AIRFIELD PAVEMENT AND LIGHTING FORUM

Wednesday 15 and Thursday 16 May 2019
Crown Conference Centre, Melbourne

PAVEMENT TECHNOLOGY WORKSHOP

Tuesday 14 May 2019
Crown Conference Centre, Melbourne

PARTNERSHIP PROSPECTUS
airports.asn.au
It is with great pleasure that we invite you to the 2019 Australian Airports Association’s (AAA) Pavements and Lighting Forum at the Crown Conference Centre, Melbourne.

In 2019 the Forum will take place over two days, Wednesday 15 and Thursday 16 May with the Technical Pavements Workshop preceding the Forum on the Tuesday 14 May. The Australian Airport Association (AAA) Airfield Pavement and Lighting Forum forms part of the commitment the AAA has to provide the aviation industry with comprehensive technical training.

The Forum will feature an exhibition area catering for up to 14 exhibitors with more space for networking between sessions. With a view to increase networking opportunities throughout, we have also included a Forum dinner and will be held in addition to the welcome reception.

With the ever-increasing popularity of the Forum we are expecting more than 240 delegates to attend this specialised event.

The AAA Airfield Pavement and Lighting Forum is the pre-eminent event to attend for all those involved in pavements and airfield lighting projects at Australian and New Zealand airports. I look forward to seeing you in Melbourne.

Partnering and exhibiting at the Forum is a way to show your support for, and commitment to, the industry which is in addition to the opportunity to showcase your company to a range of key decision makers, industry professionals and industry stakeholders.

We look forward to partnering with you for this exciting event.

Yours sincerely,

Caroline Wilkie
Chief Executive Officer
Australian Airports Association

<table>
<thead>
<tr>
<th><strong>REGISTRATION</strong></th>
<th>2 days</th>
<th>3 days (includes workshop)</th>
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<tbody>
<tr>
<td><strong>15-16th May 2019</strong></td>
<td><strong>14-16th May 2019</strong></td>
<td></td>
</tr>
<tr>
<td>Airport Members</td>
<td>$1,320</td>
<td>$1,650</td>
</tr>
<tr>
<td>Corporate Members/AAPA</td>
<td>$1,650</td>
<td>$1,980</td>
</tr>
<tr>
<td>Government Stakeholders</td>
<td>$1,650</td>
<td>$1,980</td>
</tr>
<tr>
<td>Non-Members</td>
<td>$2,750</td>
<td>$2,970</td>
</tr>
</tbody>
</table>

All rates are inclusive of GST
**PROGRAM OUTLINE**

<table>
<thead>
<tr>
<th>Tuesday 14th May</th>
<th>Wednesday 15th May</th>
<th>Thursday 16th May</th>
</tr>
</thead>
<tbody>
<tr>
<td>• AAA Pavement Technology Workshop</td>
<td>• AAA Airfield Pavement and Lighting Forum</td>
<td>• AAA Airfield Pavement and Lighting Forum</td>
</tr>
<tr>
<td>• Welcome and Networking Drinks</td>
<td>• Exhibition</td>
<td>• Exhibition</td>
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<tr>
<td></td>
<td>• Forum Dinner</td>
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**AAA AIRFIELD PAVEMENT AND LIGHTING FORUM PROGRAM**

The program for the AAA Airfield Pavement and Lighting Forum will incorporate case studies and panel discussions with a focus on specific and detailed airfield projects.

- Airport Pavement and Lighting Projects
- Project management
- Best practice and innovation
- Latest industry trends
- Asset management and maintenance
- AGL Lighting regional and major airport focus
- Sustainable infrastructure
- Design and evaluation
- Technical discussions
- Next generation
- Construction
- Surface treatments for the future
- Performance based specifications and research
- AGL Lighting installation

**PARTNERSHIP AND EXHIBITION PACKAGES**

<table>
<thead>
<tr>
<th>Partnership packages</th>
<th>Price (excl gst)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Silver partner</td>
<td>$6,000 one remaining</td>
</tr>
<tr>
<td>Coffee partner</td>
<td>$2,500 three available</td>
</tr>
<tr>
<td>Lunch break partner</td>
<td>$2,000 two remaining</td>
</tr>
<tr>
<td>Lanyard partner</td>
<td>$3,500 one available</td>
</tr>
<tr>
<td>Full Page Program Advertisement</td>
<td>$2,000 two available</td>
</tr>
<tr>
<td>Morning tea partner</td>
<td>$1,500 two available</td>
</tr>
<tr>
<td>Afternoon tea partner</td>
<td>$1,500 two available</td>
</tr>
<tr>
<td>Half Page Program Advertisement</td>
<td>$1,500 two available</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Exhibition packages</th>
<th>Price (excl gst)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2m (deep) x 3m (wide)</td>
<td>$3,500 twelve available</td>
</tr>
</tbody>
</table>
PARTNERSHIP PACKAGE INCLUSIONS

SILVER PARTNER
$6,000 (EXCL GST)

As a Silver partner you will receive wide exposure in the lead up to as well as throughout the proceedings of the event.

