

AUSTRALIAN INSTITUTE OF BUILDING

PEOPLE • PERFORMANCE • POLITICS

CONSTRUCTING OUR WORLD



18-21 September 2019

Four Seasons Hotel, Sydney

SPONSORSHIP PROSPECTUS



CONSTRUCTING OUR WORLD

18-21 SEPTEMBER 2019

Four Seasons Hotel, Sydney

INTRODUCTION

The 2019 *Constructing Our World* Conference promises to engage and challenge our industry's way of thinking on several key issues facing the building and construction industry now and into the future.

The way in which our industry chooses to evolve and innovate can have significant positive impacts on how we live and relate to our built environment. Therefore, it is our duty to construct a world that is responsible and continues to push the boundaries on innovation and education.

From 18-21 September, The *Constructing Our World* Conference will bring together some of the world's best thought leaders and innovators in the construction and design industries and explore some of the following areas:

- How should we educate and train our builders for the future?
- Are our current systems keeping up with the demands of new technology?
- What might the buildings of the future demand of builders' knowledge and processes?
- What are the politicians planning for our sector and how do the financiers see the future for building in our region?

We invite you to join us in September 2019

The AIB Conference offers an exciting opportunity for sponsors to be involved in and demonstrate their commitment to being at the forefront of industry trends and technological development to key industry decision-makers. You will have the opportunity to:

- Expand your network
- Access targeted audiences
- Increase brand exposure and recognition
- Meet key decision makers/influencers
- Generate new leads
- Position your brand as a thought leader in the industry

This prospectus outlines the various ways your organisation can get involved - whether that be on a large scale or a small scale. Your participation will help contribute to the advancement and development of key innovative projects and practices within our industry.

So what are you waiting for, get in contact today and secure your position at the *Constructing Our World* Conference.

Greg Hughes

CEO

Australian Institute of Building



WHAT TO EXPECT IN 2019

An initiative in collaboration with the Australian Institute of Building, the New Zealand Institute of Building and the Singapore Institute of Building Limited, *Constructing Our World* will descend upon one of Australia's most vibrant and bustling cities – Sydney, Australia – from 18-21 September.

Showcasing leading edge technology, construction innovation and best practice methods, the Conference aims to give attendees the opportunity to collaboratively share ideas with colleagues from around the globe.

The Conference presents an exciting opportunity for sponsors to get involved with industry, government, academia and students (who will become our future industry leaders) in a way that has the potential to transform our industry and ultimately improve our built environment.

Hosted across three days, delegates and sponsors will have access to a range of networking and educational opportunities.

Aimed at fostering innovation and setting the path for new global trends, the Plenary and concurrent sessions will be led by experts from around the world.

