



EVANZ (The Entertainment Venues Association of New Zealand) is a professional industry organisation representing the entertainment venues of New Zealand. With a membership of over 120 venues nationwide, including theatres, stadia, convention centres, event centres and community facilities, our mission is to inspire excellence in the entertainment venues industry by facilitating the sharing of information, enhancement of skills and development of best practice.

PARTNERSHIP & ASSOCIATE MEMBERSHIP OPPORTUNITIES – 2019/20

Partnering with EVANZ provides the perfect opportunity to showcase your products or services to the decision-makers of almost every venue of note in New Zealand. You'll also be showing your support of the development of knowledge, talent and best practice in the entertainment venues industry.

PARTNERSHIP OPTIONS AT A GLANCE

	Premium	Gold	Silver	Associate
Trade & services directory website listing	✓	✓	✓	✓
Associate Members monthly newsletter	✓	✓	✓	✓
Qualify for membership rates for all EVANZ events	✓	✓	✓	✓
Opportunity to participate in EVANZ events	✓	✓	✓	✓
Complimentary stand at EVANZ Conference <i>Includes 1 conf registration including awards dinner ticket</i>	✓	✓	✓	-
Complimentary entry to Best Industry Supplier award	✓	✓	✓	-
Recognition as a <i>premium/gold/silver</i> partner and prioritised directory listing	✓	✓	✓	-
Access to the conference delegate list	✓	✓	✓	-
Naming rights to an award, event or activity <i>see menu</i>	✓	✓	-	-
Opportunity to interact by providing a prize	✓	✓	-	-
Logo on website homepage	✓ (all year)	✓ (2mth)	-	-
Logo on EVANZ newsletter	✓ (all year)	✓ (2mth)	-	-
Recognition in promotional material for Awards/Conference	✓ (all)	✓ (some)	-	-
Opportunity to include article in EVANZ newsletter	✓ (x12)	✓ (x1)	-	-
Guaranteed social media posts	✓ (x12)	✓ (x3)	-	-
Complimentary EVANZ conference & awards registrations	✓ (x2)	✓ (x2)	-	-
Complimentary Awards Dinner tickets	✓ (x5)	-	-	-
Complimentary Mid Year Symposium tickets	✓ (x2)	-	-	-
First choice of trade stand location at conference	✓	-	-	-
Seminar presentation	✓	-	-	-
Guest blog post	✓	-	-	-

PREMIUM PARTNER

Premium partnership is open to a maximum of three organisations. This is the ideal option if you would like to position your business as a key supporter of EVANZ. In return you'll receive year-round exposure across our marketing channels as well as a package of quantifiable benefits valued at almost \$5,500. This option also includes a range of priceless opportunities to consistently get your brand and message in front of New Zealand's entertainment venues.

To ensure this level of partnership is an exclusive arrangement, premium partnership is only available to one company in each industry category (ticketing, software, security etc).

INVESTMENT	\$10,000 + GST	
COMMITMENT	This partnership is on an annual basis, for a one-year term from 1 July 2019 – 30 June 2020 (or for a longer term by mutual agreement). Flexible payment options are available. Current Premium Partners have first right of refusal for the following year – renewal to be confirmed by 1 May of the current year.	
WHAT YOU GET	Benefit	Value
	<ul style="list-style-type: none"> ▪ Complimentary associate membership of EVANZ (includes listing in the EVANZ trade & services directory, invitation to all EVANZ events, EVANZ associate members newsletter, EVANZ membership rates for all EVANZ events) ▪ Naming rights to one award, event or activity of choice (see Sponsorship Menu¹) ▪ The exclusive right to provide a prize for your sponsored award, event or activity – an opportunity for you to interact ▪ Logo on EVANZ website homepage year-round² ▪ Logo in EVANZ newsletter year-round³ ▪ Recognition as a premium partner and top priority listing in the EVANZ trade & services directory ▪ Recognition in all promotional material for the EVANZ Awards and Conference ▪ Logo included on Awards sponsors board ▪ Opportunity to include an article (content to be approved by EVANZ) in every monthly EVANZ newsletter ▪ Guaranteed post at least once a month on EVANZ social media channels (Facebook, LinkedIn) ▪ Opportunity to provide guest blog posts on the EVANZ website ▪ Opportunity to present on a mutually agreed topic at a minimum of 1 industry seminar or networking event during the year ▪ Access to the EVANZ conference delegate list 2 weeks prior to the EVANZ conference ▪ 2 registrations to the EVANZ Conference (including awards dinner) \$1,250 ▪ 2 registrations to the 2020 Mid Year Symposium \$800 ▪ Trade stand at the EVANZ Conference and first choice of stand location (includes 1 conference & dinner registration) \$1,500 ▪ 5 additional tickets to the EVANZ Awards Dinner (giving you a table of 8 in total) \$1,000 ▪ Free entry into the EVANZ Awards Best Industry Supplier category \$500 	

GOLD PARTNER

Gold partnership incorporates our traditional awards sponsorship which has been expanded to include more year-round benefits. It is a great option if you would like to support (or align your brand with) a specific sector of the industry and/or receive exposure throughout the year. Gold partners receive full sponsorship benefits for their chosen award or activity plus the opportunity for additional exposure across our marketing channels and a range of inclusions valued at \$3,565.

