



FCVic
Financial Counselling
Victoria Inc.

HOUSING SUMMIT



Partnership Prospectus

Thursday, 27 March 2025
The Glasshouse, Olympic Park Oval,
Melbourne

Contents

Welcome	3
About the Event	4
Summit Objectives and Focus Areas	7
The Venue	8
About FcVic	10
Top 5 Reasons to Partner and Attend	11
Partnership Opportunities	12
<i>Premier Summit Partner</i>	12
<i>Summit Networking Partner</i>	13
<i>Juice Bar Partner</i>	14
<i>Barista Bar Partner</i>	15
<i>Morning and Afternoon Tea Partner</i>	16
<i>Gold Partner</i>	17
<i>Summit Supporter</i>	18
<i>Community Organisation Exhibitor Stand</i>	19
<i>Create Your Own Package</i>	19
Partnership Application Form	20

Welcome

A message from Zyl Hovenga-Wauchope, CEO, FCVic

Since the FCVic *Changing Face of Hardship Summit* in March 2024, which explored the evolving landscape of financial distress in our community, we find ourselves at another critical juncture. The housing crisis that continues to grip Victoria and Australia has emerged as one of the most pressing challenges facing our community, touching everyone, everywhere, in Victoria.

The statistics tell a compelling story: rising interest rates have pushed many homeowners to their limits, while renters face unprecedented pressure in an increasingly competitive and expensive market. What makes this crisis particularly concerning is its far-reaching impact – affecting not just traditionally vulnerable groups, but also those who previously enjoyed stable housing security. Financial counsellors across Victoria report growing numbers of clients seeking assistance with housing-related stress, many of whom are navigating housing insecurity for the first time in their lives.

The FCVic Housing Summit comes at a pivotal moment. We are witnessing significant developments in the response to housing stress, from innovative programs within financial counselling services to new policy initiatives from the Victorian Government aimed at tackling the challenge. The summit will provide a crucial platform for exploring these responses, understanding emerging challenges, and sharing effective and practical strategies for supporting those affected by housing stress.

Through engaging panel discussions, expert speakers, and interactive sessions, we will examine the multifaceted nature of the housing crisis and its intersection with financial hardship. The summit will bring together financial counsellors, housing specialists, government regulators, community partners, and industry hardship teams to foster meaningful dialogue and collaboration.

We believe that by convening diverse perspectives and expertise at the Glasshouse in Melbourne, we can contribute to more effective, coordinated responses to housing stress in our community. Your participation and insights will be invaluable in shaping these conversations.

We look forward to welcoming you to the FCVic Housing Summit at the Glasshouse in 2025.



About the Event

***Engage, exhibit, and drive change at the
FCVic Housing Summit 2025.***

The FcVic Summit is back for its third year, and during this time, we have recognised the significance of this deep-dive event. This annual gathering has become a cornerstone for stakeholders across various sectors, providing a dynamic platform for collaboration and innovation on complex and critical issues.

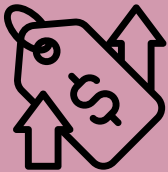
Taking place at the Glasshouse on 27 March, the FcVic Housing Summit 2025 aims to bring together diverse voices, ensuring that the collective expertise of attendees shapes effective solutions for Victoria's housing challenges.

This think-tank-style event is a unique opportunity to engage with policymakers, industry leaders, and advocates, addressing the critical housing issues impacting Victorians. Now, more than ever, your participation is essential.

Why the Housing Summit Matters

With rising mortgage stress and increasing rental pressures, countless Victorians are struggling to secure stable and affordable housing. Addressing these challenges requires collaboration across sectors, and the FcVic Housing Summit offers an unparalleled forum for driving progress.

Victoria is Facing a Housing Crisis



Melbourne is the 4th least affordable major housing market in the world



The median house price in Greater Melbourne in March 2024 has risen to \$853,000 and median units are at \$590,000



It will take a medium income family 9.6 years to save a 20% deposit to buy a home



Women over 55 years are the fastest growing group experiencing homelessness



Over 48,000 Victorian households want housing – and 25,800 households require urgent assistance

Only 1.4% of private rentals in Victoria are affordable for households on income support payments, and only 21.6% were affordable for households on the minimum wage

3%

Victoria has the lowest proportion of social housing in Australia at 3% of all dwellings. The National average is 4.2%; and even this is low by international standards



There is a chronic shortage of affordable private housing properties. Few are dedicated to helping residents out of social housing and into their own home

This Summit is more than just a one-day conference; it is a space for stakeholders to share best practices, explore cutting-edge research, and dismantle barriers to safe, secure, and affordable housing. By participating, you contribute to the collective mission of creating sustainable solutions that uplift individuals and communities.

