

# **2015 Marketing Opportunities**

Include the Channel Islands Chapter of CAI in your 2015 Marketing Budget. It's the ideal opportunity to make the most of your membership and see the return on your investment all year long!

To receive discounted rates, please respond by January 16, 2015.

CAI - Channel Islands Chapter PO Box 3575 Ventura, CA 93006 Phone: 805.658.1438 Fax: 805.658.1732

leah@cai-channelislands.org www.cai-channelislands.org



The Channel Islands Chapter of CAI is dedicated to helping you build your business in the Community Association industry. As the chapter continues to grow, we look forward to once again providing you with opportunities to develop essential relationships that can help you increase your business!

Enclosed are the sponsorship and advertisement opportunities for 2015 including advertising information for the chapter magazine, Channels of Communication and the 2015-2016 Membership Directory.

Make the most of your membership by becoming one of our exclusive Platinum, Gold, Silver or Bronze sponsors and receive:

- Recognition at chapter events
- Company name in the Channels magazine (4 issues) and Membership Directory
- Company name on the chapter website
- Platinum & Gold Level members are not charged extra for additional listings on the website or in the print directory.
- Plus the opportunity to receive a discount at the amounts stated below. Please note: Some opportunities count toward reaching your 'Total Amount Spent' but will not have the discount applied to them. In order to receive the following discounts, payment must be received with the one or two payment plan. (See payment form on page 10 for details)

Sponsorship Level	Total Amount Spent	<b>Discount</b>
Platinum	\$6,000 +	10%
Gold	\$4,500	7.5%
Silver	\$2,500	5.0%
Bronze	\$1.000	0.0%

To qualify for the Platinum, Gold, Silver or Bronze sponsorship levels and receive these incentives, your marketing plan must be received by January 16, 2015. To complete your marketing plan, please fill out the forms on pages 9-10 and return with payment to the Chapter Office:

CAI-Channel Islands Chapter PO Box 3575 Ventura, CA 93006

Fax: 805-658-1732 or email leah@cai-channelislands.org Questions? Call 805-658-1438

\*\*Please Note: Marketing opportunities are for the members of CAI-Channel Islands Chapter with the exception of the Community Faires and advertising in the chapter magazine. (see those pages for non-member pricing) Pre-payment is required to guarantee all sponsorships and advertising. Cancellation of a contract will result in a \$25 administrative fee if cancelled before 90 days prior to the event or advertising deadline. No refunds will be given for sponsorships or advertising cancelled after 90 days prior to an event or advertising deadline.

#### Looking forward to helping you build your business in 2015!

- Table of Contents -	
Luncheon Programs	3
Managers Program	4
Mid-CA Dinner Programs	4
Ventura Dinner Programs	4
<b>Community Faires (Trade Shows)</b>	5
Holiday Happy Hour	6
Essentials Program	6
Channels of Communication	7
Membership Directory	7
Website	8
Marketing Plan Order Form	9-10



### **Luncheon Programs**

#### **EXHIBITOR SPONSORSHIP**

Cost: \$290\* per luncheon and includes:

Lunch for one company representative

Six foot skirted table to display your company information

Company mentions at event

Company name on event flyer & chapter website event page

Company name on event thank you in Channels of Communication

1
Location
Thousand Oaks
Thousand Oaks
Thousand Oaks
Oxnard
Oxnard
Oxnard
Thousand Oaks
Thousand Oaks

**Thousand Oaks** 

December 15

# \*Upgrade Your Exhibitor Sponsorship for additional recognition & support CAI-CLAC\*! Cost: \$50 VISA Gift Card (Bring the gift card with you to the luncheon) (Limit of 2 Business Partners per luncheon)

Premier exhibit space reserved by front entrance (Be the first to shake hands with attendees!)

Recognition as the sponsor of the CLAC raffle at the luncheon

Special thank you in the Channels of Communication & on chapter website event page

\*CLAC is CAI's Legislative Action Committee, representing the rights of Community Association residents in California.

