pop-up tent/umbrella, table and chairs. No alcohol is permitted to be served.
- Includes two (2) Spectator Registrations

☐ Batting Cage Sponsor – \$400 (2 available)

- Option to set up display table at a prime location – the Batting Cages. Sponsor to provide pop-up tent/umbrella, table and chairs. No alcohol is permitted to be served.
- Includes two (2) Spectator Registrations

☐ Lunch Sponsor – \$350 (1 available)

- Option to set up display table at a prime location – inside the air-conditioned snack bar area where lunch will be served. No alcohol is permitted to be served.
- Includes one (1) Spectator registration

☐ Display Booth Sponsor – \$200 (12 available)

- Option to set up display table at event. Sponsor to provide their own pop-up tent/umbrella, table and chairs. No alcohol is permitted to be served.
- Includes One (1) Spectator registration

☐ Awards Sponsor – \$150 (1 available)

- Company logo on Awards presented to tournament winners
- Includes One (1) Spectator registration

Annual Golf Tournament

June | Rancho Bernardo Inn

Always a great outing, come and enjoy a day on the links with industry friends. All hole sponsors SOLD OUT with the 2023 Marketing Plan!



☐ Putting Contest Sponsor – \$750 (1 available)

- Exclusive option to set up table, greet players and distribute promotional materials at the Putting Contest. Sponsor to provide pop-up tent/umbrella, table and chairs.
- Includes one (1) non-player company representative

☐ Potty Sponsor – \$725 (2 available)

- Company representative to drive course in golf cart assisting golfers to the Potty
- Includes one (1) non-player company representative

☐ Pre-Sale Foursome Package – \$950

- Purchase your foursome through the Marketing Plan and save. Foursome price will go up after January 31, 2024.

☐ Lunch Sponsor – \$450 (4 available)

- Company logo on Lunch Ticket
- Includes one (1) non-player company representative

☐ Drink Ticket Sponsor – \$450 (4 available)

- Company logo on Drink Ticket
- Includes one (1) non-player company representative

☐ Awards Buffet Sponsor – \$400 (4 available)

- Company logo on signage at Awards Buffet
- Includes one (1) non-player company representative

☐ Premium Hole Sponsor – \$1,950 (2 available)

- Hole exclusivity with the option to serve alcohol. An additional fee is required to serve alcohol and all alcohol must be purchased from the golf course.
- First option to select hole location on the course.
- Option to set up table on hole, meet and greet all players, distribute promotional items. Sponsor to provide pop-up tent/umbrella, table, and chairs.
- Includes one (1) Foursome registration
- Includes four (4) company representatives at the tournament (non-player)

☐ Deluxe Hole Sponsor – \$1,675 (4 available)

- Hole exclusivity with the option to serve alcohol. An additional fee is required to serve alcohol and all alcohol must be purchased from the golf course.
- Hole exclusivity with the option to set up table on hole, meet and greet all players, distribute promotional items. Sponsor to provide pop-up tent/umbrella, table and chairs.
- Includes One (1) Foursome
- Includes Two (2) company representatives at the tournament (non-player)

☐ Hole Sponsor – \$995 (12 available)

- Hole exclusivity with the option to set up table on hole, meet and greet all players, distribute promotional items. Sponsor to provide pop-up tent/umbrella, table and chairs.
- Includes two (2) company representatives at the tournament (non-player)

☐ Team Photo Sponsor – \$850 (4 available)

- Company logo featured on all team photos taken at event. All golfers receive a color print of their team photo.
- Includes two (2) non-player company representatives





Tiki Party

July 12 | Kona Kai Resort

A fun tropical getaway evening, one of the most popular events of the year.

☐ Aloha Sponsor – \$3,000 (2 available)

- Premier sponsorship prominently featuring your company logo on all promotional materials
- Logo featured on commemorative give-away item
- Includes four (4) registrations
- Logo on signage at event

☐ Photobooth Sponsor – \$2,500 (2 available)

- Capturing the evening will be amazing 5 x 7 print and digital photos of couples or groups with a tropical themed background. The perfect way to commemorate the evening.
- Logo featured on all 5 x 7 print photos handed out to guests that evening
- Logo featured on link to event digital photo book sent to all photobooth guests
- Company name on the email sent to all photobooth guests with link to digital photo book
- Includes four (4) registrations
- Logo on event signage

☐ Tiki Bar Sponsor – \$950 (4 available)

- Company logo on all drink tickets for the event
- Includes two (2) registrations
- Logo on event signage

☐ Luau Sponsor – \$600 (4 available)

- Company logo displayed at buffet bar
- Includes one (1) registration
- Logo on event signage

☐ Tattoo Station Sponsor – \$550 (2 available) Back by popular demand!

