



# ADVANCING TOGETHER

## THE FUTURE WE ASPIRE TO IN STRATA MANAGEMENT

SCA AUSTRALASIA CONFERENCE

12-14 MAY 2025, HOBART CONVENTION & EXHIBITION CENTRE

# CONFERENCE PROSPECTUS

PO Box 256  
Cherrybrook NSW 2126  
[www.strata.community](http://www.strata.community)  
ABN: 15 151 156 357

 strata  
community  
association®



# ADVANCING TOGETHER

## THE FUTURE WE ASPIRE TO IN STRATA MANAGEMENT

SCA AUSTRALASIA CONFERENCE

12-14 MAY 2025, HOTEL GRAND CHANCELLOR HOBART

# EXHIBITOR MANUAL

PO Box 256  
Cherrybrook NSW 2126  
[www.stratacommunity.com.au](http://www.stratacommunity.com.au)  
ABN: 15 151 156 357



strata  
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# YOUR SUPPORT

The support of our sponsors is integral to the work that SCA does for our members and the broader strata community.

# BENEFITS

Benefits to sponsor or exhibit at the conference include:

- **Visibility:** It puts your brand in front of a targeted audience, increasing visibility and awareness among potential customers, partners, and industry professionals.
- **Networking:** It provides opportunities to network with industry peers, potential clients, suppliers, and partners, fostering relationships that can lead to future collaborations and business opportunities.
- **Lead Generation:** It serves as a platform for generating leads and capturing contact information of potential customers who express interest in your products or services.
- **Brand Building:** It helps reinforce your brand image and messaging, allowing you to showcase your unique selling points, expertise, and offerings to a captive audience.
- **Market Research:** It allows you to gather valuable insights into market trends, competitor activities, and customer preferences through interactions and feedback collected at the booth.
- **Product Showcase:** It provides an opportunity to showcase your latest products, innovations, and solutions, allowing attendees to experience them firsthand and understand their benefits.
- **Educational Opportunities:** It offers a platform to educate attendees about your industry, products, and services through presentations, demonstrations, and interactive sessions.



# ABOUT SCA



Strata Community Association (SCA) is the peak industry body for Industry Managers, Lot Owners, Tenants and Stakeholders living in or affected by Strata Title, Body Corporate, Community Title and Owners Corporations in Australia and New Zealand. Membership includes body corporate managers, support staff, committee members and suppliers of products and services to the industry.

SCA has in excess of 4,896 strata management members who help oversee, advise or manage a combined property portfolio with an estimated replacement value of over \$1.3 trillion.

Lead

Support

Represent

# ABOUT AUSTRALASIA CONFERENCE

12-14 May 2025

Hobart Convention & Exhibition Centre

Join us at the conference under the theme of Advancing Together, tailored for Senior Executives in the strata industry, from both management and supplier companies. This year we'll be covering a diverse array of topics, curated specifically to help take your business to the next level. Don't miss the chance to explore the pathways to unparalleled excellence in the realm of customer relations.

## The Opportunity

The SCA Australasia Conference brings together the growing strata industry. It is one of the only gatherings for Australian and New Zealand leaders working in a fast growing industry. Sponsorship opportunities present the unique and valuable opportunity to influence an association representing over 16% of the population.

# TRADE EXHIBITION OPPORTUNITY

We have 20 trade booths available for 2025 and we recommend booking early to secure your spot. This year's trade exhibition, held 13-14 May will be a major feature at the convention for companies to showcase their products and services.

The conference opening and all conference meal breaks will be held around the exhibition area, which gives delegates the opportunity to browse and meet exhibitors to find out more about their products and services. Furthermore, the exhibition room is close walking distance to the conference room, to ensure ample exposure to delegates for you.

Only available for SCA Corporate Supplier Members.





