

Sponsorship and Exhibition Prospectus



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AUSTRALIAN

Supported By



Invitation

We are pleased to invite you to partner with us at the premier event on the Australian macadamia industry calendar - AusMac2024 - on the Gold Coast.

This hugely successful event attracts hundreds of delegates from both Australia and across the world; engaging businesses from every part of the supply chain.

This year, as well as a new venue - the Gold Coast Convention & Exhibition Centre - we are excited to announce several new initiatives and opportunities, including the dedicated Trade Expo Networking Sessions on both days, giving delegates uninterrupted access to exhibitors, and providing sponsors and exhibitors with greater opportunity for delegate engagement.

As well, The Innovation Lounge will give trade suppliers and researchers the opportunity to showcase their innovative new ideas, methods, products and technology that are focussed on improving our industry.

There'll be the usual fantastic mix of presentations, social networking, 2-day trade show and the very popular macadamia breakfast and gala dinner. Internationally acclaimed growers, researchers and industry experts will share their ideas and experiences, providing the latest results and technical information about macadamia research, bes

practice, on-farm innovation and management as well as global insights and marketing perspectives.

We have numerous partnership packages available, tailored to offer opportunities for branding and best value access to your market. Our event social media, app and website will provide you with ample opportunity to leverage your involvement and connect to all delegates before, during and after the event.

We are thrilled at the commitments already received from industry partners to sponsor, exhibit and contribute to the success of Ausmac2024 in support of the Australian macadamia industry, I look forward to seeing you all in October.

Mark Napper AMS Chair

Program overview

All events are at Gold Coast Convention and Exhibition Centre unless otherwise stated.

Tuesday 29 October	Golf Day (Lakeside Golf Course)	Welcome cocktail reception
Wednesday 30 October	 Trade expo Plenary and concurrent conference sessions 	 Innovation Lounge presentations AMS AGM Happy hour
Thursday 31 October	 Celebrity chef breakfast Trade expo Plenary and concurrent conference sessions 	Innovation Lounge presentationsGala dinner

Welcome to the Gold Coast

We have again chosen the beautiful Gold Coast as the location for our industry's premier event. Easily accessible from the majority of our growing regions, it enjoys a reputation as one of Australia's best holiday destinations. Home to a fantastic range of attractions, 57km of stunning beaches, 100,000 hectares of World Heritage listed rainforests, award-winning shopping and dining, major events, nightlife and so much more, we encourage sponsors, exhibitors and delegates to bring their partners and family to AusMac2024.

AUSMAC VENUE



Gold Coast Convention & Exhibition Centre

For the first time, AusMac will be staged at the worldclass Gold Coast Convention and Exhibition Centre (GCCEC). Located in the heart of Broadbeach, just 500 metres to the beach and walking distance to thousands of accommodation options, GCCEC is Australia's largest regional convention centre and a world leader in sustainable events. GCCEC has a massive main arena, four exhibition halls, and a range of meeting rooms and outdoor spaces that capture the warm, sub-tropical Gold Coast climate. The centre is within a 30-minute drive of Gold Coast airport at Coolangatta and a short walk to the G Link light rail.

OFFICIAL AUSMAC HOTEL



Dorsett Gold Coast

Our official hotel is the Dorsett Gold Coast, located next door to the Gold Coast Convention and Exhibition Centre, in the vibrant heart of Broadbeach. The hotel is directly connected to The Star Gold Coast's world-class casino, leisure and entertainment precinct, giving guests access to the best bars, award-winning restaurants and entertainment in Broadbeach.

The hotel is also just a stone's throw from Pacific Fair Shopping Centre, and hundreds more dining and entertainment venues. Its world class facilities and services include a resort-style pool, poolside bar and restaurant, day spa and state-of-the-art fitness centre, 24-hour room service, executive lounge and onsite ATM. AusMac2024 delegates will receive a special rate at Dorsett for their stay.

MORE INFO

MORE INFO



Australian macadamia industry snapshot



Our native wonder

- Macadamias are native to Australia, and first evolved in the rainforests of our north-east coast 60 million years ago.
- As a native species, macadamia trees are naturally adapted to the harsh Australian climate, and this trait is proving invaluable as supercharged weather patterns present extreme and rapid climatic variations.



