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community

ASSOCIATIONS INSTITUTE

2022 Membership Directory



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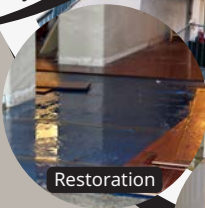
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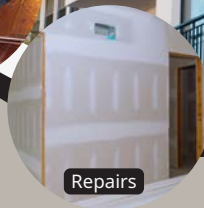
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CAI IS AN INTERNATIONAL MEMBERSHIP ORGANIZATION

dedicated to building better communities. With over 40,000 members, CAI has 64 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. CAI members include association board members and other homeowner leaders, community managers, association management firms and other professionals who provide products and services to associations. CAI serves community associations and homeowners by:

- Advancing excellence through seminars, workshops, conferences and education programs, most of which lead to professional designations for community managers and other industry professionals.
- Publishing the largest collection of resources available on community association management and governance, including website content, books, guides, Common Ground magazine and specialized newsletters.
- Advocating on behalf of common-interest communities and industry professionals before legislatures, regulatory bodies and the courts.
- Conducting research and serving as an international clearinghouse for information, innovations and best practices in community association development, governance and management.

We believe homeowner and condominium associations should strive to exceed the expectations of their residents. We work toward this goal by identifying and meeting the evolving needs of the professionals and volunteers who serve associations, by being a trusted forum for the collaborative exchange of knowledge and information, and by helping our members learn, achieve and excel. Our mission is to inspire professionalism, effective leadership and responsible citizenship – ideals reflected in associations that are preferred places to call home.



About CAI

History

In 1964, the Urban Land Institute (ULI) published *Technical Bulletin No. 50: The Homes Association Handbook*, the first systematic study of planned communities. The principal author was Byron Hanke, one of CAI's eventual founders. The document called for the creation of a national organization to provide education and act as a clearinghouse of ideas and practices for the community association housing market.

In 1965, ULI and the National Association of Home Builders (NAHB) wrote a model planned-unit development statute.

In 1973, CAI was organized through the joint efforts of the ULI, NAHB, the U.S. League of Savings and Loan Associations, the Veterans Administration, the U.S. Department of Housing and Urban Development, 23 builder/developers and a number of leading community association professionals.

Forty years later – thanks to countless dedicated, selfless and inspired member leaders – CAI is the international center for community association information, best practices, education and advocacy.

Community Association Market & Facts

COMMUNITY ASSOCIATIONS

Community Associations Institute (CAI) estimates that in 1970 there were 10,000 community associations nationwide. Today, there are 300,000 community associations housing 60 million Americans. A community association functions as a business, a governance structure, and a community. Traditionally, these functions were applied as follows: business meant austerity; governance meant compliance; and community meant conformity. According to the U.S. Census Bureau, the American Housing Survey, and IRS Statistics of Income Reports, associations today are seeking prudence in business, justice in governance, and harmony in community to provide an enjoyable, vibrant lifestyle for homeowners and residents.

- Nearly one out of every six Americans (60 million) lives in a community association.
- There are an estimated 300,000 community associations in the United States providing 24 million housing units.
- Between 9,000 and 11,000 new community associations are formed every year.
- In the largest metropolitan areas, more than 50 percent of new home sales are in community associations.

About CAI

- Community associations can range in size from as small as a two-unit associations to large-scale, master planned communities with more than 30,000 units.
- 1.25 million Americans serve on a community association Board.
- Community associations have become increasingly popular because they help protect home values, provide affordable ownership opportunities, help meet the increased privatization of services as local governments cut back, and are efficient land planning, land use, and land conservation techniques.

ECONOMIC IMPACT

The real estate value of all community associations and their units exceeds \$2.25 trillion, approximately 17-19% of the value of all U.S. residential real estate.



CAI's Volunteer Leadership

CAI is governed by dedicated members who help shape the future of the growing, international organization, CAI chapters and the community association marketplace at large.

CAI is governed by a 15-member **Board of Trustees**. The Board is supported by three Membership Representation Groups, elected members who give their constituencies a voice in crafting CAI policy and work to ensure that CAI continues to provide services and benefits that members need and value:

- **Business Partners Council** – Twelve members represent business partner members.
- **Community Association Managers Council** – Twelve members represent management company CEOs and all other community association manager members.
- **Homeowner Leaders Council** – Six members represent homeowner leader members.

