



CAI SOUTH GULF COAST CHAPTER

# 2026 INVESTOR PLAN

# 2026 INVESTOR PLAN CAI SOUTH GULF COAST CHAPTER



## WHY THE SOUTH GULF COAST CHAPTER?

To ensure long-term relationships with our members, customers and business partners by providing reliable, friendly and innovative services that foster better communications.

## OUR MISSION – DEDICATED TO BUILDING BETTER COMMUNITIES

CAI South Gulf Coast Chapter is part of an international membership organization dedicated to building better communities. Keep up to date on the latest laws and issues affecting community associations, condominiums and cooperatives. CAI members have access to information on industry trends, research tools and practical knowledge from leaders in the field

## BENEFITS OF YOUR CAI SGCC MEMBERSHIP

WE'RE DEDICATED TO BUILDING BETTER COMMUNITIES.



**EXCLUSIVE INSIGHT**



**EDUCATION**



**RESOURCES**

Learn more about the latest innovations in our communities and time-and-money-saving tools available.

[WWW.CAISWFL.COM](http://www.caiswfl.com)

### TROY CONNER

Chapter Executive Director

7500 College Pkwy #400, Fort Myers, FL 33907

director@caisgcc.com

[www.caiswfl.com](http://www.caiswfl.com)

# CAI SOUTH GULF COAST CHAPTER

Increase your sales with target marketing. Make your dollars count and stand out from your competitors by networking directly with potential customers from community associations. At the same time, you'll be supporting your local CAI chapter.



## FLORIDA COMMUNITY ASSOCIATION LIVING



**Association Rank #1 in the nation**



**Population Living in Associations 9,524,000**



**Association Count 49,800+**



**Assessments (Total Funds Collected Annually) 15,257,000,000**



**Reserves (Total Funds Collected Annually) 3,814,000,000**

Chapter Investor support enables us to provide the seminars and networking events that help educate, strengthen and unify the diverse groups in our community association industry. Your support keeps the cost of these educational programs low thereby making attendance affordable for Managers and Board Members while maintaining a high level of quality education.

## THE BENEFITS OF MEMBERSHIP

- CAI believes homeowner and condominium associations can and should exceed the expectations of their residents. We work with you to meet the evolving needs of your community and its residents. By being a trusted forum for the collaborative exchange of knowledge and information, we help you learn, excel and achieve.
- CAI provides the information, tools, resources and support you need to help you find creative solutions and achieve important goals—without burnout and without sacrificing other important personal and professional pursuits.
- For community managers and corporate executives, CAI helps you earn and enhance your status as a respected, trusted and successful professional.
- For community association board members and other homeowner leaders, CAI helps you achieve the results you need and respect you deserve.
- For product and service providers, CAI provides a platform to build your reputation and grow your business.