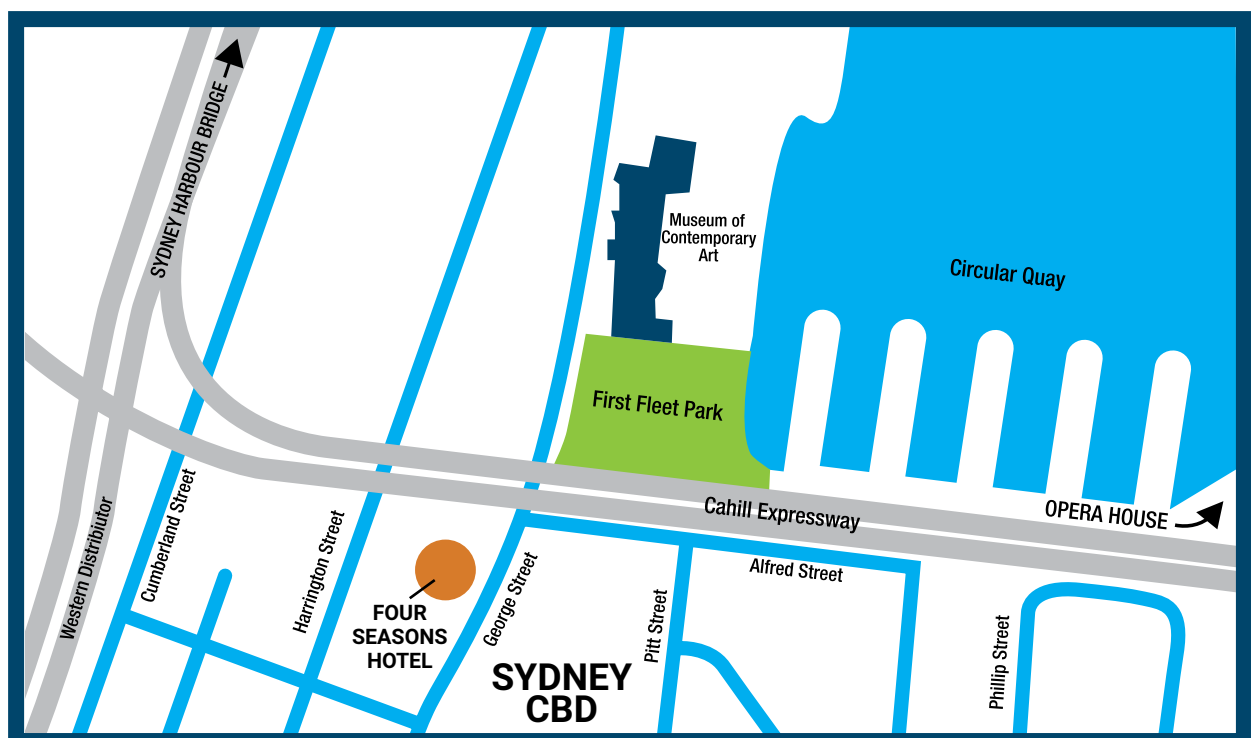
Who will attend?

- Construction Managers
- Project Managers
- Site Managers
- Contracts Managers
- Builders
- Property developers
- Quantity Surveyors
- Facility Managers
- Architects
- Educators
- Students
- Government policy makers
- Suppliers
- Construction allied personnel

Venue

Date: 18-21 September 2019

Four Seasons Hotel – 199 George Street, Sydney





WHO IS THE AUSTRALIAN INSTITUTE OF BUILDING?



The Australian Institute of Building (AIB) is the professional body for the building and construction professional. Founded in 1951, the AIB's primary purpose is to promote building as a career choice and a true profession. It is the only Australian-based professional institute for building professionals.

A key role of the AIB is to support building professionals understand changes to the commercial, technical and regulatory environment. This is accomplished via an extensive range of continuing professional development events and activities, as well as online and through the Construct Magazine publication.

The AIB supports the professionalism of managers within building and construction firms. In this, the AIB works with leading universities, TAFE colleges and other training providers to ensure that managers within the building and construction industry have access to quality training.

See aib.org.au

PROGRAM OVERVIEW

- Pre-conference:** A program for interested delegates will be run taking in the major attractions of Sydney and including a site visit to a landmark Sydney development.
- Day 1:** Conference opening and Keynote.
Themes 1 and 2 People and Process – examining education and training for our future workforce and new ideas in the built environment and the impact of technology.
Evening: AIB National Awards Gala Dinner
- Day 2:** Theme 3 – The Politics of Building – exploring building regulation and developments as well as the financial outlook for the infrastructure and building in Australia and our near neighbours.
- Post Conference Tour:** Visit the Holiday Inn Express Hotel followed by a short walking tour of the rapidly transforming 'West-End' precinct. Get a snapshot look at the massive 'East-End' residential and retail development projects now underway. End the day with a traditional Valley vineyard for an exclusive AIB wine tasting.

