



TRI-STATE

# SPONSORSHIP & TRADE EXHIBITION PACKAGE

26 – 28 FEBRUARY 2012  
ALBURY ENTERTAINMENT CENTRE

21st Annual Tri-State  
Conference & Trade Exhibition

**Aged Care: The New Frontier**



Aged & Community Care Victoria (ACCV) and the Aged & Community Services Association of NSW & ACT (ACS) are very proud of the continuous strong support of industry suppliers and service providers for the annual Tri-State Conference & Trade Exhibition.

Together, we have made the Tri-State Conference & Trade Exhibition a leading event for aged care professionals for 20 years.

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## INVITATION

As part of the continuing series of successful Tri-State Conferences, we are pleased to invite you to be a part of our next exciting event in Albury – situated on the Victorian and NSW border – for the 21st Annual Tri-State Conference & Trade Exhibition.

Set out in this brochure is a range of sponsorship and exhibition opportunities for you to consider. We look forward to welcoming you to Albury in 2012.

## CONFERENCE THEME

In 2012, the Conference theme *Aged care: The new frontier* will look at the future of aged care as the industry embarks upon the journey into a new era of aged care provision following the 2011 release of the Productivity Commission’s report into the industry.

We are preparing an outstanding program which looks at what are predicted to be significant changes to the operation of the industry and anticipate high delegate attendance. Join us in continuing to connect with members of the aged and community care industry, as we come together to explore our future opportunities in the industry.

## WHO WILL ATTEND

The 21st Annual Tri-State Conference will provide a unique opportunity for members of the aged care industry to extend their knowledge in their respective professional fields.

More than 300 delegates are expected to attend, including key stakeholders in the aged care industry, Chief Executive Officers, Senior Managers, industry partners, Board Members, Directors of Nursing, Hostel Supervisors, Care Managers, Carers and operational staff.

## THE VENUE

The Albury Entertainment Centre  
Swift Street, Albury NSW 3691

**Phone:** 02 6043 5610

**Fax:** 02 6043 5629

**Website:** [www.alburycity.nsw.gov.au](http://www.alburycity.nsw.gov.au)

## SOCIAL PROGRAM

### Welcome Reception within the Trade Hall

Sunday 26 February 2012

### Tri-State Conference Dinner

The Terrance Restaurant

All Saints Winery

Rutherglen

Monday 27 February 2012



# SPONSORSHIP OPPORTUNITIES

## Principal Sponsor

VALUE \$ 15,000

As the Principal Sponsor of the Tri-State Conference, your organisation will be presented as having made a significant contribution and commitment to our aged care conference.

### The Principal Sponsor will receive:

- » Trade booth in prime location placement
- » Complimentary delegate registration for two company representatives
- » Acknowledgment as the Principal Sponsor and five minute address on Monday 27 February
- » Banners display (supplied by sponsor) at Conference venue
- » Logo on Delegate satchels
- » Logo on all promotional material
- » Acknowledgement on all promotional material as Principal Sponsor
- » Satchel insert
- » Two complimentary Conference Dinner tickets
- » Logo promotion on PowerPoint display screens during Conference
- » Sponsor to provide 500 writing pads and pens with corporate logo

**SOLD**

## Dinner Sponsor

VALUE \$6,500

As the Dinner Sponsor, you will have the opportunity to sponsor the Conference Dinner held at The Terrace Restaurant, All Saints Winery, Rutherglen.

### The Dinner Sponsor will receive:

- » Four complimentary tickets
- » A five minute address at the Conference Dinner
- » Banner on display during function (supplied by Sponsor)
- » Logo on all promotional material (within printing timeframe)
- » Satchel insert

**SOLD**

## Welcome Reception Sponsor

VALUE \$6,000

As the Welcome Reception Sponsor, you will have the opportunity to support the delegates at the Welcome Reception to be held at 5.30pm on Sunday 26 February 2012. All Delegates will receive invitations to this event on registration.

### Welcome Reception Sponsors will each receive:

- » A banner on display in the Trade Exhibition area during the Welcome Reception
- » A five minute address at the Welcome Reception
- » Logo on all promotional material (within printing timeframe)
- » Satchel insert

## Café Sponsor

VALUE \$5,800

This is an exclusive opportunity for one sponsor only. The Café Sponsor will feature a coffee machine with a barista, hosting the much loved and only location for 'real coffee' at the Conference. This is sure to be a popular location.

