



Where innovation takes the floor.



SHERWIN-WILLIAMS



SKINNER WASTE SOLUTIONS DOORSTEP TRASH VALET



A BORGERS UNIT COMPANY



FCAA 2019 TRADESHOW

W I N N I N G



THE GAME OF PROPERTY MANAGEMENT



APRIL 11, 2019

5:30PM - 8:30PM
Jacksonville Fairgrounds



PROSPECTUS

Important Dates to **NOTE**

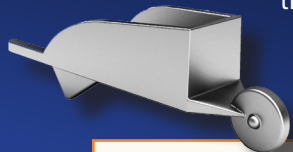
Summary of Event

The annual FCAA tradeshow is a premier show that provides the opportunity for Associate Members to promote their goods and services to over 800+ Community Member attendees. This fun, yet professional, themed event features over 100+ booths that fill up the Jacksonville Fairgrounds with the sound of excitement! The FCAA trade show is our marquee event. Year after year it is the biggest Apartment industry networking event in North Florida.



Our Mission

To promote, inform, and serve the apartment industry through education, legislation, and professional networking.



Summary of

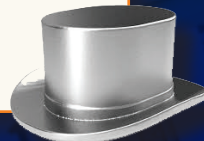


FCAA provides nationally recognized designation and certificate programs that provide its members with the skills needed to succeed in our evolving industry. FCAA also offers a wide array of workshops and seminars in topics like leasing, marketing, landlord tenant law, fair housing, maintenance, technology, and more.

Together with the Florida Apartment Association and the National Apartment Association, FCAA provides legislative advocacy on local, state, and national levels.

Together, we've tackled issues like lease termination fees, fire safety codes, maintenance licensing, and balanced housing policies – issues that would be impossible for members to tackle on their own.

The First Coast Apartment Association is resolute in its commitment to provide quality educational programming, ensure a strong voice in legislative affairs, and serve the multifamily needs of the First Coast. Your membership helps us meet that commitment.



December 7th

Sponsorships Available on the Website

Jan 3rd - April 5th

General Booth Selection

December 7th

Premier Sponsor Reception (*Invite only*)

March 11th

Sponsorship Commitment Deadline

December 1st - 14th

Premier Sponsor Booth Selection

March 19th

Trade Show Lunch N Learn 11:30am – 12:30pm

Dec 15th - Jan 2nd

2018 Exhibitor Booth Selection

April 11th

Trade Show Jacksonville Fairgrounds

ATTENDEE

COMPANIES

APD Developers
APM Services
Alexander Properties Group
Alliance Residential Company
Ambling Management Company
American Landmark
American Management
Apartment Store
Arlington Properties
Artcraft Companies
Atlantic Realty
BH Management
BMLR Properties, Inc.
Balfaour Beatty Communities
Bayshore Grove Management
Becovic Management
Bell Partners
Benchmark Management Company
Blue Magma Residential
Blue Rock Premier
Bridge Real Estate
Buckingham Management
CF Lane
CPM Companies
Cagan Management Group
Cambridge Management Group
Charwell Holdings
ConAm Management Corporation

Concord Management Limited
Contemporary Management Concepts
Cornerstone Residential Management, LLC
Davis Development
Demco Management, Inc
Duke Properties
Element National Management
Elm Street Management
First Communities
Five Points Partners, LLC
Fogelman Management Group
Fort Family Investments
Franklin Street Residential
Friedman Real Estate Group
Gabels Residential
GMC Properties
GoldOller Real Estate Investments
Goldem Management
Good Harbor Management LLC
Greystar Multi-Family Services
Harbor Group Management
Heald Properties, Inc.
Herman and Kittle Properties, Inc.
Horizon Housing Management, LLC
Horizon Realty Management Company
ILM Operations LC
Inland Residential Real Estate Services, LLC
JMG Realty, Inc.

JRK Residential
Jones College, Inc.
KAE Property Management
KRI Properties
Lafayette Capstone Group
Landings Real Estate Group
Laramar Group
Leclair Management, Inc.
Leland Enterprises
Lincoln Property Company
Lloyd Jones Management LLC
Lofty Asset
MAA
Mahaffey Apartment Company
Maryland Management Company
Matrix Residential
Maxus Properties
Merion Realty Management, LLC
Michaelson Real Estate Group
Milestone Management
Morgan Group
Morgan Property Management
Olympus Property
Pacifica SD Management
Peak Living
Pegasus Residential
Picerne Development
Pinnacle Realty Management
Preferred Residential Management
Preservation Housing Management
Prime Realty
Princeton Management
Prominent Realty Group

