

FIA

Fundraising
Institute
Australia

The Professional Body for Australian Fundraising

43rd FIA FUNDRAISING CONFERENCE

SPONSORSHIP & EXHIBITION PROSPECTUS

26-28 February 2020

BRISBANE CONVENTION
& EXHIBITION CENTRE

www.fiaconference.org.au



Welcome

ON BEHALF OF FIA, I'D LIKE TO EXTEND AN INVITATION TO PARTICIPATE IN THE 43RD ANNUAL CONFERENCE OF FUNDRAISING INSTITUTE AUSTRALIA (FIA), TO BE HELD AT BRISBANE'S CONVENTION AND EXHIBITION CENTRE, FROM 26-28 FEBRUARY 2020.

FIA Conference is the largest event in the Southern Hemisphere devoted to professional fundraising and attracts a diverse and highly-engaged audience.



Our conference is an integral part of FIA's professional development program. The conference program gives fundraisers access to the latest strategies and fundraising techniques, trends and ideas. It also provides an opportunity to examine the future direction and sustainability of the sector. Presenters at FIA's conference are highly respected in their field of expertise and play a vital role in helping to further develop the profession by sharing their ideas, successes and lessons learned.

Why should you get involved as a supporter?

FIA Conference is the perfect place to promote products and services – including launching new ones, share information and network with peers. Your involvement as a sponsor or exhibitor allows you to connect and engage with 750+ fundraising professionals, CEOs and influential decision-makers from a wide variety of organisations that are relevant to your target market.

Brisbane is the ideal location to participate in our conference, with its robust infrastructure, excellent conference and exhibition centre, and must-see attractions. Renowned for its sub-tropical climate, Brisbane is a compact and walkable city, providing delegates with a great experience and access to beautiful beaches, rainforests, great restaurants and opportunities to forge sector alliances and business networks.

I appreciate your consideration of support for our 2020 conference and look forward to the opportunity to develop a mutually beneficial partnership. Please take a few minutes to review our sponsorship and exhibition prospectus; there are sponsorship, exhibition and marketing opportunities to meet most needs and budgets.

I look forward to your involvement in the best conference of the year.

Katherine Raskob
Chief Executive Officer

ABOUT FUNDRAISING INSTITUTE AUSTRALIA

Fundraising Institute Australia (FIA) is the national peak body representing professional fundraising in Australia.

Established in 1968, we are passionate about fundraising excellence. We champion and facilitate best practice, with our Code for ethical fundraising and through professional development, networking and advocacy for all our members.

We do this by:

- Consulting with government, influencers and the community to set best practice standards and advance professional fundraising
- Developing and maintaining a self-regulatory regime
- Providing professional development that gives members the tools, processes, training, and sector updates needed to fundraise with confidence
- Maintaining and making available the most comprehensive set of resources to support the professional fundraising journey

Our network of more than 200 volunteers across Australia helps us service our members through their expertise, advice and oversight.

FIA MEMBER PRICING

To offer further value to FIA members, a member pricing structure has been introduced for the 2020 conference; FIA members get preferred pricing.

To join or renew your FIA Membership please call 1300 889 670 or email members@fia.org.au



About the Conference

WHY YOU SHOULD PARTICIPATE

- Supporting the FIA Conference 2020 shows your commitment to the fundraising sector and your alignment to the peak body representing fundraisers in Australia
- It will be the largest gathering of professional fundraisers in the southern hemisphere.
- You will be able to access your target audience all under the one roof at the one time.
- The FIA Conference provides the perfect platform to launch or demonstrate products or services to your target audience in a captive environment.
- It is an opportunity to meet and network with other organisations in the sector and build strong industry networks.
- You will have the opportunity to introduce new personnel to existing clients.
- Attendees will be keen to learn and receptive to new ideas.
- Provides an opportunity for some one-on-one market research through discussions with attendees and other organisations.

EXPECTED ATTENDANCE

750+ delegates

100+ speakers

50+ exhibiting organisations

20-30 delegates expected to attend each of the Masterclasses held on Wednesday 26 February

100+ exhibition only visitors

“For Australian fundraising professionals, the FIA conference is the best place to make the connections and learn the skills that will keep your career building and your beneficiaries well served.”

BEN HOLGATE, PLAN INTERNATIONAL

LOCATION

Brisbane Convention & Exhibition Centre (BCEC) is located in the unique riverside cultural and lifestyle precinct at South Bank. With more than 70 cafes and restaurants and stylish shops, South Bank is an inner city oasis with green spaces, riverfront parkland, rainforest pockets and Australia's only city-based sand and swimming beach.

Brisbane Convention & Exhibition Centre
Cnr Merivale and Glenelg Streets
South Bank, Brisbane, Queensland
www.bcec.com.au

SCHEDULE

WEDNESDAY 26 FEBRUARY 2020

9.00-3.00pm	Masterclasses
10.00-1.00pm	Exhibitor bump-in (time to be confirmed)
2.00pm	Exhibition Opens
3.00-4.00pm	Afternoon Tea in Exhibition
4.00-6.00pm	Opening Plenary Session
6.15-8.15pm	Official Welcome reception in Exhibition
TBC	Fellow & First-time attendee's reception
TBC	Emerging Leaders Networking Drinks

THURSDAY 27 FEBRUARY 2020

7.15-8.00am	Breakfast in exhibition
8.00-5.00pm	Sessions (all breaks in exhibition)
6.30pm	Gala Awards Dinner

FRIDAY 28 FEBRUARY 2020

7.30-8.30am	Breakfast in exhibition
8.30-4.30pm	Sessions (all breaks in exhibition)
2.15pm	Exhibitor bump-out (time to be confirmed)
4.30pm	Farewell Drinks

Times above are subject to change:

Who you will meet at the conference

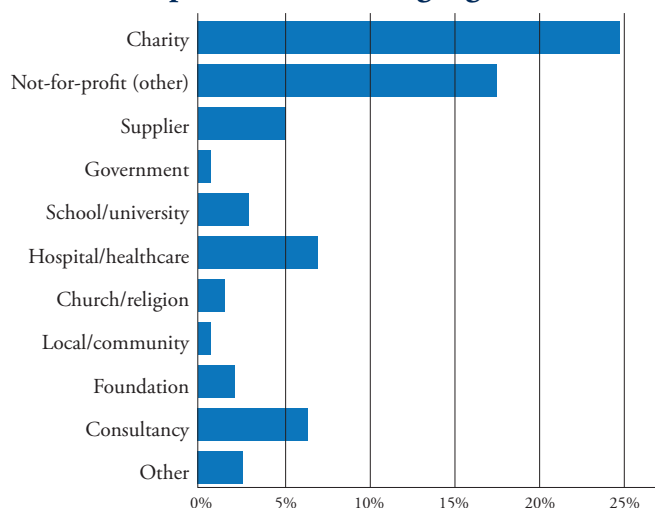
Delegates represent a wide range of national and local charities and not-for-profit organisations from around the country.

