

CAI Utah 2024 SPONSORSHIP Guide

Educate | Support | Represent | Grow

Utah Chapter Community Associations Institute

PO Box 17063

Salt Lake City, Utah 84117

Email | info@uccai.com

Utah Chapter website | www.uccai.com

National website | www.caionline.org

Chapter Executive Director

Stacy Lasson



President's Message

As a member of the UCCAI Board, we are committed to ensuring that our organization continues to provide the highest level of service to our community. We strive to create opportunities for all members to participate and engage in meaningful ways, whether through networking events, educational workshops, or community resources.

We are proud to be a part of such a dynamic and engaged community and look forward to working with our members to continue making a positive impact on our community. We have dedicated members who serve and volunteer their time and talents in order to enable all this to become a reality. Your contributions have not gone unnoticed, and we are grateful for everything you have done. We sincerely appreciate everyone who has contributed to the chapter's success by sharing their time and skills with us.

As members we value your input and encourage you to share your ideas with us to enhance our community and add more value to your membership with the Utah Chapter of CAI. With such a great year in 2023, we are thrilled to be able to build upon this success and continue to expand those experiences to bolster our community, promote friendships, learning, and resources.

-Megan Deming, CMCA, AMS, PCAM

Mission Statement

As the leading organization for community associations in Utah, our mission is to support and lead community association members by providing education, resources, and network opportunities to community managers, industry leaders, and community volunteers.

Who We Are



The Utah Chapter of Community Associations Institute (UCCAI) is a non-profit organization servicing the educational, business, and networking needs of community associations in the State of Utah.

Members include condominium, townhome, and single-family homeowner associations, association board members and other homeowner leaders, community managers, association management firms as well as those individuals and companies who provide services and products to associations.

The Utah Chapter of CAI has approximately 365 members. The Chapter and its members represent and are advocates for more than 3,500 Associations and for the over 350,000 Association Households in the state of Utah.

CAI is an international membership organization dedicated to building better communities. With over 40,000 members, CAI has 63 chapters worldwide, including Canada, the Middle East and South Africa, and relationships with housing leaders in a number of other countries, including Australia and the United Kingdom. CAI provides information, education and resources to the homeowner volunteers who govern communities and the professionals who support them.

Membership Pricing

Homeowner Leader | starting at \$115*

Community Manager | \$125

Management Company | \$415

Business Partners | \$575

Students | \$35

*Discounts available for bulk membership purchases.

*To become a member or learn more, please contact Stacy Lasson at

info@uccai.com (see also

<https://www.caionline.org/JoinNow/Pages/default.aspx>)

Diversity, Equity, and Inclusion (DEI) Statement

Adopted by CAI Board of Trustees on August 18, 2021

Adopted by CAI Board of Trustees on August 18, 2021

Community Associations Institute is committed to making diversity, equity, and inclusion a core aspect in our membership, on our staffs, and within the community association housing model at large. We firmly believe in the unique strengths of every individual and that diversity makes organizations more successful and communities more

fulfilling. By actively cultivating diversity, we benefit from a vastly richer mix of ideas, perspectives, and life experiences that expand our thinking and our possibilities. We strive to foster a culture of discovery, innovation, and service as we continue to focus on our mission to build better communities.

Please visit the Diverse Communities page for additional resources.

Board of Directors 2024

President | Megan Deming - HOALiving

President-Elect | Luke Udy - Udy & Associates

Vice President | Amy Makeever - CertaPro Painters of Salt Lake

Treasurer | Ryan Newton - Advanced Community Services

Secretary | Blake Johnson - Smith Knowles Attorneys

Homeowner Leader | Brooke Lulu

LAC Liaison | Tod Bean - Promontory Club

Committees

Communications & Marketing |

The communications committee oversees website updates, blog posts, publications, and social media accounts.

Sponsorship & Membership |

The sponsorship and membership committee works with all the other committees to publish the annual sponsorship guide, help find sponsors, find ways to increase CAI membership, and coordinate new member transition into the chapter.

Southern Utah |

The Southern Utah committee plans quality educational events and a golf tournament. They oversee the direction of the chapter in Southern Utah.

Education |

The education committee plans educational events, including quarterly educational luncheons. They discuss timely topics, find speakers and set event dates.