2017 SNAPSHOT

2017
STATS

MORE THAN
90%

of survey participants felt as though they 'got value for money over the two day conference'

MORE THAN
70%

of survey participants felt the conference 'fulfilled their reason for attending'

MORE THAN
60%

of survey participants saw 'content' as the main reason for attending the conference

2017
QUOTES

'Good networking and understanding of the key drivers of change within construction'

- Delegate


Fantastic that we have international collaboration – this lifts the quality of speakers attracting innovative people from around the world

- 2017 Delegate


Information on innovation internationally and a great range of speakers

- 2017 Delegate

'Networking with like - minded individuals across the industry''

- Delegate

'An opportunity to reflect on the future of the industry''

- Delegate

SPONSORSHIP OPPORTUNITIES AT A GLANCE



Sponsorship item	Number available	Price (inc GST)
Key Conference Sponsors		
Gold	Exclusive	\$28,500
Silver	Two	\$18,500
Bronze	Two	\$10,500
Session Sponsor	Four	\$4,400
Keynote Speaker Sponsor	Multiple	POA
Social Events/ Hospitality		
Welcome Reception	Exclusive	\$6,600 SOLD
Awards Night Dinner	Exclusive	POA
Sydney on Display – Tour day	One	\$8,800 SOLD
A-La-Carte		
Coffee Cart	One	\$8,800 SOLD
Conference App	Exclusive	\$6,600
Lanyard Sponsor	Exclusive	\$3,300 SOLD
Satchel Sponsor	Exclusive	\$3,300 SOLD
Pen and Notepad sponsor	Exclusive	\$2,200
Lunch Sponsor	Two	\$1,500
Morning and Afternoon Tea Sponsor	Three	\$880
Satchel Inserts	Multiple	\$880
Advertising	Multiple	\$500 - \$1,000
Exhibition		
Exhibition Booth	LIMITED AVAILABILITY	\$4,400

SPONSOR PACKAGES

GOLD

\$28,500 (inc GST)

The Gold Sponsor is our key partner in the successful execution of the AIB Conference, and we will work alongside you to provide opportunities to promote your organisation both in the prelude to and during the conference.

As the Gold Sponsor, your organisation will benefit from the highest level of exposure and representation with the following entitlements:

Acknowledgement and branding opportunities

- Recognition and acknowledgement as the Conference Gold Sponsor on the AIB Conference website homepage and sponsorship page including a link to your organisation's home page
- Company logo placement on all Conference printed and digital promotional material (subject to production deadlines)
- One (1) x exhibition booth in the main meal break area in a prominent position - subject to availability
- Opportunity to place one (1) pull up banner in meal break area/registration area and one on the main plenary stage for the duration of the Conference
- 300-word company profile and logo in Conference App
- Verbal acknowledgement during the opening and closing sessions of the Conference
- Opportunity to speak for two (2) minutes at the opening and closing session
- Use of Conference logos during sponsorship period
- Optional speaking opportunity available subject to AIB approval

Registrations and Delegate information

- Four (4) complimentary full registrations inclusive of Welcome Reception and the National Professional Excellence Awards Night Dinner
- Opportunity to purchase additional tickets to the National Professional Excellence Awards Night Dinner
- Electronic delegate list in accordance with Privacy Legislation 2001 distributed two (2) weeks prior to the Conference (name, organisation, State only)

Advertising

- Advertisement in Conference App (artwork to be supplied by the sponsor)
- Opportunity to provide two (2) items for inclusion in the Conference satchels
- Three (3) social media posts on AIB social platforms including Facebook and Twitter throughout Conference promotion period. Sponsor to provide content

SILVER

\$18,500 (inc GST)

Acknowledgement and branding opportunities

- Recognition and acknowledgement as a Silver Sponsor on the AIB Conference website sponsorship page including a link to your organisation's home page
- Company logo placement on all Conference printed and digital promotional material (subject to production deadlines)
- One (1) x exhibition booth in the main meal break area in a prominent position - subject to availability
- Verbal acknowledgement during the opening and closing sessions of the Conference
- 250-word company profile and logo in Conference App
- Use of Conference logos during sponsorship period
- Optional speaking opportunity available subject to AIB approval

