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2017 FinPro Conference
Sponsorship Prospectus
Mantra Lorne  18 - 20 October 2017
Local Government Finance Professionals (FinPro)

2017 marks the 28th Annual Local Government Finance Professionals (FinPro) conference. This event will be held at Mantra Lorne from 18 - 20 October 2017.

FinPro is the peak body representing Local Government Finance Professionals in Victoria. The Local Government sector is a vibrant part of Victoria’s government and is an active partner, together with the Australian and Victorian governments, in serving the Victorian community through the delivery of a wide range of services.

FinPro has the membership of all Victorian Local Government Councils.

As the body closest to Local Government Finance Professionals across the State, FinPro prides itself on delivering a relevant, high quality conference for the sector and does this in-house, drawing on a breadth and depth of Local Government experience.

**Date:** 18 – 20 October 2017

**Location:** Mantra Lorne
Mountjoy Parade
Lorne VIC

**Target Market:** Finance Professionals and Finance Decision Makers in Local Government:
- Directors
- Chief Financial Officers
- Finance Manager
- Financial Accountants
- Management Accountants
- Accountants

As an indication of who will attend this conference in 2017, here is a breakdown of the 201 delegates who attended our 2017 Conference:
Why Sponsor FinPro 2017?

The FinPro Conference is the biggest event on the 2017 Victorian Local Government Finance Professionals calendar. The Conference brings together key Victorian Council Finance staff from right throughout the State as well as Key members of the Victorian Auditor General’s Office, Local Government Victoria and major Accounting firms.

Collectively, Victoria’s 79 Councils have responsibility for more than $79B of community infrastructure and assets, have an annual revenue of $8.7B and employ 43,978 people across the state. Council’s provide between 50 to 120 different types of services to a population of around 5.5M in areas such as social and community services, health, transport and infrastructure, planning and building, environment and emergency services. (Source: MAV website, March 2017)

Councils are a major provider of services and the finance staff within Councils are amongst the key decision makers of spending within Councils. Gaining access to these decision makers at the 2017 FinPro Conference is a wonderful opportunity.

89% of Victorian Councils were represented at the 2016 FinPro Conference.

The 2017 FinPro Conference will provide a valuable opportunity for trade exhibitors to liaise face-to-face with many of these key decision makers. Feedback demonstrates that delegates find the trade exhibitions of interest and value, describing them as ‘informative’ and ‘helpful’.

Sponsors and trade exhibitors enjoy:

- Direct access to senior management in Victorian Local Government,
- A valuable networking and marketing opportunity; and
- The support of Local Government customers by supporting the 2017 FinPro Conference.
Sponsorship Opportunities – FinPro 2017

The sponsorship opportunities available and featured in this document will enable your organisation to make a significant contribution to the overall success of this event, whilst also enjoying branding and exposure in a focused and professional learning environment.

There will be 6 levels of sponsorship available for FinPro 2017:

1. Platinum Sponsor (1 sponsor – FILLED)
2. Gold Sponsor (2 sponsors – BOTH FILLED)
3. Silver Sponsor (15 sponsors – ALL FILLED)
4. Key Note Speaker Sponsor (1 AVAILABLE)
5. Happy Hour Sponsor (1 AVAILABLE)
6. Partner Sponsor (1 sponsor - FILLED)

All sponsors will receive the following benefits:

- Direct access to delegates at the FinPro 2017 Conference
- Placement of their company logo on all promotions relating to the FinPro 2017 Conference.
- Placement of their company logo on the FinPro website for 12 months following the Conference, including a link to the Company’s website
- Receipt of a delegate listing, including name, organisation and job title, of all delegates. Please note email addresses will not be distributed however sponsors are free to obtain these directly from delegates if they wish. This may be done by way of a sponsor prize draw and collection of business cards or other.
- Access to onsite accommodation at Mantra Lorne for the duration of the conference (additional fees may apply)
- Inclusion of a 200 word summary of the sponsor company in the Conference Program which will be both placed on the FinPro website and also given to each delegate attending the conference.