Registrations per state:

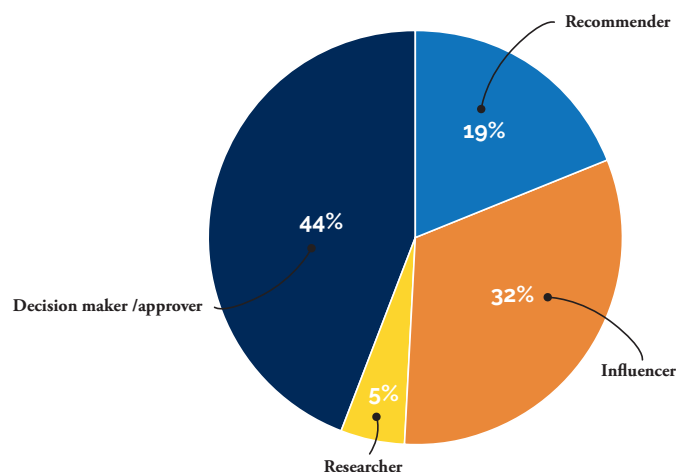
	Gold Coast 2012	Sydney 2013	Melb 2014	Brisbane 2015	Melb 2016	Gold Coast 2017	Sydney 2018	Melb 2019
	% of delegates	% of delegates	% of delegates	% of delegates	% of delegates	% of delegates	% of delegates	% of delegates
ACT	2%	2%	3%	1%	2%	1%	2%	1%
NSW	35%	48%	26%	25%	27%	35%	61%	35%
NT	0%	0%	0%	1%	1%	0.5%	0.5%	0.5%
QLD	34%	16%	14%	43%	14%	30%	11%	12%
SA	2%	4%	3%	3%	4%	3%	3%	2%
TAS	0.4%	1%	2%	1%	1%	0.5%	0.5%	1%
VIC	20%	20%	45%	15%	44%	21%	17%	43%
WA	4%	4%	4%	3%	5%	4%	3%	4%
NZ	2%	3%	2%	1%	2%	1%	1%	0.5%
International	1%	2%	1%	1%	1%	2%	2%	2%
Total Delegates*	689	608	777	773	803	762	825	820

**Total excludes exhibitors, staff and volunteers*

Attendees represent the following organisations:



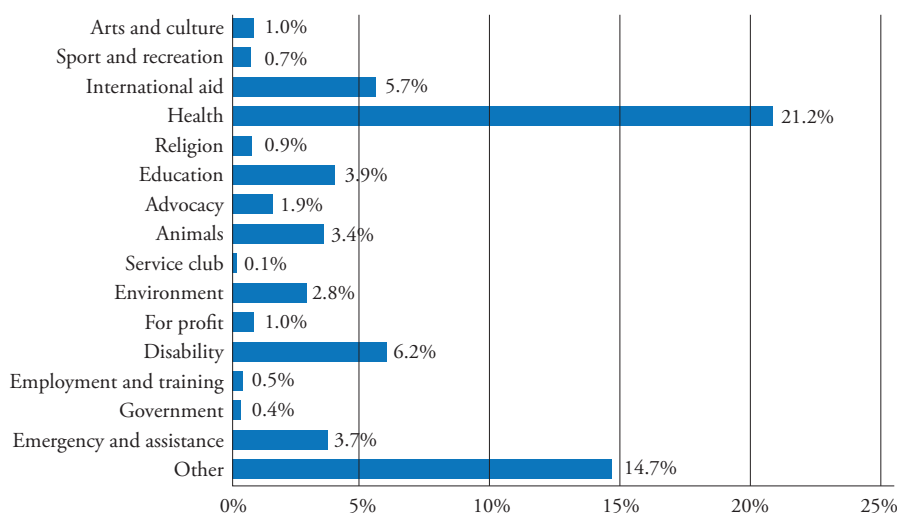
Attendees' role in the decision-making process:



ATTENDEES HAVE AN AVERAGE OF 9.43 YEARS PROFESSIONAL FUNDRAISING EXPERIENCE

**Ref Delegates at 2019 Conference in Melbourne*

Attendees' principal fundraising activity:



43rd FIA CONFERENCE

SPONSORSHIP
OPPORTUNITIESCONFERENCE
PARTNER

FIA MEMBER: \$30,000
NON-MEMBER: \$34,500

A LIMIT OF TWO SPONSORS IN THIS CATEGORY

As our Conference Partner for Brisbane 2020 your brand will sit at the pinnacle of branding for the largest gathering of fundraising professionals in the southern hemisphere. Recognition of your partnership will occur consistently throughout pre-event promotion, onsite delivery of the conference as well as post conference.

CONFERENCE PARTNER ENTITLEMENTS:

- Name associated with a keynote session (assigned on a first-in basis) and an opportunity for a four minute presentation at that keynote session
- Twenty seven square metres (27m²) of exhibition space – either booths or floor space only
- Acknowledgement of your contribution will always be equal first, along with the other Conference Partner if applicable
- A full page advertisement in the delegate notebook
- Table of ten at the Gala Awards Dinner
- One complimentary satchel insert (to be provided by sponsor)
- Opportunity to include a conference related article in one edition of a conference e-newsletter
- A conference registration, including a Masterclass ticket to be offered as a scholarship for a client of the sponsor
- Conference registration for four staff members (excludes Masterclass)
- Conference Masterclass registration for one staff member (limited places in each Masterclass allocated on a first-in basis)
- Catering and exhibition hall access for eight staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



PRINCIPAL CONFERENCE SPONSOR

FIA MEMBER: \$20,000
NON-MEMBER: \$23,000

A LIMIT OF THREE SPONSORS AVAILABLE IN THIS CATEGORY

Our Principal Sponsors are a significant partner in helping ensure the success of the conference.

PRINCIPAL SPONSOR ENTITLEMENTS:

- Eighteen square metres (18m²) of exhibition space – either booths or floor space only
- A full page advertisement in the delegate notebook
- Table of ten at the Gala Awards Dinner
- One complimentary satchel insert (to be provided by sponsor)
- Opportunity to include a conference related article in one edition of a conference e-newsletter
- A conference registration to be offered as a scholarship for a client of the sponsor
- Conference registration for three staff members (excludes Masterclass)
- Conference Masterclass registration for one staff member (limited places in each Masterclass allocated on a first-in basis)
- Catering and exhibition hall access for four staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral.
- On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



PRINCIPAL AWARDS SPONSOR

Sold

FIA MEMBER: \$18,000
NON-MEMBER: \$20,700

LIMITED TO TWO OPPORTUNITIES AVAILABLE IN THIS CATEGORY

An opportunity for two organisations to be associated with FIA's Awards for Excellence in Fundraising at the highest level. The Awards recognise the outstanding initiatives and innovative efforts of fundraisers, volunteers and organisations. The awards encourage the highest standard of professional practice and promote the role of fundraisers in making our society a better place to work and live.

PRINCIPAL SPONSOR ENTITLEMENTS:

- Logo inclusion in all soft and hard copy collateral related to the Awards. This includes exclusive Awards collateral, website, call for entries and other stages of marketing throughout the year
- Acknowledgement as Principal Awards Sponsor at the Gala Awards Dinner, FIA Conference and at FIA End of Year/Christmas events around the country where the finalists are announced
- Distribution of marketing collateral at the Gala Awards Dinner
- Signage/banner at the Gala Awards Dinner
- Presentation to the winners of the Principal Award or Arthur Venn Fundraiser of the Year Award.
- Inclusion of your logo on the trophy and certificate for the above Award
- Three-minute presentation during the Gala Awards Dinner
- Table of ten at the Gala Awards Dinner
- Half-page advertisement in the Awards feature of the Feb/March edition of Fundraising & Philanthropy Magazine.
- One complimentary conference satchel insert (to be provided by sponsor)
- Conference registration for two staff members (excludes Masterclasses)
- Additional staff members can attend conference at Member rates
- Name and logo acknowledgement in conference app
- Organisation logo to be displayed on PowerPoint session slide



MAIL SPONSOR

Sold

FIA MEMBER: \$15,000

NON-MEMBER: \$17,250

CASH OR GOODS IN KIND CONTRIBUTION

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

An exclusive opportunity to be associated with our conference direct mail promotional campaign. Associate your brand with quality mailing.

