



# AAA NATIONAL CONFERENCE + INDUSTRY EXPO

CONNECTING THE FUTURE

15 – 17 November 2022, Adelaide

## PARTNERSHIP AND EXHIBITION PROSPECTUS 2022

The largest airport event in the Asia-Pacific Region



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# INVITATION TO PARTNER



On behalf of the Australian Airports Association (AAA), I invite your organisation to partner with the AAA National Conference and Industry Expo, to be held in Adelaide from Tuesday 15 to Thursday 17 November 2022.

The theme of the AAA National Conference and Industry Expo is **Connecting the Future — with our community, the travelling public and our peers**. We have all missed the opportunities to network, share ideas and hear about the latest industry developments. This event will be a welcome occasion for the airport community to come back together.

The program will highlight diverse and far-reaching repercussions the airport industry will face over the next decade such as sustainability, climate change, the customer experience, technology and much more.

As the pre-eminent aviation conference and exhibition in the Asia-Pacific region, the AAA National Conference and Industry Expo will enable you to position your organisation within the Australian aviation community as an influential partner and/or exhibitor as the sector

continues its COVID-19 recovery and will provide you with a unique opportunity to expand your brand, network and have an impact on the future direction of the aviation industry and wider business landscape.

This year's event will feature a three-day program and industry expo which will include plenary sessions, case studies and concurrent breakout sessions.

The AAA National Conference and Industry Expo will provide another valuable opportunity for delegates to engage with partners and exhibitors and experience first-hand what the future of the aviation industry will look like.

We welcome you as a partner and/or exhibitor of the AAA National Conference and Industry Expo and look forward to seeing you in Adelaide.

**JAMES GOODWIN**

Chief Executive, AAA





AUSTRALIAN  
AIRPORTS  
ASSOCIATION

## ABOUT THE **AUSTRALIAN AIRPORTS ASSOCIATION**

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

The AAA represents the interests of more than 330 airports and aerodromes Australia wide – from local country community landing strips to major international gateway airports. The AAA also represents more than 120 aviation stakeholders and organisations that provide 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.





## VENUE

Adelaide Convention Centre  
North Terrace, Adelaide  
Tuesday 15 to Thursday 17 November 2022





# ATTENDEE PROFILE

## NATIONAL CONFERENCE ATTRACTS



750+  
DELEGATES



### ATTENDEES FROM

Australia, New Zealand, Asia Pacific  
and other countries Worldwide



### DELEGATES INCLUDES

Regional council mayors, councillors, CEO's, traditional airport managers  
as well as all staff working within the aviation industry

## REPRESENTATIVES FROM

- Major airports
- Regional airports
- Aerodromes
- Federal Government Departments
- State Government
- Local Government
- Service providers
- Corporate industry providers

\* Expected delegate numbers and representatives based on the preceding National Conference data  
and not guaranteed.

# BENEFITS OF COLLABORATING WITH THE **AAA NATIONAL CONFERENCE AND INDUSTRY EXPO IN 2022**

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As Australia's peak representative body and advocacy group for the aviation industry, the AAA has a longstanding relationship with the aviation industry, public sector and corporate providers. Being a National Conference 2022 partner will enable you to position your organisation within the aviation community as an influential partner and will give you the unique opportunity to showcase your products and services across AAA's extensive network.



Receive wide reach to the AAA database through digital promotions, social media campaigns and at AAA State Division Meetings, Pavements and Lighting Forum and OPS SWAP Forum.



Generate leads whilst raising your profile within the industry and add value and exposure to your brand.



Using National Conference marketing channels, inform and update delegates on new initiatives and developments within your organisation.



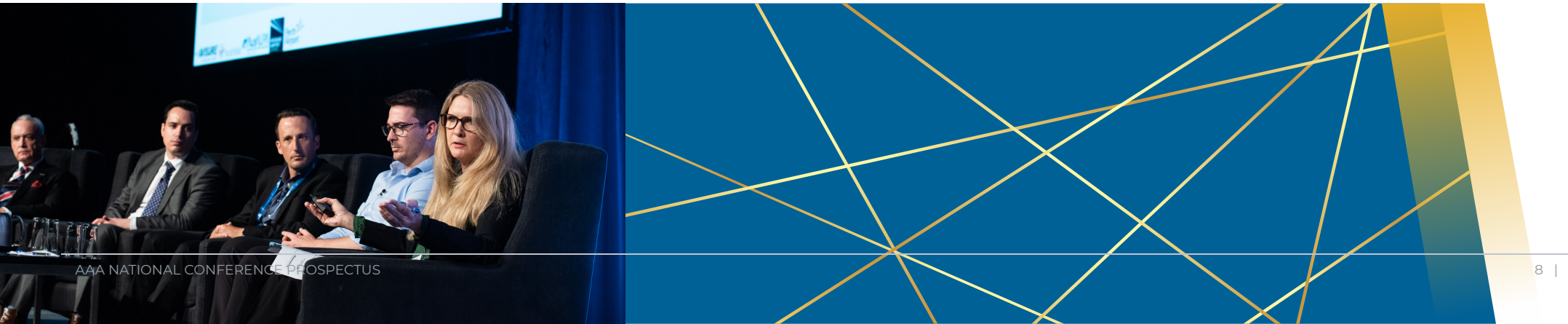
Connect face to face with the most influential people and organisations within the aviation industry.





# PROGRAM AT A GLANCE

Monday 14 November	Tuesday 15 November	Wednesday 16 November	Thursday 17 November
Women in Airports Forum	Industry Expo	Industry Expo	Industry Expo
	Conference sessions	Conference sessions	Technical Forum sessions
	Breakout stream	Regional stream	
	Welcome Drinks and Networking Event	AAA Annual General Meeting	
		AAA National Airport Industry Awards and Gala Dinner	



# SOCIAL NETWORKING FUNCTIONS



## **WELCOME DRINKS**

**Ian McLachlan Room, Adelaide Oval**  
**Tuesday 15 November. 7pm to 10pm**

Located on the Western Stand on Level 3, this impressive space offers spectacular views over Adelaide Oval and St Peter's Cathedral, the Ian McLachlan Room provides a grand setting for any event. Join us and enjoy the opportunity to network in this intimate setting.



## **AAA NATIONAL AIRPORT INDUSTRY AWARDS AND GALA DINNER**

**Adelaide Convention Centre**  
**Wednesday 16 November. 7pm to midnight**

The Australian Airports Association (AAA) National Airport Industry Awards and Gala Dinner celebrate and honour contributions and achievements made by AAA Members over the past financial year.

The awards seek to acknowledge the organisations and individuals who have achieved excellence within Australia's airport industry.

The Gala Dinner provides the perfect platform to present these prestigious awards and celebrate the success of the 2022 recipients.

# PARTNERSHIP OPPORTUNITIES AT A GLANCE

As a AAA National Conference partner you will have the opportunity to showcase your brand and the products and/or services you offer. The AAA National Conference and Industry Expo provides an avenue to reach your target market and to make new business connections.

Partnership packages are flexible and can be tailored to meet your individual marketing and organisational needs as well as your budget.

