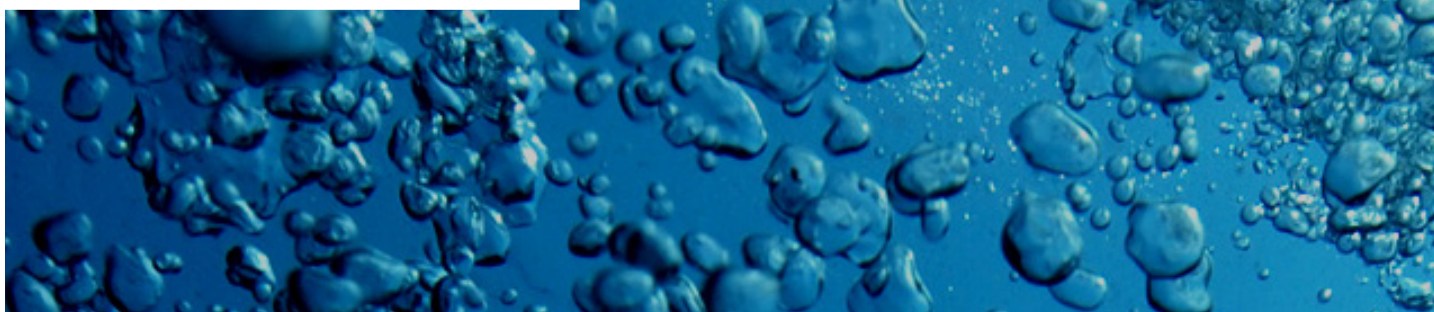




Water Industry Operators Association of Australia



2024 SPONSORSHIP PROSPECTUS





“ We found the WIOA exhibition to be a really successful event that was presented well and connected us with industry personnel and several key stakeholders that we are now in talks with to grow our relationship and businesses. ”

“ This was our first year exhibiting at the WIOA Conference and it was fantastic to see how much engagement we received on our stand. Even though we were in a quieter area, we had plenty of conversations throughout the event. ”

Safety & Hygiene at Events

To ensure the health, safety and wellbeing of our event attendees, our conferences may be subject to change as/when required. Changes in these circumstances may impact sponsorship categories and will be communicated in a timely manner. WIOA is dedicated to delivering safe events, in accordance with Government requirements and regulations.





2024 Expectations

- 3 inspiring conferences
- 6 days of exhibition
- 3 opening sessions
- 21 technical sessions
- 70+ presentations
- 3 poster sessions
- 2,500+ attendees

Who attends the WIOA conference?

WIOA conferences attract a wide range of attendees including key decision makers and many qualified prospects in the water industry. Attendees include:

- Account and Business Manager
- Chemical Engineer
- Civil Engineer
- Council Employee
- Electrician
- Engineer
- Environmental Officer
- Environmental Scientist
- Fitter
- Managing Director
- Mechanical Fitter
- Operator
- Planner
- Plumber
- Water & Sewage Inspector
- Scientists
- Superintendent
- Technical Officers
- Trade Waste Officers
- Water & Wastewater Employees
- Water Services Engineer
- Works Supervisor



About WIOA

The **Water Industry Operators Association of Australia (WIOA)** is a national not for profit, member driven Association with a primary role of facilitating the collection, development and exchange of information between people undertaking operational roles in the water industry.

WIOA stages annual conferences in Victoria, Queensland and New South Wales which include a major exhibition where companies display their products, services and innovations.

Sponsorship will align your company as a supporter of the leading not for profit organisation serving the needs of operational staff in the Australian water industry and will garner valuable exposure to this targeted audience.

First Right of Refusal

As an existing WIOA sponsor, we value your contributions and offer your organisation the first right of refusal of the current sponsorship arrangement. Your acceptance of sponsorship for 2024 must reach the WIOA office by close of business on **Friday 27 October 2023**.

Sponsorships not renewed by this date will be offered to other interested organisations. Your sponsorship will assist WIOA to stage our major events in 2024 and support the development of our members by enhancing networking, research, education, and other opportunities.

Sponsorship Overview

A quick look at what sponsorship options are available

Being a WIOA Sponsor provides your business with acknowledgement and promotion in the lead up to, during and after our events. Your organisation will receive prominent recognition across all events.

Preference is provided to companies who sponsor the same item at all 3 events.

Category	3 Events	1 Event
PRIME SPONSOR	\$20,000 +	\$8,000
MAJOR SPONSOR	\$9,000 - \$10,000	\$4,000
AWARD SPONSOR	\$5,000 - \$9,000	
SUPPORTING SPONSOR	\$3,000 - \$5,000	



Sponsor WIOA at our Conference & Exhibitions

Being a **WIOA Conference Sponsor** provides your business extensive acknowledgement and promotion in the lead up to, during and after our events, and assists WIOA to minimise the cost for delegates to attend.