# THE BOOTH

## Structure:

2.5m high Octanorm Booth – Industry Standard White vinyl panel;

## Signage:

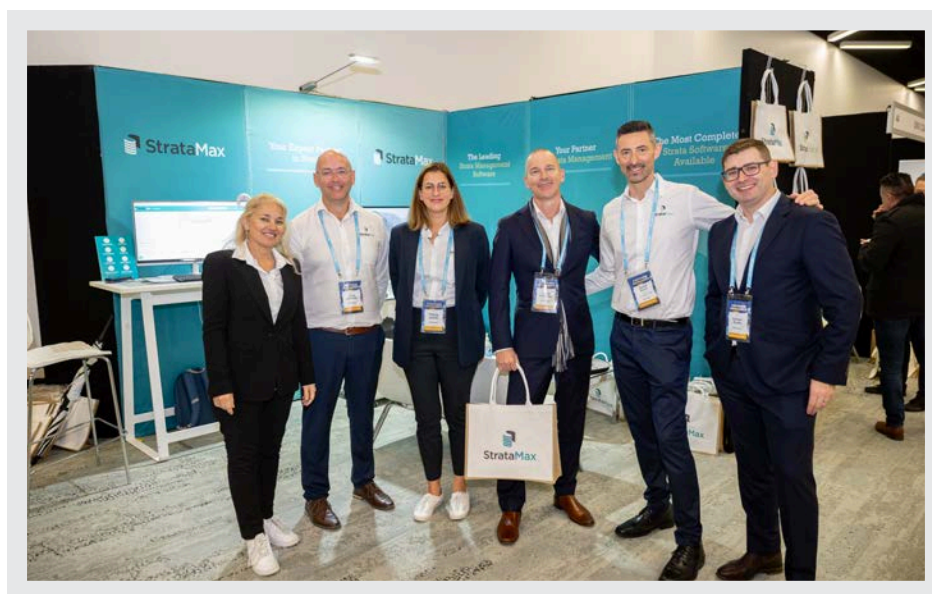
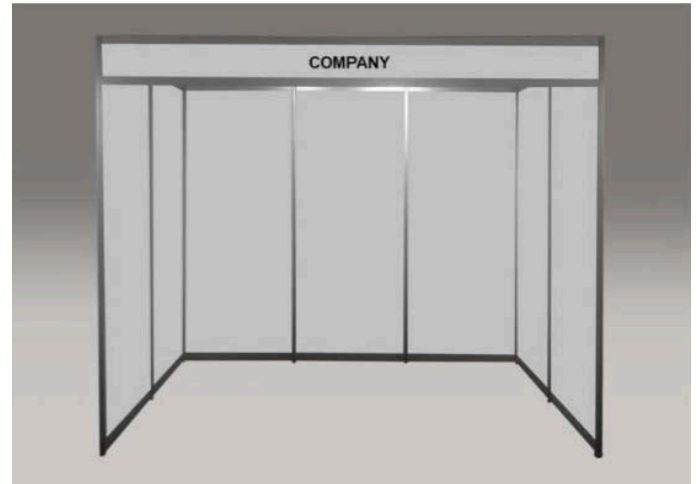
White vinyl sign with company name in Black text - middle of fascia @ 80mm high in capital letters Maximum 30 Characters;

## Lighting:

2 x 50 watt Broadwash LED spot lights per 9m2 at the rear of booth;

## Power:

1 x 4 outlet power board (4 amp);



## PREMIUM

**\$9,000 INC. GST**

### Inclusions:

- Premium booths with prime location located near the entrance/exit (Booth 12, 23, 24\*, 25\* & 26) - See page 8 for the floor plan
- 2 x Full Registrations, worth up to \$2,900 (including conference, Welcome Cocktail, Social Function, and the Australasia Awards)
- Premium booth in trade exhibition area for 13-14 May 2025
- Logo on the SCA conference website
- Your company directory listing including your logo in the SCA conference program and indicating booth location in exhibition map
- Premium 3m wide x 2m deep white vinyl, company signage
- 2 x spotlights and power board
- 1 x 4amp power outlet
- Electronic copy of delegate listing (in accordance with privacy laws)