Who Should Attend?

The Summit welcomes a wide range of stakeholders, recognizing that diverse perspectives are key to meaningful change.

Attendees include:

- Financial counsellors
- Researchers
- Industry representatives
- Regulators
- Community organisation
- Policymakers
- Students
- Housing experts and advocates

Your voice matters. Whether you have case studies, best practices, or critical reflections to share, your insights will enrich the conversation and inspire actionable outcomes.

Event Format

The Housing Summit is a full-day event.

The sessions are currently scheduled to begin at 10am and finish at 5pm, followed by networking drinks and nibbles on site in the Eatery, concluding by 7pm.

The program is still under construction as we finalise call for abstracts, however it promises to be a rich day of knowledge-sharing and networking.

Why Your Participation Matters

The FcVic Housing Summit is not just an event. The revenue generated from this event supports vital programs for financial counsellors, ensuring they are well-equipped to assist vulnerable Victorians. Additionally, it funds critical advocacy efforts to drive systemic change in the housing and community sector.

Call to Action

Don't miss this opportunity to be part of the conversation shaping Victoria's housing future. Engage with key stakeholders, showcase your expertise, and drive impactful change.

Summit Objectives and Focus Areas

This year's Housing Summit tackles pressing issues and explores forward-thinking solutions.

Key focus areas include:



Housing Market Reform: Exploring large-scale reforms to expand affordable housing options.



Mortgage Stress Relief: Developing sustainable, long-term solutions for those facing mortgage pressures.



Rental Standards Reform: Advocating for limits on rental increases and introducing relief options for tenants.



Professional Development: Offering peer learning and training opportunities for financial counsellors and industry hardship teams.



Housing Quality and Resilience: Addressing energy efficiency, insurance accessibility, and improving housing stock standards.



Practice Innovations: Showcasing case studies and critical reflections to inspire new approaches.



Open Dialogue: Providing a forum to challenge established beliefs and practices in the housing sector.



The Venue

Step inside **The Glasshouse** and be captivated by its beautiful interior, characterized by modern design elements and an abundance of natural light. The elegant and inviting ambiance provides the perfect backdrop for productive discussions and networking opportunities. The spacious layout and state-of-the-art facilities ensure a comfortable and inspiring environment for all guests.

