

**UPDATED**

50  
YEARS

WASHINGTON METROPOLITAN  
CHAPTER



community  
ASSOCIATIONS INSTITUTE

# 2026 Sponsorship Opportunities





# 2026 Sponsorship Opportunities



## **WMCCAI**

Washington Metro Chapter Community Associations Institute, a 501(c)(6) organization, is the largest of the 64 CAI chapters with nearly 3,400 members, three full-time staff, and a \$1.5 million budget. Locally, our members include over 1,500 community association leaders and residents, 1,400 community managers, 80 community association management firms, and more than 300 companies who provide products and services to community associations, supporting our vision to be the global leader advancing excellence in community association living.

## **About CAI**

Community Associations Institute is a national, nonprofit 501 (c)6 association created in 1973 to provide education and resources to America's 231,000 residential condominium, cooperative and homeowner associations and related professionals and service providers. The Institute is dedicated to fostering vibrant, responsive, and competent community associations that promote harmony, community and responsible leadership.

## **Your 2026 Sponsorships, Visibility for the Next 365 Days**

Explore WMCCAI's 2026 Sponsorship Opportunities, designed to keep your company front and center all year long. Our refreshed offerings provide continued, meaningful ways to connect with the community, elevate your brand, and engage with decision-makers throughout the region. From standout recognition to impactful event exposure, each opportunity is built to strengthen your presence, deepen relationships, and support your business goals for the next 365.

**More opportunities. More value. More connection.**

## **How To Purchase?**

To purchase sponsorships, please visit us online.

**Questions? Contact Cameron Spruill, [CSpruill@caidc.org](mailto:CSpruill@caidc.org)**

**Start the New Year off right with WMCCAI's annual kick-off event attended by hundreds of community association industry professionals. In 2026, Jump Start January will feature a motivational speaker and host a committee trade show.**

## **EVENT HOST \$3,000 (1 available)**

- Exclusive sponsorship
- Individual social media post pre-event
- All event sponsor social media post with tag
- Exhibit table in registration lobby (company provides all materials, opportunity to welcome attendees)
- Event Host logo on sign placed at Registration
- Two (2) tickets to event
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list

## **NEW YEAR SPONSOR \$2,500 (2 available)**

- Opportunity to greet attendees during presentation
- Placement of company logo on all event materials
- All event sponsor social media post with tag
- Two (2) tickets to event
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list

## **BREAKFAST SPONSOR \$1,000 (4 available)**

- Logo on napkins used at buffet stations
- All event sponsor social media post with tag
- One (1) ticket to event
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list

**Start the New Year off right with WMCCAI's annual kick-off event attended by hundreds of community association industry professionals. In 2026, Jump Start January will feature a motivational speaker and host a committee trade show.**

## **EVENT SUPPORTER SPONSOR \$500 (unlimited)**

- All event sponsors social media post with tag
- Name on signage in the committee fair area of the event
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list



# Chapter Networking Events

**Network with chapter members from across the region at WMCCAI's networking events, hosted by the Events Committee.**

## **2026 Networking Events:**

1. Nationals Baseball Game, April 22, 2026
2. Summer Social – June/July 2026
3. Education Palooza Happy Hour – October 23, 2026
4. Holiday Happy Hour – Early December 2026

### **Annual Networking EVENT SPONSOR: \$1,500 (benefits at all 4 events)**

- One (1) ticket to every networking event
- Opportunity to provide a promotional item to each attendee at the event (company creates and pays for item)
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list
- All event sponsor social media post with tag to company

### **Specific Network EVENT SPONSOR: \$1,000 (exclusive – pick one of four events)**

- One (1) ticket to sponsored happy hour
- Opportunity to welcome event attendees, 60–90 seconds
- Logo on chapter produced promotional give away for attendees
- URL in post-event thank you email
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list
- Individual Social media post with tag to company
- All event sponsor social media post with tag to company

# Chapter Networking Events

**Network with chapter members from across the region at WMCCAI's networking events, hosted by the Events Committee.**

## **2026 Networking Events:**

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2. Summer Social - June/July 2026
3. Education Palooza Happy Hour - October 23, 2026
4. Holiday Happy Hour - Early December 2026

### **Specific Network EVENT DRINK TICKET SPONSOR: \$500 (limited 2 sponsors per event listed below)**

- One (1) ticket to sponsored happy hour
- Logo on event drink ticket
- Pick One (1) event below:
  - Summer Social
  - Education Palooza Happy Hour
  - Holiday happy hour
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list
- All event sponsor social media post with tag to company