In addition to these benefits, each sponsorship category has its own privileges as listed on the following pages:
Platinum Sponsor $15,000 (plus GST)

One Platinum Package – THIS SPOT HAS BEEN FILLED

- Naming Rights as Platinum Sponsor of FinPro 2016 – ‘FinPro 2017, proudly sponsored by ….’
- Platinum Sponsor recognition and acknowledgement on all conference promotional material.
- Up to a 45 min presentation during the conference program. Topic to be agreed between FinPro and Platinum Sponsor prior to the conference program being finalised.
- Up to 2 items to be included in conference kit (to be supplied by sponsor)
- Trade display in the trade area for the duration of the conference.
- Full page (A4) advertisement in the conference program on the back page.
- A 1000 word article on to be placed on the FinPro News Page of the FinPro website.
- Full Conference Registration for 4 people including all meals and single accommodation each in at Mantra Lorne for Wednesday 18 and Thursday 19 October 2017. Additional rooms are available at Mantra Lorne Torquay at a cost of $220 including breakfast per night per person.
- All other inclusions as per page 3 of this prospectus.

Gold Sponsor $7,500 (plus GST)

2 Gold packages – BOTH FILLED

Includes:

- Recognition on all material as the Gold Sponsor of the Conference.
- Display booth in conference sponsors area.
- One half page, full-colour advertisement in the Conference Handbook.
- Up to a 15 min presentation during the conference program. The topic is to be agreed between FinPro and the Gold Sponsor prior to finalizing the conference program.
- Up to 2 items to be included in conference kit (to be supplied by sponsor)
- Full conference and accommodation package for two persons. This includes two nights’ accommodation for two persons in on-site single rooms (at Mantra Lorne) including all meals (excluding mini-bar and telephone) and attendance at both the Wednesday and Thursday night dinners. Additional rooms are available at Mantra Lorne at a cost of $220 including breakfast per night per person.
- All other inclusions as per page 3 of this prospectus.
Silver Sponsor $3,750 (plus GST)
Up to 15 Silver Packages – All filled as at 1 June 2017
Includes:

- Recognition on all material as the Silver Sponsor of the Conference.
- Display booth in conference sponsors area.
- Provision of morning tea, lunch, afternoon tea and dinner for duration of conference for up to three representatives.
- Up to 2 items to be included in conference kit (to be supplied by sponsor)
- Accommodation will be available to all Silver Sponsors at the Mantra Lorne at a rate of $220 per person per night (single) or $240 per person per night (double). Accommodation must be booked and confirmed by 1 September 2017. This cost is in addition to the Sponsorship Investment.
- All other inclusions as per page 3 of this prospectus.

Keynote Speaker Sponsor $5,000 (plus GST)
1 sponsorship package available
Includes:

- The Keynote Speaker will be Dr Jason Fox. Jason will be providing the Opening Key Note Address during the Conference opening dinner on Wednesday 18 October.
- Recognition on all material as the Keynote Speaker Sponsor of the Conference.
- Promotion of logo in conference program and other promotional material.
- 2 tickets to attend the opening Dinner of the Conference and accommodation for 2 people onsite at Mantra Lorne on Wednesday 18 October 2017.
- Banners may be placed on the stage during the Keynote Presentation from the Keynote Speaker Sponsor.
- Up to 2 items to be included in conference kit (to be supplied by sponsor)
- In the event that the Key Note Speaker sponsor wishes to also take a booth at the conference, they will also receive all the benefits of a Silver Sponsor. No longer available as all booths have been filled.
- All other inclusions as per page 3 of this prospectus.
Happy Hour Sponsor $3,000 (plus GST)

1 Happy Hour package available

Includes:

➢ Dinner for 3 people on Thursday 19 October 2017 including food, drinks and entertainment.
➢ The sponsor can run a prize draw during the Happy Hour if they wish to—in discussion with the conference organiser.
➢ The Happy Hour Sponsor will be able to provide their own corporate signage to put on prominent display in area where Happy Hour is held.
➢ Recognition in PowerPoint presentation run in conference venue during breaks.
➢ Up to 2 items to be included in conference kit (to be supplied by sponsor)
➢ Accommodation will be available at Mantra Lorne at a cost of $220 including breakfast per night per person.
➢ All other inclusions as per page 3 of this prospectus.

