



**NEW JERSEY
CHAPTER**
CLUB MANAGEMENT
ASSOCIATION OF AMERICA

CORPORATE PARTNERSHIP PROGRAM

**THE NEW JERSEY
CLUB MANAGEMENT ASSOCIATION
AND
THE NEW JERSEY
CLUB FOUNDATION**



www.njcma.org

Who are we?

Founded in 1937 as an affiliate chapter of the Club Management Association of America, the New Jersey Chapter has been committed to the support and development of the state's professional club managers. Representing more than 165 members in 75 clubs, the NJ Chapter maintains a full schedule of education along with many social and recreational activities for its members and friends.

NJCMA Mission Statement

NJ Club Management Association promotes and advances the profession of club management by fulfilling the educational, fraternal, social, recreational and related needs of its members.

NJCMA Officers

President	Ryan Brennan, CCM Manasquan River Golf Club
Vice President	Mike Azbill, CCM, CCE Indian Trail Club
Treasurer/ Secretary	Holly Bilotti Bay Head Yacht Club
Managing Director	Rosemary Panno NJCMA
Past President	Michael Pollack, CCM, CCE Deal Golf & Country Club

Board of Directors

David Bachman, CCM, CCE	Spring Brook Country Club
Salil S. Bokil, CCM	Hollywood Golf Club
James Creamer	Bay Head Yacht Club
Ryan Foo, CEC	Upper Montclair Country Club
John Hemrick, CCM	Indian Trail Club
Chris Lukor, CCM	Spring Brook Country Club
Jeffrey Martocci, CCM	Alpine Country Club
Weisser Millien	Cedar Hill Golf & Country Club
Alexander Mueller, CCM	Beacon Hill Country Club

What do we do?

The NJCMA promotes the professional development of its members through networking and communicating with fellow managers within the industry. We are dedicated to the advancement of the student chapter at Fairleigh Dickinson University and the University of Delaware. Encouraging and supporting students through internships, job fairs, and other educational opportunities. We support the New Jersey Club Foundation financially and socially through the annual golf outing and vendor trade show.

We organize, facilitate & support social events for our members such as:

- Food and Wine Experience (Taste of the Private Club Chefs)
- Wine Luncheons & Dinners
- Holiday Party
- Annual Workshop Welcome Social
- Annual CMAA Conference Social



New Jersey Club Foundation

Established by the New Jersey Club Management Association in 1996, the New Jersey Club Foundation is a non-profit organization incorporated under the laws of the State of New Jersey. The Board of Directors consists of twelve members: eight CMAA New Jersey Chapter members, a financial advisor, a student/faculty advisor, and two individuals from club-related industries.

The NJCF supports educational programs for club managers and assistant managers to further the club management profession. It provides financial assistance to individuals from the public sector, interested in the club and hospitality fields and in doing so create a greater public awareness of professional opportunities. NJCF promotes the club management profession through academic programs offered by community colleges, culinary schools and universities both in New Jersey and other states. NJCF assists in the dissemination of professional information to allied Associations, academic institutions, and other groups involved in the Hospitality field. The NJCF supports a variety of charitable organizations.

Since its inception, and consistent with our purpose and objectives, the NJCF has contributed more than \$300,000 to financially support manager's education, student support and development and worthy charities. The New Jersey Club Foundation makes donations to Board approved charities annually. Recent recipients are: Children's Hospital of New Jersey at Newark Beth Israel Medical Center, NJ Golf Foundation, Advancing Opportunities, 180 Turning Lives Around, St Jude's Children's Hospital and The First Tee.

Funding of over \$40,000 has been provided for student chapter programs at the University of Delaware and Fairleigh Dickinson University. The Foundation has reimbursed more than \$38,000 to member clubs for Business Management Institute scholarships and approximately \$53,000 for hospitality students. A donation of \$10,000 was contributed to the Red Cross Katrina Hurricane Relief Fund, \$5,000 to the Hurricane Sandy Relief Fund, and \$12,500 to the Texas Hurricane Harvey Relief Fund.