# WHO WE REACH AND EDUCATION AT CAI SOUTH GULF COAST CHAPTER

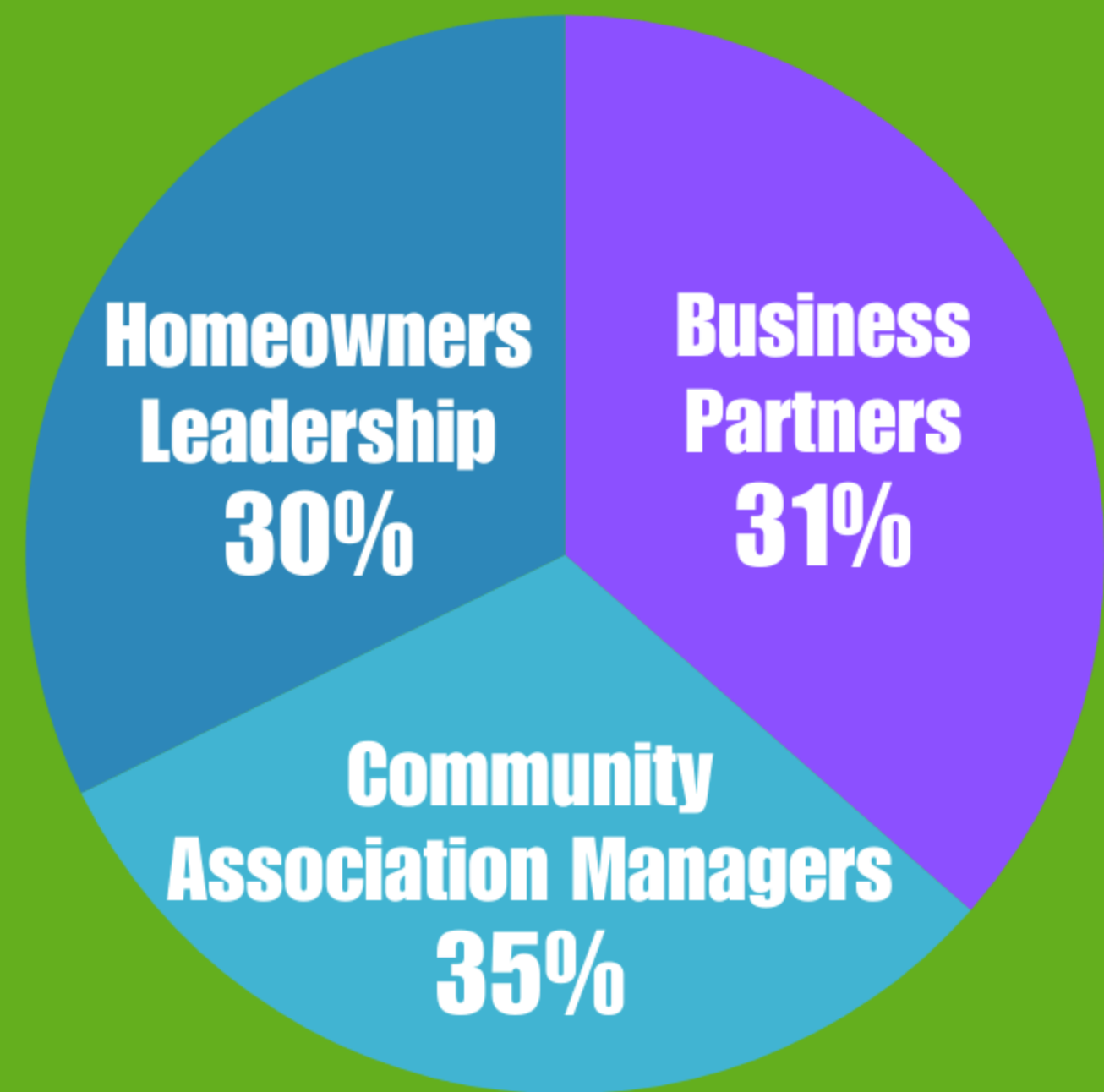


The South Gulf Coast Chapter of CAI has a variety of memberships that put you in touch with leading community associations throughout Lee, Collier, and Charlotte Counties. This includes contact with managers, attorneys, accountants, insurance and financial leaders, and other excellent vendors who supply services and products to the industry.

**Our primary purpose** is to provide Continuing Education to CAMs, Board Members and community stakeholders, and to provide networking with service providers that all communities need.

## CAI SOUTH GULF COAST CHAPTER MEMBERSHIP AT A GLANCE

**REACH 800 MEMBERS**



## EDUCATION PROGRAMS

**NAPLES** - 40 to 50 attendees (40-60% Homeowner Leaders / CAM's)

**FORT MYERS/ESTERO** - 60 to 90 attendees (50% Homeowner Leaders / CAM's)

**BABCOCK RANCH / PUNTA GORDA** - 45 to 80 attendees (50% Homeowner Leaders / CAM's)

## NETWORKING & SOCIAL EVENTS (AVERAGE ATTENDANCE)

Quarterly Social Events **40 to 60 attendees** (Only 4 to 5 Business Partner Sponsors)

APRIL | Trade Expo **400 attendees** (Booths sell out EVERY year)

OCTOBER | Annual Charity Golf Classic **144 Golfers** (60% Homeowner Leaders / CAM'S)

