



CAI-CHANNEL ISLANDS CHAPTER

# 2026 MARKETING OPPORTUNITIES



# BUILDING BETTER COMMUNITIES

SERVING VENTURA, SANTA BARBARA,  
SAN LUIS OBISPO, AND KERN COUNTIES



[cai-channelislands.org](http://cai-channelislands.org)



The Channel Islands Chapter of Community Associations Institute provides education, resources, networking and advocacy to the Community Associations industry in Ventura, Santa Barbara, San Luis Obispo and Kern counties. As the chapter continues to grow, nearing 1,200-chapter members, we look forward to once again providing you with opportunities to develop essential relationships to grow your business!

Enclosed are the sponsorship and advertising opportunities for 2026. We value your investment and involvement with the chapter and that is why our marketing opportunities are designed with your success in mind! Take advantage of these opportunities to meet our members, build relationships, share your expertise, and make your business stand out!

Thank you for your membership with CAI-Channel Islands Chapter as we work together in ***Building Better Communities!***



**We look forward to partnering with you to grow your business in 2026!**

<b>Event Calendar .....</b>	<b>4</b>
<b>Sponsorship Levels.....</b>	<b>5</b>
<b>Education</b>	
Ventura County Luncheon Programs .....	6
Santa Barbara Luncheon Programs .....	7
Central Coast Luncheon Programs.....	7
Community Faires .....	8
Chapter Webinars.....	9
Board Leader Certificate Webinar Series.....	9
<b>Networking</b>	
Awards Dinner .....	10
Bingo & Brews .....	11
Holiday Happy Hour.....	12
Reverse Trade Show .....	12
<b>Advertising</b>	
Print.....	13
Digital Media .....	15
<b>Additional Opportunities.....</b>	<b>16</b>

## 2026 CAI-CHANNEL ISLANDS CHAPTER

## Event Calendar

## JANUARY

- 27 **Ventura County Chapter Luncheon**, 11:15 am  
Spanish Hills Club, Camarillo

## FEBRUARY

- 6 **Awards Dinner**, 5:30 pm,  
Hyatt Regency, Westlake Village
- 19 **Central Coast Luncheon**, 11:30 am, Pismo Beach
- 26 **Ventura County Chapter Luncheon**, 11:15 am  
Spanish Hills Club, Camarillo

## MARCH

- 5 **Chapter Webinar**, 11:00 am, Zoom
- 24 **Ventura County Chapter Luncheon**, 11:15 am  
Spanish Hills Club, Camarillo

## APRIL

- 9 **Santa Barbara Luncheon**, 11:30 am  
Mar Monte Hotel, Santa Barbara
- 23 **Central Coast Luncheon**, 11:30 am, Pismo Beach
- 30 **Community Faire**, 3:30 pm, Westlake Village

## MAY

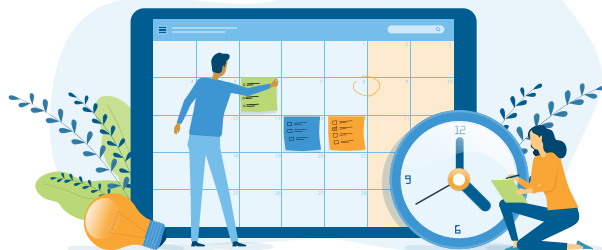
- 14 **Chapter Webinar**, 11 am, Zoom
- 28 **Ventura County Chapter Luncheon**  
Hyatt Regency, Westlake Village

## JUNE

- 3-6 **CAI Annual Conference**, Florida
- 18 **Central Coast Luncheon**, 11:30 am, Pismo Beach
- 30 **Reverse Trade Show**, Spanish Hills Club, Camarillo

## JULY

— No Chapter Events —



## AUGUST

- 13 **Chapter Webinar**, 11 am, Zoom
- 20 **Santa Barbara Luncheon**, 11:30 am  
Mar Monte Hotel, Santa Barbara
- 25 **Ventura County Chapter Luncheon**, 11:15 am  
Hyatt Regency, Westlake Village

## SEPTEMBER

- 10 **Bingo, Boots, & Brews**, 5:30 pm  
Camarillo Ranch, Camarillo
- 17 **Central Coast Luncheon**, 11:30 am, Pismo Beach
- 29 **Community Faire**, 3:30 pm,  
Spanish Hills Club, Camarillo

## OCTOBER

- 6, 13, & 20 **Board Leadership Webinar Series**  
10 am, Zoom
- 27 **Ventura County Chapter Luncheon**, 11:15 am  
Hyatt Regency, Westlake Village

## NOVEMBER

- 5 **Santa Barbara Luncheon**, 11:30 am  
Mar Monte Hotel, Santa Barbara
- 12 **Central Coast Luncheon**, 11:30 am, Pismo Beach
- 17 **Ventura County Chapter Luncheon**, 11:15 am  
Hyatt Regency, Westlake Village

## DECEMBER

- 3 **Holiday Happy Hour**, 5-7 pm, Westlake Village
- 10 **Ventura County Chapter Luncheon**, 11:15 am  
Spanish Hills Club, Camarillo

For the most up-to-date information on chapter events, venue address, and to register, visit


[cai-channelislands.org](http://cai-channelislands.org)



# Sponsorship Levels

Make the most of your membership by becoming one of our exclusive Platinum, Gold, Silver, or Bronze sponsors. To qualify for Platinum, Gold, Silver, or Bronze sponsorship levels, select the marketing plan items you would like to sign up for using our online order form and have your total dollar amount reach the appropriate amount as listed below.



