**Who we are**

CoreNet Global is a non-profit association, headquartered in Atlanta, Georgia (US), representing more than 11,000 executives in 50 countries with strategic responsibility for the real estate assets of large corporations. The organization's mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, designations and networking in 46 local chapters and networking groups globally.

**Our Mission**

CoreNet Global's mission is to advance the practice of corporate real estate through professional development opportunities, publications, research, conferences, and chapters and networking groups.

CoreNet Global aims to broaden its network, raise the profile of corporate real estate, serve as the profession's voice and thought leader and champion the profession's development and maturity.

**Who are our members**

**End Users** are corporate occupiers and corporate tenants forming the industry’s demand side. The end user membership base is diverse and spans industries including high-tech, financial services, manufacturing, pharmaceutical, telecommunications, healthcare, insurance and oil and gas. Google, Unilever, International Monetary Fund, Oracle, Coca-Cola, Amazon, AT&T, General Motors, Barclays and Shell are among our many member companies.

**Service Providers** are strategic partners and outsourced service partners forming the industry’s supply side. Virtually all corporate real estate departments partner with external service provider companies to deliver services needed to acquire, maintain and dispose of real estate. These services include but are not limited to brokerage, site selection, architecture and interior design, lease administration, facilities management, and technology platforms. One of the long-term trends in the CRE profession is toward leaner, smaller internal CRE teams focused primarily on strategy and client relationship management, with growing dependence on external service provider companies for tactical delivery and execution. Those external service providers are also members of the association.
**Chapter Sponsorship Packages – Australia**

The Australia Chapter is an influential group of Corporate Real Estate and Property Professionals. Our membership is comprised of senior officers managing and providing services for the real estate and property assets of companies such as AGL Energy, ANZ, CSIRO, Reserve Bank of Australia, Telstra, Westpac, Zurich and many others.

The Australia Chapter offers a unique blend of professional events and activities aimed at informing and educating our members and their associates. This in turn represents a great opportunity for sponsors to profile their organisations, projects and services. The sponsorship period now being offered is for 1 January to 31 December 2020 (inclusive).

**Unique Opportunity**

Chapter level sponsorship is a great opportunity to gain a ‘seat at the table’ with a peak body organisation that enjoys a well-respected profile in the property industry.

The following prospectus details the costs and benefits associated with six discrete levels of support. CoreNet Global’s Australia Executive Committee is pleased to offer this value proposition to prospective partner companies willing to become involved in the growth and ongoing professional development of a key part of the Australia property industry.

**2020 Event Calendar**

The Australia Chapter hosted approximately 32 events in 2019 with an average of 70 attendees at each event. These attendees represent over 70 corporations and business sectors ranging from financial, legal, construction and facilities management, design and development, as well as all levels of government. You can be assured of a similar profile and exposure in 2020.
## 2019 Strategic Partners Sponsorship Packages

<table>
<thead>
<tr>
<th>Year</th>
<th>Principal Owner / Landlord</th>
<th>Platinum Service Provider</th>
<th>Platinum Corporate End User</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
<th>Sector</th>
<th>Venue Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1</td>
<td>$30,000</td>
<td>$30,000</td>
<td>$20,000</td>
<td>$12,000</td>
<td>$15,000</td>
<td>$10,000</td>
<td>$6,000</td>
<td>$15,000 at cost</td>
</tr>
<tr>
<td>Loyalty Rate Year 2</td>
<td>$35,000</td>
<td>$30,000</td>
<td>$20,000</td>
<td>$12,000</td>
<td>$12,500</td>
<td>$9,000</td>
<td>$6,000</td>
<td></td>
</tr>
<tr>
<td>Loyalty Rate Year 3</td>
<td>$35,000</td>
<td>$30,000</td>
<td>$20,000</td>
<td>$12,000</td>
<td>$10,000</td>
<td>$8,000</td>
<td>$6,000</td>
<td></td>
</tr>
<tr>
<td>Loyalty Rate Ongoing</td>
<td>$35,000</td>
<td>$30,000</td>
<td>$20,000</td>
<td>$12,000</td>
<td>$10,000</td>
<td>$8,000</td>
<td>$6,000</td>
<td></td>
</tr>
</tbody>
</table>

### Acknowledgement
- Acknowledgment at Chapter events
  - X
  - X
  - X
  - X
  - X
  - X
  - X
  - X
  - X
  - At sponsored

