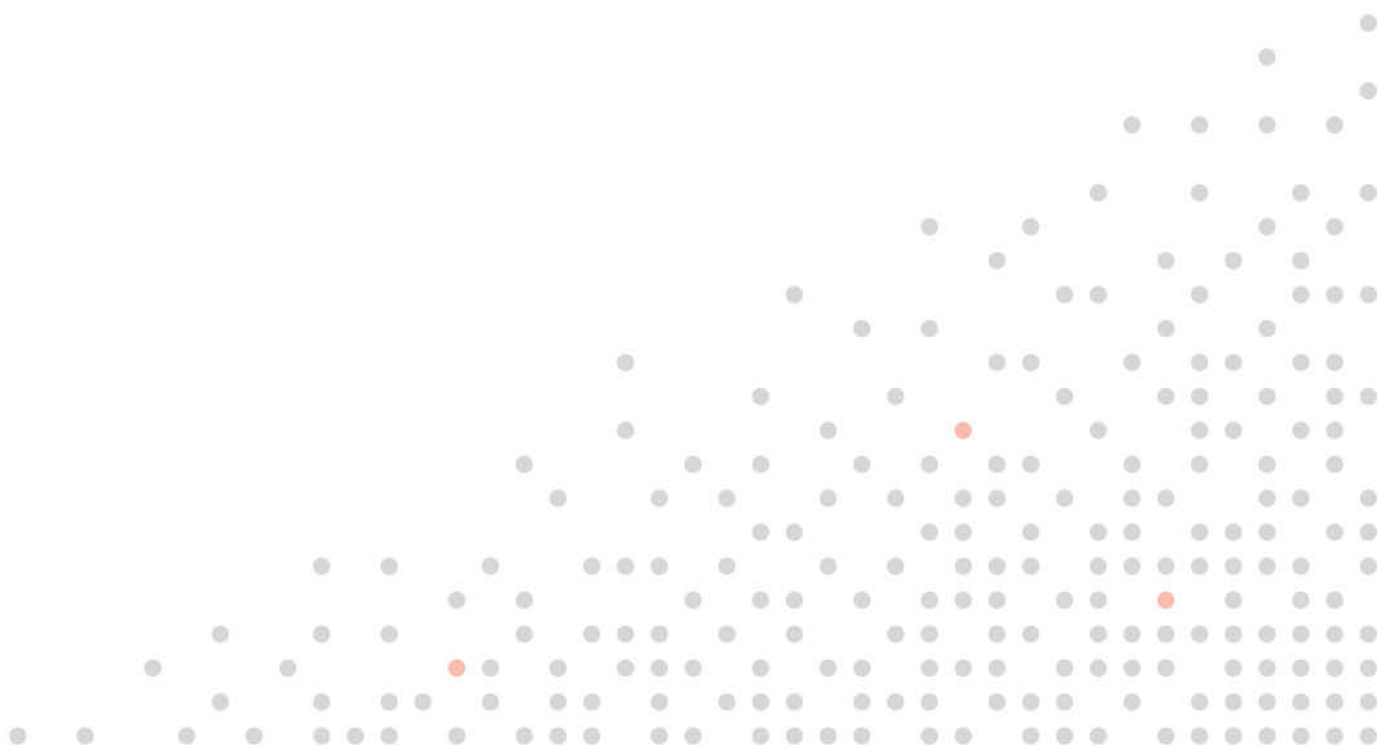




**Australian Government**  
**Department of Finance**



Campaign Advertising by  
Australian Government  
Departments and Agencies  
Report 2018–19



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## About the Reports on Campaign Advertising

This report details campaigns undertaken by non-corporate Commonwealth entities under the *Public Governance, Performance and Accountability Act 2013* (PGPA Act) for which expenditure was greater than \$250,000.

This report covers the 2018–19 financial year and provides detail of 25 advertising campaigns which ran during the period, based on data sourced from the Department of Finance’s Central Advertising System.

For each campaign, a short description and breakdown of expenditure by advertising medium is provided. Where campaigns did not use ethnic and/or Indigenous media, the reasoning (‘exception report’) from the responsible entities is provided in Chapter 2 of this report.

This report also provides data on both direct media placement expenditure and associated indirect campaign advertising expenditure, such as market research and advertising production costs.

# Chapter 1: The Campaign Advertising Framework

## Guidelines on Information and Advertising Campaigns by non-corporate Commonwealth Entities

The *Guidelines on Information and Advertising Campaigns by non-corporate Commonwealth Entities* were released in February 2015 (Appendix A).

The Guidelines contain five principles for Government advertising and information campaigns, including the need for campaigns to be properly targeted, free from political content, relevant to Government responsibilities, and conducted with due regard to efficiency, effectiveness and accountability. All non-corporate Commonwealth entities under the PGPA Act are required to comply with the Guidelines.

## Roles of Key Stakeholders

### Ministers

Ministers of non-corporate Commonwealth entities which are undertaking a campaign have responsibility for authorising the campaign's development and the launch of a campaign. Entities are responsible for undertaking campaign design and implementation. Ministers have a legitimate interest in the development of campaigns in their portfolios and are usually briefed by their portfolio entities throughout the campaign development process.

### Service Delivery and Coordination Committee (SDCC)

The SDCC of Cabinet oversees the provision of public information by government entities. The SDCC has the primary role of reviewing Australian Government advertising campaigns conducted by non-corporate Commonwealth entities prior to them appearing in the media.

### Independent Communications Committee (ICC)

During the reporting period, the ICC was chaired by Mr Greg Williams FCPA, and its members were Ms Christine Faulks and Mr Malcolm Hazell CVO AM FAICD.

The ICC provides its independent views and advice to Secretaries or Chief Executives (Accountable Authorities) of entities conducting or proposing to conduct advertising campaigns where expenditure is expected to be over \$250,000. The ICC usually considers campaigns when a communications strategy has been developed, with compliance advice provided to Accountable Authorities at an early stage of campaign development. Accountable Authorities are expected to consider the ICC's compliance advice as part of the campaign development process.

