



AUSTRALIAN
AIRPORTS
ASSOCIATION

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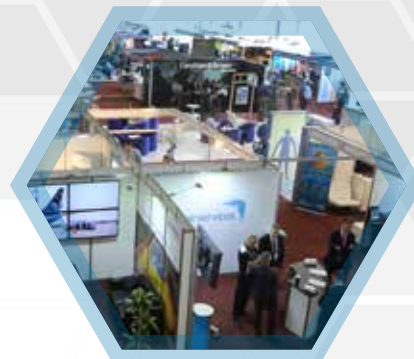
NATIONAL CONFERENCE ADELAIDE 17



600 +
ATTENDEES

80 +
SPEAKERS

70 +
EXHIBITION
BOOTHS



PARTNERSHIP AND EXHIBITION PROSPECTUS

AMPLIFY YOUR BRAND AT THE LARGEST AIRPORT EVENT IN AUSTRALIA



INVITATION FROM THE CHIEF EXECUTIVE OFFICER

IT GIVES ME GREAT PLEASURE TO INVITE YOU TO BECOME PART OF THE AUSTRALIAN AIRPORTS ASSOCIATION'S (AAA) NATIONAL CONFERENCE 2017.

The 2017 AAA National Conference is the pre-eminent aviation conference and exhibition in the Asia Pacific Region and this year is expected to attract over 600 delegates from all over Australia.

This year's event is special as we head to Adelaide. The program will have a heavy focus on leadership, security and commercial aspects of the Aviation Industry as well as increased content relevant to Regional Council Mayors, Councillors and CEO's as well as the traditional Airport Manager related content.

The Conference will feature a four day program with numerous partnership packages available that have been tailored to offer opportunities for branding and best value access to your market. The Exhibition will run for three days allowing your business the opportunity to network with both existing and potential customers.

To maximise time spent by delegates in the Exhibition all catering will be held in the Exhibition space. The AAA National Conference will offer more ways than ever to connect with your key market in all sectors of the aviation industry. We look forward to seeing you in Adelaide in November at the AAA National Conference and Exhibition.

Caroline Wilkie
CEO, AAA

AAA NATIONAL CONFERENCE MONDAY 13 - FRIDAY 17 NOVEMBER 2017

THE AUSTRALIAN AIRPORTS ASSOCIATION

The Australian Airports Association (AAA) is a non-profit organisation that was founded in 1982 in recognition of the real need for one coherent, cohesive, consistent and vital voice for aerodromes and airports throughout Australia.

The AAA represents the interests of over 380 members. This includes more than 260 airports and aerodromes Australia wide – from the local country community landing strip to major international gateway airports.

The AAA also represents more than 120 aviation stakeholders and organisations that provide goods and services to airports.

The AAA facilitates co-operation among all member airports and their many and varied partners in Australian aviation, whilst contributing to an air transport system that is safe, secure, environmentally responsible and efficient for the benefit of all Australians and visitors.

The AAA is the leading advocate for appropriate national policy relating to airport activities and operates to ensure regular transport passengers, freight, and the community enjoy the full benefits of a progressive and sustainable airport industry.

CONTACT US

P: 02 6230 1110 E: info@airports.asn.au W: www.airports.asn.au

ADELAIDE IN 2017 WILL BUILD ON THE SUCCESS OF THE 2016 NATIONAL CONFERENCE IN CANBERRA

630 ATTENDEES

from capital city, major
and regional airports
across Australia and
New Zealand benefited
from the event

70 EXHIBITION BOOTHS

showcased the
latest technologies,
products and
services available to
the industry

AIRPORT INDUSTRY AWARDS

acknowledged 27 airports,
organisations and individuals
achieving excellence
within Australia's
airport industry

65 PRESENTATIONS

covered all aspects of
airport operations
and the latest
international
trends

80 SPEAKERS

from senior
leadership roles
across industry and
government

92% RESPONDENTS VERY OR EXTREMELY SATISFIED

with 2016 AAA
Conference

WOMEN IN AIRPORTS BREAKFAST

provided support for
aspiring leaders in the
airport industry

**"THERE WERE SOME
EXCEPTIONAL PEOPLE
TO ENGAGE AND
NETWORK WITH. THAT
IS THE GREATEST
VALUE FROM SUCH
EVENTS"**

WHY PARTNER + EXHIBIT

THE AUSTRALIAN AIRPORTS ASSOCIATION NATIONAL CONFERENCE **LOOKS AT THE CHALLENGES AND OPPORTUNITIES FACING AUSTRALIA'S AIRPORT SECTOR AND THE WIDER AVIATION INDUSTRY AS A WHOLE.**

It provides a **platform for industry** to discuss the **big issues** and share best practice experiences which **deliver results** when attendees return to their airports.

The AAA National Conference provides **maximum exposure** at the only major forum dedicated to the airport sector in Australia. Exhibiting at the AAA National Conference shows your commitment to the future development of the airport sector.

The AAA National Conference **provides direct access to the highly sought after airport audience** in one location and venue, sparing you the need to travel around to meet your future clients and conveniently touching base with your current ones.

The conference provides access to **regional airport managers, regional council representatives, and major airport executives**. Importantly it provides access to those who will use your product and/or services on the ground and who will take the critical information of what you have to offer back to their key decision makers.

The AAA National Conference is organised by and for the airport sector - if you are a part of it, you must be in attendance.



Adelaide Airport.

CONFERENCE PROGRAM SNAPSHOT

WELCOME RECEPTION		Exhibition build and bump in	
Monday 13 November	1700-1900	Evening Welcome Reception in the Industry Exhibition	
DAY ONE		0715-0845 Women in Airports Breakfast	
Tuesday 14 November	0800-0900	Breakfast in the Industry Exhibition	
	0900-1730	National Conference Sessions	
	1900-2200	Evening Networking Function	
DAY TWO		0800-0900 Breakfast in the Industry Exhibition	
Wednesday 15 November	0900-1600	National Conference Sessions	
		Major Airport Stream	Regional Airport Stream
	1600-1630	AAA Annual General Meeting	
DAY THREE	1900-2300	AAA National Airport Industry Awards 2017 and Gala Dinner	
	0800-0900	Breakfast in the Industry Exhibition	
	0900-1700	Technical and Professional Development Sessions	
Thursday 16 November	1900-2230	Evening Networking Function	
DAY FOUR		0830-0900 Arrival Coffee	
Friday 17 November	0900-1600	Technical and Professional Development Sessions	
	1230-1400	Seated Lunch	

**“THE 2016 CANBERRA
AAA CONFERENCE
HAD VARIETY AND AN
INTERESTING CHOICE OF
PRESENTATIONS ALLOWING
DELEGATES FLEXIBLE
CHOICE OF ATTENDANCE.
GREAT WORK!”**



