



Dear Affiliate Member,

I am very excited to reveal we will be continuing our Cactus & Pine, Affiliate Membership Benefits Program for 2018. This structure provides Affiliates the opportunity for a membership along with a sponsorship opportunity no matter the size of your company. Overall this structure is very similar to what we've done the last five years with minor adjustments made based on the valuable feedback we have received from you, the Affiliate nucleus.

There are many benefits of these programs:

- A simple system for both Affiliate membership and event sponsorship. You only have to get approval once a year, with no bothersome phone calls requesting more sponsorship dollars from us
- Help Affiliates and the Association budget for the entire year
- Increase Affiliate exposure to Cactus and Pine membership
- Offer new avenues for advertising including: Website, Seminars, Membership Directory, Tabletop Advertising Boards, Bi-Monthly Web Newsletters, tournaments
- Companies/Affiliates to be included on the Cactus and Pine "Preferred Vendor List"
- Enhanced meeting locations, Food & Beverage, first class education seminars including paid guest speakers, prize money for golf tournaments
- Our Yearly Holiday Party for all of our Members, their children and families with Santa, Gifts and food & beverage

As many of you are aware of, Cactus & Pine has become instrumental in many of the challenges the Golf Course Industry is currently facing. We not only have attended many of the important Central Arizona Project meetings, ADWR, ADEQ events, State, County & City Task Force and Political gatherings, attended National Golf Day and had representation in Washington, DC on the WOTUS bill. We also had our second Informative Town Hall Meeting Regarding Water for Turfgrass in Arizona to highlight the major economic impact the Turfgrass Industry has on Arizona's economy!

We also Completed the 2017 Economic Impact Study & Survey Supporting the Turfgrass Industry in Arizona publication and raised awareness and funds to pay for it, Without going to our Loyal Affiliate Sponsors like You!!

Our goal is to draw more attention to our events, seminars, web site and golf tournaments. This will increase attendance, thus exposure for the Affiliates. We feel it's simple and affordable to all vendors. It keeps us from constantly having to come to you and solicit for support for the events we have. Listed below are the different membership levels.

We feel we have put together some great packages, where everyone will have the opportunity to participate at some level based on what makes business sense for you and your company while increasing your exposure to the members. Please contact me with any questions or a way to customize a package for you!

*Sincerely,
Rory Van Poucke
Board President, Cactus & Pine, GCSA*

2018 Cactus & Pine Affiliate Membership Levels

Primary Affiliate Member (AF-1): **\$225.00 ea.**

Company Name and Primary Representative in Cactus & Pine Directory

• Each additional **Secondary Membership (AF-2's)** are
per Company Representative: **\$100.00 ea.**

• **AF-1 "All Inclusive Membership"** Includes Your Membership price, all Cactus & Pine
2016 Meetings, Events and Golf, including our White Mountain Get Away: **\$535.00 ea.**

AF-2 "All Inclusive" Membership: **\$410.00 ea.**

All-Inclusive Membership which includes your Regular Membership price (\$225.00) and 8 Cactus & Pine Seminars,
6 of which include golf, PLUS our White Mountain Get Away! Our All Inclusive Membership option is **NON Transferable!**

Copper Level - \$600

Sponsorship recognition at Annual Meeting*	\$300
Signage at Annual Meeting *	\$100
Business Card Ad in 2018/2019 Membership Directory	\$200
Tabletop Sponsor Boards at each meeting & golf event with your logo	\$400
Includes one Cactus & Pine AF-1 Primary Regular Membership	\$225
\$50 donation towards Superintendent Appreciation Holiday Party	\$ 50
Copper sponsorship recognition in Directory Yellow Pages	\$ 75