We are aware that some of our supporters wish to support a specific award whereas others prefer a more general activity. This option gives you the choice of sponsoring either an award or a networking element at an EVANZ conference or event.

INVESTMENT	\$5,000 + GST	
COMMITMENT	This partnership is on an annual basis, for a one-year term from 1 July 2019 – 30 June 2020 (or for a longer term by mutual agreement). Flexible payment options are available. Current Gold Partners have first right of refusal for the following year – renewal to be confirmed by 1 May of the current year.	
WHAT YOU GET	Benefit	Value
	<ul style="list-style-type: none"> ▪ Complimentary associate membership of EVANZ (includes listing in the EVANZ trade & services directory, invitation to all EVANZ events, EVANZ associate members newsletter, EVANZ membership rates for all EVANZ events) ▪ Naming rights to one award, event or activity of choice (see Sponsorship Menu¹) ▪ The exclusive right to provide a prize for your sponsored award, event or activity – an opportunity for you to interact ▪ Recognition as a gold partner and prioritised listing in the EVANZ trade & services directory ▪ Logo on EVANZ website homepage for the month leading up to and following the EVANZ Conference² ▪ Logo on EVANZ newsletter for the month leading up to and following the EVANZ Conference³ ▪ Recognition in promotional material for the EVANZ Awards or Conference (see Awards & Events Menu¹ for details) ▪ Opportunity to include an article (content to be approved by EVANZ) in at least one monthly EVANZ newsletter ▪ Guaranteed at least 3 posts on EVANZ social media channels (Facebook, LinkedIn) ▪ Access to the EVANZ conference delegate list 2 weeks prior to the EVANZ conference ▪ 2 registrations to the EVANZ Conference (including awards dinner) \$1,250 ▪ Trade stand at the EVANZ Conference (includes 1 conference & dinner registration) \$1,500 ▪ Free entry into the EVANZ Awards Best Industry Supplier category \$500 	

SILVER PARTNER

Silver partnership is a great option if you want to be 'more than just a member'. It offers a package of benefits at a great price, including significant opportunities for exposure via a trade stand at our annual conference and an entry into the Best Industry Supplier award.

INVESTMENT	\$2,000 + GST	
COMMITMENT	This partnership is on an annual basis, for a one-year term from 1 July 2019 – 30 June 2020 (or for a longer term by mutual agreement).	
WHAT YOU GET	Benefit	Value
	<ul style="list-style-type: none">▪ Complimentary associate membership of EVANZ (includes listing in the EVANZ trade & services directory, invitation to all EVANZ events, EVANZ associate members newsletter, EVANZ membership rates for all EVANZ events)▪ Recognition as a silver partner and prioritised listing in the EVANZ trade & services directory▪ Access to the EVANZ conference delegate list 2 weeks prior to the EVANZ conference▪ Trade stand at the EVANZ Conference (includes 1 conference & dinner registration)▪ Free entry into the EVANZ Awards Best Industry Supplier category	<p>\$315</p> <p>\$1,500</p> <p>\$500</p>

ASSOCIATE MEMBER

Suppliers of goods and services to venues can join EVANZ as Associate Members. EVANZ offers excellent networking opportunities for businesses wishing to develop relationships with venue managers, marketing personnel, operations managers and other staff at entertainment venues around New Zealand.

INVESTMENT	\$315 + GST	
COMMITMENT	Annual basis from 1 July 2019 – 30 June 2020	
WHAT YOU GET	Benefit	Value
	<ul style="list-style-type: none">▪ Listing in the EVANZ trade & services directory on our website www.evanz.co.nz▪ EVANZ associate members monthly newsletter▪ EVANZ membership rates for all EVANZ events▪ Opportunity to participate in EVANZ meetings and seminars held throughout the year▪ Opportunity to have a trade stand at EVANZ end-of-year Conference (<i>additional cost applies</i>)▪ Opportunity to enter the Best Industry Supplier category of the EVANZ Awards (<i>additional cost applies</i>)	<p>\$315</p>