These councils recognize the unique characteristics and needs of each of the CAI member classes, give them a stronger voice in crafting policy, and provide a vehicle for making recommendations on CAI services and benefits.

About CAI



Professionalism and Community Managers

Community managers are the professional backbone of the community associations they serve, providing expertise that is crucial to the successful operation of homeowners associations, condominiums, cooperatives and other planned communities.

Many communities contract with association management firms for specific services. Others hire full-time, on-site managers.

Successful managers must possess knowledge and skills relating to association governance, financial and facilities management, communications, insurance, maintenance and much more.

Many of the most successful managers elevate their expertise and careers by taking advantage of CAI's Professional Management Development Program, which includes 17 expert-led courses that address the many facets of community management – including professional ethics.

Professionals who want to expand their knowledge and further accelerate their careers can earn the following credentials:

- Certified Manager of Community Associations (CMCA®)
- Association Management Specialist (AMS®)
- Professional Community Association Manager (PCAM®)
- Large-Scale Manager (LSM®)

Companies that meet specified professional requirements can earn CAI's Accredited Association Management Company (AAMC®) credential.

These individual and corporate credentials tell community association boards and homeowners that they are supported by managers with high standards of professional excellence.



Educational Opportunities

For more up-to-date information about each offering, visit www.caionline.org.

Law Seminar

CAI's Law Seminar provides a unique learning opportunity to discuss emerging trends and legislative issues important to the practice of community association law, as well as excellent opportunities for professional networking. The Community Insurance and Risk Management Specialist Insurance Master's Program is conducted concurrently with the Law Seminar.

National Conference

The CAI Annual Conference and Exposition provides education sessions on operations, leadership, innovative business practices and new products and technologies. Industry professionals and homeowner volunteer leaders from around the world come together to discuss critical issues, network and learn about the latest community association trends.

CEO-MC Retreat

The CEO-MC Retreat is an annual leadership event developed exclusively for management company executives. The retreat gives CEOs and other leaders the opportunity to network with colleagues worldwide and attend sessions geared specifically to their challenges and opportunities.

Professional Management Development Series

M-100: The Essentials of Community Association Management (2½ days)

Successful community management starts with the essentials! This comprehensive community association management course provides a practical overview for new managers, an essential review for veteran managers and an advanced course for board members. Successful completion of the M-100 can be the first step toward earning the CMCA credential, awarded by CAMICB.

M-201: Facilities Management (1½ days)

Learn how to preserve and enhance your association's property and prepare for emergencies. This course provides a hands-on approach to help you analyze, evaluate, communicate and plan for property maintenance. Your community will benefit from your increased understanding of the various types of maintenance – routine, preventive, emergency, corrective and scheduled.

M-202: Association Communications (1½ days)

Learn key communication techniques to improve resident and board relations. This course offers communication strategies that will benefit both new and experienced managers and provide the skills to better understand owners and volunteers. You'll learn the basics of good customer service and gain the tools to effectively handle complaints, write newsletters and reports and manage public relations.

About CAI

M-203: Community Leadership (1½ days)

Learn how to work with leaders to achieve goals and set a positive tone for the community. This course shows you how to inspire the cooperation needed from board leaders and volunteers to achieve management goals. You'll learn proven ways to motivate and guide community leaders and help board and committee members accomplish more at every meeting.

M-204: Community Governance (2 days)

Learn how to avoid legal problems and gain cooperation when establishing guidelines. This course covers the legal basis of community rules, policies and procedures. You'll gain a better understanding of board and management responsibilities and a better grasp of the community association as a legal entity. Learn how to advise and support your board and how to revise policies and procedures to comply with current laws and recommended management practices.

M-205: Risk Management (2 days)

Learn how to protect your community and respond to emergencies. This course shows you how to prepare for your community's future by identifying insurance risks and addressing critical issues. Learn how to optimize your community's risk-management program and gain strategies and resources for evaluating property coverage, reporting losses and managing claims.

