



# Sponsorship Proposal 2017/2018

## South Australian Local Government Financial Management Group

The South Australian Local Government Financial Management Group (SALGMG) is an active incorporated body which has over 190 members representing over 95% of all Councils.

Sponsorship of the SALGMG provides an opportunity to engage with some of the State's most influential leaders in Local Government, including CEOs, General Managers, Finance Managers and other professionals.

### **SALGMG**

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## Benefits of Sponsorship

More than 9,000 people work for 68 Councils in South Australia. South Australian Local Government spends more than \$1.23 billion dollars annually on goods and services.

The South Australian Local Government Financial Management Group (SALGFMG) is an active incorporated body which has over 190 members representing over 95% of all Councils. The SALGFMG in the past has been involved in a number of notable state-wide projects that includes the introduction of a model set of financial statements and the development of a framework to support internal

controls.

Sponsorship of the SALGFMG provides an opportunity to engage with some of the State's most influential leaders in Local Government, including CEOs, General Managers, Finance Managers and other professionals. Sponsorship of the SALGFMG provides a direct link to building strategic relationships with decision makers within the Local Government sector. Sponsorship includes benefits at three (3) events per year attracting between 100 and 150 participants.

**We welcome...** you to further extend your knowledge of Local Government and help Councils meet their challenges and business objectives with the services of your company.

**We provide...** the opportunity for you to create business through the promotion of your products and services to all levels within Local Government.

**We encourage...** you to be linked to a highly respected, active and independent group whose primary intent is to deliver better outcomes for the sector.

➤ PLATINUM

➤ GOLD

➤ SILVER

➤ BRONZE

## Sponsorship Levels

There are a range of sponsorship options available, detailed in the following table:

Sponsorship Levels:			
Name	Number of Sponsorship Packages Available	**Term	Cost (inc GST)
*Platinum	Exclusive	3 years	\$84,000 fixed (\$28,000 p.a. x 3)
Gold	Maximum of 4	3 years (10% discount)	\$24,840 fixed (\$8,280 p.a. x 3)
		or Annual	\$9,200 p.a. – subject to annual increase
Silver	Unlimited	3 years (10% discount)	\$15,525 fixed (\$5,175 p.a. x 3)
		or Annual	\$5,750 p.a. – subject to annual increase
Bronze	Unlimited	3 years (10% discount)	\$9,450 fixed (\$3,150 p.a. x 3)
		or Annual	\$3,500 p.a. – subject to annual increase

**\*Exclusive rights** for sponsorship will be granted to the Platinum sponsor only. This provides the sponsor the sole opportunity to represent their particular service area.

**\*\*Term** commences on 1 July and concludes on 30 June in the relevant year.

# Platinum Sponsor

*3 Years \$84,000 (\$28,000 p.a. x 3)*

## EVENTS

### ➤ **March Conference (1 day event)**

- An allocation of speaking time (up to 15 minutes).
- The list of attendees.
- Free attendance for four (4) of your delegate/s.
- The placement of promotional material on delegates tables.
- Banner display in the trestle display area and in the conference room (Platinum location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to host a table at lunch – a table is designated to the Platinum sponsor. Sponsor can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes (Platinum location).
- Opportunity to collect delegate business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation.

### ➤ **December Conference & Workshop (2 day event)**

- An allocation of speaking time (up to 15 minutes).
- The list of attendees.
- Free attendance for four (4) of your delegate/s.
- The placement of promotional material on delegates tables.
- Banner display in the trestle display area and in the workshop/conference room (Platinum location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand on both days. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to host a table at lunch on day 2 – a table is designated to the Platinum sponsor. Sponsor can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes (Platinum location).
- Opportunity to collect delegate business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation.

- “Meet and Greet the Sponsors” networking cocktail event – four (4) tickets. This is an exclusive event prior to the dinner specifically created for sponsors to interact with participants. Four (4) VIP tickets will be provided for sponsors to hand out and have completed by participants of their choosing. The event will include drinks and nibbles. All VIP tickets will be put into a bowl and drawn on the morning of day 2 (FMG will provide the prize).
  
- **December Conference & Workshop Dinner**
  - Exclusive dinner sponsor.
  - An allocation of speaking time (up to 10 minutes).
  - The placement of promotional material on delegates tables.
  - Free attendance for four (4) of your delegate/s.
  - Prominent display of your banner.
  - Recognition on program, PowerPoint presentation and dinner menu with company logo.
  
- **AGM**
  - Free attendance for four (4) of your delegate/s.
  - Recognition on flyer and PowerPoint presentation with company logo.
  - Banner display.

