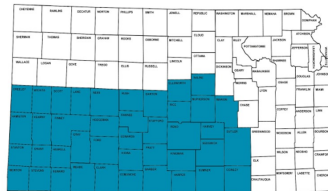




Who We Represent



Members:

320

Rental Units:

23,306



Members:

82,000

Rental Units:

10,000,000+

How Member's Dollars are Spent



44 Cents of each dollar are used for administrative purposes, insurance, taxes and providing facilities for meetings.

7 Cents is used to advocate on behalf of our industry at the local, state and national level to help shape legislation in our favor.

25 Cents of each \$1 provides educational opportunities to our members such as Fair Housing or earning industry credentials.

14 Cents helps provide networking opportunities for members to interact with each other and share ideas on best operational practices.

The Apartment Association of Greater Wichita is a non-profit organization, all funds are used to promote and advance the needs of the rental housing industry and the supplier partners who do business with them. Each of our members helps give us a stronger voice, so thank you!

9 Cents is used to give back to our community through charitable organizations such as The Center of Hope and American Red Cross.

1 Cent funds communications for our members including monthly newsletters and our annual Supplier's Council calendar and directory.

Local, State & Federal Advocacy Support

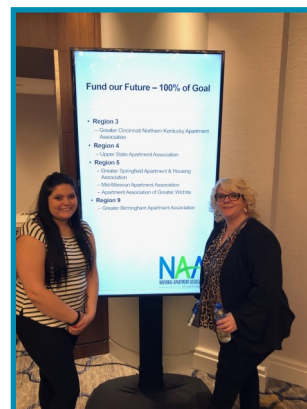
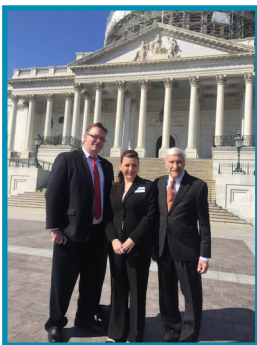


How the AAGW Benefits the Multifamily Industry

We work closely with the NAA Government Affairs team to help advance the apartment industry's legislative and regulatory agenda. Together we provide one voice at the national, state and local levels. As we increase membership, our voice grows to further influence legislation in the multifamily industry's favor.

Apartment communities will flourish and experience a strong, vibrant rental housing market through AAGW's influence on federal, state and local policies including:

- **Federal advocacy** to promote and protect the industry's ability to house Americans in a supportive legislative and regulatory climate.
- **State and local government affairs** to provide expert insight, research and resources for AAGW members on the industry's most important topics and trends at the state and local levels.
- **Contributions to political campaigns** to support pro-apartment candidates through NAA's Political Action Committee (NAAPAC)
- **Participation in the annual Advocate Conference** in Washington DC, where over 500 industry professionals descend on Capitol Hill to discuss apartment industry views on current legislation.





Education for Your Staff

Earn Industry Credentials

The AAGW provides broad-based education, annual Fair Housing training and recruitment programs that attract, nurture and retain high-quality professionals and develop tomorrow's apartment industry leaders. They will gain knowledge and training that can help them to consistently increase their Net Operating Income (NOI) through NAAEI courses and programs.

By participating, all types of property management staff, including leasing consultants, community managers, maintenance professionals and portfolio supervisors, will become:

- A better trained, more professional work-force
- Better able to enhance apartment resident satisfaction
- Informed employees who comply with federal regulatory issues
- Aware of apartment industry strategies that address the needs of tomorrow's apartment industry professionals

AAGW partners with NAAEI to offer these nationally recognized education programs:

- National Apartment Leasing Professional (NALP)
- Certificate for Apartment Maintenance Technicians (CAMT)
- Certified Apartment Manager (CAM)
- Certified Apartment Supplier (CAS)
- Certified Apartment Portfolio Supervisor (CAPS)
- Independent Rental Owner Professional (IROP)





Networking



Meet Your Peers

Networking Activities

Since 1984, the AAGW has been built on strong relationships. The below events and opportunities exist to help members meet each other, learn about the industry and share experiences with one another. The relationships you develop in the apartment industry are invaluable to the growth and enjoyment of your career.

MONTHLY MEMBERSHIP MEETING

Membership meetings offer a chance to have a networking lunch with your peers while listening to a program speaker and a supplier "Spotlight Vendor".

AAGW TRADESHOW

Held each spring, this event features AAGW supplier members exhibiting the latest products and services in the industry. The Trade Show is a great way to meet top, local vendors free of charge!

Committees that make a difference

The AAGW has over ten committees always looking for great volunteers who are wanting to get more involved. Whether your passion is event coordinating, legislation or education planning, we have just the place for you!