Inclusions:
• Acknowledgment as an official Silver Partner;
• Exhibition booth 2m (deep) x 3m (wide) with 2.4m rear walling and 1m half height side walls with preference (after the Platinum and Gold Partner) for preferred booth location;
• Fascia signage with your company name at the top of the booth;
• Two chairs and trestle table for welcoming delegates to your booth;
• Two complimentary two day AAA Airfield Pavement and Lighting Forum registration which includes tickets to the evening functions valued at $1650;
• Acknowledged throughout the promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 3,500 AAA Members each week;
• Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website;
• Prominent logo placement on promotional material including the forum program and slides displayed between sessions;
• Opportunity to provide a company profile (up to 100 words) in the event brochure;
• Access to the delegate list (subject to Privacy Act).

LANYARD PARTNER
$3,500 (EXCL GST)

The Lanyard partner will have the exclusive opportunity to brand the lanyards worn by all delegates and speakers at the forum.

Inclusions:
• Logo printed on the lanyards worn by all delegates and speakers at the forum;
• Logo displayed on promotional material including the forum program and promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 3,500 AAA Members each week; and
• Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website.

COFFEE PARTNER
$2,500 (EXCL GST)

The coffee partner will have the opportunity to have their logo, printed on the coffee cups on one of the three days. This partnership opportunity will enable your organisation to feature your logo and show alignment with the AAA and the AAA Airfield Pavement and Lighting Forum.

Inclusions:
• Logo printed on coffee cups;
• Logo displayed on promotional material including the forum program and promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 3,500 AAA members each week; and
• Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website.
• Opportunity to display banner at the coffee cart and café station.
**LUNCH BREAK PARTNER**  
**$2,000 (EXCL GST)**

As a Lunch break partner you will receive the unique opportunity to get your brand front and centre with the delegates. The packages available are Wednesday lunch break and/or Thursday lunch break.

**Inclusions:**
- Acknowledgment as an official Lunch break partner;
- Opportunity to brand the designated lunch break space on the day you are sponsoring lunch;
- Logo displayed on promotional material including the forum program and promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 3,500 AAA Members each week;
- Logo displayed on the presentation slides prior to the lunch break; and
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website.

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**AFTERNOON TEA PARTNER**  
**$1,500 (EXCL GST)**

The packages available are for the Wednesday afternoon tea or Thursday afternoon tea.

**Inclusions:**
- Acknowledgment as an Afternoon Tea Partner;
- Opportunity to brand the designated afternoon tea space on the day you are sponsoring;
- Logo displayed on promotional material including the forum program and promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 3,500 AAA Members each week;
- Logo displayed on the presentation slide prior to afternoon tea on the day you are sponsoring; and
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website.

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**MORNING TEA PARTNER**  
**$1,500 (EXCL GST)**

The packages available are for the Wednesday morning tea or Thursday morning tea.

**Inclusions:**
- Acknowledgment as a Morning Tea Partner;
- Opportunity to brand the designated morning tea space on the day you are sponsoring;
- Logo displayed on promotional material including the forum program and promotion of the event including the AAA Airport Alert (eNewsletter) which is sent to over 3,500 AAA Members each week;
- Logo displayed on the presentation slide prior to morning tea on the day you are sponsoring; and
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website.

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**PROGRAM ADVERTISEMENT**

**FULL PAGE $2,000 (EXCL GST)**  
**HALF PAGE $1,500 (EXCL GST)**

This advertising opportunity will enable your organisation to have a presence in the printed program, which will be available to all delegates and speakers throughout the forum.

**Inclusions:**
- Logo displayed on the presentation slides during the forum; and
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website.
EXHIBITION PACKAGE
INCLUSIONS

EXHIBITION BOOTHS
2m X 3m $3,500 (Excl GST)

Following the success of the exhibition area at the 2017 AAA Airfield Pavement and Lighting Forum we will again include an exhibition area for delegates to gather and interact with industry suppliers. In 2019 the exhibition area is located in the foyer area of the forum space at the Crown Casino Conference where all the catering will be served, which makes the exhibition space the preferred location for delegates to mingle during session breaks.

Inclusions:
- Exhibition booth 2m (deep) x 3m (wide) with 2.4m rear walling and 1m half height side walls;
- Fascia signage with your company name at the top of the booth;
- Two chairs and trestle table for welcoming delegates to your booth;
- Two complimentary two day AAA Pavements and Lighting Forum registration which includes two tickets to the evening functions valued at $1650;
- Acknowledgment on the AAA website in the events section with a hyperlink to your organisation’s website; and
- Logo displayed on promotional material including the forum program.

OUR COMMITMENT TO YOU

Commitment to our partners begins the moment they confirm their sponsorship package with us.

We will provide an ongoing point of contact who will provide clear and timely information in regards to your sponsorship and/or exhibition package and the logistics of putting the benefits into action.

We will do our very best to maximise the exposure of your partnership by ensuring that your logos appear promptly on the conference website and literature as per your package. In order to maximise the opportunity to showcase your organisation, we are also willing to tailor your package to include additional or alternative leveraging opportunities.