Platinum \$6,000+	Gold \$4,500	Silver \$3,000	Bronze \$2,000
<b>Chapter Events Recognition</b>	<b>Chapter Events Recognition</b>	<b>Chapter Events Recognition</b>	<b>Chapter Events Recognition</b>
<b>Magazine Recognition</b> Name/level/company logo listed in <i>Channels of Communication</i> (4 issues)	<b>Magazine Recognition</b> Name/level/company logo listed in <i>Channels of Communication</i> (4 issues)	<b>Magazine Recognition</b> Name/level listed in <i>Channels of Communication</i> (4 issues)	<b>Magazine Recognition</b> Name/level listed in <i>Channels of Communication</i> (4 issues)
<b>Chapter Membership Directory Recognition</b> Name/level/company logo listed in directory	<b>Chapter Membership Directory Recognition</b> Name/level/company logo listed in directory	<b>Chapter Membership Directory Recognition</b> Name/level listed in directory	<b>Chapter Membership Directory Recognition</b> Name/level listed in directory
<b>Email Blast Recognition</b> Company logo with website link featured in two email blasts.	<b>Email Blast Recognition</b> Company logo with website link featured in two email blasts.		
<b>Social Media Recognition</b> Your company logo or photo featured in sponsor thank you post.			
<b>Partner Spotlight Recognition</b> Partner Spotlight with your company logo and photo with description of services and website featured in one chapter magazine issue.		To reserve marketing opportunities, submit the marketing plan order form by going to: <a href="https://form.jotform.com/CAICIC/2026-cai-cic-marketing-plan-form">https://form.jotform.com/CAICIC/2026-cai-cic-marketing-plan-form</a> or scanning QR code. 	

Benefits available may vary, due to time of commitment. Please complete your marketing plan order form by January 30, 2026.

Please direct all questions to Leah Ross, Executive Director, at 805-658-1438 or email [leah@cai-channelislands.org](mailto:leah@cai-channelislands.org).

Check Payments can be mailed to:  
CAI-Channel Islands Chapter  
PO Box 3575  
Ventura, CA 93006

**PLEASE NOTE:** All prices quoted are for the members of CAI-Channel Islands Chapter. Non-member pricing is an additional 50% over the quoted price.

**CANCELLATION POLICY:** Cancellation (refund request) or credit request of a marketing opportunity will result in a \$50 non-refundable deposit per sponsorship or advertising opportunity and must be made at least 30 days prior to the event date or advertising deadline. All credits must be used within the 2026 calendar year. No marketing plan refunds or credit requests are allowed if within 30 days of the event date or advertising deadline.

The  
chapter's biggest  
networking  
opportunities!

# Ventura County Luncheon Programs

Our Chapter Luncheon Programs are an excellent opportunity to meet and greet community managers and board members. In the past, these programs have reached up to 175 chapter members in attendance.

<b>JAN 27</b>	CAMARILLO	<b>AUG 25</b>	WESTLAKE VILLAGE
<b>FEB 26</b>	CAMARILLO	<b>OCT 27</b>	WESTLAKE VILLAGE
<b>MAR 24</b>	CAMARILLO	<b>NOV 17</b>	WESTLAKE VILLAGE
<b>MAY 28</b>	WESTLAKE VILLAGE	<b>DEC 10</b>	CAMARILLO

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Exhibitor Sponsor</b>	Your exhibit space will be reserved in a priority location close to the front entrance. Company logo at the top of the sponsor list on all advertising. Opportunity to introduce your company or show promotional video at the beginning of the luncheon program (45 seconds) and includes lunch for two company representatives.	2	\$900 per luncheon
<b>Exhibitor Sponsor</b>	Registration for one company representative. Six foot skirted table to display your company information. Company mentions at event. Company name on event flyer and chapter website event page.	20	\$600 per luncheon
<b>Upgrade Your Exhibitor Space and Support CLAC!</b>	Your exhibit space will be reserved in a priority location by the front entrance (Be the first to shake hands with attendees!). Company mentions and recognition as the CLAC sponsor. Special thank you on chapter website event page. Limit of four spots available per luncheon. (CLAC is CAI's Legislative Action Committee that monitors legislation the directly impacts the Homeowners Associations industry.)	4	\$100
<b>Attendee Table Sponsor</b>	Registrations for two of your company representatives and six registrations for invited Community Managers and/or Community Association Volunteer Leaders seated at your reserved table (you invite and make reservation). Company name on reserved table. Recognition at event and on the website.	6	\$500 per luncheon
<b>Centerpiece Sponsor</b>	Sponsor centerpieces placed on every table (Chapter will provide centerpieces). Company name/business card on each centerpiece. Registration for one company representative. Opportunity to place company promo item by the centerpiece.	1	\$450 per luncheon
<b>Lanyard Sponsor</b>	Chapter provides custom lanyards with your logo on it. Lanyards are used at all Chapter Luncheon Programs and Community Faires.	1	\$3,000
<b>Tote Bag Sponsor</b>	Provide your company-branded bags with your company literature to have at check-in table at ALL chapter luncheons in Ventura and Santa Barbara Counties for a six-month period*. Includes lunch for one company representative at each Ventura & Santa Barbara Luncheon with opportunity to hand out bags at registration table. * Two sponsorships available: January-June and July-December.	2	\$1,750* per six months
<b>Pen Sponsor</b>	Company pen at each attendee's seat and at check-in at all luncheon programs and the Community Faire during the six month period. Pens to be supplied by sponsor (Approx. 1,000 pens needs for each six month period.) *Two sponsorships available: January - June and July - December.	2	\$700* per six months



