



# ACA VICTORIA EXCELLENCE IN ECEC CONFERENCE

17 & 18 AUGUST

• 2018 •

## EXHIBITOR PROSPECTUS

Conference & Exhibition — Crown Conference Centre



# Join us in Melbourne for the 2018 ACAV Excellence in ECEC Conference

## A message from our President

The Australian Childcare Alliance Victoria (ACA Victoria) is the peak membership association for long day care services in Victoria. Our vision is to support and be the voice of service providers in the provision of high quality, affordable, sustainable and accessible early childhood education and care.

Our annual conference is now the largest annual early childhood Conference in Victoria and provides significant access to Centre operators from Victoria and across Australia. Our 2018 Excellence in Early Childhood Education and Care Conference will be held on 17 & 18 August at Melbourne's stunning Crown Conference Centre.

We would welcome your business as an Exhibitor at our Conference, enhancing the delegate experience and creating business development opportunities for you. We differentiate our Conference from other early childhood events in one critical way - we understand the need for you as an Exhibitor to achieve a positive return on your investment.

We work directly with you to achieve this outcome, by:

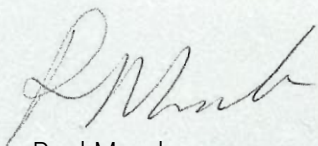
- Attracting service operators as delegates through provision of education sessions dedicated to their needs and interests
- Running prize draws for delegates who visit all exhibition booths
- Providing access to a conference mobile app, with lead capture capability
- Capping the number of exhibition booths
- Encouraging unique and diverse exhibitors that attract delegates
- Incorporating savings on exhibition stands for supplier members
- Fostering ongoing partnerships with exhibitors beyond the Conference

We encourage you to consider exhibiting at our conference. If you would like to discuss the opportunities further, please contact our conference team as follows:

✉ [vic@childcarealliance.org.au](mailto:vic@childcarealliance.org.au)

☎ 03 9532 2017

Kind regards



Paul Mondo  
President ACA Victoria

# 2018 ACAV Excellence in ECEC Conference

## The Facts

### The Dates

Friday 17 & Saturday 18 August 2018

### The Venue

The Conference will be held at the Crown Conference Centre, Melbourne. Located in the heart of Melbourne's vibrant Southbank precinct, the venue provides the perfect backdrop for high quality networking and in-depth discussion.

**Address:** 8 Whiteman Street, Southbank, Melbourne.

### The Exhibition

The industry Exhibition will be at the heart of the 2018 ACAV Excellence in ECEC Conference. Catering (including coffee cart, tea breaks and lunches) will be located amongst the Exhibition, guaranteeing footfall and maximising delegate traffic to trade stands.

The number of exhibitor booths will be capped, creating an exclusive and uncluttered environment for you to profile your brand and for your team to network with participants throughout the event.

### The Networking

The Conference program is carefully curated to maximise networking opportunities.

The program will include breaks for morning tea, lunch and afternoon tea amongst the Exhibition; maximising facetime between exhibitors and delegates.

### Our Speakers in 2018 Include

#### Dr Justin Coulson

Leading parenting expert, author and Honorary Fellow at the Centre for Positive Psychology, University of Melbourne's Graduate School of Education

#### Fabian Dattner

Founding partner of Dattner Grant, 3 three times finalist in the Telstra Business Women's awards and one of the NAB 2016 100 Women of Influence

#### Professor Ann Farrell

Head of the School of Early Childhood and Inclusive Education in the Faculty of Education at Queensland University of Technology

#### Dr Anne Kennedy

Consultant, Trainer, Writer, Advocate & Researcher in Early Childhood Education & Care

#### Anthony Semann

Director & Founder of Semann & Slattery

#### Louise Dorrat

Early Childhood Consultant

### Join the Conversation

🐦 @ChildcareVic

f ACaVicConference

# #acavconf





## The Stats



Over 930 delegates attended the 2017 Excellence in ECEC Conference



Presentations and panel discussions with over 20 Australian speakers & innovators



High quality networking opportunities and debate

- In 2017, delegates were asked how they would rate the Conference in relation to their overall expectations, 90% rated the Conference very good to excellent.
- Dedicated sessions to attract the key decision makers including centre owners, directors and educators.
- In 2017, delegates were asked to rate the quality of the presentations and speakers. A total of 90% rated the quality of the presentations and speakers, very good to excellent.
- In 2017, exhibitors were asked to rate the event and 100% rated the Conference as very good to excellent.