2016 SPONSORS INCLUDED:



Airport Partner



Platinum Sponsor



Joint Gala Dinner Hosts



Networking
Event Host



Networking
Event Host



Networking
Event Host



Gold Sponsor



Gold Sponsor



Speaker Sponsor
Alex Malley



Speaker Sponsor
Kevin Sheedy



Silver Sponsor



Silver Sponsor



Silver Sponsor



Silver Sponsor



Silver Sponsor



Silver Sponsor



Silver Sponsor



Women in Airports
Breakfast Host



Polo Shirt
Sponsor



Delegate Satchel
Sponsor



Infrastructure
Development
Award Sponsor



Lunch Host



Barista Coffee Wagon
Sponsor



Barista Coffee Wagon
Sponsor



Pocket Program
Sponsor



Airport Photograph of
the Year Sponsor



Morning Tea Sponsor
Thursday 24 November



Exhibition Breakfast
Sponsor



Morning After
Bar Sponsor



Lanyard
Sponsor



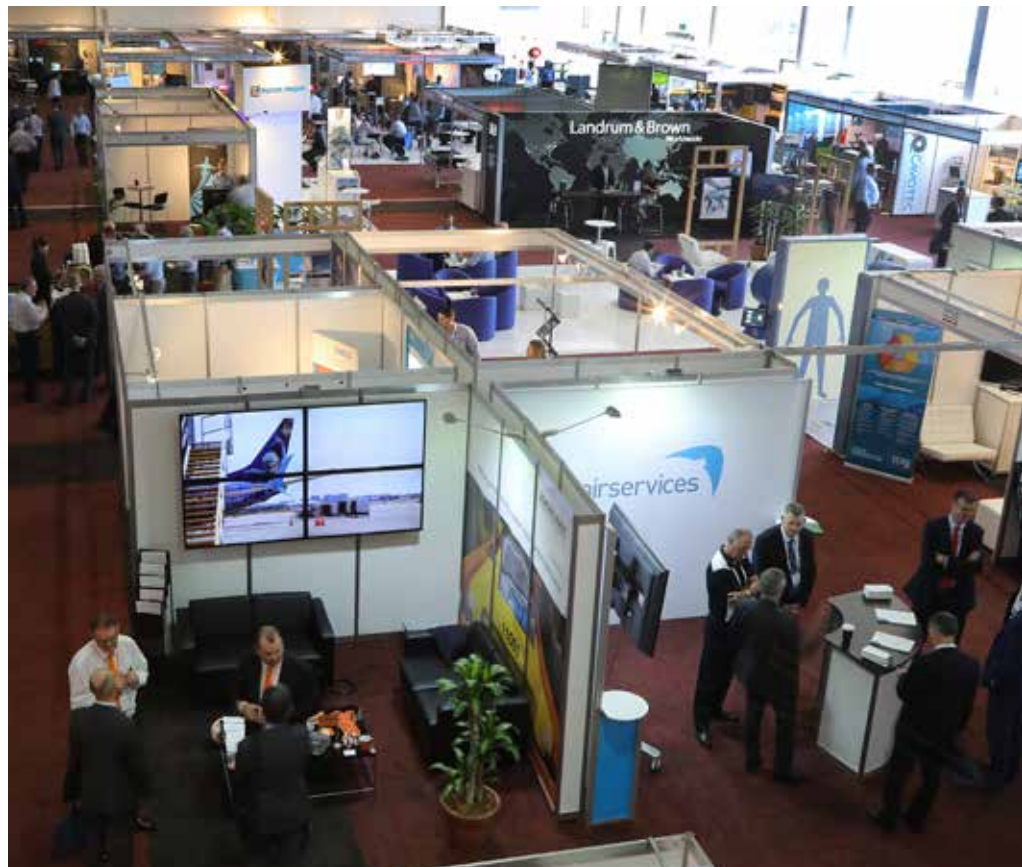
Media Partner



Media Partner

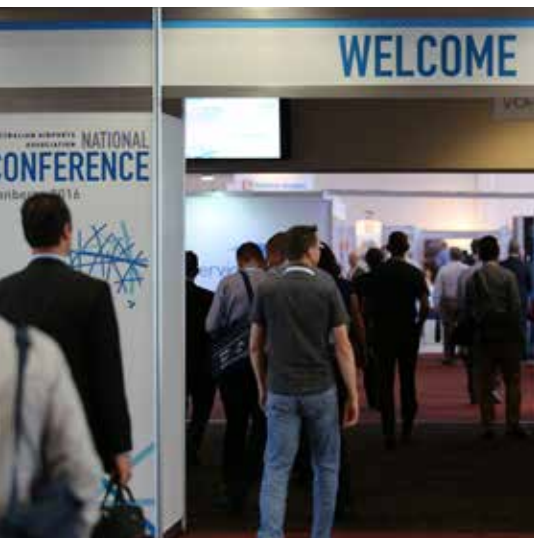
2016 EXHIBITORS INCLUDED:

- » 3M
- » ADB Safegate
- » Aimm
- » Airbiz Aviation Strategies
- » Airport Equipment
- » Airport Lighting Specialists
- » Airportrentals.com.au
- » Aircservices Australia
- » Australian Airports Association
- » Australian International Airshow
- » Avdata
- » Avionics Group
- » Avlite Systems
- » Cavotec
- » CASA
- » Daifuku BCS
- » Digital Barriers
- » Digital Images International
- » Dormakaba
- » Downer Infrastructure Services
- » Fulton Hogan
- » Glidepath Australia
- » Global Airspace Solutions
- » ICM Airport Technics
- » IDS Australasia
- » ISS Facility Services
- » L-3 Security and Detection Services
- » Landrum & Brown
- » Lighting Technology International (LTI)
- » Lime Intelligence
- » LPI
- » Marshall Day Acoustics
- » Morpho
- » Nord Drivesystems
- » NUCTECH Company
- » Quantum Secure
- » RATE (Australia)
- » Roads and Concrete – ASI
- » Secure Parking
- » SICK
- » SITA
- » Smiths Detection
- » SNP Security
- » SRS Roads
- » Stea Astute Architecture
- » Super Sealing
- » SX Technologies
- » Tenderlink
- » UBIMET
- » UFL Airport Services Australia
- » Vaisala
- » Vanderlande



Networking in the Exhibition.

SOCIAL NETWORKING FUNCTIONS



2016 Exhibition Space



2016 Women in Airports Breakfast



National Wine Centre

Monday 13 November

Welcome Reception

The Welcome Reception is the first official conference function. Join delegates for drinks and refreshments. This is a unique opportunity to meet delegates, sponsors and exhibitors at Adelaide Convention Centre in the Exhibition Space.

Tuesday 14 November

Women in Airports Breakfast

The Women in Airports Breakfast is a relaxing, sit down breakfast featuring an inspiring guest speaker. The purpose of this breakfast is to recognise the women in the airport industry in both leadership and aspiring to leadership roles. This is one of the highlights of the Conference and offers an engaging and informative speaker for 2017 and a great opportunity to network.

