

**2025  
26**

# **SPONSORSHIP PROSPECTUS**



strata  
community  
association®  
VIC



# TABLE OF CONTENTS

About SCA (VIC) Sponsorship	3
-----------------------------------	---

What your sponsorship does	4
----------------------------------	---

Platinum Sponsorship	6
-------------------------	---

Gold Sponsorship	8
---------------------	---

Silver Sponsorship	10
-----------------------	----

Entitlements Breakdown	12
---------------------------	----

Contact Us	14
------------	----



# ABOUT SCA (VIC) SPONSORSHIP



SCA (Vic) is the peak industry association representing strata professionals.

Partnering with SCA (Vic) opens the door to the power of connection. It gives you direct access to key decision-makers and a community of over **1,300 engaged members** who are actively seeking the products and services you provide. This partnership expands your brand's visibility, helps you reach new potential customers, and boosts your competitive advantage by placing you at the heart of the industry.

Over **1.8 Million Victorians** live in Strata communities. The need for Strata Managers, Owners Corporations and suppliers to the industry to be well-informed is critical.



**OVER 260**  
**STRATA COMPANY MEMBERS**

**OVER 1,300**  
**INDIVIDUAL STRATA  
PROFESSIONAL MEMBERS**

This is your opportunity to:

**Work with the peak body** that represents one of the fastest growing industries in the nation—the prevalence and importance of which is ever increasing

**Place your brand in front of Strata Managers** that collect and spend over \$1 billion per year, with an asset value of over \$300 billion

**Engage with decision makers** the principals, senior managers and staff of Strata Management Companies

**Promote your business** as a key leader within the strata industry

**Have a seat at the table** to formulate effective and sensible policy outcomes to improve and advance the strata sector in Victoria



**REPRESENTING**  
**OVER 515,000**  
**INDIVIDUAL LOTS**



**REGISTRATIONS OF**  
**OVER 4,000**  
**MEMBERS TO SCA  
WORKSHOPS AND EVENTS  
EACH YEAR**



# WHAT YOUR SPONSORSHIP DOES



Professionalises the strata industry to ensure strata management becomes a recognised profession and a clear pathway



Facilitates advocacy to government for changes to legislation, policies and regulation



Educates & supports members and lot owners

Enables research to be undertaken by professional and reputable bodies to establish solutions to improve the industry





**Access over  
260 Strata  
Management  
Companies**



**that represent  
over 515,000 lots**



**and stand out as a  
key industry leader**



# PLATINUM SPONSORSHIP

INVESTMENT

**\$37,800**

GST EXCLUSIVE

## Exclusivity

No directly competing company or organisation of the sponsor will be accepted as a sponsor of SCA (Vic) at Platinum level for the term of your agreement. A maximum of 4 sponsors will be accepted at Platinum level.

## Membership

Complimentary Large Strata Services Company Membership of SCA (Vic) that includes:

- Membership for the company and unlimited staff
- Voting entitlements for all individual member staff

## SCA (Vic) Symposium

- Complimentary registration at the Symposium for 4 representatives
- Complimentary double exhibition booth and choice of location at the venue (in order of tenure)
- Sponsorship of a session and opportunity to introduce presenter
- Platinum Sponsorship status on Delegate Notebooks and Sponsor Event Banner
- Supply of electronic delegate listing (within privacy law requirements)

## SCA (Vic) Pillar Awards

- Complimentary registration for 8 representatives (reserved seating in prime position)
- Sponsorship of 1 trophy category– logo on trophy and opportunity to present trophy to winner
- Supply of award category electronic logo
- Supply of electronic delegate listing (within privacy law requirements)

## SCA (Vic) Principals' Retreat

- Exclusive to Platinum & Gold Sponsors only
- Complimentary registration for 2 sponsor representatives, that includes 3 networking events, 2 conference days, and all activities
- Platinum Sponsor status on all delegate notebooks
- Supply of electronic delegate listing (within privacy law requirements)

## Principals & Senior Leaders' Afternoon Off

- Exclusive to Platinum & Gold Sponsors only
- Complimentary registration for 2 representatives.
- Supply of electronic delegate listing (within privacy law requirements)

## Law Forum

- Complimentary registration for 4 representatives
- Supply of electronic delegate listing (within privacy law requirements)