World leader

- Australia's macadamia industry has grown exponentially in its relatively short history to become a world leader in terms of product quality and marketing.
- Macadamias are now the fourth largest Australian horticultural export and second-biggest nut export.
- Nuts play a vital role in Australia's horticultural export program, demonstrated by their export value of just over \$1 billion to 12 months to June 2023. Almonds and macadamias represent the vast majority of Australia's nut export value at 93%.





Growers, regions, hectares and crop

- There are more than 800 macadamia growers across three states, producing around 50,000+ tonnes per year, and 75% of the crop is exported to more than 40 countries.
- Macadamias are grown along the eastern coast of Australia from NSW Mid North Coast in the south to the Atherton Tablelands in the north, and there are a few farms in Western Australia. Collectively Bundaberg and the Northern Rivers region produce around 80% of the Australian crop
- The Australian macadamia crop is growing steadily as plantings in new and established regions come into bearing. Of the 41,000 hectares of macadamias currently planted, approximately one third are still to come into commercial production.
- South Africa and Australia are the world's largest macadamia producers, followed by rapidly expanding production in China and Kenya.



Opportunities

- Macadamias represent less than 2% of global tree nut production.
- Global macadamia production is expected to triple to 500,000T in 2030 (compared to 2020).
 Established growing regions are expanding their plantings and emerging regions will feature significantly in future global production.
- Only 2% of the world's population is eating the recommended daily intake of nuts, representing an enormous opportunity to grow demand for Australian macadamias.
- With increased macadamia production comes greater surety of long-term supply, so food and beverage manufacturers can feel confident to invest in the development of new products containing macadamias.
- Growth is being driven by an increasing health-conscious consumer mindset and rising consumption by emerging markets within Asia.
 Consumers love macadamias and recognise they're a premium plant-based product that is healthy, indulgent, tasty and versatile, with a unique ability to elevate any meal or product they're added to.
- Our Australian provenance story adds a powerful layer to our messaging, especially considering 82% of consumers say origin is important to them when purchasing macadamia nuts.

AUSTRALIAN COMACADAMIA SOCIETY

About AusMac

- Largest event on the Australian macadamia industry calendar, bringing together the entire Australian macadamia industry supply chain growers, farm managers, handlers and processors, agronomists, researchers, marketers, equipment manufacturers & distributors and trade suppliers from all regions of Australia and the globe.
- Jampacked 2½ day program providing delegates with the latest information and case studies on best practise, on-farm innovation, agritech, key and emerging issues, macadamia research, marketing and market insights, global trends and much more. Concurrent sessions will give delegates the opportunity to tailor the program to suit their specific needs.
- A huge trade expo showcasing all the latest products and services. The expo is the venue for all meal breaks, the welcome reception, happy hour and a new standalone 2-hour 'Trade Expo Networking Session' on Day 1.
- Plenty of social networking with a golf day, welcome reception, celebrity chef breakfast and gala awards dinner celebrating the remarkable achievements of our industry.

Your chance to:

- Talk to key decision makers throughout the entire Australian macadamia industry
- Consolidate existing business relationships and nurture new ones
- Launch new products/services
- ✓ Increase brand awareness and sales
- Obtain first-hand knowledge of trends, opportunities, challenges and development in the macadamia industry
- Leverage connections to more than 2000 industry representatives via AMS communications pre and post event.