Tuesday 14 November

'The taste of South Australia' at National Wine Centre

This networking function will be held at the National Wine Centre. Watch the sun set from the patio area or mingle out in the open lawns. This function will include the 'Tastes of South Australia' with a selection of award winning local wines and produce.

The National Wine Centre is an architecturally unique venue situated on the edge of Adelaide's stunning Botanic Gardens.



2016 Gala Dinner



Adelaide Oval



2016 Technical Program

Wednesday 15 November

AAA National Airport Industry Awards and Gala Dinner at the Adelaide Convention Centre

The AAA National Airport Industry Awards acknowledge organisations and individuals achieving excellence within Australia's airport industry. The Gala Dinner will provide the perfect platform at which to present these prestigious awards and celebrate the success of the recipients and the success of the 2017 Conference. There are seven opportunities to sponsor awards at this exclusive event.

Thursday 16 November

Networking Function at the Adelaide Oval

The final evening function of the Conference will allow delegates to relax and network in this world class venue.

Adelaide Oval is one of South Australia's most impressive venues – boasting picturesque views of the hallowed turf, the city, St Peter's Cathedral and more – it provides a unique setting to entertain, celebrate milestones or network in style.

Friday 17 November

Technical Lunch at the Adelaide Convention Centre

This event is the first of its kind to bring Technical Forum delegates together to hear a keynote speaker to bring a more formal element to the program on the final day. This is a special initiative to provide even more value for Technical Forum attendees.

CONTACT DETAILS

Anne Frisch
Marketing and Events Director
Australian Airports Association

P: 0437 178 535
E: events@airports.asn.au

OUR COMMITMENT TO YOU

Commitment to our partners begins the moment they confirm their sponsorship package with us.

The AAA will **provide an ongoing point of contact** with our dedicated Conference Organiser. All Occasions Group (AOG) will provide clear and timely information in regards to your partnership and Exhibition package and the logistics of putting the benefits into action.

The AAA will also be available to provide additional **Conference related support** when required.

We will do our very best to **maximise the exposure of your sponsorship**, with your logo appearing prominently on the Conference website and literature as per your package.

In order to **maximise the opportunity to showcase your company**, we are also willing to tailor your package to include additional or alternative leveraging opportunities.

SHOWCASE YOUR COMPANY



Networking in the Exhibition.

PARTNER PACKAGES

Partnership is a way to showcase your organisation and show your support for the airport industry.

Partnership affords you access to your target market and exposure to a range of new potential clients.

Packages are flexible so they can be tailored to suit your marketing requirements and budget.

Organisations who sponsored the 2016 National Conference will receive first right of return regarding sponsorship opportunities for 2017.

CATEGORY	OPPORTUNITY	PRICE (GST Exclusive)	PACKAGES OFFERED	PAGE
Premium	Gala Dinner Partner	\$30,000	1 Offered	12
	Gold Partner	2 SOLD	\$15,000	4 Offered 12
	Polo Shirt Partner	\$15,000	1 Offered	13 NEW
	Exhibition Networking Hub Partner	1 SOLD	\$12,000	2 Offered 13 NEW
	Silver Partner	4 SOLD	\$10,000	8 Offered 14
	International Speaker Partner	1 SOLD	\$10,000	3 Offered 14
	Regional Stream Partner	\$10,000	1 Offered	15 NEW
	Conference Registration Partner	\$6,000	1 Offered	17 NEW
	National Airport Industry Awards	\$6,000	7 Offered	24
	» Commercial	\$6,000		
	» Infrastructure Development	\$6,000		
	» Operations	\$6,000		
	» Customer Experience	\$6,000		
	» Non-Aeronautical Development	\$6,000		
	» Technology	\$6,000		
	» Environmental Management	\$6,000		
Hospitality	Airport Photograph of the Year Partner	\$5,000	1 Offered	19
	Regional Airport Scholarship Partner	3 SOLD	\$2,895	22 NEW
	Women in Airports Breakfast – Major Partner	SOLD	\$10,000	1 Offered 16
	Gala Dinner After Party Partner	\$8,000	1 Offered	16 NEW
	Technical Lunch Partner	\$8,000	1 Offered	17 NEW
	Coffee Station Partner	1 SOLD	\$6,000	2 Offered 18
	Lunch Partner	\$4,000	4 Offered	20
	Morning After Bar Partner	\$4,000	1 Offered	20
	Women in Airports Breakfast – Event Partner	1 SOLD	\$3,000	2 Offered 23
	Morning and Afternoon Tea Partner	\$2,000	8 Offered	23
Resource	Technology Partner	\$10,000	1 Offered	15 NEW
	Delegate Satchel Partner	SOLD	\$6,000	1 Offered 18
	Pocket Program Partner	SOLD	\$4,500	1 Offered 19
	Delegate Lanyard Partner	SOLD	\$3,000	1 Offered 21
	Session Chair Drop Partner	\$3,000	4 Offered	21 NEW

*This event can be joint hosted.

GALA DINNER PARTNER \$30,000

1 AVAILABLE*

The Industry Awards acknowledge organisations and individuals achieving excellence within the Australian airport industry. The AAA National Airport Industry Awards and Gala Dinner is a unique and prestigious event and offers the opportunity to raise your organisation's profile with the airport industry and stakeholder contacts as well. This is the one event that all 600 delegates attend.

ENTITLEMENTS

- » Your company signage displayed at the Gala Dinner (AAA to provide signage on stage plus at entrance of event).
- » Complimentary 3m x 3m exhibition booth with preference of location within the Exhibition. This booth will be in the newly designated 'Premium' exhibition area.

- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Your logo displayed on a looped PowerPoint slide shown during dinner.
- » The opportunity to deliver a five minute welcome. This presentation will provide the opportunity to profile your organisation. The presentation will be made following the welcome from the AAA CEO.
- » Acknowledgment on the Conference website with your logo and hyperlink to your organisation's website.
- » Your company name and logo featured on material relating to the function, including tickets, menus and event publicity.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Two complimentary Conference registrations for Days 1-4 of Conference including the Welcome Reception on 13 November, Evening Functions on 14 and 16 November as well as the Gala Dinner on 15 November.
- » One Table at the Gala Dinner, 8 tickets.
- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 100 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.
- » Full page promotion in the Program and Exhibition Guide. This is distributed to all delegates at Conference.
- » One A4 insert (maximum four pages) or promotional item included in the Conference satchel.

GOLD PARTNER \$15,000

2 AVAILABLE
2 SOLD

ENTITLEMENTS

- » Recognition as a Gold Partner at the AAA National Conference.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo to be included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Your logo displayed on a looped screen at the Conference Registration desk

- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Complimentary 3m x 3m exhibition booth with preference of location within the Exhibition. This booth will be in the newly designated 'Premium' exhibition area.
- » Two Exhibitor Passes Days 1-3 all catering provided in the Exhibition space, including the Welcome Reception on 13 November, Evening Functions on 14 and 16 November as well as the Gala Dinner on 15 November.

