



PINNACLE PERFORMANCE

2026 CAI SAN DIEGO MARKETING PLAN

**RESERVE YOUR ADVERTISING & SPONSORSHIPS
BEFORE JANUARY 31, 2026!**

VISION STATEMENT

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



CAI SAN DIEGO IS YOUR PARTNER IN PROMOTION.

To reach the pinnacle of success in the community association industry, you need the right strategy. CAI San Diego's 2026 Marketing Plan is your essential guide to connect, grow, and thrive at the highest level.

In 2025, we had many of the most popular social events and trade shows SELL OUT through the Marketing Plan. To make sure your company is front and center in 2026, submit and pay for your Marketing Plan early!

Returning for 2026 are ***Corporate Levels and Discounts***. All event pricing in the Marketing Plan offers a discount – prices will go up for “a la carte” purchases in 2026.

Sponsorship sales for all events and advertising are on a first come, first served basis. We cannot “hold” sponsorships, so be sure to submit a signed contract to guarantee the opportunities you select. In addition, Chapter staff will not “check” for sponsorship availability via email or phone prior to plan submission. You must submit your complete plan and contract for review and finalization.

To secure your selections in the 2026 Marketing Plan, full payment must be received by January 31, 2026. No Marketing Plans will be accepted after January 31, 2026.

After making your selections, please return the completed order form to marketingplan@cai-sd.org. Payments accepted by credit card, ACH payment, and check. Invoicing is available, but payment in full must be received by 1/31/26. If payment is not received, your Marketing Plan may be cancelled.





Questions?

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

MISSION STATEMENT

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

SPONSORSHIP & DISCOUNT LEVELS

 <p>TITANIUM SPONSOR</p>	<p>10% DISCOUNT</p>	<p>When the combined total of all sponsorships, events, and advertising purchases reaches \$15,000 and payment is received in full by January 31, 2026, 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 • Six (6) complimentary Business Partner Passes – Use for any eligible event in 2026. (Non-eligible events: Awards Gala, Golf Tournament, and Day at the Races) Complimentary tickets must be used in 2026 calendar year • Recognition in Print Directory • Priority selection of your spot for trade shows and other table-display opportunities
 <p>PLATINUM SPONSOR</p>	<p>8% DISCOUNT</p>	<p>When the combined total of all sponsorships, events, and advertising purchases total \$10,000 – \$14,999, and payment in full is received by January 31, 2026, 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 • Four (4) complimentary Business Partner Passes – Use for any eligible event in 2026. (Non-eligible events: Awards Gala, Golf Tournament, and Day at the Races) Complimentary tickets must be used in 2026 calendar 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% DISCOUNT</p>	<p>When the combined total of all sponsorships, events, and advertising purchases total \$7,500 – \$9,999 and payment in full is received by January 31, 2026, 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 • Recognition in Print Directory
 <p>SILVER SPONSOR</p>	<p>5% DISCOUNT</p>	<p>When the combined total of all sponsorships, events, and advertising purchases total \$5,000 – \$7,499 and payment in full is received by January 31, 2026, 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 • Recognition in Print Directory

CANCELLATION POLICY

BEFORE JANUARY 31, 2026: Cancellation of an entire plan submitted, processed and invoiced is subject to a 50% non-refundable fee. Changes to a plan already submitted, processed and invoiced before January 31, 2026, are subject to a processing fee of \$500.

AFTER JANUARY 31, 2026: No plan cancellations accepted after January 31, 2026. Cancellations for a single event must be received 14 business days prior to the event date. No cancellations for an event will be accepted after the 14 business day deadline. If your sponsorship spot can be filled, we will allocate your funds as credit for a future 2026 event. If your spot cannot be filled, you have waived your right to a credit. No credit will be given for a cancellation request received less than 14 business days prior to any event. 2026 Marketing Plan funds MUST be used within the 2026 calendar year. No 2026 Marketing Plan funds can be carried over to 2027. Unused funds as of December 31, 2026, are considered forfeited to the Chapter.

2026 CALENDAR OF EVENTS

JANUARY

24 Awards Gala

FEBRUARY

19 Education Luncheon and Trade Show
San Diego

MARCH

5 St. Patrick's Day Shamrocks & Shenanigans
16 CID Law Seminar Session #1
Morning – Virtual
17 CID Law Seminar Session #2
Morning – Virtual
18 CID Law Seminar Session #3
Morning – Virtual
26 Education Luncheon and Trade Show
North County

APRIL

15 Reverse Trade Show

MAY

7 Education Luncheon and Trade Show
San Diego
14 **NEW MONTH!** Annual Golf Tournament

JUNE

11 **NEW!** Designation Celebration
*(By invitation only for Reach for the Stars
donors)*
25 Education Conference

JULY

7 HOA Academy Session 1 – Via Zoom
14 HOA Academy Session 2 – Via Zoom
17 Tiki Night
21 HOA Academy Session 3 – Via Zoom
28 HOA Academy Session 4 – Via Zoom

AUGUST

6 Day at the Races

SEPTEMBER

9 Board Leadership Development (BLD)
Part 1 – Via Zoom
16 Board Leadership Development (BLD)
Part 2 – Via Zoom
24 Education Lunch and Tradeshow
North County

OCTOBER

2 **NEW MONTH!** Softball Tournament
16 CLAC Wine Night
20 **NEW!** Small Association Networking Trade
Show and Education Program

NOVEMBER

5 Legal Update/Almost Free Legal Advice
San Diego Lunch and Tradeshow
TBD **NEW!** Remix Bingo Night

DECEMBER

9 Holiday Trade Show – San Diego



**All dates are tentative, based on location availability, and subject to change without notice.
Visit the Chapter website for the most up-to-date information on events: www.cai-sd.org*



COMMUNITY INSIDER MAGAZINE

Community Insider's redesign includes a new look, upgraded paper quality and the online features that include links directly to advertisers' websites. Featuring articles

relevant and timely to community living, advertising is the perfect way to get your company's name in front of the right readership.