The ICC has a degree of reliance on expert advice, including from the Department of Finance (Finance) as well as advice from the entities proposing to conduct campaigns. However, Finance does not advise the ICC on compliance with the Guidelines. The ICC's consideration of compliance draws upon a review of materials provided by the responsible entity, any associated market research or supporting evidence, and any other information or independent expert advice available. The Committee's key responsibilities include:

- considering proposed campaigns and providing advice to Accountable Authorities on compliance with reference to Principles 1 to 4 of the Guidelines;
- reporting to responsible Ministers on the operation of the Guidelines, as necessary, including any trends and emerging issues; and
- considering and proposing to responsible Ministers any revisions to the Guidelines, as necessary, in light of experience.

The ICC's compliance advice is published at [www.finance.gov.au/government/advertising](http://www.finance.gov.au/government/advertising).

## Entities Undertaking Advertising Campaigns

Accountable Authorities are responsible for certifying that any advertising campaigns above the value of \$250,000 developed within their entities comply with the Guidelines and related Government policies.

Entities may request assistance from Finance on matters of campaign procurement, including the development of shortlists of specialist communications consultants (such as market researchers, advertising and public relations suppliers) and associated tender processes for consultants.

## Department of Finance

Finance provides policy advice, whole-of-government coordination, and assistance to agencies conducting advertising activities. During the reporting period, Finance's functions included:

- providing policy advice related to the framework for information and advertising campaigns and associated processes to the Special Minister of State and to the Assistant Minister for Finance;
- advising entities on whether information and advertising activities fall within scope of the campaign advertising Guidelines;
- providing Secretariat services to the ICC;
- managing the Campaign Advertising Supplier Register (CASR);
- as requested, assisting entities with advice on formative and evaluative research, campaign proposals, communications strategies and associated briefs and shortlists for communications suppliers from the CASR;
- providing advice on campaign advertising, including indicative costs for campaign elements;

- assisting with the management of the whole-of-government contract for media buying and placement as part of the Central Advertising System (CAS); and
- coordinating yearly reports on campaign expenditure.

## Central Advertising System (CAS)

All campaign and non-campaign advertising by non-corporate Commonwealth entities under the PGPA Act must be placed through the CAS, which consolidates government advertising expenditure and optimises media discounts through whole-of-government negotiated media rates.

Finance operates the CAS and manages the contract for the contracted master media agency. During the period, Universal McCann handled all campaign and non-campaign (i.e. job vacancies, tenders and public notices) media planning and placement.

In addition to non-corporate Commonwealth entities, certain other bodies may use the CAS and access the rates, terms and conditions that the Commonwealth has negotiated. During the period, organisations that could access the CAS included:

- corporate Commonwealth entities and Commonwealth companies under the PGPA Act;
- the Northern Territory and Australian Capital Territory governments; and
- organisations provided with Australian Government funding for advertising or communications purposes.

## Campaign Advertising Supplier Register (CASR)

The CASR is a continuously open, whole-of government list of specialist communications suppliers interested in tendering for work associated with Australian Government advertising and information campaigns.

Non-corporate Commonwealth entities under the PGPA Act must use the CASR when developing and implementing advertising and information campaigns valued at \$250,000 or more.

The CASR comprises five categories of communications expertise:

- advertising;
- market and social research;
- public relations;
- specialists in communicating with Indigenous Australians; and
- specialists in multicultural marketing.

The names of the suppliers that have been assessed as satisfying the conditions for inclusion on the CASR are available at <https://casr.finance.gov.au/>.

## Process for the Development and Launch of Campaigns

Consistent with the Guidelines, the key steps for campaign development and launch are:

- The Minister of the relevant entity agrees to the development of a campaign and the entity informs Finance.
- The entity develops a communication strategy, informed by specific developmental research (and/or an analysis of existing research) and advice from the master media agency about the most appropriate advertising approach.
- The entity liaises with Finance to schedule a review by the ICC of the communication strategy, developmental research, media strategy and draft media plan. The ICC reviews the campaign and provides compliance advice against Principles 1 to 4 of the Guidelines. Entities are expected to consider this advice as part of the campaign development process.
- Entities develop briefs for communications suppliers (which may include advertising, public relations, research, multicultural and Indigenous communications specialists), and undertake associated procurement processes.
- Communications suppliers are appointed and the campaign is developed, which usually includes refining and testing the materials with the intended target audience/s to provide assurance they are performing well.
- Once the final form of the campaign is settled, the Accountable Authority of the entity will consider compliance advice from the ICC, together with advice from their own entity, including advice with regard to Principle 5 (legal and procurement matters). Based on this information, the Accountable Authority considers whether to certify the campaign. If satisfied of its compliance with the Guidelines, the Accountable Authority provides a certification to the Minister responsible for the campaign.
- The Minister may launch or approve the launch of the campaign following receipt of the certification by the Accountable Authority. This certification is published on the entity website as soon as possible after the campaign launch.
- Finance publishes the ICC's compliance advice on the Finance website following the launch of the campaign.
- Within the process set out above, campaigns are considered by the SDCC.



## Exemption from the Guidelines

There is provision in the campaign framework for the Special Minister of State (SMOS) to exempt a campaign from compliance with the Guidelines on the basis of a national emergency, extreme urgency or other compelling reason. Where an exemption is approved, the ICC will be informed of the exemption, and the decision will be formally recorded and reported to the Parliament. No exemptions were sought or agreed during 2018-19.

## Chapter 2: Australian Government Campaign Expenditure for the 2018–19 Financial Year

### Expenditure by Medium

This chapter provides a range of information on individual advertising campaigns above the value of \$250,000. For each campaign, a short description and breakdown of expenditure by medium are provided.

Table 1 provides information on campaign media expenditure, broken down by media types—television, press, radio, magazine, digital, out of home and cinema. Total expenditure on ethnic and Indigenous media placement is reported separately.

A total of \$140.0 million was spent on all campaign advertising media placement during the reporting period, including \$9.1 million on ethnic media and \$2.3 million on Indigenous media.

Further detail of historical campaign expenditure on media and communications suppliers is available in Chapter 3 of this report.