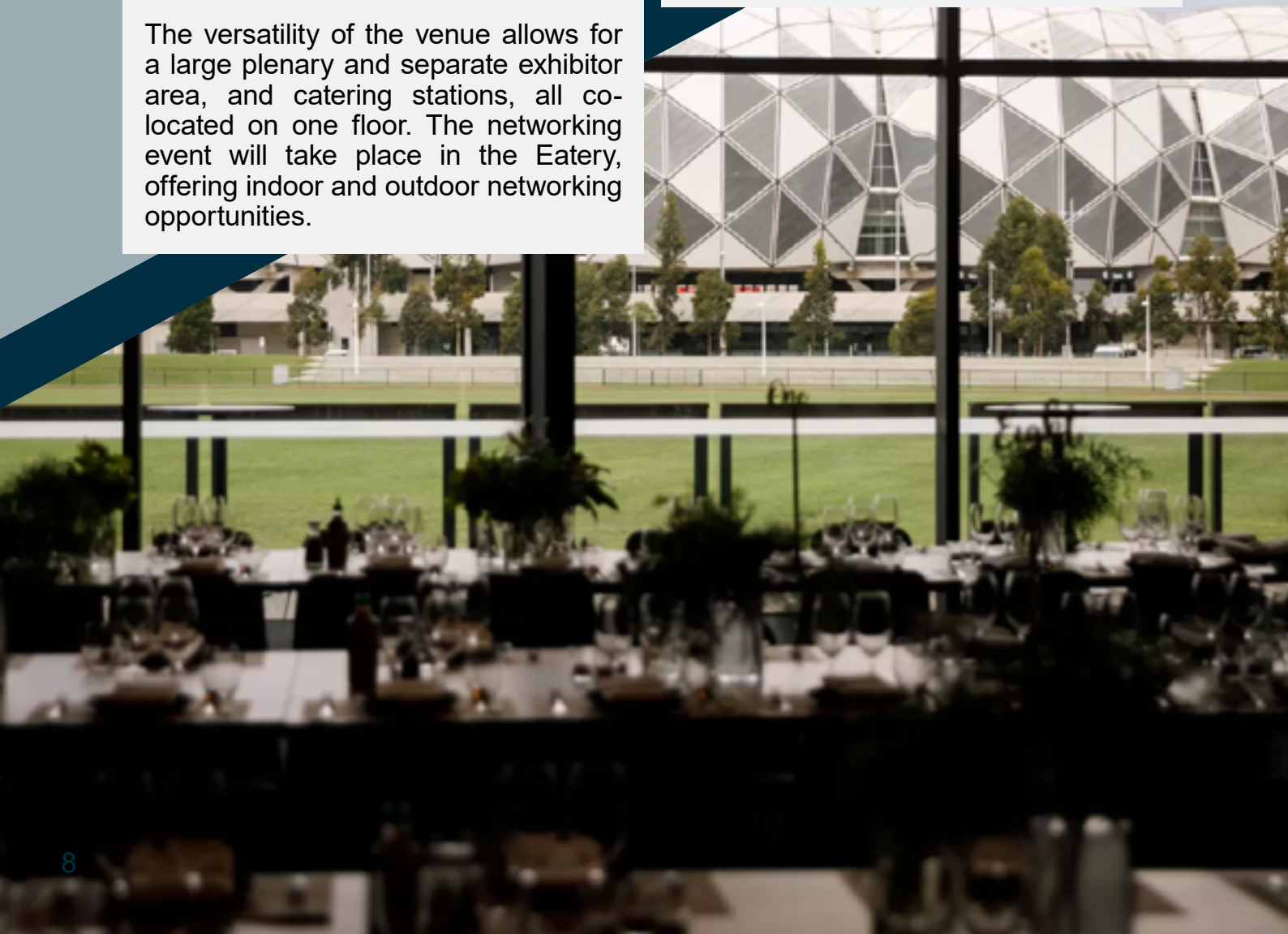
Looking out over the sports fields, The Glasshouse offers a serene and scenic setting that inspires creativity and collaboration. The surrounding greenery provides a tranquil escape, allowing guests to relax and recharge between sessions.

The versatility of the venue allows for a large plenary and separate exhibitor area, and catering stations, all co-located on one floor. The networking event will take place in the Eatery, offering indoor and outdoor networking opportunities.

Easily Accessible

Conveniently located and well-served by public transport, The Glasshouse ensures that travelling to and from the venue is hassle-free. The proximity to major train and tram lines, coupled with the availability of affordable local parking, makes it an ideal choice for attendees from all over the city.

Join us at The Glasshouse for the FCVic Housing Summit and experience a venue that embodies the perfect combination of accessibility, versatility, and elegance. Don't miss the opportunity to engage in this pivotal event in such a magnificent setting.





About Financial Counselling Victoria (FCVic)

FCVic is the peak body and professional association for Victoria's 300 practising financial counsellors. Our organisation was established in 1978, by a group of financial counsellors, as a means to provide peer support and undertake systemic advocacy.

Today, FcVic's vision is 'a fairer and more equitable society with improved community wellbeing and better lives for vulnerable people'. FcVic develops resources, builds sector capability, and advocates on behalf of financial counsellors and community members on systemic issues that cause and exacerbate poverty and financial hardship. We work with government, banks, utilities, debt collection agencies and other industries to improve approaches to financial hardship and vulnerability.

As the peak body representing financial counsellors, we are not only advocates for the continued funding and expansion of the sector to meet community need, we are also the primary support and development body focused on professionalising and resourcing the sector.

FCVic has worked collaboratively with a large number of partners and other community service organisations spanning mental health and wellbeing, disaster recovery, small business support, unpaid carers, support for older Victorians and more. By aligning our previous work across several of these intersecting areas, FcVic is best positioned to build sector capacity to respond to the unique needs of the financial counselling workforce, and the diverse communities they support.