#### ATTENDEE TABLE SPONSORSHIP

Cost: \$310\* per luncheon and includes:

Lunch for two company representatives

Lunch for six invited Community Managers and/or Community Association Volunteer Leaders seated at your reserved table\*

Your company name on reserved table

Recognition at event & in the chapter magazine, Channels of Communication

\*(you invite and make reservation)

#### **PEN SPONSORSHIP**

Cost: \$400\* per six months\* and includes:

Your company pen at each attendees seat and at check in at all luncheon programs and Community Faire during the six month period Pens to be supplied by sponsor (Approx. 1,000 pens needs for each six month period)

\*Only (2) sponsorships available: January - June 2014 and July - December 2014

#### LUNCHEON REGISTRATION - (Sponsorship discounts do not apply to registration fees)

Register in advance to reserve your spot at each of our luncheon programs... The chapter's biggest networking opportunities!

**Cost: \$47 PER LUNCHEN (Business Partner Rate)** 

Please note: If you have signed up to exhibit, one company rep is included with sponsorship.

### **Managers Programs**

#### **EXHIBITOR SPONSORSHIP**

Cost: \$290\* per program and includes:

Lunch for one company representative

Six foot skirted table to display your company information

Company mentions at event

Company name on event flyer & chapter website event page

Company name on event thank you in Channels of Communication

DateLocationMar 10OxnardAug 11Oxnard

#### MANAGER ATTENDEE TABLE SPONSORSHIP

Cost: \$310\* per program and includes:

Lunch for two company representatives

Lunch for six invited Community Managers seated at your reserved table (you invite and make reservation)

Your company name on reserved table

Recognition at event & in the chapter magazine, Channels of Communication

### **Mid-CA Dinner Programs**

#### **EXHIBITOR SPONSORSHIP**

Cost: \$200 per program and includes:

Dinner for one company representative
Six foot skirted table to display your company information

Company name on event flyer and on chapter website event page

Date March 5 June 4 September 10

November 5

Date

June 11

Aug 6

Location Pismo Beach Pismo Beach Pismo Beach Pismo Beach

Location

**Thousand Oaks** 

Oxnard

#### LITERATURE SPONSORSHIP

Cost: \$75 and includes:

Opportunity to have your company information (brochure, etc.) at each attendee's place setting Company recognition at the event

### **Ventura Dinner Programs**

#### **EXHIBITOR SPONSORSHIP**

Cost: \$200 per program and includes:

Dinner for one company representative

Six foot skirted table to display your company information

Company name on event flyer and on chapter website event page

Company mentions at event

#### LITERATURE SPONSORSHIP

Cost: \$75 and includes:

Opportunity to have your company information (brochure, etc.) at each attendee's place setting

Company recognition at the event

### **Community Faires**

(Mini Trade Shows) - Non-member rate: Add an additional 50% of the cost to the total.

**EVENT SPONSORSHIP - Limited # available!** 

Cost: \$600 per event and includes:

Includes company logo on event flyer & event invitation

Company name on website & in chapter magazine

Company name on signage & mentions at event

Company name on attendee event bags

Opportunity to place company literature in attendee bags

Opportunity to attend exclusive Managers Happy Hour at event

(2) company representatives to attend exclusive manager and board member education programs with opportunity to give one minute intro on

Date

March 31

October 29

Location

Ventura / Oxnard

Westlake Village

company at the beginning of each of the programs

#### **GRAND PRIZE SPONSORSHIP**

Cost: \$500 per event and includes:

Sponsor the Grand Prize Give-A-Way

Attendance at the Manager's Only Happy Hour

Company logo on event flyer & event invitation

Company name on attendee event bags

Opportunity to place company literature in attendee bags.

Company name on website and in chapter magazine

Company name on signage & mentions at event

#### ATTENDEE BAGS SPONSORSHIP

#### Cost: \$400 per event and includes:

Company name on attendee event bags

Opportunity to place company literature in attendee bags.