Events |

The events committee plans social and networking events, including the annual golf tournament and other endeavors throughout the year.

Legislative Action Committee (LAC) |

The LAC is comprised of volunteers who represent the interests of over 613,000 homeowners. They ensure that residents and owners in Utah's community associations have representation in the Utah State Legislature through advocacy for proactive and protective legislation.

Are you looking for ways to get involved?
Volunteer on a committee. Contact Stacy
Lasson at info@uccai.com

2024 Calendar of Events

Month	Event
January	<ul style="list-style-type: none">• 17 - Southern Utah Kick Off Event
February	<ul style="list-style-type: none">• 2 - LAC Event: Upcoming Legislation Report (Virtual)• 7 - Northern Utah Kick Off Event• 14-17 - Community Association Law Seminar in Las Vegas, NV• 29 - Northern Utah Blood Drive
March	<ul style="list-style-type: none">• TBD - Southern Utah Trade Show• TBD - Northern Utah Board Leader Certificate Course
April	<ul style="list-style-type: none">• 18 - Educational Event: 2024 Legislative Update (Virtual)
May	<ul style="list-style-type: none">• 1 - Southern Utah Vendor Event• 8-11 - CAI Annual Conference (Las Vegas, NV)• 16 - Educational Event: Rentals in Community Associations (In Person - N. Utah)
June	<ul style="list-style-type: none">• 13 - International Community Association Managers Day
August	<ul style="list-style-type: none">• 16 - Educational Event: Reserves (Virtual)
September	<ul style="list-style-type: none">• 12 - Annual Member Meeting (Virtual)• 20 - Northern Utah Golf Tournament• 28 - National Good Neighbor Day
October	<ul style="list-style-type: none">• 4 - Southern Utah Golf Tournament• 24 - Educational Event: How to Run Effective Board Meetings (In Person - N. Utah)
November	<ul style="list-style-type: none">• Turkey bowl• TBD - LAC Event: Meet with Southern Utah Legislators (in-person)• TBD - Southern Utah Board Leader Certificate Course
December	<ul style="list-style-type: none">• 5 - Educational Event: Case Law Update (In Person - S. Utah)

2023 Sponsors

Thank you to our 2023 sponsors for supporting our efforts to educate, support, represent, and grow the community association industry across Utah. We would not be able to operate without you.

Platinum



Gold



Silver



Southern Utah



CAI National Sponsors

Addresses of Distinction
Alliance Association Bank
Allied Universal
AppFolio
AQUAGUARD, LLC
Association Reserves
AvidXchange
Axos Bank
Brightview Landscape Services
Capital One Business
CertaPro Painters, Ltd.
CINC Systems
Click Pay
CondoCerts
CondoLogic
Distinguished Programs
Enterprise Bank & Trust

Enumerate
First Citizens Bank
GAF Roofing Material Manufacturer
Gordian Staffing
HomeWiseDocs.com
Ian H. Graham Insurance
LiftMaster-Chamberlain Group
Pacific Premier Bank
Pacific Western Bank
Popular Association Banking
Reserve Advisors
Servpro
SOLitude Lake Management
Vantaca, LLC
Vote HOA Now
WelcomeLink

Sponsorship Packages

Northern Utah	Platinum \$4000 (Limit 6)	Gold \$2500 (Limit 10)	Silver \$1500
<i>Sponsorships run from April 1, 2024 through March 31, 2025.</i>			
Hyperlinked logo on chapter sponsorship page	✓*	✓	✓
1 spotlight with photos, links, services and contact info across chapter social media accounts	✓	✓	✓
Opportunity to submit video tips with a link to the website video library	✓	✓	✓
First priority (behind upper sponsor levels) to reserve 2024 sponsorships	✓	✓	✓
Verbal recognition at all events	✓	✓	
Registrations for Educational luncheons (virtual or in person)	10	8	4
Blog articles written for newsletter per year	up to 2	1	1
1 lane sponsor for bowling event- \$500 value	✓		
Hyperlinked website logo on all eblasts	✓		
Ad on website homepage with link to sponsor's website	✓		
Chapter Membership for 1 (refer to Page 3 for value)	✓		
PowerPoint recognition at webinars and in-person events	✓		
Hole sponsorship AND 4 person team at Northern OR Southern golf tourney	✓**		
Hole sponsorship OR team at Northern OR Southern golf tourney		✓**	

