

Sponsorship Proposal 2020/2021

South Australian Local Government
Financial Management Group

*Leadership • Advocacy • Innovation
• Collaboration • Excellence*

The South Australian Local Government Financial Management Group (SALGFMG) is an active incorporated body which has over 200 members representing over 95% of all Councils.

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.

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 200 members representing over 95% of all Councils. The SALGFMG is well known as a leading industry advocate and has been involved in a number of notable state-wide projects including:

- draft legislation
- Planning Reforms
- introduction of and annual review of the Model Financial Statements
- Information Papers for Local Government
- Dogs and Cats Online
- Local Government Reform and initiatives
- development of a Better Practice Model framework to support internal controls
- an ATO ruling for GST on Fees and Charges and a Long Term Financial Plan model.

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. Sponsors are also considered a preferred supplier when the SALGFMG tenders for work on projects.

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**



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	\$87,630 fixed (\$29,210 p.a. x 3)
			\$5,000 (additional p.a. for major conference subsidy)
Gold	Maximum of 4	3 years (10% discount)	\$25,920 fixed (\$8,640 p.a. x 3)
		or Annual Fee	\$9,600 p.a. – subject to annual increase
Silver	Unlimited	3 years (10% discount)	\$16,200 fixed (\$5,400 p.a. x 3)
		or Annual Fee	\$6,000 p.a. – subject to annual increase
Bronze	Unlimited	3 years (10% discount)	\$9,855 fixed (\$3,285 p.a. x 3)
		or Annual Fee	\$3,650 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.

*** **Benefits** outlined in the following pages for each sponsorship level are subject to change annually.

Platinum Sponsor

**3 Years \$87,630 (\$29,210 p.a. x 3)
+ \$5,000 p.a. conference subsidy**

EVENTS

➤ **Conference (1 day event)**

- An allocation of speaking time (up to 15 minutes).
- The list of attendees.
- Four (4) complimentary tickets to this event.
- Additional event tickets can be purchased at the special Sponsor rate.
- The placement of promotional material on attendee tables or eCopy document.
- 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 attendees to sit with them, or attendees can freely sit at a sponsor table for networking purposes (Platinum location).
- Opportunity to collect attendee business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

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

- An allocation of speaking time (up to 15 minutes).
- The list of attendees.
- Four (4) complimentary tickets to this event.
- Additional event tickets can be purchased at the special Sponsor rate.
- The placement of promotional material on attendee tables or eCopy document.
- 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 attendees to sit with them, or attendees can freely sit at a sponsor table for networking purposes (Platinum location).
- Opportunity to collect attendee business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.
- Provision of subsidy to eligible Councils identified by the SALGFMG and Platinum Sponsor towards attendance, travel and accommodation. Up to \$1,250 per Council, totalling \$5,000.

➤ **Conference & Workshop Dinner**

- Exclusive dinner sponsor.
- An allocation of speaking time (up to 10 minutes).
- The placement of promotional material on attendee tables.
- Four (4) complimentary tickets to this event.
- Prominent display of your banner.
- Recognition on program, PowerPoint presentation and dinner menu with company logo.

➤ **AGM**

- Four (4) complimentary tickets to this event.
- Recognition on flyer and PowerPoint presentation with company logo.
- Banner display.

INDUSTRY EXPOSURE

- Exclusivity within a specific industry.
- Contact Details for the SALGFMG Members (if approved by the Member – presently over 200 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).
- Sponsor 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 (in sponsorship level order).
- Distribution of a monthly industry update to SALGFMG Members.

Gold Sponsor

*3 Years (10% disc.) \$25,920 (\$8,640 p.a. x 3)
or Annual (\$9,600 p.a)*

EVENTS

➤ **Conference (1 day event)**

- An allocation of speaking time (up to 5 minutes).
- The list of attendees.
- Three (3) complimentary tickets to this event.
- Additional event tickets can be purchased at the special Sponsor rate.
- The placement of promotional material on attendee tables or eCopy document.
- 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 attendees to sit with them, or attendees can freely sit at a sponsor table for networking purposes (Gold location).
- Opportunity to collect attendee business cards and to present winner with a suitable door prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

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

- An allocation of speaking time (up to 5 minutes).
- The list of attendees.
- Three (3) complimentary tickets to this event and the dinner.
- Additional event tickets can be purchased at the special Sponsor rate.
- The placement of promotional material on attendee tables or eCopy document.
- 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 attendees to sit with them, or attendees can freely sit at a sponsor table for networking purposes (Gold location).
- Opportunity to collect attendee business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

➤ **AGM**

- Three (3) complimentary tickets to this event.
- Recognition on PowerPoint presentation with company logo.

INDUSTRY EXPOSURE

- Contact Details for the SALGFMG Members (if approved by the Member - presently over 200 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).
- Sponsor 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 (in sponsorship level order).

Silver Sponsor

*3 Years (10% discount) \$16,200
(\$5,400 p.a. x 3) or Annual \$6,000 p.a.*

EVENTS

➤ **Conference (1 day event)**

- The list of attendees.
- Two (2) complimentary tickets to this event.
- Additional event tickets can be purchased at the special Sponsor rate.
- 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 attendees to sit with them, or attendees can freely sit at a sponsor table for networking purposes (Silver location).
- Opportunity to collect attendee business cards and to present winner with a suitable door prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

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

- The list of attendees.
- Two (2) complimentary tickets to this event and the dinner.
- Additional event tickets can be purchased at the special Sponsor rate.
- 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 attendees to sit with them, or attendees can freely sit at a sponsor table for networking purposes (Silver location).
- Opportunity to collect attendee business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

➤ **AGM**

- Two (2) complimentary tickets to this event.
- 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).
- Sponsor 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 (in sponsorship level order).