DECEMBER | HOLIDAY AWARDS GALA **200 attendees**

# 2026 TENTATIVE CALENDAR OF EVENTS



## 2026 ANNUAL MEETING (LOCATION TO BE DETERMINED)

January 14<sup>th</sup>

### MORNING EDUCATIONAL SEMINARS

#### **Estero – Embassy Suites Fort Myers/ Estero**

January 23<sup>rd</sup>

February 27<sup>th</sup>

March 27<sup>th</sup>

May 22<sup>nd</sup>

June 19<sup>th</sup>

July 24<sup>th</sup>

August 28<sup>th</sup>

September 25<sup>th</sup>

October 23<sup>rd</sup>

November 20<sup>th</sup>

#### **Naples – Planned for Hilton Naples**

4-hour CEU event in March and September

#### **Charlotte County / Babcock Ranch & Punta Gorda**

Six Events Planned



### AFTERNOON EDUCATIONAL SEMINARS (LOCATIONS TO BE DETERMINED)

March 11<sup>th</sup>

June 10<sup>th</sup>

August 12<sup>th</sup>

November 11<sup>th</sup>

# 2026 INVESTOR OPPORTUNITIES

## **DIAMOND INVESTOR PACKAGE (LIMITED TO 4) \$7500 TOTAL VALUE = \$15,680.00**

Premium Tradeshow Booth Location

Golf Foursome at Annual Tournament

Full Page Color Ad in Tradeshow Program

Full Page Color Ad in Membership Directory Inside Front or Back Cover

Full Page Color Ad in Quarterly Magazine Inside Front or Back Cover (rotate)

Company Logo on Chapter Website with Link to Company Website

Company Logo on Diamond Investor Banner Present at Educational Seminars

Company Logo On Marketing Materials almost 2,000 contacts

Company Logo On Marketing Materials almost 2,000 contacts

One Dedicated Sponsorship of Educational Seminar

Up to Four (4) Business Representatives at Educational Seminars (24 Planned)

Diamond Investor Badge to wear at Educational Seminars

Company Swag (Investor Provides) put into New Member Welcome Bags

Breakfast Sponsorship of 3 Educational Seminars

10% Discount on Gala Tickets or Table

One post in our upcoming "In Your Community" online series highlighting your business solutions and how your company supports associations. (\$500 value!)

## **PLATINUM INVESTOR PACKAGE (LIMIT 8) \$5,000 TOTAL VALUE = \$11,305.00**

Premium Tradeshow Booth Location

Full Page Color Ad in Membership Directory Near Listing

Half Page Full Color Ad in Tradeshow Program

Half Page Color Ad in Quarterly Magazine

Golf Foursome at Annual Tournament

Company Logo on Chapter Website with Link to Company Website

Company Logo on Banner Present at Educational Seminars

Company Logo On Marketing Materials almost 2,000 contacts

Company Logo on Tabletop at all Educational Seminars

Up to Four (4) Business Representatives at Educational Seminars (24 Planned)

Platinum Investor Badge to wear at Educational Seminars

Company Swag (Investor Provides) put into New Member Welcome Bags

Breakfast Sponsorship of 2 Educational Seminars

10% Discount on Gala Tickets or Table

# 2026 INVESTOR OPPORTUNITIES

## **GOLD INVESTOR PACKAGE (PRICE LOWERED!) \$2,750.00**

### **TOTAL VALUE = \$7,920**

Preferred Tradeshow Booth Location

Quarter Page Color Ad in Tradeshow Program

Half Page Color Ad in Quarterly Magazine

Company Logo on Chapter Website with Link to Company Website

Company Logo on Tabletop at all Educational Seminars

Company Logo On Marketing Materials almost 2,000 contacts

Up to Two (2) Business Representatives at Educational Seminars (24 Planned)

Gold Investor Badge to wear at Educational Seminars

Company Swag (Investor Provides) put into New Member Welcome Bags

Breakfast Sponsorship of 1 Educational Seminars

10% Discount on Gala Tickets or Table

## **SILVER INVESTOR PACKAGE \$2,000**

### **TOTAL VALUE = \$5,110**

Tradeshow Booth

Quarter Page Ad Tradeshow Program Quarter

Quarter Page Color Ad in Quarterly Magazine

Company Logo Scrolls on Chapter Website

Company Logo on Tabletop at all Educational Seminars

Company Logo On Marketing Materials almost 2,000 contacts

Company Logo in Membership Directory with Listing

One (1) Business Representatives at Educational Seminars (24 Planned)

Silver Investor Badge to wear at Educational Seminars

Company Swag (Investor Provides) put into New Member Welcome Bags

10% Discount on Gala Tickets or Table

## **BRONZE INVESTOR PACKAGE \$750**

### **TOTAL VALUE = \$1,995**

Opportunity to Purchase Tradeshow Booth before Public

One (1) Business Representatives at Educational Seminars (24 Planned)