SPONSOR ENTITLEMENTS:

- Eighteen square metres (18m²) of exhibition space – either booths or floor space only
- Logo acknowledgment on the mailing including cover letter, registration brochure and envelope
- A full page advertisement in the delegate notebook
- Table of ten at the Gala Awards Dinner
- One complimentary satchel insert (to be provided by sponsor)
- Opportunity to include a conference related article in one edition of a conference e-newsletter
- A conference registration to be offered as a scholarship for a client of the sponsor
- Conference registration for two staff members (excludes Masterclass)
- Conference Masterclass registration for one staff member (limited places in each Masterclass allocated on a first-in basis)
- Catering and exhibition hall access for four staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.

**goods in kind contribution would be equal value to the cash contribution*



NATIONAL SCHOLARSHIP PROGRAM SPONSOR

Sold

FIA MEMBER: \$8,000

NON-MEMBER: \$9,200

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

An exclusive opportunity for your organisation to sponsor one delegate from each state and territory (eight total) to attend the 2020 conference in Brisbane. The scholarship provides an opportunity for FIA Members to attend the conference, when they would otherwise not have the opportunity to due to financial means. Sponsorship of the National Scholarship Program will give you great brand exposure and recognition prior to the conference through the program's marketing campaign.

SPONSOR ENTITLEMENTS:

- Acknowledgement of sponsor in all references to the scholarship program, including conference registration brochure, promotional slides at FIA state events, website and e-communications
- Nine square metres (9m²) of exhibition space – either booth or floor space only
- One complimentary satchel insert (to be provided by sponsor)
- Two tickets to the Gala Awards Dinner
- Conference registration for three staff members (excludes Masterclass)
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



LANYARD SPONSOR

Sold

FIA MEMBER: \$10,000 CASH OR \$7,000 • GOODS IN KIND
NON-MEMBER: \$11,500 CASH OR \$8,050 • GOODS IN KIND

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

Each attendee will receive a lanyard with their name badge for their use throughout the event.

SPONSOR ENTITLEMENTS:

- Sponsor logo printed exclusively on each lanyard (Conference / FIA logo also included)
- Nine square metres (9m²) of exhibition space – either booth or floor space only
- One complimentary satchel insert (to be provided by sponsor)
- Two tickets to the Gala Awards Dinner
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides through the conference program
- Access to the consenting delegates list.



CONFERENCE BAG SPONSOR

FIA MEMBER: \$10,000 CASH OR \$5,000 • GOODS IN KIND
NON-MEMBER: \$11,500 CASH OR \$5,750 • GOODS IN KIND

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

Each delegate, sponsor, speaker and exhibitor will receive an eco-friendly bag for their use throughout the event.

SPONSOR ENTITLEMENTS:

- Sponsor logo printed exclusively on each bag (Conference / FIA logo also included)
- Nine square metres (9m²) of exhibition space – either booth or floor space only
- One complimentary satchel insert (to be provided by sponsor)
- Two tickets to the Gala Awards Dinner
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides through the conference program
- Access to the consenting delegates list.



CONFERENCE NOTEBOOK SPONSOR

FIA MEMBER: \$8,000
NON-MEMBER: \$9,200

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

Exclusive sponsorship of the conference notebook - an A5 notebook including the conference program, which will be used by delegates at the conference as well as after.

SPONSOR ENTITLEMENTS:

- Exclusive inclusion of sponsor's logo on the notebook front cover
- Advertisement in the notebook – back cover placement
- Nine square metres (9m²) of exhibition space – either booth or floor space only
- One complimentary satchel insert (to be provided by sponsor)
- Two tickets to the Gala Awards Dinner
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



CONFERENCE APP SPONSOR

Sold

FIA MEMBER: \$10,000
NON-MEMBER: \$11,500

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

Exclusive sponsorship of the conference app, an interactive tool for conference delegates.

The app was highly successful at the 2019 Conference with 1,000 downloads and over 580 profiles created.

SPONSOR ENTITLEMENTS:

- Nine square metres (9m²) of exhibition space – either booth or floor space only
- Exclusive inclusion of sponsor's logo on the conference app homepage/splashscreen and on the conference app main menu
- 2 x push notifications per day of conference (sponsor to provide content, to be approved by FIA)
- Dedicated conference App page for the sponsor accessible from the main menu
- Option to include information on up to 2 products with dedicated pages and images/videos
- Acknowledgement whenever the app is mentioned
- One complimentary satchel insert (to be provided by sponsor)
- Two tickets to the Gala Awards Dinner
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



INTERNET SPONSOR

FIA MEMBER: \$6,000
NON-MEMBER: \$6,900

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

An opportunity for your organisation to provide platinum high speed Wi-Fi exclusively to conference delegates. This package offers delegates upgraded, unrestricted internet access with increased bandwidth, more efficient than the regular Convention Centre Wi-Fi.

SPONSOR ENTITLEMENTS:

- Sponsor's logo included on all references to and instructions for connection to Wi-Fi, including on signage throughout the exhibition and registration areas
- Nine square metres (9m²) of exhibition space – either booth or floor space only
- One complimentary satchel insert (to be provided by sponsor)
- 1 push notification via app per day of conference (sponsor to provide content, to be approved by FIA)
- Conference registration for two staff members (excludes Masterclass)
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



COFFEE SPONSOR

FIA MEMBER: \$10,500 CASH OR \$6,000 * GOODS IN KIND*
NON-MEMBER: \$12,075 CASH OR \$6,900 * GOODS IN KIND*

ONE OPPORTUNITY ONLY

An exclusive opportunity for an organisation to sponsor a coffee cart, plus professional barista, within the exhibition and provide reusable coffee mugs for attendees.

SPONSOR ENTITLEMENTS:

- Naming rights to the coffee cart e.g. {Sponsor name} Café
- Sponsor logo included on the floor plan indicating the coffee is located
- Sponsor logo printed exclusively on reusable coffee mugs (Conference / FIA logo also included)
- Opportunity to brand the area with sponsors signage and banners
- One complimentary satchel insert (to be provided by sponsor)
- 1 x push notification via app per day of conference (sponsor to provide content, to be approved by FIA)
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.

**Goods in kind contribution refers to supply of reusable coffee mugs for attendees*



NETWORKING LOUNGE SPONSOR

Sold

**FIA MEMBER: \$5,500
NON-MEMBER: \$6,325**

ONE OPPORTUNITY ONLY

An exclusive opportunity for an organisation to host a networking area within the exhibition. It will be set with additional furniture for delegates to eat and network during breaks.

SPONSOR ENTITLEMENTS:

- Naming rights to the lounge e.g. {Sponsor name} Lounge
- Sponsor logo included on the floor plan indicating the lounge location
- Opportunity to brand the lounge with sponsors signage and banners
- Exclusive opportunity to distribute marketing material from within the lounge
- One complimentary satchel insert (to be provided by sponsor)
- 1 x push notification via app per day of conference (sponsor to provide content, to be approved by FIA)
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



DRINKING WATER SPONSOR

Sold

**FIA MEMBER: \$8,000 CASH OR \$5,000 *GOODS IN KIND*
NON-MEMBER: \$9,200 CASH OR \$5,750 *GOODS IN KIND***

ONE OPPORTUNITY ONLY

An exclusive opportunity for an organisation to provide delegates with refillable drink bottles plus drinking water for the duration of the conference.

