



PARKS & LEISURE
AUSTRALIA

OPEN FOR BUSINESS

21ST NATIONAL
CONFERENCE

22-25 OCTOBER 2017

RACV ROYAL PINES RESORT
ON THE GOLD COAST

SPONSORSHIP & TRADE
EXHIBITION PROSPECTUS

EVENT PARTNERS



RACV Royal Pines Resort

www.parksleisure.com.au



PARKS & LEISURE AUSTRALIA

THANK YOU

To our 2016 sponsors that made the national conference a huge success

SPONSORS

GreenLife Group	Adelaide Oval
SportEng	Toro
@Leisure Planners	KWP!
Outdoor Design Source	Team App
Tennis Australia	Jasstech Solutions
Belgravia Leisure	Lawn Solutions Australia

EXHIBITORS

a_space	Abel Concepts
AFS Agriculture	Allow Access
APT Asia Pacific	Belgravia Leisure
Big Screen Video	Britex
Christie Parksaf	David Turf
Forpark Australia	GreenLife Group
Intelligenz Solutions	IPOS Consulting
Irrigation Australia	Jasstech Solutions
Landmark Products	Lawn Solutions Australia
Lighting Technology Int.	Modular Pumptrack
Moduplay	Musco Lighting Australia
Outdoor Counters Australia	Playscape Creations
Ozbreed Pty Ltd	SportEng
Ross Planning	Terrain Group
Sports Community Pty Ltd	Tredwell Management Services
Toro Australia	University of South Australia
Turfkeeper Services	Willplay
Water Play Solutions Corp	World Trail

PROGRAMME AT A GLANCE

Sunday 22nd October, 2017		
5.00pm	7.00pm	Welcome Party Poolside
Monday 23th October, 2017		
8.00am	5.00pm	Official conference programme
5.00pm	6.00pm	Drinks Hour, Exhibition Area
Tuesday 24th October, 2017		
8.00am	5.00pm	Official programme continues
7.00pm	Late	Awards of Excellence, Outdoors on the Green
Wednesday 25th October, 2017		
10.00am	TBC	Optional Technical Tours

Partnering with Parks and Leisure Australia fosters the opportunity for our staff to understand better, and stay abreast of, the key issues and opportunities that face the local government sector.

PLA also has a great culture, so our involvement is a healthy mix of learning, work and fun.

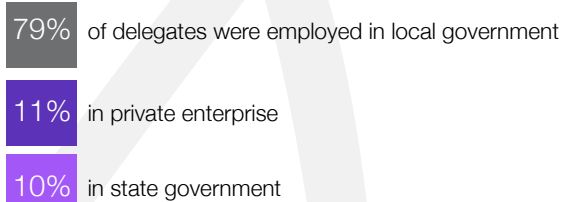
Troy Mansell,
Chief Executive, GreenLife Group