### **Baseball only Networking EVENT PROMOTIONAL SPONSOR: \$800 (2 available)**

- One (1) ticket to sponsored happy hour
- Logo on chapter produced promotional item giveaway for attendees
- Recognition with logo and link on event page on WMCCAI's website and marketing materials
- Verbal and signage recognition at event
- Post-event attendee list
- All event sponsor social media post with tag to company

**WMCCAI's Annual Awards Celebration is the Chapter's one formal event, where members are invited to celebrate the year's successes while honoring those members who have contributed to the growth and accomplishments of the Chapter.**

**CELEBRATION HOST SPONSOR: \$2,500 (exclusive)**

- Exclusive sponsorship opportunity
- Speaking opportunity during awards presentation, 60-90s and opportunity to co-host with Chapter President
- Placement of company logo on all Celebration materials
- Two (2) tickets to event
- Reserved seating at awards ceremony

**AWARDS SPONSOR: \$1,500 (category exclusive, 2 available)**

- Exclusive sponsorship opportunity
- Speaking opportunity during awards presentation, 60-90s and opportunity to co-host with Chapter President
- Placement of company logo on all Celebration materials
- Two (2) tickets to event
- Reserved seating at awards ceremony

**COCKTAIL HOUR SPONSOR: \$1,000 (3 available)**

- Placement of company logo at cocktail hour and on napkins for the bar
- One (1) ticket to event

**DESSERT SPONSOR: \$1,000 (3 available)**

- Placement of company logo at dessert station
- One (1) ticket to event

**ENTERTAINMENT SPONSOR: \$1,000 (category exclusive, 2 available)**

- Placement of company logo on DJ table and/or on the dance floor during the post-awards celebration
- One (1) ticket to event



# Annual Awards Celebration | November 14, 2026

**WMCCAI's Annual Awards Celebration is the Chapter's one formal event, where members are invited to celebrate the year's successes while honoring those members who have contributed to the growth and accomplishments of the Chapter.**

**DRINK TICKET SPONSOR: \$750 (3 available)**

- Placement of company logo on drink tickets given to attendees
- One (1) ticket to event

**COAT CHECK SPONSOR: \$500 (exclusive)**

- Placement of company logo at coat check area

**EVENT SPONSOR: \$500 (unlimited)**

- Logo on signage at event

**The Annual Golf Classic has become a tradition and a signature event for WMCCAI. The Classic also offers games and activities for our non-golfing members and a networking reception.**

**ALL GOLF SPONSORS RECEIVE THE FOLLOWING BENEFITS:**

- Recognition on signage at event
- Acknowledgment on the event page on WMCCAI's website with company name and link
- Social media recognition in WMCCAI event marketing campaign(s)
- Post-event attendee list

**19TH HOLE AWARDS RECEPTION SPONSOR: \$4,500 (exclusive)**

- One (1) golfer foursome included
- Company name/logo on golf awards
- Opportunity to present awards to winning golfers at networking reception
- Speaking opportunity at networking reception 60-90s
- Specialty beverage named after company during morning registration & at the awards reception
- Company name on signage at event and reception

**GOLF CART SPONSOR: \$3,000 (exclusive)**

- One (1) golfer foursome included
- Company name/logo posted on all golf carts used by players in the tournament

**PLAYERS GIFT - STAINLESS STEEL CHILL CUPS: \$2,500 (exclusive)**

- Recognition with company name/logo on player's gift and/or packaging

**BEVERAGE CARTS: \$2,500 (2 available)**

- Registration for one (1) volunteer to - May be able to assist in staffing beverage cart
- Company name/logo posted on beverage cart signage

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**ALL GOLF SPONSORS RECEIVE THE FOLLOWING BENEFITS:**

- Recognition on signage at event
- Acknowledgment on the event page on WMCCAI's website with company name and link
- Social media recognition in WMCCAI event marketing campaign(s)
- Post-event attendee list

**GAME OR SIMULATOR SPONSOR: \$1,500 (2 available)**

- Registration for two (2) volunteers
- Opportunity to provide company branded promotional item
- Opportunity to participate in the event
- Company name posted on signage

**WINE SIP & CREATE CLASS SPONSOR: \$1,500 (2 available)**

- Registration for one (1) volunteer
- Opportunity to provide company branded promotional item
- Opportunity to participate in the event alongside instructor
- Company name posted on signage

**AT THE TURN BAR SPONSOR: \$1,500 (2 available)**

- Registration for two (2) volunteers
- Opportunity to provide company branded coasters or koozies
- Company name posted on signage
- Specialty beverage named after company

