



# Marinas24

## Marinas24 International **CONFERENCE AND TRADE EXHIBITION**

Royal International Convention Centre (RICC)

Brisbane, Queensland

Monday 27 – Tuesday 28 May 2024

[marinas-24.com](https://marinas-24.com)



# Conference Overview

Marinas24 International Conference and Trade Exhibition (Marinas24) will be held at the Royal International Convention Centre (RICC) Brisbane, Queensland on 27-28 May 2024.

The Marina Industries Association biennial event has become a must attend event bringing together over 320 marina owners, operators and suppliers. It provides delegates with the most efficient and effective way to meet with suppliers, get up to date with the latest range of products and services available on the market, network with industry peers and remain informed of industry trends, changes and innovations.

The event is perfectly timed to follow the 2024 Sanctuary Cove International Boat Show so delegates can incorporate a day or two at the show ahead of Marinas24.

*"I could not have asked for a better platform to launch our new product to the marina industry. Thank you"*

*"A leading gathering of industry suppliers and operators gathering in a very friendly & useful environment for business opportunities"*

# Marinas22 by the Numbers

Delegates **322**

Exhibitors **39**

Number of Marinas Attending **102**

Businesses Represented **177**

## Exhibitor product classes represented

- Pontoon manufacturers
- CRM and software providers
- Pedestals and marine electrical products
- Marina management
- Insurance brokers
- Marina insurance providers
- Marine lifting equipment and boat stands
- Oil spill response
- Environmental products
- Government departments
- Industry associations
- Marina and equipment maintenance providers
- Fuel solutions
- Marine clothing
- Legal services
- Environmental products and clean energy solutions
- Marina safety solutions

## Exhibitors at Marinas22





**Conference and Exhibition Venue**

# **Royal International Convention Centre**

The world-class Royal International Convention Centre (RICC) in Brisbane is one of Queensland's largest convention centres featuring more than 4,000 square meters of event space.

It has recently been awarded Green Globe Certification, making it one of the most environmentally sustainable venues of its kind, in the nation.

The RICC is Australia's only Convention Centre to achieve this certification from the global leader in sustainability certification – Green Globe, and we are proud to call it our host venue for Marinas24 International Conference and Trade Exhibition.

# Venues & Functions



## Conference Accommodation

### Rydges Hotel Fortitude Valley

Immediately adjacent to the RICC is the Rydges Fortitude Valley, the MIA has negotiated a hotel buyout for the conference to ensure delegates can stay close to the venue, so close in fact that it is like being in the same venue.



## Welcome Cocktail Party

### The Plaza - Royal International Convention Centre

The Plaza is an open space at the entrance to the RICC that delegates will walk through each time they enter Marinas24. The Plaza will be the venue for the Welcome Cocktail Party on Sunday evening. The area lends itself to an impressive display space for pontoons, gangways and machinery.



## Gala Dinner

### Howard Smith Wharves

Howard Smith Wharves is Brisbane's premium riverfront precinct with dazzling views of the Story Bridge and city skyline and is the venue for the Gala Dinner held on Tuesday 28 May. The sooner this opportunity is taken up the sooner the marketing of the Gala Dinner becomes yours.



# Invitation to Exhibit

Companies and organisations with an interest in the Marina industry are invited to participate, either as partners, sponsors, or exhibitors, in this esteemed conference and exhibition. Marinas24 offers the optimal and economical opportunity to connect and engage with key industry influencers, as they gather in one location for two days. Take part and present your products, services, and innovations to influential decision makers. It's an excellent avenue for conducting business.

# Exhibition Opportunities

During Marinas24, you will have valuable face-to-face interactions and opportunities to connect with delegates during 8 extended breaks in the trade area. Lunch breaks are around 75 minutes long, while tea breaks last approximately 30 to 45 minutes each, ensuring exhibitors and delegates have sufficient time to engage with one another.

Booth Size	Measurement	MIA Sponsor Price	MIA Member Price	Non-member Price
Single	3x3m	\$3,747	\$3,997	\$4,996
Double booth	6x3m	\$5,697	\$6,077	\$7,596
Triple booth	9x3m	\$7,647	\$8,157	\$10,196
Additional space	Per square metre	\$150	\$150	\$225
Additional business representation / shared booths		\$1,000	\$1,200	\$1,500
Additional exhibitor pass		\$680	\$690	\$850

All prices are in AUS Dollars and exclusive of GST.