# Santa Barbara County Luncheon Programs

APR 9 | AUG 20 | NOV 5 | MAR MONTE HOTEL, SANTA BARBARA

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Exhibitor Sponsor</b>	Your exhibit space will be reserved in a priority location close to the front entrance. Company logo at the top of the sponsor list on all advertising. Opportunity to introduce your company or show promotional video at the beginning of the luncheon program (45 seconds) and includes lunch for two company representatives.	2	\$800 per luncheon
<b>Exhibitor Sponsor</b>	Lunch for one company representative. Six foot skirted table to display your company information. Company mentions at event. Company name on event flyer and chapter website event page.	12	\$575 per luncheon
<b>Upgrade Your Exhibitor Space and Support CLAC!</b>	Your exhibit space will be reserved in a priority location by the front entrance (be the first to shake hands with attendees!). Company mentions and recognition as the CLAC sponsor. Special thank you on chapter website event page. Limit of four spots available per luncheon. (CLAC is CAI's Legislative Action Committee that monitors legislation the directly impacts the Homeowners Associations industry.)	2	\$100
<b>Parking Sponsor</b>	Opportunity to greet attendees and have your company information at the registration table. Includes company name on marketing material and lunch for one company representative.	1	\$500 per luncheon
<b>Attendee Table Sponsor</b>	Lunch for two of your company representatives. Lunch for six invited Community Managers and/or Community Association Volunteer Leaders seated at your reserved table (you invite and make reservation). Company name on reserved table. Recognition at event and on the website.	4	\$450 per luncheon
<b>Centerpiece Sponsor</b>	Sponsor centerpieces placed on every table (Chapter will provide centerpieces). Company name/business card on each centerpiece. Lunch for one company representative.	1	\$300 per luncheon
<b>Literature Sponsor</b>	Opportunity to have your company information (brochure, etc.) at each attendee's place setting (you provide material). Company recognition at the event.	4	\$150 per luncheon

# Central Coast Luncheon Programs

FEB 19 | APR 23 | JUN 18 | SEP 17 | NOV 12 | PISMO BEACH

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Exhibitor Sponsor</b>	Your exhibit space will be reserved in a priority location close to the front entrance. Company logo at the top of the sponsor list on all advertising. Opportunity to introduce your company or show promotional video at the beginning of the luncheon program (45 seconds) and includes lunch for two company representatives.	2	\$800 per luncheon
<b>Exhibitor Sponsor</b>	Registration for one company representative. Six foot skirted table to display your company information. Company name on event flyer and on chapter website event page.	12	\$575 per luncheon
<b>Parking Sponsor</b>	Opportunity to greet attendees and have your company information at the registration table. Includes company name on marketing material and lunch for one company representative.	1	\$500 per luncheon
<b>Attendee Table Sponsor</b>	Lunch for two of your company representatives. Lunch for six invited Community Managers and/or Community Association Volunteer Leaders seated at your reserved table (you invite and make reservation). Company name on reserved table. Recognition at event and on the website.	4	\$450 per luncheon
<b>Centerpiece Sponsor</b>	Sponsor centerpieces placed on every table (Chapter will provide centerpieces). Company name/business card on each centerpiece. Lunch for one company representative.	1	\$300 per luncheon
<b>Literature Sponsor</b>	Opportunity to have your company information (brochure, etc.) at each attendee's place setting (you provide material). Company recognition at the event.	4	\$150 per luncheon
<b>Tote Bag Sponsor</b>	Provide your company-branded bags to have at check-in table at all five Central Coast Luncheon Programs. Includes lunch for one company representative.	1	\$1,400 all luncheons

# Community Faires

The Community Faires are a prime opportunity to meet and network with Homeowners, Board Members and Community Managers. These events are the most well attended chapter events as we have maximized the trade show experience and educational sessions for our members.