## International Women's Day Luncheon

- Complimentary registration for 4 representatives
- Supply of electronic delegate listing (within privacy law requirements)

## Education Seminars/Roundtables

- Sole sponsorship of 1 in-person Seminar
- Sole sponsorship of 1 in-person Roundtable
- Opportunity to introduce presenter & advise sponsor services (up to 5 minutes) at each Seminar/Roundtable
- Promotion of sponsorship of Seminar/Roundtable in all event marketing
- Complimentary registration for 2 representatives at all in person Seminars/Roundtables
- Supply of electronic delegate listing (within privacy law requirements)

## Webinars

- Complimentary registration for 2 representatives at all webinars

## Networking Events

Complimentary registration for 2 representatives at 2 nominated events.

## Industry Dinner

Complimentary registration for 1 representative at annual dinner with the SCA (Vic) Board and staff.



The Platinum Sponsorship Package is the premier package offered to a maximum of four leading suppliers seeking to forge a long-term relationship with SCA (Vic) and partner with us to grow the industry.

### Logo Advertising

Platinum sponsorship recognition on the following:

- All pages of SCA (Vic) website (with link)
- All SCA (Vic) staff email footers
- SCA (Vic) event sponsor banner
- All SCA (Vic) e-Newsletter updates
- Supply of a SCA (Vic) Platinum Sponsor electronic logo

### Sponsor Services Online Booklet

Opportunity to provide advertisement for booklet that is displayed on SCA (Vic) website and promoted to SCA (Vic) members.

### Member e-Newsletters/Inside Strata

- Opportunity to provide profile feature that promotes the sponsor in 1 edition of a member e-newsletter
- Opportunity to write a maximum of 8 educational editorials for SCA (Vic)
- to display on the Inside Strata website

### Direct Mail Opportunity

Opportunity to direct mail (surface mail) SCA (Vic) members once per sponsorship year (all associated costs to be paid by sponsor).

### Additional Benefits

- Engraved sponsor plaque (optional)
- Square advertisement on the SCA National Directory
- Discount for advertisements in the national Inside Strata Magazine





# GOLD SPONSORSHIP

INVESTMENT

## \$24,300

GST EXCLUSIVE

### Exclusivity

No more than 2 directly competing companies or organisations will be accepted as a sponsor of SCA (Vic) at Gold level for the term of your agreement. A maximum of 12 sponsors will be accepted at Gold level.

### Membership

Complimentary Large Strata Services Membership of SCA (Vic) that includes:

- Membership for the company and unlimited staff
- Voting entitlements for all individual member staff

### SCA (Vic) Symposium

- Complimentary exhibition booth
- Complimentary registration at the Symposium for 3 representatives
- Gold Sponsor status on Delegate Notebooks
- Supply of electronic delegate listing (within privacy law requirements)

### SCA (Vic) Pillar Awards

- Complimentary registration for 8 representatives
- Supply of electronic delegate listing (within privacy law requirements)

### Law Forum

- Complimentary registration for 2 representatives
- Supply of electronic delegate listing (within privacy law requirements)

### International Women's Day Luncheon

- Complimentary registration for 2 representatives
- Supply of electronic delegate listing (within privacy law requirements)

### SCA (Vic) Principals' Retreat

- Exclusive to Platinum & Gold Sponsors only
- Complimentary registration for 1 representative representative that includes 3 networking events, 2 conference days, and all activities
- Gold Sponsor status on delegate notebooks
- Supply of electronic delegate listing (within privacy law requirements)

### Principals & Senior Leaders Afternoon Off

- Complimentary registration for 1 sponsor representative
- Supply of electronic delegate listing (within privacy law requirements)

### Education Seminars

- Complimentary registration for 1 representative to attend all education seminars

### Webinars

- Sole sponsorship of 1 SCA (Vic) education webinar
- Complimentary registration for 2 representatives at all webinars

### Networking Events

Complimentary registration for 1 representative at 2 nominated events.

### Industry Dinner

Complimentary registration for 1 representative at annual dinner with the SCA (Vic) Board and staff.





Gold sponsorships are offered to a maximum of 12 leading suppliers seeking the opportunity to build a sustained presence with SCA (Vic) members.

