



2024 FINPRO CONFERENCE PROSPECTUS

Your opportunity to increase awareness, extend networks and reach current and new audiences, whilst fostering excellence among Victorian Local Government Finance Professionals.

23 – 25 October
2024
@ RACV Cape
Schanck

Executive Summary

The FinPro Annual Conference, the flagship event of our calendar, is scheduled from the afternoon of Wednesday 23 October to lunchtime on Friday 25 October 2024. This prestigious gathering is anticipated to draw over 200 finance professionals from more than 85% of Victorian Councils, underscoring its significance within the sector.

FinPro invites partnerships in the form of sponsorships from suitable organisations committed to fostering excellence among Victorian Local Government Finance Professionals.

Our goal is to empower our members through innovation, knowledge exchange, collaboration and access to cost-effective resources.

To date, over 40 organisations have reached out to us about sponsoring this event. We are now opening the floor for Expressions of Interest (EOIs) to identify and engage with potential sponsors who align with our vision and values.

This prospectus outlines FinPro's identity, our member base, the upcoming conference and the various avenues through which organisations can collaborate with us for the 2024 FinPro Conference.

2024 FinPro Conference Sponsorship Opportunities

We offer six distinct partnership opportunities for the conference:

1. **Conference Exhibitor:** Limited to 20 places across diverse industries;
2. **Conference Opening Keynote Speaker Sponsor:** Exclusive sponsorship for the opening address on Wednesday 23 October 2024;
3. **Conference Opening Dinner Sponsor:** Exclusive sponsorship for the evening of Wednesday 23 October 2024 (Opening Dinner);
4. **Conference Theme Dinner Sponsor:** Exclusive sponsorship for the evening of Thursday 24 October 2024 (Theme Dinner);
5. **Closing Keynote Speaker Sponsor:** Exclusive sponsorship for the closing address on Friday 25 October 2024; and
6. **Conference Lanyard Sponsor:** Single sponsorship opportunity.

About FinPro

FinPro, Local Government Finance Professionals, is a non-for-profit, member-driven organisation dedicated to supporting finance professionals within, and associated with, the Local Government sector in Victoria. With a legacy spanning over three decades, FinPro stands as the peak association for finance professionals in Victorian Local Government.



Our membership includes representatives from all 79 Victorian Councils, supplemented by external consultants, library corporations and other supportive entities, totalling over 850 members.

FinPro's mission is the cornerstone of our daily operations, encompassing:

- Advocacy on behalf of our members;
- Education for our members;
- Communication with members and external entities;
- Innovation through the sharing of ideas and encouraging continuous improvement; and
- Collaboration by providing networking opportunities and partnering with other organisations

The FinPro Conference

Set against the backdrop of the picturesque [RACV Cape Schanck](#) in Victoria, the 2024 FinPro Conference will commence at 12:30 PM on Wednesday 23 October, and conclude on Friday 25 October.

The conference is expected to host over 200 finance professionals, with representation from over 85% of Victorian Councils.

Conference Format

Spanning three days, the FinPro Conference offers a blend of formal sessions—encompassing technical, advisory, and personal development topics—and networking opportunities. This combination allows members to broaden their knowledge, connections, and skills, thereby enhancing their professional and personal lives.

Conference Venue and Accommodation

RACV Cape Schanck, located in the scenic Mornington Peninsula region of Victoria, will serve as the conference venue for the fourth time. The resort provides accommodation for approximately 220 guests and is complemented by additional lodging options in the vicinity which can be accessed independently by sponsors or delegates.

Why Partner with FinPro?

Partnering with FinPro for the 2024 Conference will allow organisations to:

- Build credibility by aligning with FinPro, a trusted organisation in the sector;
- Extend their networks within a concentrated and informative setting;
- Increase their product and service awareness among key finance professionals;
- Reach new audiences, from enthusiastic newcomers to seasoned experts; and
- Gain insights into Local Government to better tailor products and services to council needs.

The EOI Process for Sponsorship

The selection of conference partners for the 2024 FinPro conference will be conducted through an Expression of Interest process, welcoming applications from both past sponsors and new interested parties.

EOIs will open on Monday 3 May 2024 and close at 11:59 PM on Wednesday 5 June 2024. The FinPro Executive Committee will review all submissions, with successful applicants notified by Thursday 13 June 2024.

[COMPLETE THE EOI NOW](#)

Note: Each of the questions which will be asked in the EOI are [available here](#).

Conference Exhibitor Sponsorship

Investment: \$7,000 plus GST

Availability: Limited to **20** places, spanning a variety of industries.

Equality: All Conference Exhibitor Sponsorships are priced at the 2024 FinPro Conference.