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 100 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.
- » Full page promotion in the Program and Exhibition Guide, which is distributed to all delegates at Conference.

POLO SHIRT PARTNERSHIP \$15,000

1 AVAILABLE

The AAA National Conference Polo Shirt has been provided to delegates since the 2013 National Conference and have proven incredibly popular. 2017 offers this partnership opportunity to have your logo and brand prominently featured on the National Conference Polo Shirt.

A shirt will be provided to delegates that nominate them at registration and when booked by the Polo Shirt closing date.

ENTITLEMENTS

- » Your logo placed on National Conference Polo shirts.
- » Your logo on the sponsors' Banner at National Conference.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

EXHIBITION NETWORKING HUB PARTNER \$12,000

2 AVAILABLE
1 SOLD

Sponsoring the Networking Hub in the Exhibition area gives your Company the opportunity to brand the space where delegates will meet and relax during Conference. All catering is served in the exhibition area throughout conference and you have the opportunity to put your unique brand and style to the lounge area.

ENTITLEMENTS

- » Your Company Name and logo within the lounge space.
- » Included in the Lounge Exhibition build is the flooring of the lounge area, two lounges and coffee table, 4 café style tables and chairs and 3 high tops and stools.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.
- » Two Exhibitor Passes Days 1-3, all catering provided in Exhibition Space including the Welcome Reception on 13 November.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 100 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at the Conference.
- » Opportunity to brand lounge with up to four banners and promotional material on tables, hightops in lounge area.

SILVER PARTNER \$10,000

4 AVAILABLE
4 SOLD

ENTITLEMENTS

- » Recognition as a Silver Partner at the AAA National Conference.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Your logo displayed on a looped screen at the Conference Registration desk.

- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Complimentary 3m x 3m exhibition booth with preference of location within the Exhibition following the confirmation of exhibition space by Major and Gold Sponsors.
- » Two Exhibitor Passes days 1 to 3, all catering provided in Exhibition Space including the Welcome Reception on 13 November.

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 80 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.
- » Half page promotion in the Program and Exhibition Guide, which is distributed to all delegates at Conference.

INTERNATIONAL KEYNOTE SPEAKER PARTNER \$10,000

1 AVAILABLE
1 SOLD

Sponsoring a Speaker at Conference gives you the opportunity to align your company with, and show support for a topic, message, theme or individual. Delivering a vote of thanks to your sponsored speaker at the end of their presentation will give you the platform to address Conference delegates.

ENTITLEMENTS

- » The opportunity to deliver a 3 minute vote of thanks to the speaker during the sponsored speaker's session.
- » Your company signage placed during the sponsored speaker's session (sponsor to provide maximum two pull up banners).

- » Promotion on a PowerPoint slide in the introduction slide to the sponsored speaker's session.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).
- » One complimentary Conference registration for Days 1-4 of Conference including the Welcome Reception on 13 November, Evening Functions on 14 and 16 November as well as the Gala Dinner on 15 November, valued at \$3995.

PROMOTIONAL MATERIAL

- » 100 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at the Conference.

TECHNOLOGY PARTNER \$10,000

1 AVAILABLE

Sponsoring the Conference App And Wi-Fi gives your Company the opportunity to be on every delegates device and the first Technology Partnership Opportunity we have offered.

ENTITLEMENTS

- » Your Company Name and logo on the splash screen of the App.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).
- » One complimentary Conference registration for Days 1-4 of Conference including the Welcome Reception on 13 November, Evening Functions on 14 and 16 November as well as the Gala and Awards Dinner on 15 November.

PROMOTIONAL MATERIAL

- » 100 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at the Conference.

REGIONAL STREAM PARTNER \$10,000

1 AVAILABLE

The Regional Airport Stream Partner on gives you the opportunity to align your company with, and show support for the Regional Airports/Aerodromes. The Regional Stream is offered on Day Two at Conference and will give you the platform to address the Regional Stream Conference delegates.

ENTITLEMENTS

- » The opportunity to deliver a 3 minute vote of thanks to the speaker during the sponsored speaker's session.
- » The opportunity to deliver a 3 minute welcome at the session.
- » Your company signage displayed during the session (sponsor to provide maximum two pull up banners).
- » Promotion on the PowerPoint slide during the 5 minute Welcome and on the introduction slides to the Regional Airport Stream sessions.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).
- » One complimentary Conference registration for Days 1-4 of Conference including the Welcome Reception on 13 November, Evening Functions on 14 and 16 November as well as the Gala Dinner on 15 November, valued at \$3995.

PROMOTIONAL MATERIAL

- » 100 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at the Conference.

WOMEN IN AIRPORTS BREAKFAST – MAJOR PARTNER \$10,000

SOLD

This breakfast recognises those women in leadership roles and provides support for aspiring female leaders in the airport industry. The sit down breakfast is held the morning of the first day of the conference (14 November) in a dedicated session room, with all delegates, male and female, welcome to attend.

ENTITLEMENTS

- » Your company signage placed at the breakfast on the main stage (sponsor to provide maximum of two pull up banners).
- » The opportunity to provide a five minute welcome at the beginning of the event.

- » Acknowledgement on the Conference website with logo your and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » One complimentary VIP table (Eight tickets in total) at the Women in Airports Breakfast.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » One complimentary Conference registration for Days 1-2 of Conference including the Welcome Reception on 13 November, Evening Function on 14 November and the Gala Dinner on 15 November.

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.
- » Half page promotion in the Program and Exhibition Guide, which is distributed to all delegates at Conference.

GALA DINNER AFTER PARTY PARTNER \$8,000

1 AVAILABLE

This partnership allows your company to host the official Gala Dinner After Party and have your invitations distributed at the Gala and Awards Dinner.

ENTITLEMENTS

- » Listing in the Conference App including contact details and a brief description (60 words maximum) of products and services. Link to Company Website.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Half page ad in program for After Party with logo.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).
- » Two complimentary Gala Dinner tickets.

PROMOTIONAL MATERIAL

- » Your Company Name and logo on the After Party Invitations.
- » Full company contacts in the networking section of the Program and Exhibition Guide. This is distributed to all delegates at the Conference.

TECHNICAL LUNCH PARTNER \$8,000

1 AVAILABLE

Offered for the first time in 2017. This is an opportunity to be the partner for the final seated lunch on Friday 17 November for the Technical Program. There will be a guest speaker and lunch will be a seated lunch instead of the standing networking lunch on previous days. This is an opportunity for your company to align itself with the Technical Program and delegates.

ENTITLEMENTS

- » Your company signage placed at the sponsored lunch (sponsor to provide maximum four pull up banners).
- » The opportunity to display promotional brochure material on tables for the duration of the lunch.