### Logo Advertising

Gold Sponsorship recognition on the following:

- All pages of SCA (Vic) website (with link)
- All SCA (Vic) staff email footers
- All SCA (Vic) member e-newsletters
- SCA (Vic) event sponsor banner
- Supply of a SCA (Vic) Gold Sponsor electronic logo

### Sponsor Services Online Booklet

Opportunity to provide advertisement for booklet that is displayed on SCA (Vic) website and promoted to SCA (Vic) members.

### Member e-Newsletters/Inside Strata

- Opportunity to provide profile feature that promotes the sponsor in 1 edition of the member e-newsletter
- Opportunity to write a maximum of 5 educational editorials for SCA (Vic) to display on the Inside Strata website

### Direct Mail Opportunity

Opportunity to direct mail (surface mail) SCA (Vic) members once per sponsorship year (all associated costs to be paid by sponsor).

### Additional Benefits

- Engraved sponsor plaque (optional)
- Square advertisement on the SCA National Directory
- Discount for advertisements in the national Inside Strata Magazine





# SILVER SPONSORSHIP

INVESTMENT

## \$8,100

GST EXCLUSIVE

### Exclusivity

No more than 3 directly competing companies or organisations will be accepted as a sponsor of SCA (Vic) at Silver level for the term of your agreement. A maximum of 16 sponsors will be accepted at Silver level.

### Membership

Complimentary Large Strata Services Company Membership of SCA (Vic) that includes:

- Membership for the company and unlimited staff
- Voting entitlements for all individual member staff

### SCA (Vic) Symposium

- Complimentary registration at the Symposium for 2 representatives
- Option of discounted exhibition booth opportunity (additional cost of \$4160 +GST)
- Silver Sponsor status on Delegate Notebooks
- Supply of electronic delegate listing (within privacy law requirements)

### SCA (Vic) Pillar Awards

- Complimentary registration for 4 representatives
- Supply of electronic delegate listing (within privacy law requirements)

### Education Seminars

- Complimentary registration for 1 representative for all seminars (excludes Roundtables)

### Law Forum

- Complimentary registration for 1 representative
- Supply of electronic delegate listing (within privacy law requirements)

### International Women's Day Luncheon

- Complimentary registration for 1 representative
- Supply of electronic delegate listing (within privacy law requirements)

### Industry Dinner

Complimentary registration for 1 representative to attend an annual dinner with the SCA (Vic) Board and staff.

### Networking Events

Complimentary registration for 1 representative at 2 nominated events.

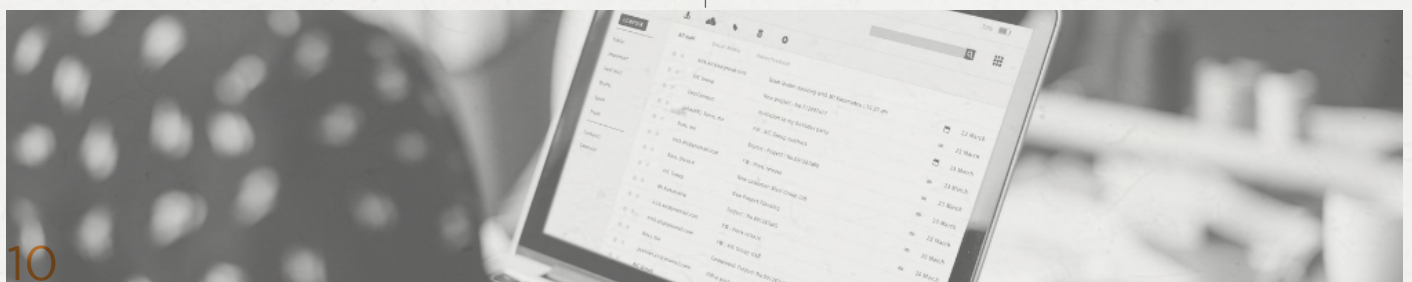
### Webinars

- Complimentary registration for 1 representative at all webinars

### Logo Advertising

Silver Sponsorship recognition on the following:

- All pages of SCA (Vic) website (with link)
- All SCA (Vic) staff email footers
- SCA (Vic) event sponsor banner
- Supply of a SCA (Vic) Silver Sponsor electronic logo





Silver sponsorships are offered to a maximum of 16 leading suppliers seeking the opportunity to build a targeted presence with SCA (Vic) members.

