

Destination Events Funding Guidelines Ref: 20/79869



DESTINATION



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1 Destination events purpose

To achieve economic and social benefits for our community by sustainably supporting, running and growing events.

2 Overview

Each financial year Kiama Municipal Council (Council) provides funding through four (4) funding rounds for its Destination Events Funding Program. The amount available each year is as per the approved Council budget.

Applicants whose event falls into the **Major Event** and **Destination Event** categories, can apply for destination event funding, for a desired amount, at least six (6) months prior to the event start date.

Details on the event categories* including the suggested funding thresholds, can be found in Appendix B.

Applications are assessed by the Destination Kiama Tourism Advisory Committee (TAC) via one of the relevant funding rounds and recommendations made to Council for final resolution.

Quantitative and qualitative measures are used to determine the success and dollar amount given to each event funding application based on the funding criteria.

These guidelines are provided to applicants to assist you in completing your *Destination Events Funding Application*. Please read the guidelines <u>before</u> starting your application.

Important note – decisions regarding successful applications are binding and no requests for reassessment will be accepted.

*Note: Not all events will fit neatly under one category, in this instance the categories are to be used as a guide and decisions on which category and event sits under is at the discretion of the funding group.

3 Community strategic plan

The Destination Events Funding Program aligns with the goals of the *Events Action Plan* 2019-2021 and with the following strategies of Council's *Community Strategic Plan* 2017-2027:

A Diverse, Thriving Economy

3.3 Promote and support tourism in the local area

A Healthy, Safe and Inclusive Community

1.1 Developing and implementing services and programs that promote social cohesion, healthy and active lifestyles for residents of all ages, abilities and interests

Responsible Civic Leadership that is Transparent, Innovative and Accessible

- 4.2 Council embraces good governance and better practice strategies
- 4.3 Council and the community working together.

4 Funding rounds – closing dates

Destination Events Funding Applications need to be submitted six (6) months prior to the event start date.

This deadline is to allow adequate time to qualify for a funding submission period, be assessed by the Destination Kiama TAC and finally presented at a Council meeting for resolution.

The next submission closing date is:

Close of Business, Friday 22 January, 2021

5 Funding eligibility

For an application to be eligible, it must meet the following requirements:

- Destination Events Funding Applications must be submitted on time including all supporting documents
- All appropriate areas of the application must be completed, paying special attention to the economic impact (part 2) and destination profiling (part 4) sections
- Event must be based in the Kiama Local Government Area
- Reflect the character and culture of our area
- Attract overnight visitation from outside our area
- Engagement with the local tourism industry
- Have sound financial management
- Be held at a desirable time of year (outside peak visitation periods)
- Be undertaken within 12 months of receiving approval of funding
- The event must not have received funding support/grant from another department of Council for the same event (ie. Kiama Cultural Grants)
- Not be a regularly re-occurring event (definitions in Appendix C)
- A post event report must have been submitted and accepted by Destination Kiama and Kiama Municipal Council for funding received for any previously successful funding applications
- You do not have any outstanding fees or equipment owed to Destination Kiama or Kiama Municipal Council
- We encourage events to be a Destination Kiama partner.

Eligibility will be determined on a case by case basis.

If you have any concerns about your event's eligibility, it is a good idea to contact our Events Coordinator to ensure your event is a good fit for our Destination. We recommend you do this well in advance of the application deadline. We take enquiries all year round, not just when the funding period is open.

Please email events@kiama.nsw.gov.au or call 02 4232 0444.

6 Funding criteria

The following criteria will be used to assess the application by the Destination Kiama TAC. This criteria includes the funding objectives for Destination Kiama and Council, and is a score based system.

| Decision making criteria | Destination Event | Score |
|---|----------------------------------|-------|
| Capacity and Capability All event organisers will be required to: Demonstrate a capacity and capability to manage a successful event Provide event management plan (including marketing plan) and budget relevant to the scale of the event | Meets 100% of criteria | /10 |
| Regional and State wide media exposure Distinct engagement or enhancement opportunities 1,000+ followers on social media Enhance the character and culture of the region May leave amenity improvement of the region Destination Kiama profiling | Meets 55 – 75% of criteria | /10 |
| Community impact/ benefit Fits in with the destinations Hero Experiences Improves community spirit Stimulates opportunities for participation and positive community connections Acknowledges and promotes cultural diversity Demonstrates an understanding of the needs of the community Provides evidence of community support and/or involvement Ability to minimise and manage event waste and any environmental impact | Meets 55 – 75% of criteria | /10 |
| Between \$50,000 -\$1M economic impact from year 3 of the event or as a one-off event Full capacity of beds/ OVE across the LGA | Meets 55 – 75% of criteria | /10 |
| Size and scale Paying attendees of over 300pax OR more than 1000 FREE attendees Target of 35% out of region visitation | Meets 55 – 75% of criteria | /10 |
| Ability to attract corporate sponsorship Ability to attract State Government Support Working budget that shows profit/loss Shows a sustainable business model | Meets 55 – 75% of criteria | /10 |

