

# Australia's Energy - Next Generation

Adelaide, November 14-16

## Sponsorship Prospectus



## Australian Institute of Energy National Conference 2010

*Promoting understanding and awareness  
of energy issues and the development of  
responsible energy policies in Australia.*

## The Opportunity

The 2010 Australian Institute of Energy National Conference 'Australia's Energy - Next Generation' will be held at the Crowne Plaza Hotel, Adelaide from November 14-16 2010. This event is an outstanding opportunity for your organisation to gain a significant profile within the energy industry, and engage with delegates from across Australia. This Sponsorship Prospectus contains a number of sponsorship packages allowing flexibility and a means to promote your organisation to delegates.

## The Australian Institute of Energy

The Australian Institute of Energy (AIE) aims to provide balanced information and a forum for discussion of the energy issues facing Australia, whether technical, economic, social or environmental. It covers a wide variety of energy interests for the members and is not a lobby group for any particular industry, company or energy view point. The AIE aims to promote understanding and awareness of energy issues and the development of responsible energy policies in Australia. For more information on the Australian Institute of Energy, please visit [www.aie.org.au](http://www.aie.org.au).

Topics and speakers for the 2010 Conference include:

- **The Hon Martin Ferguson MP**, Federal Minister for Resources, Energy & Tourism (invited): Australian energy overview
- **The Hon Patrick Conlon MP**, Minister for Transport, Infrastructure & Energy: State energy overview
- **Richard H. Jones**, Deputy Executive Director, International Energy Australia: The world energy outlook
- **Dr Fereidun Fesharaki**, Chairman FACTS Global Energy: Australia and regional energy outlook
- **Julian Segal**, CEO & Managing Director, Caltex Australia: Refining and liquid fuels in Australia
- **Young Energy Professionals**: Challenging the conventional wisdom? What does the next generation expect?
- **Ralph Hillman**, Executive Director, Australian Coal Association: Coal as a future energy source
- **Professor Ralph Sims**, Massey University, New Zealand: Bioenergy as renewable energy
- **Susan Jeanes**, CEO, Australian Geothermal Energy Association: Geothermal as future energy source
- **Pearce Bowman**, CEO Queensland Energy Resources: Shale oil contributing to Australia's fuel security
- and more..

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

# Australian Institute of Energy National Conference 2010



## Conference Theme

The Conference theme, 'Australia's Energy - Next Generation', will focus on traditional and future energy sources, emerging technologies, carbon reduction, consumers and transport fuels, alternative fuels, nuclear for Australia, and current issues in the energy industry. It will review the status of Australia's energy resources and the challenges that must be addressed in the development of these resources to provide for a secure and sustainable energy future for Australia. The Conference focus is to uncover the perspectives of young energy professionals on Australia's energy needs and directions. It will engage audiences of all energy backgrounds as well as a broad range of professions including law, engineering, economics and environmental science.

## Why Sponsor

The AIE offers a rare opportunity for your organisation to be part of a leading Australian energy Conference. Sponsorship of the AIE National Conference will provide the following benefits to your organisation;

- Exposure to an interested, relevant and influential audience
- Be part of the discussion on the future of Australia's energy resources
- Direct contact with leading international and national energy experts
- An excellent opportunity to maintain a high profile in valuable target markets
- Networking both formally and informally with targeted key decision makers from the public and private sectors
- Continual exposure throughout the event to an interested, pertinent and influential audience
- Opportunity to participate in this high calibre event at the newly opened Crowne Plaza Hotel Adelaide

This Conference promises to be a relevant and exciting event for all sectors of the energy industry and is not to be missed. To ensure your organisation is represented at this national Conference, **book your sponsorship package now!**

**Platinum Sponsorship** of the AIE National Conference can be negotiated. To discuss tailoring a package to suit your organisation, please contact **Mike Cochran** on 08 8274 1738 or [mcochran@eccoaustralia.com](mailto:mcochran@eccoaustralia.com).

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

## Gold Sponsorship - \$9,000 + GST (two only)

As a Gold Sponsor, your organisation will benefit from a key sponsor profile during the Conference, and enjoy exclusive promotional opportunities.