### The Café Sponsor will receive:

- » Signage on café and coffee machine
- » Satchel insert
- » Acknowledgment as Café Sponsor by Facilitator

## Water Bottle Sponsor

VALUE \$4,000

Keep our delegates hydrated. This is a fantastic opportunity to gain exposure throughout the conference by being the main providers of water to delegates who attend.

- » Water Bottle sponsor for up to 1000 350ml bottles of water
- » Logo placement on bottle label
- » Satchel insert

## Dunny Door Sponsor

VALUE \$2,500

The Dunny Door sponsorship package provides an opportunity for you to create signage for mens' and ladies' toilets throughout the Conference venue – a more creative way for you to promote your brand whilst also relaying a serious message.

### Dunny Door Sponsors will each receive:

- » Signage on display throughout the duration of the conference
- » Logo on all promotional material (within printing timeframe)
- » Satchel insert
- » Small table near registration area (please refer to Floor Plan on page 6)

## Satchel Sponsorship (2 available) VALUE \$2,500

As a Satchel Sponsor you will have your logo featured on our satchel which will be given to all Delegates – in excess of 300 people will hold your logo in their hands.

### Satchel Sponsors will receive:

- » Logo on all delegate satchels
- » Logo on all promotional material (within printing timeframe)
- » Satchel insert

Cut-off date for sponsorship Monday 28 November 2011



# SPONSORSHIP OPPORTUNITIES

## Lanyard Sponsor

VALUE \$2,500

As the Lanyard Sponsor you will have the opportunity to place your logo on all Delegate lanyards that attend the conference.

### The Lanyard Sponsor will receive:

- » White logo on all Delegate lanyards
- » Satchel insert

## Morning Tea Sponsor (2 available)

VALUE \$1,500

As the Morning Tea Sponsor, you will have the opportunity to heighten exposure of your product or service. There is a maximum of two Morning Tea Sponsorships – Monday 27 February and Tuesday 28 February.

### Morning Tea Sponsors will receive:

- » Acknowledgement as Morning Tea Sponsor prior to break
- » Signage on display during Morning Tea (supplied by sponsor)
- » Logo on all promotional material at the event
- » Satchel insert

## Lunch Sponsor (2 available)

VALUE \$3,000

As the Lunch Sponsor, you will have the opportunity to heighten exposure of your product or service. There is a maximum of two Lunch Sponsorships available – Monday 27 February and Tuesday 28 February 2011.

### Lunch Sponsors will receive:

- » Logo on all promotional material (within printing timeframe)
- » Three minute address in the session before and/or after lunch
- » Banner on display within trade hall during lunch
- » Acknowledgement as Lunch Sponsor in session before lunch
- » Satchel insert

## Afternoon Tea Sponsor (1 available)

VALUE \$1,500

As the Afternoon Tea Sponsor you will have the opportunity to heighten exposure of your product or service. There is one Afternoon Tea Sponsorship – Monday 27 February 2011.

### Afternoon Tea Sponsors will receive:

- » Acknowledgement as Afternoon Tea Sponsor prior to break
- » Signage on display during Afternoon Tea
- » Logo on all promotional material at the event
- » Satchel insert

## Plenary Speaker Sponsorship

VALUE \$1,500

As a Plenary Speaker Sponsor you will have the opportunity to be associated with the speaker of your choice.

### Plenary Speaker Sponsors will receive:

- » Signage on display while your choice of speaker is presenting
- » Logo on all promotional material
- » Satchel insert

To discuss session Speaker availability, please contact ACCV Events team on (03) 9805 9400.

## Conference Satchel Insert

VALUE \$500

Event Sponsors have the opportunity to insert promotional literature, standard A4 flyers, brochures or booklets into the satchels which will be issued to all Conference Delegates. This is an excellent opportunity to creatively demonstrate your brand and provide innovative items that all Delegates will receive. All satchel inserts must be approved by the Conference Planning Committee so please check with us if you are considering promotional items of a difference.

### Satchel Insert Sponsorship includes:

- » Your item inserted in the conference satchel provided to all Delegates

\* Please note sponsorship packages do not include registration for the Conference Dinner. Please register to attend using the Registration Form located on the Conference Program which will be available in November 2011.

# EXHIBITOR TRADE STANDS

## COST PER INDIVIDUAL TRADE STAND

Associate Member: **\$2,750 including GST**

Non-member: **\$3,300 including GST**

The stand rate is for three (3) days and includes catering for two (2) staff representatives. Confirmation of representatives should be indicated on the Exhibitors Kit which will be forwarded upon receipt of registration.