- Logo on signage at the temporary tattoo station
- Opportunity for sponsor representatives to man the tattoo station
- Includes one (1) registration

☐ Pre-Sale 4-Pack Tickets – \$645

- Buy your tickets early for this popular event! This is the lowest price they will be offered at, prices will increase after January 31, 2024.

☐ Shave Ice Sponsor – \$500 (4 available) Back by popular demand!

- Logo on signage at the popular dessert destination
- Includes one (1) registration

☐ Music Sponsor – \$400 (4 available)

- Company logo displayed on signage at the event
- Includes one (1) registration

☐ Fire Dancer Sponsor – \$300 (4 available)

- Company logo displayed on signage at the event
- Includes one (1) registration



Join us for food, fun and the ponies!



Day at the Derby

ANNUAL DAY AT THE RACES EVENT



Day at the Races

August 8 | Del Mar Thoroughbred Club

Come bet on the ponies or just enjoy the beautiful atmosphere at the historic Del Mar Racetrack. Attendee tickets SOLD OUT in 2023. Purchasing through the Marketing Plan guarantees your place at the track.

☐ Seabiscuit Premier Sponsor – \$1,500 (4 available)

- Reserved seating at event
- Includes four (4) registrations
- Logo on table tents at event
- Logo on exclusive event signage

☐ Win Sponsor – \$1,000 (4 available)

- Reserved seating at event
- Includes two (2) registrations
- Logo on table tents at event
- Logo on exclusive signage at event

☐ Trifecta Sponsor – \$800 (4 available)

- Includes two (2) registrations
- Logo on event signage

☐ Drink Ticket Sponsor – \$600 (4 available)

- Company logo featured on drink ticket
- Company logo on signage at bars
- Includes one (1) registration

☐ Photography Sponsor – \$500 (4 available)

- Company logo on CAI San Diego website Event Photo Gallery
- Includes one (1) registration
- Company name on event signage

☐ Lucky Race Ticket Sponsor – \$400 (4 available)

- All attendees are entered into a drawing to receive a \$20 WIN ticket for a horse in a designated race. The winner of the WIN ticket could win thousands! All other tickets from the designated race receive a \$25 gift card consolation prize.
- Includes one (1) registration

☐ Appetizer Sponsor – \$400 (6 available)

- Company logo displayed on signage at the appetizer bar
- Includes one company attendee

☐ Pre-Sale 4-Pack Tickets – \$645

- Buy your tickets early for this popular event. Tickets sold out through the Marketing Plan in 2023.



CLAC Wine Night

October 4 | Vintana Wine + Dine

Wine and dine with your industry friends and support the California Legislative Action Committee (CLAC). Proceeds from the event go to the Chapter's CLAC donation goal for the year. Mix and mingle for this worthwhile cause!

☐ **Vintage Sponsor – \$2,000 (2 available)**

- Premier sponsorship prominently featuring your company logo on all promotional materials
- Logo featured on commemorative give-away item
- Includes four (4) registrations
- Logo on event signage

☐ **Vineyard Sponsor \$1,000 (4 available)**

- Company logo on all promotional materials
- Includes two (2) registrations
- Logo on event signage

☐ **Barrel Sponsor – \$750 (4 available)**

- Company name on all promotional materials
- Includes one (1) registration
- Logo on event signage

☐ **Photography Sponsor – \$600 (3 available)**

- Company logo on CAI San Diego website Event Photo Gallery
- Includes one (1) registration

☐ **Appetizer Sponsor – \$500 (4 available)**

- Company logo on tabletop signs
- Includes one (1) registration

☐ **Dessert Sponsor – \$500 (4 available)**

- Company logo on tabletop signs at the event.
- Includes one (1) registration

☐ **CLAC Donation – \$75 (unlimited)**

- Company name on table top signage

☐ **Pre-Sale 4-Pack Tickets – \$645**

- Buy your tickets early for this popular event!





Fall Festival

November 2

Our newest event for the whole family. Sponsor this casual, fun-filled family event.