Company name on website and in chapter magazine

Company name on signage & mentions at event

#### **EXHIBIT HALL SPONSORSHIP**

#### Cost: \$300 per event and includes:

Opportunity to place company literature in attendee bags

Company name on event flyer

Company name on website and in chapter magazine

Company name on signage & mentions at event

### EXHIBITOR—PREMIER LOCATION (Sponsorship discounts do not apply to exhibit space) - Limited # available!

#### Cost: \$600 per event and includes:

Six foot skirted table in a PREMIER LOCATION BY THE FRONT ENTRANCE (includes electricity) to display your company information

Company name on email blasts & chapter website event page

Company name on event thank you in Channels of Communication

#### **EXHIBITOR** (Sponsorship discounts do not apply to exhibit space)

#### Cost: \$450 per event and includes:

Six foot skirted table with electricity (If needed, please specify on page 8) to display your company information

Company name on email blasts & chapter website event page

Company name on event thank you in Channels of Communication

### **Holiday Happy Hour**

The Chapter's Holiday Happy Hour is a two hour networking event which provides the opportunity to present chapter volunteer awards and thank our members for their chapter membership.

#### **HAPPY HOUR (EVENT) SPONSOR**

Includes company logo on event flyer & event invitation

Nov 20

Date

Location Westlake Village

Opportunity to address attendees at event & give an introduction on your company

Company name on attendee bags

Company name on website, in chapter magazine, on signage & mentions at event

Opportunity to place company literature in attendee bags

Exclusive 'Hosted Bar' Sponsor / (hosted bar is from 5-6 pm)

(2) event tickets

#### MANAGERS TICKET SPONSOR

(This sponsorship pays for Managers tickets so they can attend for free.) Cost: \$400 & includes:

Includes company name on event flyer & event invitation

Includes company name on invitations and email blasts sent specifically to

Company name on website, in chapter magazine, on signage & mentions at

Opportunity to place company literature in attendee bags

(1) event ticket



#### HORS D'OEUVRES SPONSOR

Cost: \$300 & includes:

Includes company name on event flyer & event invitation

Company name on website, in chapter magazine, on signage & mentions at event

Opportunity to place company literature in attendee bags

(1) event ticket

#### PRIZE SPONSOR -- Donate a prize or donate cash to go toward prizes

Cost: \$100 & includes:

Your company name on signage next to your prize Company mentions during prize give-a-way

Company name on signage at event

### **Essentials Program**

(Board Member Training Course—Network with the attendees during lunch: 11:45 am—12:45 pm)

#### **EXHIBITOR SPONSORSHIP**

Cost: \$150 and includes: Lunch for one company representative Date Apr 11 Location Oxnard

Six foot skirted table to display your company information

Opportunity to greet guests with one minute intro on your company

Company name on event flyer and chapter website event page

#### LITERATURE SPONSORSHIP

Cost: \$75 and includes:

Opportunity to have your company information (brochure, etc.) at each attendee's place setting Company recognition at the event

### **CAI - Channel Islands Chapter's 2015 PRINT Advertising Opportunities**

### **Channels of Communication**

Ad Spaces	Ad Size	Price per issue	TOTAL COST
Back Outside Cover - Half Page Ad	7.5"W x 10"H	\$600	(Total for print in all 4 issues) \$2400
Inside Front or Inside Back Cover - Full page ad	7.5"W x 10"H	\$600	\$2400
Full Page	7.5"W x 10"H	\$525	\$2100
Half Page	7.5"W x 4.75"H	\$425	\$1700
Qtr. Page	3.5"W x 4.75"H	\$325	\$1300
Business Card	3.5"W x 2"H	\$150	\$600

#### Channels Print Deadlines - All ad spaces must be received by:

First Quarter Issue - February 6, 2015 Second Quarter Issue - May 1, 2015 Third Quarter Issue - August 7, 2015 Fourth Quarter Issue - November 6, 2015

#### Non-member rate:

Add an additional 50% of the cost to the total.

