



CARNIVAL GAME PROSPECTUS

22 MARCH - 2 APRIL 2024

AUSTRALIA'S LARGEST ANNUAL TICKETED EVENT



Be part of the biggest Show in town!

The Royal Agricultural Society of NSW (RAS) is encouraging businesses interested in providing carnival games at the 2024 Sydney Royal Easter Show to throw their hat in the ring by completing an application form. This is your chance to come and meet your next 800,000 customers! We are focused on providing one of the best collections of amusement rides anywhere in the world and facilitating ever increasing value, access, convenience and excitement via our Easter Show Fun Pass App.

First held in 1823, the Sydney Royal Easter Show is Australia's largest annual ticketed event. Revenue generated at the Show and through Sydney Showground, our venue management division, allows the RAS to invest in agricultural programs, competitions, education initiatives and rural and regional NSW.

The Show is only possible through the commitment of a diverse stakeholder group, dedicated staff and a small army of volunteers who come together to deliver this Hallmark event. The 2024 Show will operate 22 March - 2 April and will be jam packed with agricultural competitions, animal experiences, live entertainment, shopping, carnival fun and so much more.

If you are interested in securing space for your business, act now by completing an application form, addressing the selection criteria and returning your proposal by Friday 24 November at 5pm.

BACKGROUND

The 2024 Sydney Royal Easter Show (SRES) will be held over 12 days from Friday 22 March to Tuesday 2 April.

Carnival Games will operate in two main sites around Sydney Showground:

1. Main Carnival - Area adjacent to Australia Avenue
2. Kids' Carnival - Located on Olympic Boulevard

Sites will vary according to ride frontage, depth and height, as determined by the RAS.

Applications must include a detailed proposal covering the assessment criteria. Please ensure all information is enclosed, as incomplete applications will not be considered. The RAS will advise successful applicants in writing of the outcome of their application and confirm site allocation.

The decision of the RAS is final. The RAS does not provide any exclusivity.

This prospectus is not a contractual agreement binding on the RAS. Successful applicants will be contracted by entering into a 2024 SRES Licence. Full details of the SRES Licence will be made available to successful applicants, however, the site will not be confirmed until the terms and conditions of the Licence are agreed and the non-refundable first instalment payment is received.

Carnival Game applications must be received by Friday 24 November 2023. Please return to:

Attn: Shane McGrath
Senior Manager – SRES Operations and Product Development
Royal Agricultural Society of NSW
Locked Bag 4317
SYDNEY OLYMPIC PARK NSW2127

Work Health & Safety (WHS)

- The Licensee is required to comply with Work, Health and Safety (WHS) laws and if required under the legislation, have in place their own WHS policy and safe systems of work for their activities. All participants must consult, cooperate and participate with the RAS WHS programs and comply with all reasonable direction of the RAS WHS Management System.
- NSW WHS Legislation, Regulations and Codes of Practice require anyone in control of the workplace to identify the potential hazards of the work, to assess the risks involved to anyone including staff, visitors, or contractors and to develop controls to eliminate or minimise the risks.
- When undertaking high risk work, staff must be appropriately trained, hold the required high risk work licence and ensure it is available for inspection at all times.
- High visibility clothing and closed toe shoes are mandatory during high risk work, bump-in and bump-out and will be strictly enforced across the site. Working at heights SWMS are mandatory for all high risk construction work.
- All staff erecting or dismantling games and amusements must wear appropriate personal protection equipment and keep unauthorised people away from the work area.
- All Licensees must be able to supply crowd control barriers, actively control the safety of their crowd queues and follow instruction from RAS Security in relation to crowd management.
- All statutory requirements must be met in relation to erecting, operation, maintenance and dismantling of games and amusements including but not limited to WHS Act and Regulations, Codes of Practice, Environmental Protection Authority (EPA) Act and the requirements of the Sydney Olympic Park Authority (SOPA).
- The RAS nominates the Licensee as the occupier of the premises and in control of the workplace for the purpose of the Licence.
- SafeWork NSW Inspectors will be on site for the Licence period, as well as the RAS Carnival Consultant and RAS Safety Manager. Information can be obtained from either party.
- No-one is permitted to sleep or remain on site overnight.
- Licensees are to comply with sections 35-39 of the WHS Act in relation to notifiable incidents and agree to preserve the site by stopping the device as soon as a notifiable incident occurs.
- Operators must comply with the 'Guidelines on the Safety of Showbags, Toys and Novelties', as prescribed by the Department of Fair Trading for all prizes offered. Certain items are not permitted for sale at the 2024 SRES at discretion of the RAS. The use of any counterfeit product is prohibited.

