



Australian Institute of Animal Management Inc

# Sponsorship and Exhibition Brochure

## AIAM Annual Conference 6 - 8 October 2010

Stamford Grand Adelaide  
Glenelg, South Australia



# THE AUSTRALIAN INSTITUTE OF ANIMAL MANAGEMENT INC (AIAM)

6-8 October 2010 - Stamford Grand Adelaide, Glenelg SA  
Sharing ideas and learning ... Don't miss this opportunity to be involved!

## Message from the President

Local Government Animal Management Officers (AMOs) throughout Australia are daily engaged in community animal control and regulation work. Their job is to maximize community health, safety and amenity by minimizing the negative social, environmental and financial impacts of inappropriately managed animals. The provision of community animal control and regulatory services is an important and often difficult task.

The Institute seeks to support those engaged in the business of urban animal management by promoting:

- a) AMO training
- b) Consistency of legislation
- c) Recognition of the value of AMOs occupational role to society
- d) Support for AMOs from employers and community
- e) Consultation in the processes of creating and developing legislation and work place processes
- f) Resource availability and access

The annual AIAM conference is the Institute's "flagship" activity. It is the Institute's objective to always make this event as relevant and as useful as it can possibly be.

The conference is intended to be a milestone event in each calendar year for the sharing of innovative ideas and for the support of all people engaged in animal control and regulation in Australia.



Dick Murray  
President  
AIAM Inc

## About the Conference

The program for the Conference in Adelaide is themed "*Animal Management: Pulling it all together*"

Dates 6, 7 and 8 October 2010.

The 2010 conference Local Arrangements Committee chair is Chris Button, an AIAM committee member, from Onkaparinga Council, South Australia.

The Institute executive is confident that delegates and sponsors of this conference will find a very warm welcome and a very well prepared conference when they arrive.

The Institute's conference planning team is preparing a full two and a half day animal management lecture program and one full day of Animal Management Officer training on Tuesday 5 October.

While the business of setting final content for session themes and lecture streams will not be completed until papers have been formally accepted in March 10, the conference will be structured along the following (General) outline:

1. There will be a main body of lectures (about 60-70%) on central animal control and regulation business. This is material that involves the day to day subjects involved at staff, management and policy levels in Local Government.

2. This central element of the conference will be supported by about 30-40% of supplementary lecture content that reflects the larger social environment in which animal control and regulation operates.
3. There will, of course, be a variable (though usually substantial) degree of convergence of these two basic conference themes in many of the papers presented at the conference.
4. The larger social environment referred to above generally includes components relevant to the following:-
  - Animal welfare aspects and interactions in Animal Management
  - Animal behaviour and how it affects Animal management
  - Sociological aspects relating to pets, people and community
  - Business management themes involved in Animal Management service delivery

Consider your options .... come over to Glenelg and perhaps stay on before of after this conference to see the sights and enjoy the region.

The venue, the Stamford Grand Adelaide in Glenelg is located right on the beach and within the Glenelg Shopping Centre, with a range of alternate accommodation properties within close walking distance.

## HOW TO REGISTER FOR A SPONSORSHIP PACKAGE OR A TRADE EXHIBIT

Complete and return the form on the back page and post or fax to  
AIAM Inc,  
PO Box 4137,  
Weston ACT 2611  
Fax: (02) 6161 4719 or Email: [conference@aiam.com.au](mailto:conference@aiam.com.au)

Any other ideas or to discuss these options further, please contact -  
Doreen Culliver  
Telephone: (02) 6161 9024 or  
Email: [info@aiam.com.au](mailto:info@aiam.com.au)



# Sponsorship Packages

If you should consider that any of the following opportunities can be tailored to suit your organisation, we are happy to discuss your ideas and suggestions. Please call Doreen Culliver on (02) 6161 9024 or email: [conference@aiam.com.au](mailto:conference@aiam.com.au)

## 1. Principal sponsorship

While all office bearers and committee members of the Institute function in a voluntary capacity, this minimises running expenses greatly but it also places limitations on how much Institute "business" they can realistically manage to contribute. Principal sponsorship of the Institute is a means by which other organisations that see merit in supporting the work of the Institute and can significantly contribute to AIAM business in general.