M-206: Financial Management (2 days)

Learn how to best manage your association's money. This course gives you the tools to understand and apply the principles of financial management to your community association. You'll learn the entire budget process, from identifying line items to recording accounts to gaining board approval. You'll also learn how to analyze and report on association finances.

Advanced PMDP Series

M-300: Ethics and Community Manager (online)

Learn how to become a more ethical and professional community manager. This interactive online course discusses the nature of ethics and how it applies to community management. Registrants will learn to apply CAI's Professional Manager Code of Ethics, examine the fundamental ethical responsibilities of a professional manager, resolve potential conflicts of interest, identify the appropriate response to the potential receipt of gifts and other remuneration and accurately identify situations where disclosure is necessary.

M-310: Management Company Administration (2 days)

Learn how to run your business more successfully. This course helps you build the skills and knowledge to increase the efficiency and effectiveness of a community association management company. It explains how to apply the principles of organizational theory to set up and operate the business. You'll also learn how to market services, manage and train staff and develop additional sources of income.

M-320: High Rise Maintenance and Management (2 days)

Learn how to address the unique challenges of multi-story communities. This course provides an in-depth understanding of the unique management needs of a high-rise building. You'll experience hands-on learning through on-site building visits and walkthroughs of a central plant, roof and recreational facilities. See major systems in operation and discuss maintenance operations and procedures with building staff.

M-330: Advanced Insurance and Risk Management (2 days)

Learn how to understand risk and limit exposure to loss. This course provides a comprehensive look at insurance and risk-management issues. It shows you how to evaluate communities, review inspection reports and study policy details. You'll learn to assess your association's exposure to loss and evaluate all types of insurance policies.

M-340: Managing the Large-Scale Association (2 days)

Learn how to meet the unique needs of extensive communities. This on-site course provides tips on how to manage associations that have more than 1,000 units or 1,000 acres and an annual budget of at least \$2 million. You'll explore the relationships between large-scale associations and municipalities as well as the relationships between master associations and sub-associations. You'll also learn to distinguish between open, commercial and residential properties.

M-350: Manager and the Law (2 days)

Learn how to manage effectively in the legal environment. This course offers realistic ways to deal with the legal issues you face on the job. By reviewing cases that have impacted community associations and exploring a case step by step, you'll gain a greater understanding of how the legal system works and how the law affects managers and their day-to-day operations.

M-360: Leadership Practices in Building Communities (2 days)

Learn how to create a more cooperative community. This course teaches you the management strategies that build better community relations. You'll learn how to help your community members develop social and problem-solving skills and foster greater participation in the community. It will also help develop the leadership skills that can increase your job satisfaction and enhance your career growth.

M-370: Managing Developing Communities (1½ days)

Learn how to help your community transition successfully. This course offers approaches to the challenges associated with managing developing communities. From community design to operational turnover, you'll explore each stage of development and address potential issues. You'll learn to manage a transition effectively, while avoiding legal problems and dissent in the community.

M-380: Litigation Training for Managers (1½ days)

Learn how to prepare for the possibility of litigation. This course covers the many topics leading up to, during, and following litigation and what the community manager can do to be prepared for any situation.

About CAI

M-390: Leadership Practices in Customer Services (1 day)

Acquire necessary customer service skills to communicate confidently with your clients and find solutions to common issues. Whether you lead a community association board, manage volunteers, collaborate with colleagues, or strive to meet the needs of your clients, this course is specifically designed to equip you with proven strategies and topics for reaching a level of personalized human communication that will eventually give you a competitive advantage and a positive outcome. Learn how to effectively and confidently communicate and use the soft skills needed for providing the best experience for homeowners, clients, and colleagues.

M-400: Contemporary Issues in Community Association Management (1½ days)

This course covers topical issues that impact professional managers and the communities they manage. The course is offered in conjunction with CAI's Annual Conference and Exposition and is an invaluable addition to your professional development.

PCAM (Professional Community Association Manager) Case Study (2 days)

The final step toward earning the PCAM designation

The PCAM Case Study is a comprehensive examination of an actual community association, combining classroom discussion with an extensive on-site inspection. You'll explore the community in depth, reviewing its administrative procedures, legal documents and communications; meeting with its manager, board members and key personnel; and learning about the local area. You'll be encouraged to ask questions and openly discuss issues faced by the association.