SERVICES

Site services such as electrical, water, waste and gas are provided by the RAS. The cost of those services is in addition to the Licence Fee. Charges for connection and equipment usage will be invoiced to the Licensee and payment of these services is required prior to the commencement of the SRES. Operators must adhere to terms and conditions contained in the 2024 SRES Licence and the SRES Event Manual.

TICKETS & PASSES

Staff admission passes are included as part of the Licence Fee payable by the Licensee at \$10.00 per person. If additional staff passes are required during the event, Licensees must submit a copy of their staff roster to verify this.

AWARD WAGES

Staff of the Licensee must be employed under the terms and conditions of the applicable Award for their activity and industry or another appropriate industrial instrument such as a registered enterprise agreement.

ENVIRONMENTAL

Under environmental and Sydney Olympic Park Authority (SOPA) legislation (including the Environmental Protection Authority (EPA) Act, the Sydney Olympic Park Act & Regulations and the RAS Environmental Management Plan) Licensees at a minimum, are:

- Prohibited from using toxic substances or materials in packaging;
- Prohibited from disposal of waste into the stormwater system;
- Required to participate in SRES waste avoidance and minimisation by sorting waste at the source into waste streams suitable for recycling, along with educating their staff to do likewise;
- Required to comply with RAS instructions in relation to the environment including noise control;
- The RAS will provide Licensees with environmental guidelines specific to the SRES;
- Licensees are responsible for any music licences if required by APRA AMCOS or any other relevant authority;
- Required to place oil drop sheets under rides and amusement devices to prevent and to control any spills that may occur from carnival rides, equipment or machinery;

ACCESS & PARKING

A bump-in, bump-out and delivery pass system will be implemented. Access to Sydney Showground via Gate 13 will be limited, and all vehicles must display a valid vehicle sticker in order to gain access to the Showground. All employees are required to produce SRES issued photo accreditation to access the site during all event periods. Please ensure your staff comply with this requirement and respect directions from security staff at all times. Poor behaviour will not be tolerated and will result in access being denied and accreditation cancelled.

Licensees are encouraged to utilise the extensive public transport system operating during the SRES. Illegal parking is subject to infringement. Parking on-site during the SRES is not permitted.

SPECIAL CARNIVAL GAME CONDITIONS

The validity of a Licence to a successful applicant is conditional upon the operator having the following documents.

COPY REQUIRED BY 31 JANUARY 2024

- Valid Public and Products Liability Insurance Policy noting the Royal Agricultural Society of NSW as a named interested party to the amount of \$20 million AUD on any one claim. The insurance company must be an APRA approved insurer or RAS approved insurer domiciled in the United Kingdom;
- Valid Workers Compensation Insurance complying with relevant legislation;
- Risk Assessment conducted in accordance with AS/NZS ISO 31000:2009;
- Staff list including Working with Children Check Clearance Number, surname and date of birth or exception classification number. Licensees will be required to add to this list leading up to as well as during the SRES as and when casual employees are engaged.

AVAILABLE TO VIEW ONSITE AT ANY TIME

- Staff training plan and manual;
- Work, Health & Safety Policy;
- Safe Systems of Work;
- Emergency procedures, evacuation plans and wind shut down speeds;
- Material Safety Data Sheets;
- Harassment Policy and Equal Employment Opportunity Policy and
- High risk work licenses

Licensees must not sublet, assign or grant any licence or in any way part, divide or allocate any portion of space allocated to them to any other company, sole trader or third party.

Licensees may be required to attend a pre SRES briefing as requested by the RAS and have a duty to consult with the RAS regarding any health and safety issues. Licensees must adhere to the terms contained in the SRES Event Manual available at www.eastershow.com.au

Game prices (including dollar and fun pass credit value), game rules and warning/risk signs must be displayed at all times. No counterfeit plush items may be offered as a prize.

Game operators are not permitted to offer cash as a prize or offer cash inducements.