To discuss a partnership package to suit your requirements please contact:

## Erin Livingston

Senior Manager - Events & Partnerships  
Australian Airports Association  
Mobile: 0429 589 066  
Email: [elivingston@airports.asn.au](mailto:elivingston@airports.asn.au)

### PREMIUM PARTNERSHIP OPPORTUNITIES

Premium

Platinum

Gold

Silver

Bronze

INVESTMENT  
(EX GST)

PACKAGES  
OFFERED

\$45,000

1

\$25,000

1

\$15,000

4

\$10,000

6

\$7,500

6

### EDUCATIONAL PARTNERSHIP OPPORTUNITIES

Knowledge Lab

Commercial Stream

Regional Stream

Regional Airport Scholarship

Women in Airports Scholarship

Young Airport Professional Scholarship

INVESTMENT  
(EX GST)

PACKAGES  
OFFERED

\$15,000

1

\$10,000

1

\$10,000

1

\$3,500

6

\$3,500

6

\$3,500

6



<b>NETWORKING &amp; CATERING OPPORTUNITIES</b>	<b>INVESTMENT (EX GST)</b>	<b>PACKAGES OFFERED</b>
Networking Lounge	\$13,500	2
Recharge Lounge	\$10,000	1
Coffee Station Partner	\$7,500	3
Connection Hub	\$7,500	1
Morning After Bar	\$6,500	1
Lunch Break	\$3,000	3
Morning and Afternoon Tea	\$4,500	3

<b>NATIONAL AIRPORT INDUSTRY AWARD AND GALA DINNER OPPORTUNITIES</b>	<b>INVESTMENT (EX GST)</b>	<b>PACKAGES OFFERED</b>
Gala Dinner	\$16,500	2
Airport Excellence Awards: - Commercial - Infrastructure - Innovation - Operations - Sustainability	\$4,000 per award	5
Gala Dinner table	\$3,500	Limited

<b>DELEGATE REACH PARTNERSHIP OPPORTUNITIES</b>	<b>INVESTMENT (EX GST)</b>	<b>PACKAGES OFFERED</b>
Technology	\$10,000	1
Conference Registration	\$6,500	1
Industry Expo Guide	\$6,500	1
Lanyard	\$6,500	1
Pocket Program	\$6,500	1
Sustainable Water Bottle	\$6,500	1
Session Chair Drop	\$3,000	9

<b>ADVERTISING OPPORTUNITIES</b>	<b>INVESTMENT (EX GST)</b>	<b>PACKAGES OFFERED</b>
Full page advert	\$1,200	4
Half page advert	\$800	4

<b>WOMEN IN AIRPORTS FORUM OPPORTUNITIES</b>	<b>INVESTMENT (EX GST)</b>	<b>PACKAGES OFFERED</b>
Major Partner	\$10,000	1
Event Partner	\$4,000	3



## PARTNERSHIP OPPORTUNITIES

Adelaide Convention Centre, Adelaide  
Tuesday 15 to Thursday 17 November 2022



## PREMIUM

Investment \$45,000 ex GST

### PARTNER RECOGNITION

- The opportunity for an organisation spokesperson to deliver a five-minute welcome speech at the Welcome Drinks at Adelaide Oval
- Branding and acknowledgement at the Welcome Drinks at Adelaide Oval
- Premium Partner acknowledgement at the opening and closing of the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the event
- Organisation logo, profile (200 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- One full-page full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- Guaranteed opportunity to present a 30-minute presentation, including questions, during the National Conference program
- Guaranteed opportunity to present your product or service in a 20-minute presentation as part of the Knowledge Lab (to be held in the Industry Expo)
- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Premium Partner

### REGISTRATION INCLUSIONS

- Four National Conference and Industry Expo registrations, for days 1-3, including all social networking functions valued at \$12,000
- A 20% discount off the standard corporate member registration fee for all additional team members
- One table of eight at the AAA National Airport Industry Awards and Gala Dinner

### EXHIBITION INCLUSIONS

- Triple exhibition booth (9m<sup>2</sup> x 3m<sup>2</sup>) in a prominent location within the Industry Expo (For full inclusions refer to Industry Expo section)
- Six exhibition passes to the Industry Exhibition including tickets to the Welcome Drinks at Adelaide Oval

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



# PLATINUM

Investment \$25,000 ex GST

## PARTNER RECOGNITION

- Platinum partner acknowledgement at the opening and closing of the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the event, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the event
- Organisation logo, profile (200 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

## PARTNER PROMOTION

- Half-page, full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- Guaranteed opportunity to present a 30-minute presentation, including questions, during the AAA National Conference program
- Guaranteed opportunity to present your product or service in a 20-minute presentation as part of the Knowledge Lab (to be held in the Industry Expo)
- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Platinum Partner

## REGISTRATION INCLUSIONS

- Two AAA National Conference registrations, for days 1-3, including all social networking functions valued at \$6,000
- A 20% discount off the standard corporate member registration fee for all additional team members
- Two tickets to the AAA National Airport Industry Awards and Gala Dinner

## EXHIBITION INCLUSIONS

- Double exhibition booth (6m<sup>2</sup> x 3m<sup>2</sup>) in a prominent location within the Industry Expo (refer to Industry Expo section of this document for full inclusions)
- Four exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval

## ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

# GOLD

Investment \$15,000 ex GST

**THREE OPPORTUNITIES  
AVAILABLE**

### PARTNER RECOGNITION

- Gold Partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference and Industry Expo
- Organisation logo, profile (150 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Half-page full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- Opportunity to present your product or service in a 20-minute presentation as part of the Knowledge Lab (to be held in the Industry Expo)
- AAA National Conference social media material provided highlighting your organisation as the Gold Partner

### REGISTRATION INCLUSIONS

- Two AAA National Conference and Industry Expo registrations for days 1-3, including all social networking functions valued at \$6,000

### EXHIBITION INCLUSIONS

- One exhibition booth (3m<sup>2</sup> x 3m<sup>2</sup>) in a prominent location within the Industry Exhibition (refer to Industry Exhibition section of this document for full inclusions)
- Two exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## SILVER

Investment \$10,000 ex GST

**FOUR OPPORTUNITIES  
AVAILABLE**

### PARTNER RECOGNITION

- Silver Partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Quarter page full colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- Opportunity to present your product or service in a 20-minute presentation as part of the Knowledge Lab (to be held in the Industry Expo)
- AAA National Conference social media material provided highlighting your organisation as the Silver Partner

### REGISTRATION INCLUSIONS

- One AAA National Conference registration for days 1-3, including all social networking functions valued at \$3,000

### EXHIBITION INCLUSIONS

- One exhibition booth (3m<sup>2</sup> x 3m<sup>2</sup>) within the Industry Expo (refer to Industry Expo section of this document for full inclusions)
- Two exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



## BRONZE

Investment \$7,500 ex GST

**FIVE OPPORTUNITIES  
AVAILABLE**

### PARTNER RECOGNITION

- Bronze partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Quarter-page, full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- Opportunity to present your product or service in a 20-minute presentation as part of the Knowledge Lab (to be held in the Industry Expo)
- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Bronze Partner

### EXHIBITION INCLUSIONS

- One exhibition booth (3m<sup>2</sup> x 3m<sup>2</sup>) within the Industry Expo (refer to Industry Expo section of this document for full inclusions)
- Two exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## KNOWLEDGE LAB

Investment \$15,000 ex GST

**SOLD**

THE KNOWLEDGE LAB PROVIDES OUR EXHIBITORS THE OPPORTUNITY TO SHOWCASE THEIR PRODUCTS AND SERVICES TO CONFERENCE DELEGATES. THE PROGRAM WILL BE PRESENTED IN THE INDUSTRY EXHIBITION, DURING CATERING BREAKS ON TUESDAY, WEDNESDAY AND THURSDAY. FOR THE BENEFIT OF EXHIBITORS, THE PLENARY SESSIONS WILL BE LIVE STREAMED INTO THE KNOWLEDGE LAB.

### PARTNER RECOGNITION

- Knowledge Lab partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Your organisation logo displayed on the Knowledge Lab wall in the Industry Expo (any other corporate related branding, on the Knowledge Lab wall or within the Knowledge Lab space, will be at the expense of the partner)
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Half-page, full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- Opportunity to open the Knowledge Lab program and to present your products or services in a 20-minute presentation each day
- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Knowledge Lab Partner

### REGISTRATION INCLUSIONS

- One AAA National Conference and Industry Expo registration for days 1-3, including all social networking functions valued at \$3,000

### EXHIBITION INCLUSIONS

- One exhibition booth (3m<sup>2</sup> x 3m<sup>2</sup>) in a prominent location within the Industry Expo (refer to Industry Expo section of this document for full inclusions)
- Two exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## COMMERCIAL STREAM

Investment \$10,000 ex GST

**EXCLUSIVE OPPORTUNITY**

ONE AVAILABLE

THE COMMERCIAL STREAM PARTNERSHIP PROVIDES YOU WITH THE OPPORTUNITY TO ALIGN YOUR BRAND WITH AND SHOW YOUR SUPPORT OF COMMERCIAL INITIATIVES AND PROJECTS WITHIN AIRPORTS AND AERODROMES. THE COMMERCIAL STREAM IS OFFERED ON DAY 1 AND WILL PROVIDE YOU WITH THE PLATFORM TO ADDRESS THE COMMERCIAL STREAM AAA NATIONAL CONFERENCE DELEGATES.

