

*The sea has spoken*

24–26 September 2024  
Darwin Convention Centre,  
Larrakia Country

# SPONSOR PROSPECTUS

## Australian Sea Country

CONFERENCE 2024



# Challenging today to create tomorrow

The key purpose of the Conference is to develop strategies to enhance Aboriginal and Torres Strait Islander input into matters relating to the protection and exploitation of sea country. Australia currently has national peak bodies representing seafood industry, recreational fishers and environmental interests in sea country, but there is nothing in place for First Nations. Through this conference, we will explore the potential for the establishment of a First Nations peak body representing interests in Sea Country-related matters which would benefit all Governments undertaking consultations.

## Knowledge sharing

We invite First Nations and advocates, leaders in program design, Government, industry policy officers, resource managers and decision makers to join us on an immersive two-day journey where the past, present and future of our precious Sea Country is at the forefront.

The program has been designed to be as collaborative and interactive as possible with an emphasis on knowledge sharing.

## First Nations perspectives

The Conference aims to amplify First Nations voices and provide a platform for meaningful dialogue.

The Conference aims to identify opportunities and inconsistencies between Native Title Rights and State/Territory and Commonwealth recognition with a view to seek consistency.

## A space for stories

The Conference gives space for and respect to the stories of our past and present. We aim to share our collective wisdom and move forward positively when it comes to the management of our precious Sea Country.



**ABORIGINAL SEA COUNTRY**

Aboriginal people own the land from the Porcupine River to the Torres Strait.

**It is private property.**  
This includes essential access along the shoreline of their land. Aboriginal people control access to these areas.

**It is an offence to enter without permission.**  
Do not enter areas along the shore line, and do not land offshore without an authorised permit.

Respect Aboriginal land and sea country, care is sacred place in these areas.

For more detailed geographic information, please contact the District Of Coast Waters Of Queensland Northern Land Council, 3850 440 200

**WARNING:** These areas are controlled in, or fully and completely in accordance with the Aboriginal Land Rights (Northern Territory) Act 1976 (ALRA) and the Aboriginal Land Act 1981 (ALA).

As we stand at the intersection of tradition and innovation, this Conference seeks to explore and celebrate the profound contributions of Indigenous knowledge systems to solving some of the most pressing sea country challenges of our time.

The Conference will give Traditional Owners, Native Title Holders, other Indigenous stakeholders, relevant State, Territory and Federal Government agencies a forum to acknowledge past and present policies and practices with the intent of working together to co-design legislation and regulation on behalf of the sea. This would present an opportunity to have greater consistency in the recognition of Native Title Rights and relevant legislation regulated by the States/Territory.

The following themes of the Conference have been carefully selected to highlight the dynamic interplay between traditional wisdom and modern science, the importance of empowerment through treaties and agreements, and the critical role of First Nations in marine management and governance.

Through a series of presentations, discussions, and collaborative sessions, we aim to foster a deeper understanding of First Nations' perspectives, enhance recognition of Indigenous rights in environmental contexts, and support the advancement of Indigenous-led projects.

- **Projects and opportunities for First Nations advancement**
- **Empowerment through Treaty or Agreements**
- **Reducing environmental impacts and building an economy**
- **Science, management, and Traditional knowledge research to inform change**
- **Equitable engagement and diversity in Sea Country governance**

By bringing together diverse voices and perspectives, we aspire to contribute to a future where Indigenous governance models, traditional knowledge and leadership play a key role in shaping the future of Australia's marine environment.



# Stewardship of Sea Country

## Platinum sponsor

### \$50,000 + GST

This sponsorship not only positions your brand leading up to and during the event but also underscores your commitment to managing and protecting our precious Sea Country resources.

By aligning your brand with our Conference, you're not only investing in your marketing objectives but also supporting our collective efforts towards sustainability. Your sponsorship enables us to further environmental initiatives and promote responsible practices within our industry.