| Decision making criteria | Destinat | ion Event | Score |
|---|----------|-----------|-------|
| Capacity and Capability All event organisers will be required to: | | ı | |
| Have social / cultural, economic and/or local area promotional benefits | Yes | No | |
| Fill a strategic gap in the calendar of events | Yes | No | |
| Event is held in the Kiama LGA | Yes | No | |
| Council has resources to support the event | Yes | No | /10 |
| No grants or funding have been received from other Council departments | Yes | No | , |
| An Australia Tourism Data Warehouse (ATDW) listing has been created for the event | Yes | No | |
| Have sound financial management | Yes | No | |
| Received destination funding in previous years | Yes | No | |
| TOTAL | | | / 70 |

| Major & Destination Events funding level qualification* | | | |
|---|------------|--|--|
| Level of funding | Score | | |
| Up to \$20,000 monetary or in-kind support | 61 - 70 | | |
| Up to \$10,000 monetary or in-kind support | 51 - 65 | | |
| Up to \$5,000 monetary or in-kind support | 41 - 50 | | |
| No funding | 40 or less | | |

Note: Applicants whose event falls into the Major Event and Destination event categories, can apply for destination event funding,

Details on the event categories* including the suggested funding thresholds, can be found in Appendix B.

*Note: Not all events will fit neatly under one category, in this instance the categories are to be used as a guide and decisions on which category and event sits under is at the discretion of the funding group

7 Process for applications

Destination Kiama and Council regularly receive requests for funding far beyond the funds available for allocation. Decisions regarding successful applications are binding and no requests for reassessment will be accepted.

The process for applications can take 8-12 weeks and includes:

- 1. Applicants need to complete and submit the application form by the funding period closing date stated on the front page of the application form
- 2. Application received by the Tourism and Events team at Destination Kiama
- 3. Applications are reviewed by the Destination Kiama TAC and recommendations made to Council for endorsement
- 4. Applications with TAC recommendations, are reviewed at the Council meeting and resolution given
- 5. Both successful and unsuccessful applicants are notified in writing by email following Council's decision
- 6. A written funding agreement will be prepared for all successful funding applications outlining post event reporting requirements
- 7. All reporting requirements need to be met before final payment milestone are made



This process can take from 8-12 weeks

8 Outgoing funding agreement

A funding agreement is created once Kiama Muncipal Council has adopted to provide funding and/or in- kind support for your event.

This agreement will be discussed in detail during your first meeting with a Destination Kiama Event Coordinator. Upon conclusion of this meeting, yourself and the Event Coordinator will sign the agreement in acceptance and a copy of the signed agreement you will be given to you.

The agreement will include terms which need to be met in order to receive your funding milestones, such as:

- Recognition of funding (return on investment)..
 All successful applications must acknowledge Destination Kiama and Council's support by:
 - Logo representation as part of all publicity surrounding the event. This
 includes posters, websites, television commercials, radio promotions and
 social media posts.
 - Physical opportunity to have a representative present at event
- Destination profiling
- Leveraging opportunities
- Create an ATDW listing
- Post event report requirements

9 Reporting

All applications successful in obtaining Destination Events Funding, will be required to provide a Post Event Report, within one (1) month of completion of the event. The report needs to include:

- Copy of the Event Marketing Plan (click here for the DK Events Marketing Guide)
- Final Budget including details on how the funding was spent, showing profit /loss. Click here for DK's budget template.
- Data of attendees, overnight stays, attendee demographics (age, gender, marital status, where they have come from)
- Recommendations for improvements

A *Post Event Report Template* can be provided upon request from our Event Coordinators or by clicking here.

Please note the final payment milestone cannot be issued until the post event report is received.

10 Reconciliation of funding support

Successful applicants will follow the process below to obtain the allocated funding:

10.1 Meeting

An initial meeting with Destination Kiama Event Coordinator to discuss funding agreement, payment milestones and post event reporting requirements.