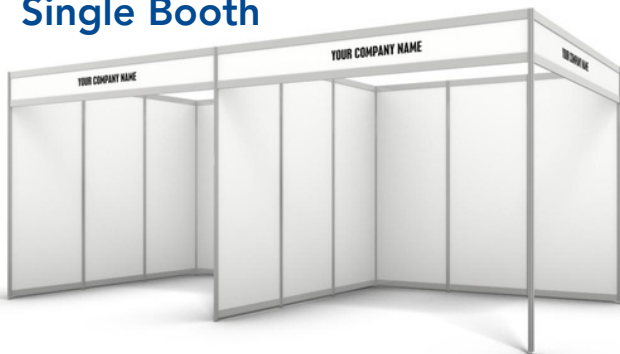
## Exhibitor Booths include the following:

- 2 x Full Delegate registrations for single, double and triple booths\* (excludes Gala Dinner & tour)
- Exhibitors may purchase additional exhibitor registrations at a discounted rate.
- All attending exhibitor representatives must be registered.
- 3x3m booths constructed from white PVC inserts in Aluminum Frame\*\*
- 3m wide x 2.5m high back wall
- 3m deep x 2.5m high side walls on closed sides
- 290mm high fascia boards on open sides
- 1 x company signage on open sides (up to 30 black characters, in caps on white PVC panel)
- 2 x energy efficient spotlights
- 1 x 4amp GPO

\*Max. 2 complimentary registrations per company, not per booth.

\*\*Furniture packages are available - our conference organiser, AST Management will assist with pricing.

### Single Booth



### Double Booth



### Triple Booth





# Partnership Overview

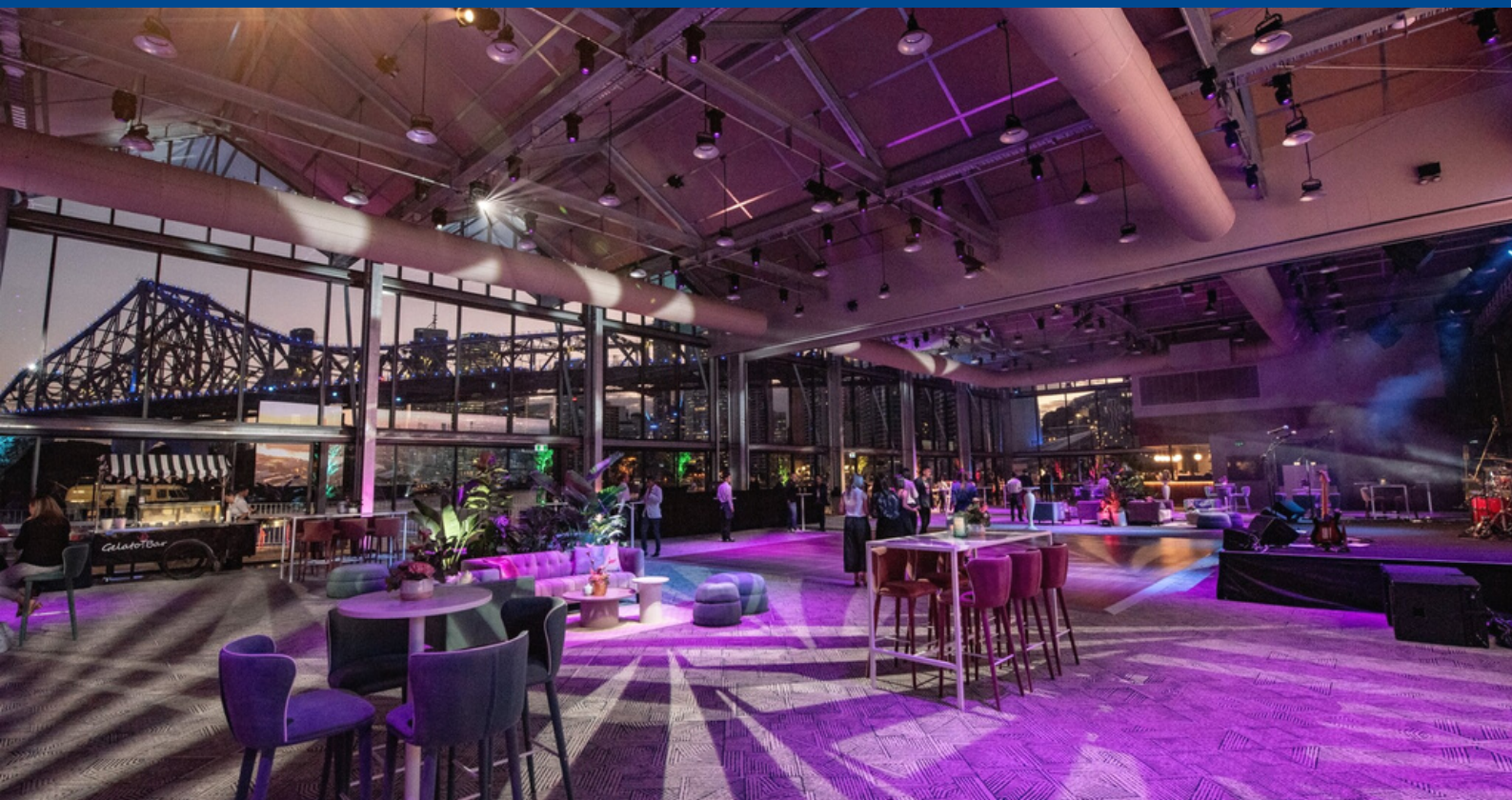
Marinas24 offers a unique platform for you to showcase your products, services, and expertise to a targeted audience.