As the platinum sponsor, your organisation will receive top level recognition through the following sponsorship inclusions:

- Exhibition booth
- Opportunity to provide a two-minute welcome address at your choice of plenary session
- Four delegate tickets to the Conference inclusive of access to all Conference sessions and dinner event
- Verbal acknowledgement at the welcome reception, dinner event and the beginning of each day
- Sponsor may provide a freestanding banner to display at the Conference
- Logo and 300-word profile in the Conference program
- Advertising space in the front page of the Conference Program
- Logo in acknowledgements throughout the Conference Facility
- Social media recognition



## Gold sponsor

**\$20,000 + GST**

Inclusions:

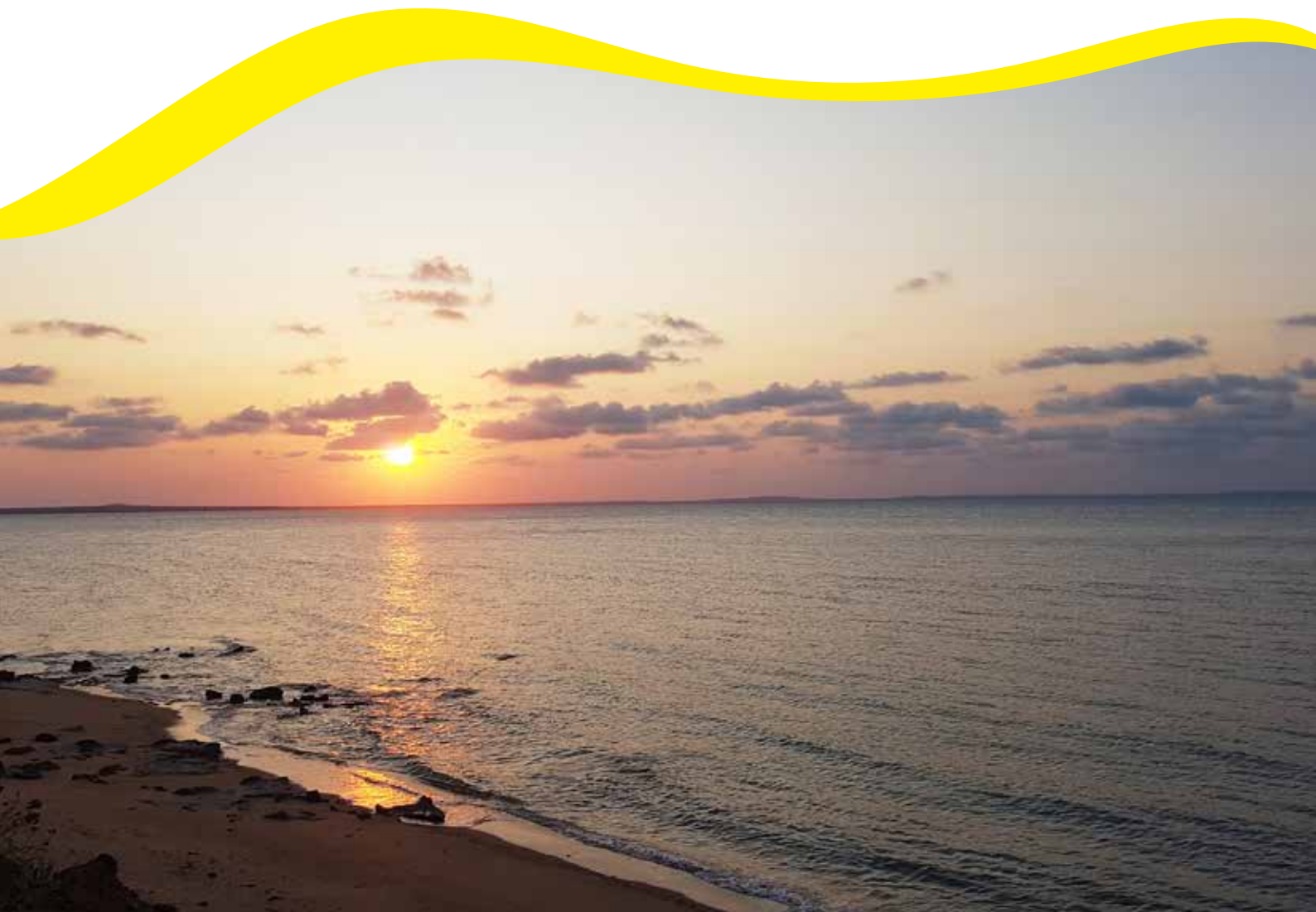
- Exhibition booth
- Opportunity to sponsor a specific plenary session named after your organisation
- Two delegate tickets to the Conference inclusive of access to all Conference sessions and dinner event
- Sponsor may provide a freestanding banner to display at the Conference
- Logo and 200-word profile in the Conference program
- Logo in acknowledgements throughout the Conference Facility
- Social media recognition