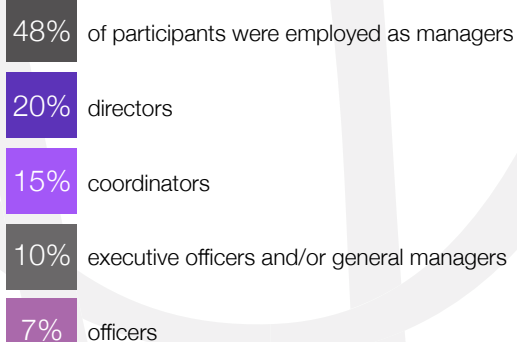


OUR DELEGATES

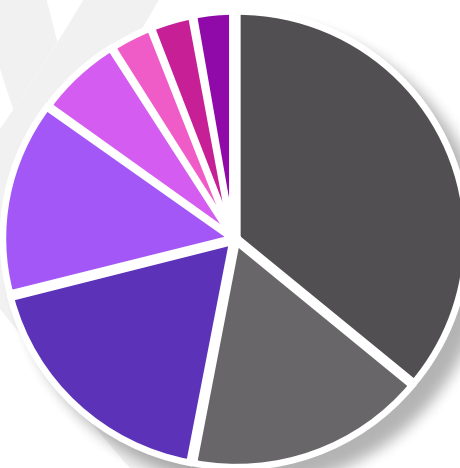
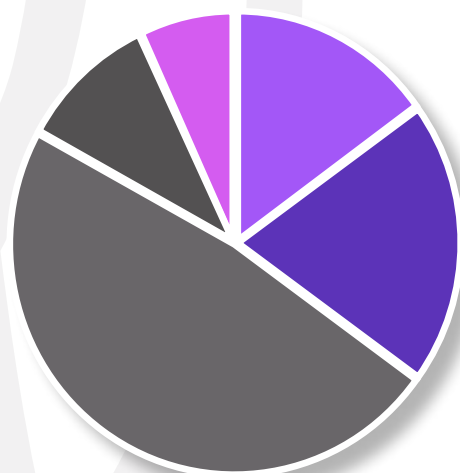
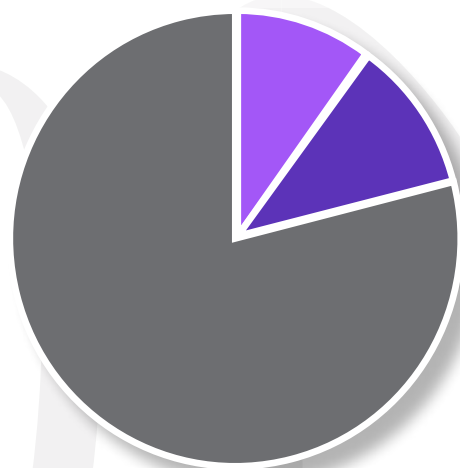
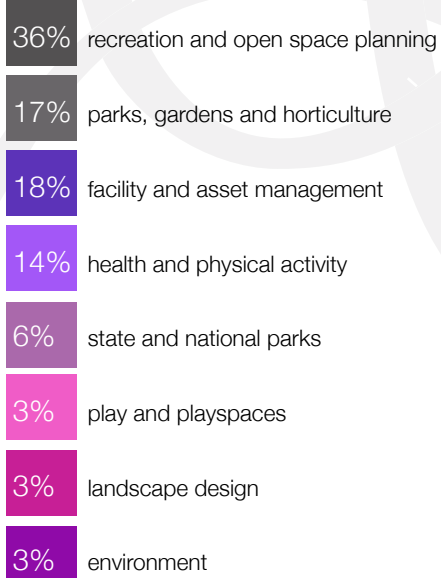
At the 2016 conference held at the Adelaide Oval, Adelaide



Positions held



Sectors





THE OPPORTUNITY

	PRINCIPAL (Only one available)	GOLD	WELCOME PARTY	AWARDS OF EXCELLENCE DINNER	INTERNATIONAL KEYNOTE	DOMESTIC KEYNOTE	LUNCHES	MORNING & AFTERNOON TEAS	SPEAKER GIFTS	LANYARD	EXHIBITOR
Number Available	2	2	1	1	2	3	2	1	1	1	45
Value (Ex GST)	\$25,000	\$15,000	\$7,500	\$15,000	\$7,500	\$4,500	\$3,500	\$3000	\$3500	\$4000	\$2850
Full conference registration	6	4	2	2	2	1	1	1	1	1	•
3 minute presentation	YES	YES	YES	YES	YES	•	•	•	•	•	•
Acknowledgment by MC	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	•
An exhibition booth + 2 exhibitor passes	YES	YES	•	YES	•	•	•	•	•	•	YES
AP&L full page advert	YES	•	•	•	•	•	•	•	•	•	•
AP&L Journal 1/2 page advert	•	YES	YES	YES	YES	•	•	•	•	•	•
Level of sponsorship defined in the handbook and app	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Logo and 50 word profile on conference website	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
Conference hand book 1/2 page advert	YES	YES	YES	YES	YES	•	•	•	•	•	•
Pull up banner x 2 displayed at the registration desk	YES	•	•	•	•	•	•	•	•	•	•
Satchel insert	YES	YES	YES	YES	YES	•	•	•	•	•	•
Banner x 2 at sponsored event	YES	•	YES	YES	•	•	YES	YES	•	•	•
Merchandise branded with company logo	•	•	•	•	•	•	•	•	•	YES	•



**PARKS & LEISURE
AUSTRALIA**

**SEE YOU ON THE
GOLD COAST**



RACV ROYAL PINES RESORT

On behalf of Parks & Leisure Australia, we invite you to be part of this year's National Conference 'Open For Business' this October. Surrounded by manicured gardens and a championship golf course, this 100-hectare resort is just 12 minutes from Surfers Paradise. The beautiful and unique Gold Coast is famous for its lifestyle, opportunity, natural beauty and success. As you will be aware the Gold Coast is set to host the XXI Commonwealth Games over 11 days in April 2018 - the first regional Australian city to do so.