Registrations and Delegate information

- Three (3) complimentary full registrations inclusive of Welcome Reception and National Professional Excellence Awards Night Dinner
- Opportunity to purchase additional tickets to the National Professional Excellence Awards Night Dinner
- Electronic delegate list in accordance with Privacy Legislation 2001 distributed two (2) weeks prior to the Conference (name, organisation, State only)

Advertising

- Advertisement in Conference App (artwork to be supplied by the sponsor)
- Opportunity to provide one (1) item for inclusion in the Conference satchels
- Two (2) social media posts on AIB social platforms including Facebook and Twitter throughout Conference promotion period. Sponsor to provide content

BRONZE

\$10,000 (inc GST)

Acknowledgement and branding opportunities

- Recognition and acknowledgement as a Bronze Sponsor on the AIB Conference website sponsorship page including a link to your organisation's home page
- Company logo placement on all Conference printed and digital promotional material (subject to production deadlines)
- One (1) exhibition booth in the main meal break area in a prominent position - subject to availability
- 150-word company profile and logo in Conference App
- Use of Conference logos during sponsorship period
- Optional speaking opportunity available subject to AIB approval

Registrations and Delegate information

- Two (2) complimentary full registrations inclusive of Welcome Reception and National Professional Excellence Awards Night Dinner
- Opportunity to purchase additional tickets to the National Professional Excellence Awards Night Dinner
- Electronic delegate list in accordance with Privacy Legislation 2001 distributed two weeks prior to the Conference (name, organisation, State only)

Advertising

- Advertisement in Conference App (artwork to be supplied by the sponsor)
- Opportunity to provide one (1) item for inclusion in the Conference satchels
- One (1) social media post on AIB social platforms including Facebook and Twitter throughout Conference promotion period. Sponsor to provide content

EXHIBITION BOOTH

\$4,400 (inc GST)

Exhibition Space

Your investment entitles you to one exhibition space. The exhibition space will be located in the main break/catering area situated just outside the main conference room. Exhibition will be running over Thursday and Friday. This will be a high flow traffic area during the five break sessions over the two days. Exhibition Booths are a strictly limited opportunity.

The benefits of purchasing an Exhibition space include:

Registration

- Two complimentary full exhibitor registration including access to the Conference sessions, Welcome Reception and two tickets to the National Professional Excellence Awards Night Dinner.

Acknowledgement / Logo Placement

- Organisation logo and acknowledgement an Exhibitor
 - + On holding slide at the commencement of plenary sessions
 - + On Conference website with link to your homepage
- 75-word company profile on conference app

Delegate Information

- A delegate list in accordance with Privacy Legislation 2001 distributed at the Conference (name, organisation, State only)

SESSION

\$4,400 (inc GST)

The conference features four sessions over two days covering the topics: People, Process and Innovation, Politics and Finance and Next Generation.

The Sessions are made up of four to five speakers with some including panel sessions. Your session sponsorship opportunity will give you exposure over the entire session.

Acknowledgement and branding opportunities

- Recognition and acknowledgement as a Session Sponsor on the AIB Conference website sponsorship page including a link to your organisation's home page
- Naming rights to the sponsored session (subject to approval by the organising committee)
- Company logo placement on Conference promotional material (related to selected session) and on holding slide for sponsored session
- 50-word company profile and logo in Conference App
- Verbal acknowledgement during sponsored session
- Opportunity to supply a freestanding banner to be located on the stage during sponsored session
- 1 x TVC to be played during the conference

Registrations and Delegate information

- One (1) complimentary full registration inclusive of Welcome Reception and Awards Night Dinner
- Electronic delegate list in accordance with Privacy Legislation 2001 distributed the two weeks prior to the Conference (name, organisation, State only)