## Silver sponsor

**\$10,000 + GST**

Inclusions:

- Two delegate tickets to the Conference inclusive of access to all Conference sessions and dinner event
- Logo placement on Conference website with hyperlink to the sponsor's website
- Logo and 50 word profile in the Conference program
- Sponsor may provide a freestanding banner to display at the Conference
- Logo in acknowledgements throughout the Conference Facility
- Social media recognition



## Bronze sponsor

**\$5,000 + GST**

Inclusions:

- 1 x delegate ticket
- Logo acknowledged in Conference program
- Logo placement on Conference website with hyperlink to the sponsor's website

## Hydration station sponsor

**\$10,000 + GST**

Inclusions:

- Logo featured on water stations throughout the Conference
- Opportunity to display marketing materials next to each water station
- Delegates receive a reusable water bottle branded with sponsors logo
- Logo placement on Conference website with hyperlink to the sponsor's website



## Welcome reception sponsor

**\$10,000 + GST**

Inclusions:

- Five tickets to the welcome reception
- Opportunity to provide a three-minute welcome speech at the Welcome Reception
- Sponsor may provide a freestanding banner to display at the Welcome Reception
- Social media recognition
- Logo placement on Conference website with hyperlink to the sponsor's website

## Chill out room sponsor

**\$6,000 + GST**

Inclusions:

- Sponsor may provide two freestanding banners to display in room
- Sponsor may display marketing materials, promo items etc in the room
- Logo placement on Conference website with hyperlink to the sponsor's website



## Coffee cart sponsor

**\$5,000 + GST**

Inclusions:

- Biodegradable coffee cups provided with sponsors logo on them
- Barista station will be positioned in a common area of the Conference where the service is available to all delegates, speakers and exhibitors
- Opportunity to provide a branded shirt or apron for the barista
- Sponsor may provide a free-standing banner to display next to the barista station
- Logo placement on Conference website with hyperlink to the sponsor's website
- Digital recognition as a sponsor on screens throughout

## Travel bursary

**\$10,000 + GST –  
\$200,000 + GST**

Inclusions:

- 1 x full event delegate ticket, travel and accommodation for every \$10,000
- Sponsor has opportunity to choose recipients or conference convenor to choose through EOI process
- Logo on each delegates lanyard
- Logo placement and acknowledgement at opening and closing ceremony
- Logo placement on Conference website with hyperlink to the sponsor's website
- Acknowledgement in Conference program
- Sponsor may provide a freestanding banner to display in the main Conference hall
- Special meeting arranged with travel bursary recipient/s and promoted on social media





# Dinner event sponsor

**\$10,000 + GST**

Inclusions:

- Five tickets to the dinner event
- Opportunity to provide a five-minute welcome speech
- Acknowledgment at the gala dinner and logo in all promotional communication for the dinner
- Sponsor may provide a freestanding banner to display in a prominent location at the dinner
- Logo placement on Conference website with hyperlink to the sponsor's website
- Social media recognition



# Exhibition booth

## \$3,000 + GST

The exhibition opportunities have been designed to provide the best promotional potential to participating companies. These opportunities are extremely limited, so get in quick to secure your exclusive place. Morning teas, lunches and afternoon teas will all be held in the exhibition space for the duration of the Conference, allowing ample networking opportunities between exhibitors and delegates. Exhibitor information will be forwarded to confirmed exhibitors closer to the Conference dates.