Bronze Sponsor

***3 Years (10% discount) \$9,855 (\$3,285 p.a.
x 3) or Annual \$3,650 p.a.***

EVENTS

➤ **Conference (1 day event)**

- One (1) complimentary ticket to this event.
- Additional event tickets can be purchased at the special Sponsor rate.
- 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 attendee business cards and to present winner with a suitable door prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

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

- One (1) complimentary ticket to this event and the dinner.
- Additional event tickets can be purchased at the special Sponsor rate.
- 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 attendee business cards and to present winner with a suitable prize (sponsor supplied).
- Access to discounted rates for accommodation for each conference when available.

➤ **AGM**

- One (1) complimentary tickets to this event.
- 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).
- Sponsor 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 (in sponsorship level order).

Sponsorship Levels Summary

Sponsorship Benefits by Category – Annual Sponsorship	Platinum	Gold	Silver	Bronze
EVENTS				
Conference (1 day event)				
1. An allocation of speaking time.	Up to 15 minutes	Up to 5 minutes	x	x
2. Placement of promotional material on attendee tables or eCopy document.	✓	✓	x	x
3. The list of attendees.	✓	✓	✓	x
4. Complimentary tickets to this event.	4 Tickets	3 Tickets	2 Tickets	1 Ticket
5. Additional event tickets can be purchased at the special Sponsor rate.	✓	✓	✓	✓
6. 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)
7. Opportunity to host a table at lunch. Tables are designated to each sponsor, sponsors can invite attendees to sit with them or attendees can freely sit at a sponsor table.	Platinum Location	Gold Location	Silver Location	x
8. Space for a promotional stand. Trestle table, two chairs and power provided. Additional equipment including audio visual to be provided at sponsors cost.	Platinum Location	Gold Location	Silver Location	Bronze Location
9. Recognition on program and PowerPoint presentations with company logo.	✓	✓	✓	✓
10. Opportunity to collect attendee business cards and to present winner with a suitable door prize (sponsor supplied).	✓	✓	✓	✓
11. Access to discounted rates for accommodation when available.	✓	✓	✓	✓
Conference & Workshop (2 day event)				
12. An allocation of speaking time.	Up to 15 minutes	Up to 5 minutes	x	x
13. Placement of promotional material on attendee tables or eCopy document.	✓	✓	x	x
14. The list of attendees.	✓	✓	✓	x
15. Complimentary tickets to this event.	4 Tickets	3 Tickets	2 Tickets	1 Ticket
16. Additional event tickets can be purchased at the special Sponsor rate.	✓	✓	✓	✓
17. 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)

Sponsorship Benefits by Category – Annual Sponsorship	Platinum	Gold	Silver	Bronze
18. Opportunity to host a table at lunch. Tables are designated to each sponsor, sponsors can invite attendees to sit with them or attendees can freely sit at a sponsor table.	Platinum Location	Gold Location	Silver Location	x
19. 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.	Platinum Location	Gold Location	Silver Location	Bronze Location
20. Recognition on program and PowerPoint presentations with company logo.	✓	✓	✓	✓
21. Opportunity to collect attendee business cards and to present winner with a suitable door prize (sponsor supplied).	✓	✓	✓	✓
22. Access to discounted rates for accommodation when available.	✓	✓	✓	✓
Annual Dinner (Day 1 of the Conference & Workshop)				
23. Exclusive dinner sponsor.	✓	x	x	x
24. An allocation of speaking time.	Up to 10 minutes	x	x	x
25. The placement of promotional material on attendee tables.	✓	x	x	x
26. Complimentary tickets to this event.	4 Tickets	3 Tickets	2 Tickets	1 Ticket
27. Prominent display of your Banner.	✓	x	x	x
28. Recognition on program, PowerPoint presentation and dinner menu with company logo.	✓	x	x	x
AGM				
29. Banner on display.	✓	x	x	x
30. Logo on flyer.	✓	x	x	x
31. Sponsorship recognition.	✓	✓	✓	✓
32. Complimentary tickets to this event.	4 Tickets	3 Tickets	2 Tickets	1 Ticket
INDUSTRY EXPOSURE				
33. Exclusivity within a specific industry.	✓	x	x	x
34. Sponsored Page in the SALGFMG E-Newsletter (i.e. this page is brought to you by).	✓ (President's Message)	✓ (Regular feature page)	x	x
35. Contact Details for the SALGFMG Members (if permitted by the Member).	✓	✓	x	x
36. Opportunity to provide relevant articles for the SALGFMG E-Newsletter (up to 700 words). The SALGFMG retains editorial license.	Every Issue – Article/Advert	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 (in sponsorship level order).	✓	✓	✓	✓
39. Logo on the SALGFMG website (linked to your website).	✓	✓	✓	✓
40. Sponsor access (1 user) to SALGFMG website.	✓	✓	✓	✓
41. Distribution of a monthly industry update to SALGFMG Members.	✓	x	x	x

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. 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.
3. Late sponsorship payments may impact on your ability to use your sponsor benefits including events and associated materials.
4. In the case of Sponsorship cancellation, notification in writing should be sent to the SALGFMG President at least 60 days before the end of the sponsorship term otherwise the following financial year will be considered an 'active' sponsorship year:
 - 4.1 The SALGFMG reserves the right to retain monies received.
 - 4.2 Should a 3-year contract be cancelled prior to the completion of the term, the discounted fee will be forfeited and the annual fee will apply for the active years of sponsorship.

For further information please contact either:

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