- Ø \$5,000 (incl. GST) for the 12 month period permitting
- Ø Logo and weblink on the Institute's website home page for the 12 month period,
- Ø Listing in the foreword of the conference proceedings along with other Principal Sponsors,
- Ø Opportunity to meet with the AIAM executive to discuss issues relevant to seeking best outcomes for both organisations from this cooperative (sponsorship) deal,
- Ø Exhibition booth at the annual conference (full entitlements as per Gold booth exhibitor outlined elsewhere in this document including logo printed on delegate satchels),
- Ø Company logo printed as "Principal sponsor" in all AIAM publications for the 12 month period.

## 2. Conference program sponsorship

A great deal of effort and expense goes into the development of a good quality program of lectures and workshop/forum sessions for any conference. The Institute wants its Animal Management conference programs to become universally recognised for their relevance and value. The Institute will gratefully accept offers of this kind of conference sponsorship to help offset the costs associated with conference programming.

- Ø \$3,500 (incl GST) for the 12 month period permitting (maximum of three sponsorship opportunities offered in this category),
- Ø Name/Logo with weblink on the "CONFERENCE" page of the Institute's website for a 12 month period (leading up to the conference and continuing until 12 month end)
- Ø Inclusion of name & logo in the Program Sponsorship list displayed on-screen before and leading into each program session,
- Ø Logo printed into the proceedings as Conference program sponsor
- Ø Attendance for two delegates to attend the conference with all conference entitlements
- Ø Opportunity to purchase an exhibition booth at a 20% discount to those costs outlined elsewhere in this brochure.

## 3. AMO Training program sponsorship

The Institute firmly believes that the quest for best practice in Animal Management rides very much on the back of AMO training, qualification and career paths in this most demanding and important aspect of community service. The Institute therefore sees great benefit in promoting and facilitating AMO training and plans (among other things) to run National AC&R (RUV 40104) aligned training programs in conjunction with the annual AIAM National conference itself.

- Ø \$3,500 (incl GST) for the 12 month period permitting (maximum of three sponsorship opportunities offered in this category),
- Ø Name/Logo with weblink on the "AMO TRAINING" page of the Institute's website for a 12 month period (prior to and post-conference),
- Ø Inclusion (with others) of name & logo in the Program Sponsorship list displayed on-screen before and leading into each training program session,
- Ø Logo associated with all promotions of the AMO Training for the period prior to and following such training for a term of 12 months in total.

## 4. Conference trade exhibition

Trade exhibitions have the potential to be a major event at each annual Institute Animal Management conference. There is good support for products and services that support AMOs in the field. AMOs show keen interest in new, innovative or helpful Animal Management products and services. "Happening" trade exhibitions can create a real "buzz" before, after and during breaks at the event. The Institute encourages trade exhibitors to take up the following offers in order to both display their product and support the conference as well.

### Gold Trade Exhibitor (\$1500 incl. GST)

- Ø 3m x 2m Shell Scheme Booth, one table and chair,
- Ø One representative attendance for the duration of the conference including all the benefits of delegate registration,
- Ø Company logo printed in Conference Program and Conference Proceedings,
- Ø Logo included in 'Sponsor block' which will be promoted during conference sessions,
- Ø Logo printed on delegate satchels,
- Ø Logo included in Conference signage,
- Ø Opportunity to address delegates in a 5-minute presentation slot at the conference,
- Ø One half page mono advertisement in one issue of Phoenix.

### Silver Trade Exhibitor (\$1200 incl. GST)

- Ø 3m x 2m Shell Scheme Booth, one table and chair,
- Ø One representative attendance for the duration of the conference including all the benefits of delegate registration,

- Ø Company logo printed in Conference Program and Conference Proceedings,
- Ø Logo included in 'Sponsor block' which will be promoted during conference sessions,
- Ø Logo included in Conference signage,
- Ø One quarter page mono advertisement in one issue of Phoenix.

## 5. Advertising in Phoenix (AIAM newsletter)

The Institute will publish a minimum of 3 newsletters (The Phoenix) from about 9 months out and leading up to its National Animal Management conference each year. The Phoenix's 8 page spread, by being not too little and not too much as well as interesting and informative for Institute members and others, offers a good advertising opportunity for interested organisations.