Table 1: Advertising campaigns that appeared in the 2018–19 financial year

Entity	Campaign	Expenditure (\$ million)								Expenditure (\$ million)	
		TV	Press	Radio	Magazine	Digital	Out of Home	Cinema	TOTAL	Ethnic	Indigenous
Australian Electoral Commission	Federal Election 2019	6.9	2.5	2.2	–	5.2	0.6	0.1	<b>17.5</b>	1.6	0.5
Australian Taxation Office	Taxable Payment Reporting System	–	–	0.1	–	0.1	–	–	<b>0.2</b>	0.0	–
	Phoenix	–	–	–	–	0.1	–	–	<b>0.1</b>	0.0	–
Communications and the Arts	National Online Safety Awareness	2.3	0.5	1.0	–	1.6	0.2	–	<b>5.7</b>	0.5	0.1
Defence	Defence Force Recruiting	11.5	0.3	0.0	–	11.6	4.6	1.9	<b>30.0</b>	0.6	0.2
Education	Quality Schools Reform Phase 3	1.9	0.0	0.9	–	1.4	1.3	–	<b>5.5</b>	0.4	0.1
Environment	Powering Forward Phase 3	2.2	0.6	0.7	–	1.3	0.2	–	<b>4.9</b>	0.3	0.1
	Powering Forward Phase 4	0.7	0.5	0.8	–	0.4	–	–	<b>2.4</b>	0.0	0.1
	Powering Forward Phase 5	1.4	1.2	1.7	–	2.0	2.0	0.3	<b>8.6</b>	0.4	0.1
Foreign Affairs and Trade	Smarttraveller Phase 4	–	–	–	0.0	0.3	–	–	<b>0.3</b>	0.0	0.0
Health	Childhood Immunisation Phase 3	–	–	–	–	1.8	–	–	<b>1.8</b>	0.1	0.0
	Head To Health	–	–	–	–	0.3	–	–	<b>0.3</b>	–	0.0
	Health Star Rating Phase 5	1.3	–	0.1	–	1.1	0.4	–	<b>2.9</b>	0.2	0.1
	Human Papillomavirus (HPV) Vaccine Phase 2	–	–	–	–	0.2	–	–	<b>0.2</b>	0.0	0.0
	Maternal Vaccination	–	–	–	–	0.2	–	–	<b>0.2</b>	0.0	0.0

Entity	Campaign	Expenditure (\$ million)								Expenditure (\$ million)	
		TV	Press	Radio	Magazine	Digital	Out of Home	Cinema	TOTAL	Ethnic	Indigenous
Health	Pharmaceutical Benefits Scheme	1.2	1.0	0.7	–	0.3	0.1	–	3.4	0.1	0.0
	Private Health Insurance	–	0.4	0.4	–	0.8	0.1	–	1.7	0.1	0.0
Home Affairs	You Will Be Turned Back (offshore)	–	–	–	–	1.5	–	–	1.5	1.5	–
Infrastructure, Transport, Cities and Regional Development	Building Our Future	3.6	3.6	2.2	–	1.8	–	0.7	11.8	0.6	0.1
Jobs and Small Business	Jobs	6.0	1.8	1.6	–	3.7	–	–	13.0	0.9	0.3
	Small Business	1.6	0.4	0.7	–	1.2	–	–	3.9	0.3	0.1
National Health and Medical Research Council	Australian Clinical Trials	–	–	–	–	0.1	0.0	–	0.2	–	–
Social Service	Building Employer Demand	–	–	–	–	0.6	–	–	0.6	–	–
	Stop It At The Start Phase 2	1.7	0.1	0.3	–	1.9	1.0	0.7	5.6	0.5	0.2
Treasury	Tax and the Economy	4.0	1.6	2.2	–	3.3	2.7	–	13.9	0.7	0.1
—	Other media expenditure including activity less than \$0.250 million	0.0	0.2	0.2	0.3	2.6	0.2	–	3.5	0.2	0.1
<b>Total</b>		<b>46.3</b>	<b>14.7</b>	<b>15.9</b>	<b>0.3</b>	<b>45.7</b>	<b>13.3</b>	<b>3.6</b>	<b>140.0</b>	<b>9.1</b>	<b>2.3</b>

**Source:** Central Advertising System.

**Notes:** Figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

All figures are gross media spend (exclusive of GST).

'—' indicates that no media was placed in this medium.

'0.0' indicates that media was placed in this medium, though less than \$0.050 million was spent.

## Campaign Summaries and Expenditure

This section provides information on campaign summaries, running dates, contract values, suppliers engaged and, where ethnic and/or Indigenous media have not been used, exception reports.

The campaign end dates refer to the date at which each campaign concluded during the reporting period. Some campaigns are ongoing beyond the reporting period.

The titles of a number of departments and agencies changed during the reporting period. In those instances, the departmental or entity names used throughout the report reflect the name of the department or agency at the time relevant campaigns launched in the media.

## Sources of Data

Media placement expenditures are sourced from the CAS.

All other costs relating to campaign development were sourced from the entities responsible for the particular campaigns.

The tables contain both actual expenditure and contract figures. Contract values can differ from expenditure figures where contracts are valid for more than one year.

Advertising expenditure is divided into media placement costs and associated advertising expenditure. The definitions of the associated advertising expenditure categories are as follows:

- **Advertising** – Any advertising agency costs (particularly creative and production but excluding media placement).
- **Market research** – This can include the costs of formative or developmental research conducted to inform the development of a communications or campaign strategy, concept testing, benchmarking, tracking and evaluation costs.
- **Public relations** – Public relations costs which are paid to a specialist agency as part of an advertising campaign.
- **Multicultural marketing** – Specialist consultants and translation costs (excluding media costs and printed materials).
- **Indigenous communications** – Specialist consultants and translation costs (excluding media costs and printed materials).
- **Printed materials and direct mail** – Printed publications, printed collateral materials, postage costs, DVDs, costs associated with distribution and production, etc.
- **Other** – Sponsorships, activations, merchandising, pitch fees, other.