To successfully complete the case study, you must submit a final paper using the skills acquired in the prerequisite courses (all 200-level PMDP courses) as well as information collected while visiting the host community.



Dues Structure

HOMEOWNER LEADER MEMBERSHIP DUES

Individual Homeowner Leader	\$130
Homeowner Leader – Two board members	\$240
Homeowner Leader – Three+ board members.....	\$305

**Plus a mandatory advocacy support fee and an optional donation to the Foundation for Community Association Research*

Join

cai.caionline.org/eweb/DynamicPage.aspx?webcode=memberjoinselect

Application

<https://www.caionline.org/JoinNow/Documents/cavlapp.pdf>

Join Up to 15 Board Members for Only \$305

Learn more about the new dues structure:
www.caionline.org/JoinNow/Pages/ShareTheCommunity.aspx

COMMUNITY MANAGERS

Community managers are the professional backbone of the communities they serve, providing the skills and expertise essential to the successful management of associations. Let CAI help you shape the industry.

Annual membership dues are \$149.

Join

cai.caionline.org/eweb/DynamicPage.aspx?webcode=memberjoinselect

Application

<https://www.caionline.org/JoinNow/Documents/mgrapp.pdf>

About CAI ---

MANAGEMENT COMPANIES

Expand your client base and access tools, resources, and information.

CAI is your source to what is important in the community association field. Membership for managers in your company is not included with a Management Company membership. An individual Manager membership must be purchased.

Annual membership dues are \$445.

Join

cai.caionline.org/eweb/DynamicPage.aspx?webcode=memberjoinselect

Application

<https://www.caionline.org/JoinNow/Documents/mgmtapp.pdf>

BUSINESS PARTNERS

Business Partner members include attorneys, accountants, insurance professionals, reserve providers, bankers/lenders, builder/developers, realtors, software providers, landscapers, roofers and many others.

Annual membership dues are \$625.

Join

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Application

<https://www.caionline.org/JoinNow/Documents/bpapp.pdf>

STUDENT

<https://www.caionline.org/JoinNow/Documents/studentapp.pdf>

Learn about additional memberships, including **Multi-Chapter, Public Official** and **National Corporate** categories:

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

Please note: Membership dues include a mandatory advocacy support fee and an optional donation to the Foundation for Community Association Research. Membership dues are non-refundable. Please use the latest version of the free Adobe Acrobat Reader or Adobe Acrobat when downloading application(s).

CAI Past Presidents

1988	Jim Atkeison
1991	Orville Norton
1992	Walter Timmons
1993	David M. Allison
1994	Walter Timmons
1995	Michael Dillon
1996	James A. Rothberg
1997	Patrick Beatty
1998	Harold Morris
1999	Frank Ghertner
2000	Jean Walker
2001	Joe Waldron
2002	Scott Ghertner
2003	Mike Rawls
2004	Bruce Robins
2005	Hal Kearns
2006	Alvin Harris
2007	Kathleen Sutherland
2008	Lee Corbett
2009	Linda Ivey
2010	Pat Stacey
2011	Martha Gilmore
2012	Pat Walker
2013	Taylor White
2014	Henry Puckett
2015	John Hensley
2016	Jeff Stockton
2017	Scott D. Weiss
2018	Matthew Komisky
2019	Brent Hogue
2020	Jaye Kloss
2021	Jake Linkous

Corrections

This directory is the result of the efforts of a small committee. Every attempt has been made to ensure that all current members are included in this directory and that all information is correct. If you are a member and you are not listed, please remember:

- This directory is current as of June 30, 2022. (If you joined since that date, you may not be listed.)
- If your membership lapsed at any point this year, you might not be listed.

Names and addresses of members can change. If the contact name, address or phone number for your association or firm changes, notify CAI Direct at 888-CAI-4321 or e-mail addresschanges@caionline.org.

Important Notice

CAI does not represent any one profession or interest group. Rather, it represents the process of creating and operating a successful, viable community association. Its membership includes anyone involved with the process.

The membership directory has been published by and for the members of the Tennessee Chapter of CAI for the purpose of promoting open communication within the general membership.

The inclusion of a vendor in this membership directory does not indicate that CAI endorses or recommends the services provided by any such vendor. The selection of any vendor is at the sole discretion of the reader of this membership directory, and no warranties made by CAI in regard thereto.