Our members and delegates come from local government, associated service and product providers together with related consulting fields that are facing new industry challenges whilst trying to 'deliver more for less. All are therefore keen to be exposed to new innovation and industry best practice to assist them with the development, delivery and management of services and infrastructure into the future. This national event will provide exclusive access to many inspirational business thinkers and industry leaders across the parks and recreation sector.

We look forward to seeing you on the Gold Coast.

John Senior - Conference Chair

Mark Band - CEO

WE HAVE LISTENED

We have again listened to your feedback and this year's trade exhibition has been specifically designed to be even better than the last.

To make sure you get the most out of your investment:

FACE TO FACE INTERACTION

- We have a huge outdoor area where you can showcase equipment and do hands on demos
- We will have allocated a 1 hour time slot in the main programme just for you so you can showcase your products and services
- There's also a 'Drink Hour' in the trade area later that same day so you can mix and mingle with delegates
- All meals and breaks will be held in the exhibition area

NEW CONFERENCE APP

We are partnering with 'Double Dutch' to bring you an app like no other.

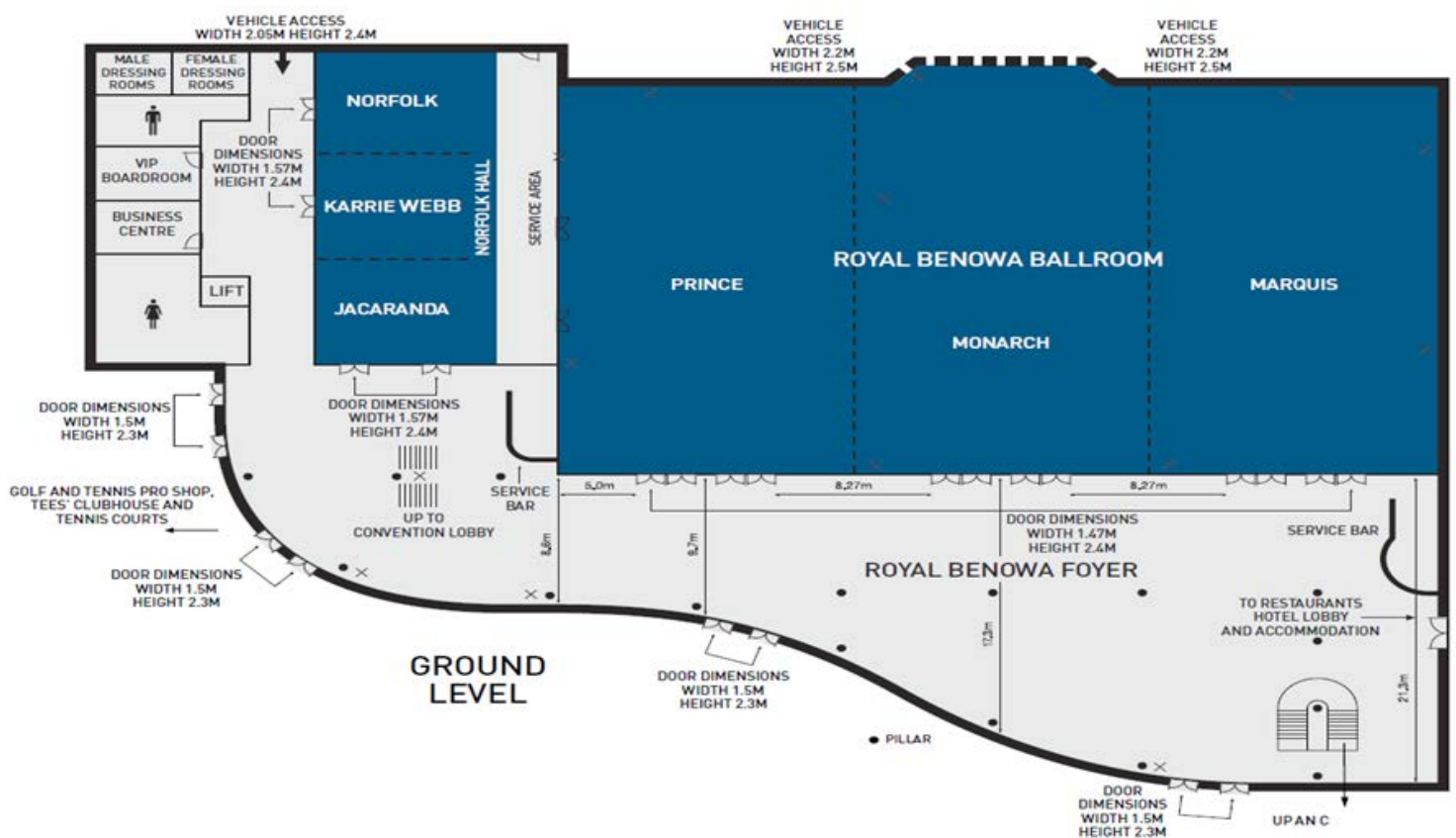
- You will be able to manage your own company profile, and up-load collateral and chat to our delegates
- You can create your own promotional offers delivered in-app to qualified attendees
- You can also quantify the number of attendees interested in your offer even if they never visited your booth
- You will have clear metrics so you can make the most of your sponsorship and justify your spend