### Promotional
- Option to have company logo with link on Australia Chapter website
  - X
  - X
  - X
  - X
  - X
  - X
  - X
  - X
  - X

- Option to have company logo on Australia Chapter communications
  - X
  - X
  - X
  - X
  - X
  - X
  - X
  - For hosted event

- Option to provide promotional ‘give-aways’ at Chapter events
  - X
  - X
  - X
  - X
  - X
  - X
  - Where relevant
  - At sponsored

- Option to introduce session at Australia Annual Conference
  - X

### Membership Access
- Option to host a boardroom lunch with 30% attendance by Sponsor
  - X
  - X

- Access to attendee/company list prior to Australia Chapter events by request
  - X
  - X
  - X
  - X

- Access to company list prior to Australia Chapter events by request
  - X
  - X
  - X
  - X

### VIP Treatment
- Option to have a Senior Executive at VIP table at Australia Annual Conference and be introduced to VIP guests
  - X
  - X
  - X
  - X

- Premium seating at Australia Annual Conference
  - X
  - X
  - X

- Option to host 1 chapter forum/site visit networking events (or more as agreed)
  - X
  - X
  - X

### Program Benefits
- Option to showcase company/project at one selected Chapter Forum/Site Visit
  - X
  - X
  - X
  - X

- Option to display company video during break at a relevant major event as agreed with Australia Program Committee
  - X
  - X
  - X

- Option to introduce one session at relevant major events
  - X
  - X
  - X

- Option to have one of your staff apply to sit on the Australia Program Committee
  - X
  - X
  - X

### Participation Benefits
- Attendance at Australia Chapter Forum Events
  - 4
  - 2
  - 2
  - 2
  - 2
  - 1
  - 1
  - 1
  - 1

- Attendance at Australia Chapter Site Visit Event
  - 2
  - 1
  - 1
  - 1
  - 1
  - 1
  - 1

- Attendance at Australia Annual Conference
  - 8
  - 4
  - 4
  - 3
  - 2
  - 1
  - -
  - -

- Attendance at Canberra Half Day Event
  - 2
  - 2
  - 2
  - 2
  - 1
  - -
  - -
  - -

- Invitation to Sponsors Lunch
  - 3
  - 2
  - 2
  - 2
  - 1
  - 1
  - 1

- Value
  - $16,050
  - $8,500
  - $8,500
  - $8,500
  - $7,150
  - $3,750
  - $3,050
  - $3,950
  - $3,250

### Memberships
- Number of Individual Memberships included in package
  - 4
  - 2
  - 2
  - 2
  - 1
  - 1
  - 1
  - 1
  - 1
Annual Sponsorship Packages

**Principal**
Limited to 1 Sponsor
Taken

**Acknowledgement**
- Acknowledgment at Chapter events

**Promotional**
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications
- Option to provide promotional ‘give-aways’ at Chapter events
- Option to introduce session at the Australia Annual Conference

**Membership Access**
- Option to host a boardroom lunch with 30% attendance by Sponsor
- Access to attendee/company list prior to Australia Chapter events by request

**VIP treatment**
- Option to have a Senior Executive at VIP table at Australia Annual Conference and be introduced to VIP guests
- Premium seating at Australia Annual Conference
- Option to host 1 chapter forum/site visit networking events (or more as agreed)

**Program Benefits**
- Option to showcase company/project at one selected Chapter Forum/Site Visit
- Option to display company video during break at a relevant major event as agreed with Program Committee
- Option to introduce one session at relevant major events
- Option to have one of your staff apply to sit on the Program Committee

**Participation Benefits**
- Attendance at Australia Chapter Forum Events - 4 tickets
- Attendance at Australia Chapter Site Visit Events - 2 tickets
- Attendance at Australia Annual Conference - 8 tickets
- Attendance at Australia Chapter Networking events (new member and end of year) - 4 tickets
- Attendance at Canberra Half Day Event - 2 tickets
- Invitation to Sponsors Lunch - 3 invitations

**Membership**
- 4 complimentary memberships included
Annual Sponsorship Packages

Platinum - Landlord
Limited to 1 Sponsor
$30,000 + GST

Acknowledgement
- Acknowledgment at Chapter events

Promotional
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications
- Option to provide promotional ‘give-aways’ at Chapter events

Membership Access
- Access to attendee/company list prior to Chapter events by request