Choose one from the following packages:

### Option A

- Sponsorship of Conference Welcome Reception (Sunday, 14 November) at the newly renovated Adelaide Zoo, featuring a tour of the Giant Panda enclosure
- Opportunity for 2 minute address by sponsor at the Welcome Reception
- Signage with company logo on serving tables during Welcome Reception
- Opportunity to display company banner at Welcome Reception (banner to be provided by sponsor)

### Option B

- Sponsorship of Conference Dinner (Monday, 15 November) at the Crowne Plaza Hotel and Conference Dinner entertainment (entertainment to be confirmed)
- Opportunity for 2 minute address by sponsor at the Conference Dinner
- Company logo featured on menu at Conference Dinner
- Opportunity to display company banner at Conference Dinner (banner to be provided by sponsor)

Gold Sponsorship also includes:

- Three complimentary full Conference registrations, including Conference Dinner and Welcome Reception
- Four additional complimentary tickets to the Conference Dinner or Welcome Reception (dependant on which event is sponsored)
- PowerPoint slide acknowledgement at appropriate timing
- Insert of one A4 or DL brochure in Conference satchel/compendium (brochure to be provided by sponsor)
- One A5 colour advertisement in Conference handbook (artwork to be provided by sponsor)
- Acknowledgement as Gold Sponsor, with company logo included on Conference website and all Conference materials
- Company logo featured on sponsors' banner (logo size in proportion to level of sponsorship)
- Full list of Conference delegates (subject to permission of delegate)

# Australian Institute of Energy National Conference 2010



## Silver Sponsorship - \$7,000 + GST (six only)

As a Silver Sponsor, your organisation will benefit from a major sponsor profile during the Conference, and enjoy exclusive promotional opportunities.

Choose one from the following packages:

### Option A

- Sponsorship of one Conference Lunch (Monday 15 or Tuesday 16 November)
- Exclusive sponsorship of Conference Lunch on nominated day
- Opportunity for 2 minute address in the session prior to lunch on nominated day
- Signage with company logo on serving tables during lunch on nominated day
- Acknowledgement by Chairperson in session prior to lunch break on nominated day

### Option B

- Sponsorship of one Conference Morning or Afternoon Tea (Monday 15 or Tuesday 16 November)
- Exclusive sponsorship of either Morning or Afternoon Tea on nominated day
- Opportunity for 2 minute address in the session prior to the catering break
- Signage with company logo on serving tables during catering break on nominated day
- Acknowledgement by Chairperson in session prior to morning or afternoon tea on nominated day

Silver Sponsorship also includes:

- Two complimentary full Conference registrations, including Conference Dinner and Welcome Reception
- Three additional complimentary tickets to the Conference Dinner
- PowerPoint slide acknowledgement at appropriate timing
- Insert of one A4 or DL brochure in Conference satchel/compendium (brochure to be provided by sponsor)
- One A5 colour advertisement in Conference handbook (artwork to be provided by sponsor)
- Acknowledgement as Silver Sponsor, with company logo included on Conference website and all Conference materials
- Company logo featured on sponsors' banner (logo size in proportion to level of sponsorship)
- Full list of Conference delegates (subject to permission of delegate)

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

## Bronze Sponsorship - \$5,000 + GST (six only)

As a Bronze Sponsor, your organisation will benefit from a significant sponsor profile during the Conference, and enjoy exclusive promotional opportunities.

Choose one from the following packages:

### Option A

- Exclusive sponsorship of Conference Pocket Program
- Company logo featured in Pocket Program
- One colour advertisement in Pocket Program (size to be determined)

### Option C

- Exclusive sponsorship of delegate lanyards
- Company logo featured on delegate lanyards (sponsor to provide logo)

### Option E

- Exclusive sponsorship of Conference pens
- Company logo featured on Conference pens in delegate book/compendium (sponsor to provide suitable logo)

### Option B

- Exclusive sponsorship of CD of Conference proceedings
- Company logo featured on CD of Conference proceedings (sponsor to provide logo)

### Option D

- Exclusive sponsorship of delegate name badges
- Company logo printed on delegate name badges (sponsor to provide logo)

### Option F

- Exclusive sponsorship of Conference pads
- Company logo featured on Conference pads in delegate book/compendium (sponsor to provide suitable logo)

Bronze Sponsorship also includes:

- One complimentary full Conference registration, including Conference Dinner and Welcome Reception
- Two additional complimentary tickets to the Conference Dinner
- PowerPoint slide acknowledgement at appropriate timing
- Insert of one A4 or DL brochure in Conference satchel/compendium (brochure to be provided by sponsor)
- One A6 colour advertisement in Conference handbook (artwork to be provided by sponsor)
- Acknowledgement as Bronze Sponsor, with company logo included on Conference website and all Conference materials
- Company logo featured on sponsors' banner (logo size in proportion to level of sponsorship)
- Full list of Conference delegates (subject to permission of delegate)

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

# Australian Institute of Energy National Conference 2010



## Conference Supporter - \$3,000 + GST (unlimited)

As a Conference Supporter, your organisation will benefit from an important sponsor profile during the Conference, and enjoy exclusive promotional opportunities.