Each delegate will receive a branded drink bottle in their conference bag on arrival. Water coolers will be placed around the exhibition hall allowing delegates to refill their bottles throughout the conference.

SPONSOR ENTITLEMENTS:

- Exclusive opportunity for sponsors branding on drink bottles
- Opportunity to place signage on water coolers within exhibition area
- One complimentary satchel insert (to be provided by sponsor)
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.

**Goods in kind contribution refers to supply of drink bottles for attendees*



TRACK SPONSOR

FIA MEMBER: \$5,500
NON-MEMBER: \$6,325

SIX OPPORTUNITIES AVAILABLE, ONE PER TRACK

An opportunity for an organisation to be associated with a nominated track in the conference program. Your brand will be identified with the track that appeals to a specific group of fundraising professionals working in that space.

IN 2020 THE TRACKS ON OFFER WILL BE:

- Individual Giving **Sold**
- Creativity & Innovation
- Middle, Major & Philanthropy **Sold**
- Professional Development **Sold**
- Community, Events & Corporates **Sold**
- First Do No Harm

Tracks will be allocated on a first come basis.

SPONSOR ENTITLEMENTS:

- Acknowledgement of sponsor in all references to track, including registration brochure, conference notebook, website, app and e-communications
- Opportunity to distribute marketing collateral in the track (to be provided by sponsor)
- Opportunity to display signage or banner in the track room
- Opportunity for representative of sponsor to attend track to meet and greet delegates
- One complimentary satchel insert (to be provided by sponsor)
- Conference registration for two staff members (excludes Masterclass)
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral, including a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



MASTERCLASS SPONSOR

FIA MEMBER: \$4,000
NON-MEMBER: \$4,600

EIGHT OPPORTUNITIES AVAILABLE, ONE PER MASTERCLASS

An opportunity for an organisation to be associated with one of the Masterclasses to be held on the Wednesday prior to Conference. The Masterclasses are being developed and will be available for selection in September.

SPONSOR ENTITLEMENTS:

- Acknowledgement of sponsor in all references to Masterclass, including registration brochure, conference notebook, website, app and e-communications.
- Opportunity to distribute marketing collateral in the Masterclass (to be provided by sponsor)
- Opportunity to display signage or banner in the Masterclass rooms
- Opportunity for representative of sponsor to attend Masterclass to meet and greet delegates
- One complimentary satchel insert (to be provided by sponsor)
- Conference registration for two staff members (excludes Masterclass)
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Name and logo acknowledgement in the conference app
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



ONE-ON-ONE CLINICS

FIA MEMBER: \$6,000
NON-MEMBER: \$6,900

THREE OPPORTUNITIES ONLY

An opportunity for organisations to run one-on-one clinics for conference delegates in a private meeting area. Delegates will have the opportunity to book appointments with sponsors' representatives for private consultations. This presents a great opportunity for the sponsor to meet with delegates confidentially to discuss their business requirements.

SPONSOR ENTITLEMENTS:

- Sponsor logo included on the floor plan indicating where their clinic will be
- Opportunity to brand the clinic room with sponsors signage and banners
- Opportunity to distribute marketing material from within the clinic room
- 1 push notification via app during conference (sponsor to provide content, to be approved by FIA)
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral promoting sponsors clinic
- Access to the consenting delegates list.



WELCOME RECEPTION SPONSOR

Sold

FIA MEMBER: \$5,500
NON-MEMBER: \$6,325

A LIMIT OF ONE SPONSOR AVAILABLE IN THIS CATEGORY

An exclusive opportunity for an organisation to host the Welcome Reception to be held on the opening night of the conference.

SPONSOR ENTITLEMENTS:

- Naming rights to the Welcome Reception
- Exclusive opportunity to speak for five minutes at the Welcome Reception
- Exclusive opportunity to display banners and distribute marketing material at the Welcome Reception (outside of specific exhibition stand spaces)
- 1 push notification via app during conference (sponsor to provide content, to be approved by FIA)
- One complimentary satchel insert (to be provided by sponsor)
- Two tickets to the Gala Awards Dinner
- Conference registration for two staff members (excludes Masterclass)
- Catering and exhibition hall access for two staff
- Additional staff members of the sponsor organisation attend at member rates
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



BREAKFAST IN THE EXPO SPONSOR

FIA MEMBER: \$2,500
NON-MEMBER: \$2,875

A LIMIT OF ONE SPONSOR PER DAY IN THIS CATEGORY

An opportunity to host a stand-up breakfast for delegates in the exhibition, prior to sessions on either Thursday or Friday morning.

SPONSOR ENTITLEMENTS:

- Naming rights to the breakfast on selected morning
- Exclusive opportunity to display banners and distribute marketing material at the breakfast (outside of specific exhibition stand spaces)
- Sponsors signage around breakfast buffet tables
- One complimentary satchel insert (to be provided by sponsor)
- Conference day registration for one staff member on the day of the breakfast
- Catering and exhibition hall access for two staff
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



EMERGING LEADERS FUNCTION SPONSOR

FIA MEMBER: \$2,000
NON-MEMBER: \$2,300

A LIMIT OF ONE SPONSOR IN THIS CATEGORY

Support fundraisings' emerging leaders! An exclusive opportunity to sponsor this function which will be held on Wednesday evening.

SPONSOR ENTITLEMENTS:

- Naming rights to the Emerging Leaders Function
- Exclusive opportunity to display banners and distribute marketing material at the function
- Conference day registration for one staff member on either Thursday or Friday
- Catering and exhibition hall access for two staff
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.



FAREWELL DRINKS SPONSOR

FIA MEMBER: \$3,000
NON-MEMBER: \$3,450

A LIMIT OF ONE SPONSOR IN THIS CATEGORY

An exclusive opportunity for an organisation to host the farewell drinks after the Closing Plenary on Friday.

SPONSOR ENTITLEMENTS:

- Naming rights to the Farewell Drinks Function
- Exclusive opportunity to display banners and distribute marketing material at the Farewell Drinks
- One complimentary satchel insert (to be provided by sponsor)
- Conference day registration for one staff member on either Thursday or Friday
- Catering and exhibition hall access for two staff
- Name and logo acknowledgement on all soft and hard copy marketing collateral. On all soft copy collateral your logo will include a link to your website
- Organisation logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the consenting delegates list.

EXHIBITION OPPORTUNITIES

OPPORTUNITIES EXIST FOR ORGANISATIONS TO EXHIBIT IN THE FIA CONFERENCE EXHIBITION. THIS PRESENTS AN IDEAL OPPORTUNITY TO SHOWCASE YOUR PRODUCT OR SERVICE TO KEY DECISION MAKERS IN THE FUNDRAISING SECTOR.

The floor plan on page 16 depicts 3x3 metre spaces and all space will be sold off this plan.