FCVic achieves strong engagement with its member base of over 430 individuals and organisations, comprising financial counsellors, students, financial capability workers and employing organisations. More than 75% of practicing financial counsellors attend the annual FcVic conference, alongside industry and government stakeholders.

Top 5 Reasons

To Attend and Engage With the FcVic Housing Summit

1. Drive Advocacy and Awareness

The summit focuses on addressing vital housing challenges, solutions, and government policies. The event attracts a diverse array of stakeholders, including financial counsellors, researchers, industry experts, regulators, community workers, policymakers, and more.

Promote your commitment to equitable housing by utilising the platform for essential frontline conversations. Take the opportunity to discuss important and complex casework that highlights the needs of Victorians and contribute to driving meaningful policy and community change.

2. Build Relationships

The summit provides an unparalleled platform for exhibitors to connect with key decision-makers and thought leaders in the housing arena. Engaging with these influencers can lead to valuable partnerships, collaborations, and opportunities to expand your reach and impact within the sector.

3. A Unique Collaboration Opportunity

Attending the FcVic Housing Summit allows exhibitors to stay informed about the latest trends, research findings, and challenges facing the housing market. This insight is invaluable for refining your products or services to better meet the evolving needs of the industry and address the pressing issues of mortgage and rental stress.

4. Support the Sector

Your financial support ensures FcVic can continue to provide professional development, sector engagement opportunities, advocacy, and resources to financial counsellors focusing on critical housing issues at the frontline. It also signals your commitment to making a positive impact, demonstrating your dedication to finding solutions to the challenges faced by so many Victorians in danger of losing their homes.

5. Engage in the Program with Our Call for Abstracts

The summit encourages all stakeholders to take an active role in discussions, presentations, and panels. This is a chance to position yourself or your organisation as a thought leader by sharing best practices, innovative solutions, and case studies. Engaging in these dialogues ensures richness and depth in discussions and outcomes.

Seize the opportunity to exhibit at the FcVic Housing Summit 2025 and be part of shaping the future of housing in Victoria.

Partnership Opportunities

PREMIER SUMMIT PARTNER

SOLD



Exclusive, one (1) only.

Placing your organisation front and centre on the day, this package offers the chance to partner with FCVic, Victoria's peak financial counselling association, and elevating your commitment and impact in the hardship arena as the Premier Partner.

This exclusive event is a unique opportunity to connect with financial counsellors, industry leaders, and sector stakeholders dedicated to transforming lives and communities facing financial adversity.

PARTNERSHIP BENEFITS INCLUDE:

- ▶ **Speaking opportunity:** Be the conversation leader – as a Premier Partner, you will have the opportunity to have a 10 to 15 minute speaking slot in the program. Use this time to showcase your expertise and commitment to positive change.
- ▶ **Unrivaled visibility:** Position your brand at the heart of the financial counselling community. As a Premier Partner, your logo will be prominently displayed across all event materials, from digital promotions to on-site banners, ensuring maximum exposure.
- ▶ **Tailored Branding Opportunities:** Your organisation's banner will be placed on the stage for the full duration of the day. Your organisation will be placed in a prominent area of the exhibition space and your contribution will be highlighted throughout the event and pre-event communication. A large plasma screen will be available at your stand to ensure you make the most of on-site recognition to maximise exposure.
- ▶ **Community Impact:** Demonstrate your corporate social responsibility by supporting an event dedicated to addressing the changing face of hardship. Your partnership contributes to creating a positive impact on individuals and communities facing financial challenges.
- ▶ **Social Media Exposure:** Benefit from an extensive social media campaign before, during, and after the event. Leverage our comprehensive marketing campaign to enhance your brand's reach and resonance.
- ▶ **Complimentary tickets:** Bring your hardship teams. Enjoy six (6) complimentary tickets to the event.

SUMMIT NETWORKING PARTNER

Investment of \$12,500

Exclusive, one (1) only.

Be the organisation that provides the all-important networking event at the end of the day as delegates relax, mingle, form important connections and discuss the days topic, sessions and pathways forward.