☐ Title Event Sponsor **\$850 (2 Available)**

- Includes two (2) minutes of microphone time to greet guests at event
- Opportunity to have pop-up tent with carnival game (sponsors to provide pop-up tent and game)
- Four (4) attendee tickets
- Logo on event signage

☐ Big Game Sponsor **\$650 (4 available)**

- Display table next to one of the 2 BIG GAMES at the event
- Sponsor can help run the Big Game
- Name on event signage
- Two (2) attendee tickets

☐ Carnival Sponsor **\$500 (10 available)**

- Opportunity to have pop-up tent with carnival game (sponsors to provide pop-up tent and game)
- Two (2) attendee tickets
- Company name on event signage

☐ Festivities Sponsors **\$275**

- Company name on event signage
- One (1) attendee ticket



No Time to Wait! Get your Marketing Plan In FAST!

As soon as the Marketing Plan is released sponsorships start selling out.

The deadline is January 31, 2024 but don't wait or you may miss out, make your choices today!

To have your 2024 Marketing Plan confirmed as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org



2024 MARKETING PLAN RESPONSE FORM

To have your 2024 Marketing Plan confirmed as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org

All sponsorships are available on first come, first served basis and reserved in the order received. If a selected sponsorship is unavailable, the chapter will contact you to select an alternative. Please fill in the total price column with your choices. Thank you for your continued support of CAI San Diego. Additional Category selection will be administrated in March.

COMMUNITY INSIDER MAGAZINE ADVERTISING – MULTIPLE ISSUES IS THE BEST VALUE!

SINGLE ISSUE RATES – CHOOSE ONE: ☐ SUMMER 2024 ☐ FALL 2024 ☐ WINTER 2024

TOTAL PRICE

Cover (Limited to one per company, per year) SPRING SOLD, CHOOSE SUMMER, FALL OR WINTER COVER ONLY	\$2,500	
Full Page	\$1,025	
2/3 Page	\$925	
1/2 Page	\$815	
1/3 Page	\$625	

2 TO 4 ISSUES – CHOOSE ALL THAT APPLY: ☐ SPRING 2024 ☐ SUMMER 2024 ☐ FALL 2024 ☐ WINTER 2024

TOTAL PRICE

Full Page	\$930 x number of issues =	
2/3 Page	\$830 x number of issues =	
1/2 Page	\$720 x number of issues =	
1/3 Page	\$530 x number of issues =	

2024-2025 MEMBERSHIP DIRECTORY PRINT ADVERTISING

TOTAL PRICE

Front Tab Premium	\$990	
Back Tab Premium	\$990	
Inside Front Cover Premium	\$990	
Inside Back Cover Premium	\$990	
Outside Back Cover Premium	\$990	
Full Page	\$900	
Half Page	\$650	
Quarter Page	\$350	
Logo Listing (each)	\$225 x number of logos =	
Additional Listing Category (each)	\$75 x number of additional service categories =	

THE BILL BRIEF E-NEWSLETTER DIGITAL ADVERTISING

TOTAL PRICE

Spring & Fall Issue Bundle – SAVE \$100	\$400	
Spring Issue	\$250	
Fall Issue	\$250	

ANNUAL WEBSITE SPONSOR

TOTAL PRICE

Chapter Website Sponsor	\$825	
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YEARLY SPONSORSHIPS

TOTAL PRICE

Lanyard Sponsorship – Exclusive	\$4,875	
Name Badge Sponsor – Exclusive	\$4,125	
Event Signage Sponsor (3 available)	\$2,950	

COMMUNITY OUTREACH ANNUAL SPONSORSHIP

TOTAL PRICE

Community Champion	\$1,500	
Community Supporter	\$800	

In-Person Educational Events

To have your 2024 Marketing Plan confirmed as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org