**PHOTOGRAPHY SPONSOR: \$1,500 (exclusive)**

- Company name/logo on printed photos distributed to each golfer
- Registration for two (2) volunteers to assist in taking photos of golfers on the course



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**ALL GOLF SPONSORS RECEIVE THE FOLLOWING BENEFITS:**

- Recognition on signage at event
- Acknowledgment on the event page on WMCCAI's website with company name and link
- Social media recognition in WMCCAI event marketing campaign(s)
- Post-event attendee list

**AT THE TURN BAR SPONSOR: \$1,500 (2 available)**

- Registration for two (2) volunteers
- Opportunity to provide company branded coasters or koozies
- Company name posted on signage
- Specialty beverage named after company

**CONTEST HOLE SPONSOR: \$1,400 (7 available)**

- Registration for two (2) volunteers to coordinate the contest
- Company name posted on contest hole signage
- Opportunity to provide promotional materials for display at contest hole
- Provide prize for winners (excluding Hole in One; insurance will provide prizes)
- Choose one of the following:
  - Hole in One
  - Closest to the Keg
  - Closest to the Pin
  - Longest Drive
  - Dice Game
  - Putting Contest
  - Beat the Amateur

**HOLE SPONSOR: \$1,300 (12 available)**

- Registration for two (2) volunteers to represent the company at hole
- Company name posted on contest hole signage
- Opportunity to provide promotional materials for display at hole

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**ALL GOLF SPONSORS RECEIVE:**

- Recognition on signage at event
- Acknowledgment on the event page on WMCCAI's website with company name and link
- Social media recognition in WMCCAI event marketing campaign(s)
- Post-event attendee list

**LUNCH: \$1,250 (2 available)**

- Registration for two (2) volunteers to represent the company
- Opportunity to provide a small flyer or item for lunch station

**BREAKFAST: \$1,000 (2 available)**

- Opportunity to provide a small flyer or item for breakfast station
- Opportunity for one (1) volunteer to attend

**MULLIGANS AND TOSS PACKAGE: \$1,000 (exclusive)**

- Recognition with company name/logo on mulligan and toss tickets
- Opportunity to provide two (2) volunteers to sell mulligans at registration

**DRIVING RANGE: \$1,000 (exclusive)**

- Registration for two (2) volunteers to set up a table and represent the company at the driving range
- Company name on sign posted at driving range

**FLAGS: \$1,000 (exclusive)**

- Opportunity to provide flags with company name/logo for golf course holes (WMCCAI may provide flags for a fee if notified at least 90 days prior to event)

**The Annual Golf Classic has become a tradition and a signature event for WMCCAI. The Classic also offers games and activities for our non-golfing members and a networking reception.**

**ALL GOLF SPONSORS RECEIVE:**

- Recognition on signage at event
- Acknowledgment on the event page on WMCCAI's website with company name and link
- Social media recognition in WMCCAI event marketing campaign(s)
- Post-event attendee list

**BANNER AT OPENING/CLUBHOUSE: \$800 (unlimited)**

- Recognition with company name/logo on banner placed at the entrance of the clubhouse

**SCORECARD: \$750 (2 available)**

- Recognition with company name/logo on score card placed in each golf cart

**50/50 RAFFLE: \$500 (2 available)**

- Recognition with company name/logo on 50/50 raffle tickets
- Opportunity to provide two (2) volunteers to sell 50/50 raffle tickets
- Provide and present prize for winners



# Membership Events

## **MEMBERSHIP COFFEE** **February 2026**

Join the Chapter as they welcome current & prospective members and discuss the benefits of WMCCAI in an informal setting with opportunities to network.

### **MEMBERSHIP COFFEE SPONSOR: \$300 (3 available)**

- Can provide company-branded items to display at the mixer
- Opportunity to speak at the beginning of the event 60 - 90s
- A post-event list of attendees

## **MANAGER LUNCH** **July 2026**

Join the Chapter in celebrating our manager members in an informal setting with opportunities to network.

### **MANAGER LUNCH SPONSOR: \$500 (3 available)**

- Can provide company-branded items to display at the mixer
- Opportunity to speak at the beginning of the event 60 - 90s
- A post-event list of attendees

# Outreach Events

## **RONALD MCDONALD HOUSE SPONSORSHIPS** **March or April 2026**

Come and lend a hand as WMCCAI volunteers mulch, plant and spruce up the landscaping at the Ronald McDonald House of Northern Virginia.