- Front Cover (single issue, Winter ONLY) \$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.
- 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 \$725
2 – 4 issues (per insertion) \$630

2026/2027 MEMBERSHIP DIRECTORY

To be released in Fall 2026, the print directory will be a go-to source of information for the San Diego community. All CAI San Diego members are automatically included in the online and print directory. Advertising in the directory will get your company noticed and adding a category ensures your company has the best representation possible. Tabs sell FAST! Do not wait for open sales to secure your spot.



- Front or Back Tab Premium (5" wide x 8" tall) \$1,050
- Inside Front Cover Premium (5" wide x 8" tall)..... **SOLD OUT** \$1,050
- Inside Back Cover Premium (5" wide x 8" tall) \$1,050
- Outside Back Cover Premium (6" wide x 8" tall)..... **SOLD OUT** \$1,050
- Full Page (4.5" wide x 7.5" tall)..... \$950
- Half Page (4.5 wide x 3.5" tall)..... \$700
- Quarter Page (2.25" wide x 3.5 tall) \$575
- Logo Listing..... \$325
- Additional Listing Category (each)..... \$95



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.

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

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

ANNUAL CHAPTER WEBSITE SPONSOR

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

- Annual Chapter Website Sponsor..... \$825





REACH for the STARS

CAI SAN DIEGO COMMUNITY MANAGER
EDUCATIONAL SCHOLARSHIP FUND

DESIGNATION CELEBRATION – REACH FOR THE STARS SCHOLARSHIP PROGRAM

At CAI San Diego, we understand the importance of education and leadership for community association professionals. The Reach for the Stars Scholarship Program provides reimbursement of course fees for managers looking to earn CAI designations. However, we cannot achieve this goal alone! Sponsors are critical so that we can aid more managers in achieving their educational goals. Sponsors will be provided with exclusive access to our new **Designation Celebration** – an annual event to honor all managers who have achieved a designation within a specific 12-month timeframe. This is an opportunity to network and celebrate the achievements of those

committed to professionalism and education. No tickets will be sold for this event, so sponsorship is the **ONLY** way to attend. Join us in our commitment to the industry by becoming a sponsor today!

GOLD STAR SPONSOR \$1,000

- Four (4) Tickets to Annual Designation Celebratory Event
- Logo on event signage and other marketing materials
- Recognition in Chapter magazine, website, annual print Membership Directory

SILVER STAR SPONSOR \$500

- Two (2) Tickets to Annual Designation Celebratory Event
- Company name on event signage and other marketing materials
- Recognition in Chapter magazine, website, annual print Membership Directory

YEARLY EVENT SPONSORSHIP

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



SIGNAGE SPONSORED BY
**YOUR LOGO
HERE**

NAME BADGE SPONSOR \$5,500 EXCLUSIVE SPONSORSHIP

- Company full color logo printed on attendee name badges at all 2025 Chapter in-person events
- Recognition in Community Insider magazine

LANYARD SPONSOR \$4,950 EXCLUSIVE SPONSORSHIP

- Company full color logo printed on the official Chapter lanyard provided at all 2026 Chapter in-person events
- Recognition in Community Insider magazine

EVENT SIGNAGE SPONSOR \$2,950 (3 AVAILABLE)

- Company full color logo on the bottom of every sign at all 2026 Chapter in-person events
- Recognition in Community Insider magazine

COMMUNITY OUTREACH ANNUAL SPONSORSHIP

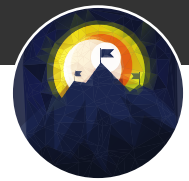
At CAI San Diego, giving back is a core part of our mission. Our Community Outreach Committee is creating new opportunities for members to connect with the public in meaningful ways. Through these initiatives, we will highlight the positive contributions of community associations and amplify our leadership in local projects that directly benefit them.

COMMUNITY CHAMPION \$1,500

- Logo on Community Cares t-shirt
- Logo on all Community Outreach marketing materials
- Logo on website photo pages for Community Outreach Events
- Recognition in *Community Insider* Magazine
- Recognition in Membership Print Directory

COMMUNITY SUPPORTER \$800

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



EDUCATIONAL LUNCHEONS & TRADE SHOWS

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.