## TRADE STAND PROVISIONS:

Stands measure 2m (depth) x 3m (width) by 2m height. Each site consist of:

- Clothed 1.8m trestle table
- 2x chairs
- 2x fascia positioned spotlights
- Company name (placed on both fascia)
- 1x power point
- Walls are covered in velcro compatible frontrunner surface



The appointed exhibition contractor for the 2012 Tri-State Conference is Barlens Event Hire who can also assist with additional furniture/ exhibition hire requests. Contact (02) 6041 5700.

### Specifications:

- » To attach material to the booths, use pins or velcro
- » Venue access is available through the main entrance from the rear entrance (refer to map on page 6)
- » Storage is available
- » Trade Registration and set up is available: 2pm – 5pm Saturday 25 February and 10am – 2pm Sunday 26 February
- » Exhibitors are required to have Trade Stands finalised no later than 2pm on Sunday 26 February  
*(Please Note: No Loading Bay access will be available after 2pm on Sunday 26 February.)*  
Loading Bay will re-open 2pm Tuesday 28 February
- » Exhibitors must vacate booths by 5pm Tuesday 28 February
- » Ample parking is available near the venue

## KEY EXHIBITOR SET UP/ REMOVAL INFORMATION

### Bump In:

2pm – 5pm Saturday 25 February 2012 and  
10am – 2pm Sunday 26 February

### Bump Out:

2pm – 5pm Tuesday 28 February 2012

## DELIVERY OF ITEMS TO BE ORGANISED DIRECTLY VIA VENUE

Contact:

### Chelsea Logan

Venue Events Coordinator

The Albury Entertainment Centre  
Swift Street, Albury NSW 3691

Phone: (02) 6043 5611

Fax: (02) 6043 5629

## SECURITY

The Exhibition Hall will be locked each evening. It is suggested that no easily removed valuable items be left over night. Security patrols will be manning the area during the evening. However, no responsibility will be held for any loss or damage to equipment and display materials.

## PROMOTION

In addition to the promotion of the Tri-State Conference & Trade Exhibition that will be conducted by the Event Organisers through membership contacts, all Sponsors and Exhibitors are encouraged to promote their support and involvement in this event. This could include an excerpt on emails, letterhead, signature, website or any other appropriate documentation. If you require any assistance with promoting this event please contact the ACCV Communications Coordinator at [communications@accv.com.au](mailto:communications@accv.com.au) or (03) 9805 9400.

NOTE: feature email address on a single line.

## RAFFLES

Please ensure you are compliant with legal requirements surrounding any raffles you wish to conduct from your Trade Stand. Raffle results and prize distribution is the responsibility of the Exhibitor. If you would like the results of your raffle announced during the final day of the Conference, please provide in writing your company name, prize winner name, prize and how it is to be collected to the Registration Desk by the end of Morning Tea on Tuesday 28 February. The distribution of prizes claimed after the event is the responsibility of the Exhibitor and not the Event Organiser.

