



CAI SOUTH GULF COAST CHAPTER

2027 INVESTOR PLAN

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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

TROY CONNER

Chapter Executive Director

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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



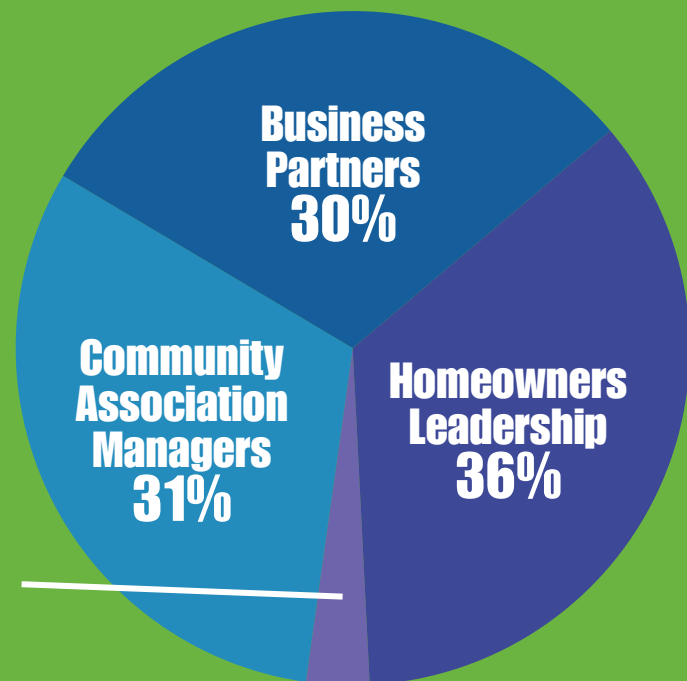
The South Gulf Coast Chapter of CAI has a variety of memberships that put you in touch with leading community associations throughout Lee, Collier, and Charlotte Counties. This includes contact with managers, attorneys, accountants, insurance and financial leaders, and other excellent vendors who supply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

**Management
3%**



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**

2027 TENTATIVE CALENDAR OF EVENTS



2027 ANNUAL MEETING (SPANISH WELLS – BONITA SPRINGS)

January 22, 2027

MORNING EDUCATIONAL SEMINARS

Spanish Wells – Bonita Springs

February 26, 2027

March 26, 2027

April 23, 2027

May 21, 2027

June 25, 2027

July 23, 2027

August 27, 2027

September 24, 2027

October 22, 2027

November 19, 2027

Naples – Planned for Hilton Naples

2 Events Being Planned

Charlotte County / Babcock Ranch & Punta Gorda

February 19

April 16

June 18

August 7

October 15



EVENING EVENTS – 4 SOCIAL NETWORKING EVENTS

2027 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 for 2,000 contacts
Company Logo on Tabletop at all Educational Seminars
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 for 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

2027 INVESTOR OPPORTUNITIES

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 for 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
Breakfast Sponsorship of 1 Educational Seminar

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

GOLD INVESTOR PACKAGE \$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 for 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 Seminar
10% Discount on Gala Tickets or Table

2027 INVESTOR OPPORTUNITIES

SILVER INVESTOR PACKAGE \$2,000 TOTAL VALUE = \$5,110

Tradeshow Booth

Quarter Page Ad in 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 2,000 contacts

Company Logo in Membership Directory with Listing

One (1) Business Representative 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 (FOR NEW MEMBERS – JOINED IN 2026 – ONLY) TOTAL VALUE = \$1,995

Opportunity to Purchase Tradeshow Booth before Public

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

Company Logo on Marketing Materials 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

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 DETIALS COMING!

If you'd like more information or have any questions, please direct all inquiries to our dedicated support email: 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



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.