### Advertising rates:

Half page Mono 185mmW x 140mmD \$375.00  
Quarter page Mono 80mmW x 140mmD \$237.50  
Multiple issues: a 5% discount applies.  
Deadline dates provided on application.

## CONDITIONS OF SPONSORSHIP

- Sponsorships are accepted at the discretion of the Executive of AIAM Inc.
- AIAM reserves the right to alter these conditions if warranted due to changed circumstances and with prior notice to the sponsor.
- AIAM will have final determination of any display content or arrangements in so far as it may affect the overall presentation and conduct of any publications and/or the website.
- Print production guidelines are as specified in the Advertising Schedule.
- Information provided in this document is correct at the time of going to print.
- AIAM Inc is not responsible for the statements made in its publications by contributors or advertisers.
- Unless otherwise stated, material in AIAM Inc newsletters and magazines does not reflect the endorsement, official attitude or position of AIAM Inc.
- Advertisers are responsible for complying with the Trade Practices Act 1974.

## Bronze Trade Exhibitor (\$870 incl. GST)

- Ø 3m x 2m floor space only, one table and chair,
- Ø One representative attendance for the duration of the conference,
- Ø Acknowledgement in printed Conference Program as an exhibitor.

## IN KIND SPONSORSHIPS (negotiable)

This might include a Guest Speaker sponsorship, or other items that an organisation considers beneficial to their interests. Terms are negotiable. Call AIAM Secretariat to discuss this further.



# SPONSORSHIP APPLICATION FORM

THE AUSTRALIAN INSTITUTE OF ANIMAL MANAGEMENT INC 2010 ANNUAL CONFERENCE, ADELAIDE, SA  
6-8 OCTOBER 2010, STAMFORD GRAND ADELAIDE, GLENELG SA

**TAX INVOICE**

**ABN 93 835 779 670**

All prices include GST

Please return your completed form together with payment to: AIAM Inc, PO Box 4137, Weston Creek, ACT 2611

Telephone: (02) 6161 9024 Facsimile: (02) 6161 4719 Email: info@aiam.com.au

## 1. Registration Details

Organisation: \_\_\_\_\_ Position: \_\_\_\_\_

Title: \_\_\_\_\_ Name: \_\_\_\_\_ Surname: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Email: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

## 2. Category Prices include GST

I wish to commit to sponsorship -

- |   |   |
|---|---|
| <input type="checkbox"/> Principal Sponsor \$5,000            | <input type="checkbox"/> Gold Booth Exhibitor \$1,500   |
| <input type="checkbox"/> Program Sponsor \$3,500              | <input type="checkbox"/> Silver Trade Exhibitor \$1,200 |
| <input type="checkbox"/> Training Program Sponsorship \$3,500 | <input type="checkbox"/> Bronze Trade Exhibitor \$870   |

- Advertising in Phoenix .....  Half page  Quarter page (We will contact you to discuss publication issues)  
 In kind sponsorship (Please nominate) \_\_\_\_\_

## 3. Payment Details (Payment must be in Australian dollars)

On receipt of this form, acknowledgement and a tax invoice will be provided for payment.

If you wish to provide credit card details as payment now, you are welcome to complete the information below.

Please tick payment type:

DIRECT DEPOSIT - BSB: 062 912 ACCOUNT NO: 1015 3163 BANK: CBA ACCOUNT NAME: On Q Conference Support Conference Account

AMEX  VISA  BANKCARD  MASTERCARD  DINERS  Cheque (to be made payable to AIAM Inc)

Credit Card Number: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Name of Cardholder: \_\_\_\_\_

Signature of Cardholder: \_\_\_\_\_

Expiry Date: \_\_\_\_\_ / \_\_\_\_\_ AMOUNT ENCLOSED: \$ \_\_\_\_\_

(Please note that any debits on your credit card will show with On Q Conference Support against the transaction)

OFFICE USE ONLY: ID no. \_\_\_\_\_ Reg no. \_\_\_\_\_ Date: \_\_\_\_\_

## Enquiries:

The Conference Manager  
On Q Conference Support  
Principal: Doreen Culliver  
PO Box 3711, Weston ACT 2611

Telephone: (02) 6288 3998  
Facsimile: (02) 6161 4719  
Email: info@aiam.com.au  
or visit the conference website:  
<http://www.aiam.com.au>