EDUCATIONAL LUNCHEONS & TRADE SHOWS | SD=SAN DIEGO, NC=NORTH COUNTY

TOTAL PRICE

Program Sponsor – 2 available per program	\$999 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 22-SD <input type="checkbox"/> Mar 28-NC <input type="checkbox"/> Jul 25-NC <input type="checkbox"/> Aug 22-SD <input type="checkbox"/> Sept 12-NC <input type="checkbox"/> Oct 17-SD <input type="checkbox"/> Nov 7-SD		
Exhibitor	\$759 per program x number of programs =	
CLAC Exhibitor Upgrade – 6 available, must purchase an Exhibitor Sponsorship	\$150 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 22-SD <input type="checkbox"/> Mar 28-NC <input type="checkbox"/> Jul 25-NC <input type="checkbox"/> Aug 22-SD <input type="checkbox"/> Sept 12-NC <input type="checkbox"/> Oct 17-SD <input type="checkbox"/> Nov 7-SD		
Reserved Table Sponsor	\$575 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 22-SD <input type="checkbox"/> Mar 28-NC <input type="checkbox"/> Jul 25-NC <input type="checkbox"/> Aug 22-SD <input type="checkbox"/> Sept 12-NC <input type="checkbox"/> Oct 17-SD <input type="checkbox"/> Nov 7-SD		
Photography Sponsor – 2 available per luncheon	\$325 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 22-SD <input type="checkbox"/> Mar 28-NC <input type="checkbox"/> Jul 25-NC <input type="checkbox"/> Aug 22-SD <input type="checkbox"/> Sept 12-NC <input type="checkbox"/> Oct 17-SD <input type="checkbox"/> Nov 7-SD		
Education Sponsor – 2 available per luncheon	\$300 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 22-SD <input type="checkbox"/> Mar 28-NC <input type="checkbox"/> Jul 25-NC <input type="checkbox"/> Aug 22-SD <input type="checkbox"/> Sept 12-NC <input type="checkbox"/> Oct 17-SD <input type="checkbox"/> Nov 7-SD		
Network Sponsor	\$275 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 22-SD <input type="checkbox"/> Mar 28-NC <input type="checkbox"/> Jul 25-NC <input type="checkbox"/> Aug 22-SD <input type="checkbox"/> Sept 12-NC <input type="checkbox"/> Oct 17-SD <input type="checkbox"/> Nov 7-SD		

REVERSE TRADE SHOW | APRIL 18, SAN DIEGO

TOTAL PRICE

Title Sponsor – 2 available	\$2,199	
Interaction Sponsor	\$939	
Lunch Sponsor – 4 available	\$749	
Drink Sponsor – 4 available	\$599	
Photography Sponsor – 4 available	\$499	

EDUCATION CONFERENCE & TRADE SHOW | JUNE 20, SAN DIEGO

TOTAL PRICE

Program Sponsor – 2 available	\$2,550	
Exhibitor and Breakout Education Session Sponsor – 8 available	\$939	
Exhibitor	\$799	
Add CLAC Exhibitor Upgrade – 6 available (must also purchase Exhibitor)	\$150	
Lunch Sponsor – 4 available	\$599	
Photography Sponsor – 4 available	\$499	
Network Sponsor	\$299	

HOLIDAY TRADE SHOW & RECEPTION | DECEMBER 5

TOTAL PRICE

Festivities Sponsor – 2 available	\$899	
Exhibitor	\$749	
Add CLAC Exhibitor Upgrade – 10 available (must also purchase Exhibitor)	\$150	
Game Sponsor – 4 available	\$549	
Photography Sponsor – 4 available	\$399	
Drink Ticket Sponsor – 4 available	\$349	
Coffee Bar Sponsor – 4 available	\$329	
Holiday Networking Sponsor	\$299	

Online Educational Events

BOARD LEADERSHIP WORKSHOP

TOTAL PRICE

Title Sponsor – 2 available	\$650	
Individual Session Sponsors – 4 available, 2 per individual session	\$350	
CLAC Sponsorship	\$75	
Gift Card Sponsor	\$55	

Online Educational Events Cont'd.

To have your 2024 Marketing Plan confirmed as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org

HOA ACADEMY

TOTAL PRICE

Title Sponsor – 2 available per program Choose Program: <input type="checkbox"/> February <input type="checkbox"/> September	\$1,119	
Dual Title Sponsor – BOTH February and September – Best Value!	\$1,900	
Individual Session Sponsors – 4 available, 2 per individual session Choose Program: <input type="checkbox"/> February <input type="checkbox"/> September	\$500	
Dual Individual Session Sponsor – BOTH February and September – Best Value!	\$800	
CLAC Sponsor	\$75	
Gift Card Sponsor	\$55	

COMMON INTEREST DEVELOPMENT (CID) LAW COURSE – THREE ONLINE SESSIONS, APRIL 22, 23, 24

TOTAL PRICE

Title Sponsor – 2 available	\$800	
Individual Session Sponsor – 6 available, 2 per session	\$350	
CLAC Sponsor	\$75	
Gift Card Sponsor	\$55	

Social Events

AWARDS GALA – SATURDAY NIGHT FEVER! | JANUARY 27

TOTAL PRICE

Title Sponsor – 2 available	\$3,250	
Photobooth Sponsor – 2 available	\$2,500	
Reception Sponsor – 1 available	\$2,000	
Awards Dinner Table Sponsor	\$1,900	
Drink Ticket Sponsor – 4 available	\$800	
Centerpiece Sponsor – 4 available	\$750	
Music Sponsor – 4 available	\$600	
Registration Sponsor – 4 available	\$500	