To ensure you have maximum exposure to conference delegates the following steps have been taken:

- The exhibition will open on Wednesday afternoon allowing delegates to visit before the conference starts
- The official Welcome Reception will be held in the exhibition hall on the Wednesday evening
- A light stand-up breakfast will be held in the exhibition before sessions on Thursday and Friday
- Breaks including morning tea, lunch and afternoon tea will be held in the exhibition on Thursday and Friday (NB: no afternoon tea will be held on Friday)
- Catering and networking areas have been spread around the exhibition hall to ensure maximum traffic flow
- Fundraising professionals who are unable to attend the full conference will have the opportunity to visit the exhibition, free of charge.

NEW! START-UP ALLEY

FIA is committed to supporting innovation in the sector. Start-up businesses are invited to participate in a new feature area within the exhibition – Start-up alley.

Contact Natalie at nwalker@fia.org.au for details.



Exhibition stand package includes:

- Single shell scheme stand (9m²)
- White octanorm walling panels
- Company name and stand number on fascia
- FIA Organisational Member logo included on fascia (FIA Organisational Members only)
- Two 70-watt enviro spotlights per stand mounted on light track inside fascia
- One 4amp power point
- Company profile and logo on the conference website and app
- Consenting delegate list (the electronic list will be sent to exhibitors one week prior to the commencement of the conference and again post show)
- Two exhibitor registrations per 9m² stand. These passes enable staff to work on their stand and include daily catering but do not permit access to sessions.

Plus! Exhibition packages now also include:

- One pass per exhibiting organisation to attend sessions
- Lead tracker to capture the contact details of delegates

EXHIBITION STAND PACKAGE PRICING

All inclusive of GST

	FIA MEMBER	NON-MEMBER
3x3 metre stand (9sqm)	\$3,800	\$4,370
6x3 metre stand (18sqm)	\$5,800	\$6,670
9x3 metre stand (27sqm)	\$7,800	\$8,970
6x6 metre stand (36sqm)	\$9,300	\$10,695

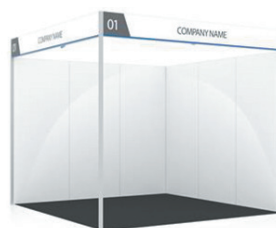
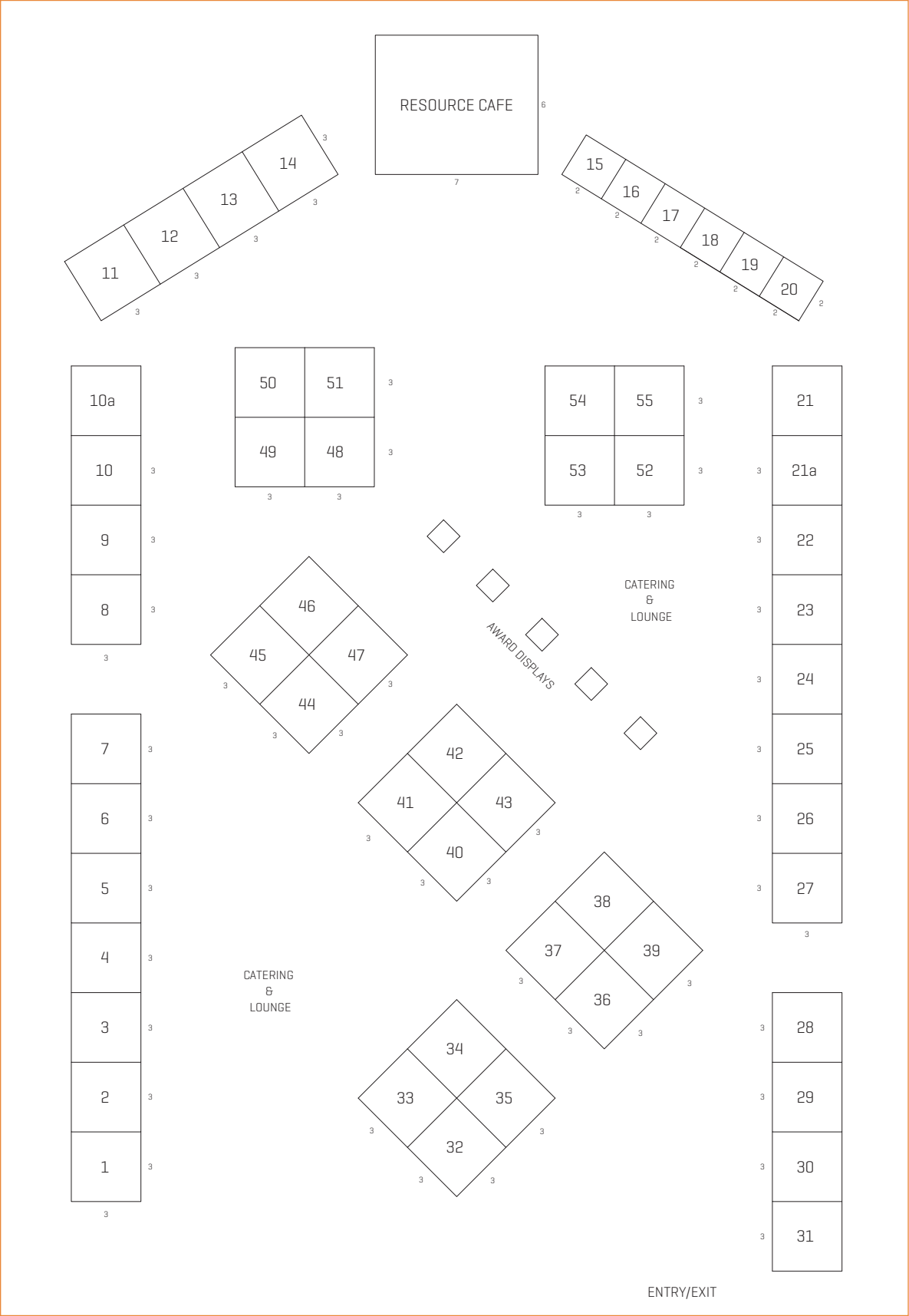


Image of 3x3 metre (9m²) shell scheme stand

FLOOR PLAN



This floor plan is correct at the time of printing however organisers retain the right to alter the layout should it be deemed necessary.

43rd FIA CONFERENCE

MARKETING OPPORTUNITIES

CONFERENCE NOTEBOOK ADVERTISING

Limited opportunities are available to advertise in the Conference Notebook.

	FIA MEMBER	NON-MEMBER
Outside back cover	\$1,400	\$1,610
Inside front or back cover	\$1,200	\$1,380
Full page colour	\$800	\$920
Half page colour (horizontal)	\$600	\$690

SATCHEL INSERTS

Opportunity to include promotional material in the delegate satchel. Inserts usually take the form of a brochure/flyer or samples. Size restrictions apply and inserts must be approved by FIA before being sent for insertion. (~1000 required).

FIA MEMBER	\$800
NON-MEMBER	\$920

VOLUNTEER UNIFORM SPONSORSHIP

Company logo on uniform worn by event volunteers.

FIA MEMBER	\$2,000
NON-MEMBER	\$2,300

ARTICLE IN CONFERENCE E-NEWSLETTER

Promote your attendance at the conference by including a promotional article in the conference e-newsletter. Only one sponsored article will be included per e-newsletter.

The e-newsletter will be sent prior to the conference with a distribution of 7,000.

FIA MEMBER	\$1,200
NON-MEMBER	\$1,380

* All amounts include GST.

“The FIA Conference is, by far, the premier professional development and networking experience for the sector.”