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ROYAL BENOWA FOYER, RACV ROYAL PINES RESORT

The exhibition will be held in the Royal Benowa Foyer, RACV Royal Pines Resort





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SPONSORSHIP PACKAGES

The following packages provide a summary of benefits, but to truly maximise a partnership we want to work with you to tailor the best package to complement your overall objectives and budget.

PRINCIPAL SPONSOR

\$25,000 ex GST

ONE SOLD/ONE AVAILABLE

Benefits:

- 6 x complimentary conference registrations (including social functions)
- Opportunity for a 3 minute presentation to the audience
- Acknowledgment by the MC on day one of the speaking program
- An exhibition booth and 2 x exhibitor passes including the Welcome Party, plenary sessions, lunch and morning and afternoon teas. Priority booth location
- A full page advertisement in the Australasian Parks and Leisure Journal
- Level of sponsorship defined in the conference programme/handbook and app
- Name and logo prominent on conference app
- Sponsor logo and 50 word company description on the conference website
- Half page colour advertisement in the handbook (subject to production deadlines)
- 2 x sponsor banners displayed at the conference entrance/information desk
- Insert to be placed into the delegate satchels



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Opening Address
Lord Mayor Clover Moore
City of Sydney

GOLD SPONSOR



Only 2 available \$15,000 ex GST

Benefits:

- 4 x complimentary conference registrations (including social functions)
- Opportunity to make a 3 minute presentation to the audience
- Acknowledgment by MC at commencement of sponsored session
- An exhibition booth and 2 x exhibitor passes including the Welcome Party, plenary sessions, lunch and morning and afternoon teas
- A half page advertisement in the Australasian Parks and Leisure Journal
- Level of sponsorship defined in the conference programme/handbook and app
- Sponsor logo and 50 word company description on the conference website
- A half page colour advertisement in the conference Handbook (subject to production deadlines)
- Insert to be placed into the delegate satchels



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WELCOME PARTY (NAMING RIGHTS)

Sunday, 22nd October

Only 1 available \$7,500 ex GST

Benefits:

- 2 x complimentary conference registrations (including social functions)
- Opportunity to make a 3 minute presentation at the commencement of sponsored event
- Acknowledgment by MC at commencement of sponsored event
- A half page advertisement in the Australasian Parks and Leisure Journal
- Level of sponsorship defined in the conference programme/handbook and app
- Sponsor logo and 50 word company description on the conference website
- A half page colour advertisement in the conference Handbook (subject to production deadlines)
- Insert to be placed into the delegate satchels
- Sponsor banners x 2 at sponsored event

After sponsoring the 2017 National Conference Welcome Party and joining the Trade Exhibition, SportEng were given opportunities to address the delegates and reach new markets in the industry. As a new business, these connections prove invaluable and with the help of the wonderful team at the PLA National Office we had an extremely successful event.