Sponsor benefits

	Platinum	Gold Keynote speaker Welcome reception Gala dinner Chef breakfast Polo shirts Espresso zone Charging station 	Silver • Awards of excellence • Sustainability • Innovation lounge • Happy hour • Satchel • Juice/ smoothie bar • Lanyards	 Bronze Session sponsor App Golf day Water bottles Keep cups 	Pens or Notepads
Investment	\$25,000	\$12,500	\$10,000	\$7500	\$1750
Available opportunities	1	7	7	5	2
Exhibitor space	10m x 4m	4m x 2m *Espresso zone & charging station 8m x 4m	3m x 2m * Juice bar 6mx2m	2m x 2m	
Speaking opportunity	5 min	4 min	3 min		
Tickets	5 x full registrations + 5 additional dinner tickets	3 x full registrations	2 x full registrations	1 x full registration	1 x 2-day pass
 Branding (logo) Event marketing collateral & communications Main stage and/ or entry branding/ signage at venue / sponsored event PowerPoint presentations Digital lectern (if applicable) 	Plus additional branding opportunities on application				
Organisational promotional video played during breaks		At sponsored event (if applicable)	At sponsored event (if applicable)	At sponsored event (if applicable)	
Company profile on event website and app					
Chair drop of promotional material	1x conference session	At sponsored event (if applicable)	At sponsored event (if applicable)	At sponsored session (if applicable)	
Flyer insert into conference mailout					

	Platinum	Gold	Silver	Bronze	Pens or Notepads
Satchel insert					
Exclusive EDM to AMS database					
AMS News Bulletin magazine	Full page ad				
Social media posts	2	1			
Use of partnership status in your own marketing				٠	
Access to professional event photos				•	
 At sponsored event (if applicable) Promotional table / giveaways Option of events centre staff wearing your branded merchandise 					



AusMac2022 snapshot



AUSTRALIAN



Trade expo

The trade show will attract an exciting array of exhibitors from Australia and overseas. It will be integrated into conference activities to ensure maximum exposure for exhibitors. Exhibition space gives your company visual presence and the opportunity to meet and talk with delegates during the designated trade networking sessions each day as well as conference breaks (all meals will be served in the exhibition hall).

Based on exhibitor feedback we have made the following changes this year:

- Welcome reception and happy hour will take place inside the trade expo
- Trade passes include access to conference sessions, happy hour and welcome reception
- There will be designated trade networking sessions each day where all delegates can attend
- Exhibitors will have the opportunity to present at the Innovation Lounge sessions inside the trade expo. (sponsored speaking slots available)

Size of the exhibitor booth	Price
2m X 2m Exhibition booth	\$2900 +GST (2 trade/conference passes)
3m X 2m Exhibition booth	\$3900 +GST (3 trade/conference passes)
4m X 2m Exhibition booth	\$4950 +GST (4 trade/conference passes)
6m X 2m Exhibition booth	\$6950 +GST (5 trade/conference passes)
 Other sizes	Available on request

A limited number of spots are available for machinery suppliers. Price on application. Contact the AMS.

Benefits

- Minimum of 2 trade/conference passes (each pass includes access to conference sessions, trade show, welcome reception, happy hour and all meals). Dinner tickets can be purchased separately.
- Business listing and logo on AusMac website.
- Business listing and logo on AusMac app.



Platinum Sponsorship

\$25,000+GST 1 x Opportunity

This premium sponsorship presents an exclusive opportunity and delivers the highest level of exposure pre, during and post event. The package includes a large 10m x 4m networking lounge in a prominent position at the trade show and a speaking opportunity at the conference opening. There is one platinum partnership available, making this a unique opportunity for your company to shine.



Benefits

- Exclusivity (only one platinum partner)
- 1 x premium 10m x 4m networking lounge (includes selected furniture)
- 5 minute speaking opportunity at conference opening
- 5 x full AusMac registrations
 (includes welcome reception, celebrity chef breakfast and gala dinner)
- 5 x additional gala dinner tickets (giving you a table of 10 for the dinner)







Prominent branding (logo) on:

- all event marketing collateral and communications including:
 - AusMac electronic direct marketing campaigns, direct mail, event program, app, website, menus, name badges, post event highlights video
 - AMS News Bulletin magazine and enewsletter
 - AMS email signatures
- Main stage and entry branding/signage at venue (pop up banners and/or LCD screens)
- Powerpoint presentations in all sessions
- Digital lecturn
- ✓ Organisational promotional video to be played during breaks
- Chair drop of promotional material at 1 x conference session
- 1 x full page colour ad in AMS News Bulletin (industry magazine)
- 1 x flyer insert into conference mailout
- ✓ 1 x promotional insert into delegate satchels
- \checkmark Exclusive EDM promoting your product to AMS database
- Company profile on event website and app
- 2 x social media posts
- Use of partnership status in your own marketing
- Access to professional photos of the event.