REBECCA MILLER MFIA, ROYAL SOCIETY FOR THE BLIND

“The FIA Conference provides an unprecedented opportunity for all in the fundraising industry to share ideas, and gain the skills and knowledge we need to be the very best we can be, in doing the vital work we need to do, to help the communities and causes that drives our passion and mean so much to us.”

WENDY FARROW, DIRECTOR OF GENEROSITY, PRINCE OF WALES HOSPITAL FOUNDATION

FIA

**Fundraising
Institute
Australia**

The Professional Body for Australian Fundraising

FIA Awards for Excellence in Fundraising 2020

**SPONSORSHIP
OPPORTUNITIES**

WWW.FIA.ORG.AU

WWW.FIAAWARDS.ORG.AU



FIA Awards for Excellence in Fundraising

Now in their 21st year the FIA Awards for Excellence in Fundraising celebrate and reward the most effective and creative work of fundraisers, charities, suppliers and volunteers from across Australia.

They promote the role of fundraising in improving society and celebrate best practice, innovation, impact and individual accomplishment. With twelve categories, rigorous judging panels and an elegant gala evening, the FIA Awards remain the sector's most prestigious awards, where winning is considered a considerable achievement.

Because we know you like to give back to the fundraising community, we are inviting you to become a sponsor of this wonderful initiative for our sector.

Sponsorship also includes the Fundraisers' Gala Awards Dinner, the most significant event on our sector's social calendar, attended annually by 400 fundraisers and their suppliers.

For 2020, we have revamped our awards program to keep it contemporary and relevant for our members. As part of this, we have created several new awards categories, and we have also made entry faster, easier and cheaper.

Supporting these important awards will provide your business with substantial exposure to an engaged audience of sector-leading professionals via the following platforms:

- intensive promotion of the awards from July 2019 to March 2020 across all FIA communication channels. Early commitment will ensure maximum exposure. A promotional brochure will be published in July 2019 and sponsors confirmed by then will be featured
- inclusion in the announcement of award finalists at state end-of-year celebrations
- inclusion in the announcement of award winners at the 2020 Fundraisers' Gala Awards Dinner on 27 February in Brisbane
- exposure at FIA Conference 2020.

The 2019 Fundraisers' Gala Awards Dinner was a spectacular celebration enjoyed by over 400 members of the fundraising community; 2020 is sure to be bigger and better. With your support in 2020, members will have the most memorable evening celebrating their achievements and you will be recognised as an organisation committed to our sector's success.

If you would like to participate in next year's awards as a sponsor, please get in touch with me. I appreciate you taking the time to consider your involvement in the FIA Awards for Excellence in Fundraising.

Kind regards



Katherine Raskob
CHIEF EXECUTIVE OFFICER

There are four types of awards, and FIA is seeking sponsors for each of the following categories:

ORGANISATIONAL AWARDS ALL NEW

1. Most Innovative Campaign
2. Best Supporter Experience
3. Fundraising Impact Through Creativity
4. Impact on a Shoestring
5. Best Strategic Partnership
6. Impact Through Events
7. Supplier Team of the Year
(to be nominated by a member charity)

STATE AWARDS

1. Young Fundraiser of the Year
2. Volunteer of the Year
3. Fundraising Team of the Year

INDIVIDUAL AWARD

Arthur Venn Fundraiser of the Year

PRINCIPAL AWARD

Most Outstanding Fundraising Project

** All references to 'conference' relate to the 2020 FIA Conference from 26-28 February in Brisbane.*



PRINCIPAL AWARDS SPONSOR

Sold

FIA MEMBER: \$18,000
NON-MEMBER: \$20,700

LIMITED TO TWO OPPORTUNITIES AVAILABLE IN THIS CATEGORY

An opportunity for two organisations to be associated with FIA's Awards for Excellence in Fundraising at the highest level. The Awards recognise the outstanding initiatives and innovative efforts of fundraisers, volunteers and organisations. The awards encourage the highest standard of professional practice and promote the role of fundraisers in making our society a better place to work and live.

SPONSOR ENTITLEMENTS:

- Logo inclusion in all soft and hard copy collateral related to the Awards. This includes exclusive Awards collateral, website, call for entries and other stages of marketing throughout the year
 - Acknowledgement as Principal Awards Sponsor at the Gala Awards Dinner, FIA Conference and at FIA End of Year/Christmas events around the country where the finalists are announced
 - Distribution of marketing collateral at the Gala Awards Dinner
 - Signage/banner at the Gala Awards Dinner
 - Presentation to the winners of the Principal Award or Arthur Venn Fundraiser of the Year Award.
 - Inclusion of your logo on the trophy and certificate for the above Award
 - Three-minute presentation during the Gala Awards Dinner
 - Table of ten at the Gala Awards Dinner
 - Half-page advertisement in the Awards feature of the Feb/March edition of Fundraising & Philanthropy Magazine.
 - One complimentary conference satchel insert (to be provided by sponsor)
 - Conference registration for two staff members (excludes Masterclasses)
 - Additional staff members can attend conference at Member rates
 - Name and logo acknowledgement in conference app
 - Organisation logo to be displayed on PowerPoint session slides throughout the conference program
 - Access to the conference consenting delegates list
- *All references to 'conference' relate to the 2020 FIA Conference from 26-28 February 2020, in Brisbane*

"Great event - so motivating and inspiring. A great chance to celebrate the work of our industry."

ANONYMOUS 2019





YOUNG FUNDRAISER OF THE YEAR AWARD SPONSOR

Sold

**FIA MEMBER: \$12,000
NON-MEMBER: \$13,800**

LIMITED TO ONE OPPORTUNITY AVAILABLE IN THIS CATEGORY

An opportunity for one organisation to be associated with FIA's Young Fundraiser of the Year Award. This award recognises individuals 30 years and younger who have already made an outstanding contribution to fundraising in Australia.

Each state will run individual campaigns to find the Young Fundraiser of the Year for their state. State winners will be announced at the end of year celebrations in each state and will receive a registration to the 2020 FIA Conference and Fundraisers' Gala Awards Dinner, where the national winner will be announced.

The National Young Fundraiser of the Year will win a scholarship to the AFP Conference in the USA.

SPONSOR ENTITLEMENTS:

State-based activities:

- Logo and sponsor acknowledgement on all promotional material related to this Award
- Opportunity for one representative to attend each state's end-of-year event
- Opportunity to present the state winner at each of the state end of year events
- Opportunity to display signage/banner at each state's end-of-year event
- Opportunity to be seen as the provider of the scholarship for all state winners to attend the 2020 Conference and Gala Awards dinner

National activities:

- Logo inclusion in all soft and hard copy collateral related to the Awards. This includes the exclusive Awards collateral and website.
- Opportunity to be seen as the provider of the scholarship for the national winner to attend the AFP Conference in the USA
- Signage/banner at the Gala Awards Dinner
- Presentation to the national winner of the Young Fundraiser of the Year Award at the Gala Awards Dinner
- Inclusion of your logo on the Award winner's trophy and certificate
- Five tickets to the Gala Awards Dinner
- Conference registration for one staff member (excludes Masterclasses)
- Member rates attendance to the conference for additional staff members
- Name and logo acknowledgement in conference app
- Half-page advertisement in the Awards feature of the Feb/ March edition of Fundraising & Philanthropy Magazine.
- Logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the conference consenting delegates list

**All references to 'conference' relate to the 2020 FIA Conference from 26-28 February 2020, in Brisbane*

"It is hard for me to put into words how much of an impact this award has had on me both professionally and personally. To be publicly recognised by my peers for my hard work and dedication to the profession is an honour. For me, winning the NSW award was recognition enough but then to go on and be recognised nationally... well that was just one of the most incredible experiences of my life! I felt like I had won an Oscar!"