**APR 30 COMMUNITY FAIRE, WESTLAKE VILLAGE**  
**SEP 29 COMMUNITY FAIRE, CAMARILLO**



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAILABLE	PRICE
<b>Event Sponsor</b>	Includes company logo on event flyer, event invitation, on website and in chapter magazine. Company name on signage and mentions at event. Company name on attendee event bags and opportunity to place company literature or promotional item in the bags. Opportunity to attend exclusive Managers' Happy Hour at event (only managers and event/grand prize sponsors can attend). Two (2) company representatives to attend exclusive manager and board member education programs with opportunity to give one minute intro on company at the beginning of the program.	8	\$750 per event
<b>Grand Prize Sponsor</b>	Sponsor the Grand Prize Give-A-Way with recognition during give-a-way (during the educational program). Company name on signage and mentions at event. Attendance at the Manager's Only Happy Hour (two company reps). Includes company logo on event flyer, event invitation, on website and in chapter magazine. Company name on attendee event bags and opportunity to place company literature or promotional item in the bags.	2	\$650 per event
<b>Attendee Bags Sponsor</b>	Company name on attendee event bags. Opportunity to place company literature in attendee bags. Company name on event flyer, event invitation, on website, and in chapter magazine. Company name on signage and mentions at event.	1	\$600 per event
<b>Dessert Bar Sponsor</b>	Premier signage at the Dessert Bar. Opportunity to place company literature in attendee bags. Company name on event flyer, event invitations, on website, and in chapter magazine. Company name on signage and mentions at event. Includes one event registration.	3	\$500 per event
<b>Exhibit Hall Sponsor</b>	Premier signage at the hors d'oeuvres tables. Opportunity to place company literature in attendee bags. Company name on event flyer, event invitations, on website, and in chapter magazine. Company name on signage and mentions at event. Includes one event registration.	4	\$500 per event
<b>Centerpiece Sponsor</b>	Sponsor centerpieces placed at each of the tables where members eat (Chapter will provide centerpieces). Company name/business card on each centerpiece. Company name on event flyer, event invitation, on website, and in chapter magazine.	1	\$400 per event
<b>Exhibit Space—Premier Location Sponsor</b>	Six foot skirted table (with electricity) in a PREMIER LOCATION (you choose) to display your company information. Company name on chapter website event page and event thank you in Channels of Communication. Limit of three (3) company representatives.	10	\$775 per event
<b>Exhibit Space Sponsor</b>	Six foot skirted table with electricity to display your company information. Company name on chapter website event page and event thank you in Channels of Communication. Limit of two (2) company representatives.	40	\$700 per event
<b>Promo Swag Sponsor</b>	Make sure everyone goes home with your company information! Include your company promo item and/or literature in all of the attendees tote bags.	10	\$300

# Chapter Webinars

MAR 5 | MAY 14 | AUG 13



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAILABLE	PRICE
<b>Webinar Sponsor</b>	Company logo / name on chapter website, marketing material, email blasts, and Zoom registration page. Opportunity to introduce your company at the beginning of the webinar or show company video (30 seconds). Provide a give-a-way for additional exposure at the close of the session. Registration list with attendees names and emails (post-event).	4	\$350



## On-Demand Webinars

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAILABLE	PRICE
<b>On-Demand Webinar Sponsor</b>	Send us a 30-second company introduction placed at the beginning of one of our recorded webinars OR can feature a clip with your company's information including company logo, mission statement, services, website, etc. Company name featured on the "On-Demand Webinars" website page.	One (1) for each on-demand webinar, the recorded version of the chapter's live webinars	\$150

# Board Leader Certificate Webinar Series

OCT 6 1: CID LAW & RULE ENFORCEMENT  
 OCT 13 2: RESERVE STUDIES, FINANCIALS, & INSURANCE  
 OCT 20 3: MANAGEMENT, BOARD MEETINGS, & MAINTENANCE



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAILABLE	PRICE
<b>Board Education Sponsor</b>	Company logo / name on chapter website, marketing material, email blasts, and Zoom registration page. Opportunity to introduce your company at the beginning of the webinar or show company video (30 seconds). Provide a give-a-way for additional exposure at the close of the session. Registration List with attendees names and emails (post-event).	6	\$350

# Awards Dinner

The Awards Dinner is an annual social event to present our 2025 Chapter Awards, recognize our chapter members and volunteers, and enjoy a fun evening of networking and entertainment.