## STANDARD

**\$7,800 INC. GST**

### Inclusions:

- 2 x Full Registrations, worth up to \$2,900 (including conference, Welcome Cocktail, Social Function, and the Australasia Awards)
- Standard booth in trade exhibition area for 13-14 May 2025
- Logo on the SCA conference website
- Your company directory listing including your logo in the SCA conference program and indicating booth location in exhibition map
- 3m wide x 2m deep white vinyl, company signage
- 2 x spotlights and power board
- 1 x 4amp power outlet
- Electronic copy of delegate listing (in accordance with privacy laws)

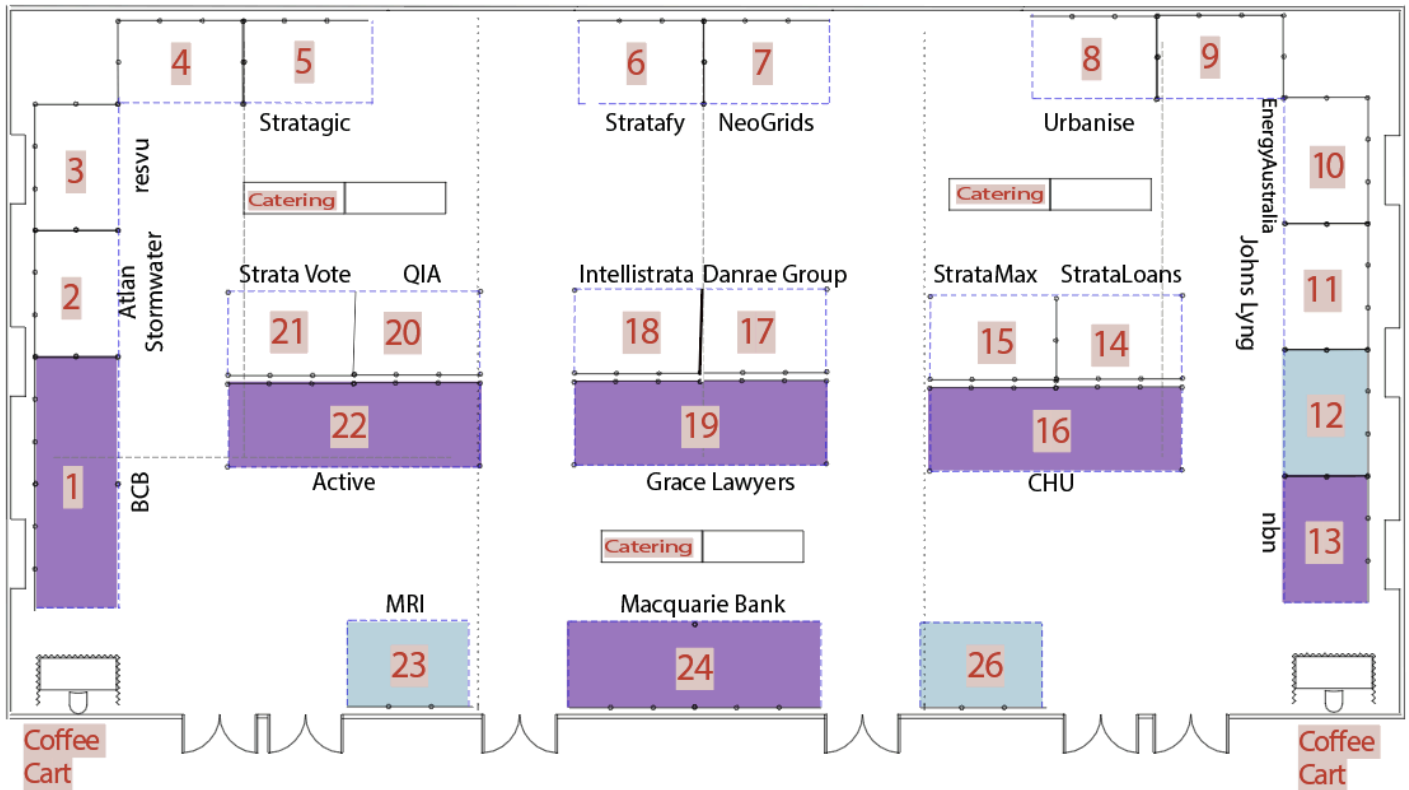




# EXHIBITION FLOOR PLAN

Premium booths are in blue, Standard booths are white.