2017 YOUNG FUNDRAISER OF THE YEAR: CHARLOTTE SANGSTER EMFIA CFRE



AWARD CATEGORY SPONSOR

FIA MEMBER: \$4,500
NON-MEMBER: \$5,175

LIMITED TO ONE OPPORTUNITY PER AWARD CATEGORY

Associate your brand with excellence and best-practice in fundraising. One sponsor is available per category. Categories are allocated on a first-in basis.

2020 AWARD CATEGORIES:

- Most Innovative Campaign
- Best Supporter Experience
- Fundraising Impact Through Creativity
- Impact on a Shoestring
- Best Strategic Partnership
- Impact Through Events
- Supplier Team of the Year

STATE AWARDS:

- Volunteer of the Year
- Fundraising Team of the Year

**All references to 'conference' relate to the 2020 FIA Conference from 26-28 February 2020, in Brisbane*

SPONSOR ENTITLEMENTS:

- Logo inclusion in all soft and hard copy collateral related to the awards. This includes the exclusive Awards collateral and website
- Signage/banner at the Gala Awards Dinner
- Presentation to the winners of the award at the Gala Awards Dinner
- Inclusion of your logo on the award trophy
- Two tickets to the Gala Awards Dinner
- Conference registration for one staff member (excludes masterclasses)
- Name and logo acknowledgement in the conference app
- Logo to be displayed on PowerPoint session slides throughout the conference program
- Access to the conference consenting delegates list

“Winning an FIA award is a high achievement and fantastic recognition of innovative fundraising in Australia.”

ACTION AID

WINNER OF 2017 DONOR ACQUISITION (UNDER \$5 MILLION)

“It’s always so inspirational to hear about other organisations’ successes and to celebrate our achievements.”

ANONYMOUS 2019

SPONSORSHIP / EXHIBITION BOOKING FORM AND CONTRACT

Please return this form to the FIA Conference Team by email: nwalker@fia.org.au or by faxing to 1300 889 671.

All amounts are in AUD and include GST.

PRIMARY CONTACT FOR THIS SPONSORSHIP

Full Name:	
Position:	
Organisation:	
Postal Address:	
Email:	Website:
Phone:	Mobile:

PART A: SPONSORSHIP

TICK	PACKAGE	COST	
		FIA Member	Non-Member
<input type="checkbox"/>	Conference Partner	\$30,000	\$34,500
<input type="checkbox"/>	Principal Sponsor – Conference	\$20,000	\$23,000
<input type="checkbox"/>	Principal Sponsor – Awards	\$18,000	\$20,700
<input type="checkbox"/>	Mail Sponsor	\$15,000	\$17,250
<input type="checkbox"/>	National Scholarship Program Sponsor	\$8,000	\$9,200
<input type="checkbox"/>	Lanyard Sponsor	\$10,000	\$11,500
<input type="checkbox"/>	Bag Sponsor	\$10,000	\$11,500
<input type="checkbox"/>	Notebook Sponsor	\$8,000	\$9,200
<input type="checkbox"/>	App Sponsor	\$10,000	\$11,500
<input type="checkbox"/>	Internet Sponsor	\$6,000	\$6,900
<input type="checkbox"/>	Coffee Sponsor	\$10,500	\$12,075
<input type="checkbox"/>	Networking Lounge Sponsor	\$5,500	\$6,325
<input type="checkbox"/>	Drinking Water Sponsor	\$8,000	\$9,200
<input type="checkbox"/>	Track Sponsor	\$5,500	\$6,325
<input type="checkbox"/>	Masterclass Sponsor	\$4,000	\$4,600
<input type="checkbox"/>	One-on-One Clinics	\$6,000	\$6,900
<input type="checkbox"/>	Welcome Reception Sponsor	\$5,500	\$6,325
<input type="checkbox"/>	Breakfast in the Expo	\$2,500	\$2,875
<input type="checkbox"/>	Emerging Leaders Function Sponsor	\$2,000	\$2,300
<input type="checkbox"/>	Farewell Drinks Sponsor	\$3,000	\$3,450
PART A SUBTOTAL:		\$	

Total contract value (Part A + B + C) =
\$ _____ (GST inclusive)

PART B: EXHIBITION STAND

TICK	PACKAGE	COST	
		FIA Member	Non-Member
<input type="checkbox"/>	3x3m stand (9sqm)	\$3,800	\$4,370
<input type="checkbox"/>	6x3m stand (18sqm)	\$5,800	\$6,670
<input type="checkbox"/>	9x3m stand (27sqm)	\$7,800	\$8,970
<input type="checkbox"/>	6x6m stand (36sqm)	\$9,300	\$10,695
PART B SUBTOTAL:		\$	

STAND PREFERENCE

Stands will be allocated strictly on a 'first in, first served' basis. If your selected stands are unavailable, the nearest possible stand will be allocated. (FIA reserves the right to change the floor plan should circumstances require).

1. _____ 2. _____ 3. _____

PART C: MARKETING OPPORTUNITIES

TICK	PACKAGE	COST	
		FIA Member	Non-Member
<input type="checkbox"/>	Notebook advertising: • Outside back cover	\$1,400	\$1,610
<input type="checkbox"/>	• Inside front or back cover	\$1,200	\$1,380
<input type="checkbox"/>	• Full page colour	\$800	\$920
<input type="checkbox"/>	• Half page colour (horiz)	\$600	\$690
<input type="checkbox"/>	Satchel inserts	\$800	\$920
<input type="checkbox"/>	Volunteer Uniform sponsorship	\$2,000	\$2,300
<input type="checkbox"/>	Article in conference e-newsletter	\$1,200	\$1,380
PART C SUBTOTAL:		\$	

Name:	Date of Application:
Signature:	

☐ I have read the attached Terms and Conditions of exhibiting and sponsoring. I acknowledge that the organiser retains the sole discretion to accept or reject this application. Terms of payment are strictly 30 days from date of invoice being issued. See terms and conditions for cancellation policy.

AWARD SPONSORSHIP BOOKING FORM AND CONTRACT

PLEASE RETURN THIS FORM TO THE FIA EVENTS TEAM: training@fia.org.au

All amounts are in AUD and include GST.

PRIMARY CONTACT FOR THIS SPONSORSHIP	
Full Name:	
Position:	
Organisation:	
Postal Address:	
Email:	
Phone:	
Mobile:	
Website:	

SPONSORSHIP

TICK	PACKAGE	COST		TOTAL
		FIA Member	Non-Member	
<input type="checkbox"/>	Principal Sponsor	\$18,000	\$20,700	
CATEGORY SPONSOR				
<input type="checkbox"/>	Young Fundraiser of the Year	\$12,000	\$13,800	
<input type="checkbox"/>	Most Innovative Campaign	\$4,500	\$5,175	
<input type="checkbox"/>	Best Supporter Experience	\$4,500	\$5,175	
<input type="checkbox"/>	Fundraising Impact through Creativity	\$4,500	\$5,175	
<input type="checkbox"/>	Impact on a Shoestring	\$4,500	\$5,175	
<input type="checkbox"/>	Best Strategic Partnership	\$4,500	\$5,175	
<input type="checkbox"/>	Impact through Events	\$4,500	\$5,175	
<input type="checkbox"/>	Supplier Team of the Year	\$4,500	\$5,175	
<input type="checkbox"/>	Volunteer of the Year	\$4,500	\$5,175	
<input type="checkbox"/>	Fundraising Team of the Year	\$4,500	\$5,175	
Total Amount Due				\$

I/We are authorised to sign documents on behalf of the organisation. I/We acknowledge that the organiser retains the sole discretion to accept or reject this application.