## **INDUSTRY EXPOSURE**

- Exclusivity within a specific industry.
- Contact Details for the SALGFMG Members (presently over 190 members).
- Sponsorship of the President’s Message in every issue of the SALGFMG E-Newsletter i.e. this Page is brought to you by “company x”.
- Opportunity to provide an article or advert in every issue of the SALGFMG E-Newsletter (up to 700 words) - the SALGFMG retains editorial license.
- Logo on the SALGFMG website (linked to your website).
- Login access (1 user) to the SALGFMG website.
- Considered a preferred supplier when the SALGFMG tenders for work on projects.
- Considered as a preferred speaker/presenter for topics at SALGFMG events.

# Gold Sponsor

*3 Years (10% discount) \$24,840 (\$8,280 p.a. x 3)  
or Annual (\$9,200 p.a)*

## EVENTS

### ➤ **March Conference (1 day event)**

- An allocation of speaking time (up to 5 minutes).
- The list of attendees.
- Free attendance for three (3) of your delegate/s.
- The placement of promotional material on delegates tables.
- Banner display in the trestle display area and in the conference room (Gold location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to host a table at lunch - a table is designated to the Gold sponsor. Sponsor can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes (Gold location).
- Opportunity to collect delegate business cards and to present winner with a suitable door prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

### ➤ **December Conference & Workshop (2 day event)**

- An allocation of speaking time (up to 5 minutes).
- The list of attendees.
- Free attendance for three (3) of your delegate/s.
- The placement of promotional material on delegates tables.
- Banner display in the trestle display area and in the workshop/conference room (Gold location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand on both days. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to host a table at lunch on day 2 – a table is designated to the Gold sponsor. Sponsor can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes (Gold location).
- Opportunity to collect delegate business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation.

- “Meet and Greet the Sponsors” networking cocktail event – three (3) tickets. This is an exclusive event prior to the dinner specifically created for sponsors to interact with participants. Three (3) VIP tickets will be provided for sponsors to hand out and have completed by participants of their choosing. The event will include drinks and nibbles. All VIP tickets will be put into a bowl and drawn on the morning of day 2 (FMG will provide the prize).

➤ **AGM**

- Free attendance for three (3) of your delegate/s.
- Recognition on PowerPoint presentation with company logo.

## **INDUSTRY EXPOSURE**

- Contact Details for the SALGFMG Members (presently over 190 members).
- Sponsorship of regular feature page in each SALGFMG E-Newsletter i.e. this Page is brought to you by “company x”.
- Opportunity to provide an article or advert in the SALGFMG E-Newsletter (up to 700 words – 3 articles per year) - the SALGFMG retains editorial license.
- Logo on the SALGFMG website (linked to your website).
- Login access (1 user) to the SALGFMG website.
- Considered a preferred supplier when the SALGFMG tenders for work on projects.
- Considered as a preferred speaker/presenter for topics at SALGFMG events.



# Silver Sponsor

*3 Years (10% discount) \$15,525 (\$5,175 p.a. x 3)  
or Annual \$5,750 p.a.*

## EVENTS

### ➤ **March Conference (1 day event)**

- The list of attendees.
- Free attendance for two (2) of your delegate/s.
- Banner display in the trestle display area and in the conference room (Silver location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to host a table at lunch – a table is designated to the Silver sponsor. Sponsor can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes (Silver location).
- Opportunity to collect delegate business cards and to present winner with a suitable door prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

### ➤ **December Conference & Workshop (2 day event)**

- The list of attendees.
- Free attendance for two (2) of your delegate/s.
- The placement of promotional material on delegates tables.
- Banner display in the trestle display area and in the workshop/conference room (Silver location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand on both days. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to host a table at lunch on day 2 – a table is designated to the Silver sponsor. Sponsor can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes (Silver location).
- Opportunity to collect delegate business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation.
- “Meet and Greet the Sponsors” networking cocktail event – two (2) tickets. This is an exclusive event prior to the dinner specifically created for sponsors to interact with participants. Two (2) VIP tickets will be provided for sponsors to hand out and have completed by participants of their choosing. The event will include drinks and nibbles. All VIP tickets will be put into a bowl and drawn on the morning of day 2 (FMG will provide the prize).

➤ **AGM**

- Free attendance for two (2) of your delegate/s.
- Recognition on PowerPoint presentation with company logo.