### PARTNER RECOGNITION

- Commercial Stream Partner acknowledgement during the AAA National Conference and Industry Expo
- The opportunity to deliver a speech and/or provide a video (no longer than five minutes) during the Commercial Stream
- Company logo included on all introduction PowerPoint slides during the Commercial Stream
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Half-page, full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- AAA National Conference social media material provided highlighting your organisation as the Commercial Stream Partner

### REGISTRATION INCLUSIONS

- One AAA National Conference and Industry Expo registration for days 1-3, including all social networking functions valued at \$3,000

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## REGIONAL STREAM

Investment \$10,000 ex GST

**EXCLUSIVE OPPORTUNITY**

ONE AVAILABLE

THE REGIONAL STREAM PARTNERSHIP PROVIDES YOU WITH THE OPPORTUNITY TO ALIGN YOUR BRAND WITH AND SHOW YOUR SUPPORT OF REGIONAL AIRPORTS AND/OR AERODROMES. THE REGIONAL STREAM IS OFFERED ON DAY 2 AND WILL PROVIDE YOU WITH THE PLATFORM TO ADDRESS THE REGIONAL AAA NATIONAL CONFERENCE DELEGATES.

### PARTNER RECOGNITION

- Regional Stream Partner acknowledgement during the AAA National Conference and Industry Expo
- The opportunity to deliver a speech and/or provide a video (no longer than five minutes) during the Regional Stream
- Company logo included on all introduction PowerPoint slides during the Commercial Stream
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the event
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Half-page, full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Regional Stream Partner

### REGISTRATION INCLUSIONS

- One AAA National Conference and Industry Expo registration, for days 1-3, including all social networking functions valued at \$3,000

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



# REGIONAL AIRPORT SCHOLARSHIP

Investment \$3,500 ex GST

**SIX OPPORTUNITIES  
AVAILABLE**

THE REGIONAL AIRPORT SCHOLARSHIP HAS BEEN DEVELOPED TO SUPPORT REGIONAL AERODROME STAFF WHO MIGHT NOT OTHERWISE BE ABLE TO ATTEND THE AAA NATIONAL CONFERENCE. THE SCHOLARSHIP IS OPEN TO AAA MEMBERS FROM SMALLER REGIONAL AERODROMES WHO HAVE NOT ATTENDED THE AAA NATIONAL CONFERENCE IN AT LEAST THREE YEARS.

## **PARTNER RECOGNITION**

- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

## **PARTNER PROMOTION**

- AAA National Conference and Industry Expo social media material provided highlighting your organisation as a Regional Airport Scholarship Partner

## **ACCESS TO DELEGATES**

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



# WOMEN IN AIRPORTS SCHOLARSHIP

Investment \$3,500 ex GST

**SIX OPPORTUNITIES  
AVAILABLE**

SCHOLARSHIPS ARE OPEN TO WOMEN IN THE AIRPORT INDUSTRY WHO HAVE NOT ATTENDED A AAA NATIONAL CONFERENCE IN THE PAST FIVE YEARS. THE SCHOLARSHIP WILL ALSO INCLUDE THE WOMEN IN AIRPORTS NETWORKING FORUM BEING HELD ON MONDAY 14 NOVEMBER, THE DAY PRIOR TO THE CONFERENCE.

## **PARTNER RECOGNITION**

- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

## **PARTNER PROMOTION**

- AAA National Conference social media material provided highlighting your organisation as a Women in Airports Scholarship Partner

## **ACCESS TO DELEGATES**

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



# YOUNG AIRPORT PROFESSIONALS SCHOLARSHIP

Investment \$3,500 ex GST

**SIX OPPORTUNITIES  
AVAILABLE**

THE YOUNG AIRPORT PROFESSIONALS SCHOLARSHIP IS AVAILABLE TO AAA MEMBERS UNDER THE AGE OF 35, WORKING WITHIN THE AIRPORT AND/OR AERODROME INDUSTRY WHO HAVE NOT ATTENDED THE AAA NATIONAL CONFERENCE PREVIOUSLY.

## **PARTNER RECOGNITION**

- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

## **PARTNER PROMOTION**

- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Young Airport Professionals Scholarship Partner

## **ACCESS TO DELEGATES**

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)





# NETWORKING LOUNGE

Investment \$13,500 ex GST

ONE OPPORTUNITY  
AVAILABLE

AS A NETWORKING LOUNGE PARTNER YOU WILL BE ABLE TO SHOWCASE YOUR BRAND THROUGHOUT THIS SPACE. DELEGATES USE THE NETWORKING LOUNGES TO CONDUCT MEETINGS, EAT LUNCH AND CATCH UP WITH BUSINESS CONTACTS.

## PARTNER RECOGNITION

- Networking Lounge partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

## PARTNER PROMOTION

- Opportunity to theme the Expo Networking Lounge space with your Organisation logo and corporate style (at your own expense)
- Half-page full-colour advertisement in the Industry Expo Guide (artwork to be supplied by Partner)
- AAA National Conference social media material provided highlighting your organisation as a Expo Networking Lounge Partner

## REGISTRATION INCLUSIONS

- Three exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval
- Included in the Networking Lounge are two lounges, one coffee table, four café style tables and chairs and three high-top bar tables and stools valued at \$4,000

## ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



## RECHARGE LOUNGE

Investment \$10,000 ex GST

**EXCLUSIVE OPPORTUNITY**  
ONE AVAILABLE

THE RECHARGE LOUNGE PARTNERSHIP OFFERS YOU A CHANCE TO SHOWCASE YOUR PRODUCTS AND/OR SERVICES TO DELEGATES IN A RELAXED AND INFORMAL LOUNGE AREA. THE RECHARGE LOUNGE IS A POPULAR DESTINATION FOR DELEGATES.

### PARTNER RECOGNITION

- Recharge Lounge Partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and National Conference App
- Organisation logo on the National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- Opportunity to theme the Recharge Lounge space with your organisation logo and corporate style (at your own expense)
- Half-page full-colour advertisement in the Industry Expo Guide (artwork to be supplied by partner)
- AAA National Conference social media material provided highlighting your organisation as the Recharge Lounge Partner

### INCLUSIONS

- Three exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval
- Included in the Recharge Lounge build (6m<sup>2</sup> x 9m<sup>2</sup> space) is the basic flooring of the lounge area, two powered lounges, one coffee table, two ottomans, two powered bar tables and six stools valued at \$4,000

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## COFFEE STATION PARTNER

Investment \$7,500 ex GST

**TWO OPPORTUNITIES AVAILABLE**

AS THE COFFEE STATION PARTNER YOUR BRAND WILL BE SEEN THROUGHOUT THE THREE DAYS OF THE INDUSTRY EXPO. THIS PARTNERSHIP OPPORTUNITY IS WELL-RECEIVED AND USED FREQUENTLY BY DELEGATES.

### PARTNER RECOGNITION

- Coffee Station Partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo and/or messaging to appear at the chosen coffee station within the Industry Expo
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference social media material provided highlighting your organisation as a Coffee Station Partner

### INCLUSIONS

- Branded coffee cups to be used at the coffee station (maximum of 2,000 cups provided)

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)





## CONNECTION HUB

Investment \$7,500 ex GST

THE CONNECTION HUB PARTNERSHIP PROVIDES ACCESS TO DELEGATES IN A SPACIOUS AND CENTRAL LOCATION WITHIN THE INDUSTRY EXPO. CENTRALLY LOCATED, THE CONNECTION HUB WILL PROVIDE AMPLE OPPORTUNITIES TO LIAISE WITH DELEGATES AND SHOWCASE YOUR PRODUCTS AND SERVICES.