## Australian Electoral Commission: *Federal Election 2019*

**Campaign commencement date:** 11 April 2019

**Campaign end date:** 18 May 2019

**Summary:** The campaign targeted all Australian citizens aged 18 and over to inform them of their electoral obligations and encourage participation. The participation campaign was based on the creative concept and materials developed for the 2016 election, with relevant updates undertaken. For the 2019 federal election, the AEC also implemented a new social media campaign branded with the tagline ‘Stop and Consider’. This element of the campaign encouraged voters to check the source of electoral communication they saw, heard or read to avoid being misled by disinformation.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.391	0.484	Existing standing offer	BMF Advertising
Market research	0.055	0.065	Existing standing offer	ORIMA
	0.513	0.536	Existing standing offer	Wallis Consulting Group
Public relations	0.652	0.740	Existing standing offer	Horizon Communication Group
Multicultural marketing	0.429	0.501	Existing standing offer	Cultural Perspectives
Indigenous communications	0.041	0.047	Existing standing offer	Cox Inall Ridgeway
Printed materials and direct mail	2.535			
Other	0.032			
<b>Sub-total</b>	<b>4.648</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	4.6
Media placement	17.5
<i>Indigenous media</i>	0.5
<i>Ethnic media</i>	1.6
<b>Total</b>	<b>22.1</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

‘—’ indicates no expenditure against this line item.

‘0.0’ indicates that media was placed, though less than \$0.050 million was spent.

## Australian Taxation Office: *Taxable Payment Reporting System*

**Campaign commencement date:** 26 November 2018

**Campaign end date:** 29 June 2019

**Summary:** The Extending the Taxable Payments Reporting System campaign informed courier and cleaning businesses, road freight, information technology, security, investigation and surveillance services of their new reporting requirements.

**Exception Reporting:** Developmental research did not identify a need to tailor information or materials for Indigenous Australians separately from the mainstream approach.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.230	0.430	Existing contract	Marmalade Melbourne
Market research	0.167	0.409	Existing contract	Bastion Latitude
	0.060	0.060	Existing standing offer	Hall & Partners
Public relations	0.080	0.300	4	Fenton Communications
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	–			
<b>Sub-total</b>	<b>0.537</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.5
Media placement	0.2
<i>Indigenous media</i>	–
<i>Ethnic media</i>	0.0
<b>Total</b>	<b>0.7</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

‘—’ indicates no expenditure against this line item.

‘0.0’ indicates that media was placed, though less than \$0.050 million was spent.

## Australian Taxation Office: *Phoenix*

**Campaign commencement date:** 5 February 2019

**Campaign end date:** 2 April 2019

**Summary:** The purpose of the advertising was to inform the community about how to identify if an employer or business is potentially engaging in phoenix activity and provide information on how to report suspected phoenix activity.

**Exception Reporting:** Indigenous audiences were reached through well-established, below-the-line activities.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	–	–	–	–
Market research	–	–	–	–
Public relations	–	–	–	–
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	–			
<b>Sub-total</b>	<b>–</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	–
Media placement	0.1
<i>Indigenous media</i>	–
<i>Ethnic media</i>	0.0
<b>Total</b>	<b>0.1</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.



## Department of Communications and the Arts: *National Online Safety Awareness*

**Campaign commencement date:** 15 March 2019

**Campaign end date:** 30 June 2019

**Summary:** The aim of this campaign was to raise awareness and understanding of online safety, and where to access more information, educational tools and resources, as well as reporting mechanisms and support services available to victims.

Consultants, services and other costs	Expenditure (\$million)	Contract value (\$million)	No. of potential suppliers invited to tender	Supplier
Advertising	1.036	1.036	6	The Monkeys
Market research	0.498	0.502	5	ORIMA Research
	0.152	0.152	Existing standing offer	Hall & Partners
Public relations	0.114	0.488	5	SenateSHJ
	0.366	0.385	5	Cox Inall Change
Multicultural marketing	0.325	0.325	4	Embrace Society
Indigenous communications	0.360	0.360	4	33 Creative
Printed materials and direct mail	—			
Other	0.046			
<b>Sub-total</b>	<b>2.897</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	2.9
Media placement	5.7
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.5
<b>Total</b>	<b>8.6</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.  
'—' indicates no expenditure against this line item.  
'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Defence: *Defence Force Recruiting*

**Campaign commencement date:** 1 July 2018

**Campaign end date:** 30 June 2019

**Summary:** This is an ongoing campaign to correct common misperceptions about the Service brands and maintain a flow of applications to fill 7,529 Officer and General Entry positions in the Navy, Army and Air Force. While advertising aims to reach older candidates and influencers, the key target audience is 16-24 and 25-35 year old males and females nationally. Defence Force Recruiting's main focuses this year was to increase participation rates among women, Indigenous and culturally diverse audiences as well as to encourage entrants with skills and qualifications in Science, Technology, Engineering and Maths.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	10.023	4.118	Existing contract	Havas Worldwide Australia
	2.348	0.873	8	VMLY&R
Market research	0.148	–	Existing contract	Whereto Research Based Consulting
	0.448	–	Existing contract	Kantar Public
	0.344	–	Existing contract	Chat House Research
	0.132	–	Existing contract	Hall & Partners
	0.397	–	Existing standing offer	Hall & Partners
Public relations	0.666	–	Existing contract	Cox Inall Change
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	0.928			
<b>Sub-total</b>	<b>15.434</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	15.4
Media placement	30.0
<i>Indigenous media</i>	0.2
<i>Ethnic media</i>	0.6
<b>Total</b>	<b>45.4</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Education: *Quality Schools Phase 3*

**Campaign commencement date:** 27 January 2019

**Campaign end date:** 11 April 2019

**Summary:** To increase awareness and understanding of the Quality Schools package, and the potential positive impact it will have for students, parents and teachers.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	1.288	1.450	6	BMF Advertising
Market research	0.519	0.519	1	JWS Research
	0.149	0.149	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.021			
Other	0.035			
<b>Sub-total</b>	<b>2.012</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	2.0
Media placement	5.5
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.4
<b>Total</b>	<b>7.5</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of the Environment and Energy: *Powering Forward Phase 3*