ST. PATRICK'S DAY SHAMROCKS & SHENANIGANS | MARCH 7

TOTAL PRICE

Leprechaun Sponsor – 2 available	\$899	
Four Leaf Clover Sponsor	\$375	

SOFTBALL TOURNAMENT | MAY 3

TOTAL PRICE

Full Team (12 Players)	\$850	
Ball Sponsor – 1 available	\$500	
Field Sponsor – 3 available	\$500	
Batting Cage Sponsor – 2 available	\$400	
Lunch Sponsor – 1 available	\$350	
Display Booth Sponsor – 12 available	\$200	
Awards Sponsor – 1 available	\$150	

ANNUAL GOLF TOURNAMENT | JUNE 6

TOTAL PRICE

Premium Hole Sponsor – 2 available	\$1,950	
Deluxe Hole Sponsor – 4 available	\$1,675	
Hole Sponsor – 12 available	\$995	
Team Photo Sponsor – 4 available	\$850	
Putting Contest Sponsor – 1 available	\$750	
Potty Sponsor – 2 available	\$725	
Lunch Sponsor – 4 available	\$450	
Drink Ticket Sponsor – 4 available	\$450	
Awards Dinner Sponsor – 4 available	\$400	
Pre-Sale Foursome Package	\$950	

Social Events Cont'd.

To have your 2024 Marketing Plan confirmed as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org

TIKI PARTY | JULY 12

TOTAL PRICE

Aloha Sponsor – 2 available	\$3,000	
Photobooth Sponsor – 2 available	\$2,500	
Tiki Bar Sponsor – 4 available	\$950	
Luau Sponsor – 4 available	\$600	
Tattoo Station Sponsor – 2 available	\$550	
Shave Ice Sponsor – 4 available	\$500	
Music Sponsor – 4 available	\$400	
Fire Dancer Sponsor – 2 available	\$300	
Pre-Sale 4-Pack Tickets	\$645	

DAY AT THE RACES | AUGUST 8

TOTAL PRICE

Seabiscuit Premier Sponsor – 4 available	\$1,500	
Win Sponsor – 4 available	\$1,000	
Trifecta Sponsor – 4 available	\$800	
Drink Ticket Sponsor – 4 available	\$600	
Photography Sponsor – 4 available	\$500	
Lucky Race Ticket Sponsor – 4 available	\$400	
Appetizer Sponsor – 6 available	\$400	
Pre-Sale 4-Pack Tickets	\$645	

CLAC WINE NIGHT | OCTOBER 4

TOTAL PRICE

Vintage Sponsor – 2 available	\$2,950	
Vineyard Sponsor – 4 available	\$1,000	
Barrel Sponsor – 4 available	\$650	
Photography Sponsor – 4 available	\$500	
Appetizer Sponsor – 4 available	\$500	
Dessert Sponsor – 4 available	\$500	
CLAC Donation	\$75	
Pre-Sale 4-Pack Tickets	\$645	

FALL FESTIVAL | NOVEMBER 2

TOTAL PRICE

Title Sponsor – 2 available	\$800	
Big Game Sponsor – 4 available	\$650	
Carnival Sponsor – 10 available	\$500	
Festivities Sponsor	\$275	

Total of All Sponsorships

GRAND TOTAL

2024 Marketing Plan Total Purchase	
Apply Discount (expires 1/31/24) – Gold 5% Off: \$5,000 to \$9,999 Platinum 8% Off: \$10,000 to \$14,999 Titanium 10% Off: \$15,000+	
Total After Discount (if applicable)	

To have your 2024 Marketing Plan confirmed as quickly as possible,
please return this entire form via email to marketingplan@cai-sd.org

COMPANY NAME

TERMS and CONDITIONS: Benefits of sponsorships are subject to change without notice. Events may be canceled, or dates changed without prior notice. Cancellation of an entire submitted Marketing Plan is subject to a 50% non-refundable fee. Cancellation or transferring of any advertising or sponsorship will result in a \$100 administrative fee per occurrence if cancelled or transferred more than 14 days prior to the event or advertising deadline. No refunds or transfers will be given for sponsorships or advertising less than 14 days prior to an event or advertising deadline. When events are cancelled or changed due to circumstances beyond the control of CAI-SD, including a pandemic or other disasters, the Chapter will do its best to transfer sponsorships to advertising or non-event sponsorships. The Chapter is unable to provide cash refunds. Some sponsorships show limits; however, these limits may change. All sponsorships are confirmed on a first-come, first-served basis. A signed contract is required to guarantee all sponsorships and advertising. Emails or phone calls to Chapter staff will not constitute the agreement of a Marketing Plan and staff cannot "hold" sponsorships for any company. Full payment is due by January 31, 2024. If payment is not received by January 31, 2024, sponsorships may be sold to others. All prices quoted are CAI-SD member pricing. Non-member pricing is an additional 50% over the published price.