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

Universal Education 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 event attendees

SCHEDULED DATES

February 19 – San Diego
 March 26 – North County
 May 7 – San Diego
 September 24 – North County
 November 5 – San Diego

LIMITED AVAILABILITY

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 event signage

EXHIBITOR – \$875

- 6' draped table for display of promotional items
- Includes one (1) attendee from your company
- Opportunity to purchase two (2) additional company representative tickets at 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 exhibit space before space is assigned
- 100% of sponsorship goes directly to CLAC
- Tabletop CLAC sign at your booth

RESERVED TABLE SPONSOR – \$715

- 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

EDUCATION SPONSOR – \$600 (2 available per event)

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

PHOTOGRAPHY SPONSOR – \$400 (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

NETWORK SPONSOR – \$325

- 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



REVERSE TRADE SHOW APRIL 15 – SAN DIEGO

SOLD OUT in 2025! This event allows you to 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 SPONSORS receive PRIORITY scheduling.

TITLE SPONSOR – \$3,000 (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 – \$1,045

- PRIORITY Scheduling with Managers
- Includes two (2) attendees from your company

LUNCH SPONSOR – \$950 (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 – \$775 (4 available)

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

PHOTOGRAPHY SPONSOR – \$700 (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 25 – SAN DIEGO

The 2025 Education Conference sold out with a wait list.

You do not want to be left out of our premier education event of the year. Exhibit space is limited.

PROGRAM SPONSOR \$3,250 (2 available)

- Sponsorship includes being an Exhibitor and having an additional mini-display inside a breakout room
- Includes up to 7 minutes of speaking time or pre-recorded video before the luncheon begins
- Includes two (2) attendees
- Priority placement of display table (after CLAC upgrade sponsors)

EXHIBITOR AND BREAKOUT EDUCATION SESSION SPONSOR \$1,500 (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 – \$975

- 6' draped table for display of promotional items
- Includes one (1) attendee
- Company name on sponsor PowerPoint presentation and event signage

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 \$850 (4 available)

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

PHOTOGRAPHY SPONSOR \$700 (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 \$425

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





MIX and MINGLE

Small Association Networking Trade Show and Education Program

OCTOBER 20 – EVENING PROGRAM

A new evening event focused exclusively on associations with 50 units or less. This is the perfect opportunity to meet and greet with homeowner members looking for services for their communities. The trade show will feature a cocktail party trade show, designed for mixing and mingling. All exhibitors and sponsors **MUST** offer services to associations with 50 units or less to participate in this event.

NEW!!

PROGRAM SPONSOR – \$799 (2 available)

- Exclusive sponsorship that includes an exhibitor space
- Includes three (3) company representatives
- Opportunity to purchase one (1) additional company representative attendee at 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 featured on all table signs at attendee tables
- First choice of exhibit space (after Titanium, Platinum and CLAC Upgrade Sponsors)
- Company logo on event signage

PHOTOGRAPHY SPONSOR – \$400 (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 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) attendee from your company
- Opportunity to purchase one (1) additional company representative attendee

EXHIBITOR – \$675

- 6' draped table for display of promotional items
- Includes one (1) attendee from your company
- Opportunity to purchase two (2) additional company representative attendees at a reduced rate

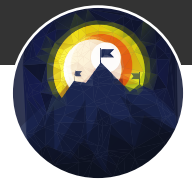
CLAC EXHIBITOR UPGRADE – \$150 (6 available)

- Choose your exhibit space before exhibit space is assigned
- 100% of upgrade goes directly to CLAC
- Tabletop CLAC sign at your booth

EDUCATION SPONSOR – \$575 (2 available)

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





2026 HOLIDAY TRADE SHOW & RECEPTION

December 9 - 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 – \$1,500 (2 available)

- Exclusive sponsorship that includes an exhibitor space - \$975 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 – \$975

- 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 for a reduced rate

CLAC EXHIBITOR UPGRADE – \$150 (6 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 – \$850 (4 available)

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

PHOTOGRAPHY SPONSOR – \$650 (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 – \$575 (4 available)

- Company logo on drink ticket distributed to all attendees
- 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 – \$520 (4 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 – \$425

- 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





COMMON INTEREST DEVELOPMENT (CID) LAW COURSE

Three Sessions: March 16, 17, and 18

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 website
- Logo and company contact information on sponsor thank you presentation during the program
- Post-Event list of all attendees
- One (1) complimentary registration for each session

INDIVIDUAL SESSION SPONSORS – \$450 (3 Available, 1 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 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 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 program 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



HOA ACADEMY – JULY

Presented in a NEW month this year – July. Launched in 2021, this program is hugely popular and has attracted over 150 homeowners for a four-week HOA essentials program covering five primary areas: legal, finance, reserves, insurance and maintenance, contracts, and bidding.

Winner of
CAI National
Award for
Member
Engagement!

TITLE HOA ACADEMY SPONSOR – \$1,250 (2 available)

- Opportunity to show a 2-minute video show at the start of all 4 sessions. Can be the same or different videos for each session.
- Logo on Zoom background for ALL sessions
- Logo on all marketing materials
- Logo on website
- Logo and company contact information on sponsor thank you presentation during the Academy
- Post-event list of all Academy attendees
- One (1) complimentary registration for each session

INDIVIDUAL SESSION SPONSOR \$600 PER SESSION (4 available - 1 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 Academy
- Post-Event list of all Academy attendees
- One complimentary registration for 1 session (sponsor may choose the session)

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

CAI SAN DIEGO'S
**HOA
ACADEMY**
LEGAL • RESERVES • FINANCE • INSURANCE
MAINTENANCE • CONTRACTS & BIDDING



Board Leadership Development

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 online educational events.