**Campaign commencement date:** 26 August 2018

**Campaign end date:** 30 September 2018

### Summary:

The campaign aimed to raise awareness and understanding among businesses and households of Australian Government actions to secure affordable and reliable energy and provide practical information to assist them to better manage their energy use and lower energy bills.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.373	0.500	Existing supplier	TBWA Melbourne
Market research	0.114	0.114	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.003			
Other	—			
<b>Sub-total</b>	<b>0.490</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.5
Media placement	4.9
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.3
<b>Total</b>	<b>5.4</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of the Environment and Energy: *Powering Forward* Phase 4

**Campaign commencement date:** 2 December 2018

**Campaign end date:** 16 December 2018

**Summary:** The campaign aimed to raise awareness and understanding among businesses and households of Australian Government actions to secure affordable and reliable energy and provide practical information to assist them to better manage their energy use and lower energy bills.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.400	0.400	Existing supplier	TBWA Melbourne
Market research	0.087	0.087	Existing supplier	JWS Research
	0.101	0.101	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	—			
Other	—			
<b>Sub-total</b>	<b>0.588</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.6
Media placement	2.4
<i>Indigenous media</i>	<i>0.1</i>
<i>Ethnic media</i>	<i>0.0</i>
<b>Total</b>	<b>3.0</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of the Environment and Energy: *Powering Forward* Phase 5

**Campaign commencement date:** 3 March 2019

**Campaign end date:** 11 April 2019

**Summary:** The campaign aimed to raise awareness of actual savings made available to consumers through government actions, and increase the number of households benefitting from these reforms by taking action to lower their bill.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.800	0.800	Existing supplier	TBWA Melbourne
Market research	0.368	0.455	Existing supplier	JWS Research
	0.114	0.115	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	—			
Other	1.068			
<b>Sub-total</b>	<b>2.350</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	2.4
Media placement	8.6
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.4
<b>Total</b>	<b>11.0</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Foreign Affairs and Trade: *Smartraveller Phase 4*

**Campaign commencement date:** 3 October 2019

**Campaign end date:** 31 December 2019

**Summary:** The Smartraveller public information campaign aims to educate Australians to make informed decisions about their security, safety and wellbeing when travelling overseas by promoting safe travel messages and accurate and timely travel advisories. The interim campaign focused on encouraging greater self-reliance and personal responsibility when Australians travel overseas, as well as highlighting the Smartraveller subscription service and the importance of the right travel insurance.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.086	0.086	4	Arnold Furnace
Market research	0.170	0.170	1	Kantar Public
	0.070	0.070	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.016			
Other	0.092			
<b>Sub-total</b>	<b>0.434</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.4
Media placement	0.3
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	0.0
<b>Total</b>	<b>0.7</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Health: *Childhood Immunisation Phase 3*

**Campaign commencement date:** 20 January 2019

**Campaign end date:** 16 March 2019

**Summary:** The Childhood Immunisation Education Campaign aimed to address misconceptions about vaccination, explain the benefits of childhood vaccinations for both the individual and the community and encourage timely completion of the childhood immunisation schedule. The campaign targeted expectant parents and parents of children aged 0-5 years.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.986	1.000	Existing standing offer	Carbon Media
Market research	0.141	0.180	Existing standing offer	Snapcracker Research and Strategy
	0.087	0.119	Existing standing offer	Hall & Partners
	0.080	0.080	1	Bastion Insights
Public relations	–	–	–	–
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	0.011			
Other	0.024			
<b>Sub-total</b>	<b>1.329</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	1.3
Media placement	1.8
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	0.1
<b>Total</b>	<b>3.1</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.



## Department of Health: *Head To Health*

**Campaign commencement date:** 21 December 2018

**Campaign end date:** 4 May 2019

**Summary:** The campaign promoted the Head To Health website as a trusted online resource for mental health information and services. It supported the overarching goal to increase Australians' confidence in and use of digital mental health services. The campaign targeted people seeking mental health information and support for themselves, a friend or family member.

**Exception Reporting:** Due to the size of the campaign, ethnic media was not utilised, with these audience segments expected to be captured by the broader campaign.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	–	–	–	–
Market research	0.025	0.027	2	Bastion Insights
Public relations	–	–	–	–
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	0.011			
<b>Sub-total</b>	<b>0.036</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.0
Media placement	0.3
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	–
<b>Total</b>	<b>0.3</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Health: *Health Star Rating Phase 5*

**Campaign commencement date:** 6 February 2019

**Campaign end date:** 15 May 2019

**Summary:** The campaign aimed to raise awareness and educate grocery buyers aged 18 years and over how to use the health star rating system to make healthier choices when purchasing packaged foods, and encourage increased industry participation.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.252	0.257	Existing contract	Spinach Advertising
Market research	0.001	0.001	1	Chathouse
	0.067	0.070	Existing standing offer	Hall & Partners
Public relations	–	–	–	–
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	0.024			
<b>Sub-total</b>	<b>0.344</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.3
Media placement	2.9
<i>Indigenous media</i>	<i>0.1</i>
<i>Ethnic media</i>	<i>0.2</i>
<b>Total</b>	<b>3.2</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Health: *Human Papillomavirus (HPV) Vaccine Phase 2*

**Campaign commencement date:** 30 January 2019

**Campaign end date:** 24 February 2019

**Summary:** The Human Papillomavirus (HPV) vaccine campaign targeted parents of adolescents to increase awareness and understanding of the benefits, importance, safety and efficacy of the HPV vaccine, and increase uptake of the vaccine delivered in schools through the National Immunisation Program. It also informed those aged up to 19 years that catch-up vaccination is available.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.085	0.120	Existing standing offer	Carbon Media
Market research	0.030	0.030	Existing standing offer	Snapcracker Research and Strategy
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.004			
Other	0.022			
<b>Sub-total</b>	<b>0.141</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.1
Media placement	0.2
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	0.0
<b>Total</b>	<b>0.3</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Health: *Maternal Vaccination*

**Campaign commencement date:** 31 March 2019

**Campaign end date:** 29 June 2019

**Summary:** The Maternal Vaccination (pertussis and influenza) campaign targeted pregnant women and partners of pregnant women and aimed to provide effective and timely information about the benefits of pertussis and influenza vaccinations and encourage vaccination during pregnancy through the National Immunisation Program.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.139	0.139	Existing standing offer	Carbon Media
Market research	0.030	0.030	Existing standing offer	Snapcracker Research and Strategy
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.039			
Other	0.018			
<b>Sub-total</b>	<b>0.226</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.2
Media placement	0.2
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	0.0
<b>Total</b>	<b>0.4</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Health: *Pharmaceutical Benefits Scheme*