### **Membership Directory**

Please Note: Advertising in the Membership Directory counts toward your total sponsorship dollars but discounts do not apply.

#### 2015 - 2016 Membership Directory - ALL ADS ARE FULL COLOR!

AD Spaces	Ad Size	Price
Full Page	4.5"W x 7.5"H	\$800
Half Page	4.5"W x 3.5"H	\$600
Business Card	3.5"W x 2"H	\$400

#### PREMIUM Ad Spaces (printed on thick bond paper in a priority location / Limited # available)

Outside Back Cover	4.5"W x 7.5"H	\$1600
Inside Front Cover	4.5"W x 7.5"H	\$1500
Inside Back Cover	4.5"W x 7.5"H	\$1400
Divider Page	4.5"W x 7.5"H	\$1400

#### Listings (see page 7 for category listings / make your selection on page 8)

First Category Listing FREE
Additional Category Listings \$100 each

### Directory Print Deadline - All ad artwork must be received by March 2, 2015.

#### Ad Space Requirements:

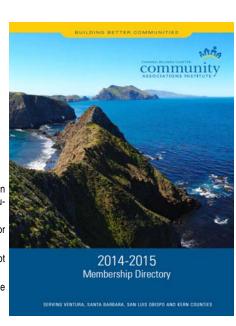
- Color: CMYK/process colors only. All spot colors must be converted to CMYK. Color quality is not guaranteed if spot colors are used.
- Fonts: Outline or embed all fonts in the PDF.
- File Formats: (Preferred) high-res PDF. Save with all fonts and images embedded. Also accept: high res .jpg, .tif or .eps.
- Resolution: All advertising materials must be at least 300 dpi and submitted at 100% size

### E-MAIL ARTWORK TO <u>leah@cai-channelislands.org</u>

#### **Advertising Terms & Conditions:**

- Advertisers must be members of CAI-Channel Islands Chapter to advertise in the membership directory. Non-members can advertise in the Channels of Communication but will be charged 50% more for each ad placed.
- Advertisements are not permitted for memberships in the homeowner or individual/on-site manager category.
- CAI CIC shall not be bound by specific location / position requests. (except for front, back and divider pages.)
- Allocation of ads will be based on date and time of receipt of payment. The Chapter reserves the right to determine actual position.
- CAI CIC has the right to verify credentials / designations.
- Additional charges will apply if graphic design, file conversion, and / or modifications are necessary.





### **Chapter Website**

#### Chapter Website www.cai-channelislands.org

#### Web Page Advertising: \$600 per year and includes:

Ad tile\* with your company information linked to your website on TWO chapter web pages plus ONE event page per quarter. (Web pages include one service directory page of your choice and one additional high traffic page.)

#### \*Ad Tile Design available for Web Page Advertising (optional): \$50 (Sponsorship discounts do not apply)

Web designer to create ad tile using your logo & company info.

OR create your own ad and e-mail it to leah@cai-channelislands.org meeting the following guidelines:

RGB color, 72 dpi resolution, .JPG or .GIF file type, 112 pixels width x 186 pixels height

#### Website Listing (in online service directory) -

First Listing is FREE. Each additional category listing: \$60 per year. See categories below. Make your selection on page 8.