PARTNERSHIP BENEFITS INCLUDE:

- ▶ A prominent stand for the duration of the Summit, including a large plasma
- ▶ Acknowledgement as the Summit Networking Partner on all digital marketing including our pre-event email campaign
- ▶ Your organisation's banner(s) prominently displayed at the function
- ▶ Our MC will acknowledge you as the event partner during the welcome and throughout the preceding events
- ▶ Three (3) complimentary tickets for representatives of your organisation to attend the day
- ▶ A themed promotional 'partnered by' card with your organisation name and logo in the room
- ▶ Opportunities to network in an informal atmosphere
- ▶ The opportunity to offer a door prize

JUICE BAR PARTNER

Investment of \$8,900

Exclusive, one (1) only.

Not everyone enjoys tea or coffee! A freshly pressed juice bar at the FcVic Housing Summit is more than just a refreshment station—it's a vibrant and health-conscious sponsorship option that leaves a lasting impression.

This was such a popular option at the FcVic Conference that it was a 'sell-out' by 10.30am.

By sponsoring the juice bar, your brand becomes synonymous with wellness and attendee satisfaction, making it an ideal choice for organisations committed to promoting health and vitality.

PARTNERSHIP BENEFITS INCLUDE:

- ▶ A large branding panel on the front of the Juice Station, providing refreshing beverages to attendees throughout the day (artwork to be provided by Partner)
- ▶ Two complimentary tickets for representatives from your organization
- ▶ The opportunity to get creative and have some fun naming the juices
- ▶ Demonstrate your commitment to health and well-being, aligning your brand with attendee satisfaction
- ▶ A unique opportunity to ensure your investment is highly visible, as event attendees head to your stand for a healthy option
- ▶ An opportunity to provide branded cups and 'brand the service staff'
- ▶ Your exhibitor stand will be co-located with the juice bar and you will have the opportunity to place banners or other signage adjacent to the station
- ▶ A powered exhibitor stand
- ▶ Acknowledgement as the exclusive Juice Station in pre-event email campaign
- ▶ Our MC will acknowledge you as a Partner
- ▶ Your logo will appear on the background slides throughout the event
- ▶ This package includes 300 juices, with an option to increase.

BARISTA BAR PARTNER

Investment of \$7,200

Limited availability - only two (2) available.

Based on previous events, this is undoubtedly the most popular event provision - coffee for the event masses!

PARTNERSHIP BENEFITS INCLUDE:

- ▶ A powered exhibitor table within close proximity of the coffee carts to maximise audience exposure
- ▶ Coffee cart branding panel on the coffee machine (artwork to be provided by exhibitor or just your logo can be provided)
- ▶ Professional barista provided with full café drinks menu available and the option to 'brand the barista' with t-shirts, caps, aprons, etc.
- ▶ An opportunity to provide branded cups or keep cups
- ▶ Banner placement at coffee carts
- ▶ Our MC will acknowledge your organisation as a partner during the event
- ▶ Your logo will appear on the background slides throughout the event
- ▶ Acknowledgement as the barista partner in our pre-event email campaign
- ▶ Two (2) complimentary ticket for representatives from your organisation
- ▶ Brand your stand with banners, tablecloths, etc.

Optional extra

Upgrade to a LCD coffee cart with digital screen capabilities for \$550



MORNING AND AFTERNOON TEA PARTNER

Investment of \$6,200

Exclusive, one (1) only.

Everyone loves the breaks, an opportunity to discuss the previous sessions, stretch your legs and enjoy the refreshments. It also presents a one-of-a-kind opportunity to align your brand with a networking break.

PARTNERSHIP BENEFITS INCLUDE:

- ▶ A prominent powered exhibitor stand, close to the food stations
- ▶ Promotional cards placed on catering stations
- ▶ Our MC will acknowledge you as a partner
- ▶ Acknowledgement as an AM and PM Tea Break partner in pre-event email campaign
- ▶ Your logo will appear on the plenary session screens at each break
- ▶ Two (2) complimentary event tickets for representatives from your organisation
- ▶ Brand your stand with banners, tablecloths, etc.

Optional extra

Include a large plasma at your exhibitors table for an additional \$550 per day



GOLD PARTNER

Investment of \$5,500

Limited availability.

