



YOUR INVITATION TO SPONSOR

PROGRESS, GROWTH & INVESTMENT

**DEVELOPING NORTHERN AUSTRALIA CONFERENCE
THURSDAY 11 - FRIDAY 12 JULY 2019
CITY OF KARRATHA, WA**

NORTHAUST.ORG.AU

#DEVNTH

5TH YEAR =

10 Program Advisory Committee Members
+ 9 Industry Champion Keynotes + Over
45 industry leading Speakers + Poster
Presentations + Networking Opportunities

OUR COMMITMENT TO DEVELOPING NORTHERN AUSTRALIA IS:

Information exchange + research + best
practice outcomes + collaboration case
studies =

Education for professionals and products,
services and delivery models

Provide an innovative & collaborative platform
to participate, compare & share

Changes, amendments and initiatives at
local, state and federal levels of policy and
governance

Contribute to business initiatives, best
practice, environmental impact, job security,
innovation & translatable skills





DEVELOPING NORTHERN AUSTRALIA CONFERENCE
11 - 12 JULY 2019
CITY OF KARRATHA, WA

**MINISTERS, COUNCILLORS, MAYORS, CHAIRMEN,
 CHIEF EXECUTIVE OFFICERS, DIRECTORS, GENERAL
 MANAGERS, BRANCH HEADS, DEVELOPMENT
 MANAGERS, ECONOMISTS, CONSULTANTS, CORPORATE
 AFFAIRS MANAGER, VICE CHANCELLORS, GEOLOGISTS,
 GEOSCIENTISTS, ENGINEERS, RESEARCHERS AND MANY
 MORE!**

OUR DELEGATES ARE

PREVIOUS HOST VENUES

2015	Townsville
2016	Darwin
2017	Cairns
2018	Alice Springs

OUR REACH IS

54,700

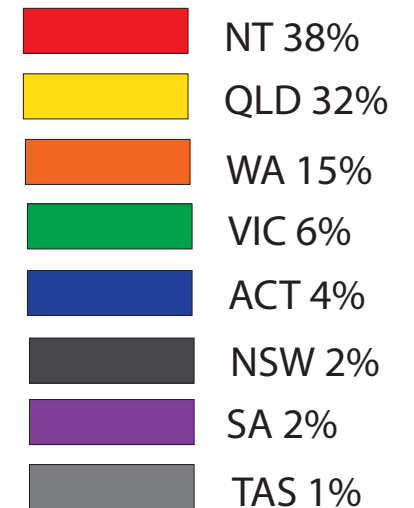
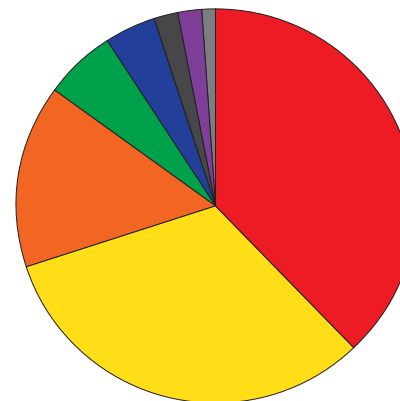
Email Subscribers

8,200

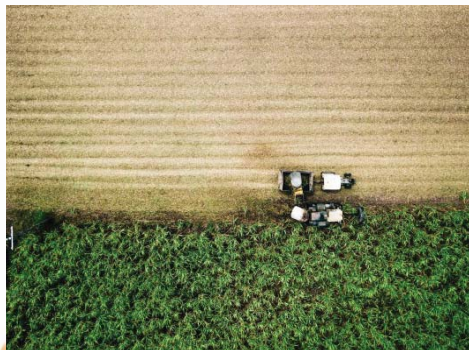
Social Media Followers

350+

Delegates



FOOD AND AGRIBUSINESS



WORKFORCE



LAND AND WATER



BUSINESS OPPORTUNITIES AND INNOVATION



INFRASTRUCTURE



RESOURCES AND ENERGY



HEALTHCARE, MEDICAL RESEARCH AND AGED CARE



POLICY AND GOVERNANCE



TOURISM AND HOSPITALITY

INTERNATIONAL EDUCATION

DEVELOPING NORTHERN AUSTRALIA CONFERENCE**11 - 12 JULY 2019****CITY OF KARRATHA, WA****THIS IS YOUR INVITATION TO PARTICIPATE AS A:****MAJOR PARTNER**

AS A CONFERENCE MAJOR PARTNER, YOU WILL HAVE THE MOST PROMINENT POSITIONING BEFORE, DURING AND AFTER THE CONFERENCE. MAJOR PARTNER PACKAGES ARE FULLY CUSTOMISED TO SUIT YOUR NEEDS AND REQUIREMENTS. LET ME KNOW WHAT OUTCOMES YOU REQUIRE AND I WILL DEVELOP A PACKAGE THAT WILL DELIVER YOU THE BEST RETURN ON YOUR INVESTMENT.

