



***qldwater* Industry Connections 2019**

Sponsorship Options

qldwater offers industry partners the opportunity to connect with the 70+ organisations that make up the Queensland urban water and sewerage industry through our innovative event program.





Introduction to Sponsorship

The Queensland Water Directorate (*qldwater*) offers sponsors a unique opportunity to support the *qldwater* event program. In past years, these events have attracted representation from over 60 service providers along with affiliated industries.

As a membership organisation which aims to keep registration fees to a minimum to maximise representation from small and remote councils, these events would not be possible without your generous sponsorship.

This information package is offered as a guide to ensure an equitable approach and demonstrate value for money to sponsors.

Sponsorship prices and benefits in brief

Our events adopt a relaxed format and are designed to maximise networking and information exchange.

- There are no large trade displays, although small displays and banners are welcome.
- Sponsors are provided with a table to display wares and information.
- We do not encourage wastage – promotional materials and handouts are welcome but we do not normally include conference satchels.
- Regional conferences are often small and informal with between 30 and 60 delegates. Three regional finals of the Ixom Best of the Best Queensland Water Taste Test will take place across Queensland - venues TBC.
- The *qldwater* Annual Forum attracts around 100 delegates. The 2019 format will include many opportunities for sponsors to interact with delegates.
- We are interested in creating an environment where our members can present projects and ideas which are of direct potential benefit to other members, or present problems and challenges to seek collaborators and trouble-shooting advice. The major benefits for sponsors are:
 - Low cost;
 - Positive brand recognition;
 - Direct, informal networking exposure to decision makers in local government and local government-owned water and sewerage businesses.





2019 Event Calendar

Date	Location	Host	Event
7 March	Brisbane (Albion)	Water Skills Partnership	Water Skills Partnership Forum
28 March	Biloela	Banana Shire Council	CQ Regional Conference
13 June	TBC	TBC	TRG Workshop
4-5 July	Townsville	Townsville City Council	NQ Regional Conference
25-26 July	Hervey Bay	Fraser Coast Regional Council	SEQ Regional Conference
11 September	Logan	Logan City Council	qldwater Annual Forum (Technical Tour and Vendor Showcase)
12 September	Logan	Logan City Council	qldwater Annual Forum

2019 Water Skills Partnership Forum

7 March 2019

The Queensland Water Skills Forum brings together representatives from water utilities to discuss critical workforce and skilling issues for the Queensland urban water industry.

The 2019 Water Skills Forum will be held on Thursday 7 March in Brisbane with more than 50 delegates expected to attend.

The one-day program will include presentations and workshops conducted by industry experts to assist delegates with their workforce planning with a focus on innovative recruitment and retention strategies.

The Forum will also explore the value of skilling and training, particularly operator competency, and provide a number of networking opportunities.

All sponsors will be acknowledged on the day and in advance on the event website. Registrations will open in January 2019 and will be free for Skills Partnership members.

Sponsorship Opportunity:

WATER SKILLS PARTNERSHIP SPONSOR

\$1,000 + GST

- Opportunity to address delegates (3 minutes)
- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration
- Space for poster/s banners and display table



waterskills
PARTNERSHIP

2019 Regional Events & Taste Tests

- 28 March CQ Regional Conference (Banana Shire Council)
- 4-5 July NQ Regional Conference (Townsville City Council)
- 25-26 July SEQ Regional Conference (Fraser Coast Regional Council)

Primary Sponsor
Water Connections Tour
and Events



Sponsorship Categories:

PRINCIPAL EVENT SPONSOR (ONE SPONSOR ONLY) \$1,500 + GST

- Primary branding and logos included on all materials including press releases and presentations at the event
- Two delegate registrations (does not include dinners if available)
- Conference introduction (2 minutes)
- Elevator pitch (3 minutes)
- Space for poster/s banners and / or satchel inserts

GOLD SPONSOR (UP TO THREE GOLD SPONSORS) \$1,000 + GST

- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration (does not include dinners if available)
- Elevator pitch (3 minutes)
- Space for poster/s banners, display table

SILVER EVENT SPONSOR (UNLIMITED AVAILABLE) \$750 + GST

- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration (does not include dinners if available)
- Space for poster/s banners, display table

DINNER SPONSOR (ONE SPONSOR ONLY) \$1,000 + GST

- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration including dinner
- Space for poster/s banners, display table

**Discounted packages are available for multiple sponsorships. Sponsor 3 or more events and receive 10% discount.
(Discount doesn't apply to the Vendor Showcase.)**

Regional Event Sponsorship Presentation Criteria 2019

Our conferences include typically informal, technical presentations and discussions and while we pursue sponsorships we do so under strict guidelines set by our member hosts and Technical Reference Group (TRG).

Our focus is on targeted, interesting technical presentations in case study format and not direct product sales pitches. The presentation options for event sponsors in more detail are:

- A three minute elevator pitch (Principal and Gold Sponsors only) on the day where you can introduce yourself to talk about new products or services, talk up the sponsorship and invite contact during the day; or
- A 15 minute presentation of a project case study, in conjunction with one of our members who has used your product or service. This would require the submission of an abstract which is reviewed for suitability prior to the event. In some instances we would waive the need for a co- presentation with a member or may agree to extend the presentation to 30 minutes, but the subject matter would need to be particularly relevant, new and innovative and approved by our conference hosts. All 2019 events will be one day in duration, with either an industry workshop on a topic decided by our TRG or a site tour. This leaves a strictly limited number of presentation spots which we expect to be in high demand.

Please contact Diana Kislitsyna, at dkislitsyna@qldwater.com.au or (07) 3632 6850 if you are interested in finding out more information about any of the options above.