The NJCF accomplished its initial goal of raising \$500,000 in endowment funds to continue its mission and, in 2005, the Directors increased the objective to \$1,000,000. A prudent, conservative investment strategy combined with annual fund-raisers promise to put this goal well within reach.

NJCF Officers

Chairman	Michael Pollack, CCM, CCE	Deal Golf & Country Club
Vice-Chairman	Ryan Brennan, CCM	Manasquan River Golf Club
Secretary/ Treasurer	Kimberly Condit, CCM	Canoe Brook Country Club
Past Chairman	Albert Costantini, CCM, CCE	Canoe Brook Country Club
Emeritus	Charles Kelly	Arcola Country Club

Board of Directors

Peter Cafaro	Judd Brown Designs/Jefferson Group Architecture
Nicholas Campanile, CFP, CRPC	The Walsh Group
Tom Hurley	Fiddler's Elbow Country Club
Joseph Kuntar	Metuchen Golf & Country Club
James Messina	Mountain Ridge Country Club
Debbie Pagerie	Indian Trail Club
Kane Pappas	Fairleigh Dickinson University
Thomas Walker	RPS Bollinger
Paul Wawrynek	Bradford Bath & Tennis Club
Cindy Williams, CCM	Rumson Country Club

Why partner with us?

If you represent a company whose customers or clients include private clubs, this program is designed for you. The NJCMA/NJCF Vendor Partnership Program provides for companies whose goods and services are used in the club industry flexible opportunities to establish and reinforce relationships with club decision makers. Through a combination of print and digital presence, event sponsorship, social interaction and direct networking, vendor partners can customize a direct marketing strategy that is unique to your company's goals and budget.

How does it work?

Participating companies select one of four levels of participation, each designed to include a variety of advertising and networking components that are scalable to meet the needs of firms of any size. Once a level is selected, each company then has added flexibility with the ability to choose specific events to which they will link their name and direct support. Naturally, initial participation levels as well as support options within each level are chosen on a "first come, first served" basis so the earlier you commit, the more choices your company will have.

The program will run on an annual basis beginning March 1st and ending on February 28th.

How do I sign up?

Any member of the NJCMA or NJCF Board of Directors can help you. You may also contact the chapter's Managing Director, Rosemary Panno (md@njcma.org) who will answer any questions you may have and get your company set up at your desired level of participation. For your convenience we have included a subscription form that can be filled out and returned. You may also sign up on the Chapter Website (www.NJCMA.org)

What are my options?

The Vendor Partnership program offers 4 levels of participation; Platinum, Gold, Silver and Bronze. Each of the top 3 levels has a limited number of participation opportunities and the Bronze level is unlimited. On the next pages are the specific contents of each level as well as a comparative matrix. You will also find the subscription form.



NJCMA Corporate Partnership Program

Platinum - \$15,000

- Prominent Logo Display on NJCMA Homepage with Link
- Logo on NJCMA Printed Materials
- Subscription to NJCMA E-Blast
- Logo on NJCMA E-Blast
- Feature article in NJCMA E-Blast
- Listed as Platinum Partner on all NJCMA events and mailings
- Sponsorship On line Directory Listing
- Invitation for 2 to attend up to 5 member social events (complimentary)
- Table display and/or welcome opportunity at 1 NJCMA education event
- Two Complimentary Foursomes at NJCF Golf Outing
- Featured Article in the NJCMA Newsletter
- Access to NJCMA Member Database (GM, Contact & Club)
- 10 Minute Executive Presentation at one NJCMA education event
- 1 of 4 presenting sponsors of the annual NJCMA conference social
- Display Table at Annual chapter Vendor Show
- Attendance for 2 to annual NJCMA conference social
- Choice of one of the following
 - Presenting Sponsor – NJCF Golf Outing with Signage (2 available)
 - Presenting sponsor of Annual Atlantic City Workshop (2 available)