Our annual golf tournament is a fun event for both golfers and volunteers alike. Over 15 years we have been able to raise over \$300,000 for great, local organizations such as The Red Cross and The Center of Hope. The event won NAA's Community Service Award in 2016.



The Star of Excellence Awards is a semi-annual black tie event which celebrates the top individuals and companies in the AAGW. Awards are given in 18 categories with over 100 nominees recognized for their excellence in the industry as well as AAGW's top sponsors.

MAINTENANCE MANIA!

This competition puts maintenance technicians in the spotlight as they show off their skills for prizes and a chance to compete at nationals at the Apartmentalize Conference.



The Reverse Trade Show turns the table on our suppliers and gives a chance for management company to exhibit. This fast-paced event is a perfect way to meet several new suppliers in one afternoon.



At the end of each year at our Give Back event donations are collected from the entire membership to help those in need in our community. For most, this is the most rewarding event of the year.



Marketing Opportunities

The Apartment Association of Greater Wichita provides several opportunities throughout the year for supplier partners to sponsor events, advertise, and network with our membership. Below is some more information on those opportunities:

MONTHLY MEMBERSHIP MEETING

Our membership meetings are held each month when we do not have a special event. These meetings offer a chance to interact with apartment members while learning more about industry related topics.

Sponsorship Opportunities:

- ◆ Spotlight Vendor, \$250.00 + Two (2) \$25 Gift Cards *Limited to Six (6)
 - ⇒ Your company will be recognized as the meeting sponsor on all promotions leading up to meeting
 - ⇒ During meeting your company will be given 10 minutes to present to the group
 - ⇒ Exclusive access to place promotional materials on the tables
- ◆ Meeting Season Registration, \$400.00
 - ⇒ Includes two (2) attendees at all six (6) 2020 Membership Meetings & Annual Meeting



Held each fall, this event features AAGW supplier members exhibiting the latest products and services in the industry. Annually, this is one of most highly attended events by our apartment members.

Sponsorship Opportunities:

- ◆ Standard Trade Show Booth, \$250.00
 - ⇒ Reserved 10'x10' space on the trade show floor
- ◆ Premium Trade Show Booth, \$350.00
 - ⇒ Reserved 10'x10' space on the trade show floor in a more highly visible and higher traffic area



The Reverse Trade Show turns the table for our suppliers and gives a chance for management companies to exhibit. During this fast-paced event suppliers receive a schedule of five-minutes meetings with decision makers.

Sponsorship Opportunities:

- ◆ Event Registration, \$150.00
 - ⇒ Registration reserves your space in the event for up to two(2) company representatives
 - ⇒ Prior to event you will receive a schedule of management companies you will meet with one-on-one



Marketing Opportunities



Each month our Communications Committee creates a newsletter which is printed and hand-delivered to members by our Ambassadors. We also have a Legislative Newsletter which is emailed at the beginning of each month.

Sponsorship Opportunities:

- ◆ Premium Business Card Newsletter Ad, \$500.00 *Limited to four (4)
 - ⇒ Large business card displayed on all 24 newsletters released during 2021
- ◆ Business Card Newsletter Ad, \$250.00 *Limited to eight (8)
 - ⇒ Regular business card displayed on all 24 newsletters released during 2021
- ◆ Newsletter Ad-itorial, \$150.00 *Limited to twelve (12)
 - ⇒ Half-page space provided on front-page on newsletter, supplier provides article and any artwork



This competition puts maintenance technicians in the spotlight as they show off their skills for prizes and a chance to compete at nationals at the Apartmentalize Conference. Sponsors of the event are recognized in the arena and help judge one of the Mania event stations.

Sponsorship Opportunities:

- ◆ Maintenance Mania Sponsor, \$150.00 *Limited to sixteen (16)
 - ⇒ Access to display company banner in the arena
 - ⇒ Opportunity to judge one of the events with a fellow sponsor and network with participants



One of our biggest events of each year, our annual golf tournament is a fun event for golfers, sponsors and volunteers. Over 15 years we have been able to raise over \$300,000 for great, local organizations such as The Red Cross and The Center of Hope. The efforts of our members helped it to be recognized winning the NAA's Community Service Award in 2016. This event also helps fund our Star of Excellence awards and education budget.

Sponsorship Opportunities:

- ◆ Sponsorship Benefits at Round for Hope golf tournament and following Star of Excellence Awards
 - ⇒ There are several sponsorship levels with this event each year, with varying benefits at each level including opportunities for a team and a display tent on the course. For further details please contact either Kim Robertson with Design Source Flooring or Jessica Albers with Weigand-Omega Management.