All sponsors receive the following benefits:

- A guaranteed exhibition space at WIOA conferences to assist you to build brand awareness to a difficult to reach market
- Access to a diverse range of contacts through the WIOA network
- Exposure of your brand to state, national and international audiences
- Alliance with this premier water industry event helps you increase your credibility and position in the industry
- Recognition during the event and your brand on
 - » WIOA website, linked to a landing page of your choice
 - » exhibition big screen during breaks
 - » conference banners displayed in venue
 - » all event marketing material, brochures, and website
 - » the event app including contact details and company profile

Sponsor Case Study

- 5% of our sales (revenue) was generated from contacts/leads we met at a WIOA conference.
- 13% of our deals for one major product came out of WIOA
- Our BDMS have won on average 89% of the deals that came out of WIOA.

VIC
28 & 29 FEBRUARY

BENDIGO

QLD
24 & 25 JULY

SUNSHINE COAST

NSW
TBC NOVEMBER

NEWCASTLE





★★★ Why Sponsor?

Being aligned with our annual events, our sponsors are provided with unprecedented cross-state market branding opportunities that other events cannot provide.

WIOA events are supported by state based peak bodies, government bodies and service providers to ensure that our sponsors' investments reach the maximum target audience. Your brand will be seen by the key decision makers in your market... and that's before you even get to the conference!

Our goal is to establish long term relationships with our sponsors. Long-term relationships can only be built and maintained if the sponsorship packages provided are effectively fulfilled and our sponsors gain optimal service, branding, exposure, and networking opportunities.

WIOA sponsorship:

- Strengthens and confirms your market position through consistent and continual branding awareness and networking opportunities with decision-makers
- Leverages the events marketing to add value to your organisation's marketing strategy leading up to the event
- Reaches important targeted commercial prospects face to face in a social, relaxed environment. The ideal platform to build strong business friendships
- Increases profile to provide your organisation a direct advantage over your competitor to a highly targeted audience

The majority of WIOA sponsors return each year to our well established annual events due to the return on investment and increased brand awareness that they experience.

Prime Sponsor



Being a WIOA **Prime Sponsor** provides your business extensive acknowledgement and promotion in the lead up to, during and after our events. **Prime Sponsorship** assists WIOA to keep our costs down for delegates.

Your organisation will receive prominent recognition across all events, and you will be provided first access to Exhibition sites (site fees apply) prior to the exhibition going on sale to WIOA Corporate Members.

Benefits

- First access to Exhibition sites (site fees apply)
- Exclusive branding on specific item or event
- Logo on all event marketing material, brochures, and conference website pages
- Branding on the photo backdrop used for award winners
- Dinner sponsors have the opportunity to make a short speech on behalf of all sponsors
- Company profile in the conference program and mobile event app
- Two invitations to attend the Presidents Dinner
- Stand alone banner displayed in the papers room
- Two full meals packages for each conference



Prime Sponsor Opportunities

(All prices are ex GST)

Satchel / Compendium - \$20,000

- Exclusive branding (with WIOA) on conference satchels
- Exclusive branding (with WIOA) on visitor bags
- Company profile in the conference program
- 2 full meals packages for each conference



Neck Wallets - \$20,000

- Exclusive branding on conference neck wallets that are also used at other WIOA events throughout the year
- Company profile in the conference program
- 2 full meals packages for each conference



Meet the Exhibitor Dinner - \$20,000

- Recognition as sponsor of the Meet the Exhibitor Dinner (Wed)
- Opportunity to address attendees at the dinner
- Prominent branding on Wednesday Dinner menu
- Company profile in the conference program
- Meet the Exhibitors Dinner sponsor on the Mobile Event App
- 2 full meals packages for each conference



Awards Dinner - \$20,000

- Recognition as sponsor of the Awards Dinner (Thurs)
- Opportunity to address attendees at the dinner
- Prominent branding on Thursday Dinner menu
- Company profile in the conference program
- Awards Dinner sponsor on the Mobile Event App
- 2 full meals packages for each conference



Water Taste Tests - \$30,000

- Naming rights and opportunity to make the presentation to winners of water taste tests conducted by WIOA
- Recognition as sponsor and prominent branding at taste test events
- Company profile in the conference program
- 2 full meals packages for each conference



Mains Tapping Competition - \$25,000

- Naming rights and opportunity to make the presentation to winners of mains tapping competitions conducted by WIOA
- Recognition as sponsor and prominent branding at main tapping competitions
- Company profile in the conference program
- 2 full meals packages for each conference





2024 Water Industry Operations Conference & Exhibition



Conference Sponsors Site Allocation Process

- 1 3 weeks from site sales Prime Sponsors select sites.
- 2 2 weeks from site sales Major Sponsors select sites. The order of selection will be randomly drawn for each event.