\* A National Partner potentially can take booth 24 & 25, but you can express your interest as one of your options and if the booths are not taken, it can be allocated to your company.



# EXHIBITION FLOOR PLAN

Booth No.	Company	Booth No.	Company
1	Body Corporate Brokers (BCB)	14	StrataLoans
2	Atlan Stormwater	15	StrataMax
3	resvu	16	CHU Underwriting Agencies
4	Exhibitor 4	17	Danrae Group
5	Stratagic - AI & Automation	18	Intellistrata Platform
6	Stratafy	19	Grace Lawyers
7	NeoGrids Community Energy	20	QIA Group
8	Urbanise Strata	21	StrataVote
9	Exhibitor 9	22	Active
10	EnergyAustralia	23	MRI Real Estate Software
11	Johns Lyng Strata Services	24	Macquarie Bank
12	Exhibitor 12	26	Exhibitor 26
13	nbn		

To lodge your interest in an opportunity, please complete the booking form.

[BOOKING FORM](#) >

If you have an enquiry, please send an email to [events@strata.community](mailto:events@strata.community)

**SOLD**

# SPONSORSHIP OPPORTUNITIES

## PREMIUM KEYNOTE DAY 1

One opportunity  
**\$11,800 INC. GST**

Sponsor a Keynote Speaker at the Australasia Conference and highlight your commitment to professional standards in the industry.



### Inclusions:

- Sponsorship of one Premium Keynote Speaker
- MC to acknowledge sponsor at the beginning of the session
- Introduction of the sponsored Keynote Speaker
- One PowerPoint Slide displaying your company logo and key service benefits - design to be approved by SCA Marketing Team (Widescreen 16:9)
- Your logo featured in the official conference program
- Your logo featured on screen at the beginning of the session 160 x 600 pixels
- Your logo featured on the conference website
- Half-page ad in the SCA conference program



## KEYNOTE DAY 2

One opportunity  
**\$7,500 INC. GST**

### Inclusions:

- Sponsorship of one keynote speaker
- MC to acknowledge sponsor at the beginning of the session
- Introduction of the sponsored Keynote Speaker
- One PowerPoint Slide displaying your company logo and key service benefits - design to be approved by SCA Marketing Team (Widescreen 16:9)
- Your logo featured in the official conference program
- Your logo featured on screen at the beginning of the session 160 x 600 pixels
- Your logo featured on the conference website
- Half-page ad in the SCA conference program

## PLENARY SESSION

Two opportunities  
**\$5,000 INC. GST**  
**1 OPPORTUNITY SOLD**

### Inclusions:

- Sponsorship of one plenary session
- MC to acknowledge sponsor at the beginning of the session
- One PowerPoint Slide displaying your company logo and key service benefits - design to be approved by SCA Marketing Team (Widescreen 16:9)
- Your logo featured in the official conference program
- Your logo featured on screen at the beginning of the session 160 x 600 pixels
- Your logo featured on the conference website