### PARTNER RECOGNITION

- Connection Hub partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Your organisation logo displayed on the Connection Hub wall in the Industry Expo (any other corporate-related branding, on the Connection Hub wall or within the Connection Hub space, will be at the expense of the partner)
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Connection Hub Partner

### INCLUSIONS

- Three exhibition passes to the Industry Expo including tickets to the Welcome Drinks at Adelaide Oval
- Included in the Connection Hub build (6m<sup>2</sup> x 9m<sup>2</sup> space) are two powered tables or lounges up to the value of \$1,500

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

**SOLD**

## MORNING AFTER BAR

Investment \$6,500 ex GST

THE MORNING AFTER BAR IS A HAVEN FOR DELEGATES WHO LIKE TO ENJOY THE BEROCCA AND WATER PROVIDED. THE MORNING AFTER BAR IS LOCATED WITHIN THE INDUSTRY EXPO AND ALSO HAS SEATING AVAILABLE FOR DELEGATES.

### PARTNER RECOGNITION

- Morning After Bar Partner acknowledgement during the AAA National Conference and Industry Expo
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Your organisation logo displayed on the Morning After Bar wall in the Industry Expo (any other corporate related branding, on the Morning After Bar wall or within the Morning After Bar space, will be at the expense of the partner)
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Morning After Bar Partner

### INCLUSIONS

- Included in the Morning After Bar build are two bar tables, six bar stools and four chairs or one lounge up to the value of \$1,000

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## LUNCH BREAK

Investment \$3,000 ex GST per lunch break

CATERING BREAKS ARE A GREAT NETWORKING OPPORTUNITY FOR DELEGATES WHERE THEY CAN RELAX WHILE SOCIALISING AND PERUSING THE INDUSTRY EXPO. ORGANISATIONS CAN BE NAMED AS PARTNERS FOR A SELECTED LUNCH BREAK. LUNCH BREAKS ARE PROVIDED EACH DAY OF THE AAA NATIONAL CONFERENCE.

### PARTNER RECOGNITION

- Verbal Lunch Break partner acknowledgement during the AAA National Conference and Industry Expo prior to the designated lunch break
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference and Industry Expo electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference and Industry Expo website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference and Industry Expo social media material provided highlighting your organisation as the Lunch Break Partner

### INCLUSIONS

- Napkins with your company branding included
- The opportunity to display promotional material on catering tables for the duration of the lunch break
- Promotion on a PowerPoint slide shown in session rooms prior to the partnered lunch break

### ACCESS TO DELEGATES

- AAA National Conference and Industry Expo delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



## MORNING AND AFTERNOON TEA

Investment \$4,500 ex GST

**THREE OPPORTUNITIES  
AVAILABLE**

CATERING BREAKS ARE A GREAT NETWORKING OPPORTUNITY FOR DELEGATES WHERE THEY CAN RELAX WHILE SOCIALISING AND PERUSING THE INDUSTRY EXPO. ORGANISATIONS ARE NAMED AS PARTNERS FOR THEIR SELECTED MORNING AND AFTERNOON TEA.

### **PARTNER RECOGNITION**

- Verbal Morning or Afternoon Tea Partner acknowledgement during the AAA National Conference prior to the designated break
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all Partner-related signage

### **PARTNER PROMOTION**

- AAA National Conference social media material provided highlighting your organisation as the Morning and Afternoon Tea Partner

### **INCLUSIONS**

- Napkins with your company branding included
- The opportunity to display promotional material on catering tables for the duration of the break
- Promotion on a PowerPoint slide shown in session rooms prior to the partnered morning and afternoon tea break

### **ACCESS TO DELEGATES**

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## TECHNOLOGY

Investment \$10,000 ex GST

**EXCLUSIVE OPPORTUNITY**  
ONE AVAILABLE

PARTNERING WITH THE NATIONAL CONFERENCE APP AND WI-FI GIVES YOUR ORGANISATION THE OPPORTUNITY TO HAVE YOUR BRAND SHOWCASED ACROSS DELEGATE DEVICES. THE AAA NATIONAL CONFERENCE APP CONTENT INCLUDES SPEAKER, PROGRAM, PARTNER AND EXHIBITOR INFORMATION AS WELL AS CONFERENCE UPDATES AND IS AVAILABLE TO CONFERENCE ATTENDEES PRIOR TO THE AAA NATIONAL CONFERENCE.

### **PARTNER RECOGNITION**

- Verbal Technology partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### **PARTNER PROMOTION**

- AAA National Conference social media material provided highlighting your organisation as the Technology Partner

### **INCLUSIONS**

- One AAA National Conference registration for days 1-3 including all evening social networking events valued at \$3,000
- Company name and logo included in the App
- Electronic partner banner included in the App
- Organisation profile prominently featured in the App
- The opportunity to share your organisation's key messages up to two times per day with scheduled posts in the Conference App
- Wi-Fi username and password to incorporate your organisation name

### **ACCESS TO DELEGATES**

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## CONFERENCE REGISTRATION

Investment \$6,500 ex GST

**EXCLUSIVE OPPORTUNITY**  
AVAILABLE

THE CONFERENCE REGISTRATION PARTNER CAN RECEIVE MAXIMUM EXPOSURE BY PROVIDING ALL DELEGATES WITH A BRANDED WELCOME GIFT.

### PARTNER RECOGNITION

- Conference Registration Partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference social media material provided highlighting your organisation as the Conference Registration Partner

### INCLUSIONS

- Organisation logo included on registration desk signage
- Opportunity to provide one gift/promotional item with company logo to be handed out to delegates upon registration (promotion item to be supplied by partner)
- One AAA National Conference registration for days 1-3 including all evening social networking events valued at \$3,000

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

# INDUSTRY EXPO GUIDE

Investment \$6,500 ex GST

**EXCLUSIVE OPPORTUNITY**  
ONE AVAILABLE

THE EXHIBITION GUIDE IS UTILISED BY DELEGATES AS A QUICK REFERENCE GUIDE TO HELP NAVIGATE THEIR WAY THROUGH THE INDUSTRY EXPO.

## PARTNER RECOGNITION

- Industry Expo Guide Partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

## PARTNER PROMOTION

- AAA National Conference social media material provided highlighting your organisation as the Industry Expo Guide Partner

## INCLUSIONS

- Your branding on the front cover of the Industry Expo Guide
- Full-page, full-colour advertisement on the back cover of the Industry Expo Guide (artwork to be supplied by partner)

## ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)





## LANYARD PARTNER

Investment \$6,500 ex GST

**SOLD**

THE AAA NATIONAL CONFERENCE LANYARDS ARE REQUIRED TO BE WORN BY EVENT ATTENDEES ON EVERY DAY OF THE CONFERENCE. THIS PARTNERSHIP IS A GREAT OPPORTUNITY TO SHOW YOUR COMPANY'S SUPPORT OF THE CONFERENCE AND HAVE YOUR LOGO POSITIONED ALONGSIDE THE AAA LOGO ON THE EXHIBITOR AND DELEGATE LANYARD.

### PARTNER RECOGNITION

- Lanyard partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference social media material provided highlighting your organisation as the Lanyard Partner

### INCLUSIONS

- Your logo to appear on all lanyards that are worn by every delegate, speaker and exhibitor

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



## **POCKET PROGRAM**

Investment \$6,500 ex GST

THE AAA NATIONAL CONFERENCE POCKET PROGRAM WILL BE UTILISED BY DELEGATES AS AN EASY REFERENCE GUIDE TO HELP NAVIGATE THEIR WAY THROUGH THE THREE-DAY CONFERENCE PROGRAM.

### **PARTNER RECOGNITION**

- Pocket Program Partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### **PARTNER PROMOTION**

- AAA National Conference social media material provided highlighting your organisation as the Pocket Program Partner

### **INCLUSIONS**

- Your branding to appear on the front cover of the Pocket Program
- Full colour advertisement on the back cover of the Pocket Program (approximately 100mm wide x 75mm high)

### **ACCESS TO DELEGATES**

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## SUSTAINABLE WATER BOTTLE

Investment \$6,500 ex GST

**EXCLUSIVE OPPORTUNITY**  
ONE AVAILABLE

AS THE SUSTAINABLE WATER BOTTLE PARTNER, YOU WILL HAVE YOUR BRANDING PRINTED ON A METAL RE-USABLE WATER BOTTLE. EACH DELEGATE WILL RECEIVE A SUSTAINABLE WATER BOTTLE AS PART OF THEIR REGISTRATION.

