

JOIN US ON THE  
GOLD COAST THIS AUGUST

# 2024 TAB ARMA CONFERENCE

SPONSOR INFORMATION





## Turf and Surf on the Gold Coast this August!

On behalf of the ARMA Chairman Lindsay Murphy, the ARMA Committee invites you to attend and participate at the “2024 Australian Racecourse Managers Association Conference”.

The 2024 TAB ARMA Conference promises to be a highlight for professionals involved in racecourse management, with the event set to take place at Aquis Park and hosted by Nevesh Ramdhani, the Gold Coast Turf Club General Manager - Racecourses.

We anticipate a dedicated and influential audience of key industry leaders and suppliers from across Australia, New Zealand and Hong Kong to be in attendance, totaling over 200 registrations.

Delegates can expect a program filled with engaging sessions, thought-provoking discussions, and valuable networking opportunities. With a focus on innovation and collaboration, the conference program is meticulously crafted to empower attendees with actionable insights and strategies. From keynote presentations, to discussion panels and a comprehensive site tour of the completed racecourse works of Aquis Park. Each session and activity is designed to inspire and equip participants with the tools they need to excel in racecourse management.

Our Trade Exhibition sessions provide delegates with an opportunity to learn about new technologies, tools and solutions that can help them address their organizational needs and stay ahead of the pack, whilst providing direct connections with such industry suppliers.

The official social events of the Conference provide valuable opportunities for growing and strengthening networks across all levels of the industry.

Don't miss out on this unparalleled opportunity to network, learn, and grow within the racecourse management industry. Register now to secure your place at the 2024 TAB ARMA Conference and ensure you're at the forefront of innovation and collaboration in racecourse management.

## ARMA Membership

# The Association backbone

The Australian Racecourse Managers Association (ARMA) is a thriving community of professionals dedicated to the art and science of racecourse management. Committed to fostering personal and career growth, ARMA provides its members with exclusive benefits tailored to support their journey to excellence.

As an ARMA member, you gain access to a wealth of resources designed to elevate your role and career trajectory. With an annual membership fee of just \$100 + GST, you unlock a world of opportunities to connect, learn, and grow within the industry.

Joining ARMA means tapping into a network of seasoned professionals ready to offer mentorship and guidance as you navigate the challenges and seize the opportunities in your field. Members enjoy priority access and discounted rates to ARMA-led and approved events, ensuring they stay at the forefront of industry trends and developments.

Moreover, ARMA membership includes a subscription to our quarterly magazine, "Courses for Horses," delivering insightful articles and updates directly to your inbox. Stay informed and inspired with the latest insights from industry experts and thought leaders.

With ARMA, you're not just a member; you're part of a dynamic community that keeps you ahead of the curve. Be the first to hear about new employment opportunities and gain a competitive edge in advancing your career.



ARMA Annual Membership Fees - \$100 + GST



Join or renew your ARMA Membership via  
[www.racecoursemanagers.com.au/membership](http://www.racecoursemanagers.com.au/membership)

## Discussion Points

# Conference Topics

The ARMA Conference Organizing Committee is in the final stages of confirming guest speakers and sponsors' presentations, covering a diverse range of crucial topics including cutting-edge technologies, emerging trends, and best practices.

Our primary objective is to equip delegates with the necessary knowledge and insights to navigate the ever-evolving landscape of racecourse management while fostering invaluable connections and collaboration among industry professionals.

Geared towards ensuring attendees remain abreast of the latest developments and promoting networking and collaboration within the industry, the 2023 ARMA Conference will delve into topics such as:

- How data and technology are changing turf management practises
- Mental Health & Support for our Members
- Equine welfare from a turf management perspective
- The future of battery-run equipment and machinery
- Technological advancements in turf management practices
- Presentations on the progress of significant racecourse projects.
- The important role the media play in Racecourse Management
- Environmental issues and sustainable practices in the industry
- Expert panel discussions on industry trends and challenges
- Businesses & products within the industry that enhance efficiencies and promote safer workplaces.

ARMA is always welcoming new ideas!

If you would like to propose an appropriate subject idea or a specific guest speaker, please email Liam Smith on [events@racecoursemanagers.com.au](mailto:events@racecoursemanagers.com.au).



## UNPARALLELED ACCESS TO INDUSTRY SUPPLIERS

# Trade Exhibition Sessions

Experience firsthand the latest technologies, tools, and solutions tailored to meet your organisational needs and keep you ahead of the curve during Trade Exhibition sessions. As a delegate, you'll have the opportunity to explore innovations showcased by our amazing suite of sponsors.

Engage directly with industry leaders and suppliers through these Trade Exhibition sessions. Take advantage of the chance to interact with sponsors at their trade booths, and make valuable connections during session breaks. Don't miss out on this opportunity to network and stay informed about advancements in the field.