Partnering with Marinas24 provides your business with a variety of opportunities to promote, engage and build awareness with the key industry influencers, as they gather in one location for the two days. The added exposure leading up to Marinas24 will make your business top of mind for those attending and build name recognition across the wider industry.

**There are a number of opportunities detailed in this prospectus. In addition to each opportunity's bespoke inclusions, all partnerships include:**

- Recognition and a Thank you announcement by the Conference Chair at the start of the conference.
- Logo and bio in the handbook.
- Logo and brief company profile, and URL link on the partner pages of the website and conference app.
- Inclusion as an event sponsor in the event program, in conference marketing, conference sponsor recognition signage & on [www.marinas-24.com](http://www.marinas-24.com).





# Gala Dinner Naming Rights

The Gala Dinner will be held at The Howard Smith Wharves. Brisbane's premium riverfront precinct with dazzling views of the Story Bridge and city skyline.

The sooner this opportunity is taken up, the sooner the marketing of the Gala Dinner becomes yours.

## INCLUSIONS

- Naming Rights to the event
- Representative to provide the Gala Dinner Welcome speech. 5-minute promotional video may be shown at this time.
- Opportunity to provide branding at the event, including banners, branded centre pieces, other theming, delegate seat gift.
- MC will recognise the Gala Dinner sponsor prior to conference close.
- Delegate satchel inclusion.

## INVESTMENT

**EXHIBITOR \$5,000 + gst**

**MIA MEMBER \$6,000 + gst**

**NON-MEMBER \$8,000 + gst**



# Forecourt Display

An opportunity to display large, branded product/machinery on the forecourt of The Plaza of the RICC for the duration of Marinas24.

The area lends itself to an impressive display space for pontoons, gangways and machinery such forklifts.

As the venue for the Welcome Cocktail Party, exhibitors are invited to position product for delegates to view while enjoying a drink on Sunday evening, or on entry or departure from the venue each day.

## INCLUSIONS

- Product display space for the duration of the event.
- Event MC will recognise those businesses and their products being displayed on the night.
- Exhibitors that have product that may be able to be used as a branded stage for the MC to speak from, may be interested in the Branded Stage Opportunity.
- This opportunity is open only to Marinas24 Exhibitors

## INVESTMENT

DISPLAY \$1,250 + gst

BRANDED STAGE PIECE \$2,250 + gst



# Breakout Room Naming Rights

An opportunity to have your brand name associated with the breakout rooms for the duration of Marinas24.