Additional branding opportunities

(at sponsor's cost and subject to availability)

Outdoor

- Banner nodes
- Banner poles
- Flag poles
- Column wraps
- Bollard covers
- Ground decals
- Footbridge

Indoor

- Arena entrance
- Registration desk signage
- Foyer banners
- Pillar wraps
- Digital screen signage









Gold Sponsorships

\$12,500+GST

7 x Opportunities



OPPORTUNITY 1 Keynote address

Here is your opportunity to have your business associated with one of the leaders of our global industry. The keynote address will kick off AusMac2024 proceedings on Wed 30 Oct and the keynote sponsor has an enviable opportunity to address all delegates and make a big impression at the start of this premier event.

OPPORTUNITY 2 Welcome reception

The welcome reception is an excellent networking event that officially launches AusMac2024, providing the ideal opportunity to welcome all delegates and showcase your company in an informal environment. Staged in the trade expo, it will include exquisite macadamia-themed canapes.





OPPORTUNITY 3 Gala dinner

The gala dinner and awards evening is the social highlight of the conference and celebrates the remarkable achievements of our growers and industry. Enjoy a fun night with fine food, music and entertainment and deliver your message to key decision makers of the industry.

OPPORTUNITY 4 Celebrity chef breakfast

One of the most popular events at AusMac, the celebrity chef breakfast always sells out fast. Our celebrity chef will whip up the most delectable macadamia breakfast for guests to enjoy, sharing insights into their life and cooking with macadamias. Past chefs have included MKR's Colin Fassnidge and Ready Steady Cook's Matt Golinski.





OPPORTUNITY 5 Event polo shirts

Conference polo shirts are worn by delegates during and after the conference and will be one of the most popular commemorative items to take back to the office or farm. Your logo will be positioned in a prominent place on the shirts (in conjunction with the AMS and platinum sponsor logos).

* Polo shirts produced by AMS

OPPORTUNITY 6 Espresso zone

Attract lots of delegates to your booth and position your brand at the forefront of AusMac by sponsoring the espresso zone. The perfect spot for delegates to stop by and meet with colleagues before and during the event, it includes a 8m x 4m exhibition area (espresso machine, barista and café lounge) to network and showcase your business.





OPPORTUNITY 7 Charging station

Power delegate smartphones, tablets and laptops with a branded charging station inside your 8m x 4m trade booth. A necessity for delegates attending any event, the charging station will draw delegates to your booth and be highly utilised throughout the conference. The station will be prominently branded with your logo. Booth includes selected furniture.

Benefits

Naming rights to your selected 'gold' sponsored event or product 1 x premium 4m x 2m exhibitor space \checkmark * Espresso zone = 1 x 8m x 4m exhibitor space plus furniture * Charging station = 1 x 8m x 4m exhibitor space plus furniture 4-minute speaking opportunity at sponsored event or during plenary session ✓ 3 x full AusMac registrations (includes welcome reception, celebrity chef breakfast and gala dinner) Prominent branding (logo) on: • All event marketing collateral and communications including: - AusMac electronic direct marketing campaigns, direct mail, event program, app, website, post event highlights video - AMS News Bulletin magazine and enewsletter • Main stage and entry signage at sponsored event (if applicable) • Powerpoint screens in all sessions Digital lecturn at sponsored event (if applicable) 1 x promotional insert into delegate satchels Company profile on event website and app 🗹 1 x social media post Use of partnership status in your own marketing \checkmark At the sponsored event (if applicable) Promotional table Opportunity to give out promotional items

- Option of events centre staff wearing your branded merchandise
- Organisational promotional video to be played during breaks
- Access to professional photos of the event.







Silver Sponsorships

\$10,000+GST

7 x Opportunities



OPPORTUNITY 1 AMS Awards of Excellence

The Awards of Excellence are a key component of our commitment to champion industry best practise. The awards recognise and celebrate the outstanding achievements and innovative efforts of Australian growers and industry organisations across the year and provide an opportunity for acknowledgment by peers when they are presented at the gala dinner.