Benefits Include:

- **Exhibition Space:** A dedicated area of approximately **2.5m x 2m** within the Conference Trade Room.
- **Registrations:** Two sponsor conference registrations included, covering all sessions, meals, and refreshments. *Note: Accommodation is not included, but two rooms at the conference venue are available for booking at a rate of \$322 per room, per night.*
- **Additional Tickets:** Access to purchase additional sponsor registrations at a discounted rate.
- **Brand Visibility:** Your company logo featured on the conference website.
- **Membership:** A 12-month corporate Partnership Membership with FinPro (valid from 1 October 2024 to 30 September 2025).
- **Delegate Access:** A delegate list provided two weeks prior to the conference. *Note: Email addresses are not included.*
- **Elevator Pitch:** A **90-second** presentation slot during the Sponsor Showcase on Thursday 24 October 2024, providing a prime setting to increase awareness of your brand to key decision-makers and influencers in the sector.
- **Case Study:** An opportunity to submit a case study for inclusion in a FinPro Member Update, either pre-conference or post-conference, reaching over **800 members**.
- **Networking Opportunities:** Engage with finance professionals during the networking lunch, dinner events, and breaks.

Conference Opening Keynote Speaker Sponsorship

Investment: \$5,000 (plus GST)

Availability: Exclusive (1 available)

Opportunity: Be at the forefront of the 2024 FinPro Conference and have your brand noticed right from the start. Ideal for organisations attending only on the afternoon and evening of Wednesday 23 October 2024.

Speaker: [Tania DeJong](#) – presenting on Collective Leadership

Benefits Include:

- **Presentation:** A 3-minute introduction of your company and the keynote speaker.
 - **Registrations:** Two sponsor registrations for the keynote presentation and opening dinner on Wednesday 23 October 2024 plus the day sessions on Thursday 24 October 2024. *Note: Accommodation is not included, but two rooms are reserved at a rate of \$322 per room, for the night of Wednesday 23 October 2024 at RACV Cape Schanck.*
 - **Brand Visibility:** Company logo on the conference website and profile on the conference app.
 - **Membership:** A 12-month corporate Partnership Membership with FinPro (valid from 1 October 2024 to 30 September 2025).
 - **Delegate Access:** Delegate list provided two weeks prior to the conference. *Note: Email addresses are not included.*
 - **Elevator Pitch:** A **90-second** presentation slot during the Sponsor Showcase on Thursday 24 October 2024.
 - **Case Study:** Opportunity to submit a case study for a FinPro Member Update (circulated to over 800 members).
 - **Note:** Exhibition space is not included in this package.
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Conference Opening Dinner Sponsorship

Investment: \$5,000 (plus GST)

Availability: Exclusive (1 available)

Opportunity: The 2024 FinPro Conference Opening Dinner is the first opportunity for delegates to sit down, relax and enjoy the conference. This sponsorship is ideal for organisations who can only attend the conference on Wednesday 23 and Thursday 24 October 2024.

A surprise performance will take place during this dinner. If interested in this sponsorship contact our Executive Officer, [Gab Gordon](#) to discuss further.

Benefits Include:

- **Presentation:** A 3-minute introduction of your company during the Opening Dinner.
 - **Registrations:** Two sponsor registrations for the opening dinner on Wednesday 23 October 2024 plus the day sessions on Thursday 24 October 2024. *Note: Accommodation is not included, but two rooms are reserved at a rate of \$322 per room, for the night of Wednesday 23 October 2024 at RACV Cape Schanck.*
 - **Brand Visibility:** Company logo on the conference website.
 - **Membership:** A 12-month corporate Partnership Membership with FinPro.
 - **Delegate Access:** Delegate list provided two weeks prior to the conference. *Note: Email addresses are not included.*
 - **Elevator Pitch:** A **90-second pitch** during the Sponsor Showcase on Thursday 24 October 2024
 - **Case Study:** Opportunity to submit a case study for a FinPro Member Update (circulated to over 800 members).
 - **Note:** Exhibition space is not included in this package.
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Conference Theme Night Sponsorship

Investment: \$5,000 (plus GST)

Availability: Exclusive (1 available)

Opportunity: Be the name behind this fantastic networking night. With the band Rewind 80's in full swing, this is always a night to remember.