FEB 6 HYATT REGENCY WESTLAKE



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Event Table of 8 Sponsor</b>	Company logo included on chapter website, event invitation, and event marketing. Meet and greet all guests as they arrive! (welcome to hand out company promo item). Company logo on step and repeat (photo opp by the front entrance). Company logo on powerpoint presentation and company mentions at event. Eight (8) event tickets (reserved table of 8)	8	\$3,000
<b>Table of 10 Sponsor</b>	Reserved Table of 10. Company name on reserved table and on powerpoint presentation. Company logo on website, email marketing, in chapter magazine, and mentions at event.	12	\$1,900
<b>Table of 8 Sponsor</b>	Reserved Table of 8. Company name on reserved table and on powerpoint presentation. Company logo on website, email marketing, in chapter magazine, and mentions at event.	10	\$1,600
<b>Table of 5 Sponsor</b>	Reserved Table of 5. Company name on reserved table and on powerpoint presentation. Company logo on website, email marketing, in chapter magazine, and mentions at event.	10	\$1,000
<b>Bar/Cocktails Sponsor</b>	Sponsor the hosted drinks during the cocktail hour – your name on the drink tickets. Company logo on website, email marketing, in chapter magazine, and mentions at event. Company logo on powerpoint presentation during awards presentation. Two (2) event tickets.	4	\$1,350
<b>360 Booth Sponsor</b>	Company logo on all souvenir videos taken at the 360 Booth. Includes company logo on website, email marketing, in chapter magazine, and mentions at event. Company logo on powerpoint presentation during awards presentation. Special signage at 360 Booth. One (1) event ticket.	1	\$1,300
<b>Photo Booth Sponsor</b>	Company logo on all the souvenir photographs taken at the photo booth. Includes company logo on website, email marketing, in chapter magazine, and mentions at event. Company logo on powerpoint presentation during awards presentation. Special signage at photo booth table. One (1) event ticket.	2	\$1,200
<b>Casino Chips Sponsor</b>	Customized starter casino chips with your logo (chapter provides chips). Includes company logo on website, email marketing, in chapter magazine, and mentions at event. Company logo on PowerPoint presentation during awards presentation. One (1) event ticket / \$800 casino cash.	1	\$1,200
<b>Champagne Sponsor</b>	Sponsor the “welcome sip” and hand a glass of champagne to each guest as they arrive. Company logo on website, email marketing, in chapter magazine, and mentions at event. Company logo on powerpoint presentation during awards presentation. Special signage at champagne table. One (1) event ticket.	1	\$1,100
<b>Centerpiece Sponsor</b>	Company logo on flower picks in all centerpieces. Includes company name on website, email marketing, in chapter magazine, and mentions at event. One (1) event ticket.	2	\$1,000
<b>Attendee Gift Sponsor</b>	Company name on attendee gift placed at each attendee's place setting. (chapter purchases gift) Includes company logo on website, email marketing, in chapter magazine, and mentions at event. Company name on powerpoint presentation during awards presentation. One (1) event ticket.	2	\$900
<b>Music Sponsor</b>	Sponsor the DJ for the night with special recognition during event and signage by the DJ. Includes company logo on website, email marketing, and in chapter magazine. Company logo on PowerPoint presentation during awards presentation. One (1) event ticket.	2	\$700
<b>King Sponsor</b>	Company name on website, email marketing, in chapter magazine, and mentions at event. One (1) event ticket.	10	\$550
<b>Prize Sponsor</b>	Company name on signage next to your prize item. Company mentions during prize give-a-way.	15	\$250

# Bingo, Boots, & Brews

Join us for a fun, networking event to support our California Legislative Action Committee (CLAC).

SEP 10 CAMARILLO RANCH



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Bingo Sponsor</b>	Company logo on all marketing including website, event flyer, and email marketing. Company logo on backdrop that is behind the DJ/bingo caller. Opportunity to be the bingo caller with recognition from the stage. Includes three (3) event registrations and nine (9) additional bingo cards.	6	\$1,300
<b>Bar / Drink Sponsor</b>	Company logo on the drink tickets handed out to each attendee and company name on cocktail napkins at the bar. Company name on all marketing material and mentions from the stage including opportunity to hand out drink tickets during bingo for additional recognition. Includes two (2) event registrations and six (6) additional bingo cards.	4	\$1,100
<b>Table Sponsor</b>	Reserved Table of eight (8). Includes eight (8) event registrations to invite managers to attend and sit at your table. Decorate your table and hand out promotional items to your guests. Company name on all marketing material and company mentions from the stage. Includes with eight (8) event registrations and sixteen (16) additional bingo cards.	12	\$1,100
<b>Dauber Sponsor</b>	Company logo on the daubers handed out to each attendee. Company name on all marketing material and company mentions from the stage. Includes one (1) event registration and three (3) additional bingo cards.	1	\$1,000
<b>Photo Booth Sponsor</b>	Company logo on photo prints and digital shared images. Company name on all marketing material and company mentions from the stage. One (1) event registration and three (3) additional bingo cards.	2	\$1,000
<b>Custom Bottle Opener Gift Sponsor</b>	Custom bottle opener with your logo on it at each guest's place setting. Company name on all marketing material and company mentions from the stage. One (1) event registration and two (2) additional bingo cards.	1	\$950
<b>Custom Bandana Sponsor</b>	Custom Bandanas with your logo on it at each guest's place setting. Company name on all marketing material and company mentions from the stage. One (1) event registration and two (2) additional bingo cards.	1	\$900
<b>Centerpiece Sponsor</b>	Company name on all marketing material and company mentions from the stage. Includes company logo on each centerpiece. (chapter provides centerpieces). Includes one (1) event registration and two (2) additional bingo cards.	1	\$800
<b>Grand Prize Blackout Bingo Sponsor</b>	Sponsor the grand prize give-a-way for the BLACKOUT Bingo round. Company name on all marketing material. Company mentions from the stage. Company recognition and assist the bingo caller during the BLACKOUT Bingo Round. Includes one (1) event registration and three (3) blackout bingo cards.	4	\$600
<b>Event Prize Sponsor</b>	Company name on all marketing material. Company mentions during prize give-a-way. Includes one (1) event registration and one (1) additional bingo card.	12	\$400
<b>Dinner Sponsor</b>	Company name on all marketing material. Company name on signage at dinner buffet. Includes one (1) event registration and one (1) additional bingo card.	4	\$450
<b>Dessert Bar Sponsor</b>	Company name on all marketing material. Includes company logo on signage at the dessert bar.	4	\$300