In addition to exhibition space, each exhibitor package includes two (2) "Exhibition Only" passes which entitle you to: exhibition entry; morning tea, lunch and afternoon tea in the exhibition space each day; and Welcome Reception access. Attendance to Conference sessions is not included in the exhibition pass. Additional representatives from your company beyond the exhibition package inclusions can register as a delegate and attend the full Conference.

### Additional Exhibition passes \$400pp

## Octanorm Booth package – 3m W x 1.5m D x 3m H

### Inclusions:

- 1 x fascia style 4 – fully digitally printed print ready artwork to be supplied at required specifications
- 2 x 150w spotlights
- 1 x Octanorm counter with front digital print ready artwork to be supplied at required specifications
- 2 x bora stools – white
- 1 x 4 amp power outlet
- 1 x 4 way power board



*Example image only*



## Terms and conditions

1. Where appropriate, Goods & Services Tax (GST) is applicable to all goods and services offered by the Sponsorship & Exhibition Managers and all prices in this document are inclusive of the GST. The Sponsorship & Exhibition Managers reserve the right to vary the quoted prices in accordance with any movements in the legislated rate of the GST.
2. A letter of confirmation will be provided to confirm the booking along with a tax invoice payable within 30 days of receipt. Sponsorship is only confirmed once payment has been received.
3. All monies are payable in Australian dollars.
4. All monies due and payable must be received by the Sponsorship & Exhibition Managers 60 days prior to the Event. No organisation will be listed as a sponsor in any official Event material until the online booking form has been completed and payment has been received by the Sponsorship & Exhibition Managers.
5. If any payment is not received by the Sponsorship and Exhibition Managers by the applicable due date, then the provision of agreed entitlements for the sponsorship will immediately be withdrawn or suspended at the sole discretion of the Sponsorship & Exhibition Managers.
6. CANCELLATION POLICY:
 

Postponement

  - a. In the event of postponement by the Host Organisation, the Sponsorship & Exhibition Managers or the venue, all Sponsorship & Exhibition bookings will be carried over to the revised Event dates.

Cancellation by Organisers

  - b. In the event of cancellation by the Host Organisation, Sponsorship & Exhibition Managers or the venue, all Sponsorship & Exhibition payments will be fully refunded subject to deduction of any credit card or bank fees that the Host or Sponsorship & Exhibition Managers may incur.

COVID-19 implications

  - c. Should a Sponsor's attendance to the Event be impacted by any restrictions enforced by COVID-19 government regulations, the Organising Committee will discuss the available options on a case by case basis and come to a mutual agreement with the Sponsor.

Cancellation by Sponsor:

  - d. In the event of cancellation by the Sponsor (other than as a consequence of any restrictions enforced by COVID-19 government regulations), the following cancellation policy will apply:
    - i. More than 91 days prior to the Event: 50% of the total payment due will be applicable.
    - ii. Between 90 and 61 days prior to the Event: 75% of the total payment due will be applicable.
    - iii. From 60 days prior to the Event: 100% of the total payment due will be applicable.

Should a cancellation be made prior to payment, the appropriate cancellation fee will be applicable, and the Sponsorship & Exhibition Managers will issue an invoice which will be due and payable within seven (7) days.