Community Associations Institute-Tennessee Chapter strictly prohibits the use of a chapter's membership roster for commercial solicitation of any type.

2022 Board of Directors

Officers

PRESIDENT

Michael Hagewood, CMCA, AMS

First Service Residential..... michael.hagewood@fsresidential 615-259-7749

PRESIDENT-ELECT

Chuck Negas

Northwest Exterminating cnegas@callnorthwest.com 770-293-2700

SECRETARY

Juanita Clancy, CMCA

Crye-Leike Property Mgmt. juanita.clancy@crye-leike.com 615-376-4489

TREASURER

Kurt Lillie, CIRMS, MLIS, CLCS, EBP

Bouvier Insurance klillie@binsurance.com 615-610-6038 x107

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Jenna Cole

Cultivation Network jcole@cultivationnetwork.com 615-200-7854

Tina Kimble

Rose Paving tina.kimble@rosepaving.com 615-804-3576

Jaye M. Kloss, CMCA, AMS, PCAM

Ghertner & Company jaye.kloss@ghertner.com 615-277-0343

Jake Linkous, CLCS, EBP

Robins Insurance jlinkous@robinsins.com 615-665-3245

Linda Southergill

Homeowner Member linda.southergill@att.net 615-419-7710

Joyce L. Speicha, CMCA, AMS, PCAM

Keith S. Collins Co., LLC jspeicha@keithcollinsco.com 901-753-4170 x100

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Kurt Lillie, CIC,
CIRMS, MLIS, CLCS



Steven L. James,
LUTCF, MLIS



Sandra Etchison,
CIC, CISR

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Meet the 2022 Board



President **Michael Hagewood,** **CMCA, AMS**

First Service Residential

Michael is the onsite Association Manager for The Rhythm at Music Row in Nashville Midtown. Michael started his career in association management as a portfolio manager in 2009, then joined FirstService Residential in December 2011 becoming one of Nashville's most sought after High Rise Managers. Prior to association management, Michael spent more than 10 years in hospitality management to include the Loews Vanderbilt Hotel, Hotel Preston and the Renaissance Hotel in St. Louis.

Michael has been a member of CAI going on ten years. He has served on the Welcoming Committee for CAI in 2011 and currently serves on the Board and Social Committee. When not at work Michael will usually be found on Kentucky Lake boating, jet skiing and fishing.



President Elect **Chuck Negas**

Northwest Exterminating

Chuck Negas is the Director of Commercial Development for Northwest Exterminating. While born in Atlanta, GA, he is a graduate of Lipscomb University. Chuck has been a team member of Northwest Exterminating for over 23 years. He has been involved in its growth from 3 offices and 35 employees to 35 offices and over 700 employees as their focus has become creating healthier living and working environments for homes and businesses.

Participating in a number of trade organizations, he has been involved with CAI since 2003 and served on the board of CAI GA, and was board president. He is currently serving on the board of CAI TN. He has received the LA Phillips award from Northwest, the Rita Kennedy and the President's Choice award from CAI GA, Industry Partner of the Year for IREM GA, and most recently Business Partner of the year from CAI TN. Chuck enjoys helping others solve challenges and in his spare time he enjoys hiking and photography.



Secretary **Juanita Clancy, CMCA**

Crye-Leike Property Management

Juanita is originally from Mobile, AL and entered the Association Management field at Amelia Island Management in Amelia Island, FL. She has 3 children and 9 grandchildren whom she loves spending time with. Hobbies are sewing, beading and scrapbooking. She joined CAI in 2013 while working at Associa. Juanita joined the CMA team June of 2016.



Treasurer **Kurt Lillie, CIRMS, MLIS,** **CLCS, EBP**

Bouvier Insurance

Kurt Lillie is the Vice President of Sales for Bouvier Insurance overseeing the Nashville and Atlanta offices. Originally from New England, he is a graduate of UCONN with both Bachelors and Doctoral degrees. Kurt joined Bouvier Insurance in 2014 with a specialty in writing condominium and HOA master insurance policies. In 2019, he became one of only two insurance professionals in Tennessee to obtain the distinguished *Community Insurance & Risk Management Specialist (CIRMS)* designation through CAI.