**Campaign commencement date:** 27 March 2019

**Campaign end date:** 11 April 2019

**Summary:** The Pharmaceutical Benefits Scheme (PBS) campaign aimed to raise awareness of the PBS and the importance of the safe use of medicines including: using medicines as prescribed by health care providers to maximise benefit and prevent harm; safe disposal of medicines; and not stockpiling medications. The primary audience was people aged 50 years and over, who have higher rates of chronic disease and are therefore more frequent users of PBS listed medicines. The secondary audience were people aged 18 to 49, and health care providers, including pharmacists.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.944	1.200	4	AJF Partnership
Market research	0.240	0.240	4	Kantar
	0.076	0.076	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.009			
Other	0.021			
<b>Sub-total</b>	<b>1.290</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	1.3
Media placement	3.4
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	0.1
<b>Total</b>	<b>4.7</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Health: *Private Health Insurance*

**Campaign commencement date:** 17 February 2019

**Campaign end date:** 11 April 2019

**Summary:** The Private Health Insurance campaign aimed to promote and raise awareness of the private health insurance reforms and their benefits of providing consumers with greater clarity and choice in their private health insurance. The target audience was current private health insurance policy holders and those considering private health insurance.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.540	0.540	5	Leo Burnett
Market research	0.202	0.202	5	Bastion Insights
	0.116	0.117	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.110			
Other	0.383			
<b>Sub-total</b>	<b>1.351</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	1.4
Media placement	1.7
<i>Indigenous media</i>	0.0
<i>Ethnic media</i>	0.1
<b>Total</b>	<b>3.1</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Home Affairs: *You Will Be Turned Back (offshore)*

**Campaign commencement date:** 1 July 2018

**Campaign end date:** 30 June 2019

**Summary:** The anti-people smuggling communication campaign aimed to educate and inform potential illegal immigrants about the Australian Government's border protection policies and the risks and consequences of illegal migration by boat to Australia.

**Exception reporting:** Indigenous media is not applicable to this campaign.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	–	–	–	–
Market research	–	–	–	–
Public relations	–	–	–	–
Multicultural marketing	0.343	0.600	4	LOTE Marketing
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	–			
<b>Sub-total</b>	<b>0.343</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.3
Media placement	1.5
<i>Indigenous media</i>	–
<i>Ethnic media</i>	1.5
<b>Total</b>	<b>1.8</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Infrastructure, Transport, Cities and Regional Development: *Building Our Future*

**Campaign commencement date:** 13 January 2019

**Campaign end date:** 11 April 2019

**Summary:** To inform and raise awareness of the Australian Government's \$75 billion (subsequently \$100 billion) 10-year investment in transport infrastructure.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	3.800	4.107	1	BCM Partnership
Market research	0.425	0.425	1	JWS Research
	0.123	0.125	Existing standing offer	Hall & Partners
Public relations	0.798	0.798	5	OPR Agency
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	—			
Other	0.094			
<b>Sub-total</b>	<b>5.240</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	5.2
Media placement	11.8
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.6
<b>Total</b>	<b>17.0</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.



## Department of Jobs and Small Business: *Jobs*

**Campaign commencement date:** 1 July 2018

**Campaign end date:** 11 April 2019

**Summary:** The overarching aim of the Jobs campaign was to encourage the take-up, amongst employers, of Australian Government employment programs and incentives to hire staff, thus providing more opportunities for job seekers to move from welfare into employment, and increasing workforce participation.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	1.157	2.399	Existing contract	BMF Advertising
Market research	0.271	0.298	Existing contract	JWS Research
	0.044	0.153	Existing standing offer	DBM Consultants
	0.148	0.148	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	0.017			
Other	0.219			
<b>Sub-total</b>	<b>1.856</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	1.9
Media placement	13.0
<i>Indigenous media</i>	0.3
<i>Ethnic media</i>	0.9
<b>Total</b>	<b>14.9</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Jobs and Small Business: *Small Business*

**Campaign commencement date:** 24 February 2019

**Campaign end date:** 6 April 2019

**Summary:** The overarching aim of the Small Business campaign was to raise awareness of Australian Government programs and initiatives available to help support small business to grow, compete and become successful.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	1.221	1.374	5	BMF Advertising
Market research	0.299	0.299	1	JWS Research
	0.090	0.090	Existing standing offer	Hall & Partners
Public relations	0.460	0.621	4	N2N Communications
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	—			
Other	0.342			
<b>Sub-total</b>	<b>2.412</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	2.4
Media placement	3.9
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.3
<b>Total</b>	<b>6.3</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## National Health and Medical Research Council: *Australian Clinical Trials*

**Campaign commencement date:** 1 July 2018

**Campaign end date:** 30 November 2018

**Summary:** The National Health and Medical Research Council developed a national marketing campaign to raise awareness of the role and value of clinical trials throughout the community and boost recruitment into clinical trials.

**Exception reporting:** Due to the size of the campaign, ethnic and Indigenous media were not utilised, with these audience segments expected to be captured by the broader campaign.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.043	0.195	4	One Small Step Collective
Market research	–	–	–	–
Public relations	0.060	0.127	4	Think HQ
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	–			
<b>Sub-total</b>	<b>0.103</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.1
Media placement	0.2
<i>Indigenous media</i>	–
<i>Ethnic media</i>	–
<b>Total</b>	<b>0.3</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Social Services: *Building Employer Demand*

**Campaign commencement date:** 1 July 2018

**Campaign end date:** 30 June 2019

**Summary:** The campaign aimed to raise awareness of the benefits of employing people with disability, reaffirm why employing people with disability is the right thing to do as well as a good business decision, and raise awareness of Australian Government support and programs available to employ people with disability.

**Exception reporting:** Research showed that the awareness raising communication approach used for this campaign was not likely to be effective with culturally and linguistically diverse audience employers.