Choose one from the following packages:

### Option A

- Opportunity to insert branded company material in delegate satchel/compendium (material to be provided by sponsor, subject to approval)

### Option B

- One A4 colour advertisement in Conference Handbook (artwork to be provided by sponsor)

The Conference Supporter package also includes:

- One complimentary full Conference registration, including Conference Dinner and Welcome Reception
- One complimentary ticket to the Conference Dinner
- PowerPoint slide acknowledgement at appropriate timing
- Insert of one A4 or DL brochure in Conference satchel/compendium (brochure to be provided by sponsor)
- Acknowledgement as Conference Supporter, with company logo included on Conference website and all Conference materials
- Company logo featured on sponsors' banner (logo size in proportion to level of sponsorship)
- Full list of Conference delegates (subject to permission of delegate)

For further information or to discuss sponsorship opportunities for your organisation, please contact:

### Mike Cochran

AIE SA

Phone: 08 8274 1738

Email: [mcochran@eccoaustralia.com](mailto:mcochran@eccoaustralia.com)

To confirm your sponsorship, please return the Sponsorship Acceptance Form to the Conference Organisers:

### All Occasions Management

41 Anderson Street

Thebarton, SA, 5031

Phone: 08 8125 2200

Fax: 08 8125 2233

Email: [conference@aomevents.com](mailto:conference@aomevents.com)

## Australia's Energy - Next Generation

Adelaide, November 14-16

### Sponsorship Prospectus

# Australian Institute of Energy National Conference 2010



## Sponsorship Acceptance Form

All amounts are in Australian dollars and include GST, unless indicated otherwise.  
Please accept the form as a Tax Invoice from the Australian Institute of Energy

ABN 95 001 509 173

**Contact Person\*** \_\_\_\_\_

**Position** \_\_\_\_\_

**Organisation** \_\_\_\_\_

**Address** \_\_\_\_\_

\_\_\_\_\_

**Suburb** \_\_\_\_\_

**State** \_\_\_\_\_

**Postcode** \_\_\_\_\_

**Phone** \_\_\_\_\_

**Fax** \_\_\_\_\_

**Email** \_\_\_\_\_

\*All correspondence will be forwarded to this person

Your signature below is taken as acceptance of the relevant sponsorship entitlements as listed on pages 3 - 6, and acceptance of the terms and conditions as listed on pages 9.

**Signed**  
\_\_\_\_\_

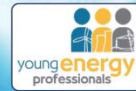
**Date** \_\_\_\_\_

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

# Australian Institute of Energy National Conference 2010



## Level of Sponsorship

Please select one from the options below. Should the package you select already be taken, you will be contacted.

Prices include GST

### Gold Sponsor

\$9900

- Conference Welcome Reception
- Conference Dinner

### Bronze Sponsor

\$5500

- Pocket Program
- Conference Proceedings
- Name Badges
- Lunch
- Dinner
- Conference Dinner Entertainment

### Silver Sponsor

\$7700

- Lunch (Monday)
- Lunch (Tuesday)
- Morning Tea (Monday)
- Morning Tea (Tuesday)
- Afternoon Tea (Monday)
- Afternoon Tea (Tuesday)

### Conference Supporter

\$3300

- Item Insert
- Advertisement

Sponsorship Total Amount: \$ \_\_\_\_\_

Deposit Amount (50% of total): \$ \_\_\_\_\_

## Payment Details

Payment or payment advice must accompany this form and may be made by:

- Cheque or money order payable to "AOG Trust Account No.3 - AIE Conference"
- Electronic Funds Transfer to Commonwealth Bank Australia, BSB 065 112, Account Number 1016 3945

*To allow us to identify your EFT payment, please enter your company name as the Statement reference. A remittance advice must also be forwarded by email, fax or mail.*

On confirmation of the sponsorship, a confirmation letter will be sent with a tax invoice/receipt for the deposit amount (50% of total payment due). Final payment of the remaining 50% is due by 24 September 2010. A tax invoice will be sent to you.

Please return this form with deposit to:

AIE Conference, All Occasions Management, 41 Anderson St, THEBARTON SA 5031  
Fax: 08 8125 2233 or [conference@aomevents.com](mailto:conference@aomevents.com)

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

## Terms & Conditions:

### SECTION ONE: General

In the event of a dispute arising that the parties themselves cannot resolve, the parties agree to refer the matter to an independent arbitrator appointed by mutual agreement.

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 notified and the first party uses its best endeavors to overcome the circumstances preventing its obligations from being carried out.

In the event that a sponsor whose confirmed sponsorship package includes any in-kind contribution is unable to provide the agreed products or services, the value of these products or services must be paid in cash, unless another mutually agreeable arrangement can be negotiated.

Each party shall indemnify the other against any claims arising from any breach of the agreement by either party.

The terms and conditions of this agreement shall not be disclosed to any third parties without the prior written consent of both parties.