In the past, Kurt has served as the Tennessee chapter's Membership Committee chair, and also currently sits on the Education Committee. He has been a regular author, presenter, and instructor for different CAI publications, seminars, and classes. Kurt's value is making insurance easy for boards and managers, helping to navigate the complexities of condominium and HOA insurance, and simplifying the process with a very autonomous, hands-on approach.

Directors



Jenna W. Cole

Cultivation Network, Inc.

Jenna W. Cole, President of Cultivation Network, Inc., has over 25 years of experience in marketing, client relations, website design, sales, promotions, event planning and project management. She is a graduate of the University of

Meet the 2022 Board

North Carolina at Greensboro with a Bachelor of Science Cum Laude in Management and Marketing. She founded Cultivation Network, Inc. in August 2009. Cultivation Network is a full service marketing, web design and SEO agency based in Murfreesboro, TN serving clients in the Greater Nashville area and throughout the Southeast, including CAI Tennessee. Jenna's goal for Cultivation Network is to be the most valuable resource for their clients' growth and success through all areas of marketing, with special attention to the best use of digital marketing.

Jenna is very active in her local Murfreesboro, TN community where she lives with her husband and two children. She serves as the President of the Rutherford Business Builders; Board Member of the Community Associations Institute of Tennessee; Board Member of Rachel's Place Homeowners Association; and serves as Chair of the Better Business Bureau of Middle Tennessee, Inc. Murfreesboro/Central Tennessee Regional Office Advisory Board 2021.

Cultivation Network is a proud member of CAI and is also an Accredited Business with the Better Business Bureau of Middle Tennessee. To learn more about Jenna and Cultivation Network, visit www.cultivationnetwork.com.



Tina Kimble

Rose Paving

Tina is a small town girl who grew up in Marion, KY. She went to college at Murray State University and from there moved to Fairview, TN where she has lived over 30 years. Tina has been an account executive at Rose Paving for 2½ years and specializes in making your parking lots look pretty.

Tina is a mother of three lovely children and a "Mammie" of two precious grandbabies. When not working she enjoys fishing, hunting, kayaking, hiking, gardening, and she loves people!



Jaye Kloss, CMCA, AMS, PCAM

Ghertner & Company

Jaye Kloss, PCAM is the Director of Training and Compliance at Ghertner & Company. She joined Ghertner & Company in 2007 as a Community Association Manager. Jaye studied Business Management at San Diego University. She has over 16 years of property management experience in the Nashville area and has a strong financial/accounting background. Jaye has obtained her CMCA and AMS certifications since being in the Homeowner Association field, and prior to that was involved with Apartment Management and was a District Manager with a portfolio in six states.

Jaye lives in Spring Hill, TN, has three children, nine grandchildren and two great-grandson. Her husband is retired from the Bellamy Brothers.



Jake Linkous, CLCS, EBP

Robins Insurance

Jake has been a member of CAI since 2013 and is originally from Huntington, WV. He played soccer at West Virginia University before transferring to the University of Tennessee-Knoxville, where he graduated in 2007. Upon graduating with a degree in Public Administration, Jake moved to Nashville to work for Liberty Mutual where he specialized in auto, home, and life insurance. In August of 2013, Jake joined Robins Insurance Agency where he specializes in insuring condo and homeowner associations. He brings a high touch, service-intensive approach to the insurance business. He's energized, provides quick turnaround, personally inspects every association, attends board meetings, and is a lot of fun to work with. The result is highly customized, accurately written policies delivered to happy board members and property managers.

Meet the 2022 Board



Linda Southergill

Homeowner Member

Originally from the New England area, Linda calls Tennessee home now. She received a degree in Dental Assisting, but soon grew bored with that. She then went back to school and became an EMT-I and worked with a fire department, then with continuing education upgraded to working for AMR Paramedic Ambulance. As her four sons were growing, Linda became quite involved with The Boy Scouts of America. She served as a Cub Scout leader and eventually was a Commissioner for the Metacomet Region of the Boy Scouts.

Linda has always loved dogs, and for the past three years she has been an active member of All American Dachshund Rescue. She has her two, and fosters one or two more, nurturing them and finding them their forever homes. Weekends can be spent going to events and educating people on rescue.