Menik Wijekoon
Manager Communications & Marketing, Sport Eng



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SOCIAL FUNCTIONS

AWARDS OF EXCELLENCE GALA DINNER

Tuesday 24th October

Only 1 available \$15,000 ex GST

Benefits:

- 2 x complimentary conference registrations (including social functions)
- Opportunity to make a 3 minute presentation at the commencement of sponsored event
- Acknowledgment by MC at sponsored event
- An exhibition booth and 2 x exhibitor passes including the Welcome Party, plenary sessions, lunch and morning and afternoon teas.
- A half page advertisement in the Australasian Parks and Leisure Journal
- Level of sponsorship defined in the conference

programme/handbook and app

- Sponsor logo and 50 word company description on the conference website
- 1/2 page colour advertisement in the Conference Handbook (subject to production deadlines)
- Full page colour advertisement in the Awards of Excellence table booklet (subject to production deadlines)
- Insert to be placed into the delegate satchels
- sponsor banners x 2 at sponsored event

Proudly sponsored by Greenlife Group and Toro Australia



KEYNOTE SPONSORS

INTERNATIONAL KEYNOTE SPONSOR

2 available \$7,500 ex GST

Benefits:

- 2 x complimentary conference registrations (including social functions)
- Opportunity for a 3 minute presentation to the audience prior to keynote presentation on day 1
- Acknowledgment by MC at commencement of sponsored session
- A half page advertisement in the Australasian Parks and Leisure Journal
- Level of sponsorship defined in the conference programme/handbook and app
- Sponsor logo and 50 word company description on the conference website
- A half page colour advertisement in the Conference Handbook (subject to production deadlines)
- Insert to be placed into the delegate satchels

KEYNOTE SPONSOR (DOMESTIC)

3 available \$4,500 ex GST

Benefits:

- 1 x complimentary conference registration (including social functions)
- Acknowledgment by MC at commencement of sponsored session
- Level of sponsorship defined in the conference programme/handbook and app
- Sponsor logo and 50 word company description on the conference website



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SPONSORS

LUNCH SPONSOR

2 available. \$3,500 ex GST

Benefits:

- 1 x complimentary conference registration (including social functions)
- Acknowledgement by MC as lunch sponsor
- Sponsor logo and 50 word company description on the conference website
- Level of sponsorship defined in the conference programme/handbook and app
- 2 x pull up banners in the dining area during the lunch period

MORNING AND AFTERNOON TEA SPONSOR

1 available. \$3,000 ex GST

Benefits:

- 1 x complimentary conference registration (including social functions)
- Acknowledgment by MC as Morning and Afternoon Tea Sponsor
- Sponsor logo and 50 word company description on the conference website
- Level of sponsorship defined in the conference programme/handbook and app
- 2 x pull up banners in the dining area during morning and afternoon tea



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SPONSORS

SPEAKER GIFTS SPONSOR

1 available. \$3,500 ex GST

Benefits:

- 1 x complimentary conference registration (including social functions)
- Acknowledgement by MC at the commencement of day 1
- Logo and 50 word profile on conference website
- Level of sponsorship defined in the conference programme/handbook and app
- Merchandise branded with company logo

LANYARD SPONSOR

1 available. \$4,000 ex GST

Benefits:

- 1 x complimentary conference registration (including social functions)
- Acknowledgement by MC as Lanyard Sponsor
- Level of sponsorship defined in the conference programme/handbook and app
- Sponsor logo and 50 word company description on the conference website
- Lanyard branded with company logo

IMPORTANT: the Lanyard Sponsor is responsible for supplying delegate lanyards including clip. Lanyard design is subject to approval. The Organisers are happy to purchase lanyards on sponsors behalf if preferred.



PARKS & LEISURE AUSTRALIA



TRADE EXHIBITION

EXHIBITION BOOTH

\$2,850 ex GST

Benefits:

- 1 x 3m x 2m exhibition booth
- 2 x exhibitor passes including the Welcome Party, morning and afternoon tea and lunch.
- Access to all conference sessions.
- Sponsor logo and 50 word description in the conference handbook
- Company name and logo on the conference app.
- Logo and 50 word profile on conference website

HOW TO RESERVE YOUR SPONSORSHIP

Sponsorships are limited and available on a first-come, first-served basis.

To request your sponsorship just fill out the form and return to finance@parksleisure.com.au.

Any questions e: events@parksleisure.com.au

BOOTH SELECTION

Booth selection will take place later in the year. At that time, sponsors will have the opportunity to select the booth of their choice in their sponsorship level (based on availability). The selection process will begin in the order in which the signed agreements were received.

Sponsor and exhibitor placements for the trade exhibition will be confirmed on a first come first serve basis. National and event sponsors are given priority.



TERMS & CONDITIONS

Sponsor and exhibitor placements for the trade exhibition will be confirmed on a first come first serve basis. Note: National and event sponsors are given priority.

Sponsors and Exhibitors are responsible for any loss or damage to any furnishings provided and will reinstate such damage to the satisfaction of the Organiser.