### SECTION TWO: Rights and Responsibilities

The rights of either party under this agreement shall not be transferable or assignable either in whole or in part.

The sponsor is responsible for compliance with all applicable laws, bylaws, regulations, requirements, codes and standards, including those with respect to fire, safety, health and environmental matters and shall ensure that all equipment, materials and goods used by the Sponsor so comply.

It is the responsibility of the sponsor to supply All Occasions Management with the correct materials, information or artwork required in order for the sponsor's entitlements to be correctly fulfilled. All Occasions Management will advise the sponsor of any deadlines for receipt or supply of any materials, information or

artwork. It is the responsibility of the sponsor to ensure that these deadlines are met (see section five).

### SECTION THREE: Allocation and amendment of sponsorship entitlements

The Conference Organising Committee reserves the right to accept or reject any application for sponsorship at its absolute and unfettered discretion with the return of any deposit paid. Sponsorship packages will be allocated to those organisations who apply earliest. Allocation of sponsorship packages is at the discretion of the Conference Organising Committee, whose decision will be final. As available places are strictly limited, returning an Acceptance Form does not guarantee acceptance as a conference sponsor.

The sponsor must confirm selected entitlements by returning and signing the enclosed and signed Acceptance Form to All Occasions Management and paying the 50% deposit. The reservation of entitlements cannot be guaranteed until these steps have been completed.

The addition of entitlements will not be accepted if the extra entitlements are no longer available, or the deadline for the entitlement has either passed, or would be disrupted by another sponsor selecting the entitlement.

The cancellation of entitlements will not be accepted if the deadline for the entitlement has passed, or would be disrupted by a sponsor cancelling the entitlement.

### SECTION FOUR: Deadlines

The deadlines designated by AIE and All Occasions Management for delivery or supply of materials, information or artwork are not negotiable.

In the event that materials, information or artwork required by All Occasions Management 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

**Australia's Energy - Next Generation**

Adelaide, November 14-16

**Sponsorship Prospectus**

case.

## Terms & Conditions continued:

### SECTION SIX: Payment

All prices quoted in any documentation provided by the AIE and All Occasions Management, are exclusive of GST.

A 50% deposit, calculated excluding the value of in-kind products or services, is required to confirm the sponsor's entitlements. An invoice will be provided for this amount with the Sponsorship Agreement, and must be paid within 14 days.

No deposit is required where a sponsorship package consists solely of in-kind products or services. However, should the sponsor cancel the package after a Sponsorship Agreement has been signed, a cash payment of 50% of the value of the products or services must be made.

In the event that sponsorship entitlements are added or cancelled, therefore changing the value of that package, before an invoice is issued for the deposit, the amended package will be used to calculate the amount required for deposit. If sponsorship entitlements are added or subtracted after the issuing of an invoice for the deposit, but before this amount is paid, the invoice will be re-issued with the correct amount.

After payment of the 50% deposit, the remaining amount must be paid before Friday 24 September 2010.

In the event that sponsorship entitlements are added or cancelled, therefore changing the value of that package, before full payment is made, the difference in value will be added or subtracted appropriately from the amount owing only, and not refunded or added to the deposit.

In the event that sponsorship entitlements are added after full payment is made, a new invoice will be issued for the extra amount. If sponsorship entitlements are cancelled after full payment has been paid, the value of the cancelled entitlements will be refunded. Refunding of cancelled entitlements, or subtracting their value from the balance due, will be limited so that

the total amount paid is not less than the amount of the deposit.

Should the sponsor not pay all accounts due to AIE and All Occasions Management, legal action will be taken to recover the debt. The Sponsor agrees to pay all costs incurred in the recovery of this debt.

### SECTION SEVEN: Full Cancellation of Sponsorship

This contract may be cancelled by either party provided written notice on company letterhead is received by the other before Friday 6 August 2010 in which case all monies paid by the sponsor will be refunded less the non-refundable deposit. If the sponsor cancels after such date, it will be responsible for the full contract price.

In the event of the contract being cancelled before a deposit is paid, no payment will be required unless a Sponsorship Agreement has been signed, in which case at minimum the amount of the deposit must be paid.

### SECTION EIGHT: Unavoidable Occurrences

In the event that the Conference is cancelled or delayed through no fault of the Organiser, the Venue Manager, Conference Organising Committee including but not limited to fire, flood, labour disputes, natural disasters, acts of God, civil disorders, riots, insurrections, work stoppages, slow downs or disputes, or other similar events then the Sponsor shall not be entitled to any refund or claim for any loss of damage.

### SECTION NINE: Exceptional Circumstances

The Conference Organising Committee reserves 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 the Sponsor is informed at least one month before the planned Conference. The Sponsorship Manager will use reasonable endeavours to remedy the impact of exceptional circumstances.