SPONSORING

AS A CONFERENCE PARTNER, YOU BUILD BRAND AWARENESS THROUGHOUT THE MARKETING LIFE-CYCLE AND HAVE PROMINENT POSITIONING AT THE CONFERENCE ITSELF. PARTNER PACKAGES COME IN A VARIETY OF SHAPES AND SIZES. LET US WORK WITH YOU ON DEVELOPING THE PACKAGE THAT DELIVERS YOU THE BEST RETURN ON YOUR INVESTMENT.

NETWORKING

SPONSORING A NETWORKING FUNCTION SUCH AS LUNCHEON, COCKTAIL OR REFRESHMENT FUNCTION IS A GREAT WAY TO ENGAGE WITH THE AUDIENCE. YOU WILL GET THE OPPORTUNITY TO PROVIDE A SHORT PRESENTATION BEFORE, OR AT THE COMMENCEMENT OF THE RELEVANT BREAK AND HAVE A NUMBER OF YOUR TEAM MEMBERS THERE TO MAXIMIZE THE NETWORKING OPPORTUNITIES.

EXHIBITING

THIS IS WHERE YOU CAN BUILD YOUR DIRECT SALES PIPELINE. YOUR EXHIBITION STAND PROVIDES YOU THE PLATFORM FROM WHICH TO MEET AND ENGAGE WITH SENIOR DECISION MAKERS, TO EITHER CONFIRM RELATIONSHIPS WITH EXISTING CUSTOMERS OR PROSPECTS, OR DEVELOP NEW ONES.

SOMETHING DIFFERENT?

PERHAPS YOU MIGHT LIKE TO TRY SOMETHING DIFFERENT TO ENGAGE WITH ATTENDEES? SPONSORING A BARISTA OR JUICE BAR FOR INSTANCE ALWAYS DRIVES STRONG ENGAGEMENT. PLEASE FEEL FREE TO DISCUSS IDEAS WITH US AND WE WILL WORK WITH YOU TO CREATE AN OPPORTUNITY THAT DELIVERS THE RESULT YOU WANT.

"We have been partners from the beginning! This Conference continually is so diverse in nature and unique in content. It is a great way to promote, share and connect with our target market."

PARTNER 2016 & 2017

"From a sponsorship point of view, engagement and promotion of our products and services is integral to investment. We found 2018 very rewarding."

EXHIBITOR 2018

CONFERENCE PLATINUM PARTNER (3 positions only) \$25,000 + GST

PRE-CONFERENCE BENEFITS

- Recognition as a Platinum Partner with name and logo in prime position on the conference website, linked to the partners website and in the conference handbook
- Up to 200 words of copy on the conference website and handbook promoting your organisations products or services
- Recognition as a Platinum Partner on all pre-conference marketing

BENEFITS DURING THE CONFERENCE

- A Full speaker session (either keynote or concurrent, subject to program availability) – the content of which to be agreed with the conference committee
- Three (3) complimentary conference delegate registrations to attend all sessions and networking functions
- Two (2) x tickets for your own staff to man your exhibition stand – includes attendance at functions (dinner at extra cost), but not sessions
- Two (2) dressed trestle tables in the main networking area. As a Platinum Partner you will receive choice of premium position
- Recognition as a Platinum Partner with name & logo in prime position on the final conference program
- Your organisations banners strategically placed in the main conference room and at the registration desk
- Acknowledgement as Platinum Partner on holding slides played throughout the conference in main session room

POST-CONFERENCE BENEFITS

- Acknowledgement as a Platinum Partner in post-conference communications to delegates for evaluation and presentation downloads
- Acknowledgement as a Platinum Partner on the conference resource centre where delegates download presentations
- Acknowledgement as a Platinum Partner on any post-conference reports



CONFERENCE GOLD PARTNER (3 positions only) \$16,000 + GST

PRE-CONFERENCE BENEFITS

- Recognition as a Gold Partner with name & logo in prime position on the conference website, linked to the partners website and in the Conference handbook
- Recognition as a Gold Partner with name & logo in prime position on the conference handbook
- Up to 100 words of copy on the conference website and handbook promoting your organisations products or services
- Recognition as a Gold Partner on all pre-conference marketing