In addition to dedicated Trade Exhibition sessions, all session breaks will provide ample opportunity for delegates and sponsors to engage and interact.

The 2023 Conference was supported by 35 sponsors, showcasing products and services across all facets of racecourse management, with many offering Conference Special Offers and prizes.

# Conference Events

## Wednesday Evening

### Welcome Wednesday

An informal occasion the night before the Conference begins for an opportunity to meet and greet each other before the Presentations and Trade Shows begin from Thursday morning.

Drinks will be available from the bar and the Hotel Restaurant will be open for those wishing to have a meal afterwards. There are also plenty of great local restaurants within walking distance of the Sofitel in Broadbeach.

This will be held at the Sofitel Bar, called Room 81, accessed from the lobby.



## Thursday & Friday

### Conference Sessions

Two full days of engaging presentations, showcasing industry suppliers and a comprehensive site tour of the recent racecourse works undertaken by the Gold Coast Turf Club.

The objective is to arm delegates with vital knowledge to thrive in our dynamic industry and cultivate meaningful connections and collaborations among professionals.

We're thrilled to spotlight our sponsors during the Trade Exhibition sessions, offering delegates a chance to explore innovative technologies, tools, and solutions tailored to meet their organizational requirements.



## Thursday Evening

### ARMA Awards Dinner

We've tweaked the Conference Dinner for this year, which will now be known as the 2024 ARMA Awards Dinner.

Held within a suite of the Grandstand at Aquis Park, we'll maintain the relaxed nature of past dinners, but we will celebrate and recognize the achievements of many of our peers and announce a number of scholarship winners too.

More details, including the list of awards and scholarships that will be celebrated, will be announced in the coming months.



## Saturday

### Racing @ Gold Coast

Join us for an amazing day of racing action and premium hospitality in the Sky Racing Lounge at the Gold Coast Turf Club.

They're racing on the Poly Track at Aquis Park and the good horses are primed for the Spring in Melbourne and Sydney, so the racing action will be non-stop.

With food and beverages flowing in the best function on course, it promises to be an amazing way to finish up the 2024 TAB ARMA Conference.

Spirits can be purchased at the bar. Coaches will transfer delegates to and from the hotel.



## Sponsorship

ARMA extends sincere gratitude to our dedicated sponsors, some of whom have been steadfast supporters since our inaugural conference in 1996. Their generosity has been instrumental in making our events possible and accessible to all delegates. Without their support, the financial burden on racing clubs and delegates in some cases would be overwhelming.

In our ongoing commitment to providing inclusive sponsorship opportunities, the ARMA Committee is continuing a three-tier sponsorship structure tailored to accommodate the diverse needs of our sponsors. Our aim is to ensure that every sponsor receives maximum value for their investment, with ample opportunities for meaningful interaction with delegates throughout the event.

Rest assured, the ARMA Committee has meticulously balanced cost-effectiveness with the delivery of a premium conference experience. We have taken into account the needs of all stakeholders and spared no effort in crafting an event that promises to be both valuable and unforgettable.

ARMA is always open to new ideas when it comes to growing partnerships, so if you have a unique concept that you'd like to discuss with regards to sponsorship, please feel free to email Liam Smith at [events@racecoursemanagers.com.au](mailto:events@racecoursemanagers.com.au) to discuss further.

We eagerly anticipate welcoming sponsors aboard for what is certain to be an enriching and memorable 2024 TAB ARMA Conference.





## Sofitel Gold Coast

The ARMA Conference Organising Committee has negotiated and reserved accommodation rooms at the Sofitel Gold Coast should delegates require accommodation during the Conference.

Sofitel is at the heart of Broadbeach and mere steps from the ocean. Just a short stroll from the hotel is The Star Casino, while Pacific Fair Shopping Centre is less than ten minutes away. Sofitel Gold Coast is only a 30-minute drive from Gold Coast Airport and a 90-minute drive from Brisbane Airport. Onsite parking is available at the hotel (at a cost).

Delegates can opt to stay in alternative accommodation, but please note that ARMA have organized daily bus transfers to and from Aquis Park (Gold Coast Turf Club) from the Sofitel. There are no alternative pick up or drop off options available.

ARMA Conference Organising Committee recommends booking accommodation as soon as possible, but no later than 15 July 2024 to avoid missing out on reserved options. It is the responsibility of the Delegate to book and pay for their accommodation directly with the Sofitel.

For more details, including room rates, terms and to book at the Sofitel Gold Coast, visit the dedicated accommodation webpage on the ARMA website and click through to the booking link to access the discounted rates :

[www.racecoursemanagers.com.au/accommodation](http://www.racecoursemanagers.com.au/accommodation)



## Partners Tour

ARMA extends an invitation to the partners of delegates and sponsors to attend the social events of the 2024 TAB ARMA Conference.