Value = \$1350

Bronze Level - \$1,000

Sponsorship recognition at:	
Annual Meeting and White Mountain Get-a-way*	\$500
One Quarter Page size ad in:	
• 2018/2019 Membership Directory	\$575
• Tabletop Sponsor Boards at each meeting & golf event with your logo	\$625
\$100 donation towards Superintendent Appreciation Holiday Party	\$100
Includes one Cactus & Pine AF-1 Primary Regular Membership	\$225
Bronze sponsorship recognition in Directory Yellow Pages	\$200

Value = \$2,225

Silver Level - \$2,000

Sponsorship recognition at:	
Annual Meeting and White Mountain Get-a-way*, plus 2 additional meetings	\$700
Two minutes to introduce yourself and your company at 4 meetings	
Table at 4 meetings to display company products/services/literature	
Tee marker sign and scoreboard sign at 4 meetings	\$200
Middle/Lower "B" advertising location on website	\$720
Quarter page ad in:	
• 2018/2019 Membership Directory	\$675
• \$200 donation towards Superintendent Appreciation Holiday Party	\$200
• Tabletop Sponsor Boards at each meeting & golf event with your logo	\$650
Includes one Cactus & Pine "All Inclusive" Membership	\$535
Silver sponsorship recognition in Directory Yellow Pages	\$300
Includes one player in one 2018 Green Day/Economic Impact Event	\$150

Value = \$4,130

Gold Level - \$4,000

Sponsorship recognition at:

Annual Meeting, White Mountain Get-a-way*, plus 4 additional meetings	\$2,000
Two minutes to introduce yourself and your company at 6 meetings	
Table at 6 meetings to display company products/services/literature	
Tee marker sign and scoreboard sign at 6 meetings	\$800
Middle/Right "A" advertising location on website	\$1,200
Half page ad in:	
• 2018/2019 Membership Directory	\$1,025
• Tabletop Sponsor Boards at each meeting & golf event with your logo	\$800
\$400 towards Superintendent Appreciation Holiday Party	\$400
Gold sponsorship recognition in Directory Yellow Pages	\$375
Includes one AF-1 "All Inclusive" & two AF-2 Memberships	\$735
Includes one foursome in one 2018 Green Day/Economic Impact Event	\$700

Value = \$8,035

Platinum Level - \$6,000

Sponsorship recognition at ALL meetings/golf tournaments/events for the entire year \$3,000

* You may provide a premier speaker of your choice for a sponsor spotlighted education event

(Sponsor would cover costs associated with bringing in their speakers)

Two minutes at each meeting to introduce yourself and your company	
Prime table location at each meeting to display company products/services/literature	
Tee marker sign and scoreboard sign at all golf events	\$1,000
Middle/Right "A" advertising location on website	\$1,800
Full page ad in:	
• 2018/2019 Membership Directory	\$1,200
• Tabletop Sponsor Boards at each meeting & golf event with your logo	\$1,000
• Full Color 7' Vinyl Banners Displayed at all Meetings & Events with your logo	\$1,000
Advertising on cover page of meeting notepads	\$700
\$500 towards Superintendent Appreciation Holiday Party	\$500
Platinum sponsorship recognition in Directory Yellow Pages	\$475
Includes One AF-1 & One AF-2 "All Inclusive" & Two AF-2 Memberships	\$1,145
Includes one foursome in each of our 2018 Green Day/Economic Impact Events	\$1,400

Value = \$13,220

** Annual Meeting and White Mountain Get-a-Way, may be substituted for another meeting.*

- **Upgrades for advertising are attainable. You are able to upgrade only one level from what your sponsorship level designates that you receive, for an Additional Cost.**

**** Superintendent Appreciation Holiday Party is Hosted by you, Our Affiliate Sponsor Members.****

- Level of Sponsorship and all Benefits listed applicable 1/1/18 – 1/31/19
- *Platinum, Gold, Silver, Bronze & Copper sponsors will be included on our Cactus & Pine "Preferred Vendor List" that is listed in our Printed Membership Directory, sent out to all Superintendents, Posted on our website and listed in each of our Bi-Monthly Website Newsletters*