## FLYERS AND PAMPHLETS

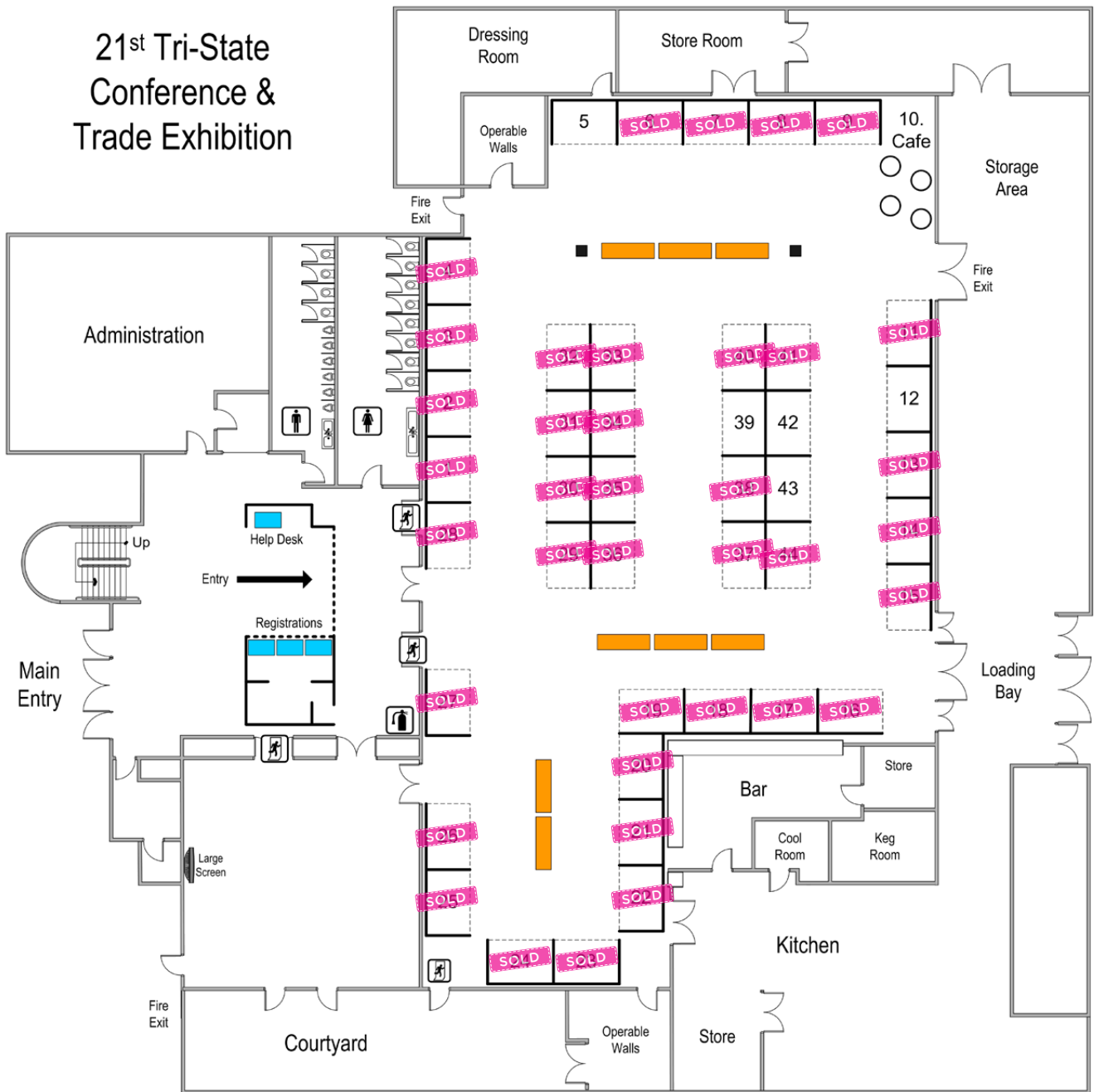
Flyers and pamphlets are only to be handed out from your allocated Trade Stand. Marketing materials are NOT to be placed or distributed in the foyers or other areas throughout the Conference venue.

# EXHIBITION FLOOR PLAN



## Albury Entertainment Centre

21st Tri-State  
Conference &  
Trade Exhibition



## TERMS & CONDITIONS

- » The Conference host and organiser will take all diligent care to fulfill the above mentioned Sponsorship and Exhibitor commitments
- » Sponsors and Exhibitors are responsible for providing all their requirements i.e. banners, promotional material and any other material within the timelines outlined in this package
- » Sponsors and Exhibitors are required to make the necessary payments in full for the sponsorships and booths by 16 December 2011. All accounts are required to be finalised prior to the commencement of the Conference
- » Sponsors and Exhibitors are responsible for the security of all their equipment and materials while at the conference
- » Sponsors and Exhibitors are to ensure their own insurance covers them while at the conference
- » The Event Organiser, and venue, the Albury Entertainment Centre, will not be held liable for damage or loss of goods or equipment while at the Conference
- » Exhibitors are required to comply with set up/removal and trading policies implemented by the Event Organiser
- » Whilst every care is taken in program content/structure, the Event Organiser reserves the right to alter/substitute components to the event as deemed appropriate
- » Trade booths are allocated on a sole entity basis, unless otherwise indicated and agreed to by the Event Organiser. Cross promotion is strictly prohibited
- » Cancellation Policy: Upon receipt of registration deposit, a 15 % administration fee will be applicable for any cancellations made up until three (3) months prior to event. For cancellations between three (3) months and one (1) month prior to the event, a 50 % cancellation fee will be applicable. For cancellations made in the month prior to the event, no refunds will be issued.