VIP treatment
- Option to have a Senior Executive at VIP table at Australia Annual Conference and be introduced to VIP guests
- Premium seating at Australia Annual Conference
- Option to host 1 chapter forum/site visit networking events (or more as agreed)

Program Benefits
- Option to showcase company/project at one selected Chapter Forum/Site Visit
- Option to display company video during break at a relevant major event as agreed with Program Committee
- Option to introduce one session at relevant major events
- Option to have one of your staff apply to sit on the Australia Program Committee

Participation Benefits
- Attendance at Australia Chapter Forum Events - 2 tickets
- Attendance at Australia Chapter Site Visit Events - 1 tickets
- Attendance at Australia Annual Conference - 4 tickets
- Attendance at Australia Chapter Networking events (new member and end of year) - 3 tickets
- Attendance at Canberra Half Day Event - 2 tickets
- Invitation to Sponsors Lunch - 2 invitations

Membership
- 2 complimentary memberships included
Annual Sponsorship Packages

**Platinum - Service Provider**
Limited to 1 Sponsor
$20,000 + GST

**Acknowledgement**
- Acknowledgment at Chapter events

**Promotional**
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications
- Option to provide promotional ‘give-aways’ at Chapter events

**Membership Access**
- Access to attendee/company list prior to Chapter events by request

**VIP treatment**
- Option to have a Senior Executive at VIP table at Australia Annual Conference and be introduced to VIP guests
- Premium seating at Australia Annual Conference
- Option to host 1 chapter forum/site visit networking events (or more as agreed)

**Program Benefits**
- Option to showcase company/project at one selected Chapter Forum/Site Visit
- Option to display company video during break at a relevant major event as agreed with Program Committee
- Option to introduce one session at relevant major events
- Option to have one of your staff apply to sit on the Australia Program Committee

**Participation Benefits**
- Attendance at Australia Chapter Forum Events - 2 tickets
- Attendance at Australia Chapter Site Visit Events - 1 tickets
- Attendance at Australia Annual Conference - 4 tickets
- Attendance at Australia Chapter Networking events (new member and end of year) - 3 tickets
- Attendance at Canberra Half Day Event - 2 tickets
- Invitation to Sponsors Lunch - 2 invitations

**Membership**
- 2 complimentary memberships included
Annual Sponsorship Packages

**Platinum - End User**
Limited to 1 Sponsor  
$12,000 + GST

**Acknowledgement**
- Acknowledgment at Chapter events

**Promotional**
- Option to have company logo with link on Australia Chapter website  
- Option to have company logo on Australia Chapter communications  
- Option to provide promotional ‘give-aways’ at Chapter events

**Membership Access**
- Access to attendee/company list prior to Chapter events by request

**VIP treatment**
- Option to have a Senior Executive at VIP table at Australia Annual Conference and be introduced to VIP guests  
- Premium seating at Australia Annual Conference  
- Option to host 1 chapter forum/site visit networking events (or more as agreed)

**Program Benefits**
- Option to showcase company/project at one selected Chapter Forum/Site Visit  
- Option to display company video during break at a relevant major event as agreed with Program Committee  
- Option to introduce one session at relevant major events  
- Option to have one of your staff apply to sit on the Australia Program Committee

**Participation Benefits**
- Attendance at Australia Chapter Forum Events - 2 tickets  
- Attendance at Australia Chapter Site Visit Events - 1 tickets  
- Attendance at Australia Annual Conference - 4 tickets  
- Attendance at Australia Chapter Networking events (new member and end of year) - 3 tickets  
- Attendance at Canberra Half Day Event - 2 tickets  
- Invitation to Sponsors Lunch - 2 invitations

**Membership**
- 2 complimentary memberships included
Annual Sponsorship Packages

Gold
Limited to 8 Sponsors - 2 available
$15,000 + GST

Acknowledgement
- Acknowledgment at Chapter events

Promotional
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications
- Option to provide promotional ‘give-aways’ at Chapter events

Membership Access
- Access to attendee/company list prior to Chapter events by request

Program Benefits
- Option to showcase company/project at one selected Chapter Forum/Site Visit

Participation Benefits
- Attendance at Australia Chapter Forum Events - 2 tickets
- Attendance at Australia Chapter Site Visit Events - 1 tickets
- Attendance at Australia Annual Conference - 2 tickets
- Attendance at Australia Chapter Networking events (new member and end of year) - 2 tickets
- Attendance at Canberra Half Day Event - 1 tickets
- Invitation to Sponsors Lunch - 2 invitations