Terms of payment are strictly 30 days from date of invoice being issued. See terms and conditions for cancellation policy.

Name:	Date of Application:
Signature:	

TERMS & CONDITIONS

The following terms and conditions relate to exhibiting at or sponsorship of the Fundraising Institute Australia Conference and Awards:

1. If the Exhibitors fail to comply in any substantial respect with the terms of this agreement the Organisers shall have the right to sell the space and the Exhibitor shall be liable for any loss suffered by the organisers thereby, and all monies paid by the Exhibitor hereunder shall be absolutely forfeited to the Organisers. If the Exhibitor fails to occupy the said space by the advertised opening of the show, the Organisers are authorised to occupy or cause the said space to be occupied in such manner as it may deem best for the interest of the Exhibition without refund to the said Exhibitor and without releasing the Exhibitor from any liability hereunder.
2. There is to be no sale or promotion of products or services that conflict with the FIA Code. The conference organisers have the right to remove any products from display that are inappropriate without penalty.
3. No Exhibitor shall erect any sign, stand, wall or obstruction, which in the opinion of the Organisers interferes with an adjoining Exhibitor.
4. All Exhibitors and Sponsors shall be producers, importers or representatives for goods and/or services displayed. No Exhibitor shall display on his stand any advertisement for goods manufactured and/or sold, or services provided by a non-Exhibitor unless written permission has been obtained from the Organisers.
5. Dismantling the Exhibits. Exhibits must not be removed and displays not be dismantled either partially or totally, before the closing time on the last day of the Exhibition. All exhibits and display material must be removed as soon as possible and by the time indicated.
6. Exhibitors shall comply with the rules and regulations stipulated by the Organisers, the venue management, the Health Department and the Metropolitan Fire Brigade and with all relevant State and Commonwealth Acts.
7. The Exhibitor will not damage any walls or floors or ceiling of the exhibition area in which their stand is located - by nails, screws, oil, paint, or any other cause whatsoever and the Exhibitor shall be liable for, and make good at its own expense, any such damage.
8. Exhibitors and Sponsors have seven (7) days in which to make their final payment when it falls due. After this time, if the final payment has not been received, the stand will be available for sale to another firm. All deposits paid to this stage will automatically be forfeited and no refund will be made. No Exhibitor shall occupy his stand space in the Exhibition until all monies owing to the Organisers by the Exhibitor are paid in full.
9. Exhibitors' Liabilities. The exhibitor agrees to assume all risks of loss, injury, theft, or damage of any kind or nature whatsoever to any exhibit or component thereof, including any goods, merchandise, papers, and business records, or other property that may be in or come into the exhibitor's possession during the course of the Conference or in the course of assembling or dismantling the exhibit for the Conference. The exhibitor assumes all liability for damage to property, person, or persons arising from accidental or other causes incidental to movement and operation of the exhibit and hereby releases the Organiser, its contractors and venue.
- 9a. The exhibitor agrees to forward to the Organiser proof of their public liability coverage to no less than \$5million at least 7 days before the commencement of bump-in. The exhibitor will be stopped from commencing their stand bump-in until the public liability certificate of currency has been received by the Organiser.
10. The Exhibitor is responsible for the safety of their products, display and stand. During move-out period, material should not be left unattended at any time.
11. It is the responsibility of the Exhibitor to leave their stand space clean and tidy during the Exhibition and after moving out.
12. The Organisers reserve the right to postpone the holding of the Exhibition from the set dates, and to hold the Exhibition on other dates as near to the original dates as practicable, utilising the right only where circumstances necessitate such action and without any liability to the Organisers.
13. If due to any unforeseen circumstances it is found necessary to close the Exhibition on any day or days or to vary the hours the Exhibition is open the Organisers reserve the right to do so, at their sole discretion.
14. Cancellation. In exceptional circumstances the Organisers will be prepared to consider cancellation of their Contract with Exhibitors or Sponsors, but only if the following conditions are complied with:
 - a. That the request for cancellation is submitted in writing;
 - b. That the Organisers are able to re-let the cancelled space in its entirety;
 - c. That the reason given for the request of the cancellations is, in the opinion of the Organisers, well founded;
 - d. That the Exhibitor or Sponsor agrees that the Organisers shall retain 50 percent of the contract price if the cancellation is accepted between six months to three months before the opening of the Exhibition and 100 percent of the contract price if the cancellation is accepted within three months of the opening of the Exhibition.
15. The Organisers reserve the right in unforeseen circumstances to amend or alter the exact site of the location of the stand and the Exhibitor undertakes to agree to any alteration to the site or the space re-allocated by the Organisers.
16. Conduct of Exhibitors and Representatives.
 - a. Annoyance: The Organisers reserve the right to stop any activity on the part of, supplied by, promoted by or facilitated by any Exhibitor that may in the opinion of the Organiser cause any annoyance, loss or damage of any kind to other Exhibitors, Sponsors or visitors. Business must be conducted only from the Exhibitor's own stand and under no circumstances may this be carried out from a gangway or elsewhere in the Exhibition.
 - b. Microphones: The use of microphones and announcements (amplified or otherwise) is permitted, but the volume must not be such as to cause annoyance to other Exhibitors. The Organisers reserve the right to prohibit their use if in the Organisers' opinion any annoyance is being caused.
 - c. Gangways: Any encroachment upon gangways or passages shall be deemed to be a breach of contract and articles or goods found therein during the period of the Exhibition may be removed by the Organisers or their agents and the Organisers shall not be responsible for any loss thereto occasioned by such removal.
 - d. Publicity Material: Any publicity material shall be displayed and/or given away only from within the Exhibitor's own stand. Sponsorship activities shall only occur within the area of the Exhibitor's own stands - roving masseurs, wandering dancers etc. will not be allowed without prior approval by Organiser.
 - e. Competing Events: The Exhibitor shall not arrange competing events against any of the official Conference events without prior written approval by the Conference organiser. All requests must be submitted no later than three months prior to the commencement of the Conference.
 - f. Timing: Exhibitors shall ensure that events arranged by them before and after Conference will not overlap with Conference activities
 - i. Breakfast Conferences must finish 15 minutes prior to the commencement of the program, and
 - ii. Evening functions not commence until 30 minutes after the end of the program.
17. The Organisers shall not be responsible for any damages claimed by any person or persons who may be injured whilst in the area allotted to the Exhibitor and the Exhibitor agrees to indemnify the Organisers in the event of any claim made against the Organisers.
18. Right of Rejection. Exhibits are admitted to the Exhibition, and shall remain there, solely on strict compliance with these Rules and Regulations. The Organisers reserve the right to prohibit in whole or in part and reject any Exhibitor or his representative in the case of failure to comply with the Rules and Regulations. There shall be no return of payment if the Organisers deem such rejection or prohibition necessary.
19. No stand or area within a stand may be sublet in any manner without consent of the Organisers. A surcharge will apply in this instance.
20. If there is any inconsistency between the provisions of these Terms and Conditions and the provisions of the Sponsorship and Exhibition Prospectus, these Regulations shall prevail.