### **Category Listings**

- Accountants / CPA's
- Air Duct Cleaning
- Asbestos / Lead Abatement
- Asbestos / Lead Consulting & Testing
- Asphalt / Paving
- Assessment Collections / Liens / Foreclosures
- Attorneys Focusing on Construction Defects
- Attorneys Specializing in Community Association Law
- Backflow Testing
- Banks / Financial Services
- Coin Operated Laundry
- Concrete
- Construction
- Construction Defect Specialists
- Construction Management
- Contractors, General
- Copier Equipment & Supplies
- Day Porter
- Decking
- Disclosure Documents
- Dryer Vent Cleaning
- Electrical Contractors
- Emergency Water & Fire Restoration Services
- Fence & Railing
- Gutter Cleaning
- Insurance
- Internet
- Landscape Maintenance
- Mailing Equipment & Supplies
- Management Companies
- Management Systems & Tools
- Mediation Services

- Metering Products & Services
- Mold Consulting & Testing
- Mold Remediation
- Painting
- Paint Suppliers
- Patio Furniture
- Pest Control
- Pipe Restoration
- Plumbing
- Pool Contractors, Resurfacing & Remodeling
- Pool Maintenance & Repair Services
- Pressure Washing
- Printing
- Promotional Products
- Reserve Studies
- Roofing Contractors
- Security Hardware / Surveillance Cameras
- Security / Patrol
- Steam Cleaning
- Street Sweeping
- Stucco Repairs
- Termites
- Trees
- Trip & Fall Hazard Removal
- Utility Auditing
- Water Damage Restoration
- Waterproofing
- Windows / Doors
- Window Cleaning
- Wood Replacement—Siding & Decking
- Wrought Iron Fencing—Installation & Repairs
- Other:

Use the form on page 9 to make your category selections for the Membership Directory & Online Service Directory.

# **Your 2015 Marketing Plan with CAI-Channel Islands Chapter**

# Your Plan

### **SPONSORSHIPS**

### **ADVERTISING**

LUNCHEON PROD DATE January 27 February 24 April 28 May 19 June 23 Aug 25 September 22 November 17 December 15	GRAMS AREA Thousand Oaks Thousand Oaks Thousand Oaks Oxnard Oxnard Oxnard Thousand Oaks Thousand Oaks Thousand Oaks	Exhibitor Sponsorship \$290 \$290 \$290 \$290 \$290 \$290 \$290 \$290	Add CLAC Upgrade    plus \$50   plus \$50	Attendee Table Sponsorships  \$\\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$ \$\\\$310\$	CHANNELS OF COMMUNICATION - AD SIZES Back Outside Cover (half page ad) Inside Front Cover (full page ad) Inside Back Cover (full page ad) Full page ad Half page ad Quarter page ad Business Card ad	Price  ☐ \$600 x # of issues ☐ \$600 x # of issues ☐ \$600 x # of issues ☐ \$525 x # of issues ☐ \$425 x # of issues ☐ \$325 x # of issues ☐ \$150 x # of issues
	15 015 rations: (no discoul				MEMBERSHIP DIRECTORY - (no disc AD SIZES Full page ad Half page ad Business card ad	punts)* Price  ☐ \$800  ☐ \$600  ☐ \$400
MANAGERS PRO March 10 August 11  DINNER PROGRA March 5 June 4 September 10	Oxnard Oxnard	,	Attendee Table  \$310 \$310 \$310  Literature Spor  \$75 \$75 \$75		PREMIUM AD SPACES - Outside Back Cover (full page ad) Inside Front Cover (full page ad) Inside Back Cover (full page ad) Divider page (full page ad)  LISTINGS First Listing Additional Category Listings	\$1600 \$1500 \$1200 \$1400 Free w/ membership! \$100 x # of listings
November 5  DINNER PROGRA June 11 August 6	Pismo Beach	□ \$200 □ \$200  Exhibitor Spon. □ \$200 □ \$200	□ \$75	n.	Please list which category(s) you would be seen as a see	
Exhibit Space—Pl Exhibit Space (no of Event Sponsorship Grand Prize Spons Attendee Bag Spor Exhibit Hall Sponsor	REMIER (no discoul discount) sorship nsorship	March 31 nt)*	Cctober 29		CHAPTER WEBSITE - Web Page Advertising Ad Tile Design* (no discount) Please note: Ad tile design is a one time or you can opt to design the ad yourself.	
HOLIDAY HAPPY Happy Hour (Event Manager Tickets S Hors d'oeuvres Sp Prize Sponsorship	t) Sponsorship ponsorship ponsorship	Nov 20 \$600 \$400 \$300 \$100			WEBSITE DIRECTORY LISTINGS First Listing Additional Category Listings  Please list which category(s) you wou  1 2	
<b>ESSENTIALS PRO</b> April 11	<b>OGRAM</b> Oxnard	Exhibitor Spon. ☐ \$150	Literature Spon ☐ \$75		3. 4.	
SPONSORSHIP *N	NON-DISCOUNT TO	TAL: \$			ADVERTISING *NON-DISCOUNT TOTAL	AL: \$
<b>REMAINING SPOI</b>	NSORSHIP TOTAL:	\$			REMAINING ADVERTISING TOTAL	AL: \$