BOARD LEADERSHIP DEVELOPMENT

*Offers the essentials for managers and homeowners
Two Sessions - September 9 and September 16*

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 Chapter website
- Logo and company contact information on sponsor thank you presentation during the program
- Post-event list of all 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 attendees
- One complimentary registration for a single session (sponsor's choice)

CLAC SPONSORSHIP – \$75

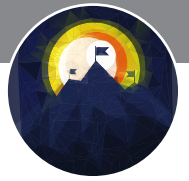
All sponsorship proceeds go towards the Chapter's CLAC fundraising goal.

Sponsorship includes:

- Company logo on the CLAC Sponsorship slide during the presentation
- Company name on event marketing material
- Post-event list of all 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 attendees



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



ENCHANTED MASQUERADE

ENCHANTED MASQUERADE AWARDS GALA

January 24, 2026

Join us for an Enchanted Masquerade as we honor 2025 award nominees and kick-off 2026. Individual tickets are not available through the Marketing Plan. Individual tickets can be purchased online when event registration opens.

TITLE SPONSOR
\$4,000 (2 available)

- Title sponsorship featuring company logo on all promotional material
- Opportunity to give away the (1) promotional item to Gala attendees
- 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

AWARDS DINNER TABLE SPONSOR \$3,500

- Includes one table of ten (10) with reserved seating near stage, logo displayed on the table

PHOTOBOOTH SPONSOR
\$2,750 (2 available)

- Capturing the evening will be amazing 5 x 7 print and digital photos of couples or groups. 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 signage at event

RECEPTION SPONSOR
\$2,000 (2 available)

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

DRINK TICKET SPONSOR
\$975 (4 available)

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

CENTERPIECE SPONSOR
\$875 (4 available)

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

PARTY FAVOR SPONSOR
\$775 (2 available)

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

MUSIC SPONSOR
\$675 (6 available)

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

REGISTRATION AREA SPONSOR
\$575 (6 available)

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



ST. PATRICK'S DAY SHAMROCKS & SHENANIGANS

March 5

Join your friends for an Irish celebration of food and drink. New sponsorships for 2026! Individual tickets are not available through the Marketing Plan. Individual tickets can be purchased online when event registration opens.

LEPRECHAUN SPONSOR \$925 (2 Available)

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

DRINK TICKET SPONSOR \$775 (4 available)

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

PHOTOGRAPHY SPONSOR \$550 (4 available)

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

SHENANIGANS MIX AND MINGLE BINGO CARD \$425 (2 available)

- Logo on the networking bingo card
- Company name on event signage
- Includes one (1) registration

PRE-SALE 4-PACK TICKETS \$650

- Buy your tickets early for this popular event. Ticket prices will go up for online sales.

SOFTBALL TOURNAMENT

October 2 | Sportsplex Santee



New month! The Annual Softball Tournament is moving to Fall and will no doubt hit it out of the ballpark. Whether you are competitive or just want to have fun, we have an option for all skill levels.



FULL TEAM COMPETITIVE (12 Players) \$850

- Competitive Teams are those who know how to play ball and want to win!
- Previous league players must select Competitive Team
- All teams must be co-ed with at least 3 female players on each team.
- Logo on website and marketing emails
- Post event attendee list

FULL TEAM JUST FOR FUN (12 Players) \$850

- These teams are all about enjoying the game without the pressure of awards or competition. It's all about having a good time, making memories, and playing for the sheer enjoyment of it!
- Just for Fun teams cannot include any individuals who have played in leagues.
- All teams must be co-ed with at least 3 female players on each team
- Logo on website and marketing emails
- Post event attendee list

FIELD SPONSOR - \$500 (3 available)

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

BATTING CAGE SPONSOR \$500 (2 available)

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

PHOTOGRAPHY SPONSOR \$475 (4 available)

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

LUNCH SPONSOR \$450 (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 \$300 (12 available)

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

AWARDS SPONSOR \$250 (1 available)

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



ANNUAL GOLF TOURNAMENT

May 14

Always a great outing, come and enjoy a day on the links with industry friends. All hole sponsors SOLD OUT with the 2025 Marketing Plan! We are limited in the number of holes that can serve alcohol, and the Deluxe Hole Sponsorships will sell FAST.