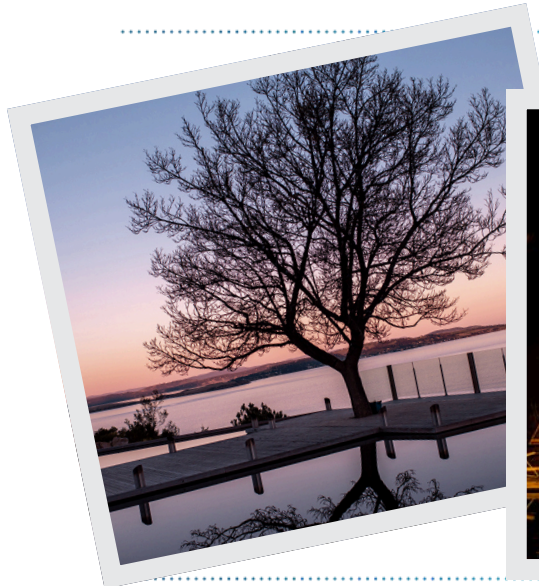
**SOLD**

# SOCIAL EVENT OPPORTUNITIES

## WELCOME COCKTAIL 12 MAY

One opportunity  
**\$10,000 INC. GST**

Sponsor the opening night and get ready to party as we officially begin the conference. Enjoy the sunset with breathtaking views under the lush Tasmanian bush land with spectacular food, and of course, the wonderful company.



### Inclusions:

- 5 minute speaking opportunity and acknowledgement on the evening
- Signage displayed during the event (to be provided by sponsor)
- Logo on the conference website
- 2 x Full Registrations, worth up to \$2,900 (including conference, Welcome Cocktail, Social Function, and the Australasia Awards)
- Recognition in a pre-conference EDM and the added opportunity to provide a 60 word message to be included in this opportunity (design and date of EDM release is at the discretion of SCA)
- Opportunity for a giveaway in line with cocktail theme (sponsor to provide)
- Acknowledgement in the SCA conference program

**To qualify for this opportunity, it is a requirement that your company must not be a competitor of our National Partners.**

# SOCIAL FUNCTION

## 13 MAY

One opportunity  
**\$7,000 INC. GST**

An unforgettable evening at the waterfront, enjoying the stunning harbour view.

Take the opportunity to display your branding while enjoying the company of your peers over delicious food and music.



### Inclusions:

- 5 minute speaking opportunity and acknowledgement on the evening
- Signage displayed during the event (to be organised by sponsor)
- Logo on the conference website
- 1 x Full Registration, worth up to \$1,450 (including conference, Welcome Cocktail, Social Function, and the Australasia Awards)
- Recognition in a pre-conference EDM and the added opportunity to provide a 60 word message to be included in this opportunity (design and date of EDM release is at the discretion of SCA)
- Opportunity to provide a giveaway in line with the theme (sponsor to provide)
- Acknowledgment in the SCA conference program

**To qualify for this opportunity, it is a requirement that your company must not be a competitor of our National Partners.**



# MEAL BREAK OPPORTUNITIES

Delegates at the conference will enjoy a buffet lunch each conference day as well as morning and afternoon tea. This is a great branding opportunity for you to be at the forefront of new and existing business.

## CONFERENCE LUNCH

Two opportunities (one per day)

**\$3,000 INC. GST EACH**

- LUNCH ON 13 MAY
- LUNCH ON 14 MAY

### Inclusions:

- Logo on main screen prior to and after meal break
- Logo featured at meal stations
- Logo on the official conference website
- Logo in the official conference program
- MC acknowledgement

## CONFERENCE REFRESHMENTS

Three opportunities (one per break)

**\$1,700 INC. GST EACH**

- MORNING TEA ON 13 MAY
- AFTERNOON TEA ON 13 MAY - **SOLD**
- MORNING TEA ON 14 MAY

### Inclusions:

- Logo on main screen prior to and after meal break
- Logo featured at meal stations
- Logo on the official conference website
- Logo in the official conference program
- MC acknowledgement



**SOLD**

## BARISTA COFFEE CART

Two opportunities

**\$6,000 INC. GST EACH**

- 13 & 14 MAY

### Inclusions:

- Logo on main screen prior to and after meal break
- Logo featured on the coffee cart (at sponsor's expense)
- Logo on the official conference website
- Logo in the official conference program
- Barista coffee cart for the two days
- Opportunity to provide branded cups (at sponsor's expense)

## TEA & COFFEE STATION

Two opportunities (one per day)