The Sponsors and Exhibitors will comply with all the rules and regulations of the authority having control over the building.

The Organiser may postpone or adjust the time of the proposed event. If the Organiser changes the date of the event as specified by this clause, the Sponsor and/or Exhibitor shall be entitled to a full refund of all monies paid to the Organiser if the proposed new date is not deemed convenient by the Sponsor and/or Exhibitor.

The Organiser may cancel the allocation of space to any Exhibitor which the Organiser deems is creating a disturbance or nuisance or an activity of which is contrary to the law.

The Organiser will not be liable for any damage claimed by any person or persons who may be injured during the course of the exhibition and or conference or any loss of property suffered during the course of the exhibition and/or conference.

The Conference Organiser recommends all Sponsors and Exhibitors have their own insurance.

In the event of non-payment of any monies due pursuant to this agreement or in the event of the breach of any condition on the part of any Sponsor or Exhibitor to be observed, then all monies paid will be forfeited and the Sponsor or Exhibitor will have no right to occupy any space or package allocated and will have no claim against the Organiser.

The Organiser is not responsible for any loss or damage to any product exhibited.

Please note the final trade exhibition floor plan may vary resulting in position changes from the original floor plan due to updated trade floor plans.

Cancellations will only be considered if the following conditions are complied with; the request is received at least 6 months prior to the Conference commencing, the Organiser is able to re-sell the sponsorship item in its entirety, the request for cancellation is submitted in writing.

The Sponsor or Exhibitor shall not be entitled to any refund in the event of cancellation of the sponsorship or exhibition because of industrial action, blackouts or any cause outside the control of the Organiser.

All Sponsor and Exhibitor benefits are conditional on receiving payment, artwork, goods etc. in a timely manner.

CONFIRMATION

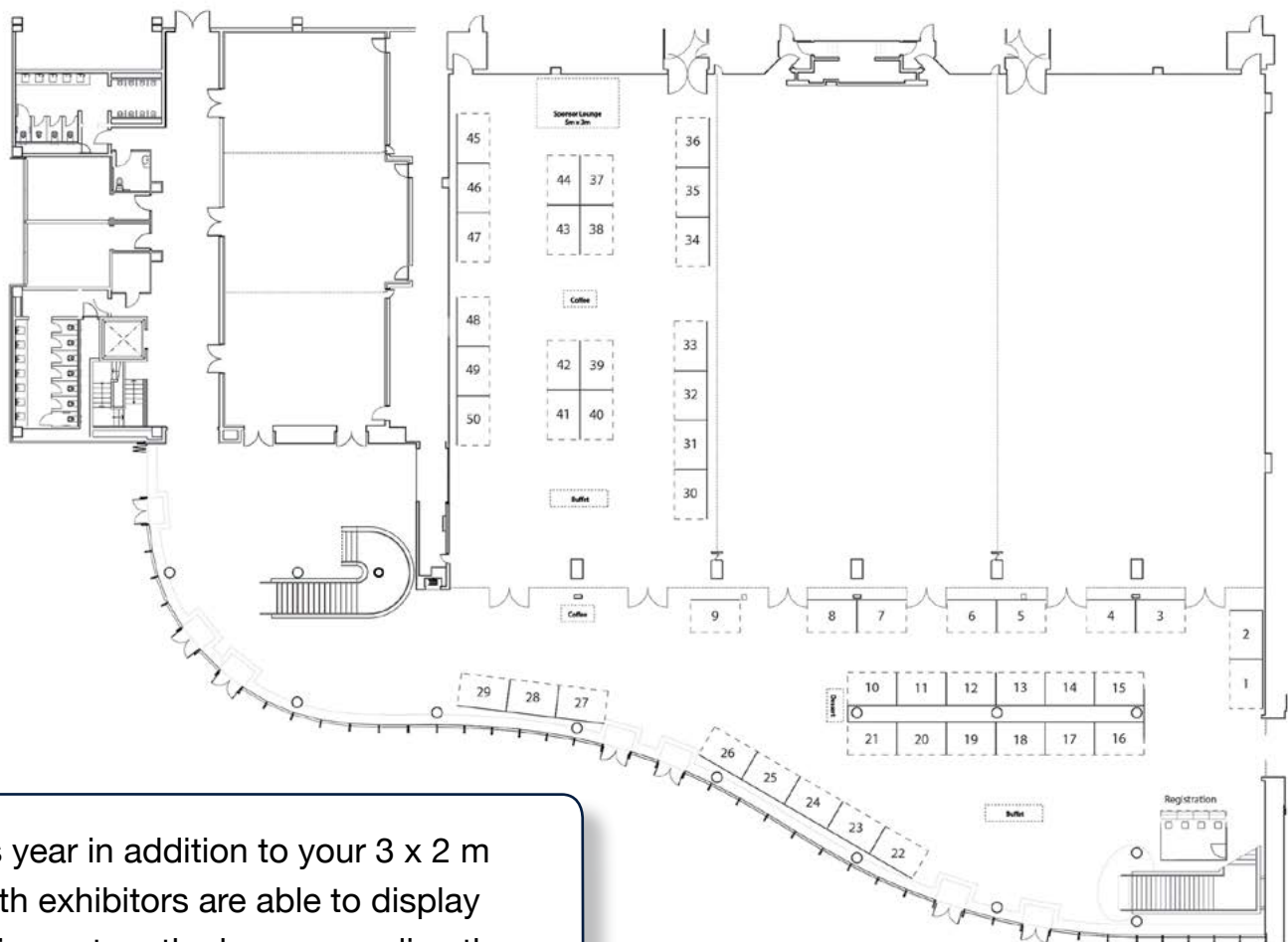
- To confirm your acceptance, please return the form on pages 14 of this document
- Sponsorship and exhibition packages are not considered confirmed until payment is received.
- Should the payment not be received within 14 days of invoice, the package will be released for re-sale.
- Sponsors and Exhibitors should nominate their 1st, 2nd and 3rd choices for preferred sites on the acceptance form. Booths will be allocated based on sponsorship level and order of receipt of acceptance form and deposit at the discretion of the Organising Committee.
- Should your preferred sites be unavailable, you will be contacted for another preference.
- Payment must be paid prior to the commencement of the event.