CONTACT DETAILS

Annie Frisch
Events and Marketing Director
M: 0437 178 535
E: events@airports.asn.au

Australian Airports Association
Unit 2/4 Brindabella Circuit
Canberra Airport ACT 2609
P: 02 6230 1110
APPLICATION FORM

COMPANY DETAILS

[Table with columns for Company, ABN, and Address]

REPRESENTATIVE

[Table with columns for Name, Position, Phone, and Email]

SPONSORSHIP PACKAGES

<table>
<thead>
<tr>
<th>Sponsorship package</th>
<th>Price (excl gst)</th>
</tr>
</thead>
<tbody>
<tr>
<td>□ Silver partner - one remaining</td>
<td>$6,000 each</td>
</tr>
<tr>
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<td>□ Morning tea partner</td>
<td>$1,500 each</td>
</tr>
<tr>
<td>□ Afternoon tea sponsor</td>
<td>$1,500 each</td>
</tr>
<tr>
<td>□ Full Page Program Advertisement 210(w) x 297(h) +3mm bleed</td>
<td>$2,000</td>
</tr>
<tr>
<td>□ Half Page Program Advertisement 210(w) x 148.5(H) +3mm bleed</td>
<td>$1,500</td>
</tr>
<tr>
<td>□ Exhibition package 2m (deep) x 3m (wide) - three remaining</td>
<td>$3,500</td>
</tr>
</tbody>
</table>

AGREEMENT

[Table with columns for Name, Signature, Position, and Date]

By signing this agreement you are bound by the terms and conditions over page.
Application and Payment
Following signing of this agreement, a tax invoice for the full amount will be forwarded. Sponsorship packages are not considered confirmed until payment is received. Should the payment not be received within 14 days of invoice, the package may be released for re-sale.

Acceptance and Allocation
The Australian Airports Association reserve the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any payment paid.
Sponsorship which may be limited in number will be generally allocated to those organisations who apply earliest. Allocation of sponsorship packages regardless of the preference indicated is at the discretion of the Australian Airports Association whose decision will be final.

Cancellation Policy
If the event is cancelled by the Australian Airports Association less than 12 months prior to the scheduled date a 100% refund will be provided. If the event is rescheduled by the organiser, and an inability to participate can be reasonably demonstrated a full refund will be provided. In the case of your cancellation of sponsorship, notification in writing should be sent to events@airports.asn.au

In the event of cancellation of sponsorship the Australian Airports Association reserves the right to retain monies paid in full unless resold.

Consequential Damage
The Australian Airports Association will not be liable for any indirect or consequential damages arising out of a breach of this agreement.

Marketing
The requirements for marketing materials (specifications and delivery details) for advertisements, signage, banners, satchel inserts or other arrangements will be sent via email at a later date.
Logos will be requested in both .jpg and .eps format, high resolution 300dpi. Should an alternative format be received, the Australian Airport Association cannot be held responsible for the quality of the logos displayed in any of the promotional material.
In the event that materials, information or artwork required are not received by the designated due date, their use for their intended purpose cannot be guaranteed. The value of these entitlements will not be refunded if this is the case.

Exceptional Circumstances
The Australian Airports Association reserve the right to change the venue and duration if exceptional circumstances demand.

In the event of a change of venue and/or duration, the agreement to participate will remain in force as long as at least one month before the planned Forum is advised. The Australian Airports Association will use reasonable endeavours to remedy the impact of exceptional circumstances.

Responsibility
The Australian Airports Association and event venue accept no responsibility for any act, accidents, omissions on the part of service providers, the accuracy or content of any written or oral statements by speakers in connection with this event, delay, damage, personal injury or death.
Sponsors will indemnify the Organisers in respect of any claim and demands in respect thereof. Adequate insurance in respect of all such claims is the responsibility of the Sponsor. Australian regulators require all Sponsors to have adequate Public and Product Liability Insurance cover based on a limit of indemnity to the value of $10 million or above. This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand or space. Sponsors will need to be able submit their Public Liability Insurance Certificate upon request.

Registrations
Sponsors are not permitted to attend Forum sessions or social functions unless the relevant tickets are offered as part of the particular sponsorship package. However, should Sponsors wish to attend the Forum as a delegate or attend social functions, the appropriate registration form must be completed and forwarded to the Australian Airports Association together with the applicable registration fee.

Sponsorship Packages
Any variations to the description of each package as detailed in this agreement must be as agreed in writing with the Australian Airports Association.

Unavoidable Occurrences
In the event that the Forum is cancelled or delayed through no fault of the Australian Airports Association and the Venue Manager, including but not limited to fire, flood, labour disputes, natural disasters, acts of God(s), civil disorders, riots, insurrections, work stoppages, slow downs or disputes, or other similar events then Sponsors shall not be entitled to any refund or claim for any loss of damage.

Venue
Sponsors and the servants, agents, contractors and invitees of Sponsors are also to observe the rules, regulations and procedures as prescribed by the venue.

Agreement
The terms for this agreement commence on the date of receipt by the Australian Airports Association of a signed copy and ends on 18 May 2019. If you have any questions email events@airports.asn.au or call 02 6230 1110.