**\$1,500 INC. GST EACH**

- 13 MAY - **SOLD**
- 14 MAY

### Inclusions:

- Logo on main screen prior to and after meal break
- Logo featured on all tea and instant coffee stations
- Logo on the official conference website
- Logo in the official conference program
- Opportunity to provide branded tablecloths (at sponsor's expense)
- MC acknowledgement



**SOLD**

## SOFT DRINKS STATION

Two opportunities (one per day  
during lunch time)

**\$1,250 INC. GST EACH**

- 13 MAY
- 14 MAY

### Inclusions:

- Logo on main screen prior to meal break
- Logo featured on the soft drinks station
- Logo on the official conference website
- Logo in the official conference program
- MC acknowledgement

## HYDRATION STATION

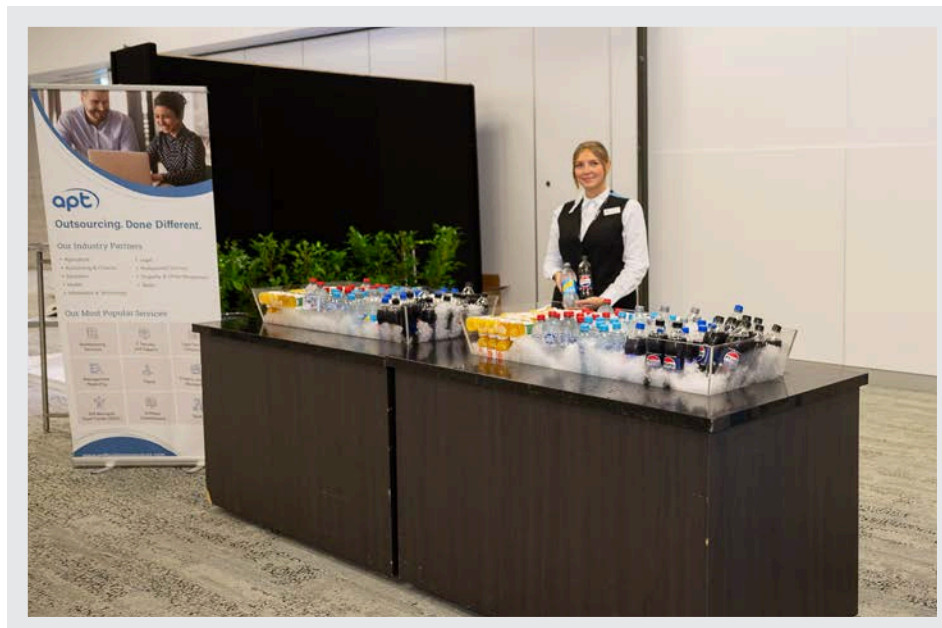
One opportunity

**\$1,800 INC. GST**

**ON HOLD**

### Inclusions:

- Logo on main screen prior to meal break
- Logo on the official conference website
- Logo in the official conference program
- MC acknowledgement
- Opportunity to provide branded water bottles (at sponsor's expense)





**SOLD**

## OTHER OPPORTUNITIES

### PENS

One opportunity  
**\$1,800 INC. GST**

#### Inclusions:

- Logo on the official conference website
- Logo in the official conference program
- MC acknowledgement
- Opportunity to provide branded pens (at sponsor's expense)



To lodge your interest in an opportunity, please complete the booking form.

[BOOKING FORM](#)



If you have an enquiry, please send an email to [events@strata.community](mailto:events@strata.community)

# TERMS & CONDITIONS

Sponsors and Exhibitors are accepted at the discretion of Strata Community Association Ltd (SCA), and sponsors and exhibitors participate on the understanding that:

- A minimum requirement of the 2025 SCA Australasia Conference attendance is that all companies must be a current member of an SCA region to sponsor and/or exhibit.
- Sponsorship or Exhibiting does not include accommodation or airfares.
- Any variations required to the exhibition floor plan will be at the discretion of the organiser; it is subject to change at any time.
- Ensure that there is a sponsorship liaison person available to SCA at all reasonable times leading up to the Event, for the duration of the Event and after the Event until any resulting matters are finalised.
- Additional items including furniture are at the exhibitor's expense. For additional items to hire, the contracted trade stand builder details will be given to you upon confirming your sponsorship.
- Premium & Standard Exhibitor Packs - For safety purposes only 3 representatives are to be at the trade exhibitor stand at any one time. Different times can have different representatives however SCA must be informed of names. This does not apply to National Partners who are allowed to have 6 exhibitors at any one time.
- Obligations and activities are carried out in a manner that enhances the reputation of SCA and the event in general.