These events include:

- Wednesday Evening - Welcome Drinks at the Sofitel
- Thursday - Partners Day Tour
- Thursday Evening - ARMA Awards Dinner held at Aquis Park
- Saturday - Race Day in the Sky Racing Lounge at Aquis Park

We are still finalising the details of the Partners Tour, which will likely entail of a guided half day Gold Coast Tour, including all transfers and lunch. This will provide ample time to return to the hotel to prepare for the ARMA Awards Dinner.

The cost to register a partner for these events is \$300 + GST and this can be completed by registering through the links on the ARMA website.

**REGISTER NOW**

# Delegate Registrations

**ARMA Member - Full Delegate** **\$850 + GST**

**Non Member - Full Delegate** **\$1,050 + GST**

Full Delegate Conference registration includes access to:

- Welcome Event on Wednesday evening
- All Conference Sessions and Exhibition Trade Shows on Thursday and Friday.
- ARMA Awards Dinner on Thursday Night
- Private ARMA Event at the Aquia Park Race Day on Saturday
- ARMA branded merchandise
- Delegate bag containing promotional materials of sponsors and suppliers.

**Thursday only - Delegate** **\$550 + GST**

Thursday Delegate Conference registration includes access to:

- Welcome Event on Wednesday evening
- All Conference Sessions and Exhibition Trade Shows on Thursday.
- ARMA Awards Dinner on Thursday Night
- ARMA branded merchandise
- Delegate bag containing promotional materials of sponsors and suppliers.

**Friday only - Delegate** **\$500 + GST**

Friday Delegate Conference registration includes access to:

- All Conference Sessions and Exhibition Trade Shows on Friday.
- ARMA branded merchandise
- Delegate bag containing promotional materials of sponsors and suppliers.

LIMITED AVAILABILITY

# Sponsorship Packages

## Group 1 Sponsorship

**\$3,500 + GST**

- Conference registration for two (2) people, which includes all conference sessions, ARMA Conference Dinner and Saturday's Race Meeting.
- Opportunity to present during a Conference Session for a maximum of 10 minutes.
- Static display booth within the Trade Exhibition venue, which includes a table, two chairs, signage, access to power and an overhead light.
- Distribution opportunity for sponsor advertising materials via delegates satchels
- Sponsor logo and acknowledgement through literature and on Conference monitors
- Sponsor logo with link to your website on the ARMA website.

## Group 2 Sponsorship

**\$2,500 + GST**

- Conference registration for two (2) people, which includes all conference sessions, ARMA Conference Dinner and Saturday's Race Meeting.
- Static display booth within the Trade Exhibition venue, which includes a table, two chairs, signage, access to power and an overhead light.
- Distribution opportunity for sponsor advertising materials via delegates satchels
- Sponsor logo and acknowledgement through literature and on Conference monitors
- Sponsor logo with link to your website on the ARMA website.

## Group 3 Sponsorship

**\$1,400 + GST**

- Conference registration for one (1) person, which includes all conference sessions, ARMA Conference Dinner and Saturday's Race Meeting.
- Distribution opportunity for sponsor advertising materials via delegates satchels
- Sponsor logo and acknowledgement through literature and on Conference monitors
- Sponsor logo with link to your website on the ARMA website.

**EASY AND QUICK**

# Booking Online

All delegate and sponsor registrations are only available online in 2024. There are two options available to complete the transaction.

## 1. Pay online via credit card.

This is achieved by booking via ARMA's TryBooking event page.

Select the preferred registration option and complete all the fields within the form, which includes the events that you will attend. Complete the payment online and you will be issued a Tax Invoice to your nominated email address.

[www.trybooking.com/CQSTS](http://www.trybooking.com/CQSTS)

## 2. Generate a tax invoice to pay via direct debit

For those that require a tax invoice (or quote) for later payment, simply complete the online form via the ARMA Website. Select the preferred registration option and complete all the fields within the form, which includes the events that you will attend. Once completed, ARMA will issue you a tax invoice for payment, usually within 48-72 hours.

[www.racecoursemanagers.com.au/delegate-form](http://www.racecoursemanagers.com.au/delegate-form)

In the lead up to the Conference, ARMA will advise final event details, the bus booking process and any other updates as required. Should you require assistance to register, please contact Wendy or Liam and they will complete this with you. The TryBooking link is also available from the ARMA website.



## **CONTACT US**

Liam Smith - [events@racecoursemanagers.com.au](mailto:events@racecoursemanagers.com.au)

Wendy Synan - [admin@racecoursemanagers.com.au](mailto:admin@racecoursemanagers.com.au)

[www.racecoursemanagers.com.au](http://www.racecoursemanagers.com.au)