Thank you for your interest in supporting the Queensland Water Industry.



2019 Annual Forum

11 - 12 September 2019

The *qldwater* Annual Forum is our signature event of the year. It typically brings together around 100 water industry professionals representing a wide range of councils, utilities, industry and government agencies.

Designed to be relaxed, informative and thought-provoking, this event is not your typical conference. There is no call for papers – the sessions are sourced based on the work of our Technical Reference Group and the issues that group has identified as being of strategic importance for our industry. We work hard to develop a program which engages both our industry and key regulatory agencies to proactively address our challenges.

Sponsorship Opportunities:

PRINCIPAL EVENT SPONSOR (ONE SPONSOR ONLY)

\$3,000 + GST

- Conference introduction (10 minutes)
- Primary branding on all conference materials;
- Logos included on all materials including press releases and presentations at the event
- Two delegate registrations including dinner
- Space for poster/s banners and display table

GOLD / DINNER SPONSOR (ONE SPONSOR ONLY)

\$2,000 + GST

- Opportunity to introduce dinner, 3 minute presentation
- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration including dinner
- Space for poster/s banners and display table

SILVER / LUNCH SPONSOR (ONE SPONSOR ONLY)

\$1,500 + GST

- Opportunity to introduce lunch, 3 minute presentation
- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration including dinner
- Space for poster/s banners and display table

SUPPORTING SPONSOR (UNLIMITED)

\$1000 + GST

- Logos included on all materials including press releases and presentations at the event. Logos scaled according to sponsorship level
- One delegate registration (does not include dinner)
- Space for poster/s banners and display table

**Discounted packages are available for multiple sponsorships across regional events and Innovation Forum.
Sponsor 3 or more events and receive 10% discount.**

2019 Annual Forum Vendor Showcase

11 September 2019

The **Queensland Water Regional Communities Innovation Program (QWRCIP*)** is a charitable venture aimed at helping address urban water and sewerage challenges facing small and remote communities. It is administered under the auspices of **qldwater** with a steering committee made up of members of its Technical Reference Group.

In 2019, scholarships will be offered to staff from these communities to attend regional events as well as the Annual Forum week which includes the two day event, the **qldwater** TRG meeting, and knowledge exchange and time spent with mentors from other larger Queensland Utilities.

The Vendor Showcase will take place on Day 1 of the 2019 Annual Forum - 11 September 2019

Showcase Opportunity:

INNOVATION FORUM DAY ONE

INDUSTRY VENDOR SHOWCASE \$1,000 + GST

- 4 x10 minute (plus 5 minutes question time) slots are available
- 100% of the \$1,000 entry fee goes to QWRCIP *
- Presentations to be judged by attendees
- Winner receives newsletter, website and eFlash articles showcasing products/ services

Images from top:

2017 Vendor Showcase sponsor Aqseptence Group showing off their wares;

Royce Water Technologies pitching at the 2018 Annual Forum;

2018 QWRCIP Scholarship winners share their experiences.



2019 Best of the Best Queensland Water Taste Test

11 September 2019

qldwater started the Best of the Best Queensland Water Taste Test to promote the good work done by Water Service Providers in producing a great quality product to their communities 24/7. By no means a technical test, it's what makes local communities proud, typically measured by what makes a good cup of tea.

The water industry continues to experience numerous challenges from natural disasters to changes in water regulation that impact the way water service providers including councils supply and manage water and wastewater within their communities. While the taste test is about how good tap water tastes, it is also meant to help inform the community over time about how much effort goes into providing clean drinking water; with far greater controls and lower cost than other retail sources like bottled water.

The winner from the Best of the Best Qld Water Taste Test goes on to participate in the Water of Origin as well as the nationwide Ixom Best Tasting Tap Water in Australia competition hosted by the Water Industry Operators Association of Australia (WIOA).



Sponsorship Opportunity:

INNOVATION FORUM DAY ONE

BEST OF THE BEST QLD WATER TASTE TEST

Ixom has elected to discontinue its sponsorship of the Best of the Best Queensland Water Taste Test and we thank them for their support since 2012. We are seeking a new sponsor for 2019. Specifics to be negotiated - contact us for more details.



About *qldwater*

qldwater is the central advisory and advocacy body within Queensland's urban water industry.

qldwater represents members from Local Government and other water and sewerage service providers across Queensland.

qldwater works to strengthen the water industry through leadership, support, development and representation of our members and to position and promote the achievements of the industry.

Our aim is to support our members to deliver safer, healthy and sustainable urban water services to their communities.

Our Technical Reference Group meets quarterly and is currently made up of CEOs, Senior Engineering Directors, Water and Sewerage Managers and Treatment Managers from:

Banana Shire Council, Bundaberg Regional Council, Burdekin Regional Council, Cairns Regional Council, Central Highlands Regional Council, Charters Towers Regional Council, Gladstone Regional Council, Gympie Regional Council, City of Gold Coast, Livingstone Shire Council, Logan City Council, Mackay Regional Council, North Burnett Regional Council, Queensland Urban Utilities, Rockhampton Regional Council, South Burnett Regional Council, Toowoomba Regional Council, Townsville City Council, Unitywater, Wide Bay Water Corporation/ Fraser Coast Regional Council, Whitsunday Regional Council along with the Australian Water Association and Local Government Association of Queensland.

Contact Details

qldwater – Unit 4, 43-49 Sandgate Road,
Albion QLD 4010
PO Box 2100, Fortitude Valley BC QLD 4006

T: 07 3632 6850

E: enquiry@qldwater.com.au

W: www.qldwater.com.au