## **Your 2015 Marketing Plan with CAI-Channel Islands Chapter**

### **Marketing Plan Total**

*Non-discounted items (add separately)					
SPONSORSHIP / NON-DISCOUNTED ITEMS	\$	_	Γ_		
REMAINING SPONSORSHIP ITEMS	\$		Sponsorship Level:	Total Amount Spent:	Discount:
ADVERTISING / NON-DISCOUNTED ITEMS	\$		Platinum	\$6,000 +	10%
REMAINING ADVERTISING ITEMS	\$		Gold	\$4,500 ·	7.5%
LESS DISCOUNT (IF APPLICABLE)	(\$		Silver	\$2,500	5.0%
SUBTOTAL	\$		Bronze	\$1,000	0.0%
SUGGESTED CLAC CONTRIBUTION (\$25)	\$			ed items help you	-
GRAND TOTAL:	\$		apply to those i	pent but the discount does not items.	
Your Cont	act Info				
Company Name					
Contact					
Address					
Phone	Fa	ax			
E-mail	W	ebsite			
☐ Keep my listings the same as last yea ☐ No (If no, please attach an additional p		rect lis	sting information	n.)	
Payment (	<b>Options</b>				
PAYMENT OPTIONS - Please check one of the following	g options:				
I would like to receive the discount and will se	end in my full payment by Jan. 3	0, 2015.	(check only, no cre	dit cards accepted)	
I would like to receive the discount and will (check only, no credit cards accepted)	send in half of the payment by	Jan. 30	, 2015 and the rem	aining half by Mar	ch 31, 2015.
<ul> <li>I would like to decline the discount and will pa (check or credit card accepted) If you choose to receipt will be emailed to you.</li> <li>Credit Card #</li></ul>	to pay with your credit card, the	card wi	ll be charged 60 day	s prior to the even	
Billing Address including zip code:					
Please make checks payable to CAI-Channel Islands Change is ground below you agree to the following conditions benefits, opportunities and applicable credits are subject to change must be made according to the option you checked above. Any lapper-payment is required to guarantee all sponsorships and adver first-serve basis. Cancellation of a contract will result in a \$25 acception for sponsorships or advertising cancelled after 90 days priound the community Faires and chapter in Signature:	hapter.  ge without notice. Should an event be ate payments will void the discount an ritising. Some levels of sponsorships administrative fee if cancelled before some names for non-magazine. (see those pages for non-magazine.)	e cancelle d you will are limited 0 days p Marketing	ed, payment for the eve be billed and required to to a specific number. I rior to the event or adv g opportunities are for t	ent shall be fully refund to pay for the difference All sponsorships are o rertising deadline. No rethe members of CAI C	led. Payments e; net 10 days. n a first-come, efunds will be nannel Islands

Please return the completed forms (pgs. 9-10) by January 16, 2015 to: CAI-CIC, PO Box 3575, Ventura, CA 93006
Fax: 805-658-1732 or e-mail it to leah@cai-channelislands.org
QUESTIONS - Call the Chapter Office at 805-658-1438