- » Promotion on a PowerPoint slide shown in session rooms prior to the sponsored lunch.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all conference literature (subject to printing deadlines).
- » One complimentary Conference registration for Days 3-4 of Conference including the Evening Functions on 14 and 16 November.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).
- » One complimentary Conference registration for Days 3-4 of Conference including the Evening Functions on 14 and 16 November.

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at the conference

CONFERENCE REGISTRATION PARTNER \$6,000

1 AVAILABLE

The opportunity to set up a welcome desk stationed next to the Conference Registration Desk to become the first point of contact to the delegates.

ENTITLEMENTS

- » Registration Area branded with your company banners.
- » Opportunity to provide one gift/promotional item with company logo to be handed out to delegates upon registration (supplied by partner).

- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo on the sponsors' banner.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.
- » Four chairs for the registration area.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).
- » Two complimentary Gala Dinner tickets.

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

DELEGATE SACHEL PARTNER \$6,000

SOLD

Each delegate attending Conference will receive a quality satchel containing all essential materials required for Conference. As Delegate Satchel Sponsor your logo will appear alongside the Australian Airports Association logo on each delegate satchel.

ENTITLEMENTS

- » Your logo placed on Conference satchels.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

COFFEE STATION PARTNER \$6,000

**1 AVAILABLE
1 SOLD**

Having a Coffee Station next to your exhibition stand for three days is a great way to boost traffic and business! This package covers everything from the coffee station to the barista hire and most importantly the coffee beans.

ENTITLEMENTS

- » Your company signage placed at the Coffee Station (partner to provide one pull up banner).
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

AIRPORT PHOTOGRAPH OF THE YEAR PARTNER \$5,000

1 AVAILABLE

The Airport Photograph of the Year competition comprises of images taken and entered by our members. It will be displayed in a central location at Conference. This image gallery will be a popular place for delegates to take a break from Conference and vote for their favourite image.

ENTITLEMENTS

- » Your logo to appear on the board the photos are displayed on at Conference and on the voting form.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Opportunity to display one banner at Photography Exhibition Area
- » Your Company logo on Registration Desk looping Promotion Screen.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

POCKET PROGRAM PARTNER \$4,500

SOLD

The Conference Pocket Program will be utilised by delegates as a quick reference guide to help navigate their way through all four days of Conference.

ENTITLEMENTS

- » Your logo on the front cover of Conference Pocket Program.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » Advertisement on the back cover of the Pocket Program (approximately 100mm wide x 75mm high).

LUNCH PARTNER \$4,000

4 AVAILABLE

Lunch will be available for delegates in the Exhibition Hall on 14, 15 and 16 November.

ENTITLEMENTS

- » Your company signage placed at the sponsored lunch (sponsor to provide maximum four pull up banners).
- » The opportunity to display promotional brochure material on tables in the lounge area for the duration of the lunch.
- » Promotion on a PowerPoint slide shown in session rooms prior to the sponsored lunch.

- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all conference literature (subject to printing deadlines).
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at the conference.

MORNING AFTER BAR \$4,000

1 AVAILABLE

This opportunity exists for a sponsor to brand the Morning After Bar - a haven where delegates will find Berocca and a sugar fix to get them through the day.

The Morning After Bar will be located in the Exhibition Hall from 14-16 November. This is the perfect sponsorship opportunity for smaller businesses who cannot spare having someone on a booth for three days, as this opportunity is for an unmanned booth.

ENTITLEMENTS

- » Your company signage placed at the Morning After Bar (sponsor to provide two pull up banners).
- » An area will be provided to leave brochures for delegates to take themselves.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

DELEGATE LANYARD PARTNER \$3,000

SOLD

The Conference lanyards are required to be worn by every attendee on every day of the conference, this is a great opportunity to show your company's support of the Conference and have your logo on every lanyard.

ENTITLEMENTS

- » Your logo to appear on all lanyards that are worn by every delegate, speaker and exhibitors.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

SESSION CHAIR DROP \$3,000

4 AVAILABLE

The opportunity to provide corporate literature (DL, A5, A4 size or smaller) or promotional item (subject to approval by the AAA) to be placed on chairs during the Morning Tea break on either the Tuesday, Wednesday or Thursday during conference. This is an opportunity for your Company to stand out in a new 2017 opportunity.

ENTITLEMENTS

- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.



REGIONAL AIRPORT SCHOLARSHIP PARTNER \$2,895

3 SOLD

The Regional Airport Scholarship Partnership has been developed to support regional aerodrome staff who might not otherwise be able to attend the AAA National Conference for development and training. The scholarship is open to AAA members from smaller regional aerodromes who have not attended the AAA National Conference in at least three years. The AAA will arrange an application process with nominations to be assessed by a judging committee.

ENTITLEMENTS

- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » The Scholarship includes a Conference registration for the Technical Forum on Days 3 and 4 valued at \$1695 as well as a \$1200 travel voucher to assist the delegate with their travel and associated costs.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.



WOMEN IN AIRPORTS BREAKFAST – EVENT PARTNER \$2,000

1 AVAILABLE
1 SOLD

The Women in Airports Breakfast is a relaxing, sit down breakfast featuring an inspiring guest speaker. The purpose of this breakfast is to recognise the women in the airport industry in both leadership and aspiring to leadership roles. This is one of the highlights of the Conference and offers an engaging and informative speaker for 2017 and a great opportunity to network and to partner.

ENTITLEMENTS

- » Your company signage placed to the side of the main stage (sponsor to provide maximum of one pull up banner).
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your logo displayed on a looped PowerPoint slide shown in session rooms prior to and between the commencement of sessions during Conference.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 60 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

MORNING AND AFTERNOON TEA BREAKS \$2,000

6 AVAILABLE

Sponsorship of a morning/afternoon tea break provides a cost-effective way to expose your brand to the AAA National Conference delegates.

ENTITLEMENTS

- » Your company signage on display during the break (sponsor to provide two pull up banners).
- » Promotion on a PowerPoint slide shown in session rooms prior to the sponsored break.
- » Promotional material, promotional flyer displayed at catering station and eating area.
- » Acknowledgement on the Conference website with your logo and hyperlink to your organisation's website.
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

OPPORTUNITIES AVAILABLE

- » Morning and Afternoon Tea will be served Tuesday-Thursday in the Exhibition Area.

THE AAA NATIONAL AIRPORT INDUSTRY AWARDS AND GALA DINNER PARTNERSHIP OPPORTUNITIES \$6,000

7 AVAILABLE

The AAA National Airport Industry Awards acknowledge organisations and individuals achieving excellence within Australia's airport industry.

The Gala Dinner will provide the perfect platform at which to present these prestigious awards and celebrate the success of the recipients and the success of the 2017 Conference.

We are affording seven opportunities to sponsor awards at this exclusive event.

