



CAI SOUTHWEST VIRGINIA NEWSLETTER

CED REPORT

Dear Southwest Virginia CAI Members,

We had a great turn out at our annual banquet! Thank you for everyone for attending. We had three new industry representatives - an asphalt contractor, an association software company, and a playground company. It's great to see our region receiving more member interest.

We have an exciting 2026 ahead!

We look forward to seeing folks at the Meet in the Middle event coming up with Central Virginia's Chapter in Charlottesville, VA on 3/11/26.

Thank you to Michael Sottolano for his service to the chapter. His term has expired and he must take a required reprieve from the Board of Directors. We appreciate your service!

If you have any interest in serving on the board of directors or a committee with the chapter, please reach out to let us know.

We want to make sure our events and educational sessions benefit all members. The more input we receive, the better!

Cheers to a great 2026.

Best, Ginny Peeples, CED

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2025 Board of Directors

Website

www.caiswva.org

Email

caiswva@yahoo.com



NEW AND RENEWING MEMBERS

Gwen Brim - Volunteer Leader

Margaret Scott - Volunteer Leader

Monique Woodruff - Manager Member

Nicole DeRiso with Cedar Management - Management Member

Aaron Goodman - Goodman Management Group - Management Member

Joe DiCiantis - Lake Vista - Volunteer Leader

Kim Kren - Lake Vista - Volunteer Leader

Darren Lamb - Lake Vista - Volunteer Leader

Nina Rezai - Lake Vista - Volunteer Leader

Duane Sovers - Lake Vista - Volunteer Leader

Heidi Vanderhart - Lake Vista - Volunteer Leader

Landmarc Real Estate - Dawn Bumgarner - Management Member

Edward Mitchem - Townside Community Management - Manager Member

Deidre Dalton - Windsor Estates - Volunteer Leader



Share with other volunteer leaders, business partners, and managers about why joining CAI is the right move!

See the flyer on the next 2 pages!





The Benefits of Membership

As a CAI member, you'll unlock access to exclusive benefits—resources and services designed to help you and your communities thrive. You'll also be able to enroll in career-enhancing CAI education and connect with nearby CAI members through your local chapter, where you can network and learn with peers and meet potential new clients.

YOUR MEMBERSHIP BENEFITS INCLUDE:

- z Automatic membership in your local CAI chapter
- z Members-only, how-to resources at www.caionline.org
- z Exchange, CAI's online members-only forum to ask questions, get answers, and share your expertise
- z Legislative, regulatory, and media advocacy at national and local levels
- z Free subscription to *Common Ground*,™ CAI's bimonthly, award-winning magazine
- z E-newsletters, including the personalized CAI@Home with content tailored to your preferences
- z Member rates for CAI education courses and certification opportunities
- z 40% off for members on all books and merchandise from CAI Press
- z Member discount programs on D&O insurance and energy solutions
- z Member registration rates for national and chapter events
- z CAI Job Market, the industry's leading online recruitment service
- z Listing on CAI's online Professional Services Directory
- z The Directory of Credentialed Professionals, CAI's online database of trusted companies and individuals who have earned industry designations and certifications



CAI FOR YOU

CAI is the foremost authority in community association management, governance, education, and advocacy for the 380,000 homeowners associations, condominiums, and co-ops in the United States and millions of communities worldwide.

As a member of CAI, you are part of a global network of over 45,000 community managers, management company executives, homeowner leaders, and business partners.

YOUR CAI MEMBERSHIP = VALUE

COMMUNITY MANAGERS

Elevate your career and increase your salary with tailor-made education and credentials that give you a competitive edge in the growing community association business.

MANAGEMENT COMPANY EXECUTIVES

Communities count on you for professional management and guidance. CAI membership helps your company boost credibility and increase exposure to potential clients.

HOMEOWNER LEADERS

Save time and money with CAI education and resources and lead your community to success!

BUSINESS PARTNERS

Membership conveys your commitment to the community association industry and the potential for expanding your client base!

MAKE THE MOST OF YOUR MEMBERSHIP

Visit www.caionline.org regularly for the latest CAI happenings and information.

Log in to the CAI website and your profile to ensure all contact information is current so you don't miss out on CAI news, emails, and other important updates.

Get involved with your local chapter—attend an education or networking event and maybe even join a committee, where you can network, learn with peers, or meet potential new clients.

JOIN NOW!



We're Here For You! Questions?

Email the Customer Service Center at Visit cai-info@caionline.org or call toll free at (888) 224-4321 (M-F, 9 a.m.-6 p.m. ET).



#WeAreCAI

2026 Schedule –

- March 11, 2026 – Meeting in the Middle - CVC + SWVA – 1:00pm @ – The Bradbury
- April 30, 2026 – Social & Educational Event – Time & Location TBA
- June 10, 2026 – Virtual Training Education Session – Legislation Update – Time TBA
- August 18, 2026 – Virtual Education Session – Topic & Time TBA
- September 25, 2026 – Fall Retreat – Roanoke – Time & Location TBA
- December 18, 2026 – Annual Meeting Holiday Social - Hunting Hills, Roanoke, VA

Next up:

The graphic features a background image of a city street with buildings and a train. Overlaid on the image is the text "MEETING IN THE MIDDLE CVC + SWVA!" in large, bold, white letters. Below this, a yellow banner contains the text "MARCH 11 @ 1:00 PM". Underneath the banner, smaller text reads "EDUCATION 1:00 - 4:00 PM | SOCIAL 4:00 - 6:00 PM" and "THE BRADBURY, CHARLOTTESVILLE, VA". In the top right corner, there is a 4x4 grid of yellow 'x' marks. In the bottom right corner, there are three yellow diagonal lines. On the left side, there is a circular logo with a map of Virginia and the text "MEETING IN THE MIDDLE".