**Gets most prominent placement.*

***Package Sponsors get first priority for teams and hole sponsorships. Please confirm by May 30, 2024.*



Sponsorship Packages

Southern Utah		Gold \$1600	Silver \$900
<i>Sponsorships run from April 1, 2024 through March 31, 2025.</i>			
Hyperlinked logo on the Southern Utah page of website		✓	✓
1 spotlight with photos, links, services and contact info across chapter social media accounts		✓	✓
Opportunity to submit video tips with a link to the website video library		✓	✓
1 Blog article written for newsletter per year		✓	✓
Verbal recognition at all Southern Utah events		✓	
1 booth at educational and legislative events in Southern Utah		✓	
Hole sponsorship AND four person team at Southern golf tournament		✓*	
Registrations for Educational luncheons (virtual or in person)		8	4

Package Sponsors get first priority for teams and hole sponsorships. Please confirm by May 30, 2024.



Educational Luncheons

Our member experts provide training to community volunteers and managers. These 60 minute presentations discuss a wide range of topics. Board members, committee members, managers, management companies, business partners, and others serving the industry are encouraged to participate.

April 18th - 2024 Legislative Update (Virtual)

May 16th - Rentals in Community Associations: Review and Rules on Rentals, Limitations on Fees, ADU, Rental Admin Fees (In Person - N. Utah)
Summer - Reserves (Webinar)

October 24th - How to Run Effective Board Meetings: Board Procedures, Roberts Rules of Order, Action without Meeting (In Person - N. Utah)

December 5th - Case Law Updates (In Person - S. Utah)

Virtual webinars

Virtual Event Sponsor | 2 available (per luncheon) - Member \$450, Non-member \$700
Sponsorship includes logo on all promotional material including rotating PowerPoint at beginning of luncheon, flyer distributed via email after event, and opportunity to address attendees.

In-person

In-Person Event Sponsor | 2 available (per luncheon) - Member \$450, Non-member \$700
Sponsorship includes logo on all promotional material including rotating PowerPoint at beginning of luncheon, flyer distributed via email after event, and opportunity to address attendees.

Pen & Paper Sponsor | 1 available - Member \$200, Non-member \$350
Sponsor to supply a promotional flyer and pen & paper on all tables at event.

Napkin Sponsor | 1 available - Member \$300, Non-member \$450
Sponsor mentioned on event emails. Company logo printed on napkins at the event. Chapter to coordinate the napkins. Sponsor must provide company logo.



Board Leader Certificate Course

Participation in the BLCC teaches you how to communicate with association residents, hire qualified managers and service providers, develop enforceable rules, interpret governing documents and more.

This course includes a complete tool kit of resources:

- The Board Member Tool Kit Workbook
- Community Association Leadership: A Guide for Volunteers
- Managing & Governing: How Community Associations Function, by Clifford J. Treese
- The Homeowner & the Community Association brochure
- From Good to Great: Principles for Community Association Success brochure

Event Sponsor | 4 available - Member \$500, Non-member \$700

Sponsorship includes logo on all promotional material including rotating PowerPoint at beginning of luncheon, and opportunity to address attendees.

Manager Incentive Sponsor | 1 available - Member \$1,100, Non-member \$1,400

Sponsorship money is used to purchase a weekend trip or other prize to be raffled off for community managers at the event. Sponsor has the opportunity to conduct the drawing and present the prize at the event, and also gets to address attendees.

Lunch Sponsor | 1 available - Member \$500, Non-member \$700

Sponsorship includes logo on eblasts, promotional material are event, signage at event and announced as a sponsor at the event.

Pen & Paper Sponsor | 1 available - Member \$200, Non-member \$350

Sponsor to supply a promotional flyer and pen & paper for all attendees on the tables.

Book Sponsor | 2 available - Member \$350, Non-member \$500

Sponsorship directly supports the purchase of CAI National educational material given to each attendee. Sponsorship includes recognition at the event and logo stickers on books. Sponsor will provide logo to CAI. CAI will handle the production of the stickers.



Northern Golf Tournament

Listen here you Sharkies and Sandbaggers - Walk the green with CAI's Pirate theme

Our largest event of the year! Scramble style all day event with an opportunity to network with community leaders and association managers.