There are seven categories available for sponsorship:

- » Commercial
- » Customer Experience
- » Environmental Management
- » Infrastructure Development
- » Non-Aeronautical Development
- » Operations
- » Technology

ENTITLEMENTS

- » Naming rights to the selected AAA National Industry Award sponsored.
- » The opportunity to present the sponsored Award at the AAA National Airport Industry Awards Gala Dinner.
- » Your logo on screen during the Industry Awards Gala Dinner.
- » Acknowledgment on the Conference website with your logo and hyperlink to your organisation's website.
- » Your logo included within all Conference literature (subject to printing deadlines).
- » Your company signage displayed at the Industry Awards Gala Dinner (sponsor to provide one pull up banner).
- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

ACCESS TO DELEGATES

- » Five tickets to the Industry Awards Gala Dinner.
- » Delegate list (does not include contact details) to be made available as a PDF document emailed 14 days prior to the event, as well as a PDF list emailed after the event (subject to the Privacy Act).

PROMOTIONAL MATERIAL

- » 80 word description and full company contacts in the sponsors section of the Program and Exhibition Guide. This is distributed to all delegates at Conference.

YOUR COMPANY SIGNAGE DISPLAYED

at the Industry Awards
Gala Dinner.

NAMING RIGHTS

to the selected
AAA National Industry
Award sponsored.

FIVE TICKETS

to the Industry
Awards
Gala Dinner.

ADVERTISING PACKAGES – LIMITED AVAILABILITY



FULL PAGE \$4,000

One full page colour advertisement in the Conference Program (sponsor to provide artwork).



1 AVAILABLE 1 SOLD

HALF PAGE \$2,500

One half page colour advertisement in the Conference Program (sponsor to provide artwork).



SATCHEL INSERT \$3,000

One A4 insert (maximum four pages) or promotional item (subject to approval by the organising committee) included in the Conference satchels.

CONTACT DETAILS

Sheila Woodhart
Sponsorship and
Exhibition Manager
All Occasions Group

P: 08 8125 2216

E: sheila.woodhart@aomevents.com



Gala Dinner in Canberra, Conference 2016.

EXHIBITION

A highlight of the AAA National Conference is always the Exhibition. The 2017 Conference Exhibition will once again be an area where delegates will gather and interact with members of the airport industry.



2016 Morning tea in the Exhibition Hall.

TUESDAY 14 TO THURSDAY 16 NOVEMBER 2017

Breakfast, morning, afternoon tea and lunch will all be served in the Exhibition hall, which offers constant exposure to delegates and a very attractive marketing opportunity for exhibitors. Exhibitors are encouraged (at their own expense) to find novel and unique ways to attract delegates to their booths such as golf putting, car racing machines, popcorn machines and photo booths etc.

This year the Exhibition in Adelaide will be limited to 70 booths, which based on the popularity of the Exhibition in Canberra, are expected to sell out fast.

BOOTH ALLOCATION

Major, Gold and Silver Sponsors who receive priority placement will be allocated their booths in the first instance and the remainder of the booths will be assigned in order of date of confirmation (based on receipt of the completed Acceptance Form). Exhibitors will be contacted by Conference organisers for booth location preferences.

EXHIBITION HOURS*

Monday 13 November	1700-1900	Evening Welcome Reception in the exhibition
Tuesday 14 November	0800-0900	Breakfast in the Industry Exhibition
	1045-1115	Morning Tea in Exhibition
	1230-1330	Lunch in Exhibition Space
	1500-1530	Afternoon Tea in Exhibition Space
Wednesday 15 November	0800-0900	Breakfast in the Industry Exhibition
	1030-1100	Morning Tea in Exhibition
	1230-1330	Lunch in Exhibition Space
	1530-1600	Afternoon Tea in Exhibition Space
Thursday 16 November	0800-0900	Breakfast in the Industry Exhibition
	1030-1100	Morning Tea in Exhibition
	1230-1330	Lunch in Exhibition Space
	1500-1530	Afternoon Tea in Exhibition Space

*Please note times may change,
once Program is released in May 2017

**MAJOR, GOLD
AND SILVER
SPONSORS
RECEIVE PRIORITY
PLACEMENT**

EXHIBITION BOOTH PACKAGES INCLUDE:

STANDARD EXHIBITION BOOTH

- 3m wide by 3m deep by 2.4m high back and side walls.
- Company name on quality fascia on all open sides.
- One 4 amp general purpose power outlet (additional requirements may be ordered).
- Two x 120 watt LED spotlights.
- » Your organisation included in the exhibitor listing in the Program and Exhibition Guide including contact details, company logo and product/service description.
- » The Welcome Reception on 13 November, and all catering in Exhibition space.
- » Two Exhibitor Passes for Days 1 to 3.
- » Exhibition opportunity for Delegate Passport this is optional for exhibitors.

DOUBLE EXHIBITION BOOTH

- 6m wide by 3m deep by 2.4m high back and side walls.
- Company name on quality fascia on all open sides.
- Two 4 amp general purpose power outlet (additional requirements may be ordered).
- Four x 120 watt LED spotlights.
- » Your organisation included in the exhibitor listing in the Program and Exhibition Guide including contact details, company logo and product/service description.
- » The Welcome Reception on 13 November, and all catering in Exhibition space.
- » Four Exhibitor Passes for Days 1 to 3.
- » Exhibition opportunity for Delegate Passport this is optional for exhibitors.

- » Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services. Link to Company Website.