## Booking

- To lodge your interest in an opportunity, please complete the [booking form](#).
- 2024 Sponsors and Exhibitors will be offered the opportunity first and given 10 business days to confirm interest. You are welcome to go on a waiting list during this period. Please email [events@strata.community](mailto:events@strata.community)
- By completing the booking form you acknowledge and accept the terms and conditions for Sponsors and Exhibitors.
- To read the full information [click here](#).

## Payment

- A 50% deposit is required at the time of booking. You will then have the option of paying the balance prior to the conference, which must be received no later than Friday 28 March 2025.
- Booths must be confirmed and paid in full before Friday 28 March 2025 (unless sold out prior).
- Booth numbers will only be allocated to companies who pay their 50% deposit.
- Booths are allocated on a first-in-best-dressed policy.

## Cancellation Policy

- Cancellations received prior to Friday 28 March 2025 will incur a 30% charge of your applicable booking.
- Cancellations received on or after Friday 28 March 2025 are not-refundable.

**Note: ALL cancellations must be received in writing to SCA Head Office via email to [events@strata.community](mailto:events@strata.community).**

## Artwork

Within 7 days of completing the booking form you will need to provide:

- High-resolution PNG, JPEG or EPS company logo (must provide high-resolution for printing)
- Hyperlink to your website
- Contact number and email for directory listing in the conference program

All deadlines for logos, artwork, and signage must be met. SCA cannot guarantee the accuracy of delivery of any materials delivered outside of the agreed deadlines.

Colour reproduction will, when printed, be as close to the specified colours as practical.

Provision of banner and any other promotional material (including any relevant freight cost) is the responsibility of the sponsor and/or exhibitor.

## Name Badges

Your name badge is your passport to access all events and meals included in your registration. Please ensure your badge is visible at all times and worn only by the correct person. We can't guarantee a professional badge will be printed if the delegate transfer is not received by Thursday 24 April 2025.

## Dietary Requirements

Dietary Requirements must be provided by Thursday 24 April 2025. Although SCA will make every effort to accommodate late additions, please note that due to varying venue terms and conditions, we cannot guarantee that any dietary requirements received after this date can be accommodated.

## Code of Conduct

The Strata Community Association (SCA) continually seeks to provide a conference environment of mutual respect in which participants may learn, network, and enjoy the company of their peers. We recognise a shared responsibility to create that environment for the benefit of all.

Participants must obey by **Event Etiquette and Standards of Behaviour Policy** in all conference venues and conference social events.

**Any form of harassment will not be tolerated**, whether intentional or unintentional. Anyone who is reported will be removed from the Conference and may result in exclusion from future SCA events.

Security throughout the event will exercise discretion in permitting entry based on adherence to the designated dress code and sobriety standards. Individuals who are deemed to be intoxicated or not in compliance with the dress code may be denied entry at the discretion of security and the venues.

## Privacy

The Privacy Act 1988 provides that, before your name and contact information can be published on the conference delegate list for distribution to fellow delegates or any other party, you must give your consent. If you DO NOT wish to have your name, email address, and company name included in the list of delegates please indicate on the registration form. SCA Head Office takes reasonable steps to ensure your personal information is not exposed to misuse, loss or unauthorised access. At any event held by SCA Head Office, your image may be photographed or filmed at any time throughout the event. We may use, publish or reproduce your image or recording of you in any form of published communication material to promote our services and to report on its events through its publications and resource material such as our Annual Report, Inside Strata magazine, e-bulletins, website and direct email campaigns etc. Your consent to the use of your image in full or part for any SCA related purpose is taken to be given by attending this event. Should you not wish to have your image photographed or filmed, please contact us at [events@strata.community](mailto:events@strata.community) to advise that you do not wish to be photographed or filmed.