**MEETING IN THE MIDDLE
CVC + SWVA!**

MARCH 11 @ 1:00 PM

EDUCATION 1:00 - 4:00 PM | SOCIAL 4:00 - 6:00 PM
THE BRADBURY, CHARLOTTESVILLE, VA



Annual Banquet
Hunting Hills
Country Club!



Virginia Leadership Retreat - Homestead

SAVE-THE-DATE

LEADERSHIP BY DESIGN

VIRGINIA LEADERSHIP RETREAT

JULY 26-29, 2026 • THE OMNI HOMESTEAD

WASHINGTON METROPOLITAN
CHAPTER
SOUTHWEST VIRGINIA CHAPTER
CENTRAL VIRGINIA CHAPTER
community
ASSOCIATIONS INSTITUTE

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Reserves on your mind?

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Our accurate and easy-to-understand Reserve Studies and practical Strategic Funding Plans provide you with the tools that you need to make informed and educated decisions. Our team of industry experts provides the technical support that you need to achieve your community's goals.

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Interactive Data Management

Our Reserve Specialists work with you to analyze, prioritize, and evaluate funding plans.



Customized Capital Reserve Data

We assess field inventory, repair and replacement costs, and future expenditures for your community.



Real-Time Working Sessions

In-person or online meetings give you a platform to provide input to our final study and recommendations.



Reserve Funding Navigator

Our graphical navigator lets you apply variations to your data over time, and see the result in real time.

EXPERIENCE FOR YOURSELF THE DMA DIFFERENCE

We are industry leaders in the field of reserve analysis and management, with the #1 platform for financially preparing you for the next 30 years. More than that, we are your friends and neighbors, and we want to see you financially prepared to manage your investment for the next 30 years.

Our experience means your success. As the market leader in reserve management, DMA brings over 40 years of experience and the highest levels of service to our clients.

When you call, we will answer.

Advertising and Article Sections Available!

Sharing is caring: Looking for Article Submissions

“We want YOU, our members and friends, to share your experience and expertise with our readers! We are always seeking new article ideas, submissions, and content for consideration in our quarterly newsletter. We welcome any ideas and input for articles that make our communities stronger, wiser, and equipped with the proper tools for success!”



Get down to business: Try Advertising

“Are you a business looking to open the doors to prospective customers and contacts in the community association Newsletter Content Policy industry? Do you desire to reach a captive audience that may be looking for services that your company offers? Advertise with us and we will help you get the job done.”

For more any questions, interests, inquiries, information on availability, rates, and specifications send an email to caiswva@yahoo.com

Newsletter Content Policy

All submissions of announcements for publication in the SWVA CAI Chapter *Community Matters* newsletter are subject to the following guidelines:

- All subject matter must be related to industry related news such as education, certification, promotions, employment changes, Chapter related news, other important or unusual event news, member related news or similar.
- Announcements are only accepted by CAI affiliated community association volunteer leaders, managers, business partners and other industry related sources.
- Each announcement should not exceed 60 words.
- Announcements are to be submitted by the deadlines set for article submissions.
- Anonymous, second-hand or forwarded announcements will not be published.
- Publications are subject to space availability.
- SWVA CAI reserves the right to edit announcements.
- Announcements of activities must be within the past 3 months in order to be published.
- The views of authors expressed in articles appearing in the SWVA CAI *Community Matters* newsletter do not necessarily reflect the views of CAI.
- CAI assumes no responsibility for the statements and opinions of the contributors to this publication.
- The publisher is not engaged in rendering legal, accounting or other professional services.
- An acceptance of advertising does not constitute endorsement of the products or services offered.
- We reserve the right to reject any advertising copy.
- Submissions of articles and announcements are welcomed with the understanding that such material is subject to editing for content and for space limitations.
- References to a website, email addresses, telephone numbers, and similar may only be included in advertisements.

ADVERTISING RATE & SPACE RESERVATION FORM

	Size	Width	Height	SWVA–Member Rate	SWVA–Non-Member Rate
<input type="checkbox"/>	1/16 Page	3 1/4"	3/4"	\$25.00	\$31.25
<input type="checkbox"/>	Business Card	3 1/2"	2"	\$50.00	\$62.50
<input type="checkbox"/>	1/8 Page	2 1/4"	3 1/2"	\$75.00	\$93.75
<input type="checkbox"/>	1/3 Page Square	5"	5"	\$100.00	\$125.00
<input type="checkbox"/>	1/3 Page Verti- cal	2 1/2"	10"	\$100.00	\$125.00
<input type="checkbox"/>	1/4 Page Verti- cal	3 1/2"	4"	\$87.50	\$109.50

Contact Name: _____

Company Name: _____

Address: _____

Email: _____

Phone: _____ Fax: _____

Please forward your artwork in JPEG format.

If applicable, please send company logo in separate JPEG format.

Please make checks payable to: **CAI SWVA and mail to P.O. Box 21391, Roanoke, VA 24018**

Send AD Copy to: **caiswva@yahoo.com**

Terms and Conditions: The SWVA Chapter of CAI reserves the right to reject any ad that does not meet the publication's standards. We assume no responsibility for lost or damaged copy or artwork. Ad copy and payment must be received by the deadline date to guarantee inclusion. Payment is due with your ad space reservation form sent to the Chapter office above. Location of ads within the newsletter are subject to space limitations.

CAI—SOUTHWEST VIRGINIA CHAPTER

2025 BOARD OF DIRECTORS & CED

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