BENEFITS DURING THE CONFERENCE

- Two (2) complimentary conference delegate registrations to attend all sessions and networking functions
- One (1) dressed trestle table in the main networking area. As a Gold Partner you will receive choice of preferred position
- Two (2) x tickets for your own staff to man your exhibition stand – includes attendance at functions (dinner at extra cost), but not sessions
- Recognition as a Gold Partner with name & logo in prime position on the final conference program
- Your organisations banners strategically placed in the main conference room and at the registration desk
- Acknowledgement as Gold Partner on holding slides played throughout the conference in main session room

POST-CONFERENCE BENEFITS

- Acknowledgement as Gold Partner in post-conference communications to delegates for evaluation and presentation downloads
- Acknowledgement as Gold Partner on the conference resource centre where delegates download presentations
- Acknowledgement as Gold Partner on any post-conference reports



CONFERENCE SILVER PARTNER \$11,000 + GST (3 positions only)

PRE-CONFERENCE BENEFITS

- Recognition as a Silver Partner with name & logo in prime position on the conference website, linked to the partners website and in the conference handbook
- Up to 100 words of copy on the conference website and handbook promoting your organisations products or services
- Recognition as a Silver Partner on all pre-conference marketing

BENEFITS DURING THE CONFERENCE

- One (1) complimentary conference delegate registration to attend all sessions and networking functions
- One (1) dressed trestle table in the main networking area
- Two (2) x tickets for your own staff to man your exhibition stand – includes attendance at functions (dinner at extra cost), but not sessions
- Recognition as a Silver Partner with name & logo on the final conference program
- Your organisations banners strategically placed in the main conference room and at the registration desk

POST-CONFERENCE BENEFITS

- Acknowledgement as a Silver Partner in post-conference communications to delegates for evaluation and presentation downloads
- Acknowledgement as a Silver Partner on the conference resource centre where delegates download presentations
- Acknowledgement as a Silver Partner on any post-conference reports



EXHIBITION**EXHIBITOR PACKAGE - (LIMITED POSITIONS AVAILABLE)****PRE-CONFERENCE BENEFITS**

- Recognition as an Exhibitor with name & logo positioned on exhibitors of website, linked to the exhibitors website and in the conference handbook
- Up to 50 words of copy on the conference website and handbook promoting your organisations products or services

BENEFITS DURING THE CONFERENCE

- One (1) complimentary conference delegate registration to attend all sessions and networking functions
- Two (2) x tickets for your own staff to man your exhibition stand – includes attendance at functions (dinner at extra cost), but not sessions
- One (1) dressed trestle table in the main networking area

POST-CONFERENCE BENEFITS

Acknowledgement as an Exhibitor in post-conference communications to delegates for evaluation and presentation downloads

INVESTMENT: \$3,000 + GST

SPONSORSHIP**KEYNOTE SPEAKER (LIMITED POSITIONS AVAILABLE)**

Have your company associated with a leader in the industry, by meeting the expenses of one of our Keynote Speakers.

- Naming rights to one Keynote Speaker with recognition in the Conference Program
- Company logo to appear next to Keynote Speaker profile (Handbook and website)
- Recognition with 50 word corporate bio in the Handbook and website
- Prominent display of signage in the main plenary room
- Opportunity for your organisation representative to Chair the Keynote Session
- One full registration to the Conference for your organisation representatives
- Quarter page advertisement to be included in the Handbook (Sponsor to provide artwork)

INVESTMENT: \$4,000 + GST

SPONSORSHIP**CONCURRENT SESSION (LIMITED POSITIONS AVAILABLE)**

The Program is the main focus for all delegates leading to high company exposure as a Concurrent Session Sponsor.

- Naming rights to one Concurrent Session with recognition in the Program
- Recognition with a 50 word corporate bio and logo in the handbook and website
- Company logo displayed on the title slides of the Sponsored Session
- Prominent display of signage in the room
- Opportunity for your organisation representative to Chair the Sponsored Session
- One full registration to the Conference for your organisation representatives
- Quarter page advertisement to be included in the Handbook (Sponsor to provide artwork)

INVESTMENT: \$2,500 + GST

SPONSORSHIP

FAREWELL NETWORKING FUNCTION SPONSOR (MAX 1 POSITION AVAILABLE)

The function will be held immediately after the closing ceremony on Friday 12th July. The Farewell Cocktails provide delegates and exhibitors the opportunity to enjoy a relaxed atmosphere in close proximity to the final session and meet with new found contacts in the industry. This sponsorship lifts your brand to be front and centre at the final delegate experience.