## Policy on “Suitcasing” and “Outboarding”

In order to protect our valued exhibitor and conference partners, and the investments they have made in participation in the 2025 SCA Australasia Conference, we are enforcing a strict “suitcasing” and “outboarding” policy.

### Suitcasing

Suitcasing will not be tolerated at all.

Any Strata Services delegate who is not an exhibitor of the conference is NOT permitted to openly market products/services during the conference.

Delegates who are not official exhibitors or sponsors of the conference may:

- Converse and network with other delegates
- Hand out business cards.

Delegates who are not official exhibitors or sponsors of the conference may NOT:

- Hand out any form of marketing material for products/services of their organisation;
- Attempt to sell or market services or products verbally;
- Make appointments to meet with delegates during the conference period or conduct meetings and product demonstrations;
- Wear any branded clothing with identifying organisation logos or text during the conference or its functions. (This is applicable only to service providers and not strata managers);
- Send unsolicited emails to attendees or exhibitors prior to and during the conference promoting your products and services, offering meetings, and/or promotions during the conference.

**Note: Breaking these terms may mean removal from the conference, a fine equal to the cost of a conference sponsorship and/or the penalty of suspension from the next year's conference and potential loss of membership.**

### Unofficial Events “Outboarding”

SCA will not permit any organisation, whether or not a sponsor of the conference, to host any event, any kind of invitation only or private event within the conference dates (from 12 May to 14 May 2025) that has not been booked and advertised through SCA.

**Note: Breaking these conditions carries the penalty of suspension from the following year's conference and potential loss of membership.**

### Insurance Disclaimer

Regulations set by the Strata Community Association Head Office and the Hobart Convention and Exhibition Centre (Grand Chancellor) require that the former must sight exhibitors' public liability cover. Please extend your public liability to cover your display and email the front cover of your Public Liability Policy to [events@strata.community](mailto:events@strata.community) by Friday, 4 April 2025.

SCA must have evidence of your public liability or a copy of your indemnity before we can allow you to set up your display.

Dates required to be covered by your public liability are:

- Monday 12 May 2025
- Tuesday 13 May 2025
- Wednesday 14 May 2025

SCA cannot take any responsibility for any participant failing to arrange their own insurance.

SCA does not provide insurance coverage for any accidental injuries, loss or damage for Exhibitors/ Sponsors at the events.

### Force Majeure

Where there is an agreement between SCA and a Sponsor or registrant, it is automatically null and void if any events offered are cancelled due to an act of God including, but not limited to, hurricane, earthquake, flood, volcanic eruption, tornado, famine, terrorism, war, or pandemic. In the event of cancellation due to an act of God neither party shall be liable for any further payments.



## Accommodation

Terms and conditions apply to all hotel offers, please review specific terms for your selected hotel before completing your booking. If you have a subscription to any loyalty programs affiliated with these hotels, we recommend you check and compare the rates against these arrangements. A number of rooms are secured for SCA with the Grand Chancellor but are subject to availability. No guarantee can be given as to the availability of the desired rooms or general availability.

Strata Community Association takes no responsibility for any direct bookings made by delegates using the accommodation links or through the Accommodation Block at the Grand Chancellor. Any inquiries are to be made directly to the hotel.

SCA is not responsible for any accommodation cancellations and refunds. You need to contact the hotel directly and review the terms and conditions you agreed upon confirming your booking.

## Venue

SCA and event venues are not responsible for any lost, stolen, or damaged personal belongings. Delegates are advised to keep their valuables secure at all times.

## SCA Contact Details

**Strata Community Association**  
**PO Box 256**  
**Cherrybrook NSW 2126**  
**[events@strata.community](mailto:events@strata.community)**