Membership
- 1 complimentary membership included

Loyalty Reward
- Continuation of your support of the Australia Chapter will provide a $2,500 + GST discount for Year 2 and Year 3 locking your sponsorship at $10,000 + GST per year for as long as your sponsorship is continuous and current.
Annual Sponsorship Packages

Silver
Limited to 8 Sponsors - 5 available
$10,000 + GST

Acknowledgement
- Acknowledgment at Chapter events

Promotional
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications
- Option to provide promotional ‘give-aways’ at Chapter events

Membership Access
- Access to company list prior to Australia Chapter events by request

Participation Benefits
- Attendance at Australia Chapter Forum Events - 1 ticket
- Attendance at Australia Chapter Site Visit Events - 1 ticket
- Attendance at Australia Annual Conference - 1 ticket
- Attendance at Australia Chapter Networking events (new member and end of year) - 1 ticket
- Invitation to Sponsors Lunch - 1 invitation

Loyalty Reward
- Continuation of your support of the Australia Chapter will provide a $1,000 + GST discount for Year 2 and Year 3 locking your sponsorship at $8,000 + GST per year for as long as your sponsorship is continuous and current.
Annual Sponsorship Packages

**Bronze**
Unlimited
$6,000 + GST

**Acknowledgement**
- Acknowledgment at Chapter events

**Promotional**
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications

**Membership Access**
- Access to company list prior to Australia Chapter events by request

**Participation Benefits**
- Attendance at Australia Chapter Forum Events - 1 ticket
- Attendance at Australia Chapter Site Visit Events - 1 ticket
- Invitation to Sponsors Lunch - 1 invitation
Annual Sponsorship Packages

**Sector**
1 per sector - Technology, Young Leaders, Communities, Sustainability
$15,000 + GST

**Acknowledgement**
- Acknowledgment at Chapter events

**Promotional**
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on Australia Chapter communications
- Option to provide promotional ‘give-aways’ at Chapter events (where relevant)

**Membership Access**
- Option to host a boardroom lunch with 30% attendance by Sponsor
- Access to company list prior to Australia Chapter events by request

**Participation Benefits**
- Attendance at Australia Chapter Forum Events - 1 ticket
- Attendance at Australia Chapter Site Visit Event - 1 ticket
- Attendance at Australia Annual Conference - 1 ticket
- Attendance at Australia Chapter Networking events (new member and end of year) - 2 tickets
- Invitation to Sponsors Lunch - 1 invitation
Venue Partnership Package

This sponsor category assists with venues and catering for hosting events. A venue package sponsor provides a suitable venue to hold events and is responsible for any costs associated with the venue including any catering/beverage costs. A minimum commitment for a number of events is required as summarised in the table below.

<table>
<thead>
<tr>
<th>Event Type</th>
<th>Location</th>
<th>Commitment</th>
<th>Limitations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large Event</td>
<td>Sydney, Melbourne, Brisbane</td>
<td>Commitment to holding a minimum of 3 forum events per annum including catering for up to 120 delegates</td>
<td>Limited to 2 providers per state</td>
</tr>
<tr>
<td>Small Event</td>
<td>Sydney, Melbourne, Brisbane</td>
<td>Commitment to holding a minimum of 3 forum events per annum including catering for up to 60 delegates</td>
<td>Limited to 2 providers per state</td>
</tr>
<tr>
<td>Large Event</td>
<td>Perth, Canberra</td>
<td>Commitment to holding 2 forum events per annum including catering for up to 120 delegates</td>
<td>Limited to 2 providers per state</td>
</tr>
<tr>
<td>Small Event</td>
<td>Perth, Canberra</td>
<td>Commitment to holding 2 forum events per annum including catering for up to 60 delegates</td>
<td>Limited to 2 providers per state</td>
</tr>
</tbody>
</table>

Acknowledgement
- Acknowledgment at hosted Australia Chapter events

Promotional
- Option to have company logo with link on Australia Chapter website
- Option to have company logo on hosted Australia Chapter event communications
- Option to provide promotional 'give-aways' at hosted Australia Chapter event

Membership Access
- Access to company list prior to Australia Chapter events by request

Participation Benefits
- Attendance at Australia Chapter Forum Events – 1 ticket
- Attendance at Australia Chapter Networking events (new member and end of year) - 2 tickets
- Invitation to Sponsors Lunch – 1 invitation