**INDUSTRY EXPOSURE**

- Opportunity to provide an article or advert in the SALGFMG E-Newsletter (up to 700 words – 2 articles per year) - the SALGFMG retains editorial license.
- Logo on the SALGFMG website (linked to your website).
- Login access (1 user) to the SALGFMG website.
- Considered a preferred supplier when the SALGFMG tenders for work on projects.
- Considered as a preferred speaker/presenter for topics at SALGFMG events.

# Bronze Sponsor

*3 Years (10% discount) \$9,450 (\$3,150 p.a. x 3)  
or Annual \$3,500 p.a.*

## EVENTS

### ➤ **March Conference (1 day event)**

- Free attendance for one (1) of your delegate/s.
- Banner display in the trestle display area only (Bronze location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to collect delegate business cards and to present winner with a suitable door prize (sponsor supplied).
- Access to discounted rates for accommodation.

### ➤ **December Conference & Workshop (2 day event)**

- Free attendance for one (1) of your delegate/s.
- The placement of promotional material on delegates tables.
- Banner display in the trestle display area only (Bronze location).
- Recognition on program and PowerPoint presentation with company logo.
- Space for a promotional stand on both days. Trestle table, two chairs and power provided (additional equipment including audio visual to be provided at sponsors cost).
- Opportunity to collect delegate business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation.
- “Meet and Greet the Sponsors” networking cocktail event – one (1) ticket. This is an exclusive event prior to the dinner specifically created for sponsors to interact with participants. One (1) VIP ticket will be provided for sponsors to hand out and have completed by a participant of their choosing. The event will include drinks and nibbles. All VIP tickets will be put into a bowl and drawn on the morning of day 2 (FMG will provide the prize).

### ➤ **AGM**

- Free attendance for one (1) of your delegate/s.
- Recognition on PowerPoint presentation with company logo.

## **INDUSTRY EXPOSURE**

- Opportunity to provide an article or advert in the SALGFMG E-Newsletter (up to 700 words – 1 article per year) - the SALGFMG retains editorial license.
- Logo on the SALGFMG website (linked to your website).
- Login access (1 user) to the SALGFMG website.
- Considered a preferred supplier when the SALGFMG tenders for work on projects.
- Considered as a preferred speaker/presenter for topics at SALGFMG events.

# Sponsorship Levels Summary

<b>Sponsorship Benefits by Category – Annual Sponsorship</b>	<b>Platinum</b>	<b>Gold</b>	<b>Silver</b>	<b>Bronze</b>
<b>EVENTS</b>				
<b>March Conference (1 day event)</b>				
1. An allocation of speaking time.	Up to 15 minutes	Up to 5 minutes	x	x
2. Placement of promotional material on delegate tables.	✓	✓	x	x
3. The list of attendees.	✓	✓	✓	x
4. Free attendance for your delegate/s (including meals).	4 Tickets	3 Tickets	2 Tickets	1 Ticket
5. Use of your Banner.	X 2 Platinum Location (Plenary & Trestle area)	X 2 Gold Location (Plenary & Trestle area)	X 2 Silver Location (Plenary & Trestle area)	X 1 Bronze Location (Trestle area)
6. Opportunity to host a table at lunch. Tables are designated to each sponsor, sponsors can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes.	Platinum Location	Gold Location	Silver Location	x
7. Space for a promotional stand. Trestle table, two chairs and power provided. Additional equipment including audio visual to be provided at sponsors cost.	✓	✓	✓	✓
8. Recognition on program and PowerPoint presentations with company logo.	✓	✓	✓	✓
9. Opportunity to collect delegate business cards and to present winner with a suitable door prize (sponsor supplied).	✓	✓	✓	✓
10. Access to discounted rates for accommodation.	✓	✓	✓	✓
<b>December Conference &amp; Workshop (2 day event)</b>				
11. An allocation of speaking time.	Up to 15 minutes	Up to 5 minutes	x	x
12. Placement of promotional material on delegates tables.	✓	✓	x	x
13. The list of attendees.	✓	✓	✓	x
14. Free attendance for your delegate/s (excluding dinner).	4 Tickets	3 Tickets	2 Tickets	1 Ticket
15. Use of your Banner.	X 2 Platinum Location (Plenary & Trestle area)	X 2 Gold Location (Plenary & Trestle area)	X 2 Silver Location (Plenary & Trestle area)	X 1 Bronze Location (Trestle area)
16. Opportunity to host a table at lunch. Tables are designated to each sponsor, sponsors can then invite delegates to sit with them, or delegates can freely sit at a sponsor table for networking purposes.	Platinum Location	Gold Location	Silver Location	x
17. Space for a promotional stand for both days. Trestle table, two chairs and power provided. Additional equipment including audio visual to be provided at sponsors cost.	✓	✓	✓	✓
18. Recognition on program and PowerPoint presentations with company logo.	✓	✓	✓	✓
19. Opportunity to collect delegate business cards and to present winner with a suitable door prize (sponsor supplied).	✓	✓	✓	✓
20. Meet and Greet the Sponsors Event at the end of day 1.	4 tickets	3 tickets	2 tickets	1 ticket
21. VIP prize draw tickets to give to participants at the Meet and Greet the Sponsors Event (prize provided by FMG).	4 tickets	3 tickets	2 tickets	1 ticket
22. Access to discounted rates for accommodation.	✓	✓	✓	✓
<b>Annual Dinner (Day 1 of the December Conference &amp; Workshop)</b>				
23. Exclusive dinner sponsor	✓	x	x	x
24. An allocation of speaking time.	Up to 10 minutes	x	x	x