#### **Sponsor Services Online Booklet**

- Opportunity to provide advertisement for booklet that is displayed on SCA (Vic) website and promoted to SCA (Vic) members.

#### **Member e-Newsletters/Inside Strata**

- Opportunity to provide profile feature that promotes the sponsor in 1 member e-newsletter
- Opportunity to write 3 educational editorials for SCA (Vic) to display on the Inside Strata website

#### **Direct Mail Opportunity**

Opportunity to direct mail (surface mail) SCA (Vic) members once per sponsorship year (all associated costs to be paid by sponsor).

#### **Additional Benefits**

- Engraved sponsor plaque (optional)
- Square advertisement on the SCA National Directory
- Discount for advertisements in the national Inside Strata Magazine





# ENTITLEMENTS

	PLATINUM	GOLD	SILVER
<b>Membership</b>			
Membership for the company	Yes	Yes	Yes
Individual Memberships with voting entitlements	Unlimited	Unlimited	Unlimited

<b>Symposium</b>			
Exhibition Booth	Double	Single	Add-On
Complimentary registration	4	3	2
Sponsorship of Conference Session	Yes	Add-On	Add-On
Logo on delegate notebooks	Yes	Yes	Yes
Electronic delegate listing	Yes	Yes	Yes

<b>Principals' Retreat</b>			
Complimentary registration	2	1	N/A
Electronic delegate listing	Yes	Yes	N/A

<b>Pillar Awards</b>			
Sponsorship of trophy category	Yes	Add-On	Add-On
Complimentary registration	8	8	4
Electronic sponsor logo provided	Yes	Add-On	Add-On
Electronic delegate listing	Yes	Yes	Yes

<b>Education Workshops/Webinars</b>			
Sponsorship of 1 education event with 5 minute speaking opportunity	Yes	No	No
Sponsorship of 1 education webinar with 5 minute speaking opportunity	No	Yes	No
Complimentary registration (workshops & webinars) - excludes Roundtables	2	1	1
Complimentary registration Roundtables	1	No	No

<b>Principal &amp; Senior Leaders Afternoon Off</b>			
Complimentary registration	2	1	N/A

<b>Other Events</b>			
Complimentary registration to 2 nominated networking events	2	1	1
Complimentary registration to Law Forum	4	2	1
Complimentary registration to International Women's Day	4	2	1
Industry Dinner with SCA (Vic) Board and Staff	1	1	1



# BREAKDOWN

	PLATINUM	GOLD	SILVER
<b>Advertising</b>			
Advertisement on Sponsor Services Online Booklet displayed on SCA (Vic) website	Yes	Yes	Yes
Logo displayed on SCA (Vic) staff email footers	Yes	Yes	Yes
Logo displayed on SCA (Vic) Member E-Newsletter Updates	Yes	Yes	Yes
Logo displayed on SCA (Vic) sponsor's banner displayed at events	Yes	Yes	Yes
Logo displayed on SCA (Vic) website with a link to the sponsor's website	Yes	Yes	Yes
Sponsor provided with SCA (Vic) Sponsor Logo to use on marketing collateral	Yes	Yes	Yes
Opportunity to include an advertisement on the National Directory	Yes	Yes	Yes

<b>Member e-Newsletter Updates &amp; Direct Mailout</b>			
Opportunity to provide profile feature in 1 edition of the Member Update	Yes	Yes	Yes
Opportunity to write educational editorials to be featured on the Inside Strata website	Maximum 8	Maximum 5	Maximum 3
Opportunity for SCA (Vic) to send a direct mailout to all members on behalf of the sponsor	Yes	Yes	Yes

<b>Additional Benefits</b>			
Engraved SCA (Vic) sponsorship plaque provided to sponsor (complimentary)	Optional	Optional	Optional
Discount provided to advertise in the SCA National Inside Strata magazine	Yes	Yes	Yes

## Payment Terms of Sponsorship

Following the execution of the annual sponsorship contract by all parties, Platinum and Gold Sponsorships will be invoiced quarterly with the first invoice in July 2025. Silver Sponsorships will be invoiced 50% in July 2025 and 50% in October 2025.

Any variation to the above payment terms must be approved by the Board of Directors.



# CONTACT US

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