Advertising

- Opportunity to provide one (1) item for inclusion in the Conference satchels

KEYNOTE SPEAKER

\$POA

Acknowledgement and branding opportunities

- Recognition and acknowledgement as a Keynote Speaker Sponsor on the AIB Conference website sponsorship page including a link to your organisation's home page
- Company logo placement on Conference promotional material (related to sponsored speaker)
- 25-word company profile and logo in Conference App
- Verbal acknowledgement during keynote session
- Opportunity to speak for two (2) minutes and introduce keynote speaker
- Opportunity to supply a freestanding banner to be located on the stage during sponsored speaker's session

Registrations and Delegate information

- One (1) complimentary full registration inclusive of Welcome Reception and Awards Night Dinner
- Electronic delegate list in accordance with Privacy Legislation 2001 distributed the two weeks prior to the Conference (name, organisation, State only)

Advertising

- Opportunity to provide one (1) item for inclusion in the Conference satchels

NOTE: Sponsorship of the Keynote Speaker is subject to speaker's approval

SPONSORS - SOCIAL EVENTS

PRE-CONFERENCE

\$8,800

SYDNEY ON DISPLAY – TOUR DAY

Sydney is one of the most spectacular cities in the world. So to take advantage of the Conference location, we will be running a one-day Sydney tour for delegates.

This Fringe event will take delegates on a Sydney tour in the morning, showcasing some of the best activities Sydney has on offer. Guests will then be indulged in a beautiful lunch in an iconic setting that will be sure to take them on a culinary journey of the senses!

To top off the day, our delegates will have an exclusive opportunity to participate in a site visit of one of Sydney's most contemporary and innovative buildings.

Please contact the sponsorship team to find out more about the activity and associated benefits for your company.

WELCOME RECEPTION

\$6,600 (inc GST) SOLD

Exclusive opportunity

Sponsorship benefits include:

- Two (2) complimentary full registrations inclusive of Welcome Reception and Awards Night Dinner
- Two (2) additional complimentary tickets to the Conference Welcome Reception
- Opportunity to invite (at cost) additional clients/guests to the Conference Welcome Reception
- Company logo and acknowledgement on Conference promotional material
- Company logo and acknowledgement on Conference website with link to your homepage
- Company logo on the Conference Welcome Reception tickets / or coasters (sponsor to provide)
- Up to two (2) freestanding corporate banners may be displayed in the Conference Welcome Reception venue
- 100-word company profile in the Conference App

AWARDS NIGHT DINNER

\$POA

AIB will be hosting a special awards night dinner on the Thursday. All sponsorship enquiries to be directed to National Awards Coordinator – Email: awards@aib.org.au.

SPONSORS A-LA-CARTE

COFFEE CART SPONSOR

\$8,800 (inc GST)

Exclusive opportunity

One coffee cart will be placed in a prominent position located in the main break and exhibition area and is very popular with delegates. The cart would be available from the start of registration until the end of afternoon tea each day of the conference. Supply of espresso machine, baristas and consumables included.

Sponsorship benefits include:

- Opportunity to place one pull up banner in a suitable position behind / beside a coffee cart
- Opportunity to provide branded coffee cups at your own cost (cost to be confirmed)
- 60 word company listing on the conference website
- Opportunity to place a single A4 promotional flyer in the Conference satchels
- Copy of delegate list (name, organisation, State only) in accordance with Privacy Legislation 2001

CONFERENCE APP

\$6,600 (inc GST)

Exclusive opportunity

By nature, our industry guests and delegates are a tech savvy group, and many will be utilising our Conference App. The App will host an array of features including program, speaker bios, chat streams and much more.