**Exception reporting:** Research indicated that large to medium employers from Indigenous backgrounds appeared to have attitudes similar to the mainstream employer cohort and therefore did not require an independent communication approach

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.107	0.249	2	Marmalade
Market research	0.040	0.040	3	Kantar Public
	0.009	0.009	3	Orima Research
	0.016	0.350	2	Orima Research
	0.094	0.102	Existing standing offer	Hall and Partners
Public relations	0.778	954	4	Think HQ
Multicultural marketing	–	–	–	–
Indigenous communications	–	–	–	–
Printed materials and direct mail	–			
Other	0.143			
<b>Sub-total</b>	<b>1.187</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	1.2
Media placement	0.6
<i>Indigenous media</i>	–
<i>Ethnic media</i>	–
<b>Total</b>	<b>1.8</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding. Media figures are drawn from Table 1.

'–' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of Social Services: *Stop It At The Start Phase 2*

**Campaign commencement date:** 7 October 2018

**Campaign end date:** 1 December 2018

**Summary:** Stop It At The start is a multi-phase, national primary prevention campaign. It launched in April 2016 and aimed to help break the cycle of violence against women by encouraging adults to reflect on their attitudes, and have conversations about respect with young people.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	0.053	1.280	Existing contract	BMF Advertising
Market research	0.045	0.045	Existing contract	Kantar Public
	0.141	0.543	Existing standing offer	Hall & Partners
Public relations	0.142	0.407	Existing contract	Fenton Strategic Communications
	0.175	0.175	Existing contract	ThinkHQ
Multicultural marketing	0.154	0.361	Existing contract	Ethnic Communications
Indigenous communications	0.154	0.303	Existing contract	33 Creative
Printed materials and direct mail	—			
Other	0.006			
<b>Sub-total</b>	<b>0.870</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	0.9
Media placement	5.6
<i>Indigenous media</i>	0.2
<i>Ethnic media</i>	0.5
<b>Total</b>	<b>6.5</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Department of the Treasury: *Tax and the Economy*

**Campaign commencement date:** 22 January 2019

**Campaign end date:** 11 April 2019

**Summary:** The campaign aimed to inform Australians about changes to personal income and business tax.

Consultants, services and other costs	Expenditure (\$ million)	Contract value (\$ million)	No. of potential suppliers invited to tender	Supplier
Advertising	1.699	1.764	3	BMF Advertising
Market research	0.386	0.386	3	Pollinate
	0.117	0.117	Existing standing offer	Hall & Partners
Public relations	—	—	—	—
Multicultural marketing	—	—	—	—
Indigenous communications	—	—	—	—
Printed materials and direct mail	—			
Other	0.020			
<b>Sub-total</b>	<b>2.222</b>			

Summary	Expenditure (\$ million)
Consultants, services and other	2.2
Media placement	13.9
<i>Indigenous media</i>	0.1
<i>Ethnic media</i>	0.7
<b>Total</b>	<b>16.1</b>

**Notes:** All expenditure in the consultancy, service and other costs table is exclusive of GST. In the summary table, figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

Media figures are drawn from Table 1.

'—' indicates no expenditure against this line item.

'0.0' indicates that media was placed, though less than \$0.050 million was spent.

## Chapter 3: Historical Series of Campaign Advertising Media Expenditure

The table below details campaign advertising media expenditure placed through the CAS on half year, calendar year and financial year bases. This information is only available from January 2004, as different information was recorded prior to that time.

Table 2: Campaign Advertising Media Expenditure—January 2004 to June 2019

Period	Half Year (\$ million)	Calendar Year (\$ million)	Financial Year (\$ million)
2018–19			140.0
Jan–Jun 2019	101.9		
2018		118.5	
Jul–Dec 2018	38.1		
2017–18			157.0
Jan–Jun 2018	80.4		
2017		135.8	
Jul–Dec 2017	76.7		
2016–17			100.1
Jan–Jun 2017	59.2		
2016		170.0	
Jul–Dec 2016	41.0		
2015–16			174.7
Jan–Jun 2016	129.1		
2015		113.7	
July–Dec 2015	45.6		
2014–15			107.1
Jan–Jun 2015	68.0		
2014		73.3	
July–Dec 2014	39.1		
2013–14			106.5
Jan–Jun 2014	34.2		
2013		170.8	
July–Dec 2013	72.3		
2012–13			138.9
Jan–Jun 2013	98.5		
2012		111.9	
July–Dec 2012	40.5		
2011–12			139.7
Jan–Jun 2012	71.4		
2011		148.7	
Jul–Dec 2011	68.4		
2010–11			116.9
Jan–Jun 2011	80.3		
2010		112.8	

Period	Half Year (\$ million)	Calendar Year (\$ million)	Financial Year (\$ million)
Jul–Dec 2010	36.6		
2009–10			114.7
Jan–Jun 2010	76.2		
2009		115.3	
Jul–Dec 2009	38.5		
2008–09			130.1
Jan–Jun 2009	76.9		
2008		86.6	
Jul–Dec 2008	53.2		
2007–08			185.3
Jan–Jun 2008	33.4		
2007		254.0	
Jul–Dec 2007	151.9		
2006–07			170.1
Jan–Jun 2007	102.1		
2006		116.5	
Jul–Dec 2006	68.0		
2005–06			120.5
Jan–Jun 2006	48.5		
2005		116.5	
Jul–Dec 2005	72.0		
2004–05			70.6
Jan–Jun 2005	44.5		
2004		78.8	
Jul–Dec 2004	26.1		
Jan–Jun 2004	52.7		

**Source:** Central Advertising System

**Notes:** Figures are rounded to one decimal place. Discrepancies are due to rounding. Expenditure for the 2004 calendar year differs between Table 2, which only includes expenditure by *Financial Management and Accountability Act 1997* (FMA Act) agencies and Table 3, which also includes expenditure by bodies subject to the *Commonwealth Authorities and Companies Act 1997* (CAC Act) and Territory Governments. From July 2014 onwards, the reporting relates to non-corporate Commonwealth entities under the PGPA Act.

In 2017-18 the Department of Health placed \$0.9 million in advertising activity outside of the Central Advertising System. As this report details expenditure placed through the Central Advertising System it has not been captured in Table 2.