Benefits Include:

- **Registrations:** Two sponsor registrations for Thursday day and the Thursday Conference Dinner (Thursday 24 October 2024) *Note: Accommodation is not included, but two rooms are reserved at a rate of \$322 per room, for the night of Thursday 24 October 2024 at RACV Cape Schanck.*
 - **Brand Visibility:** Company logo on the conference website.
 - **Membership:** A 12-month corporate Partnership Membership with FinPro.
 - **Delegate Access:** Delegate list provided two weeks prior to the conference. *Note: Email addresses are not included.*
 - **Elevator Pitch:** A **90-second pitch** during the Sponsor Showcase.
 - **Case Study:** Opportunity to submit a case study for a FinPro Member Update (circulated to over 800 members).
 - **Note:** Exhibition space is not included in this package.
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Conference Closing Keynote Speaker Sponsorship

Investment: \$4,000 (including GST)

Availability: Exclusive (1 available)

Speaker: Steven Bradbury – Australian Winter Olympian Gold Medalist

Opportunity: Perfect for organisations attending only on Friday 25 October 2024 and wishing to leave a lasting impression on guests as they leave the conference.

Benefits:

- **Presentation:** A 4-minute introduction of your company and the keynote speaker.
 - **Registrations:** Two sponsor registrations for the closing day of the conference, Friday 25 October 2024.
 - **Brand Visibility:** Company logo on the conference website.
 - **Membership:** A 12-month corporate Partnership Membership with FinPro.
 - **Delegate Access:** Delegate list provided two weeks prior to the conference. *Note: Email addresses are not included.*
 - **Case Study:** Opportunity to submit a case study for a FinPro Member Update (circulated to over 800 members).
 - **Note:** Exhibition space is not included in this package. Accommodation onsite is not guaranteed as part of this sponsorship.
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Conference Lanyard Sponsorship

Investment: \$5,000 (plus GST)

Availability: Exclusive (1 available)

Opportunity: Have your brand lodged in the memory of every attendee at the 2024 FinPro Conference – every time they look at theirs or anyone else’s lanyard they will be reminded of your brand!

Benefits Include:

- **Registrations:** Two sponsor registrations for all conference sessions and meals.
- **Brand Visibility:** Company logo on the conference website and on the official conference lanyards.
- **Membership:** A 12-month corporate Partnership Membership with FinPro.
- **Delegate Access:** Delegate list provided two weeks prior to the conference. *Note: Email addresses are not included.*
- **Elevator Pitch:** A 90-second pitch during the Sponsor Showcase.
- **Case Study:** Opportunity to submit a case study for a FinPro Member Update (circulated to over 800 members).

Note: Exhibition space is not included in this package.

Note: Accommodation onsite is not guaranteed as part of this sponsorship.

Next Steps

EOI submissions will close on Wednesday 5 June 2024 and notifications will be provided by Thursday 13 June 2024.

All successful applicants will be sent a sponsorship agreement to complete and return within 14 days.

Terms and Conditions or the sponsorship agreement

1. Local Government Finance Professionals Inc (FinPro) reserves the right to accept or decline sponsorship and/or exhibition for any event at its sole discretion.
2. Where sponsorship is accepted, FinPro agrees to provide the company the benefits as outlined in this prospectus document.
3. The sponsorship will come into effect upon signing the sponsorship agreement and the raising of the invoice and shall remain in force until seven days after the conclusion of this event. Full payment is required by the earlier of 28 days of issue of the tax invoice and the commencement of the event. Interest may be applied to outstanding invoices.
4. The sponsorship agreement cannot be cancelled by the sponsor once it has come into effect. In the event of this event being cancelled, FinPro will refund paid sponsorship to the sponsor within one month of the event being cancelled.
5. No exhibition space will be assigned until payment has been received. FinPro reserves the right to assign or reassign exhibition space so that the full arrangement of the exhibition is in the best interests of the attendees and the exhibitors. Whilst sponsors preferred locations will be considered, they cannot be guaranteed.
6. The sponsor agrees to comply with the sponsor agreement within the time frames advised by FinPro to ensure entitlements are delivered (logos/company information/delegate registrations).
7. Where one party is unable to carry out its obligations under this agreement due to circumstances beyond its control or which it could not have prevented, those obligations are suspended whilst those circumstances continue, provided the other party is given reasonable notification and the first party uses its best endeavours to overcome the circumstances preventing its obligations from being carried out.
8. Each party shall indemnify the other against any claims arising from any breach of the agreement by either party except to the extent that the claims are indirect or consequential, and except to the extent that any of them are caused or contributed to by the default or negligence or omission of the other party.
9. The terms and conditions of this agreement shall not be disclosed to any third parties without the prior written consent of both parties.
10. The rights of either party under this agreement shall not be transferable or assignable either in whole or in part.
11. Sponsors and exhibitors agree to act professionally with respect to all fellow sponsors, delegates and FinPro Staff and the FinPro Executive.
12. Where speaking opportunities are included in the sponsorship package, sponsors agree to promote their product but not at the detriment or disparagement to any other suppliers or competitors present at the 2024 FinPro Conference.