The RAS reserves the right to confiscate any prizes that it deems unsuitable for the SRES. This specifically applies to prizes that are inappropriate, unsafe or that may breach NSW Fair Trading Guidelines.

DISCOUNT CENTRALISED CREDITS

All licensees must accept Discounted Centralised Credits (DCCs) for game payment during the SRES and will be paid in accordance with DCC redemption payment table. Carnival Game licensees will be provided with hardware that facilitates payment via Discount Centralised Credits and EFTPOS. Cash payments are prohibited. The use of non-RAS issued EFTPOS terminals is prohibited.

Operators must describe their price structure (fun pass credit and card payments) which should be consistent and take into account the credit net unit price.

The Licensee:

- Must follow RAS directions and procedures concerning the DCC operation.
- Is not permitted to perform cash sales
- Is only permitted to perform credit card payments with the terminal hardware provided
- Must take responsibility for scanning hardware including charging and protection from damage
- Must accept the discounting implemented by the RAS.

The licensee will be provided with a live dashboard to enable the monitoring of games sales including credits and credit card payments.

The operator will be issued a receipt and their account credited with 75% of the credit net unit price and 75% of EFTPOS payments.

NUMBER OF CREDITS	SALE PRICE	VALUE	CREDIT UNIT PRICE	\$ DISCOUNT	% DISCOUNT	CREDIT NET UNIT PRICE
130	\$123.00	\$156.00	\$0.946	\$33.00	21.2%	\$0.923
90	\$93.00	\$108.00	\$1.033	\$15.00	13.9%	\$1.000
60	\$68.00	\$72.00	\$1.133	\$4.00	5.6%	\$1.083
30	\$36.00	\$36.00	\$1.200	0	0	\$1.167
1 to 29	\$1.20	\$1.20 to \$34.80	\$1.200	0	0	\$1.200

130 credits available during pre-sale period only (5 February – 21 March 2024)

LICENSE FEE

- The Licence Fee will be 25% of the credit net unit price or the minimum licence fee, whichever is greater.
- The minimum licence fee is represented as a minimum payment and will be determined by the ride type, size, sales history and location and will be at the discretion of the RAS.
- A deposit for 60% of the minimum licence fee will be payable on the date of execution of the Licence. All Licences must be signed and paid for by 31 January 2024. The deposit will be applied against the Licence Fee.
- No entry is permitted to Sydney Showground unless all documentation has been received by the RAS.
- The remaining 40% is deducted in accordance with the conditions below.

The RAS agrees to:

- Maintain a record of each Licensee setting out the cumulative balance for credits arising from transaction between the licensee and customers.
- Maintain the confidentiality of each Licensee.
- Pay the Licensee on the due dates set out below subject to paragraphs below:

1st Payment on Monday 25 March 2024 (Day 4). Includes payments days 1 - 2.

2nd Payment on Thursday 28 March 2024 (Day 7). Includes payments for days 3 - 5.

3rd Payment on Monday 1 April 2024 (Day 11). Includes payments for days 6 - 9.

4th Payment on Monday 15 April 2024. Includes payments for days 10 - 12.

- Licensees will be paid 75% of the net unit price of credits redeemed.
- Payments made by electronic funds transfer (EFT) will be processed by the due date and generally will be available on the subsequent business day.
- On the 1st and 2nd due dates for payment the RAS is entitled to deduct from the amount due to the Licensee 25% of the value of the redeemed DDCs as part payment of the balance of the minimum licence fee owing. If this amount exceeds the balance of the Security Bond owing,
- On the 3rd due date for payment the RAS is entitled to deduct from the amount due to the Licensee the balance of the minimum licence fee. In the event that at the 3rd due date for payment there are insufficient funds to enable RAS to deduct the balance outstanding of the minimum licence fee, RAS is entitled to make this deduction from the payment made to the Licensee on the 4th due date for payment. If there are insufficient funds to make this deduction the Licensee is required to render a cheque in favour of the RAS for any balance of the Licence Fee owing but not recovered by the RAS. Such amount is due and payable by the 4th due date for payment.
- All payments to the operator from the RAS will be made via Electronic Funds Transfer (EFT).



CARNIVAL GAME APPLICATION FORM

CONTACT INFORMATION

Full Name

Company ABN

Street Address

Postal Address
TICK IF SAME

Mobile Number E-Mail

SELECTION CRITERIA

A selection panel will review your application which will be evaluated against six elements which make up the selection criteria. Incomplete applications will not be accepted. Each selection criterion MUST be addressed in detail; applications with insufficient information will not be accepted.