### **FOOD & BEVERAGE SPONSOR: \$350 (exclusive)**

- Logo included with the light breakfast items available to the volunteers
- Opportunity to speak at the beginning of the event 60 - 90s

## **COMMUNITY CLEAN UP** **April 2026**

Join the Public Outreach Committee in cleaning up a public park and network over lunch.

### **FOOD & BEVERAGE SPONSOR: \$300 (exclusive)**

- Opportunity to provide a small flyer or sticker with sponsor logo to be included with the light breakfast items provided to the volunteers
- Opportunity to speak at the beginning of the event 60-90s

### **FRIENDS OF THE CLEAN UP: \$250 (unlimited)**

- Signage with sponsor logos at site

## **CAREER FAIR SPONSORSHIP** **September 2026**

Gives employers direct access to job seekers interested in a career within the industry. Companies can highlight open technical and corporate positions at all experience levels while increasing brand visibility and connecting with potential talent.

### **CAREER FAIR BOOTH: \$350 - member, \$375 - non-member (14 available)**

- A six-foot table and two chairs at fair
- Copy of applicant resumes
- Social media post with all logos and company tag

### **FOOD & BEVERAGE SPONSOR: \$350 (exclusive)**

- Logo included with the light breakfast items available to the volunteers
- Opportunity to speak at the beginning of the event 60-90s

**Questions? Contact Cameron Spruill, [CSpruill@caidc.org](mailto:CSpruill@caidc.org)**

# Education Events

## **BOARD LEADERSHIP DEVELOPMENT WORKSHOP** **March 2026**

The Board Leadership Development Workshop offers a great opportunity for a business partner or management company to get in front of dedicated homeowners and board members. This one-day intensive program provides attendees with comprehensive information about association communications, community building policies, and association problem solving skills.

### **BOARD LEADERSHIP SPONSOR: \$1,500 (3 available)**

- Speaking opportunity to introduce company and products/services 60-90s
- Company logo on signage
- Opportunity to bring logoed item for attendees

## **PROFESSIONAL DESIGNATION STUDY SERIES**

Sponsoring the CMCA Exam Study Group or the Path to Your PCAM course is a great opportunity for business partners to meet new, emerging, and experienced managers.

### **PCAM PREP: \$1,000 (exclusive)**

**June 2026**

- Speaking opportunity to introduce company and products/services 60-90s
- Opportunity to display company promotional materials
- Signage with sponsor logos at site

### **CMCA STUDY GROUP: \$1,000 (exclusive)**

**August 2026**

- Speaking opportunity to introduce company and products/services 60-90s
- Opportunity to display company promotional materials
- Signage with sponsor logos at site



# Education Events

## **LEGISLATIVE/LEGAL ADVICE SERIES** **June 2026**

This series will feature legal experts in each of the three WMCCAI jurisdictions (Maryland, Virginia, and the District of Columbia), who will provide a legislative update and legal trend forecast. These sessions provide a great opportunity for business partners to meet both experienced managers and homeowner board leaders.

### **LEGISLATIVE/LEGAL ADVICE SERIES: \$500 (3 available per update)**

- Speaking opportunity to introduce company and products/services 60-90s
- Company logo on welcome slide

## **NEW WMCCAI LEADERSHIP LAB SERIES** **March 2026, June 2026, October 2026**

NEW in 2026! Three separate sessions dedicated to assisting emerging leaders improve their soft skills and connect with peers.

### **LEADERSHIP LAB SPONSOR: \$500 (4 available)**

- Speaking opportunity to introduce company and products/services 60-90s
- Company logo on welcome slide

# Education Events

## EDUCATION PALOOZA

**October 23, 2026**

A whole day to showcase WMCCAI education! Attendees will choose from eight hot topic education sessions and can visit business partner exhibitors throughout the day.

### ALL EDUCATION PALOOZA SPONSORS RECEIVE:

- Recognition on signage at event
- Recognition on event page on WMCCAI's website with company logo and link
- One (1) ticket to event
- Attendee list post event

### EVENT SPONOSR: \$1,000 (2 available)

- Speaking opportunity to introduce company and products/services 60-90s
- Opportunity to display company promotional materials
- Two (2) additional tickets to the event

### EDUCATION SPONOSR: \$1,000 (4 available)

- Logo on slide presentations in all session rooms
- One (1) additional ticket to the event

### LUNCH SPONOSR: \$1,000 (exclusive)

- Speaking opportunity at the lunch event 60-90s

### EXHIBITOR SPONOSR: \$800 (12 available)

- One 6' table to display company information

### COFFEE BREAK SPONOSR: \$500 (2 available)

- Logo displayed on the coffee bars



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