No sponsor shall assign, sublet or apportion the whole or any part of their sponsorship package except upon prior written consent of the Sponsorship & Exhibition Managers.
7. Sponsorship entitlements including organisation logo on the Event website and other marketing material will be delivered only after receipt of full payment.
8. Where sponsorship involves specified support of Event Speakers:
  - Nomination of speakers will be subject to written approval by the speaker and the Program Committee. Furthermore, at the sole discretion of the Program Committee, sponsored speakers may be asked to speak at additional keynote and/or concurrent sessions.
  - The speaker's contract will specify that speakers must present leading edge, non-commercial papers with no obvious product endorsement and specify that speakers must act ethically, not commenting on other speakers, their presentations or sponsors' products.
  - Following approval from the Program Committee, sponsors will be expected to negotiate directly with their nominated speaker and cover all costs relating to the speaker's attendance at the Event.
  - Sponsors may have the sponsored speaker present at breakfasts, optional workshops and/or commercial sessions within the Event but at no other public, external or by invitation appearances pre or post the Event for a period of 30 days.
  - After the sponsor has agreed with the speaker to commit to the program and associated costs have been negotiated, the Event Managers will then conduct the speaker liaison in relation to obtaining abstracts, papers, copyright waiver, speaker audio visual requirements and any other appropriate arrangements.
9. The Delegate List may be used by the sponsor (if entitled to do so under their sponsorship entitlements) for the purpose of contacting Event delegates only. The list must not be used by the sponsor for any purpose related to future events and shall not be transferred in whole or in part to any third party. The Delegate List may be used for up to a twelve-month period from the start date of the Event. The inclusion of email addresses in the Delegate List is at the discretion of the Sponsorship & Exhibition Managers. The Delegate list will exclude those persons who have withheld consent for use of their information in accordance with Privacy Acts.
10. Sponsors (and their employees, contractors or other representatives) will exercise due care in and around the Event venue and in all matters related to sponsorship of the Event so that no harm is caused.
11. As a sponsor, you agree that no promise, warranty or representation has been made to you by the Sponsorship & Exhibition Managers regarding any benefit expected or other expectation you may have regarding entry in this Agreement and that you alone bear full responsibility for the sponsorship package chosen by or allocated to you.
12. The Sponsorship & Exhibition Managers will have no liability to sponsors of any kind if anything not of their doing occurs that a sponsor may consider causes loss or damage of any kind. In the event of cancellation or interruption of the Event, the Sponsorship & Exhibition Managers will have no liability to sponsors other than any refund to which they may be entitled in accordance with these Terms & Conditions or from the Event venue.
13. Force Majeure Event
 

The Organiser will not be liable (except as required by law) for any loss, damage, injury, costs, or expenses in relation to:

  - a. Events which are beyond the control of the Organiser including but not limited to acts of God, pandemic, epidemic or other widespread illness, blackouts, fire, explosion, flood, earthquakes, war, national emergency, military unrest, acts of terrorism, protests, riot, civil commotion, industrial action, lockouts, strikes or other labour disputes.
  - b. Acts or omissions of an independent contractor or other party outside of the Organiser's control who supplies products or services in connection with the Event.
  - c. Unknown or unforeseen defects in any venue, vehicle, device, or material used in connection with the Event.
14. Indemnity – In the event of industrial disruption or other unforeseen circumstances, the Host, Organising Committee, and the Organiser accept no responsibility for loss of monies incurred by delay or cancellation.
15. Privacy – The Organiser operates a strict privacy policy and is committed to protecting the privacy of its delegates and sponsors. During the registration process, the Organiser will gather and record personal information necessary for your sponsorship. All personal information is gathered, stored, and disseminated in accordance with the National Privacy Principles (NPPs) as set out in the Privacy Act 1988 (as amended).
16. We reserve the right at all times to change, amend, add, or remove any of the above terms without prior notice. If one or more of the conditions outlined in these Sponsor Terms & Conditions should be or become invalid, the remaining conditions will continue to be valid and apply.



# To secure your partnership please contact the Conference team

**Agentur Pty Ltd**

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[agentur.eventsair.com/australian-sea-country-conference-2024](http://agentur.eventsair.com/australian-sea-country-conference-2024)

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