RAM Partners
RKW Residential
Randcor Management Company
Rental Partners
ResProp Management
Richman Property Services, Inc.
Roco Real Estate
Rohdie Group
Royal American Management
S2C FL Management, LLC
SBD Tradewinds LLC
SMG Property Management
SPM, LLC
San Miguel Management
Sentinel Real Estate
South Oxford Management
Southern Asset Management
Southern Development Management
Company
Strong Management
TRG Management
Tenth Street Properties
The Lynd Company
TriBridge Residential
Tzadik Management
US Residential Group Management
Venterra Realty
WRH Realty Services, Inc.
Watkins Realty Services
Watson Realty
Wendover Housing Partners
Westdale Asset Management
ZRS Management



R E A C H

Qualified Prospects

Likelihood that Attendees Will Decide to Buy Products or Services at the Trade Show



Definitely will make a decision to buy

22%



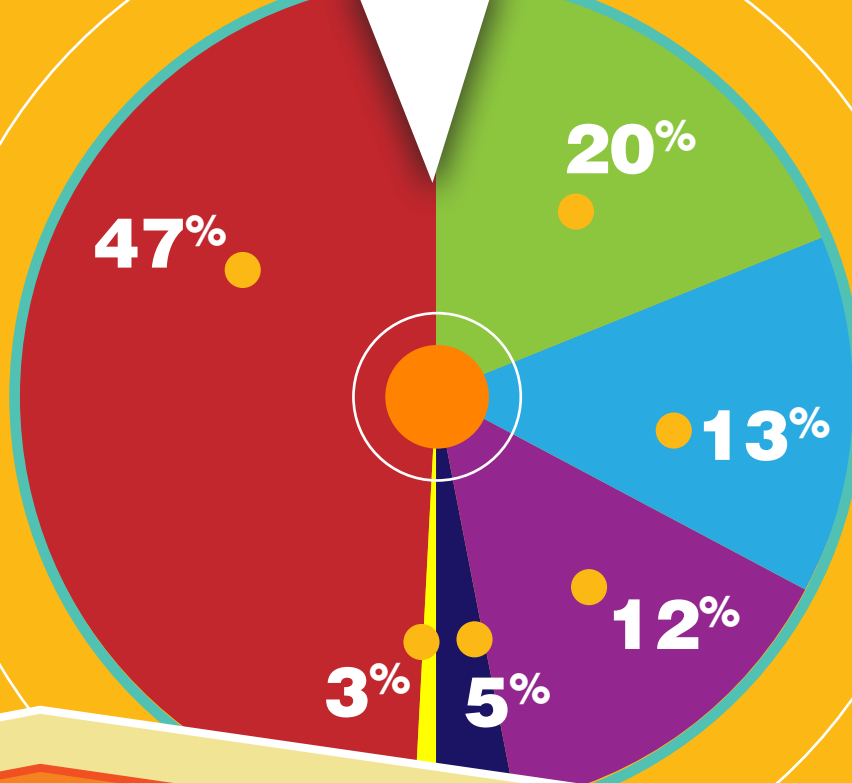
Probably will make a decision to buy

43%



No opinion/not sure

32%



Trade Show Committee –

The annual trade show provides an opportunity for Associate Members to promote their goods and services to Community Members. Committee Members plan, organize, and promote the trade show and solicit corporate sponsorships.

To find out more information on this committee or to join, please visit... www.fcaaonline.com/trade-show-committee

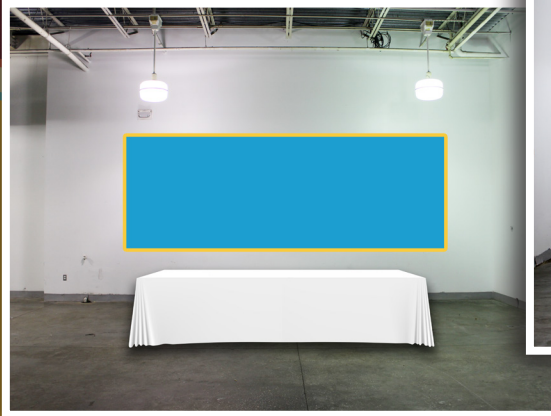
Qualified P R O S P E C T S

- 47% Property Manager
- 20% Regional Supervisor/Manager
- 13% Vice President/Corporate Executive
- 12% Maintenance Professional
- 5% Owner/ President/ Principal
- 3% Leasing Professional



O N S I T E

Advertising

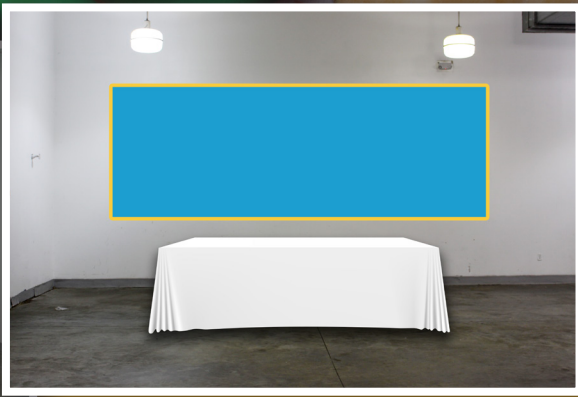


\$250 each

Food Station Sponsor Sign

2 available

Let your logo capture the attention while attendees fill up their plates at the food station.