10.2 Payment milestones

Most funding payments will be made in two payments. One pre event and the balance, post event.

Pre event – you will need to invoice Kiama Municipal Council for the specified amount outlined in you initial meeting with the Destination Kiama Event Coordinator.

NB: Destination Kiama and Kiama Municipal Council must be satisfied with all documents received in the application

Post event – upon completion of the post event report you will need to invoice Kiama Municipal Council for the balance owing minus any additional in-kind services.

10.3 Post event report

A formal condition of receiving funding from Council and Destination Kiama is the accurate reporting on the funded activities and the expenditure of the funding provided.

This report is required within one (1) month post your event. *Click here for the Post Event Report Template*.

If you do not provide a satisfactory post event report at the times and in the manner detailed in your funding agreement, Kiama Municipal Council and Destination Kiama with not make any further payments that may be due to you, and you will be ineligible to apply for further funding.

When you reconcile your event, how was Council and Destination Kiama acknowledged, is a required section of your post event report.

10.4 In-kind support

For successful applicants receiving in-kind funding support from Destination Kiama and Council, a copy of final costs can be provided upon request.

An *In-kind Fees and Charges Summary* based on 2019/2020 fees and charges can be found in Appendix B.

11 How to submit an application form

Please return your completed application form and supporting material, addressed to:

Chairperson

Destination Kiama Tourism Advisory Committee

- E | council@kiama.nsw.gov.au
- A | Manager Tourism and Events
 Kiama Municipal Council
 PO Box 75
 Kiama NSW 2533

12 Help

For any assistance, please contact our Event Coordinator on (02) 4232 0444 or email events@kiama.nsw.gov.au.

13 Council related fees and charges

If you're seeking in-kind support from Destination Kiama and Council for your event, you must clearly specify what Kiama Municipal Council related fees and charges you are requesting.

Please refer to Appendix B for a sample of Council related fees and charges for your event including reserve hire fees, additional bin hire and servicing and additional public toilet cleaning.

If you receive Destination Events Funding which is not specified to be used for Council fees and charges, you will be required to pay all normal fees and charges on hired Council properties.

Under no circumstances can funding support cover any bonds required by Council for hired items, for example: keys.

All legal requirements and expenses of the event such as; insurance, development applications and traffic management plans, are the responsibility of the applicant.

Appendix A – Sample Destination Events Funding Application

Below is a sample of the Destination Events Funding Application.





Destination Events FundingApplication Form

This form is to be used to apply to Destination Kiama and Kiama Municipal Council for funding support to conduct your Destination Event.

Applications are to be submitted to events@kiama.nsw.gov.au at least six (6) months prior to your event start date. This deadline is to allow adequate time to qualify for a funding submission period, be assessed by the Tourism Advisory Committee and finally presented at a Council Meeting for resolution.

Closing dates for the next submission period is:

1. Close of Business, Wednesday 16th October 2020

If you have any questions or require assistance with this application please contact the Events Coordinators on (02) 4232 0444 or events@kiama.nsw.gov.au.

Completed form and supporting material

Please return your completed application form and supporting material, addressed to:

Chair Tourism Advisory Committee

- E | events@kiama.nsw.gov.au (preferable),
- A | Manager Tourism and Events, Kiama Municipal Council PO Box 75

Kiama NSW 2533

Destination Event Funding Application Form - August 2020

| Part 1: Applicant details | | | | |
|---|---------------|--------------------|----------|--|
| Full name | | | | |
| Role / Title for event | | | | |
| Email | | | | |
| Mobile number | | | | |
| Postal address | Street | | | |
| | Suburb | | Postcode | |
| Are you a resident of the Kiama LGA? | Yes (| No | | |
| Are you a Destination Kiama partner? | Yes No | | | |
| If yes, under what business / event name | | | | |
| Have you previously received funding from Kiama Municipal Council or Destination Kiama? | | | | |
| If yes, for which project and what was the amount received? | | | | |
| Part 1: a) Additional | details for o | organisations only | У | |
| Organisation name | | | | |
| Phone | | | | |
| Email | | | | |
| ABN | | | | |
| Destination Event Funding Application Form – August 2020 2 P a g e | | | 2 Page | |