Gold - \$10,000

- Logo on NJCMA Website
- Logo on NJCMA E-Blast
- Subscription to the NJCMA E-Blast
- Listed as Gold Partner on NJCMA events and mailings
- Sponsorship On line Directory Listing
- Display Table at Annual chapter Vendor Show
- Invitation for 2 to attend up to 5 member social events (complimentary)
- Table display and/or welcome opportunity at 1 NJCMA education event
- Complimentary Foursome at the NJCF Golf Outing
- Listed as a Supporting Sponsor for NJCF Golf Outing
- Featured Article in the NJCMA E-Blast
- Access to NJCMA Member Database (GM, Contact & Club)
- Attendance for 2 to annual NJCMA conference social
- Choice of one of the following
 - Presenting Sponsor – Annual Meeting (1 available)
 - Presenting sponsor of Annual Atlantic City Welcome Event (1 available)
 - Presenting sponsor of Annual Food and Wine Experience (1 available)
 - Presenting sponsor of Annual Holiday Party (1 available)

Silver - \$5,000

- Logo on NJCMA Website
- Logo on NJCMA E-Blast
- Subscription to the NJCMA E-Blast
- Listed as Silver Partner on NJCMA events and mailings
- Sponsorship On line Directory Listing
- Invitation for two for one Education event with Networking Opportunity, and acknowledgment
- Complimentary Foursome at the NJCF Golf Outing
- Listed as a Supporting Sponsor for NJCF Golf Outing
- Invitation for two to the NJCMA Food & Wine Experience
- Display Table at Annual Vendor Show
- Attendance for 2 to annual NJCMA conference social

Bronze - \$2,500

- Logo on NJCMA Website
- Logo on NJCMA E-Blast
- Subscription to the NJCMA E-Blast
- Listed as a Bronze Partner on NJCMA events and mailings
- Sponsorship On line Directory Listing
- Display Table at Annual Vendor Show
- Attendance for 2 to annual NJCMA conference social

NJCMA Social Events Include:

- Food and Wine Experience (Taste of the NJ Chefs)
- Annual Meeting
- Holiday Party
- Winter Workshop Welcome Event
- CMAA Conference Social

NJCMA Education events include all regular scheduled monthly education sessions (Winter Workshop not included)

Contact

Please submit complete registration form and check payable to

The New Jersey Club Foundation to:

Rosemary Panno, Managing Director

NJCMA

PO Box 549

Franklin Lakes, NJ 07417

Please email logo (jpg or pdf format) to: **md@njcma.org**

NJCMA Corporate Partnership Program		PLATINUM	GOLD	SILVER	BRONZE
Number of Sponsorships Available		4	4	10	unl
Presenting Sponsor: NJCF Golf Outing (2) or NJCMA Annual Workshop (2)		X			
Complimentary Foursome in NJCMA Annual Golf Outing		2	1	1	
Complimentary attendance for 2 at 5 member events		X			
Display table and/or welcome remarks at 1 member event		X			
Presenting sponsor for Annual NJCMA Conference Social (4)		X			
Presenting sponsor for 1 of the following events: meeting (1) - Annual Workshop Welcome Event (1) and Wine Experience (1)	NJCMA Annual Annual Food Holiday Party (1)		1		
		X			
10 minute executive presentation at 1 member education event					
Display table at Annual NJCF Vendor Show		X	X	X	X
Feature article in NJCMA E-Blast		X	X		
Access to NJCMA Database		X	X		
Logo on NJCMA Homepage with link		X			
Logo on NJCMA printed materials		X			
Subscription to NJCMA E-Blast		X	X	X	X
Partner listing on NJCMA events and mailings		X	X	X	X
Sponsorship On-Line Directory Listing		X	X	X	X
logo on NJCMA Website			X	X	X
Logo on NJCMA E-Blast		X	X	X	X
Attendance for 2 at 5 member events at member cost			X		
Attendance for 2 at Conference Social		X	X	X	X
Display table and/or welcome remarks at 1 member event			X		
Supporting sponsor listing for NJCF Golf Outing			X	X	
Attendance for 2 at 1 member education event including networking opportunity and acknowledgement at member cost				X	
Attendance for 2 at NJCF Food and Wine Experience				X	

NJCMA Events include:
 Food and Wine Experience (Taste of Chefs)
 Annual Holiday Party
 Annual Workshop (January)
 Conference Social
 Annual Meeting