PARTNERSHIP BENEFITS INCLUDE:

- ▶ A powered stand and two chairs in our dedicated trades area
- ▶ Acknowledgement as a Gold Partner in our pre-event email campaign
- ▶ The opportunity to partner and present a door prize during the event (prize to be provided by partner)
- ▶ Our MC will acknowledge your Partner during the event
- ▶ Your logo will appear on the background slides throughout the event
- ▶ Two (2) complimentary tickets for representatives from your organisation
- ▶ Brand your stand with banners, tablecloths, etc.

Optional extra

Include a large plasma at your exhibitors table for an additional \$550 per day



SUMMIT SUPPORTERS

Investment of \$2,950

Limited availability. This option is NOT available to banks, top tier retailers and telcos.

PARTNERSHIP BENEFITS INCLUDE:

- ▶ A powered stand and two chairs in our dedicated trades area
- ▶ Your logo will appear on the background slides throughout the event
- ▶ Two (2) complimentary tickets to attend
- ▶ Brand your stand with banners, tablecloths, etc.

Optional extra

Include a large plasma at your exhibitors table for an additional \$550 per day



COMMUNITY ORGANISATION EXHIBITOR STAND

Investment of \$500

Limited availability.

This package is available to not-for-profit community organisations with limited funding only and includes a stand, two chairs and attendance for two representatives of your organisation.

CREATE YOUR OWN PACKAGE

Please contact Mel Keenan to discuss other partnership options:

melkeenan@definingevents.com.au

or 0439 804 917



Partnership Application Form

CONTACT DETAILS

Please note all correspondence including invoices will be sent to the contact supplied below.

Company Name _____

Contact Person _____

Position _____

Email _____

Telephone _____

Mobile _____

Website _____

PAYMENT METHOD

Tick appropriate box. Payment details to be provided on invoice.

I agree to be invoiced for the total of \$ _____ (excluding GST) for the package selected above.

I wish to pay by bank transfer.
FCVic bank details will be supplied on the tax invoice.

Please tick this box if you do NOT wish to receive conference updates via email.

Signature: _____

Date: _____

PARTNERSHIP OPPORTUNITIES

Tick appropriate boxes. All prices exclude GST.

Premier Partner: \$15,000 **SOLD**

Summit Networking Partner: \$12,500

Juice Bar Partner: \$8,900

Barista Bar Partner: \$7,200
Add LCD display \$550

Morning and Afternoon Tea Partner: \$6,200
Add plasma \$550

Gold Partner: \$5,500
Add plasma \$550

Summit Partner: \$2,950
Add plasma \$550

Community Organisation Exhibitor Stand: \$500

Yes, my organisation accepts the entitlements as outlined in this prospectus and we confirm partnership and/or exhibition at the above event.

We agree to the terms and conditions and cancellation policy as outlined overleaf.

For any Summit related questions,
please contact Mel Keenan:
melkeenan@definingevents.com.au
0439 804 917



SUMMIT PARTNERSHIP APPLICATION TERMS & CONDITIONS

- **It is mandatory that to attend the event, you and all staff must be registered.**
- If your partnership entitlements do not include complimentary registration or you wish to bring additional staff members, please register accordingly and make payment.
- If you are from a not for profit or community organization, please select from the member's options.

You agree to the following terms and conditions when you sign the Partnership application form:

PARTNERSHIP POLICY

FCVIC's overall approach to our Summit Partners is to build long-term, mutually beneficial relationships. The term 'Organiser' refers to FcVic.

APPLICATIONS AND ALLOCATION

Applications for Partnership should be made on the official Partnership application form. We reserve the right to accept or reject any Partnership application at our absolute discretion. Partnerships are limited in number and are generally allocated on a 'first come, first served' basis.

FEES AND PAYMENT

All fees are quoted in Australian dollars and **EXCLUDE GST**. You will receive a confirmation and issue an invoice on receipt of your signed confirmation form. Payment should be made in accordance with the terms thereon and **must be received by FcVIC prior the event. You will not receive any Partnership entitlements until all fees have been paid in full.**

YOU AND YOUR STAFF

Your application to partner an event does not constitute an attendee registration. ALL your staff attending the event need to be registered either by complimentary registration included in package or by purchasing additional registrations. The Organiser reserves the right to refuse any person including exhibitor staff, representatives, visitors, contractors and/or agents entry to the exhibition if they have not registered online to attend. This is essential for contact tracing purposes.