### PARTNER RECOGNITION

- Sustainable Water Bottle partner acknowledgement during the AAA National Conference
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### PARTNER PROMOTION

- AAA National Conference social media material provided highlighting your organisation as the Sustainable Water Bottle partner

### INCLUSIONS

- Your branding to appear on the sustainable water bottle

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



## SESSION CHAIR DROP

Investment \$3,000 ex GST

**NINE OPPORTUNITIES  
AVAILABLE**

AS A SESSION CHAIR DROP PARTNER, YOU CAN PROVIDE ONE PIECE OF CORPORATE MATERIAL OR A PROMOTIONAL ITEM TO BE PLACED ON TABLES DURING AN ALLOCATED BREAK THROUGHOUT THE THREE DAYS OF THE AAA NATIONAL CONFERENCE.

### **PARTNER RECOGNITION**

- Session Chair Drop Partner acknowledgement during the session immediately after the allocated break when items have been placed
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Conference, highlighting level of partnership
- Organisation logo on all AAA National Conference electronic event flyers in the lead up to the Conference
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage

### **ACCESS TO DELEGATES**

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)





## GALA DINNER

Investment \$16,500 ex GST

**SOLD**

THE AAA NATIONAL AIRPORT INDUSTRY AWARDS AND GALA DINNER IS A UNIQUE AND PRESTIGIOUS EVENT WHICH PROVIDES THE OPPORTUNITY TO RAISE YOUR PROFILE WITHIN THE AIRPORT INDUSTRY. THE GALA DINNER BRINGS DELEGATES TOGETHER TO CELEBRATE AWARD RECIPIENTS AND NETWORK IN A FUN AND RELAXED ENVIRONMENT.

### PARTNER RECOGNITION

- Acknowledgement as a Gala Dinner Partner
- Opportunity to deliver a five-minute speech at the Gala Dinner
- Organisation acknowledgement and logo on marketing material, signage, dinner menus, Awards booklet and onscreen content during the Gala Dinner
- Partner logo on digital Industry Awards communications including the Industry Awards website, Gala Dinner electronic flyers and in the Gala Dinner Awards booklet (subject to confirmation of partnership)
- Organisation logo, profile (150 words) and contact details in the Industry Exhibition Guide and AAA National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage and media wall

### PARTNER PROMOTION

- Full-page full-colour advertisement in the Awards booklet distributed to all guests on the night (artwork to be supplied by Partner)
- National Conference social media material provided highlighting your organisation as a Gala Dinner Partner

### REGISTRATION INCLUSIONS

- Two AAA National Conference registrations, for days 1-3, including all social networking functions valued at \$6,000
- One table of ten at the Gala Dinner

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

# NATIONAL AIRPORT INDUSTRY EXCELLENCE AWARDS

Investment \$4,000 ex GST

**FOUR OPPORTUNITIES  
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 TO PRESENT THESE PRESTIGIOUS AWARDS AND CELEBRATE THE SUCCESS OF THE AWARDS RECIPIENTS AND THE SUCCESS OF THE 2022 NATIONAL CONFERENCE. THERE ARE FIVE OPPORTUNITIES TO PARTNER AWARDS AT THIS EXCLUSIVE DINNER.

## AWARD CATEGORIES INCLUDE:

• SUSTAINABILITY • COMMERCIAL • INFRASTRUCTURE • INNOVATION • OPERATIONS  
**SOLD**

## PARTNER RECOGNITION

- Acknowledgement as an Excellence Award Partner for the chosen category during the Gala Dinner
- Organisation acknowledgement and logo on marketing material, signage, dinner menus, Awards booklet and onscreen content during the Gala Dinner
- Partner logo on digital Industry Awards communications including the Industry Awards website, Gala Dinner electronic flyers and in the Gala Dinner Awards booklet (subject to confirmation of partnership)
- Organisation logo, profile (100 words) and contact details in the Industry Expo Guide and National Conference App
- Organisation logo on the AAA National Conference website and hyperlink to organisation website
- Partner logo to appear on all partner related signage and media wall

## PARTNER PROMOTION

- A 30 second promotional video to be shown prior to the announcement of the Award category (video to be provided by partner)
- AAA National Conference social media material provided highlighting your organisation as an Innovation and Excellence Award Category Partner

## INCLUSIONS

- The opportunity to present the Award recipient with their award
- Five tickets to the Gala Dinner valued at \$1,100

## ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)

## GALA DINNER TABLE

Investment \$3,500 ex GST

**LIMITED OPPORTUNITIES  
AVAILABLE**

WE ARE OFFERING THE OPPORTUNITY TO BECOME A GALA DINNER TABLE PARTNER. THIS OPPORTUNITY PROVIDES YOU WITH A TABLE OF 10 TICKETS, WITH PRIORITY SEATING AT THE GALA DINNER. THIS IS A GREAT OPPORTUNITY TO HOST AND ENTERTAIN CLIENTS AND BUSINESS CONTACTS OR YOUR STAFF MEMBERS.

### PARTNER RECOGNITION

- Verbal recognition by MC during the Gala Dinner
- Partner logo on digital Industry Awards communications including the Industry Awards website, Gala Dinner electronic flyers and in the Gala Dinner Awards booklet (subject to confirmation of partnership)

### PARTNER PROMOTION

- AAA National Conference social media material provided highlighting your organisation as a Gala Dinner Table partner

### INCLUSIONS

- One table of 10 with your branding displayed on the table
- Priority seating at the AAA National Airport Industry Awards and Gala Dinner

### ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)





# ADVERTISEMENT IN THE INDUSTRY EXPO GUIDE

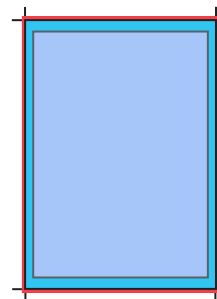
The Industry Expo Guide will be given to all speakers, delegates and exhibitors attending the Conference.

## OPPORTUNITIES

- Full page advert \$1,200 ex GST (4 available)
- Half page advert \$800 ex GST (4 available)

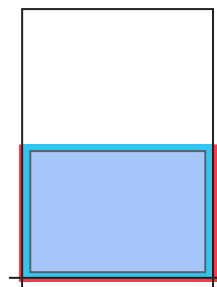
## ADVERTISEMENT SIZES — A5 PRINT SPECIFICATIONS

\* Booking and artwork deadline for the Industry Expo Guide is 21 October 2022



### Full Page

	Width	Height
■ Trim Size:	148mm	x 210mm
■ Bleed Size:	154mm	x 216mm
*3mm bleed all around		



### Half Page Horizontal

	Width	Height
■ Trim Size:	148mm	x 102mm
■ Bleed Size:	154mm	x 108mm
*3mm bleed all around		



THE WOMEN IN AIRPORTS FORUM  
WAS DEVELOPED TO SUPPORT THE  
**ADVANCEMENT OF WOMEN  
IN THE AIRPORT INDUSTRY**

The AAA Women in Airports Forum brings together a strong, determined and inspiring group of women who work within the airport sector to help pave the way forward in what is a largely male dominated industry.

Forum attendees will gain useful skills to develop their career and have the opportunity to network with peers and meet new industry contacts.

This year's Women in Airports Forum will be held on Monday 14 November at Sky City Adelaide and will include a cocktail networking function at the conclusion of the Forum.



## **WOMEN IN AIRPORTS FORUM MAJOR PARTNER**

Investment \$10,000 ex GST

**EXCLUSIVE OPPORTUNITY**  
ONE AVAILABLE

AS THE MAJOR WOMEN IN AIRPORTS FORUM PARTNER YOUR ORGANISATION AND BRAND WILL BE SUPPORTING WOMEN IN LEADERSHIP ROLES AND THOSE WHO ASPIRE TO BE LEADERS WITHIN THE AVIATION INDUSTRY.