Major Sponsor Opportunities

Major Sponsors will be provided second access to Exhibition Sites (site fees apply) prior to the exhibition going on sale to WIOA Corporate Members.

(All prices are ex GST)

SOLD

Welcome Reception \$9,000 or \$4,000 per conference

The welcome reception is held on the Tuesday evening of each conference. Guests enjoy food and drinks and the opportunity to mingle after the bump in for exhibitors and early delegate registration. It is the first time participants come together at each event.

AVAILABLE NOW

Morning & Afternoon Teas \$9,000 or \$4,000 per conference *(includes both days)*

Morning and afternoon tea times are savored by WIOA attendees as a time to stretch the legs from listening to the papers, refuel, visit the exhibition, network, and enjoy a break. Morning and afternoon tea sponsorship can include table centerpieces.

SOLD

Lunches \$9,000 or \$4,000 per conference

Lunches are the perfect time to sit and relax over a buffet meal and network with delegates and other exhibitors. Lunch sponsorship can include table centerpieces. Your logo will be on the big screen throughout the Lunch.

SOLD

Pre-Dinner Hospitality \$9,000 or \$4,000 per conference

Guests will enjoy finger food, beer and wine and the opportunity to mingle prior to the evening dinner. Sponsors logo will be positioned on serving trays used during this part of the conference.

AVAILABLE NOW

Dinner Drinks \$9,000 or \$4,000 per conference *(2 opportunities Wednesday-Thursday)*

Guests will enjoy beer, wine, and soft drink during the evening dinner. Dinner Drinks sponsors will be recognised during the evening, on the menu and acknowledged during the evening dinner.

AVAILABLE NOW

Entertainment \$9,000 or \$4,000 per conference *(1 opportunity - Thursday only)*

WIOA conferences have a long tradition of providing exceptional performers who entertain guests during the dinners. Sponsors of the entertainer are clearly recognised during the evening by having their logo on screen and through announcements.

AVAILABLE NOW

Barista \$9,000 or \$4,000 per conference

This sponsorship provides two FREE coffees for each delegate at the event and provides an opportunity for branding on cups, tickets used to redeem the coffee and promotional material displayed around the barista service areas.

SOLD

Papers Room Naming Rights \$9,000 or \$4,000 per conference

Naming rights for the papers room includes the use of a 90 second promotional video or advertisement shown at the beginning of each technical sessions. The room will be referred to using your organisations name.

AVAILABLE NOW

Presidents Dinner \$9,000 or \$4,000 per conference

WIOA conducts a dinner on the Tuesday evening of conference week where dignitaries, sponsors, staff, and our volunteers come together for a relaxed dinner. It is a great networking opportunity and a way that WIOA is able to thank all our supporters.

SOLD

Mobile Event App \$9,000 or \$4,000 per conference

WIOA conferences have a dedicated Mobile App to reduce our printing and environmental footprint for each event. The Mobile App includes profiles on presenters, exhibitors and sponsors, as well as the program of events. Your logo will appear on the bottom of each page in the App.

SOLD

Courtesy Buses \$9,000 or \$4,000 per conference

What better way to support attendees than by ensuring they find their way home safely after the event. The sponsors logo will be shown on screen during breaks.



SPONSORSHIP PROSPECTUS



Major Sponsor Benefits



- Second access to Exhibition sites (site fees apply)
- Exclusive branding on specific item or event
- Company profile in the conference program and mobile event app
- Invitation for one representative to attend Presidents Dinner

Supporting Sponsor Opportunities

Supporting Sponsors do not receive a Choice of Exhibition Site location in exhibition prior to site sales commencing but will be guaranteed a site if they would like to exhibit (site fees apply).

(All prices are ex GST)

AVAILABLE NOW

Staff and Volunteer Shirts \$5,000 all 3 conferences *(1 year only)*

Volunteer and staff shirts are a great way to have your brand recognised during the event. The shirts are worn at all three events to allow easy identification of those who are directly associated with the conduct of the event.

AVAILABLE NOW

Safety & Equipment \$5,000 all 3 conferences + Supply of items

The safety of all attendees is paramount! Our safety sponsor provides high visibility safety vests to be worn during the bump in and bump out as well as featuring on the induction video shown to all exhibitors and WIOA volunteers.