<b>Sponsorship Benefits by Category – Annual Sponsorship</b>	<b>Platinum</b>	<b>Gold</b>	<b>Silver</b>	<b>Bronze</b>
25. The placement of promotional material on delegates tables.	✓	✗	✗	✗
26. Free attendance for your delegate/s.	4 Tickets	✗	✗	✗
27. Prominent display of your Banner.	✓	✗	✗	✗
28. Recognition on program, PowerPoint presentation and dinner menu with company logo.	✓	✗	✗	✗
<b>AGM</b>				
29. Banner on display	✓	✗	✗	✗
30. Logo on flyer	✓	✗	✗	✗
31. Sponsorship recognition	✓	✓	✓	✓
32. Free attendance for your delegate/s (incl. meals).	4 Tickets	3 Tickets	2 Tickets	1 Ticket
<b>INDUSTRY EXPOSURE</b>				
33. Exclusivity within a specific industry	✓	✗	✗	✗
34. Sponsored Page in the SALGFMG E-Newsletter (i.e. this Page is brought to you by “company x”).	✓ (President’s Message)	✓ (Regular feature page)	✗	✗
35. Contact Details for the SALGFMG Members (presently over 190 members)	✓	✓	✗	✗
36. Opportunity to provide relevant articles for the SALGFMG E-Newsletter (up to 700 words). The SALGFMG retains editorial license.	Every Issue – Article/Ad vert	3 Articles per year	2 Articles per year	1 Article per year
37. Considered a preferred supplier when the SALGFMG tenders for work on projects.	✓	✓	✓	✓
38. Considered as a preferred speaker/presenter for topics at SALGFMG events.	✓	✓	✓	✓
39. Logo on the SALGFMG website (linked to your website).	✓	✓	✓	✓
40. Login access (1 user) to SALGFMG website	✓	✓	✓	✓

# Payment, Application & Conditions of Sponsorship

The SALGFMG acknowledges the importance of its sponsors to deliver great benefits to its members' and the wider Local Government industry. We are confident that the benefits and value you will receive represents great value for your investment.

The SALGFMG looks forward to continuing/entering a Sponsorship Partnership with your company and would be happy to discuss any aspect of the Sponsorship Program with representatives from your company.

- Sponsorship is payable on receipt of an SALGFMG invoice, in accordance with the payment terms of the invoice. Invoices will be sent in line with the sponsorship term commencing on 1 July in the relevant year.
- Sponsors have the option to pay in full upfront, or over two instalments in July and January each year.

**To commence or renew your sponsorship please complete and return the online form located at: <http://www.salgfm.com.au/index.php/sponsors>.**

## Conditions

1. SALGFMG reserves the right to change the benefits and arrangements, if exceptional circumstances demand. In the event of a change, the agreement to participate will remain in force as long as the Sponsorship Partner is informed at least two (2) weeks before the changes.
2. In the case of Sponsorship cancellation, notification in writing should be sent to the SALGFMG President. Unless the Sponsorship is resold the SALGFMG reserve the right to retain monies received. Should a 3 year contract be cancelled prior to the completion of the term, a penalty equal to the difference between the annual and 3 year sponsorship rate will be applied to the years of sponsorship within the 3 year term prior to the cancellation. If no monies have been paid, but benefits have been used, the cancelling sponsor will need to pay a percentage of the sponsorship fee based on a formula of benefits that have been used.
3. SALGFMG does not necessarily endorse any Sponsor products and this contract does not constitute a partnership, joint venture or agency relationship between SALGFMG and the Sponsor's organisation.

For further information please contact either:

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