VENUES

You and your employees, agents, contractors and invitees agree to observe the rules, regulations and procedures as prescribed by the venue.

EVENT TERMS

You are responsible for the delivery and pack down of your material and banners before and after the event. You must supply collection notices and delivery labels and make arrangements with your preferred courier to ensure your collateral is appropriately managed. The venue and organisers will do everything to ensure your packages are delivered to your stand once delivered to the venue but will not be held responsible for any loss of items delivered. Post event, the venue does not have the facilities to store any collateral – please ensure you arrange couriers or pack and take on the day.

The Organiser reserves the right in unforeseen circumstances to amend or alter the exact site of the location of the stand and the Exhibitor undertakes to agree to any alteration to the site, exhibitor layout or the space reallocated by the Organiser.

CANCELLATION

If you need to cancel your Partnership, you must notify us in writing. We incur considerable costs in the lead up to the event including marketing, promotion and administration expenses. In light of this, the following cancellation charges will apply:

1. If the cancellation is received up to two weeks prior to the event, an administration fee of 25% of the total package fee is payable.
2. If the cancellation is received within 7 days, no refund is applicable UNLESS we are able to resell the package. In which event, the above fee of 25% will apply.

EVENT ALTERATIONS AND CANCELLATION

We reserve the right to make alterations to the event program, venue and timings at any time. In the unlikely event of the event being cancelled by FcVIC, a full refund will be made to any Summit Partners already fully paid. If, however the event is unable to go ahead due to a Government mandated lockdown, we will endeavour to reschedule the event to a mutually beneficial time. In the event you are unable to attend the rescheduled date an administration fee of 25% will apply unless we can resell the package.

In the event that the Exhibitor fails to occupy their allocated exhibition space by the advertised opening time, the Organiser is authorised to occupy this space in any manner deemed to be in the best interest of the Exhibition. The Exhibitor contracted to this space will remain liable to all Terms and Conditions of Contract and will not be eligible for a refund.

While we will make every effort to secure a high level of attendance to the event, no guarantee of attendance numbers can be given and no discounts or refunds are available if attendee numbers do not reach the projected levels. We reserve the right to tailor or create additional packages for the event.

PROHIBITION OF TRANSFER

You may not assign or share or grant licences of any part of the Partnership. Nor may any cards, advertisements or printed matter of firms who are not bona fide Summit Partners be exhibited in or distributed from, the Summit venue.

INSURANCE

You are responsible for arranging appropriate insurance cover in connection with your attendance at the event, including prevention, postponement or abandonment. We cannot be held liable for any loss, liability or damage to personal property.

INFORMATION AND COPYRIGHT

Information we supply in relation to the event(s) is accurate to the best of our knowledge and belief, but shall not constitute any warranty or representation. Any inaccuracy, mistakes or omission in such information shall not entitle you to cancel your Partnership agreement.

All information and data relation to the event is the copyright of FcVIC and cannot be passed on to any third party for any purpose without prior consent. Lists and information relating to participants may only be used in relation to your presence at the event.

INDEMNITY AND DISCLAIMER

While we shall endeavour to protect property at the event, it must be understood that the management of the venue, FcVIC and any official contractor cannot accept liability for loss or damage sustained or occasioned by any cause whatsoever. You agree to indemnify and hold FcVIC harmless against any and all loss, liability, damage, costs, expense, claims, proceedings and actions arising out of any negligent act or omission of your employees, including any breach of these terms and conditions.

For any Summit related questions,
please contact Mel Keenan:
melkeenan@definingevents.com.au
0439 804 917



FCVic acknowledges the Wurundjeri Woi-wurrung and Bunurong / Boon Wurrung peoples of the Kulin Nation as the Traditional Owners of the lands on which our organisation is based and on which this event will be held. We pay our respects to their Elders, past and present.

As the FcVic team works remotely across many lands, we extend our respects to the Elders of other Aboriginal and Torres Strait Islander communities throughout Victoria and Australia.

We recognise the continuing connection that First Nations communities have to land, water and culture, and acknowledge that sovereignty was never ceded.