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AUSTRALIA



RACV ROYAL PINES RESORT FLOORPLAN



This year in addition to your 3 x 2 m booth exhibitors are able to display equipment on the lawn area directly outside the main exhibition area at an additional charge. Spaces are limited.

SPONSORSHIP CONFIRMATION

SPONSORSHIP PACKAGES (ex GST)					
<input type="checkbox"/>	Principal Sponsor	\$25,000	<input type="checkbox"/>	Lunch Sponsor	\$3,500
<input type="checkbox"/>	Gold Sponsor	\$15,000	<input type="checkbox"/>	Speakers Gifts Sponsor	\$3,500
<input type="checkbox"/>	Welcome Party Sponsor	\$7,500	<input type="checkbox"/>	Lanyard Sponsor	\$4,000
<input type="checkbox"/>	Awards of Excellence Gala Dinner Sponsor	\$15,000	<input type="checkbox"/>	Morning and Afternoon Tea Sponsor	\$3,000
<input type="checkbox"/>	International Keynote	\$7,500	<input type="checkbox"/>	Exhibition Booth	\$2,850
<input type="checkbox"/>	Domestic Keynote	\$4,500			
Exhibition Booth Preferences					
Number of single booths required:					
Preferences:	1st	2nd	3rd		
I would like to display additional equipment outside the main trade hall <input type="checkbox"/>					
Total Amount Due					\$

Company Details			
Contact Name			
Company/ Organisation			
Address			
State		Postcode	
Telephone		Mobile	
Email			

Payment			
<input type="checkbox"/>	I wish to pay by bank transfer. (Bank details will be supplied on your tax invoice).		
<input type="checkbox"/>	I require a tax invoice		
<input type="checkbox"/>	I would like to pay by credit card	<input type="checkbox"/> Visa	<input type="checkbox"/> Mastercard
Card Number			Expiry Date
Card Holder's Name			
Card Holder's Signature			
Amount to authorise	\$		
Conditions of Payment and Cancellation Policy			
<input type="checkbox"/>	I understand the deposit must be received before sponsorship or booking can be confirmed. I understand that the deposit is non-refundable. I have read the enclosed Terms and Conditions and accept all conditions.		
Name			
Signed			
Date			
Please click the submit button or return form to:			SUBMIT
Parks and Leisure Australia National Office 207 The Parade, Norwood, South Australia, 5067 E finance@parksleisure.com.au T + 61 8 8332 0130 F + 61 8 8431 8180			



TO FIND OUT MORE CONTACT

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