SOLD

Notebook & Pens \$3,000 all 3 conferences + Supply of items

Branded notepad and pen are supplied by this sponsor and are given to all delegates. The notebooks are used not only at the conference but also after the event ensuring your brand is prominently on display to the operators.

SOLD

Water & Water Bottles \$3,000 all 3 conferences + Supply of items

Chilled tap water is provided from filling stations within conference venues, or through the supply of bottled water that is available for attendees is this sponsorship opportunity.

SOLD

Raffle Prizes \$3,000 all 3 conferences + Supply of items

WIOA conducts a number of charity fundraising activities and donates the proceeds to worthy charities around Australia. The conference raffle is one of our biggest fundraisers and provides the sponsor with much sought after brand recognition at our events. Sponsors logo will be shown on screen during breaks.

AVAILABLE NOW

Women of Water (WoW) Breakfasts \$3,000 all 3 conferences

The breakfasts are an opportunity for women from different organisations to meet up prior to the event and have an opportunity to meet conference companions. This will assist everyone in feeling valued, respected and comfortable to contribute.

AVAILABLE NOW

WIOA & WIOG NZ Tour Group Shirts \$3,000 *(1 year only)*

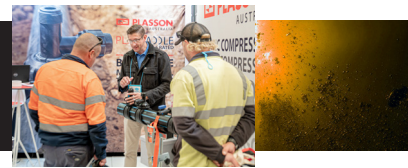
These will be worn by participants of the WIOA Tour of New Zealand, and the WIOG Tour of Australia. This will allow easy identification of those directly associated with the Tours, and are a great way to have your brand recognised.



Supporting Sponsor Benefits



- Exclusive branding on specific item or event
- Company profile in the conference program and mobile event app
- Invitation for one representative to attend Presidents Dinner



Conference Award Sponsor Opportunities

(All prices are ex GST)



WIOA has an opportunity for sponsors to support the work of WIOA in the sharing of experiences of operational employees across the water industry in Australia.

Best Paper by an Operator \$9,000 for all 3 conferences

AVAILABLE NOW

The opportunity to present the awards and say a few words at each event is included. In return, WIOA will recognise the sponsor as a Major Sponsor of the WIOA events.

The awards provide valued recognition of the presenters for sharing their stories with the wider water industry.

- Winner Best Operator paper - all expenses paid opportunity to attend an interstate WIOA conference to deliver the paper again
- 2nd Best Operator paper - complimentary delegate registration to a WIOA conference of their choice within the next 12 months
- 3rd Best Operator paper - complimentary delegate registration to a WIOA conference of their choice within the next 12 months



Best Paper Overall \$5,000 for all 3 conferences

AVAILABLE NOW

The opportunity to present the awards and say a few words at each event is included. In return, WIOA will recognise the sponsor as a Major Sponsor of the WIOA events.

The winner of the Best Paper Overall receives an all expenses paid opportunity to attend an interstate WIOA conference to deliver the paper again



WIOA Best Poster \$5,000 for all 3 conferences

SOLD

The opportunity to present the award and say a few words at each event is included. In return, WIOA will recognise the sponsor as a Major Sponsor of the WIOA events.

The winner of the Best Poster Award receives an all expenses paid opportunity to attend an interstate WIOA conference.



Conference Award Sponsor Benefits



- The opportunity to present the awards and say a few words or play a short video (under 100 seconds) at the presentation
- Exclusive branding on the specific award
- Company profile in the conference program and mobile event app
- Invitation for one representative to attend Presidents Dinner



National Award Sponsor Opportunities

(All prices are ex GST)



WIOA has an opportunity for sponsors to support the work of WIOA members across the water industry in Australia.

Problem Accepted Solutions Supplied (PASS) Award \$3,500

SOLD

AquaSafeSkills

The opportunity to present the award at the VIC conference annually, and say a few words is included. In return, WIOA will recognise the sponsor as a Major Sponsor of the WIOA events.

The award recognises the applicants and allows sharing of their in the field innovations and fixes to problems with the wider water industry.

The winner receives an all expenses paid opportunity to join the WIOA delegation on their annual operational study tour of New Zealand including attendance at the New Zealand WIOG conference.



Kwatye Award \$2,500

SOLD



The opportunity to present the award at the QLD conference annually, and say a few words is included. In return WIOA will recognise the sponsor as a Major Sponsor of the WIOA events.

The award provides recognition to an initiative involving cultural or diversity and inclusion based activities within a project and/or community in which they serve.