Sponsorship benefits include:

- Company name/logo on the Conference App splash page (subject to approval by the organising committee)
- One push scheduled push notification to be sent during the Conference (sponsor to supply copy)
- Opportunity to place one (1) satchel insert in the Conference satchel (sponsor to supply items)
- Company logo and acknowledgement on Conference website with link to your homepage
- 25-word company profile in the Conference App
- App will be designed and developed by the Conference Organising Committee

LANYARD SPONSOR

\$3,300 (inc GST)

Exclusive opportunity

- Branded lanyards to be provided to all Conference delegates (sponsor to supply based on organisers specifications)
- Company logo and acknowledgement on Conference website with link to your homepage
- 25-word company profile in the Conference App

SATCHEL SPONSOR

SOLD

Exclusive opportunity

- Co-branded Conference satchels provided to all Conference delegates
- Opportunity to place one (1) satchel insert into Conference satchel (sponsor to provide)
- 25-word company profile in the Conference App

SATCHEL INSERT

\$880 (inc GST)

- Opportunity to place one (1) satchel insert in the Conference satchel (sponsor to supply items)

SPONSORS A-LA-CARTE

PEN AND NOTEPAD SPONSOR

\$2,200 (inc GST)

Exclusive opportunity

Acknowledgement / Logo Placement

- Company logo and acknowledgement as the Writing Pad Sponsor on:
 - + conference website (sponsor page) with link to your homepage
 - + holding slide at the commencement of plenary sessions
- 25-word company profile in the conference app

Advertising

- Writing pad and pens to be available throughout the conference venue (sponsor to supply writing pads and pens) and inserted into the conference satchel bags

Delegate Information

- A delegate list in accordance with Privacy Legislation 2001 distributed the two weeks prior to the conference, and an updated list post conference, in PDF format (name, organisation, State only)

LUNCH SPONSOR

\$1,500 (inc GST)

Two opportunities available, Thursday and Friday

Acknowledgement / Logo Placement

- Company logo and acknowledgement as a Lunch Sponsor on:
 - + conference website (sponsor) with link to your homepage
 - + holding slide at the commencement of plenary sessions immediately prior and after the sponsored break
- 25-word company profile in the conference app
- Corporate material may be displayed in hospitality area, during sponsored break, including brochures, freestanding banners and small table signs (supplied by sponsor)

Delegate Information

- A delegate list in accordance with Privacy Legislation 2001 distributed the two weeks prior to the conference, and an updated list post conference, in PDF format (name, organisation, State only)

SPONSORS A-LA-CARTE

MORNING / AFTERNOON TEA SPONSOR

\$880 (inc GST)

Three opportunities available, Thursday and Friday

Acknowledgement / Logo Placement

- Company logo and acknowledgement as a Morning / Afternoon Tea Sponsor on:
 - + conference website (sponsor) with link to your homepage
 - + holding slide at the commencement of plenary sessions immediately prior and after the sponsored break
- 25-word company profile in the conference app
- Corporate material may be displayed in hospitality area, during sponsored break, including brochures, freestanding banners and small table signs (supplied by sponsor)

Delegate Information

- A delegate list in accordance with Privacy Legislation 2001 distributed the two weeks prior to the conference, and an updated list post conference, in PDF format (name, organisation, State only)

ADVERTISING

\$500 - \$1,000 (inc GST)

Delegates will be using the conference app to view all program details and to receive updates and news. Banner and single post advertising will be available for the duration of the conference within the app. The conference app will be open one week prior to the conference and will remain open until one week after the conference.

Options include:

- Banner advertising that will be visible for a 3 week period.
- Single advertising posts of the conference in app social feed. You can choose to have your post appear more than once over the conference period. Once posted this will remain on the conference app for the duration of the conference.

Advertising graphics to be provided as per specifications that will be sent upon confirmation.

GENERAL INFORMATION

PUBLIC LIABILITY INSURANCE

Display owners are required to ensure that they are adequately covered for public liability insurance. This refers to damage or injury caused to third parties/visitors on or in the vicinity of an exhibition stand. The Display owner will indemnify their display in respect of any claim and demands in respect thereof.