- DELUXE HOLE SPONSOR**
\$2,975 (6 available)
 - Hole exclusivity with the option to serve alcohol.
 - 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.
 - Includes one (1) Foursome (if not needed, the foursome can be forfeited but no partial refund is available)
 - Includes two (2) company representatives at the tournament (non-player)
- HOLE SPONSOR – \$2,000 (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.
 - Includes two (2) company representatives at the tournament (non-player)
- PRE-SALE FOURSOME PACKAGE – \$1,750**
 - Purchase your foursome through the Marketing Plan and save. Foursome prices will go up when online registration opens.
- POTTY SPONSOR – \$1,500 (2 available)**
 - Company representative to drive course in golf cart assisting golfers to the potty.
 - This is the only sponsorship that includes a cart on the course for the day.
 - Includes one (1) company representative at the tournament (non-player)
- BLOODY MARY BAR SPONSOR**
\$1,250 (1 available)
 - Exclusive option to set up table, greet players and distribute promotional materials at the Bloody Mar Bar next to the Putting Contest.
 - Sponsor to provide pop-up tent/umbrella.
 - Includes one (1) company representative at the tournament (non-player)
- PUTTING CONTEST SPONSOR**
\$1,250 (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.
 - Includes One (1) company representative at the tournament (non-player)
- TEAM PHOTO SPONSOR – \$975 (4 available)**
 - Company four-color logo on all team photos taken at event. All players receive a color print of their team photo.
 - Please note: Team Photo Sponsors are not allowed to ride with the photographer at the event.
 - Includes Two (2) company representatives at the tournament (non-player)
- AWARDS BUFFET SPONSOR – \$625 (4 available)**
 - Company logo on signage at Awards Buffet
 - Includes one (1) company representative at the tournament (non-player)
- DRINK TICKET SPONSOR – \$550 (4 available)**
 - Company logo on Drink Ticket
 - Includes one (1) company representative at the tournament (non-player)
- BREAKFAST SPONSOR – \$500 (4 available)**
 - Company logo on signage at Breakfast
 - Includes one (1) company representative at the tournament (non-player)



TIKI PARTY | July 17

A fun, tropical getaway evening, one of the most popular events of the year. This event **SOLD OUT** in 2025! Individual tickets are not available through the Marketing Plan. Individual tickets can be purchased online when event registration opens.

ALOHA SPONSOR – \$3,000 (2 available)

- Premier sponsorship prominently featuring your company logo on all promotional materials
- Opportunity to give away one (1) of your company’s promotional items to Tiki Night attendees
- 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 signage at event

TIKI BAR SPONSOR – \$950 (4 available)

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

LUAU SPONSOR – \$850 (4 available)

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

DÉCOR SPONSOR - \$750 (4 available)

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

MUSIC SPONSOR – \$650 (4 available)

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

ENTERTAINMENT SPONSOR - \$650 (4 available)

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

PARKING SPONSOR \$550 (4 available)

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

PRE-SALE 4-PACK TICKETS - \$975

- Buy your tickets early for this popular event. Ticket price will go up when online sales open.

SOLD OUT

SOLD OUT





DAY AT THE RACES | August 6

Attendee tickets **SOLD OUT** in 2025 almost exclusively with Marketing Plan sales! Come bet on the ponies or just enjoy the beautiful atmosphere at the historic Del Mar Racetrack. Purchase through the Marketing Plan to guarantee your place at this member-favorite event. Individual tickets are not available through the Marketing Plan. Individual tickets can be purchased online when event registration opens.

SEABISCUIT PREMIER SPONSOR
\$2,950 (4 available)

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

WIN SPONSOR
\$2,250 (4 available)

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

TRIFECTA SPONSOR
\$1,750 (4 available)

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

DRINK TICKET SPONSOR
\$1,000 (4 available)

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

PHOTOGRAPHY SPONSOR
\$1,000 (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
\$925 (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
- Company name on event signage

APPETIZER SPONSOR
\$850 (6 available)

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

PRE-SALE 4-PACK TICKETS – \$1,250

- LIMIT one (1) 4-Pack per company through the Marketing Plan.
- Buy your tickets early for this popular event. Tickets sold out through the Marketing Plan in 2025. Ticket price will go up for online sales.



CLAC WINE NIGHT | October 16

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 goal for the year. Mix and mingle for this worthwhile cause.

Individual tickets are not available through the Marketing Plan. Individual tickets can be purchased online when event registration opens.

VINTAGE SPONSOR – \$2,000 (2 available)

- Premier sponsorship prominently featuring your company logo on all promotional materials
- 6’ draped table display of promotional items
- Includes four (4) registrations
- Logo on signage at event

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 (4 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 at event

PRE-SALE 4-PACK TICKETS – \$850

- Buy your tickets early for this popular event. Ticket prices will go up for online sales.



REMIX BINGO | TBD November

Get your dancing shoes on for our newest networking event. It is bingo, but instead of numbers... music! Our DJ will play songs and attendees will mark their bingo cards when they hear a song from a specific decade, genre or artist. In between, attendees will enjoy dance breaks and karaoke moments.

BINGO BEATS SPONSOR - \$875 (2 available)

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

SOLD OUT

DRINK TICKET SPONSOR – \$725 (4 available)

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

LOGO AND LYRICS BINGO CARD SPONSOR \$675 (2 available)

- Logo on the event bingo card
- Company name on sign
- Includes one (2) registration

SOLD OUT

PRE-SALE 4-PACK TICKETS – \$650

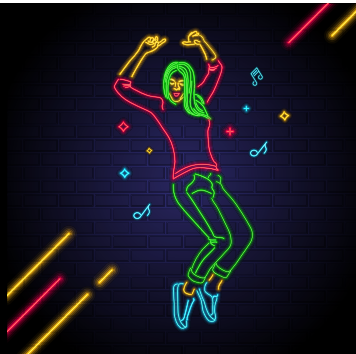
- Buy your tickets early. Ticket prices will go up for online sales.

PHOTOGRAPHY SPONSOR \$550 (4 available)

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

PLETHORA OF PRIZES SPONSOR – \$500

- Sponsor the bingo prizes
- Company name on sign
- Includes one (1) registration



2026 CAI SAN DIEGO MARKETING PLAN RESPONSE FORM

To have your 2026 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.