The winner receives the opportunity to nominate a project and/or community group to receive a \$2,000 donation from the Award sponsor



Team of the Year Award \$3,000

SOLD



The opportunity to present the award at the NSW conference annually, and say a few words is included. In return WIOA will recognise the sponsor as a Major Sponsor of the WIOA events.

The award recognises teams of employees working in any part of the water industry that have made an outstanding contribution to their workplace or community.

The winner of the Team of the Year Award will receive copies of the WIOA Practical Guide series for the use of the business, to the value of \$2,000. The runner up will receive copies to the value of \$1,000.



National Award Sponsor Benefits



- The opportunity to present the awards and say a few words or play a short video (under 100 seconds) at the presentation
- Promotion of award at WIOA events
- Exclusive branding on the specific award
- Company profile in the conference program and mobile event app
- Invitation for one representative to attend Presidents Dinner



Water Industry Operators Association of Australia (WIOA)
PO Box 6012, Shepparton 3632
24 New Dookie Road, Shepparton 3630
P 03 5821 6744 | E info@wioa.org.au | W www.wioa.org.au

2024 Water Industry
Operations Conference
& Exhibitions

VIC
28 & 29 FEB

QLD
24 & 25 JUL

NSW
TBC NOV





















Company

Contact Name

Mobile

Email

	2024 Sponsors	All 3 Conferences	Tick	Single Event	VIC	QLD	NSW
Prime Sponsors	Satchel / Compendium		SOLD	<input type="checkbox"/>	\$8,000	<input type="checkbox"/>	<input type="checkbox"/>
	Neck Wallets		SOLD	<input type="checkbox"/>	\$8,000	<input type="checkbox"/>	<input type="checkbox"/>
	Meet the Exhibitor Dinner		SOLD	<input type="checkbox"/>	\$8,000	<input type="checkbox"/>	<input type="checkbox"/>
	Awards Dinner		SOLD	<input type="checkbox"/>	\$8,000	<input type="checkbox"/>	<input type="checkbox"/>
	Water Taste Tests		SOLD	<input type="checkbox"/>			
	Main Tapping Competitions		SOLD	<input type="checkbox"/>			
Major Sponsors	Welcome Reception		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Morning & Afternoon Teas		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Lunch (Wednesday)		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Lunch (Thursday)		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Pre-Dinner Hospitality (Wednesday)		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Pre-Dinner Hospitality (Thursday)		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Dinner Drinks (Wednesday)		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Dinner Drinks (Thursday)		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Entertainment (Wednesday)		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Entertainment (Thursday)		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Barista		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Papers Room Naming Rights		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Presidents Dinner		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Mobile Event App		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Courtesy Buses		SOLD	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
Supporting Sponsors	Staff & Volunteer Shirts		\$5,000	<input type="checkbox"/>			
	Safety & Equipment		\$5,000 + supplied	<input type="checkbox"/>			
	Notebook & Pens		\$3,000 SOLD	<input type="checkbox"/>			
	Water & Water Bottles		\$3,000 SOLD	<input type="checkbox"/>			
	Raffle Prizes		\$3,000 SOLD	<input type="checkbox"/>			
	Women of Water (WoW) Breakfasts		\$3,000	<input type="checkbox"/>			
	WIOA & WIOG NZ Tour Group Shirts		\$3,000	<input type="checkbox"/>			

Please return this completed form to glenn@wioa.org.au by Friday 17 November 2023.

Company

Contact Name

Mobile

Email

	2024 Sponsors	All 3 Conferences	Tick	Single Event	VIC	QLD	NSW
Conference Awards	Best Paper by an Operator Awards		\$9,000	<input type="checkbox"/>	\$4,000	<input type="checkbox"/>	<input type="checkbox"/>
	Best Paper Overall Award		\$5,000	<input type="checkbox"/>	\$2,000	<input type="checkbox"/>	<input type="checkbox"/>
	Best Poster by an Operator Award		SOLD	<input type="checkbox"/>	\$2,000	<input type="checkbox"/>	<input type="checkbox"/>
National Awards	Problem Accepted Solution Supplied (PASS) Award		SOLD	<input type="checkbox"/>			
	Kwatye Award		SOLD	<input type="checkbox"/>			
	Team of the Year Award		SOLD	<input type="checkbox"/>			
State Awards	Operator of the Year	  	N/A		\$3,500	SOLD	SOLD
	Young Operator of the Year	 	N/A		\$3,500	SOLD	SOLD
	Networks Operator of the Year		N/A		\$3,000	SOLD	
	Civil/All Rounder Operator of the Year		N/A		\$1,500		SOLD

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