Ridgeport Subdivision in Spring Hill is where she lives. Linda has been active in the HOA for a long time, and has been elected to be the board president twice. She is very involved, and works closely with the property manager to keep the subdivision on the right track. Recently Linda has been involved in discussions with the state concerning a road widening project that will take a good portion of the front entrance. In the end she was able to get the state to meet her demands for reimbursements. She works constantly planning two large social events each year, dealing with city leaders and many other duties that position involves.

Linda is busy also with nine grandchildren who keep her on her toes, and she is an active member of her church, St. Ignatius Antiochian Orthodox Church.



Joyce L. Spiecha, CMCA, AMS, PCAM

Keith S. Collins Co., LLC

Joyce Spiecha is the Senior Association Manager for Keith S. Collins Co., LLC (KCC) located in Germantown (Memphis), TN. With 16 years of experience at KCC, Joyce's Association portfolio of 46 prop-

erties is comprised of commercial, condo, and PUD associations. Joyce has earned the CMCA and AMS designations and anticipates earning her PCAM in the near future. This is the second year for her serving on the Tennessee Chapter of CAI Board. Joyce has lived in the Memphis area since 1974 and has two grown children (24 and 26) and a husband of 3½ years.



Executive Director Faye Ellis, CPM

CAI Executive Director

Faye is a native Tennessean and a graduate of Tennessee Tech with a Master of Arts in Business Administration Degree. Faye has also been a licensed Realtor and member of the Nashville Board of Realtors since 1965. She received the Certified Property Manager (CPM) Designation in 1986.

Currently, Faye is the Association Executive for the Institute of Real Estate Management (IREM) and the Executive Director of the International Facility Management Association (IFMA), while at the same time the owner of Facility Management Services, LLC, a full service real estate management and sales company. The management portfolio she oversees is both residential and commercial. She and her son Rob Ellis are owners of The Ellis Group, LLC, a licensed commercial construction company doing business in Tennessee, Alabama, Georgia, North Carolina and South Carolina.

Faye served as a Board of Director for the Metro Center Development, Nashville, and was a member of the original greenway study group for areas along the Cumberland River in Metro Center and other surrounding areas. Faye is also a past president of the Greater Nashville Chapter of IREM and the Greater Nashville Apartment Association.



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CAI is dedicated to making our members successful and helping community associations meet the expectations of their residents. We do this by (1) enhancing the environment in which our members operate, (2) improving the image of community association professionals and volunteers, and (3) helping our members develop the personal and professional skills they need to be successful – all while minimizing the cost of CAI membership and services.

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Sponsor Opportunities

Sponsors must be members of CAI National.

Platinum Level \$3,000 (payable in 4 quarterly installments)

- Your company will be publicized on all CAI luncheon notices to the membership.
- The chapter will verbally announce your sponsorship at each chapter luncheon and special event.
- The chapter website will prominently display your company name as a sponsor which will also be with a free link to your website.
- Your company name will be prominently displayed on the podium drapery used at the membership luncheons.
- Company name to be prominently listed on Sponsor Board at luncheons and events.
- Highlighted sponsor listing in the membership directory.
- 20 complimentary membership luncheon tickets to be used any time during 2022 – no carryovers.
- Complimentary 1/4 page ad in all 4 newsletter issues. The 4th issue will feature your company representative's picture on the front cover.
- Free tab page or half page directory ad.
- Holiday dinner platinum sponsorship.
- 4 holiday dinners in December 2022.

Gold Level \$2,000 (payable in 3 equal installments)

- Your company will be publicized on all CAI luncheon notices to the membership.
- The chapter will verbally announce your sponsorship at each chapter luncheon and special event.
- The chapter website will display your company name as a sponsor which will also be a free link to your website.
- Your company name will be displayed on the podium drapery used at the membership luncheons.
- Company name to be listed on Sponsor Board at luncheons and events.
- Special sponsor listing in the membership directory.
- 10 complimentary membership luncheon tickets to be used any time during 2022 – no carryovers.
- Complimentary 1/4 page ad in two (2) newsletter issues.
- 50% discount on half or full page directory ad.
- Holiday dinner gold sponsorship.
- 2 holiday dinners in December 2022.