The conference program has been designed to allow delegates to choose between two session streams. These sessions will be held in two breakout rooms at the RICC.

## INCLUSIONS

- Naming rights for the breakout room.
- Your brand will be mentioned in all communications, promotions and venue signage when the breakout rooms are mentioned or in reference to a session stream ie: The Bellingham Marine Room, The Repco Room.
- Partners may, using their own resources erect additional branding at the entrance and within the breakout room for the duration of Marinas24.

**INVESTMENT per room (2 available)**

**EXHIBITOR \$3,000 + gst**

**MIA MEMBER \$4,000 + gst**

**NON-MEMBER \$6,000 + gst**



## Happy Hour

The Happy Hour sponsor is always remembered by delegates as the 'sponsor of fun' as it is one of the conference highlights!

Structured networking creates a buzz & delegates stay around for the premium lucky door prizes.

### INCLUSIONS

- Naming rights to the Happy Hour which is one of the highlights of the conference.
- MC will announce your sponsorship of the Happy Hour prior to closing the day's conferencing.
- Opportunity to address the delegates prior to conclusion of the conference on Day 1
- Opportunity for service staff to wear branded aprons, branded napkins
- Sponsors may, using their own resources erect additional branding banners (up to four) for the duration of the Happy Hour.
- Involvement in the draw of the lucky door prizes.

### INVESTMENT

EXHIBITOR \$3,750 + gst  
MIA MEMBER \$4,500 + gst  
NON-MEMBER \$7,500 + gst

## Monday Night Dinner Venue

After the Happy Hour on Monday Night, the Paddock Bar at the Rydges Hotel, directly adjacent to the RICC, has been booked for the exclusive use of Marinas24 delegates, who are keen to have a casual dinner while catching up with friends.

Sponsorship of this venue will provide branding opportunities and continued exposure.

### INCLUSIONS

- MC will direct guests to the venue and announce your support of the venue for the evening.
- Branding opportunities in the venue.

### INVESTMENT

EXHIBITOR \$2,000 + gst  
MIA MEMBER \$2,500 + gst  
NON-MEMBER \$4,000 + gst



# Morning & Afternoon Tea Break Partners

A great way to establish brand presence.

## INCLUSIONS

- Recognition & thanks from the MC prior to the tea break.
- Opportunity to address delegates for up to 2 mins prior to the break.
- Logo on tea break signage.
- Partners may, using their own resources erect additional branding banner (up to four) for the duration of the break.

**INVESTMENT per break**  
**EXHIBITOR \$1,000 + gst**  
**MIA MEMBER \$1,300 + gst**  
**NON-MEMBER \$2,000 + gst**

# Lunches Partner

Be recognised as a leading industry supplier by establishing your brand presence.

## INCLUSIONS

- Recognition & thanks from the MC prior to the lunch break.
- Opportunity to address delegates for up to 3 mins prior to the break.
- Logo on lunch break signage.
- Partners may, using their own resources erect additional branding banner (up to four) for the duration of the break.
- Opportunity to provide a lucky prize draw at the lunch.
- Opportunity to distribute material in conference rooms for delegates as they return to the rooms post lunch break.

**INVESTMENT per lunch (2 available)**  
**EXHIBITOR \$1,500 + gst**  
**MIA MEMBER \$2,000 + gst**  
**NON-MEMBER \$3,000 + gst**



## Certified Marina Manager's Lunch (Sunday)

The annual Certified Marina Managers' meeting is held on the Sunday prior to Marinas24. Certified Members are experienced Marina professionals who have attained Global Marina Institute qualifications.

There are close to 60 Members who are Certified throughout the MIA and all are invited to attend the meeting prior to the conference. Attendance is usually 30-40.

The meeting commences with lunch, before an afternoon of professional sessions.

### INCLUSIONS

- Provide a 2-minute address to the group at lunch.
- Join the group for lunch.
- Branding on the meeting agenda.

### INVESTMENT

EXHIBITOR \$500 + gst

MIA MEMBER \$500 + gst

## Barista Coffee Cart

A great way to draw a crowd to your booth & have delegates queuing to meet you!

The barista cart draws delegates to you, allowing for continual interaction throughout the conference.

This opportunity is open only to Marinas24 Exhibitors.