STEP 1 - DEVICE SPECIFICATIONS AND ADMISSION RATE

Name of Game	Frontage (m)	Depth (m)	Game Type Skill, chance, race	Cost to play the game	Additional scanners?

Carnival games will be provided with Zebra scanners to facilitate payment. If you require any additional scanners (in addition to your 2023 allocation) they are available to hire at \$360 for the duration of the event.

Do the games offer a trade up or build up prize structure?

Name of Game	Yes	No	Describe (If Yes)



CARNIVAL RIDE APPLICATION FORM

STEP 2 - RULES AND PRIZE DETAILS

Name of Game	Rules of game	Prize detail of game

STEP 3 - PRESENTATION

Please supply the following in support of your application:

- Current photo of each game.
- Current photo of staff uniform

STEP 4 - QUESTIONS

1. Will the rules of the game be displayed clearly and prominently?
2. Do the prizes offered comply with the Toys and Novelties Guidelines?
3. Will you ensure that all prizes offered comply with the relevant licensing approvals and are not counterfeit?

STEP 5 - GAMES AND RISK MANAGEMENT

1. Please state your dispute resolution policy (please attach evidence).
2. Do the games detailed in the above section have a risk management/safety system in place which is compliant with AS/NZS ISO 31000:2009?

STEP 6 - PREVIOUS EXPERIENCE

The RAS will review statements and comments drawn from the applicants previous SRES experience.



CARNIVAL RIDE APPLICATION FORM

Please note the following conditions

CONDITIONS

- All submissions must be legible and should not be faxed or emailed.
- Ensure all information is enclosed in the application. Incomplete applications will not be considered for site allocation.
- This document does not constitute an offer but is issued only to solicit proposals.
- The RAS reserves the right to reject any proposals and its decision will be final.
- The RAS is not required to enter into any correspondence regarding reasons for non-acceptance of any application.
- The RAS does not provide exclusivity.
- By executing and lodging this application, the applicant is deemed to consent to the RAS conducting a credit reference check on the applicant and the RAS reserves the right to decline the application if it deems that the reference check is not acceptable.

NAME OF APPLICANT

SIGNATURE

DATE

Applications are due on Friday 24 November by 5pm. Hardcopy only, no emails

Work with us !

Applications via post only.

Due Friday 24 November by 5pm

Shane McGrath

Senior Manager - Operations and Product Development



Locked Bag 4317 SYDNEY OLYMPIC PARK NSW 2127
1 Showground Road SYDNEY OLYMPIC PARK NSW 2127



smcgrath@rasnsw.com.au



02 97041149 or 0417230577



www.eastershow.com.au

Privacy Act Statement Information provided by you pursuant to this Prospectus is used by the RAS for the primary purpose of processing, assessing and determining the occupancy of space at Sydney Showground for the Sydney Royal Easter Show. Information will be held securely by RAS. The RAS may make information available to Operational Service Providers or such other persons the RAS deems helpful in enabling the successful applicant to adhere to the Sydney Royal Easter Show Licence and perform the Permitted Use and could be made available to third parties for the purpose of promoting the RAS or SRES Exhibitions, or as otherwise required by law. Information may also be retained long-term in the RAS Heritage Centre. A copy of the Privacy Policy is available at www.eastershow.com.au.

Right of Access to Information: Applicants have the right of access to and alteration of personal information containing themselves in accordance with Privacy Laws. This may be done by contacting RES Exhibitions, or by contacting the RAS Privacy Officer on 02 9704 1111 or in writing to the RAS, Locked Bag 4317, Sydney Olympic Park NSW 2127. Should there be any complaints in relation to any of the RAS' processes and policies, the complainant should contact the RAS directly on 02 9704 1111. All complaints will be dealt in accordance with the RAS Complaints Handling Procedure.

Disclaimer: The information contained in this Prospectus is gathered for the purpose of providing information to our Applicants. The information is a compilation of information provided by third parties and the RAS does not warrant its accuracy and advises that any such information may be subject to change or amendment occurring at any time and thereby making the information incorrect. If you require confirmation of any information please telephone the RAS coordinator responsible for the particular information or the RAS switchboard on 02 9704 1111