OPPORTUNITY 2 Sustainability partner

We are committed to reducing our environmental footprint when hosting AusMac2024. This exciting opportunity allows you to work with the AMS to ensure we are implementing sustainable and environmentally responsible event practices and for you to promote your business and its commitment to green practices. The conference centre is an industry leader in environmental innovation and holds an EarthCheck Platinum certification.





OPPORTUNITY 3 Innovation lounge

The innovation lounge is a lounge/presentation area in the trade expo where suppliers, industry experts and researchers will come together to talk about innovative new ideas, methods and products that are focussed on improving our industry. A series of 15-minute information/discussion sessions will take place during the meal breaks and trade networking sessions. The lounge sponsor receives a 3-minute speaking slot each day and the opportunity to brand the lounge and stage area.

OPPORTUNITY 4 Happy hour

Happy hour provides delegates, sponsors and exhibitors with an opportunity to relax and unwind at the end of the first day of conference. The sponsor receives a speaking opportunity at the event and the chance to brand the bar, stage area and catering staff. Sounds like fun!





opportunity 5 Satchel

Be seen everywhere with your branding on the event satchel along with the AusMac2024 logo. This is a high-quality item that is designed for use post-event to enhance and prolong brand exposure for the sponsor. The satchel is crafted from sustainable and eco-friendly material and contains sponsor promotional materials and is distributed upon registration to delegates.

* Satchels produced by AMS

opportunity 6 Juice/smoothie bar

Serve up fresh juices or smoothies daily to AusMac delegates. This is the perfect way to engage with attendees and incorporate your brand into all elements of the package. We supply the cart, a selection of freshly pressed juices and a staff member for service. The juice cart is located inside your 6m x 2m booth, which is positioned in a high traffic area, for high brand visibility and impact.

YOURLOGO





Sponsorship of the official conference lanyards offers excellent exposure, providing one organisation with a major brand building opportunity. The lanyard will be attached to the conference name badge and worn by all delegates, sponsors/exhibitors and speakers for the duration of the conference.

AUSTRALIAN

YOUR LOGO

Benefits

- Naming rights to your selected 'silver' sponsored event or product.
- 1 x premium 3m x 2m exhibitor space * Juice cart = 1 x 6m x 2m exhibition space, including juice bar
- **3**-minute speaking opportunity at sponsored event or during plenary session
- 2 x full AusMac registrations
 - (includes welcome reception, celebrity chef breakfast and gala dinner)
- Prominent branding (logo) on:
 - All event marketing collateral and communications including:
 - AusMac electronic direct marketing campaigns, direct mail, event program, app, website, post event highlights video
 - AMS News Bulletin magazine and enewsletter
 - Main stage and/or entry signage at sponsored event (if applicable)
 - Powerpoint screens in all sessions
 - Digital lecturn at sponsored event (if applicable)
- 1 x promotional insert into delegate satchels
- Company profile on event website and app
- Use of partnership status in your own marketing
- At the sponsored event (if applicable)
 - Promotional table
 - Opportunity to give out promotional items
 - Option of events centre staff wearing your branded merchandise
 - Organisational promotional video to be played during breaks
- Access to professional photos of the event.



Bronze Sponsorships

\$7,500+cst | 5 x Opportunities



OPPORTUNITY 1 Session sponsor

Sponsor the session that best fits your organisation's message and take advantage of the opportunity to have your company representative open the session.

OPPORTUNITY 2 Conference app

Delegates use the Ausmac2024 App frequently during the conference as it contains the most up-to-date information on sessions and times, speakers, exhibitors and sponsors, floor plans and important announcements. Delegates can also connect via the app.





OPPORTUNITY 3 Golf day

The golf day sponsor is limited only by their imagination, with opportunities to theme and brand holes, lunch packs, the drinks cart and trophies, as well as give away merchandise and present awards. The venue is the stunning Lakeside Golf Club.



OPPORTUNITY 4 Water bottles

Gold Coast Convention and Exhibition Centre provides H2O stations throughout the venue for delegates to enjoy and refill their water bottles during the 2 days of the conference. Ideal branding and marketing exposure and good for the environment. All delegates receive a water bottle on arrival.

* Water bottles produced by AMS.