I just wanted to compliment you and your colleagues for taking the lead in regards, to your Conference this year. In terms of managing leads and interactions with members, you stood out as the leader due to the usage of the App. It seemed to increase the number of visitors on stand, and also gave us those lists so that we can build better relationships with your members.

– Jasmine Callan, Edex



All aspects of the exhibition are well thought out to maximise exposure for our business. Engagement with key decision makers and consumers is constant throughout both days and the single-day delegates add fresh interest in our stand. The ability to liaise with delegates via the app provided another touchpoint and meant we could have more meaningful conversations about our offering. ACAV membership is an essential contributor to our success and we appreciate the hard work put in to make this such a great conference each year.

– Nick D, 2018 Exhibitor



## Exhibition Opportunities

### Single Booth

ACA Vic Supplier Member — \$2,565 each (incl GST)  
Other Suppliers — \$2,700 each (incl GST)

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- Booth Size: 3m x 2m
- Signage: max 30 characters
- Light: 2 spotlights
- Power: one general-purpose outlet
- Company profile with logo in the Conference App
- Networking time with delegates during morning tea, lunch and afternoon tea on Friday and Saturday

#### Registration:

- One (1) complimentary Exhibitor Staff Registration

### Double Booth

ACA Vic Supplier Member — \$4,630 each (incl GST)  
Other Suppliers — \$4,860 each (incl GST)

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- Booth Size: 6m x 2m
- Signage: max 30 characters
- Light: 2 spotlights
- Power: one general-purpose outlet
- Company profile with logo in the Conference App
- Networking time with delegates during morning tea, lunch and afternoon tea on Friday and Saturday

#### Registrations:

- Two (2) complimentary Exhibitor Staff Registrations



## Additional Information

### Exhibitor Staff

Due to security and occupational health & safety requirements all exhibitor staff attending the Conference will need to be registered and wear a name badge to gain access into the Conference or Exhibition areas.

The Exhibitor Staff Registration included in your exhibition package will allow access to the Exhibition & catering on Friday and Saturday and excludes access to the Conference sessions.

### Additional Tickets & Registrations

Extra personnel required to staff the exhibition stand must purchase additional exhibitor staff registrations at \$165 per person and includes daily catering.

Extra Conference registrations can also be purchased at \$650 per person and includes access to all Conference sessions & daily catering.

### Exhibition

A half trestle with 2 chairs can be provided but must be pre-booked.

In the lead-up to the event, you will receive details of furniture hire options from our Exhibition Build company. Furniture hire will be at your own expense.

### Custom Stands

If you wish to customise your exhibition booth, please contact the Conference Manager, Sue Ryman-Kiernan, Wise Connections on [ACA-Victoria@wiseconnections.com.au](mailto:ACA-Victoria@wiseconnections.com.au) or 03 9885 6566.

### Exhibition Floor Plan

Please note that booth allocation and placement will be confirmed by ACA Victoria approximately 4 weeks prior to the Conference, at which time a floor plan will be provided.

### Booking Policy

Please complete the exhibitor registration details on the Exhibitor Application form on pages 6 & 7.

ACA Victoria reserves the exclusive right to exclude any person or organisation from participation in the sponsorship, marketing or exhibitor options in this prospectus at the Conference.

### Cancellation Policy

Cancellations will only be accepted in writing via email. Cancellations received before 30 April 2018 will be refundable less a \$150 administration fee (unless other contractual obligations apply).

Cancellations received 1 May - 30 June 2018 will receive a 50% refund.

Cancellations after 1 July 2018 will not receive a refund.

### Terms and Conditions

#### Security

It is suggested that no valuable items be left at your booth, especially overnight. No responsibility can be taken for any loss or damage to equipment and display materials.

#### Insurance

Exhibitors must take out insurance coverage for their own protection and indemnity. Exhibitors will be liable for any damage caused by them or their employees, contractors, agents and invitees, to any other exhibitors or any common property or third party within the exhibition.

#### Liability

Exhibitors must cover their public risk by ensuring an appropriate public liability policy for a minimum cover of \$10,000,000 is in place. A copy of the relevant insurance certificate of currency must be forwarded to our Professional Conference Organiser at least 4 weeks prior to the Conference. No Exhibitors will be permitted to participate in the Exhibition unless proof of public liability insurance has been provided.