PRE-CONFERENCE BENEFITS

- Recognition as the Farewell Networking Sponsor with name & logo in prime position on the conference website, linked to sponsor's website and in the conference handbook
- Up to 100 words of copy on the conference website and handbook promoting your organisations products or services
- Recognition as the Farewell Networking Sponsor on all pre-conference marketing

BENEFITS DURING THE CONFERENCE

- Opportunity to provide a short speech to delegates at the close of the conference, telling attendees a little about your organisation and thanking them for joining you and your team for drinks and canapes before heading home
- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)

- Five (5) additional passes for your team to attend the Farewell Function for networking purposes
- Recognition as the Farewell Networking Sponsor with name & logo in prime position in the final conference program
- Your organisations banners strategically placed in the main networking area where the Farewell Function will be held
- Acknowledgement as the Farewell Function Sponsor on holding slides played throughout the conference in main session room

POST-CONFERENCE BENEFITS

Acknowledgement as the Farewell Function Sponsor in post-conference communications to delegates for evaluation and presentation downloads

INVESTMENT: \$7,500 + GST



SPONSORSHIP

LUNCHEON NETWORKING SPONSOR (MAX 2 POSITIONS AVAILABLE) PRE-CONFERENCE BENEFITS

- Recognition as a Luncheon Sponsor with name & logo in prime position on the conference website, linked to sponsor's website and in the conference handbook
- Up to 100 words of copy on the conference website and handbook promoting your organisations products or services
- Recognition as a Luncheon Sponsor on all pre-conference marketing

BENEFITS DURING THE CONFERENCE

- Opportunity to provide a short speech to delegates before the lunch break or during the Luncheon Function, telling attendees a little about your organisation and inviting them to join you and your team for lunch
- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)
- Five (5) additional passes for your team to attend the lunch for networking purposes
- Recognition as the Luncheon Sponsor with name & logo in prime position on the final conference program
- Your organisations banners strategically placed in the main networking area where the lunch function will be held
- Acknowledgement as Luncheon Sponsor on holding slides played throughout the conference in main session room

POST-CONFERENCE BENEFITS

Acknowledgement as Luncheon Sponsor in post-conference communications to delegates for evaluation and presentation downloads

INVESTMENT: \$5,000 + GST



SPONSORSHIP

REFRESHMENT BREAK NETWORKING SPONSOR (MAX 4 AVAILABLE – 2 MORNING & 2 AFTERNOON) PRE-CONFERENCE BENEFITS

- Recognition as a Refreshment Break Sponsor with name & logo in prime position on the conference website, linked to sponsor's website and in the conference handbook
- Up to 100 words of copy on the conference website and handbook promoting your organisations products or services
- Recognition as a Refreshment Break Sponsor on all pre-conference marketing

BENEFITS DURING THE CONFERENCE

- Opportunity to provide a short speech to delegates before or during the refreshment break, telling attendees a little about your organisation and inviting them to join you and your team during the break
- Two (2) complimentary conference delegate registrations to attend all sessions and networking functions (dinner at extra cost)
- Two (2) additional passes for your team to attend the refreshment break for networking purposes
- Recognition as a refreshment break sponsor with name & logo in prime position on the final conference program
- Your organisations banners strategically placed in the main networking area where the refreshment break will be held
- Acknowledgement as a refreshment break sponsor on holding slides played throughout the conference in main session room

POST-CONFERENCE BENEFITS

- Acknowledgement as a Refreshment Break Sponsor in post-conference communications to delegates for evaluation and presentation downloads

INVESTMENT: \$3,000 + GST

SACHEL BAG SPONSOR (MAX 1 AVAILABLE)

- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)
- Recognition as the Satchel Sponsor with your own branding on the conference satchels (design and style subject to approval from the organising committee & association)
- Your organisations printed collateral distributed to delegates in the satchels

INVESTMENT: \$3,000 + GST (+ COST OF SACHELS/BAGS)

LANYARD SPONSOR (MAX 1 AVAILABLE)

- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)
- Recognition as the Lanyard Sponsor with your own branding on the conference Lanyards

INVESTMENT: \$5,000 + GST (+COST OF LANYARDS)

BARISTA (MAX 1 AVAILABLE)

The Coffee Station Sponsor is one of the most sought after packages we have on offer so get in quick! This premium opportunity will feature a coffee machine with a barista and branded coffee cups plus additional marketing and branding exposure for your product or service. The coffee station draws people to you, allowing for continual interaction with delegates throughout the conference.

- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)
- Recognition as the Coffee Station Sponsor

INVESTMENT: \$5,000 + GST
(+ COST OF COFFEE & BRANDED CUPS)

WATER BOTTLES SPONSOR (MAX 1 AVAILABLE)

Help delegates to stay refreshed by becoming the water bottle sponsor

- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)
- Recognition as the Water Bottle Sponsor with your own branding on the conference Water Bottles

INVESTMENT: \$3,000 + GST
(+ COST OF WATER BOTTLES)

CONFERENCE APP SPONSOR (MAX 1 AVAILABLE)

Mobile devices, with thanks to the digital world, provide people with the opportunity to receive the latest information instantly. Attendees will rely on the App as their 'go-to' source for everything conference related. It provides users the opportunity to interact, and keep up to date on all of the conference content. As the Conference App Sponsor, your logo featured on all App-related promotional materials as well as within the App itself, increasing your reach to delegates through their personal devices

- One (1) complimentary conference delegate registration to attend all sessions and networking functions (dinner at extra cost)
- Recognition as the Conference App Sponsor with your logo on the conference App

INVESTMENT: \$3,000 + GST

CONFERENCE ADVERTISING

Full page advertisement	\$990 + GST
Half page advertisement	\$550 + GST

CUSTOMISED PACKAGES

We are open to discussion on how we can work together on achieving your marketing goals and objectives. We want you to connect and engage with our community.

PARTNERSHIPS

- | | |
|---|---|
| <input type="checkbox"/> Conference Platinum Partner | \$25, 000 + GST |
| <input type="checkbox"/> Conference Gold Partner | \$16, 000 + GST |
| <input type="checkbox"/> Conference Silver Partner | \$11, 000 + GST |
|
 | |
| <input type="checkbox"/> Exhibitor Package | \$ 3, 000 + GST |
| <input type="checkbox"/> Keynote Speaker Sponsor | \$ 4, 000 + GST |
| <input type="checkbox"/> Concurrent Speaker Sponsor | \$ 2, 500 + GST |
|
 | |
| <input type="checkbox"/> Cocktail Networking Function Sponsor | \$ 7, 500 + GST |
| <input type="checkbox"/> Luncheon Networking Sponsor | \$ 5, 000 + GST |
| <input type="checkbox"/> Refreshment Break Networking Sponsor | \$ 3, 000 + GST |
| <input type="checkbox"/> Satchel Bag Sponsor | \$ 3, 000 + GST |
| <input type="checkbox"/> Landyard Sponsor | \$ 5, 000 + GST |
| <input type="checkbox"/> Barista Sponsor | \$ 5, 000 + GST (+ Cost of Coffee & Branded Cups) |
| <input type="checkbox"/> Water Bottles Sponsor | \$ 3, 000 + GST (+ Cost of Water Bottles) |
| <input type="checkbox"/> Conference APP Sponsor | \$ 3, 000 + GST |

Organisation _____
 Position _____
 Phone _____
 Email _____

Contact name _____
 Mailing address _____
 Mobile _____

I/We agree to comply with the terms and conditions and all provisions of the partners and exhibitors contractual obligations all of which I/we acknowledge, have read and understood.

Signature _____
 Date _____

PLEASE FORWARD YOUR COMPLETED FORM TO:

Business Partnerships Manager, Developing Northern Australia Conference
 PO Box 29, Nerang QLD 4211 | Phone (07) 5502 2068
 Email partnerships@sustainability.asn.au

Terms & Conditions: Confirmation of partnership, exhibition space or advertising is conditional upon this form being completed and full payment received. A tax invoice will be issued for this amount and must be paid within 14 days, this payment is non-refundable should the booking be cancelled.

The organisers reserve the right to reassign any advertising or exhibitor space if these conditions are not fulfilled. Allocation of the trade displays will be at the discretion of the organisers. All prices quoted are in AUD and exclusive of GST.

CONFERENCE ADVERTISING

- | | |
|--|-------------|
| <input type="checkbox"/> Full Page Advertisement | \$990 + GST |
| <input type="checkbox"/> Half Page Advertisement | \$550 + GST |

2019 DEVELOPING NORTHERN AUSTRALIA CONFERENCE

BUSINESS PARTNERSHIPS MANAGER

NIGEL PRETTY

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CONFERENCE SECRETARIAT

JULIA DONAT

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YOUR CONTACTS ARE



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[nataliecburns](https://www.linkedin.com/company/nataliecburns)



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<https://northaust.org.au>