| Links to the | Website | |
|---|-----------|------------------|
| organisation's website | Facebook | |
| accounts (if applicable) | Instagram | |
| | YouTube | |
| | ATDW | |
| Head of organisation (i.e. Chairperson) | | |
| Brief statement to describe your organisation | | |
| | | |
| Part 2: Event details | | |
| Event name | | |
| Event location / venue | | |
| If this is a Council venue, have you completed the booking application form? | Yes | No No |
| Event date and time | | |
| | Bump-in | |
| | Bump-out | |
| Links to the event | Website | |
| website and social media accounts | Facebook | |
| (if applicable) | Instagram | |
| | | |
| Destination Event Funding Applica | F A | st 2020 3 Page |

| | YouTube | | |
|--|------------|--------------------------|------------------------------|
| | ATDW | | |
| Anticipated number of attendees | | | |
| Event purpose / goal? | | | |
| Brief event overview Maximum 2 paragraphs | | | |
| | | | |
| Specifically identify | | Item | Estimated Value (\$) |
| Specifically identify what you are seeking from Destination | E.g. Waste | Item Management Support | Estimated Value (\$) \$2,000 |
| what you are seeking | E.g. Waste | | |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) | E.g. Waste | | |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and | E.g. Waste | | |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) Please refer to | E.g. Waste | | |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) Please refer to Council Fees & | | Management Support | \$2,000 |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) Please refer to Council Fees & Charges | | | |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) Please refer to Council Fees & Charges | | Management Support | \$2,000 |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) Please refer to Council Fees & Charges Sponsorship and / or partnerships | | Management Support | \$2,000 |
| what you are seeking from Destination Kiama / Kiama Municipal Council (including financial and in-kind) Please refer to Council Fees & Charges Sponsorship and / or partnerships secured. | | Management Support | \$2,000 |

Destination Event Funding Application Form – August 2020

| Part 3: Economic impact | | | | |
|---|---|---|-------|--|
| Expected number of | How long are the | | Hours | |
| event from <u>outside</u> the Kiama LGA? | nt from <u>outside</u> the visitors expected to | visitors expected to | Days | |
| | | | Weeks | |
| Top three (3) target market demographics (age, gender & location – e.g. mid-20s females from Sydney) | | What is the expected expenditure of visitors? | | |
| How will your event partner with other local businesses such as attractions, accommodation, etc to extend visitor length of stay? | | | | |

| Part 4: Community benefit | | |
|--|--|--|
| How does your event engage with the local community? | | |
| How is your event accessible and inclusive? | | |

Destination Event Funding Application Form – August 2020

| What Waste Wise practices will be in place at your event? | |
|--|---|
| Part 5: Destination p How will your event assist with the promotion of the destination, as well as encouraging pre and post-event visitation to the area? | rofiling – marketing and promotion |
| How will your event acknowledge Destination Kiama and Kiama Council funding support? | On your website Social media channels Event collateral (eg. posters, program, etc.) Other: please describe below: |
| How does your event align to the <u>Tourism</u> <u>& Events Strategic</u> <u>Plan</u> | |
| Marketing Plan attached? | Yes No |

| Part 6: Event budget | | | | | |
|------------------------------|-------------|------------------------|---------|--|--|
| | Item | Proposed / quoted cost | Actuals | | |
| Budget overview | INCOME | | | | |
| Please list if also attached | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | EXPENDITURE | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

| Part 7: Other | |
|--|--|
| Any other items to support your application? | |
| (List and attach) | |

Destination Event Funding Application Form - August 2020

| How did you hear about | Social media | Advertisement |
|-------------------------------------|---------------|---|
| Destination Kiama Event Funding? | News story | Destination Kiama or Kiama Municipal Council website |
| | Email | Blog |
| | Word of Mouth | Other: |

Part 8: Declaration by applicant

I certify that, to the best of my knowledge, all the information in this application is correct and that I have delegated authority to sign this application.

I acknowledge that the Kiama Municipal Council and Destination Kiama has the right to withdraw the offer of funding or demand the return of any funds already paid if:

- · It is discovered that any of the information provided is false
- The event does not go ahead within the project period
- . The funds are not fully expended at the end of the project period
- · Any funds cannot be accounted for

I agree to this application being publically displayed on Kiama Council's website as an educational and informative tool for future funding applicants.