Silver Level \$1,000 (payable in 2 equal installments)

- Your company will be publicized on all CAI luncheon notices to the membership.
- The chapter will verbally announce your sponsorship at each chapter luncheon and special event.
- The chapter website will display your company name as a sponsor.
- Company name to be listed on Sponsor Board at luncheons and events.
- Sponsor listing in the membership directory.
- 5 complimentary membership luncheon tickets to be used any time during 2022 – no carryovers.
- Complimentary 1/4 page ad in one (1) newsletter issue.
- 25% discount on half or quarter page directory ad.
- Holiday dinner silver sponsorship.

Bronze Level \$500

- Your company will be publicized on all CAI luncheon notices to the membership.
- The chapter will verbally announce your sponsorship at each chapter luncheon and special event.
- The chapter website will display your company name as a sponsor.
- Company name to be listed on Sponsor Board at luncheons and events.
- Sponsor listing in the membership directory.

Sponsor Opportunities

Monthly Luncheon Meeting Sponsorship

\$200 member / \$400 non-member

- The sponsor will be mentioned in the meeting notice as being the sponsor for the luncheon.
- The sponsor will be provided a table at the entrance to the meeting room where they may have representatives from their firm with marketing materials.
- The sponsor may place marketing materials and promotional items (key chains, coffee cups, etc.) on each of the tables.
- The sponsor will get to speak for two minutes about their firm. Limit two sponsors for each meeting.

Direct Mail Advertising Opportunity

Have you taken advantage of CAI's offer to mail your brochure or flyer to its 300 or more members? As you know, direct mail is a very effective – and usually very expensive – method of advertising. But here is an offer that is too good to refuse. CAI-Tennessee will mail your brochure or flyer at a very low cost – and we will even pay the postage and handling.

All you have to do is provide the Chapter copies of your insert (8½" x 11" only) on no heavier than 20# paper. Direct mail will be mailed in March, May, August and November. Only one organization per category or product/service will be used in each mailing, with a maximum of three flyers inserted in each direct mailing.

Cost

The cost of insertion is only \$400 for members and \$600 for non-members. Promotion material will be accepted on a first come first served basis. If you are willing to share a local newsletter mailing with CAI-Tennessee Chapter and three other member companies, you can save time and money. Once approved, you will be notified of the mailing date. At that time you may schedule delivery of your promotional material to our printer, Dynamark Graphics. CAI-Tennessee direct mail reserves the right to cancel any mailing for lack of participation and reserves the right to reject any advertising copy.



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Volunteer Leaders/Homeowners

Objectives: Community association volunteer leaders ultimately are responsible for building community, meeting the expectations of neighbors and protecting property values. CAI is redoubling its commitment to provide customized products, services and expertise that volunteers need to fulfill these obligations. These efforts were strengthened in July 2005 with creation of the **Center for Community Association Volunteers (CCAV)**, a specialized member group within CAI focusing on issues and needs unique to association volunteers. CCAV is an automatic benefit of CAI membership, entitling members to exclusive member services.

Governance: The Community Association Volunteers Committee elects two members to the CAI Board of Trustees.

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Business Partners (Product and Service Providers)

Rationale: The MVI recognizes that product and service providers are an essential part of the CAI family at both the national and chapter levels. By making membership less costly and more valuable for professional managers and association volunteers, we believe CAI membership ultimately will increase, giving business partners access to even greater numbers of potential clients. To make multi-chapter memberships more cost-effective, CAI offers a national corporate membership option for companies that can benefit from involvement in all chapters. **Governance:** A Business Partners Council composed of professional product and service providers elects two members to the CAI Board of Trustees.

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**COMMUNITY
MANAGERS**

Professional Managers

Objectives: CAI is committed to increasing the visibility of the profession, improving the professional standing of managers, elevating the marketplace value of professional designations and more aggressively promoting the professionalism of those who hold CAI credentials. These efforts were strengthened in July 2005 with the creation of the ***Association of Professional Community Managers*** (APCM), a specialized member group that provides practical support to manager members. APCM is an automatic benefit of membership, entitling members to exclusive services.

Governance: An APCM Board consisting of managers and management company executives elects four members to the CAI Board of Trustees.

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