ADDITIONAL INFORMATION

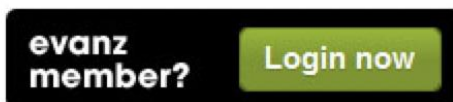
1. SPONSORSHIP MENU	
<p>The following awards, activities and events are available for sponsorship as indicated. Would you like to sponsor something that's not on this list? Do you have specific ideas about how your message should be communicated? Talk to us – we are happy to consider suggestions and ideas.</p>	
AWARDS	
Supreme Venue of the Year <i>only available to Premium Partner</i>	Available
Supreme Person of the Year <i>only available to Premium Partner</i>	Available
Large Venue of the Year	Taken
Medium Venue of the Year	Available
Small Venue of the Year	Available
Venue Executive of the Year	Taken
Operations Manager of the Year	Taken
Rising Star of the Year	Taken
Host Responsibility Award	Taken
Best Industry Supplier	Taken
<p>All award sponsors get:</p> <ul style="list-style-type: none"> ▪ Recognition as the sole sponsor of their award category, including naming rights ▪ The right to present the award to the winner and be present in the photography featuring the winner ▪ Your logo included on sponsors' board (features in all official photos) ▪ Opportunity to provide a prize to the award winner ▪ Opportunity to speak or show a video for 2-3 minutes at a mutually agreed time during the awards programme 	
OTHER ACTIVITIES	
Conference sustainability sponsor <i>Opportunity to be positioned as the exclusive sustainability sponsor for the conference. Opportunity to provide product e.g. drink bottles. This opportunity will only be offered to businesses committed to sustainability and promoting an appropriate product or service</i>	Available
Sponsorship of welcome drinks on Day 1 of Conference	Available
Sponsorship of welcome lunch on Day 1 of Conference	Available
Sponsorship of networking lunch on Day 2 of Conference	Available
Sponsorship of farewell lunch on Day 3 of Conference	Available
Sponsorship of coffee cart during the EVANZ Conference <i>EVANZ will provide the coffee cart. The sponsor is responsible for providing or covering the cost of consumables</i>	Available
Morning and afternoon tea day 2 of Conference	Available
Afternoon tea day 1 and morning tea day 3 of Conference	Available
Sponsorship of Mid Year Symposium networking dinner	Available
<p>All sponsors of other activities get:</p> <ul style="list-style-type: none"> ▪ Recognition as the sole sponsor of your sponsored event/activity, including naming rights ▪ Your logo included on all conference promotional material ▪ Opportunity to provide a prize for a competition associated with your event/activity ▪ Opportunity to display signage during the event/activity ▪ Your logo in the event programme next to your sponsored activity ▪ Opportunity to speak or show a video for 2-3 minutes at a mutually agreed time during the event 	

<p>NOTES</p>	<ul style="list-style-type: none"> ▪ All costs stated are excluding GST ▪ All awards and events are subject to availability on a first come, first served basis ▪ The stated cash value of some benefits may change slightly as some costs have not yet been finalized for 2020 ▪ Would you like another benefit or opportunity that's not listed here? EVANZ is happy to consider other sponsorship arrangements. Please contact us to discuss options. We encourage you to think outside the box! Our goals are: <ul style="list-style-type: none"> ○ To be sustainable ○ To engage ○ To encourage development ... If you have an idea that you think meets these goals, let us know!
<p>WHAT NEXT?</p>	<p>To find out more or to confirm your partnership, please contact Lynn Robinson, General Manager, by email: gm@evanz.co.nz.</p>

2. EVANZ WEBSITE

3. EVANZ NEWSLETTER

The EVANZ newsletter is sent out monthly plus special editions as needed. It is sent to everyone on the EVANZ database (staff of all our member venues, plus industry partners and media). A separate newsletter is sent to associate members with additional information relating to associate membership.



Kia ora. Here's your latest news from EVANZ

Kia ora EVANZ whānau.

We're almost half way through the year already and we hope the past six months have been successful for all our members. At EVANZ we're just about to head into a new financial year and with that comes admin. We'll be sending out our 2019/20 invoices and checking the EVANZ database is correct over the next few weeks, as well as starting to plan our awards and conference for the end of the year.

Read on for an update from EVANZ as well as lots of useful tips and information that we hope will help and inform you and your team. Please [get in touch](#) if you have any comments, suggestions or ideas about anything to do with EVANZ – we love to receive your feedback.



EVANZ Conference 2019

We're busy planning for our annual conference in Christchurch, and you should be planning too! We suggest you plan to arrive in Christchurch mid-morning on **Monday 25 November** and depart on the afternoon of **Wednesday 27 November** (after 3pm). We'll update you on further information as soon as it is available. We're really looking forward to being back in Christchurch again and are planning an exciting and informative programme. We hope you will join us.

Are We Talking to the Right People?

EVANZ operates on an 'organisation membership' model and this means that for all our venue members and associate member organisations, everyone who works for that organisation is entitled to EVANZ member benefits. We are currently sending out emails to all our member organisations checking that we have the correct details for your team in our database. Please take a minute to ensure we have the details for everyone in your team. It's much more effective to have our news and communications going directly to each member of the team than relying on one manager to distribute the news to everyone. The more names you give us, the better – there's no limit! Note – our new database will have the ability for venue members to manage your own contacts.