If you're successful in receiving Destination Event Funding, you agree to:

- Sign and return the written funding agreement (Destination Kiama, Event Coordinator will draft this agreement)
- Submit your post event report within 1 month of completion of your event
- Meet with the Destination Kiama team to discuss payment milestones and reporting
- Recognise Destination Kiama and Kiama Municipal Council's contribution on all promotion of this event
- Keep Destination Kiama informed of the progress of the event
- Fully disclose any other sponsorship from Council or other at the time of this application
- Be open and transparent about any relationships or political interests with any members of the deciding committees (TAC and Council).
- Failure to submit all documentation requested on time may result in your application being rejected.

| Applicant signature | Date | |
|---------------------|------|--|

If you have any questions or require any assistance with this application please contact the Events Coordinators on (02) 4232 0444 or events@kiama.nsw.qov.au.

Destination Event Funding Application Form - August 2020

What now

Once all documents are received, your application will be processed through the Tourism and Events Department. Your event will be added to our Events MASTER Calendar, with details also being forwarded to any relevant departments in Council for reserve & hall hire.

If your application meets the requirements, it will be assessed in the relevant submission period, when entries close, by the Tourism Advisory Committee (TAC).

Recommended applications to receive funding will then be presented at the next Council Meeting for approval.

We will contact you via the contact number or email address used to apply with feedback post the final Committee Meeting with the outcomes. Should you be successful, a letter of approval and contract of agreement will be issued.

A meeting will then be organised with the Destination Kiama team to discuss payment milestones and reporting.

It is recommended that you keep a copy of your application and any relevant material for your records.

PRIVACY & PERSONAL INFORMATION PROTECTION NOTICE

Purpose of collection: We are collecting your personal information in order to enable Council to fulfill its functions for Council Cemeteries, and to keep accurate Cemetery Burial, Ash Placement and Memorial Plaque Records. Intended recipients: The intended recipient of the information is Kiama Municipal Council. Supply: While the supply of this information is compulsory, the personal information purpoide will enable Council to keep records of interments, places of interment, cremations, memorial plaques and rights of interment and make such information available for inspection for historical or research purposes. Access/Correction: The personal information can be accessed by you and may be available to third parties in accordance with the Government Information (Public) Access Act and Council's Privacy Management Plan. Personal information may be disclosed to third parties for inspection, research or historical purposes, whilst ensuring that the privacy of persons still living are protected. You may make an application for access or amendment to personal information held by Council. We will consider any such application in accordance with the Privacy and Personal Information Protection Act 1988. Storage: Kiama Council is the agency that holds the personal information. Council may be contacted on (02) 4232 0444, or by email to: council@kiama.nsw.gov.au or at 11 Manning Street Kiama, NSW 2533, Your contact details may be used to update Council's Name and Address Register that we may use to contact you regarding any other Council matter. Kiama Council's Privacy Policy can be viewed at www.kiama.nsw.gov.au/your-council/policies

| Office use only | |
|--|--|
| Application received | Application request added to TAC agenda on |
| Date | Date Name |
| Destination Event Funding Application Form – August 2020 | 9 Page |

Appendix B – In-kind fees and charges

In-kind services are those requested by the Destination Event Coordinator to be provided by council, free of charge.

The Fees and Charges of these services is in the summary below which is based on the 2019/2020 Council document and can be noted when specifying your funding request in the Destination Funding Application.

If you receive Destination Events Funding which is not specified to be used for Council fees and charges, you will be required to pay all normal fees and charges on hired Council properties.

Under no circumstances can funding support cover any bonds required by Council for hired items, ie keys.

Please note: Council fees and charges can be found on **Council website** and vary each year, so this table is to be used as a GUIDE only. For exact costs and full details see Councils fees and charges: www.kiama.nsw.gov.au.

| In-kind Item | Cost approx. (Range) | | |
|--|----------------------|--|--|
| Park/Reserve Hire | | | |
| General Permit (less than 24hrs) | \$150 per permit | | |
| Specific Permit (2-4 days) | \$107 per day | | |
| Specific Permit (minor part of 1 day up to 16 x pa) | \$27 per day | | |
| Extended Permit (5-9 consecutive days up to 4 x pa) | \$637 per permit | | |
| Extended Permit (10-14 consecutive days up to 4 x pa) | \$1,593 per permit | | |
| Major Event Permit (plus damage deposit bank guarantee - bond) | \$1,000 per event | | |
| Public Liability Insurance (PLI) - Admin fee for Council version | | | |
| Less than 25 people | \$31 | | |
| 26-50 people | \$62 | | |
| 51-59 people | \$93 | | |
| 100 people or more | \$155 | | |
| Use/Hire Council Operated Building | | | |
| Maximum approx costing for event - full use ie kitchen etc | \$206 night | | |
| weddings/large parties etc | \$123 per/hr | | |
| Bond for parties/weddings/large events | \$700 | | |
| Waste | | | |
| Outdoor | | | |
| Indoor event (min charge is) | \$51 | | |
| Town signage | \$220 | | |