### INCLUSIONS

- A coffee machine parked next to your booth with coffee made by a professional barista
- Branded compostable coffee cups
- Branded apron

### INVESTMENT

EXHIBITOR \$4,500 + gst



## Business Hospitality Lounge Partner

Position your brand as a leader in the provision of hospitality service.

Welcome delegates to your lounge, providing opportunities for an out of the way meeting, a quiet working space or somewhere to relax and unwind.

### INCLUSIONS

- Your choice of naming of the Lounge - a great way to position your brand.
- Provision of a meeting room to furnish & fit out as you see fit and in a way that represents your brand (AST will assist in sourcing furniture).
- A full-page advertisement of the Lounge and the facilities provided in the Handbook.
- Signage at lounge entry - 2 x 1.2m pull up banners displaying the Lounge Name and your logo at the entry.

### INVESTMENT

EXHIBITOR \$1,000 + gst  
MIA MEMBER \$1,500 + gst  
NON-MEMBER \$2,500 + gst

## Hydration Station

Reusable water bottles to be provided to delegates for their use for the duration of the event (sponsor funded).

Delegates will refill their bottles at the branded Hydration Station.

### INCLUSIONS

- Opportunity to provide branded water bottles to delegates which will be given on registration.
- Further use the opportunity to put a 'message in the bottle'!
- Hydration stations will be named and branded with your company branding e.g. BMT Hydration Station.

### INVESTMENT

EXHIBITOR \$1,650 + gst  
MIA MEMBER \$2,250 + gst  
NON-MEMBER \$3,500 + gst





## Conference APP Partner

Ideally suited to a business in the 'Tech space', the Conference App will be used by delegates to explore conference content, respond to surveys, or vote on presentations.

### INCLUSIONS

- App co-branded with Marinas24
- A full page advertisement of the App will feature in the program with your co-branding
- Co-branded 'table talkers' will be placed around the conference venue which will include QR codes to enable fast download of the App.

### INVESTMENT

EXHIBITOR \$2,000 + gst  
 MIA MEMBER \$3,000 + gst  
 NON-MEMBER \$5,000 + gst

## Transport Partner

Bus transfers will be provided for delegates to and from the Rydges to the Gala Dinner on Tuesday night, and the Study Tour on Wednesday.

The Study Tour transfers on the Wednesday, generally involve approximate one third of delegates who are focused on inspecting Marinas and boatyards. The tour will involve a number of transfers throughout the day.

### INCLUSIONS

- Naming rights to the transport will be yours and the transfer referred to accordingly in all promotional material regarding the event. Example: The Bellingham Bus; the Superior Shuttle; Marine Travelift Transfer
- Opportunity to place information on each seat of the bus and brand the bus in other ways.

INVESTMENT (ex GST)	GALA DINNER	STUDY TOUR
EXHIBITOR	\$1,000	\$1,250
MIA MEMBER	\$1,500	\$2,000
NON-MEMBER	\$1,750	\$2,500



## Satchel Partner

The MIA would like to provide delegates with a carry bag or satchel to carry material that they acquire at the conference. In the interests of environmental sustainability, the MIA will consider proposals that are recyclable and/or truly re-useable keepsakes. We wish to avoid single use or cheaper alternatives that are generally discarded post conference.

Consideration will be given to basic calico type bags to high quality, keepsake satchels. The MIA will consider co-funding the latter.

### INCLUSIONS

- Co-branding of satchel.

### INVESTMENT

MIA MEMBER \$500 + gst  
NON-MEMBER \$1,000 + gst

## Lanyard Partner

Wrap your company name around everyone's neck!

This is one of the most visible branding opportunities available at the conference.

Each time delegates meet; they see your brand.

### INCLUSIONS

- Branded lanyards provided to every delegate upon registration.
- Delegates are required to wear their lanyard and name badge for the duration of the conference and at events.

### INVESTMENT

EXHIBITOR \$1,500 + gst  
MIA MEMBER \$2,250 + gst  
NON-MEMBER \$4,000 + gst

# Additional Promotional Opportunities

## Satchel Insert

Place a small gift, or product information into the satchel to create a long-lasting impression. 350-400 pieces will be required to be delivered up to four weeks prior to the event.