\$250 each

Wine/Water/Soda Station Sponsor Sign

2 available

While attendees quench their thirst, they will take note in this epic signage with your company's logo/message.

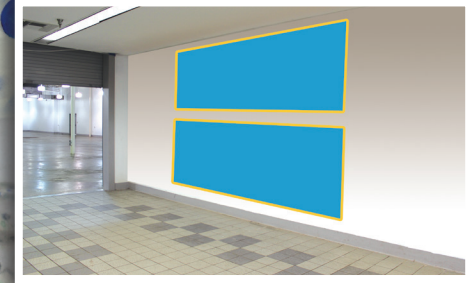


\$150 each

Entry Signage

Engage with each and every guest as they enter and leave the show with these eye catching window clings. Buy all 6 to save and really be #WINNING!

Get all 6 available for \$700

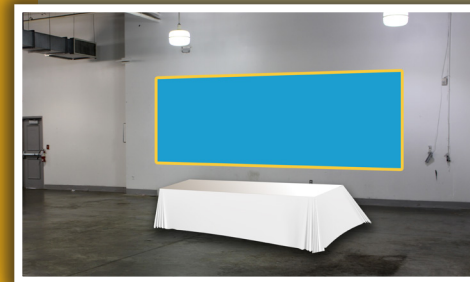


\$300 each

Welcome Signage

2 available

Attendees won't miss these appealing graphic banners with your company's brand as they enter and exit the show.



\$200

Registration Sponsor Signage

Attendees will notice your banner as they grab their drink tickets and other registration items.

2019 EXHIBIT BOOTH

P R I C I N G

118P	115	114	113	112	111P	Stage	110P	109	108	107	106	105P
104P	103	102	101	100	99P	98P	97	96	95	94	93	92P
91P	90	89	88	87	86P	85P	84	83	82	81	80	79P
78P	77	76	75	74	73P	72P	71	70	69	68	67	66P
65P	64	63	62	61	60P	59P	58	57	56	55	54	53P
52P	51	50	49	48	47P	46P	45	44	43	42	41	40P
39P	38	37	36	35	34P	33P	32	31	30	29	28	27P
26P	25	24	23	22	21P	20P	19	18	17	16	15	14P
13P	12	11	10	9	8P	7P	6P	5P	4P	3P	2P	1P

Additional Booth Accessories:
 Table - \$10, Tablecloth & Skirting - \$15,
 Chair - \$3, Prepaid Drink Tickets - \$1 each,
 Prepaid Admission Tickets - \$10 each (min. 20)

Premium Booth

Rent
\$695
 10 ft. X 10 ft.
 Designated "P" on floor plan
 (ie. 59P)

Standard Booth

Rent
\$595
 10 ft. X 10 ft.

YOUR EXHIBIT FEE INCLUDES:
 One table, tablecloth & skirting, electricity, two chairs and exhibitor lunch during exhibitor set-up.

NON-MEMBER SURCHARGE:
 If you are not a member of the First Coast Apartment Association, please add \$300 per booth or Join FCAA.

EXHIBIT PAYMENTS:
 Exhibit payments must be received by Friday, April 5th, 2019 to avoid \$100 fee.

*Payments **must** be received to exhibit in show.*

RECEIVE
10% OFF
 Your Second Booth



Sponsorship OPPORTUNITIES



- \$1000 TICKET SPONSOR** - One available
 Logo on all tickets seen by 800+ attendees.
- \$1000 LANYARD SPONSOR** - One available
 Logo on lanyard with company colors, this is given to all exhibitor and attendees.
- \$150 TRADE SHOW 101 CLASS SPONSOR** - One available
 This class will be the low down on all things trade show.
- \$800 CUP SPONSOR** - One available
 These cups with your logo will be used by every attendee including exhibitors and volunteers.
- \$500 BEER TRAILER SPONSOR** - Two available
 Logo on each beer trailer.
- \$1500 CANDY BAG BLITZ** - One Available
 Include a flyer and/or an invite to check out your booth + your logo on the bag/box. Candy bags will be delivered to all member properties.
- \$500 PARKING VOUCHER SPONSOR** - One available
 Logo placed on voucher sent with all tickets purchased in advance.





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APRIL 11, 2019

THURSDAY, APRIL 11TH, 2019

5:30PM – 8:30PM

510 Fairgrounds Place Jacksonville, FL 32202

For more information please contact
FCAA at (904) 292-1345.
Or email Taylor at taylor@fcaaonline.com

www.fcaaonline.com



PROSPECTUS