Appendix C - Definitions

| Destination event | An event which attracts / bring people to the area for that specific purpose. An event which has an economic impact to the area, attract media coverage and a sound, sustainable event plan. |
|--------------------|---|
| Funding Rounds | A period of time in which you can apply for a specific amount of money. |
| Kiama LGA | Kiama Local Government Area (LGA) spans 259 square kilometres and is the first time you enter 'farmland' if you are travelling from Sydney. It includes Minnamurra in the North to Gerroa in the South and Jamberoo in the West. |
| One-off event | One event per calendar year |
| Re-occurring event | Same event, numerous times per calendar year (ie weekly, monthly) |
| OVE | Overnight visitor expenditure |
| Project period | 12 months from approval of funding |
| Economic impact | An analysis examining the effect of an event on the economy in a specified area. It measures changes in business revenue for the area during the period of the event. For example, spend in restaurants/cafes, accommodation spend (heads in beds). |
| Cultural diversity | Cultural and linguistically diverse communities, young people, Aboriginal and Torres strait islanders, older people, people with disability, etc. |
| ATDW | Australian Tourism Data Warehouse |

Appendix D – Event categories (2019 – 2021)

| | Major Event | Destination Event | Community Event | Civic Event |
|---------------------------------|--|--|---|---|
| Brand Profiling for Kiama | National and State media exposure Distinct engagement or enhancement opportunities 5,000+ followers on social media May enhance the culture of the region May leave amenity improvement of the region Destination Kiama profiling | Regional media coverage Possible state media coverage Enhancement opportunities 1,000+ followers on social media Destination Kiama profiling Strong potential to enhance perception of the region | Local or sector specific media coverage Must have social media channels Community owned and loved Locally embedded | For the citizens Relating to the duties or activities of people in relation to their town, city, or local area Community engagement |
| Community impact / benefit | Reflect the character and culture of the region Engage with the local tourism industry Engage with the local community | Reflect the character and culture of our area Engage with the local tourism industry | Reflect the character and culture of our area By the community for the community | Reflect the character and culture of our area |
| Economic Impact | Between \$600,000 -\$1M economic impact from year 3 of the event or as a one-off event Full capacity of beds/OVE across the LGA | Between \$50,000 and \$1M economic impact from year 3 of the event Full capacity of beds/ OVE across the LGA | Negligible measureable economic impact Typically a not-for-profit | Negligible |

| Size and Scale Sustainability | Paying attendees 5,000 + OR more than 10,000 FREE attendees Target of 35% out of area visitation Ability to attract more than \$20,000 event sponsorship OR Ability to attract more than \$20,000 State Government Support Working budget that shows profit/loss Show a sustainable business model | Paying attendees 300 + OR more than 1,000 FREE attendees Target of 35% out of area visitation Ability to attract \$1,000 - \$20,000 event sponsorship OR Ability to attract up to \$20,000 State Government Support OR Ability to attract support/sanctioning/Value In-Kind from National Body Working budget that shows profit/loss | Mostly local 90% + local attendees Low levels sponsorship Donations and or fundraiser type event Stable local sponsors | Always free and inclusive for the entire community Councillor and Citizen support |
|---------------------------------|--|--|--|--|
| Example of Event | World Junior Surfing Championship Bodyboard Pro Red Hot Summer Tour | Rugby Sevens Kiama Jazz and Blues Festival Includes business and corporate events | Red Cross Fun RunCharity walks and runs | Australia Day celebrations Sporting clinics Art exhibitions Awards Ceremonies Citizenship Ceremonies |
| Proposed Support/ Funding | • \$10,000 + | \$1,000 to \$10,000 (includes in-kind and cash contributions) | Up to \$1,000 (includes in-kind and cash contributions) | In-kind only for external events KMC budget for internal events |
| Managed by | Destination KiamaEvent concierge approach | Destination KiamaEvent concierge approach | Office of General Manager | Kiama Council venue/reserves bookings |

Disclaimer: Not all events will fit neatly under one category, in this instance the categories are to be used as a guide and decisions on which category and event sits under is at the discretion of the funding group