**INVESTMENT**  
EXHIBITOR \$135 + gst  
MIA MEMBER \$300 + gst  
NON-MEMBER \$500 + gst

10 available

## Plenary Drop

Targeted opportunities to ensure your information & brand reaches each delegate.

Only 3 available at the beginning of the conference day and prior to the closing keynote speaker.

Items required up to seven days prior to conference commencement.

**INVESTMENT**  
EXHIBITOR \$800 + gst  
MIA MEMBER \$1,050 + gst  
NON-MEMBER \$1,400 + gst

3 available

## WIFI Sponsor

Become our exclusive WIFI sponsor for the Conference and get your brand in front of a diverse audience while supporting seamless connectivity for attendees.

**INVESTMENT**  
EXHIBITOR \$1,000 + gst  
MIA MEMBER \$1,250 + gst  
NON-MEMBER \$1,500 + gst

## Conference Handbook Advertising

The handbook, distributed to all delegates upon registration, encompasses not just the conference program but also details about speakers, industry programs, and information about MIA and Marinas24 sponsors and partners.

<b>INVESTMENT (ex GST)</b>	<b>Full page</b>	<b>Half Page</b>	<b>1/4 Page</b>
<b>EXHIBITOR</b>	\$600	\$400	\$250
<b>MIA MEMBER</b>	\$850	\$650	\$500
<b>NON-MEMBER</b>	\$1,200	\$1,050	\$900



# SPONSORS & PARTNERS

Thank you for your support of our industry

## PLATINUM SPONSOR



## INSURANCE PARTNER



## GOLD SPONSOR



## ENVIRONMENTAL PARTNER



## SILVER SPONSORS



## CLEAN-TECH PARTNER



## CLOTHING PARTNER



## LEGAL PARTNER



## BRONZE SPONSORS



# Booking Form

Please complete & return this booking form to [info@marinas.net.au](mailto:info@marinas.net.au)

Organisation \_\_\_\_\_

Signatory Name \_\_\_\_\_

Position \_\_\_\_\_

Contact Person \_\_\_\_\_

Contact/Mobile \_\_\_\_\_

Email \_\_\_\_\_

Please tick the box on the left to select your package(s) & circle the relevant price.  
Prices are in AUD and exclude GST

EXHIBITION	PACKAGE	MIA SPONSOR	MIA MEMBER	NON-MEMBER
	<input type="checkbox"/> Exhibition Booth (3m x 3m)	\$3,747	\$3,997	\$4,996
	<input type="checkbox"/> Double Exhibition Booth (6m x 3m)	\$5,697	\$6,077	\$7,596
	<input type="checkbox"/> Triple Exhibition Booth (9m x 3m)	\$7,647	\$8,157	\$10,196
	<input type="checkbox"/> Additional Space PSM	\$150	\$150	\$225
	<input type="checkbox"/> Shared booths	\$1,000	\$1,200	\$1,500
<input type="checkbox"/> Additional Exhibitor Pass	\$680	\$690	\$850	