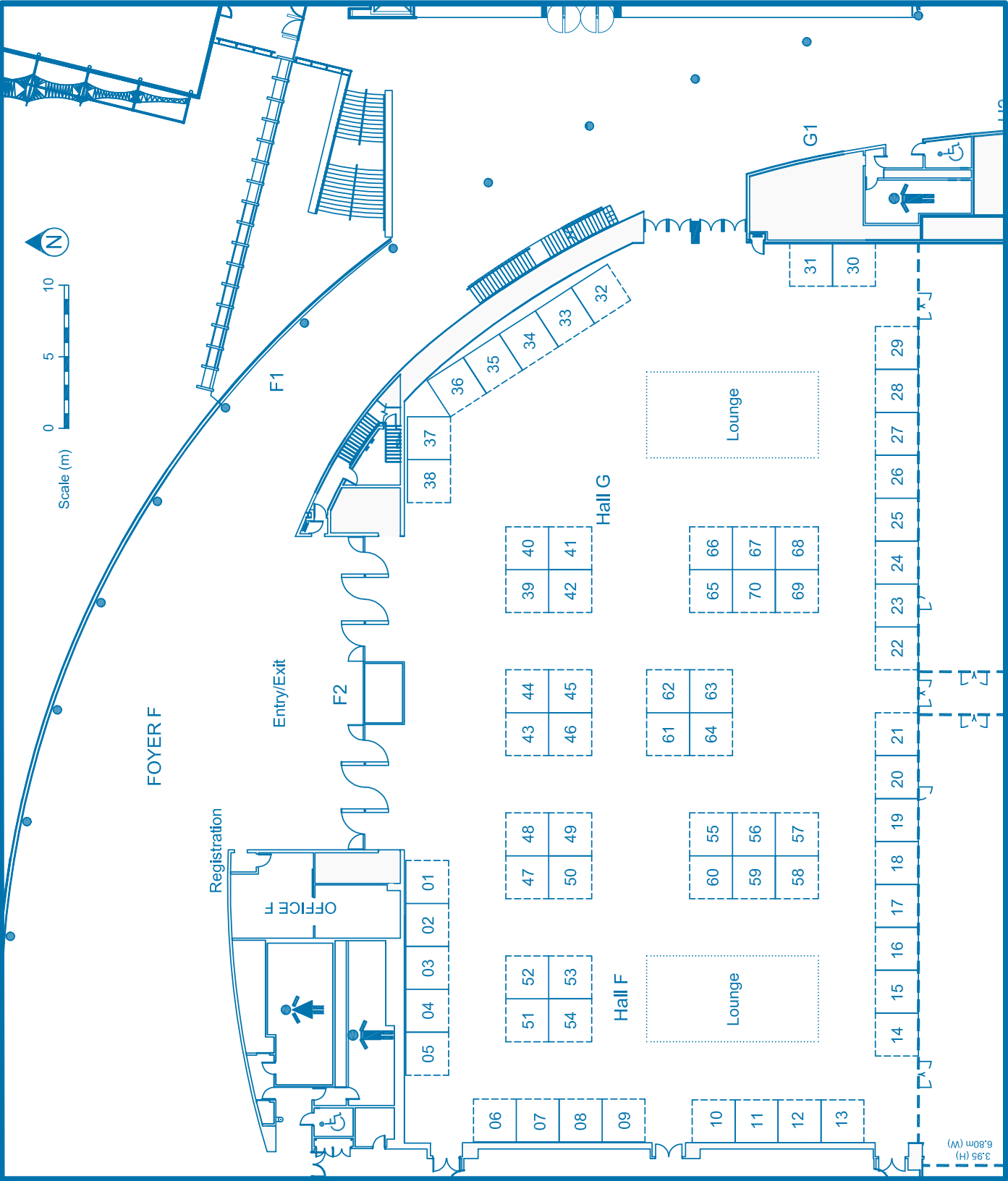
The exhibition package now includes what we refer to as 'Exhibitor Passes' which provides access to the exhibition for days 1-3, the Welcome Reception on the Monday evening and includes all catering in the exhibition.

We now have a distinct split between 'Conference Passes' which provide access to sessions and 'Exhibition Passes' to better reflect the needs of our exhibitors and conference attendees. Following feedback we received from the 2016 Exhibitors will be bringing back the Exhibition Passport in 2017, with exhibitors having the choice of whether they wish to 'opt in' to this initiative.

EXHIBITION	BOOTH
3m wide x 3m deep (9m ²)	\$5,500
6m wide x 3m deep (18m ²)	\$11,000
Additional space	\$500 per m ²

All prices are GST Exclusive
Larger booth sizes are available (POA above 20m²). A surcharge of 10% on total value applies to shared spaces.

**EXHIBITION
LIMITED TO 70
BOOTHs**



PARTNERSHIP & EXHIBITION ACCEPTANCE FORM

PARTNER DETAILS

ORGANISATION	ABN OR ACN	
BOOKING CONTACT NAME	POSITION TITLE	
EMAIL	PHONE	
MAILING ADDRESS		
SUBURB	STATE	POSTCODE

PARTNERSHIP PACKAGES

CATEGORY	OPPORTUNITY	PRICE	SELECT
Premium	Gala Dinner Partner	\$30,000+gst	
	Gold Partner	\$15,000+gst	
	Exhibition Networking Hub Partner	\$12,000+gst	
	Silver Partner	\$10,000+gst	
	International Speaker Partner	\$10,000+gst	
	Regional Stream Partner	\$10,000+gst	
	Conference Registration Partner	\$6,000+gst	
	National Airport Industry Awards	\$6,000+gst	
	» Commercial	\$6,000+gst	
	» Infrastructure Development	\$6,000+gst	
	» Operations	\$6,000+gst	
	» Customer Experience	\$6,000+gst	
	» Non-Aeronautical Development	\$6,000+gst	
	» Technology	\$6,000+gst	
	» Environmental Management	\$6,000+gst	
	Airport Photograph of the Year Partner	\$5,000+gst	
	Regional Airport Scholarship Partner	\$2,895+gst	
Hospitality	Women in Airports Breakfast – Major Partner	\$10,000+gst	
	Gala Dinner After Party Partner	\$8,000+gst	
	Technical Lunch Partner	\$8,000+gst	
	Coffee Station Partner	\$6,000+gst	
	Lunch Partner	\$4,000+gst	
	Morning After Bar Partner	\$4,000+gst	
	Women in Airports Breakfast – Event Partner	\$3,000+gst	
	Morning and Afternoon Tea Partner	\$2,000+gst	

AAA NATIONAL CONFERENCE **PARTNERSHIP & EXHIBITION ACCEPTANCE FORM**

CATEGORY	OPPORTUNITY	PRICE	SELECT
Resource	Technology Partner	\$10,000+gst	
	Delegate Satchel Partner	\$6,000+gst	
	Pocket Program Partner	\$4,500+gst	
	Delegate Lanyard Partner	\$3,000+gst	
	Session Chair Drop Partner	\$3,000+gst	
Advertising	Full Page	\$4,000+gst	
	Half Page	\$2,500+gst	
	Satchel Insert	\$3,000+gst	
Exhibition	Booth 3m wide x 3m deep (9m ²)	\$5,500+gst	
	<input type="checkbox"/> Passport Participant		
	Booth 6m wide x 3m deep (18m ²)	\$11,000+gst	
	<input type="checkbox"/> Passport Participant		
	Additional Space	\$500 per m ² +gst	

TOTAL

TOTAL AMOUNT \$

Your signature below is taken as acceptance of the relevant sponsorship entitlements, and the terms and conditions as per the Sponsorship and Exhibition Prospectus.

NAME	
POSITION	
ORGANISATION	
SIGNED	DATE

To confirm a sponsorship package and/or an exhibition booth/space, please return this completed Acceptance Form to:

Sheila Woodhart All Occasions Group
E sheila.woodhart@aoevents.com
P 08 8125 2216

On receipt of this form a tax invoice for the deposit and confirmation details will be sent.

AAA NATIONAL CONFERENCE TERMS AND CONDITIONS

APPLICATION AND PAYMENT:

To confirm your acceptance, please complete the acceptance form attached with this prospectus and return to the contact details on the form. On receipt and after approval by the committee, a tax invoice for payment of 50% deposit will be forwarded for payment. As spaces are strictly limited, returning an acceptance form does not guarantee a place as a Sponsor/Exhibitor. Sponsorship and exhibition packages are not considered confirmed until a 50% deposit of total costs is received. Should the deposit not be received within 21 days of invoice, the package will be released for re-sale.