OPPORTUNITY 5 Keep cups

As part of our commitment to sustainability, each attendee will receive a complimentary keep cup in their conference satchel. These reusable cups are made from environmentally friendly materials and are perfect for delegates to enjoy their favourite beverage throughout the event. By reducing the use of disposable cups, we are making a positive impact on the environment.

* Keep cups produced by AMS.



Benefits

- Naming rights to your selected 'bronze' sponsored event or product.
- ✓ 1 x 2m x 2m exhibitor space

1 x full AusMac registration (includes welcome reception, celebrity chef breakfast and gala dinner)

- Prominent branding (logo) on:
 - All event marketing collateral and communications including:
 - AusMac electronic direct marketing, direct mail, event program, app, website, post event highlights video
 - AMS magazine and enewsletter
 - Main stage and/or entry signage at sponsored event (if applicable)
 - Your sponsored product (if applicable)
 - Powerpoint screens in all sessions
 - Digital lecturn at sponsored event (if applicable)
- Company profile on event website and app

Use of partnership status in your own marketing

- At the sponsored event (if applicable)
 - Promotional table
 - Opportunity to give out promotional items / material (chair drop)
 - Option of events centre staff wearing your branded merchandise
 - Organisational promotional video to be played during breaks

Access to professional photos of the event.





Other sponsorship & advertising opportunities



OPPORTUNITY 1 Notepads



One branded notepad will be included in the delegate satchels. *Notepads provided by sponsor.

OPPORTUNITY 2

Pens

\$1750+GST

One branded pen will be included in the delegate satchels. *Pens provided by sponsor.

Benefits

✓ One 2-day conference pass

(access to conference sessions, trade show, happy hour and all meals).



OPPORTUNITY 3 Satchel insert



S. AusMaczoza

Insert your marketing material into the event satchel which is handed out to all delegates on arrival.



More information

For more information on the opportunities outlined in this prospectus, or if you would like us to tailor a package to suit your individual business needs, contact:

Nyree Epplett

Communications Manager

Australian Macadamia Society M 0434 261 070 E nyree.epplett@macadamias.org

To secure your sponsorship

Businesses wishing to sponsor AusMac2024 are required to submit an expression of interest to the AMS by clicking **HERE**.

To book your trade booth

To secure your spot at the trade expo click **HERE**.

Terms and conditions

- Sponsorship will be assigned on a first-come, first-served basis. Sponsors must submit an expression of interest via the event website, which will then need to be approved by the AMS Sponsorship Committee. Submission of the expression of interest does not guarantee a sponsorship. Sponsors and trade booths will be notified by email. Sponsorship will be secured once sponsor payment is received.
- 2. In exceptional circumstances the conference organisers will be prepared to consider a cancellation of their contract with an exhibitor or sponsor. Requests for cancellation must be submitted in writing. If cancellation is accepted, 50% of the contracted cost to exhibit/sponsor will be retained. If cancellation occurs within in 2 months of the commencement of the conference, 100% of the contracted cost to exhibit/sponsor will be retained.
- 3. The organiser (AMS) agrees to hold the conference & exhibition however, reserves the right to postpone the conference & exhibition from the set dates and to hold the conference & exhibition on other dates as near to the original dates as possible, utilising the right only when circumstances necessitate such action and without any liability to the organiser. If the event is postponed, and the sponsor/exhibitor is unable to attend on the new dates, a full refund of the entire sponsorship/exhibitor amount will be offered.
- 4. See event website for full list of terms and conditions.



Next steps

- 1. You will be advised of your confirmed Sponsorship Package or Trade Expo Package.
- 2. You will be sent an invoice and the Terms and Conditions for signing. Sponsorship and trade bookings are not secured until payment is received in full.
- 3. It will then be time to provide all documentations, such as certificate of currency, company logo, company editorial etc so start getting these items together in preparation.
- 4. You will then be prompted to provide your delegate names and details who are attending
- 5. You will be introduced to the Exhibition Company who will be managing everything to do with the physical booth.

If you have any questions in the interim, please do not hesitate to contact the Conference Organising team at either **events@jghevents.com.au** or **0409 782 373**.