COMPANY NAME _____

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

SINGLE ISSUE RATES – CHOOSE ONE: **SPRING 2026** **SUMMER 2026** **FALL 2026** **WINTER 2026** **TOTAL PRICE**

Cover (Limited to one per company, per year) ONLY WINTER COVER AVAILABLE	\$2,500	
Full Page	\$1,025	
2/3 Page	\$925	
1/2 Page	\$815	
1/3 Page	\$725	

2 TO 4 ISSUES – CHOOSE ALL THAT APPLY: **SPRING 2026** **SUMMER 2026** **FALL 2026** **WINTER 2026** **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	\$630 x number of issues =	

2026-2027 MEMBERSHIP DIRECTORY PRINT ADVERTISING
***ADDITIONAL LISTING CATEGORY SELECTION WILL BE ADMINISTRATED IN MARCH 2026**

TOTAL PRICE

Front Tab Premium	\$1,050	
Back Tab Premium	\$1,050	
Inside Front Cover Premium SOLD OUT	\$1,050	SOLD OUT
Inside Back Cover Premium	\$1,050	
Outside Back Cover Premium SOLD OUT	\$1,050	SOLD OUT
Full Page	\$950	
Half Page	\$700	
Quarter Page	\$575	
Logo Listing (each)	\$325 x number of logos =	
Additional Listing Category* (each)	\$95 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	

WEBSITE SPONSOR

TOTAL PRICE

Yearly Sponsor Ad	\$825	
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REACH FOR THE STARS SCHOLARSHIP SPONSOR

TOTAL PRICE

Gold Sponsor	\$1,000	
Silver Sponsor	\$500	

YEARLY SPONSORSHIPS

TOTAL PRICE

Name Badge Sponsorship – Exclusive SOLD OUT	\$5,500	SOLD OUT
Lanyard Sponsor – Exclusive SOLD OUT	\$4,950	SOLD OUT
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 confirm your 2026 Marketing Plan 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) Feb. 19 - SOLD OUT Mar 26 - SOLD OUT <input type="checkbox"/> May 7 - SOLD OUT Sept 24 - SOLD OUT <input type="checkbox"/> Nov 5 - NC		
Exhibitor	\$875 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 19 - SOLD OUT <input type="checkbox"/> Mar 26 - SOLD OUT <input type="checkbox"/> May 7 - SOLD OUT <input type="checkbox"/> Sept 24 - SOLD OUT <input type="checkbox"/> Nov 5 - SOLD OUT		
CLAC Exhibitor Upgrade - <i>Must purchase an Exhibitor Sponsorship to select</i>	\$150 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 19 - SD <input type="checkbox"/> Mar 26 - NC <input type="checkbox"/> May 7 - SD <input type="checkbox"/> Sept 24 - NC <input type="checkbox"/> Nov 5 - NC		
Reserved Table Sponsor	\$715 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 19 - SD <input type="checkbox"/> Mar 26 - NC <input type="checkbox"/> May 7 - SD <input type="checkbox"/> Sept 24 - NC <input type="checkbox"/> Nov 5 - NC		
Education Sponsor – 2 available per luncheon	\$600 per program x number of programs =	
Choose Program(s) Feb. 19 - SOLD OUT <input type="checkbox"/> Mar 26 - SOLD OUT <input type="checkbox"/> May 7 - SD Sept 24 - SOLD OUT <input type="checkbox"/> Nov 5 - SOLD OUT		
Photography Sponsor – 4 available per luncheon	\$400 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 19 - SD <input type="checkbox"/> Mar 26 - NC <input type="checkbox"/> May 7 - SD <input type="checkbox"/> Sept 24 - NC <input type="checkbox"/> Nov 5 - NC		
Network Sponsor	\$325 per program x number of programs =	
Choose Program(s) <input type="checkbox"/> Feb. 19 - SD <input type="checkbox"/> Mar 26 - NC <input type="checkbox"/> May 7 - SD <input type="checkbox"/> Sept 24 - NC <input type="checkbox"/> Nov 5 - NC		

REVERSE TRADE SHOW | APRIL 15

TOTAL PRICE

Title Sponsor – 2 available	\$3,000	
Interaction Sponsor	\$1,045	
Lunch Sponsor – 4 available SOLD OUT	\$950	SOLD OUT
Drink Sponsor – 4 available SOLD OUT	\$775	SOLD OUT
Photography Sponsor – 4 available SOLD OUT	\$700	SOLD OUT

EDUCATION CONFERENCE & TRADE SHOW | JUNE 25

TOTAL PRICE

Program Sponsor – 2 available SOLD OUT	\$3,250	SOLD OUT
Exhibitor and Breakout Education Session Sponsor – 8 available SOLD OUT	\$1,500	SOLD OUT
Exhibitor	\$975	
CLAC Exhibitor Upgrade – 6 available <i>Must purchase an Exhibitor Sponsorship to select</i>	\$150	
Lunch Sponsor – 4 available	\$850	
Photography Sponsor – 4 available	\$700	
Network Sponsor	\$425	