Partner Sponsor (plus GST)

1 Partner Sponsor (FILLED)

Includes:

➢ Recognition on all material as the Partner Sponsor of the Conference.
➢ Display booth in conference sponsors area.
➢ Provision of morning tea, lunch, afternoon tea and dinner for duration of conference for up to three representatives.
➢ Up to 2 items to be included in conference kit (to be supplied by sponsor)
➢ Accommodation and full conference for up to 2 representatives of the Partner Sponsor.
➢ All other inclusions as per page 3 of this prospectus.
ADDITIONAL INFORMATION

➢ The 2017 FinPro Conference will be held from 5.00pm Wednesday, 18 October through to 1.00pm Friday 20 October at Mantra Lorne.

➢ Every possible effort will be made by the conference organiser to provide accommodation for all sponsors (regardless of whether they are entitled as part of their sponsorship package) on site at Mantra Lorne. All accommodation requirements for sponsors must be confirmed by 1 September 2017 in order to be secured. If requested after that date the conference organiser cannot guarantee accommodation will be available onsite at Mantra Lorne.

➢ A sponsorship contract must be signed and returned to FinPro at the address listed below to secure the sponsorship place.

➢ Payment of the full amount of the sponsorship investment is required within 14 days of receipt of the signed sponsorship agreement.

All enquiries may be forwarded to the following:

Gabrielle Gordon

Executive Officer, FinPro

E: gabrielle@finpro.org.au

M: 0400 114 015
Sponsorship Agreement

Local Government Finance Professionals Conference

18 - 20 October 2017

Mantra Lorne

‘Leading Transformation... Innovate, Integrate, Motivate’

TO BE COMPLETED AND RETURNED TO GABRIELLE GORDON (gabrielle@finpro.org.au)

The sponsorship agreement comprises the category and benefits as described in the attached prospectus.

Name of Sponsor Organisation: ______________________________

Address: ________________________________________________

Contact Person: __________________________________________

Title: ___________________________________________________

Phone: __________________________________________________

Email: ___________________________________________________

Sponsorship Category: ______________________________________

Fee: ______________________________________________________

I agree to the conditions of Sponsorship as described in the preceding pages.

Signed for and on behalf of the Sponsor Organisation:

Signature: ___________________________ Date: _________________

Signed for and on behalf of the Conference Organiser: FinPro

Signature: ___________________________ Date: _________________

FOR FURTHER INFORMATION REGARDING SPONSORSHIP OPPORTUNITIES PLEASE CONTACT:
GABRIELLE GORDON, EXECUTIVE OFFICER, FINPRO ON 0400 114 015 OR VIA EMAIL: GABRIELLE@FINPRO.ORG.AU PAGE 8
Conditions of Sponsorship

Payment

- A tax invoice will be issued to Sponsors upon receipt of a signed Sponsorship Agreement.
- Payment is required within 14 days of receipt of the tax invoice.
- Sponsorship amounts are exclusive of GST.

Cancellation

- To cancel a sponsorship please advise the Executive Officer FinPro by email.
- Fees will be refunded as follows:
  - Before 1 July 2017: 100% of amount paid
  - Before 19 August 2017: 50% of amount
  - After 19 August 2017: no refund however upon negotiation, may be able to be transferred to the 2018 FinPro conference.

Delegate Privacy

- A list of delegate names, nob titles and organisations will be available to all 2017 FinPro Conference sponsors. No delegate information collected in relation to the conference will be divulged to other parties.

Exhibition booths

- Exhibit booths will be allocated at the discretion of the FinPro Professional Development Committee.