### **PARTNER RECOGNITION**

- Verbal acknowledgement as the Women in Airports Forum Major Partner during the event
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Forum, highlighting level of partnership
- Organisation logo on all Women in Airports Forum electronic event flyers in the lead up to the event
- Organisation logo on the Women in Airports Forum event page and hyperlink to organisation website
- Organisation logo, profile (100 words) and contact details in the Women in Airports Forum printed program
- Partner logo to appear on all partner related signage

### **PARTNER PROMOTION**

- AAA National Conference social media material provided highlighting your organisation as the Women in Airports Forum Major Partner

### **INCLUSIONS**

- Opportunity to provide a five-minute welcome speech
- Opportunity to provide a 30-minute presentation or participate as a chair or panel member of a session
- One full-page full-colour advertisement in the Women in Airports Forum program
- Ten tickets to the Women in Airports Forum valued at \$2,250
- One AAA National Conference registration for Days 1-2 of the Conference including the Welcome Drinks at Adelaide Oval and the AAA National Industry Awards and Gala Dinner valued at \$2,000
- Opportunity to provide a promotional gift to all attendees (partner to provide at own expense)

## **WOMEN IN AIRPORTS FORUM EVENT PARTNER**

Investment \$4,000 ex GST

**THREE OPPORTUNITIES  
AVAILABLE**

THE WOMEN IN AIRPORTS FORUM EVENT PARTNERSHIP IS A UNIQUE OPPORTUNITY TO NETWORK AND ENGAGE WITH AVIATION INDUSTRY LEADERS AND FUTURE LEADERS AND TO RECEIVE MAXIMUM BRAND RECOGNITION.

### **PARTNER RECOGNITION**

- Verbal acknowledgement as the Women in Airports Forum Event Partner during the event
- Organisation acknowledgement and logo on marketing material, signage and PowerPoint slides relating to the Forum, highlighting level of partnership
- Organisation logo on all Women in Airports Forum electronic event flyers in the lead up to the event
- Organisation logo on the Women in Airports Forum event page and hyperlink to organisation website
- Organisation logo, profile (100 words) and contact details in the Women in Airports Forum printed program
- Partner logo to appear on all partner related signage

### **PARTNER PROMOTION**

- AAA National Conference social media material provided highlighting your organisation as the Women in Airports Forum Event Partner

### **INCLUSIONS**

- Four tickets to the Women in Airports Forum valued at \$900

### **ACCESS TO DELEGATES**

- Women in Airports delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act)



# INDUSTRY EXPO

Adelaide Convention Centre, Adelaide  
Tuesday 15 to Thursday 17 November 2022

The Industry Expo is the primary networking space for speakers, delegates, partners and exhibitors. The program will be designed to maximise the opportunity for delegates to visit the Industry Expo.

The catering breaks and coffee stations will be located within the Industry Expo. The exhibitor package includes exhibition passes which provide access to the Industry Expo, including all catering breaks, as well as the Welcome Drinks at Adelaide Oval.

The Conference sessions are not included in the exhibition passes, however, the plenary sessions are live streamed to the Knowledge Lab.

Early confirmation of your booth(s) will enable you to select your preferred space on the floor plan. Major, Gold, Silver and Bronze partners will receive prior placement subject to confirmation of partnership and availability of space at time of confirmation.



# EXHIBITION BOOTH

Investment

\$5,500 (ex GST) AAA Members

\$6,500 (ex GST) Non-Members

**LIMITED  
OPPORTUNITIES**

## EXHIBITOR INCLUSIONS

- One 3m<sup>2</sup> x 3m<sup>2</sup> booth – 2.5mH polished aluminum frame with white melamine infill panels
- Standard fascia signage – polished aluminium fascia, 300mm deep on all aisle frontages (all open aisle frontages will have a fascia sign)
- One single power outlet per stand, regardless of size (power outlet is positioned in the rear corner of the stand)
- Two LED Track spotlights per 9sqm (lights are mounted on the inside of the front fascia)
- Two chairs, one trestle table and a black tablecloth
- Listing in the Conference App including contact details and a brief description (80 words maximum) of products and services and a link to your organisation website

## EXHIBITOR PROMOTION

- Your Organisation included in the exhibitor listing in the Industry Expo Guide including contact details, company logo and product/service description
- Company logo included on the AAA National Conference website

## REGISTRATION INCLUSIONS

- Two Exhibitor Passes for days 1-3 which includes the Welcome Drinks at Adelaide Oval and all catering in the Industry Expo (does not include the conference sessions).

## REGISTRATION INCLUSIONS

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act).



# SMALL EXHIBITION BOOTH

Investment

\$3,800 (ex GST) AAA Members

\$4,800 (ex GST) Non-Members

Booths T1-T8

**LIMITED  
OPPORTUNITIES**

## EXHIBITOR INCLUSIONS

- One 2m<sup>2</sup> x 2m<sup>2</sup> booth – 2.5mH polished aluminum frame with white melamine infill panels
- One single power outlet per stand, regardless of size (power outlet is positioned in the rear corner of the stand)
- One x LED vario on arm light
- One built in counter and one bar stool
- Listing in the Conference App including contact details and company logo with link to your organisation website

## EXHIBITOR PROMOTION

- Your Organisation included in the exhibitor listing in the Industry Expo Guide including contact details and company logo
- Company logo to appear on the AAA National Conference website

## REGISTRATION INCLUSIONS

- One Exhibitor Pass for days 1-3 which includes the Welcome Drinks at Adelaide Oval and all catering in the Industry Expo (does not include the conference sessions).

## ACCESS TO DELEGATES

- AAA National Conference delegate list to be made available, as a PDF document, two weeks prior to the event, as well as a final delegate list, as a PDF document, after the event (subject to the Privacy Act).



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EXHIBITOR	BOOTH
Airport Lighting Specialists	01 & 02
VAISALA	30
Alstef Group	31 & 32
Avionics	33 & 34
Antoun	35 & 36
AVDATA	38
COLAS	39
Aviation Projects	40
HUESKER	41
Global Airspace Solutions	42
Feightquip	47 & 52
Duraveg	49
Downer	50
Avlite	53
Fulton Hogan	55 & 56
Veritas	57
Smarte Carte	58
Planned Performance	59
Lime Intelligence	60
AVCRM	61 & 62

ADB Safegate	63 & 64
UFL	65

EXHIBITOR	BOOTH
Hospitality Furniture Concepts	Connection Hub
Planned Performance	Knowledge Lab
Aerosure	Morning After Bar
GHD	Networking Lounge 2

# PARTNERSHIP AND EXHIBITION ACCEPTANCE FORM

## PARTNER DETAILS

Organisation

ABN or ACN

Booking Contact Name

Position/Title

Email

Phone

Billing Address

City

State

Postcode



# PARTNERSHIP AND EXHIBITION ACCEPTANCE FORM

## PARTNERSHIP PACKAGES

PREMIUM PARTNERSHIP OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Premium	\$45,000	<input type="checkbox"/>
Platinum	\$25,000	<input type="checkbox"/>
Gold	\$15,000	<input type="checkbox"/>
Silver	\$10,000	<input type="checkbox"/>
Bronze	\$7,500	<input type="checkbox"/>
EDUCATIONAL PARTNERSHIP OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Knowledge Lab	\$15,000	<input type="checkbox"/>
Commercial Stream	\$10,000	<input type="checkbox"/>
Regional Stream	\$10,000	<input type="checkbox"/>
Regional Airport Scholarship	\$3,500	<input type="checkbox"/>
Women in Airports Scholarship	\$3,500	<input type="checkbox"/>
Young Airport Professional Scholarship	\$3,500	<input type="checkbox"/>

