



Cactus and Pine Chapter

GCSAA

Golf Course Superintendents Association of America

Dear Affiliate Member,

I am very excited to reveal we will be continuing our Cactus & Pine, Affiliate Membership Benefits Program for 2020. 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 fourth Informative Town Hall Meeting Regarding Water for Turfgrass in Arizona to highlight the major economic impact the Turfgrass Industry has on Arizona's economy!

A New Group was formed, The Arizona Alliance for Golf with Cactus & Pine spearheading the Water & Legislative Entity. We also completed the 2019 Best Management Practices Template Supporting the Turfgrass Industry in Arizona 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,
Doug Dykstra, CGCS
Board President, Cactus & Pine, GCSA*

2020 Cactus & Pine Affiliate Membership Levels

Primary Affiliate Member (AF-1): \$255.00 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
2019 Meetings, Events and Golf, including our White Mountain Get Away: \$575.00 ea.

AF-2 "All Inclusive" Membership: \$440.00 ea.

All-Inclusive Membership which includes your Regular Membership price (\$255.00) and 8 Cactus & Pine Seminars,
6 of which include golf, PLUS our Summer Get Away Outings! 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 2020/2021 Membership Directory	\$200
Tabletop Sponsor Boards at each meeting & golf event with your logo	\$400
Includes one Cactus & Pine AF-1 Primary Regular Membership	\$255
\$50 donation towards Superintendent Appreciation Holiday Party	\$ 50
Copper sponsorship recognition in Directory Yellow Pages	\$ 75

Value = \$1380

Bronze Level - \$1,000

Sponsorship recognition at:	
Annual Meeting and Summer Get Away Outings*	\$500
One Quarter Page size ad in:	
• 2020/2021 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	\$255
Bronze sponsorship recognition in Directory Yellow Pages	\$200

Value = \$2,255

Silver Level - \$2,000

Sponsorship recognition at:	
Annual Meeting and Summer Get Away Outings*, 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	

Middle/Lower "B" advertising location on website	\$720
Quarter page ad in:	
• 2020/2021 Membership Directory	\$675
• \$200 donation towards Superintendent Appreciation Holiday Party	\$200
• Tabletop Sponsor Boards at each meeting & golf event with your logo	\$850
Includes one (1) Cactus & Pine "All Inclusive" Membership	\$575
Silver sponsorship recognition in Directory Yellow Pages	\$300

Value = \$4,020

Gold Level - \$4,000

Sponsorship recognition at:

Annual Meeting, Summer Get Away Outings*, 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	

\$800

Middle/Right "A" advertising location on website

\$1,200

3/4's page ad in:

• 2020/2021 Membership Directory	\$1,075
• 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
• Full Color 7' Vinyl Banners Displayed at all Meetings & Events with your logo	\$1,000
• Includes One AF-1 "All Inclusive, One (1) AF-2 All Inclusive & One (1) AF-2 Memberships	\$1,115

Value = \$8,765

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

\$1,000

Middle/Right "A" advertising location on website

\$1,800

Full page ad in:

• 2020/2021 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 (Handed out at all Events)	\$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	\$1,165

Value = \$11,840

* Annual Meeting and Summer Golf Get Away's, 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 1/1/20 – 1/31/21

- 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