# Holiday Happy Hour

Kick off the holidays with CAI-Channel Islands Chapter and join us for this fun and festive networking event. This social event is attended by community managers and features a happy hour, hors d'oeuvres and networking from 5-7 pm.

DEC 3 WESTLAKE VILLAGE



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Happy Hour (Event) Sponsor</b>	Company logo/name on all event marketing. Opportunity to greet attendees and place company promotional items at front check-in table. Company mentions at the event with the opportunity to do a company introduction. Two (2) event registrations.	6	\$750
<b>Managers' Registrations Sponsor</b>	This sponsorship pays for managers' registrations so they can attend for free. Company logo / name on all event marketing including exclusive marketing that is sent to Managers. Company mentions at the event. Two (2) event registration.	4	\$600
<b>Centerpiece Sponsor</b>	Exclusive centerpiece sponsor with company name on each centerpiece (centerpieces are given away at the end of the evening). Includes company name on all event marketing. Company mentions at the event. One (1) event registration.	1	\$500
<b>Hors d'oeuvres Sponsor</b>	Company name on all event marketing. Company logo on signage at hors d'oeuvres tables. Company mentions at the event. One (1) event registration.	4	\$400
<b>Holiday Treats Sponsor</b>	Company name on all event marketing and company mentions at event. Company logo on signage at Holiday Treats table. One (1) event registration.	4	\$400
<b>Prize Sponsor</b>	Company name on sign next to your prize. Company mentions during prize give-a-way with opportunity to announce the winner. (Chapter purchases prize)	8	\$150



# Reverse Trade Show

JUN 30 SPANISH HILLS CLUB, CAMARILLO

Meet face-to-face with management company decision makers! Management Company members staff each table and Business Partners visit the tables for three-minute interactions, similar to speed dating. Sponsorships are guaranteed attendance at the event. (No additional registration spots will be sold.)

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Sponsor</b>	Priority scheduling and guaranteed eight (8) appointments with management companies. Company logo on drink tickets handed out to all attendees. Includes two company representatives (stay together for appointments), recognition at the start of the trade show, and company logo on marketing material. Opportunity to hand out company information or promo swag items during appointments.	2	\$1,000
<b>Event Sponsor</b>	Exclusive networking with management companies with the opportunity to schedule appointments in advance with six (6) management companies. Includes two company representatives (stay together for appointments), recognition at the start of the trade show, and company logo on marketing material. Opportunity to hand out company information or promo swag items during appointments.	18	\$825
<b>Interaction Sponsor</b>	Enter networking area after Event Sponsors with (4) appointments scheduled in advance, continued networking after appointments. Includes two company representatives that will visit management companies together and company name on marketing material.	16	\$675
<b>Prize Sponsor</b>	Give-a-way a gift card to a manager in attendance (CAI purchases gift card) and gain a little extra recognition. (Please note, this does not include a registration to the event).	10	\$100

# Chapter Magazine

Our full color chapter magazine is distributed to over 1,000 chapter members, including Association Volunteer Board Members, Homeowners, Community Managers and Management Companies. With award winning articles, the chapter magazine contains important industry information and timely updates for all of our members and a digital version of each issue is available on the chapter's website.

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	1 ISSUE	4 ISSUES
<b>FULL PAGE Outside Front Cover</b>	<b>Premium placement advertising</b> (first come, first served) 8.5 x 11, Bleed 8.75 x 11.25 Introduce your company by having a company photo on the front cover of the chapter magazine. Detailed description of your company services and contact information included in the magazine. (Must provide a professional, high-resolution photo). Limited to one time in a 12-month period.	1	\$1,500	N/A
<b>FULL PAGE Inside Front Cover</b>	<b>Premium placement advertising</b> (first come, first served) 8.5 x 11, Bleed 8.75 x 11.25	1	\$650	\$2,600
<b>FULL PAGE Inside Back Cover</b>	<b>Premium placement advertising</b> (first come, first served) 8.5 x 11, Bleed 8.75 x 11.25	1	\$650	\$2,600
<b>HALF PAGE Outside Back Cover</b>	<b>Premium placement advertising</b> (first come, first served) 7.5 x 4.75	1	\$650	\$2,600
<b>Full Page</b>	Vertical 8.5 x 11, Bleeds 8.75 x 11.25		\$550	\$2,200
<b>Half Page</b>	Horizontal 7.5 x 4.75		\$450	\$1,800
<b>Quarter Page</b>	Vertical 3.5 x 4.75		\$350	\$1,400
<b>Business Card</b>	Horizontal 3.5 x 2		\$250	\$1,000

**FULL PAGE COVER**  
with bleeds  
BLEED: 8.75 X 11.25

LIVE AREA:  
7.5 x 10

Keep text within  
the live area.