SMALL ASSOCIATION NETWORKING TRADE SHOW & EDUCATIONAL PROGRAM | OCTOBER 20

TOTAL PRICE

Program Sponsor – 2 available SOLD OUT	\$799	SOLD OUT
Exhibitor	\$675	
CLAC Exhibitor Upgrade - <i>Must purchase an Exhibitor Sponsorship to select</i>	\$150	
Education Sponsor – 2 available	\$575	
Photography Sponsor – 4 available	\$400	
Network Sponsor	\$275	

HOLIDAY TRADE SHOW & RECEPTION | DECEMBER 9

TOTAL PRICE

Festivities Sponsor – 2 available	\$1,500	
Exhibitor	\$975	
CLAC Exhibitor Upgrade – 6 available <i>Must purchase an Exhibitor Sponsorship to select</i>	\$150	
Game Sponsor – 4 available	\$850	
Photography Sponsor – 4 available	\$650	
Drink Ticket Sponsor – 4 available	\$575	
Coffee Bar Sponsor – 4 available	\$520	
Holiday Networking Sponsor	\$425	

ONLINE EDUCATIONAL EVENTS

To confirm your 2026 Marketing Plan as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org

COMMON INTEREST DEVELOPMENT (CID) LAW COURSE – THREE ONLINE SESSIONS, MARCH 16, 17, AND 18

TOTAL PRICE

Title Sponsor – 2 available	\$850	
Individual Session Sponsor – 3 available, 1 per session	\$450	
CLAC Sponsor	\$75	
Gift Card Sponsor	\$55	

HOA ACADEMY – JULY

TOTAL PRICE

Title Sponsor – 2 available	\$1,250	
Individual Session Sponsors – 4 available, 1 per program	\$600	
CLAC Sponsor	\$75	
Gift Card Sponsor	\$55	

BOARD LEADERSHIP WORKSHOP – SEPTEMBER 9 & 16

TOTAL PRICE

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

SOCIAL EVENTS

AWARDS GALA – ENCHANTED MASQUERADE | JANUARY 24

TOTAL PRICE

Title Sponsor – 2 available	\$4,000	SOLD OUT
Awards Dinner Table Sponsor	\$3,500	
Photobooth Sponsor – 2 available	\$2,750	SOLD OUT
Reception Sponsor – 2 available SOLD OUT	\$2,000	SOLD OUT
Drink Ticket Sponsor – 4 available SOLD OUT	\$975	SOLD OUT
Centerpiece Sponsor – 4 available SOLD OUT	\$875	SOLD OUT
Party Favor Sponsor – 2 available SOLD OUT	\$775	SOLD OUT
Music Sponsor – 4 available SOLD OUT	\$675	SOLD OUT
Registration Sponsor – 4 available SOLD OUT	\$575	SOLD OUT

ST. PATRICK'S DAY SHAMROCKS & SHENANIGANS | MARCH 5

TOTAL PRICE

Leprechaun Sponsor – 2 available SOLD OUT	\$925	SOLD OUT
Drink Ticket Sponsor – 4 available SOLD OUT	\$775	SOLD OUT
Photography Sponsor – 4 available	\$550	SOLD OUT
Shenanigans Mix & Mingle Bingo Card Sponsor – 2 available SOLD OUT	\$425	SOLD OUT
Pre-Sale 4-Pack Tickets	\$650	

SOFTBALL TOURNAMENT | OCTOBER 2

TOTAL PRICE

Full Team – Competitive (12 Players)	\$850	
Full Team – Just for Fun (12 Players)	\$850	
Field Sponsor – 3 available SOLD OUT	\$500	SOLD OUT
Batting Cage Sponsor – 2 available SOLD OUT	\$500	SOLD OUT
Photography Sponsor – 4 available	\$475	
Lunch Sponsor – 1 available SOLD OUT	\$450	SOLD OUT
Display Booth Sponsor – 12 available	\$300	
Awards Sponsor – 1 available	\$250	

SOCIAL EVENTS CONT'D.

To confirm your 2026 Marketing Plan as quickly as possible, please return this entire form via email to marketingplan@cai-sd.org

ANNUAL GOLF TOURNAMENT | MAY 14

TOTAL PRICE

Deluxe Hole Sponsor – 6 available SOLD OUT	\$2,975	SOLD OUT
Hole Sponsor – 12 available SOLD OUT	\$2,000	SOLD OUT
Pre-Sale Foursome Sponsor Package	\$1,750	
Potty Sponsor – 2 available SOLD OUT	\$1,500	SOLD OUT
Bloody Mary Bar Sponsor – 1 available SOLD OUT	\$1,250	SOLD OUT
Putting Contest Sponsor – 1 available SOLD OUT	\$1,250	SOLD OUT
Team Photo Sponsor – 4 available SOLD OUT	\$975	SOLD OUT
Awards Buffet Sponsor – 4 available	\$625	
Drink Ticket Sponsor – 4 available	\$550	
Breakfast Sponsor – 4 available	\$500	SOLD OUT

TIKI PARTY | JULY 17

TOTAL PRICE

Aloha Sponsor – 2 available	\$3,000	
Photobooth Sponsor – 2 available	\$2,500	
Tiki Bar Sponsor – 4 available SOLD OUT	\$950	SOLD OUT
Luau Sponsor – 4 available	\$850	
Decor Sponsor – 4 available	\$750	
Music Sponsor – 4 available	\$650	
Entertainment Sponsor – 4 available SOLD OUT	\$650	SOLD OUT
Parking Sponsor – 4 available SOLD OUT	\$550	SOLD OUT
Pre-Sale 4-Pack Tickets	\$975	