Membership
- 1 complimentary membership included
### Event Sponsor Package

<table>
<thead>
<tr>
<th>Location</th>
<th>Commitment</th>
<th>Limitation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sydney, Melbourne, Brisbane</td>
<td>Commitment to sponsoring 2 forum events per annum including catering for up to 120 delegates</td>
<td>Limited to 2 per state</td>
</tr>
<tr>
<td>Perth, Canberra</td>
<td>Commitment to sponsoring 2 forum events per annum including catering for up to 120 delegates</td>
<td>Limited to 2 per state</td>
</tr>
</tbody>
</table>

#### Acknowledgement
- Acknowledgment at hosted Australia Chapter events

#### Promotional
- Option to have company logo on sponsored Australia Chapter event communications
- Option to provide promotional ‘give-aways’ at sponsored Australia Chapter event

#### Membership Access
- Access to company list prior to hosted Australia Chapter event by request

#### Participation Benefits
- Attendance at sponsored Australia Chapter events – 2 tickets
Add on Packages

In addition to our yearly sponsorship packages, we also have the following additional sponsorship opportunities.

<table>
<thead>
<tr>
<th>Event / Package</th>
<th>Price ex GST</th>
<th>Register interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Conference - Catering</td>
<td>$15,000</td>
<td>✓</td>
</tr>
<tr>
<td>(incl 2 branded table cloths, invite guests to lunch, display banners)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Conference - Post Event Cocktail Function</td>
<td>$15,000 *</td>
<td></td>
</tr>
<tr>
<td>(incl branded napkins, display banners)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Conference - Event Partners</td>
<td>$6,500</td>
<td></td>
</tr>
<tr>
<td>(incl table of 8, 4 available)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Conference - Coffee Cart x 2</td>
<td>$7,500 *</td>
<td></td>
</tr>
<tr>
<td>(incl brand carts, branded cups)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual Conference - Sli.do (event interaction app)</td>
<td>$2,500 *</td>
<td></td>
</tr>
<tr>
<td>Canberra Half Day Symposium - Event sponsor</td>
<td>$10,000 *</td>
<td></td>
</tr>
<tr>
<td>Canberra Half Day Symposium - Catering</td>
<td>$3,000 *</td>
<td></td>
</tr>
<tr>
<td>Canberra Half Day Symposium - Coffee</td>
<td>$2,000 *</td>
<td></td>
</tr>
<tr>
<td>Hackathon - Platinum Sponsor</td>
<td>$25,000 *</td>
<td></td>
</tr>
<tr>
<td>Provide two problem statements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hackathon - Gold Sponsor</td>
<td>$10,000</td>
<td></td>
</tr>
<tr>
<td>Provide one problem statement</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hackathon - Partner (unlimited)</td>
<td>$5,000</td>
<td></td>
</tr>
<tr>
<td>Hackathon - Supporter (unlimited)</td>
<td>$2,500</td>
<td></td>
</tr>
</tbody>
</table>

* package availability subject to first right of refusal by 2019 sponsor
## Register your Interest

<table>
<thead>
<tr>
<th>Price ex GST</th>
<th>Register interest</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Platinum</strong></td>
<td>Taken</td>
</tr>
<tr>
<td>Principal sponsor - Landlord</td>
<td>$30,000</td>
</tr>
<tr>
<td>Principal sponsor - Service Provider</td>
<td>$20,000</td>
</tr>
<tr>
<td>Principal sponsor - End User</td>
<td>$12,000</td>
</tr>
<tr>
<td>Gold - 1 available</td>
<td>$15,000</td>
</tr>
<tr>
<td>Silver - 5 available</td>
<td>$10,000</td>
</tr>
<tr>
<td>Bronze - unlimited available</td>
<td>$6,000</td>
</tr>
<tr>
<td>Sector sponsor</td>
<td>$15,000</td>
</tr>
<tr>
<td>Venue Partner</td>
<td></td>
</tr>
<tr>
<td>Event Partner</td>
<td></td>
</tr>
</tbody>
</table>

Name: ____________________________________________

Company: _________________________________________

Address: _________________________________________

_________________________________________________

Phone: ___________________________________________

Signature ___________________________ Date ____________

To register your interest, please return this pages 16 and 17 to ttillard@corenetglobal.org.
For more information please contact

Melanie Kurzydlo
Sponsorship Executive
m / 0419 637 465
e / m.kurzydlo@growthbuilt.com.au