**FULL PAGE**  
7.5 x 10  
or  
**WITH BLEEDS**  
BLEED: 8.75 X 11.25

**BUSINESS CARD**  
VERTICAL  
3.5 x 2

**QUARTER PAGE**  
VERTICAL  
3.5 x 4.75

**HALF PAGE**  
HORIZONTAL  
7.5 x 4.75

## Magazine Deadline

All Channels print artwork must be received by:

First Quarter Issue:..... February 2, 2026

Second Quarter Issue:..... May 4, 2026

Third Quarter Issue: ..... August 3, 2026

Fourth Quarter Issue: ..... November 2, 2026

## Artwork Requirements

All digital color and grayscale artwork must be supplied at 300 dpi. Line art must be supplied at 600 dpi. Only high-res PDF, EPS, TIFF and JPEG files are accepted. Images from the Web are not suitable for printing. All color artwork must be in CMYK mode; black-and-white artwork must be in either grayscale or bitmap mode. RGB mode artwork is not accepted and if supplied will be converted to CMYK mode, which will result in a color shift. All screen and printer fonts as well as linked images must be embedded in the file.

E-mail artwork to: [leah@cai-channelislands.org](mailto:leah@cai-channelislands.org)



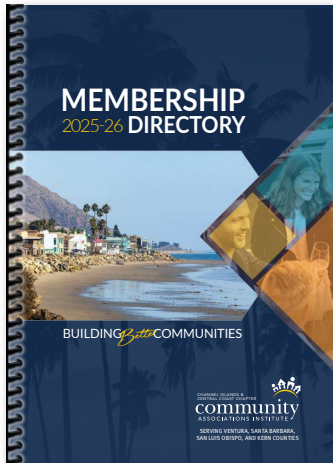
## Magazine and Directory Advertising Terms & Conditions

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.



Our full color chapter membership directory is distributed to over 1,000 chapter members, including HOA board members, community managers and management companies. As a member of CAI-Channel Islands Chapter, you receive one listing in the Membership Directory at no cost to you. Consider placing an advertisement or additional category listings for more exposure!

# 2026-27 Membership Directory

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Full Page Outside Back Cover</b>	<b>—PREMIUM PLACEMENT ADVERTISING—</b> First come, first served. Printed on a cover stock in a priority location, outside back cover. 4.75 x 7.5	1	\$1,750
<b>Full Page Inside Front Cover</b>	<b>—PREMIUM PLACEMENT ADVERTISING—</b> First come, first served. Printed on a cover stock in a priority location, inside front cover. 4.75 x 7.5	1	\$1,500
<b>Full Page Divider Tab Front or Back</b>	<b>—PREMIUM PLACEMENT ADVERTISING—</b> First come, first served. Printed on a cover stock on one of the divider tab pages. 4.5 x 7.5	8	\$1,500
<b>Full Page Inside Back Cover</b>	<b>—PREMIUM PLACEMENT ADVERTISING—</b> First come, first served. Printed on a cover stock in a priority location, inside back cover. 4.75 x 7.5	1	\$1,200
<b>Full Page</b>	Vertical 4.5 x 7.5	60	\$1,000
<b>Half Page</b>	Horizontal 4.5 x 3.5	80	\$750
<b>Business Card</b>	Horizontal 3.5 x 2		\$650
<b>Category Listing</b>	First listing is free and includes both print and website directories.	1	FREE
<b>Additional Category Listing</b>	Additional listing in print and website directories.	unlimited	\$120

**FULL PAGE COVER**  
4.75" x 7.5"

**FULL PAGE INSIDE  
OR DIVIDER TAB**  
4.5" x 7.5"

**HALF PAGE**  
4.5" x 3.5"

**BUSINESS  
CARD**  
3.5" x 2"

**Directory Print Deadline:** All ad artwork must be received by March 2, 2026. If new artwork is not received, the prior year's directory artwork will be used.

**Artwork Requirements:** See "Artwork Requirements" under Chapter Magazine on page 13.

**Advertising Terms & Conditions:** See "Magazine and Directory Advertising Terms & Conditions" under Chapter Magazine on page 13.