All cancellations are required in writing addressed to the ACCV Events Team:

Aged & Community Care Victoria  
Level 7, 71 Queens Road,  
Melbourne, Victoria 3004

## CONFERENCE EVENTS

### WELCOME RECEPTION

**Sunday 26 February 2012**  
**5.30pm – 7.00pm**  
**Albury Entertainment Centre**  
**(Within Trade Hall)**

The Conference Welcome Reception provides the ideal networking opportunity for Exhibitors and Delegates alike, with fantastic food, wine and entertainment all provided within the Trade Exhibition area.

### TRI-STATE CONFERENCE DINNER

**Monday 27 February 2012**  
**6.30pm – 12.00am**

**Theme (TBC)**

**The Terrace Restaurant,**  
**All Saints Winery,**  
**Rutherglen**

Always a highlight, this year's Conference Dinner will be no exception with a fantastic evening of food, wine and entertainment planned, at a great venue located in the beautiful Rutherglen Region.

Please register to attend the Conference Dinner using the Registration Form located on the Conference Program which will be available in November 2011.

### ACCOMMODATION

ACCV is pleased to provide an accommodation booking service through Destination Conferences & Incentive for all Exhibitors and Delegates. Please refer to the ACCV website at [www.accv.com.au](http://www.accv.com.au) for details.

### CONFERENCE ORGANISER

Aged & Community Care Victoria (ACCV)  
Address: Level 7, 71 Queens Road  
Melbourne VIC 3004

**Phone:** (03) 9805 9400

**Fax:** (03) 9805 9455

**Website:** [www.accv.com.au](http://www.accv.com.au)

**Email:** [events@accv.com.au](mailto:events@accv.com.au)

# BOOKING FORM

Company Name: \_\_\_\_\_

Main Contact Person: \_\_\_\_\_

Position: \_\_\_\_\_

Company Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Mobile: \_\_\_\_\_

E mail: \_\_\_\_\_

## SPONSORSHIP

Sponsorship of interest: \_\_\_\_\_

Second sponsorship of interest: \_\_\_\_\_

\*Logo to be emailed when booking sponsorship to [events@accv.com.au](mailto:events@accv.com.au)

## TRADE

Stand no. \_\_\_\_\_ 1st preference

Stand no. \_\_\_\_\_ 2nd preference

Stand no. \_\_\_\_\_ 3rd preference

### Selected Display Type

\_\_\_\_\_ **Associate Member (\$2,750)**

\_\_\_\_\_ **Non Member (\$3,300)**

### Additional inclusions (please indicate if required)

Trestle table, cloth and x2 chairs (included in stand package)

Power required

If you require specific furniture needs for your booth please contact Barlens Event Hire

**Phone:** (02) 6041 5700

**Website:** [www.barlens.com.au](http://www.barlens.com.au)

If your stand preference is not available, you will be contacted to discuss alternate stand options. All bookings will be confirmed in writing via email.

**Total Event Order \$**

**Includes Sponsorship/Trade Display**

All prices stated are GST inclusive.

Acceptance of ACCV Terms & Conditions for participation in the Tri- State Conference & Trade Exhibition 2012.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Print name: \_\_\_\_\_

Please complete and return to:

**ACCV Conferences & Events**  
**Level 7, 71 Queens Road**  
**Melbourne Victoria 3004**

**Phone:** (03) 9805 9400

**Fax:** (03) 9805 9455

## PAYMENT DETAILS

Credit Card details

Mastercard

VISA

Card No.

Expiry Date: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Name of organisation: \_\_\_\_\_

Name on card: \_\_\_\_\_

Amount payable \$ \_\_\_\_\_

### Electronic Funds Transfer

**Account name:** Aged & Community Care Victoria Ltd

**BSB:** 033 165

**Account:** 203181

Please forward remittance advice to [events@accv.com.au](mailto:events@accv.com.au)

### Cheque

Made payable to:

**Aged & Community Care Victoria**

**Level 7, 71 Queens Road**

**Melbourne Victoria 3004**

**ABN: 61 118 984 697**

The Tri-State Conference & Trade Exhibition is proudly presented in association with:



For further enquires on your State Association events and business development opportunities, please contact:

## VICTORIA

### ACCV Events Department

Phone: (03) 9805 9400  
Email: [events@accv.com.au](mailto:events@accv.com.au)

### Greg Knox

Membership & Business Development Manager

Phone: (03) 9805 9400  
Email: [membership@accv.com.au](mailto:membership@accv.com.au)

## NEW SOUTH WALES

### Elizabeth Paterson

Events & Business Development Manager

Phone: (02) 8754 0400  
Email: [elizabethp@agedservices.asn.au](mailto:elizabethp@agedservices.asn.au)