# PARTNERSHIP AND EXHIBITION ACCEPTANCE FORM

## PARTNERSHIP PACKAGES

NETWORKING & CATERING OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Networking Lounge	\$13,500	<input type="checkbox"/>
Recharge Lounge	\$10,000	<input type="checkbox"/>
Coffee Station Partner	\$7,500	<input type="checkbox"/>
Connection Hub	\$7,500	<input type="checkbox"/>
Morning After Bar	\$6,500	<input type="checkbox"/>
Lunch Break	\$3,000	<input type="checkbox"/>
Morning and Afternoon Tea	\$4,500	<input type="checkbox"/>
DELEGATE REACH PARTNERSHIP OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Technology	\$10,000	<input type="checkbox"/>
Conference Registration	\$6,500	<input type="checkbox"/>
Industry Expo Guide	\$6,500	<input type="checkbox"/>
Lanyard	\$6,500	<input type="checkbox"/>
Pocket Program	\$6,500	<input type="checkbox"/>
Sustainable Water Bottle	\$6,500	<input type="checkbox"/>
Session Chair Drop	\$3,000	<input type="checkbox"/>

# PARTNERSHIP AND EXHIBITION ACCEPTANCE FORM

## PARTNERSHIP PACKAGES

NATIONAL AIRPORT INDUSTRY AWARD AND GALA DINNER OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Gala Dinner	\$16,500	<input type="checkbox"/>
Gala Dinner Table	\$3,500	<input type="checkbox"/>
National Airport Industry Innovation and Excellence Awards:	\$4,000 each	<input type="checkbox"/>
Commercial		<input type="checkbox"/>
Infrastructure		<input type="checkbox"/>
Innovation		<input type="checkbox"/>
Operations		<input type="checkbox"/>
Sustainability		<input type="checkbox"/>
ADVERTISING OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Full page advert	\$1,200	<input type="checkbox"/>
Half page advert	\$800	<input type="checkbox"/>
WOMEN IN AIRPORTS FORUM OPPORTUNITIES	INVESTMENT (EX GST)	SELECT
Major Partner	\$10,000	<input type="checkbox"/>
Event Partner	\$4,000	<input type="checkbox"/>

# PARTNERSHIP AND EXHIBITION ACCEPTANCE FORM

EXHIBITION	INVESTMENT (EX GST)	SELECT
Booth 2m x 2m (5m <sup>2</sup> ) Preferred booth number:	\$3,800 AAA Member	<input type="checkbox"/>
Booth 2m x 2m (5m <sup>2</sup> ) Preferred booth number:	\$4,800 Non-Member	<input type="checkbox"/>
Booth 3m x 3m (9m <sup>2</sup> ) Preferred booth number:	\$5,500 AAA Member	<input type="checkbox"/>
Booth 3m x 3m (9m <sup>2</sup> ) Preferred booth number:	\$6,500 Non-Member	<input type="checkbox"/>
Booth 6m x 3m (18m <sup>2</sup> ) Preferred booth number:	\$11,000 AAA Member	<input type="checkbox"/>
Booth 6m x 3m (18m <sup>2</sup> ) Preferred booth number:	\$13,000 Non-Member	<input type="checkbox"/>

Do you require a purchase order number to be visible on your invoice?

YES ☐ NO ☐ Purchase Order Number

## TOTAL

Total Amount \$

Name  Position

Organisation

Signed  Date

To confirm a partnership package and/or an exhibition booth, please return this completed acceptance form to:

Australian Airports Association  
events@airports.asn.au  
+61 2 6230 1110

On receipt of this form a tax invoice for the deposit and confirmation details will be sent. For those organisations which are partnering with the Conference, a detailed partnership agreement will also be issued.

# AAA NATIONAL CONFERENCE TERMS AND CONDITIONS

## TERMS OF PARTICIPATION

### 1. Acceptance of Terms of Participation

1.1 You agree to the Terms of Participation when you submit the Acceptance Form to us.

1.2 Each Acceptance Form you place will be a separate and binding agreement between you and us with respect to the participation in the Activity.

### 2. Acceptance Form Submission

2.1 You may submit an Acceptance Form to participate in the Activity and its Related Services by submitting the Acceptance Form to us.

2.2 When you submit an Acceptance Form you make an offer to participate in the Activity and we may accept or reject an Acceptance Form for any reason.

2.3 When you submit your Acceptance Form, you warrant that all information contained is true and correct and you have the authority to enter into this Agreement.

2.4 Your Acceptance Form is not accepted merely because:

- (a) you received a notice that we acknowledged your Acceptance Form;
- (b) you received a request to confirm your identity or other details; or
- (c) payment has been charged to the nominated credit card.

2.5 We will:

- (a) if your Acceptance Form is accepted, notify you by email that it is accepted;
- (b) if your Acceptance Form is rejected:
  - (i) notify you by email that it is rejected; and
  - (ii) refund any monies you may have paid to us, to the credit card that you paid with.

### 3. Payment

3.1 You understand the Participation Fees and the elements making up the Activity may change from time to time, and we reserve the right to amend the Participation Fees with reasonable written notice given to you.

3.2 You must pay us the Participation Fee at a time nominated and communication to you, or if no such time has been nominated, upon the placement of your Acceptance Form.

3.3 You warrant to pay the Participation Fees in accordance with the payment terms contained in the Acceptance Form, or the tax invoice given to you.

3.4 If you pay by credit card, you warrant that your credit card details are true and correct and that you are authorised to charge the relevant credit card.

3.5 You must indemnify us from and against any loss or damage we suffer in connection with a breach of warranty in sub-clause 3.3.

### 4. Postponement or Cancellation of the Activity

Postponement

4.1 We reserve the right to postpone the Activity with reasonable written notice to you.

4.2 The rights and obligations contained in this Agreement will apply to the

postponed Activity date.

4.3 Participation Fees already paid will be applied towards the Activity's newly proposed date.

4.4 Should you not be able to participate in the Activity on the postponed date, we will refund amounts equivalent to Participation Fee less the administrative and third party (if any) costs incurred associated with your inability to take part in the Activity.

### Cancellation by You

4.5 You may request to cancel your Acceptance Form and we may accept your request at our absolute sole discretion.

4.6 We cannot cancel any Acceptance Form two months from the date of Activity.

4.7 If we accept your cancellation request:

- (a) you must pay the costs we incur in cancelling your request including administrative costs and third party costs; and
- (b) we will refund amounts equivalent to Participation Fee less the costs incurred in paragraph 4.7(a).

### Cancellation by Us or the Venue

4.8 Should the Activity be cancelled by Us, we will provide you with a full refund of the Participation Fees already paid.

4.9 Should the Activity be cancelled by the Venue and the Activity is not postponed, we will provide you with a full refund of the Participation Fees already paid.

4.10 All refunds for credit cards are made only to the credit card that was used to pay the Participation Fees. We will not be responsible for credit card fees however.

4.11 To the fullest extent permitted under the law, we do not accept or provide refunds except in accordance with this clause and clauses 5.1 and 5.2.

### 5. Unavoidable Circumstances and COVID-19

5.1 In the event the Activity is postponed through no fault of us or the Venue, including but not limited to restrictions on public gatherings, border closures, lockdowns, isolation directives or otherwise from Government authorities due to Covid-19, we will act in accordance with clauses 4.1 – 4.4, inclusive.

5.2 In the event the Activity is cancelled through no fault of us or the Venue, including but not limited to restrictions on public gatherings, border closures, lockdowns, isolation directives or otherwise from Government authorities due to Covid-19, we will act in accordance with clauses 4.8 – 4.11, inclusive.

5.3 For the purpose of this clause an Unforeseeable Event means any event or cause beyond the reasonable control of a Party and includes:

- (a) strikes and/or lockouts (whether of their own employees or those of others and whether or not the party against whom such action is taken could have avoided the same by acceding to the demands of the employees responsible for such action);
- (b) acts of God, war, fire, flood, embargo or litigation;
- (c) government directives or restrictions;
- (d) epidemics; pandemics (including but not limited to COVID-19); or

(e) acts of government or any agency instrumentality or any political subdivision thereof.

5.4 No Party will be liable or deemed liable to the other party for any failure or delay in meeting any obligation due to an Unforeseeable Event.

5.5 Any Party Suffering an Unforeseeable Event will:

- (a) be allowed additional time to perform its obligations under this Agreement equal to the period or periods (as the case may be) for which the Unforeseeable Event has delayed that Party's performance of its obligations;
- (b) use its best endeavours to avoid or remove such causes of non-performance; and
- (c) continue to perform its obligations with the utmost despatch as soon as such causes have been removed.