## DIRECTORY CATEGORIES

Access Control / Gate Entry Systems  
Accountants  
Architect / Civil Engineers  
Asbestos / Lead Abatement  
Asphalt / Paving  
Assessment Collections / Liens / Foreclosures  
Attorneys Specializing In Community Association Law  
Attorneys Specializing In Construction Defect Law  
Attorneys Specializing In Reasonable Accommodations  
Balcony Inspections  
Banks / Financial Services  
Cleaning Services  
Coin Operated Laundry  
Concrete  
Concrete Repair  
Construction Management  
Contractors, General  
Disclosure Documents  
Drywall Repair  
Election Services  
Electrical Contractor  
Fence & Railing  
Fire & Water Clean Up & Restoration  
Gutter Cleaning  
Human Resources  
Insurance  
Irrigation & Water Management  
Janitorial Service  
Lake & Pond Management  
Landscape Maintenance  
Laundry Room Equipment/Maintenance  
Lenders  
Mail Boxes & Street Signs  
Mailing Management & Processing Service  
Management Systems & Tools  
Metering Products & Services  
Mold Remediation  
Paint Suppliers  
Painting  
Patio / Pool Furniture  
Pest Control  
Playground Equipment / Common Area Amenities  
Plumbing  
Pool Contractors, Resurfacing & Remodeling  
Pool Maintenance & Repair Services  
Pressure Washing  
Reserve Studies  
Roofing Contractors  
Roofing Products  
Security Hardware / Surveillance Cameras  
Security / Patrol  
Stucco  
Telecommunications  
Termite Control  
Tree Services  
Utility Audits  
Water Conservation  
Water Damage Restoration  
Water Heater Safety  
Waterproofing  
Window Cleaning  
Wood Replacement - Siding & Decking  
Wrought Iron Fencing



## Chapter Website

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>Premier Website Advertising</b>	Your ad linked to your website rotating on the Chapter's home page and the service directory category page. Your ad on your service directory category page. If you have more than one category page, there is an additional fee of \$300 per category page. Ads will appear in order of payment received. Your ad, linked to your website, featured on chapter email blasts. (approximately 6-8 email blasts).	10	\$960 per year
<b>Service Directory Advertising</b>	Your ad on your service directory category page. If you have more than one category page, there is an additional fee of \$300 per category page. Ads will appear in order of payment received. Your ad, linked to your website, featured on chapter email blasts. (Approximately 3-5 email blasts.)	4 per category	\$720 per year
<b>Business Partner Educational On-Demand Webinar</b>	Submit a 30 minute educational webinar presented by your company, featured on our chapter website under "Resources / On-Demand Webinars" (video can be linked to your website or YouTube page). Chapter email blasts promoting your webinar on a monthly basis (including your company name).	10	\$500
<b>Service Directory - Premier Listing</b>	Take your company to the top of the list on a category page in the online directory. Limited to three (3) per category.	3 per category	\$480 per year
<b>Website Listing</b>	First listing is free and includes both print and website directories.		FREE
<b>Additional Web Listing</b>	First listing is included in membership. Includes the same category listing(s) in Chapter's (print) Membership Directory. See Membership Directory section for further details.		\$120 per year
<b>Optional: Ad Tile Design for Webpage Advertising</b>	If you have reserved a website ad and need assistance with ad design, our web designer can create your ad for you.		\$50

## Email Blast/Social Media



SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>E-Blast Sponsor</b>	Highlight your company with a banner ad featured on chapter email blasts for one month (approx. 4-5 email blasts) with link to your company's website. Ad dimensions: 650 x 150	24	\$600
<b>Spotlight Video</b>	Create a video featuring your company and the chapter will include the YouTube link embedded in our chapter's email blast and posted to the Chapter's social media pages. (1) e-blast and post, chapter chooses the month based on availability.		\$200

# Additional Opportunities

SPONSORSHIP TYPE	SPONSORSHIP DETAILS	AVAIL.	PRICE
<b>CLAC Premier Partner</b>	Support our California Legislative Action Committee (CLAC) and assist the chapter by meeting our annual CLAC contribution. Includes sponsoring the November Luncheon food collection (see below) and your company logo featured on the chapter website and on the CLAC Corner in all four of the chapter magazine issues.		\$600
<b>CLAC November Luncheon Contributor</b>	Contribute \$1 per food item collected (up to \$300) at our food collection at our November Ventura County Chapter Luncheon. The food is a donation to FoodShare of Ventura County and the contribution goes directly to our CA Legislative Action Committee (CLAC). Receive recognition all year long for the contribution on the chapter website and featured in email blasts.		\$300
<b>CLAC Contributor</b>	Make this one-time contribution to support our CA Legislative Action Committee (CLAC). Receive recognition all year long for the contribution on the chapter website and featured in email blasts.		\$100
<b>Manager Education Sponsor</b>	Sponsor our managers' education rebate program to assist managers in earning their designations. (CAI-National courses) Company name on email blasts and on rebate flyer to promote the program. Company mentions in chapter magazine.	10	\$300
<b>One-Year Manager Membership Sponsor</b>	Sponsor a manager membership raffle to award a one-year CAI membership to a manager who is currently not a chapter member. Includes company name on event flyer, website and recognition at event. Company representative draws the winning ticket and presents application and company business card to winner.	10	\$155





PO Box 3575  
Ventura, CA 93006  
805-658-1438  
Fax 805-658-1732  
[cai@cai-channelislands.org](mailto:cai@cai-channelislands.org)  
**[www.cai-channelislands.org](http://www.cai-channelislands.org)**