On receipt of the 50% deposit your sponsorship package will be confirmed, and a letter outlining the sponsorship agreement and specifications regarding artwork for logos and advertisements, delivery details for signage and satchel inserts etc. Final payment of 50% is due Friday 23 September 2017. A tax invoice will be sent to you. Should final payment not be received by 14 days after this date, the package will be released for re-sale and the deposit not returned. Booths will be allocated based firstly on sponsorship level and then order of receipt of acceptance form and deposit for exhibitors at the discretion of the organising committee. Should your preferred sites be unavailable, you will be contacted for another preference.

ACCEPTANCE AND ALLOCATION

The Australian Airports Association and Conference Organiser; All Occasions Group Pty Ltd, reserve the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any deposit paid.

Sponsorship and exhibition packages, which may be limited in number, will be generally allocated to those organisations who apply earliest. Allocation of sponsorship packages and booths regardless of the preference indicated, and alteration of the floor plan is at the discretion of Australian Airports Association and Conference Organiser, whose decision will be final.

CANCELLATION POLICY

If the event is cancelled by the Australian Airports Association or Conference Organiser less than 12 months prior to the scheduled date, the Sponsor/Exhibitor is entitled to a 100% refund. If the event is rescheduled by the organiser, and the Sponsor/Exhibitors can reasonably demonstrate their inability to participate it will be entitled to a full refund.

In the case of your cancellation of sponsorship or exhibition booth or space, notification in writing must be sent to the Conference Organiser at sheila.woodhart@aomevents.com, and the Australian Airports Association reserves the right to retain monies paid in full unless resold.

CONSEQUENTIAL DAMAGE

The Australian Airports Association and Conference Organiser will not be liable for any indirect or consequential damages arising out of a breach of this Exhibition/Sponsorship contract.

DETAILED REQUIREMENTS AND DUE DATES

The Conference Organiser's requirements regarding the artwork for logos and advertisements, specifications and delivery details for signage, arrangements for static display, delivery of satchel inserts or other arrangements will be sent to you in a confirmation letter at a later date with relevant due dates. Logos will be requested in .jpg and .eps format, high resolution 300dpi. Should an alternative format be received, the Conference Organisers cannot be held responsible for the quality of the logos displayed in any of the promotional material. In the event that materials, information or artwork required by the Conference Organiser are not received by the designated due date, their use for their intended purpose cannot be guaranteed. The value of these entitlements will not be refunded if this is the case.

EXCEPTIONAL CIRCUMSTANCES

The Australian Airports Association and Conference Organiser reserve the right to change the venue and duration if exceptional circumstances demand. In the event of a change of venue and/or duration, the agreement to participate will remain in force as long as the Sponsor/Exhibitor is informed at least one month before the planned Conference. The Australian Airports Association and Conference Organiser will use reasonable endeavours to remedy the impact of exceptional circumstances.

EXHIBITOR DISPLAY RULES

- » The Australian Airports Association and Conference Organiser shall determine the hours during which the Sponsor/Exhibitors shall be conducted and as to hours of access for Exhibitors including variations of such times as shall be necessary.
- » The Exhibition booth or space is to be fully manned and operational and removal or change any of the areas will not commence, until after the exhibition closes.
- » No advertising material such as banners or brochures, are allowed outside the designated booth area. Under no circumstances are brochures to be placed in common areas such as where catering is provided or lounge areas with permission. If found this will be removed.
- » Excessive noise that inconveniences other exhibitors or the Conference will not be allowed.
- » The Australian Airports Association and Conference Organiser will be the judges as to whether there is an annoyance.
- » No obstruction of any form in the aisles and walkways.
- » While companies are encouraged to pursue novel methods of attracting people with their stand, practices disadvantaging other companies or detracting from the Exhibition will be discouraged.

The Sponsor/Exhibitor will acknowledge that the Australian Airports Association, Conference Organiser, National Convention Centre, and the exhibition hire company will not be responsible for any loss or damage to the exhibitor's property and that all exhibitor material and equipment is the sole responsibility of the exhibitor.

PARTNERSHIPS (Referenced and used for 2017 Sponsorship Opportunities)

Nothing contained in the Agreement will be deemed to constitute a partnership further than the 2017 AAA National Conference Partnership/Sponsorship agreement. The terminology of Partnership is in name only and does not represent any joint venture or agency relationship between you and Australian Airports Association, and/or the Conference Organiser and you must not do anything where you will, in any way, be represented that you are a partner of the Australian Airports Association, and/or the Conference Organisers further than the 2017 AAA National Conference in Adelaide.

RESPONSIBILITY

The Australian Airports Association and Conference Organiser and National Convention Centre accept no responsibility for any act, accidents, omissions on the part of service providers, the accuracy or content of any written or oral statements by speakers in connection with this event, delay, damage, personal injury or death.

The Sponsor/Exhibitor is responsible for all personal injury or damage to property arising in connection with the Exhibitor display area, howsoever caused. The Sponsor/Exhibitor will indemnify the Organisers in respect of any claim and demands in respect thereof. The Sponsor/Exhibitor must take out adequate insurance in respect of all such claims.

Australian regulators require all Sponsor/Exhibitors to have adequate Public and Product Liability insurance cover based on a limit of indemnity to the value of \$10 million or above. This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand or space. Sponsor/Exhibitors will need to be able submit their Public Liability Insurance Certificate upon request.

REGISTRATIONS

Sponsor/Exhibitors are not permitted to attend Conference sessions or social functions unless the relevant tickets are offered as part of the particular sponsorship or exhibition package. However, should Sponsor/Exhibitors wish to attend the Conference as a delegate or attend social functions, the appropriate registration form must be completed and forwarded to the Conference Organisers together with the applicable registration fee. Specific Sponsor/Exhibitors registration forms will be sent out at a later date.

SPONSORSHIP AND EXHIBITION PACKAGES

Please refer to the sponsorship packages in the Sponsor and Exhibition Proposal document. Any variations to the description of each package must be as agreed in writing with the Conference Organiser. Sponsorship and exhibition entitlements will not commence until the acceptance form and deposit is received by the Conference Organiser.

UNAVOIDABLE OCCURRENCES

In the event that the Conference/Exhibition is cancelled or delayed through no fault of The Australian Airports Association, Conference Organiser and the Venue Manager, including but not limited to fire, flood, labour disputes, natural disasters, acts of God(s), civil disorders, riots, insurrections, work stoppages, slow downs or disputes, or other similar events then the Exhibitor/Sponsor shall not be entitled to any refund or claim for any loss of damage.

VENUE

The Sponsor/Exhibitor and the servants, agents, contractors and invitees of the Sponsor/Exhibitor are also to observe the rules, regulations and procedures as prescribed by National Convention Centre.



Australian Airports Association (AAA)
Unit 2/4 Brindabella Circuit | Canberra Airport ACT 2609

www.airports.asn.au