Company Logo On Marketing Materials almost 2,000 contacts

Company Logo on Tabletop at all Educational Seminars

Bronze Investor Badge to wear at Educational Seminars

Company Logo Scrolls on Chapter Website

# NEW INVESTOR OPPORTUNITY THIS YEAR!

## SAPPHIRE INVESTOR PACKAGE (MANAGEMENT COMPANIES ONLY) \$4,000 TOTAL VALUE = \$9,045

- Premium Tradeshow Booth Location
- Full Page Color Ad in Membership Directory Near Listing
- Full Page Full Color Ad in Tradeshow Program
- Half Page Color Ad in Quarterly Magazine
- Company Logo on Chapter Website with Link to Company Website
- Company Logo on Banner Present at Educational Seminars (Banner for Platinum and Sapphire)
- Company Logo On Marketing Materials almost 2,000 contacts
- Company Logo on Tabletop at all Educational Seminars
- Up to Two (2) Business Representatives at Educational Seminars (24 Planned)
- Sapphire Investor Badge to wear at Educational Seminars
- Company Swag (Investor Provides) put into New Member Welcome Bags

**25% Discount on Golf Foursome**  
**10% Discount on Gala Tickets or Table**



# SOCIAL MEDIA SPONSOR OPPORTUNITIES



## SPECIAL EVENT GRAPHIC RECOGNITION (GOLF, TRADESHOW AND AWARDS GALA) MORE INFORMATION TO COME!

Sponsor logo placement on event promotional graphics shared across social media. Tagging and thanking sponsors in event posts as valued supporters of the community.

## COMMUNITY CONNECTION SPOTLIGHT (LIMIT 8) \$500

One monthly feature post in our upcoming “In Your Community” online series highlighting a business partner, their HOA-focused solutions, and how your business supports associations.

## LEGISLATIVE UPDATE SPONSOR \$1,000 (A MINIMUM OF 4 POSTS)

Company and representative(s) would be featured as a trusted partner in helping our members stay informed and prepared for changes that impact community associations. Partners could submit a completed video or article to:

This sponsorship positions your business as both an industry advocate and a go-to educational resource—elevating your brand while supporting our mission to keep members informed and empowered.

- **Break down the legislative process** in simple, accessible terms so board members and managers understand how a bill becomes law.
- **Highlight new or pending legislation** with practical insight into how these laws may affect HOAs and community living.
- **Reinforce national CTAs** by connecting members to advocacy efforts and tools available through CAI National.
- **Outline next steps for boards and managers**, providing actionable guidance they can take back to their communities.

# CAI FLORIDA LEGISLATIVE ALLIANCE (FLA) SUPPORT – GET INVOLVED!

Several of our Chapter homeowner leaders, community managers, and business partners travel to Tallahassee to speak to legislators about issues impacting community associations. With over 49,800 associations and more than 9.5 million Floridians calling them “home,” the issues impacting these communities are significant. YOU can help sponsor this event!



## STAY TUNED FOR MORE DETAILS COMING!

If you'd like more information or have any questions, please direct all inquiries to our dedicated support email: [membersupport@caisgcc.com](mailto:membersupport@caisgcc.com).



# SUPPORT THE FLORIDA LEGISLATIVE ALLIANCE

The CAI Florida Legislative Alliance (CAI FLA), a committee of CAI is the official voice with legislators and regulators in Florida. CAI FLA exists to speak with one voice on legislative and regulatory matters that affect community associations, community association managers and CAI business partners. CAI FLA is made up of a balance of CAI members and appointees from chapters within the state. CAI FLA is a committee of CAI's national office and is a partner with CAI's chapters Florida.

Our task is to identify community association issues, monitor legislation, and advocate for legislation advancing community association needs. CAI-FLA has built both long-standing and new relationships with numerous state legislators over the years. With full-time professional lobbyist Travis Moore at the helm, CAI-FLA is an effective and respected force in Tallahassee.

FLA provides a perspective on how proposed legislation could impact people living and working in community associations. Your contribution is critical to ensure our communities have a voice at the Capitol.

**Please consider donating \$1 per door in your community.**



**DOLLAR-A-DOOR OR MORE!**

*Your Donation Makes a Difference*



SOUTH GULF COAST CHAPTER

**community**  
ASSOCIATIONS INSTITUTE



COMMUNITY ASSOCIATIONS INSTITUTE (CAI) IS A NATIONAL, NONPROFIT 501(C)(6) ASSOCIATION CREATED IN 1973 TO EDUCATE & REPRESENT AMERICA'S 375,000 RESIDENTIAL CONDOMINIUMS, COOPERATIVES, HOMEOWNERS ASSOCIATIONS, AND RELATED PROFESSIONALS & SERVICE PROVIDERS.