PARTNER OPPORTUNITIES	PACKAGE	EXHIBITOR	MIA MEMBER	NON-MEMBER
	<input type="checkbox"/> Gala Dinner- Tuesday	\$5,000	\$6,000	\$8,000
	<input type="checkbox"/> Welcome Reception - Forecourt Display (6)	\$1,250	n/a	n/a
	<input type="checkbox"/> Welcome Reception - Branded Staging	\$2,250	n/a	n/a
	<input type="checkbox"/> Breakout Room Naming Rights (2)	\$3,000	\$4,000	\$6,000
	<input type="checkbox"/> Happy Hour	\$3,750	\$4,500	\$7,500
	<input type="checkbox"/> Monday Night Dinner Venue	\$2,000	\$2,500	\$4,000
	<input type="checkbox"/> Morning or Afternoon Tea	\$1,000	\$1,300	\$2,000
	<input type="checkbox"/> Lunches (2)	\$1,500	\$2,000	\$3,000
	<input type="checkbox"/> Certified Managers Lunch	\$500	\$500	n/a
	<input type="checkbox"/> Barista Coffee Cart	\$4,500	n/a	n/a
	<input type="checkbox"/> Hospitality Lounge	\$1,000	\$1,500	\$2,500
	<input type="checkbox"/> The Hydration Station	\$1,650	\$2,250	\$3,500
	<input type="checkbox"/> Conference App	\$2,000	\$3,000	\$5,000
	<input type="checkbox"/> Transport Partner - Gala Dinner	\$1,000	\$1,500	\$1,750
	<input type="checkbox"/> Transport Partner - Study Tour	\$1,250	\$2,000	\$2,500
	<input type="checkbox"/> Satchel Partner	n/a	\$500	\$1,000
	<input type="checkbox"/> Lanyard	\$1,500	\$2,250	\$4,000
	<input type="checkbox"/> WIFI Sponsor	\$1,000	\$1,250	\$1,500
ADVERTISE	<input type="checkbox"/> Full Page Advert in Handbook	\$600	\$850	\$1,200
	<input type="checkbox"/> Half Page Advert in Handbook	\$400	\$650	\$1,050
	<input type="checkbox"/> Quarter Page in Handbook	\$250	\$500	\$900
	<input type="checkbox"/> Satchel Insert (10)	\$135	\$300	\$500
	<input type="checkbox"/> Plenary Drop (3)	\$800	\$1,050	\$1,400

# Terms & Conditions

Acceptance of your Marinas24 Partnership or Exhibition space booking will be made upon this form being completed and returned, and payment received. Upon receipt of the booking form, a tax invoice will be issued. Cancellation after Acceptance will result in a 25% cancellation charge. Cancellation after 28 January 2024 is non-refundable.

Point 1 noted below refers to Marinas24 credit and refund policy due to the unlikely relocation, postponement, or cancellation of the event.

The organisers reserve the right to reassign any advertising or exhibitor space if conditions and obligations of exhibitors are not fulfilled. The Organiser will make all efforts to ensure requested allocations are met, however allocation of the Exhibition Area will be at the discretion of the Organisers. All prices are in AUD Dollars and exclusive of GST.

## 1.CHANGES TO THE CONFERENCE AND CANCELLATIONS

1.1 It may be necessary for reasons beyond our reasonable control to alter the advertised content, timing and/or location of the Conference or the advertised speakers. We reserve the right to do this at any time. Where we alter the time of the Conference and/or location of the Conference to further than 150km of the advertised location, we will provide you with notice of the same and will offer you the choice of either a credit for a future event of your choice (up to the value of sums paid by you in respect of the Conference) or the opportunity to attend the Conference as varied.

1.2 Exhibitor delegate registrations are transferable if notice is provided at least 2 days prior to the event. Please notify [conference@marinas-24.com](mailto:conference@marinas-24.com) of any transfers.

1.3 Subject to 1.5. Exhibition registrations are not refundable after 28 January 2024. Non-payment does not constitute cancellation.

1.4 In the event that the Conference and Exhibition is unable to be held due to occurrences beyond the control of any party related to the organising of the Conference – such as government regulations in response to Pandemic, acts of God, war etc. – the Organiser reserves the right to postpone, modify or cancel the Conference. In the event the Conference is postponed or modified, monies paid will be applied as a credit to the postponed date, or modified event. In the event the Conference is cancelled, payments made will be returned once any refunds have been received from the Conference venue.

1.5 The organisers shall not be liable for any loss caused by the cancellation of the Conference where such cancellation is due to Force Majeure. The term "Force Majeure" means any circumstance beyond the reasonable control of the organisers including but not limited to War, hostilities (whether war be declared or not), terrorism, aircraft hijacking, military operation, riot, civil war, rebellion, civil commotion or unrest, Acts or Regulations of government, refusal to grant visas, explosions, natural disasters, transport delays, transport difficulties and the insolvency of airline carriers.

I/We agree to comply with the terms and conditions and all provisions of the partnership and exhibitor's contractual obligations all of which I/we acknowledge, have read and understood.

\_\_\_\_\_  
NAME

\_\_\_\_\_  
SIGN

\_\_\_\_\_  
DATE



# Marinas24 International **CONFERENCE** **AND TRADE EXHIBITION**

FOR ENQUIRIES, PLEASE CONTACT CONFERENCE SECRETARIAT  
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