Premier Sponsor | 1 available

- Member \$3,000, Non-member \$4,000
- First priority selection of hole sponsorship or team
- Special banners / signs at golf tournament
- Table top & business cards at lunch tables
- Company logo on one side of the swag bag
- Swag / brochures / business cards in sponsor bags & at vendor table
- Two minutes to speak at awards

Breakfast Sponsor | 1 Available - \$1,200.00

- Table top at breakfast tables
- Business cards & swag at breakfast tables
- Sign / banner in breakfast area

Lunch Sponsor | 2 Available - \$2,000.00

- Table top at lunch tables
- Business cards & swag at lunch tables
- Sign / banner in lunch area
- Two minutes to speak at awards

Hole Sponsorship | 18 Available

- (package sponsors get first priority)
- Member \$800, Non-member \$900
- Tents pre-setup at hole- \$45.00
- Business cards / swag in bags

Team Sponsor | 1-four person team, 30 Available

- (package sponsors get first priority)
- Member \$600, Non-member \$700

Putting Green | 1 Available

- Member \$1,000, Non-member \$1,100
- Includes signage at the putting green
- Business cards / swag in bags

Cart Sponsor | 1 Available

- Member \$1000, Non-member \$1100
- logo on carts
- opportunity to add swag to carts
- Business cards / swag in bags

Roving cart | 2 Available

- Member \$1,000, Non-member \$1,100
- Business cards / swag in bags

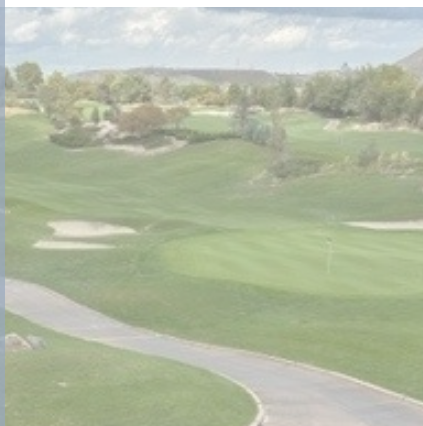
Drink Cart Sponsor | 1 Available - \$1200

- Business cards / swag in bags
- 1 representative may ride in cart with course attendant

Bag Sponsor | 1 Available

- Member \$1,200

*All sponsorships require a \$50 minimum raffle gift; however, more is appreciated.



Southern Golf Tournament



Listen here you Sharkies and Sandbaggers - Walk the green with CAI's Pirate theme

One of our best attended events in the Southern Utah area. This is a great event to network with community leadership and community association managers in the southern region.

Breakfast Sponsor | 1 Available

- Member \$1,600 (est. cost of food plus \$500), Non-member \$2,100
- Table top at breakfast tables
- Business cards & swag at breakfast tables
- Sign / banner in breakfast area

Lunch Sponsor | 1 Available

- Member \$2,500 (est. cost of food plus \$500), Non-member \$3,000
- Table top at lunch tables
- Business cards & swag at lunch tables
- Sign / banner in lunch area
- Two minutes to speak at awards



Hole Sponsor | 18 Available - Member \$500, Non-member \$850

Team Sponsor | 1-four person team, 36 Available - Member \$600, Non-member \$850

Team AND Hole Sponsor | 1-four person team, 18 Available - Member \$900, Non-member \$1,350

Bag Sponsor | 1 Available

- Member \$1,200

*All sponsorships require a \$50 minimum raffle gift; however, more is appreciated.

** Package sponsors get first priority.



Blog and Social Media

Blog Sponsor | \$100 | 20 available
CAI will post 2-3 blogs per month.

Quarterly sponsorship on CAI Utah blog page | \$100 | 4 available per quarter
includes mention on email flyer when new blogs are posted

Vendor Demonstration

Vendor Demonstration | \$500 |

This sponsorship is an opportunity to have your company name in front of those responsible for buying services and supplies for community associations. This sponsorship will include a demonstration of services provided by you. May be in-person or via zoom. Managers and Board members will be the target audience of these events.

Sponsorship includes a one-hour demonstration. Zoom link will be provided by the Chapter if online event. If the Sponsor would like to have an in-person event all event costs would need to be covered by the Sponsor.

To sponsor, please reach out to Stacy Lasson
Phone | 801.948.0811
Email | info@uccai.com