DAY AT THE RACES | AUGUST 6

TOTAL PRICE

Seabiscuit Premier Sponsor – 4 available	\$2,950	
Win Sponsor – 4 available	\$2,250	
Trifecta Sponsor – 4 available	\$1,750	
Drink Ticket Sponsor – 4 available	\$1,000	
Photography Sponsor – 4 available	\$1,000	
Lucky Race Ticket Sponsor – 4 available	\$925	
Appetizer Sponsor – 6 available SOLD OUT	\$850	SOLD OUT
Pre-Sale 4-Pack Tickets	\$1,250	

CLAC WINE NIGHT | OCTOBER 16

TOTAL PRICE

Vintage Sponsor – 2 available	\$2,000	
Vineyard Sponsor – 4 available	\$1,000	
Barrel Sponsor – 4 available	\$750	
Photography Sponsor – 4 available	\$600	
Appetizer Sponsor – 4 available	\$500	
Dessert Sponsor – 4 available	\$500	
CLAC Donation	\$75	
Pre-Sale 4-Pack Tickets	\$850	

REMIX BINGO | TBD NOVEMBER

TOTAL PRICE

Bingo Beats Sponsor – 2 available SOLD OUT	\$875	SOLD OUT
Drink Ticket Sponsor – 4 available	\$725	
Logo and Lyrics Bingo Card Sponsor – 2 available SOLD OUT	\$675	SOLD OUT
Photography Sponsor – 4 available	\$550	
Plethora of Prizes	\$500	
Pre-Sale 4-Pack Tickets	\$650	

COMPANY NAME _____

TOTAL OF ALL SPONSORSHIPS

GRAND TOTAL

2026 Marketing Plan Total Purchase	
Apply Discount (expires 1/31/26) – Gold 5% Off: \$7,500 to \$9,999 Platinum 8% Off: \$10,000 to \$14,999 Titanium 10% Off: \$15,000+	
Total After Discount (if applicable)	
Earlybird Prepaid Access (If your company paid for Earlybird Access deduct \$1,000 from your total)	

Benefits of sponsorships are subject to change without notice. Events may be canceled, or dates changed without prior notice.

TOTAL DUE

CANCELLATION POLICY

BEFORE JANUARY 31, 2026: Cancellation of an entire plan submitted, processed and invoiced is subject to a 50% non-refundable fee. Changes to a plan already submitted, processed and invoiced before January 31, 2026, are subject to a processing fee of \$500.

AFTER JANUARY 31, 2026: No plan cancellations accepted after January 31, 2026. Cancellations for a single event must be received 14 business days prior to the event date. No cancellations for an event will be accepted after the 14 business day deadline. If your sponsorship spot can be filled, we will allocate your funds as credit for a future 2026 event. If your spot cannot be filled, you have waived your right to a credit. No credit will be given for a cancellation request received less than 14 business days prior to any event. 2026 Marketing Plan funds **MUST** be used within the 2026 calendar year. No 2026 Marketing Plan funds can be carried over to 2027. Unused funds as of December 31, 2026 are considered forfeited to the Chapter.

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 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.***

PAY BY CHECK – EMAIL YOUR COMPLETED MARKETING PLAN TO marketingplan@cai-sd.org. **DO NOT MAIL CHECK UNTIL YOU RECEIVE THE CONFIRMATION INVOICE WITH TOTAL OWED.** MAILING ADDRESS: CAI SAN DIEGO, 9920 PACIFIC HEIGHTS BLVD., STE. 150, SAN DIEGO, CA 92121

CREDIT CARD: MASTERCARD VISA AMEX

CARD NUMBER

EXP. DATE

CVV

CARDHOLDER NAME

CREDIT CARD BILLING ADDRESS

CITY

STATE

ZIP

SIGNATURE OF CARDHOLDER

DATE

**MEMBERSHIP DIRECTORY PRIMARY & ADDITIONAL CATEGORIES FOR REFERENCE ONLY
YOU WILL BE SENT AN ELECTRONIC FORM IN MARCH 2026 FOR CATEGORY SELECTION**

Access Controls
Accountants & Bookkeeping Services
Animal Control Services
Appraisals
Arbitrators & Mediators
Arborists
Architects/Architectural Review
Asphalt Repair & Paving
Assessment Collection Services
Attorneys
Awnings, Outdoor Shades & 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 & Smoke
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

Mailbox Fabrication/Installation
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
Reconstruction Services
Reserve Studies
Restoration & Remediation Services
Risk Management
Roofing Consultants
Roofing Contractors & Maintenance
Roofing Products & Manufacturers
Security Services & Systems
Sewer & Septic Cleaning & Services
Signage
Software
Solar Panel & Monitoring Services
Sub-Metering
Towing & Parking Services
Tree Maintenance
Waste Management Services
Water & Mold Remediation/Restoration
Water Feature Maintenance & Repair
Water Management & Services
Waterproofing Products & Services
Weatherproofing Products & Services
Window Washing Services
Windows – Products & Replacement Services