TERMS AND CONDITIONS

The 2019 Constructing Our World Conference Committees and Conference Logistics will hereafter be referred to as 'the Organisers'. The Four Seasons Hotel, Sydney will hereafter be referred to as 'the venue'.

- Sponsor packages will be allocated in order of receipt of booking forms
- The Organisers and venue accept no liability for damage to displays by loss, damage, theft, fire, water, storms, strikes, riots or any cause whatsoever. Sponsors are advised to insure against such liability
- The Organisers reserve the right to change the venue and duration if circumstances demand at their discretion
- The sponsors will indemnify the Organisers in respect of any claims and demands in respect thereof. The sponsors must take out adequate insurance in respect of all claims
- The Organisers reserve the right to alter the venue floor plan at their discretion
- Displays must not be dismantled either partly or in total before closing time on the last day of the exhibition. All display material must be removed by the time indicated in the sponsorship manual
- Sponsors may only conduct competitions or offer prizes with the permission of the Organisers
- The sponsors undertake that they will not hold any events, educational or social functions at the same time as official conference program sessions or social functions.

PAYMENT DETAILS

- An invoice will be sent on receipt of the booking form
- If a deposit is not received within 30 days of receipt of the invoice your booking will be cancelled
- For cancellation of sponsorship at least 2 months prior to the commencement of the conference, full payments will only be refundable if the Organisers are able to re sell the package
- For cancellations less than 2 months prior to the commencement of the exhibition, all payments are non-refundable.

PEOPLE • PERFORMANCE • POLITICS

CONSTRUCTING OUR WORLD



www.constructingourworld.com

Four Seasons Hotel, Sydney

APPLICATION FORM

Contact name: _____

Position: _____ Organisation: _____

Postal Address: _____ State: _____ Country: _____ Postcode: _____

Phone: _____ Mobile: _____

Email: _____

Application

Please tick the preferred opportunity (all prices inclusive of GST)

- | | | | |
|---|-------------|--|-----------------|
| <input type="checkbox"/> Gold | \$28,500 | <input type="checkbox"/> Conference App | \$6,600 |
| <input type="checkbox"/> Silver | \$18,500 | <input type="checkbox"/> Lanyard Sponsor | SOLD |
| <input type="checkbox"/> Bronze | \$10,000 | <input type="checkbox"/> Satchel Sponsor | SOLD |
| <input type="checkbox"/> Session Sponsor | \$4,400 | <input type="checkbox"/> Pen and Notepad Sponsor | \$2,200 |
| <input type="checkbox"/> Keynote Speaker Sponsor | \$POA | <input type="checkbox"/> Lunch Sponsor | \$1,500 |
| <input type="checkbox"/> Sydney on Display Tour Day | SOLD | <input type="checkbox"/> Morning/Afternoon Tea Sponsor | \$880 |
| <input type="checkbox"/> Welcome Reception | SOLD | <input type="checkbox"/> Satchel Inserts | \$880 |
| <input type="checkbox"/> Awards Night Dinner | SOLD | <input type="checkbox"/> Advertising | \$500 - \$1,000 |
| <input type="checkbox"/> Coffee Cart | SOLD | <input type="checkbox"/> Exhibition Booth | \$4,400 |
| <input type="checkbox"/> Awards Night Dinner | \$POA | | |

Payment Summary (the balance of payment is due by 15th February 2019)

SPONSORSHIP TOTAL \$ _____

TOTAL AMOUNT TO BE INVOICED \$ _____

Terms and Conditions

- I/we agree to the terms and conditions as relating to the Sponsorship and/or Exhibition of the 2019 Constructing Our World Conference outlined on the previous page.

Signature: _____ Date: _____

Please send your completed form to aib@conlog.com.au

If you have any questions please contact Conference Logistics on 02 6281 6624.