The organisers will not be responsible for any loss or injury that may occur to the exhibitor, exhibitor's employees, delegates or property from any cause whatsoever, prior to, during and the subsequent period of the Conference. Exhibitors shall indemnify and hold harmless ACA Victoria and Wise Connections from all liability (damage or accident) that might ensue from any cause resulting to or connected with the transportation, placing, removal or display of exhibits.

#### Payment

Payment is due strictly 14 days from date of invoice. Participation will not be considered confirmed until payment has been received.

### All prices are in AUD and include GST.

#### Please note:

- All logos must be provided in hi-res .jpg and .eps format by the sponsor to: [ACA-Victoria@wiseconnections.com.au](mailto:ACA-Victoria@wiseconnections.com.au).
- Logos will be displayed on printed and online material subject to specific sponsorship entitlements.
- All company profiles must be no longer than 150 words. The organisers reserve the right to edit company profiles that exceed the maximum word limit.
- All signage is subject to approval and must be supplied by the sponsor.

# Exhibitor Application

## Company Details

Company Name <i>for use in marketing / exhibition fascia</i>		
Company Name <i>for invoicing purposes</i>		
Address		
City	Postcode	State
ABN		

Contact details for exhibitor liaison. *The Wise team will liaise with this contact on all matters relating to exhibition logistics, registrations, branding etc.*

Name	Position
Email	Telephone

☐ Please tick here to confirm acceptance of terms and condition (refer to page 5) for participation in the 2018 ACAV Excellence in ECEC Conference.

## Exhibitor Opportunities

Please indicate your preferred option(s):

**All prices are in A\$ and include GST**

### Exhibition Booths – ACA Vic Supplier Member

Qty.

Exhibition Booth (3m x 2m)	\$2,565	
Double Booth (6m x 2m)	\$4,630	
One Half Trestle Table with 2 Chairs for Booth <i>Must be pre-booked – limited availability</i>	\$0	
TOTAL	\$	

### Exhibition Booths – Other Suppliers

Exhibition Booth (3m x 2m)	\$2,700	
Double Booth (6m x 2m)	\$4,860	
One Half Trestle Table with 2 Chairs for Booth <i>Must be pre-booked – limited availability</i>	\$0	
TOTAL	\$	

## Exhibitor Staff Registration (Complimentary)

Please complete this section to advise us of your complimentary Exhibitor Staff (1 per booth).

These registrations include catering on Friday & Saturday, but do not include access to the Conference sessions.

### Exhibitor Staff 1

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

### Exhibitor Staff 2

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

## Exhibitor Staff Registration (Additional)

Please complete this section to advise us of any additional Exhibitor Staff you wish to have assisting at your booth. Additional Exhibitor Staff will be charged at \$165 per person to cover exhibitor catering charges from the venue. These registrations include catering on Friday & Saturday, but do not include access to the Conference sessions. A separate invoice will be issued for any additional Exhibitor Staff you register.

Qty.

Exhibitor Staff	\$165	
TOTAL	\$	

### Exhibitor Staff 1

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

### Exhibitor Staff 2

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

### Exhibitor Staff 3

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

### Exhibitor Staff 4

Surname	
First Name	
Telephone	Mobile
Email	
Dietary Allergies	

## Payment

We wish to pay by:

VISA		Mastercard		EFT	
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### Credit Card

A service charge of 2.5% will be applied to all credit card payments.

Please charge \$ to the following:

Name on Card	
Card Number	
Expiry Date	CCV
Cardholder Signature	

### EFT

Please pay "Australian Childcare Alliance Victoria"

**Bankwest**  
**BSB: 302162**  
**ACC: 0916302**

Please include the name of your organisation with your remittance.

Please forward a copy of the remittance advice to  
 ACA-Victoria@wiseconnections.com.au

**Note:** Your booth will not be considered confirmed and you will not be permitted to exhibit until full payment has been received. Upon receipt of this signed agreement form our Professional Conference Organiser (Wise Connections) will issue you with a Tax Invoice. Please note you will be issued one invoice for your Exhibition Booth(s) and a separate invoice for your Exhibitor Staff.

## Authorisation

Authorised Signatory for and on behalf of the Sponsor (please print full name):

Name	Position
Signature	Date





Australian Childcare Alliance  
Victoria