AGREEMENT: The undersigned represents that they have authority to enter into this agreement on behalf of their company and hereby accepts and agrees to be bound by the terms and conditions herein.

SIGNATURE (REQUIRED)

DATE

PRINT NAME

COMPANY INFORMATION

COMPANY NAME

COMPANY ADDRESS

CITY

STATE

ZIP

PHONE

CONTACT PERSON

EMAIL ADDRESS

WEBSITE

PAYMENT INFORMATION – NOTE: PLEASE DO NOT SEND PAYMENT TO CAI NATIONAL IN VIRGINIA

*Payment will not be processed until purchases have been confirmed by CAI SD staff. Please keep a copy of this agreement for your records. **For quicker processing, please return this ENTIRE form via email to marketingplan@cai-sd.org.** Thank you for your support of CAI San Diego!*

CREDIT CARD: ☐ MASTERCARD ☐ VISA ☐ AMEX

☐ CHECK PAYABLE TO CAI SAN DIEGO

CARD NUMBER

EXP. DATE

CVV

CARDHOLDER NAME

CREDIT CARD BILLING ADDRESS

CITY

STATE

ZIP

SIGNATURE OF CARDHOLDER

DATE



IF PAYING BY CHECK PLEASE INCLUDE YOUR ORDER FORM AND MAIL TO:
CAI San Diego, 9920 Pacific Heights Blvd., Suite 150, San Diego, CA 92121
QUESTIONS? Email marketingplan@cai-sd.org or
call the Chapter office at 858.836.1119

**MEMBERSHIP DIRECTORY PRIMARY & ADDITIONAL CATEGORIES FOR REFERENCE ONLY
YOU WILL BE SENT AN ELECTRONIC FORM IN MARCH 2024 FOR CATEGORY SELECTION**

Access Controls
Accountants & Bookkeeping Services
Animal Control Services
Arbitrators & Mediators
Arborists
Architects/Architectural Review
Asphalt Repair & Paving
Assessment Collection Services
Attorneys
Awnings & Trellises
Backflow Services
Balcony & Deck Inspections
Banking & Financial Services
Biohazard Clean-Up Services
Building Maintenance & Repair
Concrete Products, Maintenance & Repair
Construction Defect Analysis
Construction Management
Decking Products & Services
Destructive Testing
Document Processing
Election Services
Electrical Contractors
Elevator Products & Services
Emergency Monitoring Services
Emergency Restoration Services
Engineering Services
Environmental Products & Services
Expert Witness
Fencing, Gates & Doors
Fire Safety
Foreclosures
General Contractors
Gutters & Gutter Cleaning
HVAC – Heating, Ventilation & Air Conditioning
Inspection Services
Insurance
Internet and Cable TV Consulting
Janitorial & Cleaning Services
Lake & Pond Maintenance
Landscape Design Services
Landscape Equipment & Supplies
Landscape Maintenance & Construction Services
Leak Detection
Maintenance & Repairs
Maintenance Manuals & Consulting

Management Software
Mold Remediation Services
Newsletters, Publication & Printing
Painting Contractors & Maintenance
Painting Products & Manufacturers
Parking Enforcement & Management
Patio Furniture & Restoration
Pest & Termite Control Services
Pipe Replacement
Plumbers
Plumbing & Boiler Maintenance & Repair
Pool & Spa Cleaning Services & Supplies
Pool Repair, Plastering & Resurfacing
Power Washing & Steam Cleaning
Preconstruction Services
Real Estate Agents & Brokers
Reserve Studies
Restoration & Remediation Services
Risk Management
Roofing Consultants
Roofing Contractors & Maintenance
Roofing Products & Manufacturers
Security Services & Systems
Sewer & Septic Cleaning & Services
Signage
Software
Sub-Metering
Towing & Parking Services
Tree Maintenance
Waste Management Services
Water & Mold Remediation
Water Feature Maintenance & Repair
Water Management & Services
Waterproofing Products & Services
Weatherproofing Products & Services
Window Washing Services
Windows – Products & Replacement Services