5.6 Nothing in this clause will be construed as requiring the affected Party to settle any industrial dispute.

### 6. Related Services, Marketing Materials & Venue

#### Networking Functions

6.1 No refunds on networking tickets will be provided should you cancel your participation in the Activity in less than 72 hours prior to the Activity.

#### Marketing Materials

6.2 For the purpose of this clause, **Marketing Materials**, include but is not limited to; artwork, logos, advertisements, static displays, satchel inserts, print media, goods for bags.

6.3 We will provide you with the requirements for Marketing Materials should we accept your Acceptance Form.

6.4 You warrant to provide us with your Marketing Materials in the format and specifications nominated by us by the due date communicated to you.

6.5 Should you fail to abide by clause 6.3, the Marketing Materials use for the intended purpose cannot be guaranteed and you warrant to hold us harmless and not bring a claim in relation to same. You understand that in this event, the value of those entitlements will not be refunded to you.

6.6 You accept all risk should the Marketing Materials provided not be in accordance with the format and specifications required. You acknowledge that the Marketing Materials may not be clearly presented and you warrant to hold us harmless and not bring a claim for your failure to abide by clause 6.3.

#### Venue

6.7 You understand floorplans and associated materials must be submitted to the Venue for their approval.

6.8 We will communicate the Venue's requirements and what is required from you in order for us to provide same to the Venue.

6.9 You agree and consent to adhering to the rules, guidelines and recommendations set by the Venue during your participation in the Activity.

### 7. Images & Videos from the Activity

7.1 By submitting the Acceptance Form you and your nominated delegate(s) understand you may feature in images and videos taken during the Activity (Content).



# AAA NATIONAL CONFERENCE TERMS AND CONDITIONS

7.2 You consent, in perpetuity, to the Content being in the public arena, including but not limited to television, social media platforms, print media and electronic media and billboards (Mediums).

7.3 You and your nominated delegate(s) acknowledge that they will not be given the opportunity to receive, inspect or approve, the Content.

7.4 We own, in perpetuity, all rights and interests in any intellectual property (including copyright in any document, or ownership of any, invention, design, or trademark) that is created in the course of or in relation to the Content.

7.5 By entering into this Agreement, you and your nominated delegate(s) consent to and give permission to us and our third parties to utilise the Content which may depict, record or refer to you including commercial use by us and/or our contractors, in perpetuity.

## 8. Privacy Policy

8.1 We securely store and handle your private information. Please visit our Website to view our Privacy Policy.

## Delegate Lists

8.2 We will distribute a delegate list the week prior to the Activity via email and to the partners before and after the Activity.

8.3 You may opt out of these lists should you wish not to have your details provided by way of delegate lists or other communications to the conference partners by contacting us.

## 9. Warranties and Guarantees

9.1 To the full extent permitted by law, we exclude all representations, warranties or terms (whether express or implied) not otherwise specified in these terms.

## Implied Terms

9.2 This Agreement includes, by implication, only those warranties, conditions and terms that:

- (a) law or legislation implies into this Agreement; and
- (b) law or legislation prohibits the parties from modifying, excluding or contracting away.

## 10. Limitation of Liability

10.1 To the fullest extent permitted by law, we are not liable in any way for indirect, special or consequential Liability.

10.2 To the fullest extent permitted by law, our Liability to you for your participation in the Activity is limited to the amount of the Participation Fee you have paid.

10.3 To the fullest extent permitted by law, our Liability for any breach of any condition, warranty or guarantee (including any condition, warranty or guarantee implied under sub-clause 9.2) is, at our discretion, limited to the lesser of:

- (a) re-supplying services;
- (b) the reasonable costs of re-supplying the services; or
- (c) refunding the portion of the Participation Fee that you have paid to us in respect of any services.

10.4 Nothing in this agreement will exclude or limit our ability in respect of any:

- (a) death or personal injury caused by our negligence;
- (b) fraud or fraudulent misrepresentation on the part of us;
- (c) matter which it would be illegal or unlawful for us to exclude or limit, or attempt to or purport to exclude or limit, its liability.

## 11. Insurance

11.1 You agree to effect and maintain public liability insurance and any other reasonably requested insurance for all of your obligations under this Agreement and your participation in the Activity.

## 12. Indemnity

12.1 You indemnify us against all losses, Claims, Liabilities and expenses arising out of or in connection with:

- (a) any change to the Activity or Related Services due to COVID-19 and/or any associated Government restriction/mandates/guidelines;
- (b) your participation in the Activity contrary to any of our instructions or directions; and
- (c) a breach of this Agreement by you or your employees, agents or subcontractors.

## 13. Survival of Certain Terms

13.1 The terms of this Agreement which are capable of having effect after this Agreement ends continue to have full effect, including clauses in relation to:

- (a) protection of intellectual property;
- (b) post-agreement restraints; and
- (c) guarantees, warranties, indemnities and limitation of liability.

## 14. Interpretation

14.1 In this Agreement, unless the contrary intention appears:

- (a) a reference to this Agreement or any instrument includes any variation or replacement of any of them;
- (b) a reference to a person includes a body corporate, joint venture, association, government body, firm and any other entity;
- (c) a reference to legislation includes any amendments to it, any legislation substituted for it, and any subordinate legislation made under it;
- (d) the singular includes the plural and vice versa;
- (e) words of one gender include any gender;
- (f) headings do not affect the interpretation of this Agreement;
- (g) reference to a Party includes that Party's personal representatives, successors and permitted assigns;
- (h) reference to a thing (including a right) includes a part of that thing;
- (i) if a Party comprises two or more persons:
- (i) reference to a Party means each of the persons individually and any two or more of them jointly;

(ii) a promise by that Party binds each of them individually and all of them jointly;

(iii) a right given to that Party is given to each of them individually; and

(iv) a representative, warranty or undertaking by that Party is made by each of them individually;

(j) a provision must not be construed against a Party only because that Party prepared it;

(k) a provision must be read down to the extent necessary to be valid and if it cannot be read down to that extent, it must be severed;

(l) if a thing is to be done on a day which is not a Business Day, it must be done on the Business Day before that day;

(m) another grammatical form of a defined expression has a corresponding meaning;

(n) the word "include" is used without any limitation;

(o) the rights, duties and remedies in this Agreement operate to the extent that they are not excluded by law; and

(p) examples are descriptive only and not exhaustive.

## 15. Definitions

15.1 Unless the context otherwise requires:

(a) **Acceptance Form** means the acceptance form (including but not limited to any electronic or paper Acceptance Form form) or email request you complete and lodge with us for the participation in the Activity.

(b) **Activity** means the Australian Airports Association's National Conference 2021.

(c) **Agreement** means these Terms of Participation and any schedules and annexures to it, as amended and substituted from time to time.

(d) **Business Day** means a day except a Saturday or Sunday or other public holiday.

(e) **Claim** means any claim, suit, action, demand, or right.

(f) **Consequential Loss** includes all forms of indirect loss including loss of revenue, loss of profits, failure to recognise profits or savings and any other commercial and economic loss, howsoever caused.

(g) **Liability** means responsibility for any loss (either direct or indirect), damage, or expense and includes liability for Consequential Loss.

(h) **Party/ies** means a person(s) or entity/ies who executes this Agreement.

(i) **Participation Fees** means the amount specified on your Registration Form.

(j) **Related Services** means any services performed in supplying the Activity.

(k) **Venue** means the location of the Activity and/or the Related Services.

(l) **We** (with capitals or not) means the Australian Airports Association Limited or any organisation involved in the registration of participants for the Activity and the words "us" and "our" have corresponding meanings.

(m) **Website** means <https://airportsconference.asn.au/>

(n) **You** (with capitals or not) means the participant in the Activity who submits an Acceptance Form with us and the words "your" and "yours" have the corresponding meaning.



# AUSTRALIAN AIRPORTS ASSOCIATION

AUSTRALIAN AIRPORTS ASSOCIATION (AAA)  
Level 1, 55 Blackall Street, Canberra, ACT 2600

[www.airportsconference.asn.au](http://www.airportsconference.asn.au)



australian-airports-association



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