Table 3: Central Advertising System Campaign Advertising Media Expenditure—July 1994 to December 2004

Calendar Year (\$ million)		Financial Year (\$ million)	
2004	94.4	2003–04	97.8
2003	63.9	2002–03	51.8
2002	60.4	2001–02	83.9
2001	117.3	2000–01	133.2
2000	177.6	1999–00	186.8
1999	91.4	1998–99	54.0
1998	57.6	1997–98	55.1
1997	50.3	1996–97	29.4
1996	36.1	1995–96	47.6
1995	54.9	1994–95	43.1

**Source:** Central Advertising System

**Notes:** Figures are rounded to one decimal place. Expenditure for the 2004 calendar year differs between Table 2, which only includes expenditure by FMA Act agencies, and Table 3, which also includes expenditure by bodies subject to the CAC Act and Territory Governments. From July 2014 onwards, the reporting relates to non-corporate Commonwealth entities under the PGPA Act.

Table 4: Consolidated campaign advertising expenditure 2008-09 onwards

	Media (\$ million)	Campaign development costs (\$ million)	Total (\$ million)
2018-19	140.0	48.3	188.3
2017-18	157.0	46.1	203.1
2016-17	100.1	33.2	133.3
2015-16	174.7	57.2	231.9
2014-15	107.1	46.5	153.6
2013-14	106.5	35.0	141.5
2012-13	138.9	59.4	198.3
2011-12	139.7	63.6	203.3
2010-11	116.9	47.8	164.7
2009-10	114.7	39.7	154.4
2008-09	130.1	38.2	168.3

**Notes:** Figures are rounded to one decimal place. Discrepancies in tables between totals and sums of components are due to rounding.

All figures in this table are exclusive of GST. Media figures are gross media spend.

Consolidated data on campaign development costs is available on a financial year basis only. No comparable data is available prior to 2008-09.

Figures relate only to expenditure by FMA Act agencies until 2013-14, and from 2014-15 onwards, figures relate to non-corporate Commonwealth entities under the PGPA Act.

# Appendix A: Guidelines on Information and Advertising Campaigns by non-corporate Commonwealth Entities (February 2015)

## Introduction

1. This document in its entirety forms the *Guidelines on Information and Advertising Campaigns by non-corporate Commonwealth entities* (Guidelines).
2. These Guidelines set out the principles applying to information and advertising campaigns undertaken in Australia.
3. Non-corporate Commonwealth entities (entities) under the *Public Governance, Performance and Accountability Act 2013* (PGPA Act) must comply with these Guidelines.
4. Entities conducting information and advertising campaigns must comply with all relevant policies and processes issued and amended from time to time by the Special Minister of State, the Minister for Finance or the entity responsible for such policies, currently the Department of Finance (Finance).
5. The Special Minister of State can exempt a campaign from compliance with these Guidelines on the basis of a national emergency, extreme urgency or other compelling reason. Where an exemption is approved, the Independent Communications Committee will be informed of the exemption, and the decision will be formally recorded and reported to the Parliament.
6. The Independent Communications Committee considers campaigns and provides advice to Chief Executives on all advertising campaigns valued at more than \$250,000 or where requested to do so by the Chief Executive.

## Underlying Principles

7. In general terms, a campaign is a planned series of communication activities that share common objectives, target the same audience and have specific timelines and a dedicated budget. An advertising campaign includes paid media placement and an information campaign does not.
8. The underlying principles governing the use of public funds for all government information and advertising campaigns are that:
  - a. members of the public have equal rights to access comprehensive information about government policies, programs and services which affect their entitlements, rights and obligations;

- b. governments may legitimately use public funds to explain government policies, programs or services, to inform members of the public of their obligations, rights and entitlements, to encourage informed consideration of issues or to change behaviour; and
- c. government campaigns must not be conducted for party political purposes.

## Definition of Advertising Campaigns

- 9. For the purposes of these Guidelines, an advertising campaign involves paid media placement and is designed to inform, educate, motivate or change behaviour. Large-scale recruitment advertising not related to specific job vacancies and with a degree of creative content may be considered an advertising campaign. Agencies should seek advice from Finance if they are unsure whether an activity is an advertising campaign.
- 10. Simple, informative advertising that generally appears only once or twice, contains factual statements and typically has a low creative content is not an advertising campaign. This category of advertising is non-campaign advertising and includes, but is not limited to:
  - » recruitment for specific job vacancies;
  - » auction and tender notices;
  - » invitations to make submissions or apply for grants;
  - » notification of date and/or location specific information (for example, notification of a public meeting at a particular time and place); and
  - » other public notices.

## Campaign Review and Certification

- 11. The requirements for review and certification of campaigns are determined by the value of the campaign and whether advertising will be undertaken. The value of a campaign is the budget for all campaign elements across all financial years and includes:
  - » market or social research, public relations, advertising and/or other specialist suppliers commissioned in the development of advertising material;
  - » production and placement of advertising in print, radio, digital, cinema, television or out-of-home media; and
  - » production and dissemination of other campaign materials.
- 12. The value of a campaign does not include entity officials and associated costs.
- 13. For campaigns below \$250,000, the Chief Executive has the discretion to seek consideration of campaigns by the Independent Communications Committee.
- 14. For advertising campaigns of \$250,000 or more:

- » The Independent Communications Committee will consider the proposed campaign and provide a report to the Chief Executive on compliance with Principles 1,2,3 and 4 of the Guidelines. Entities will be responsible for providing a report to their Chief Executive on campaign compliance with Principle 5 of the Guidelines.
  - » Following consideration of the reports on campaign advertising compliance, the Chief Executive will certify that the campaign complies with the Guidelines and relevant Government policies.
  - » The Chief Executive will give the certification to the relevant Minister who may launch the campaign or approve its launch.
  - » The Chief Executive's certification will be published on the relevant entity's website when the campaign is launched.
  - » The conclusions of the Independent Communications Committee will be published on Finance's website after the campaign is launched.
15. Information campaigns of \$250,000 or more are not subject to review by the Independent Communications Committee or certification by the Chief Executive but must comply with these Guidelines and other relevant policies and processes as outlined in clause 4.
16. The Government will provide reports to the Parliament that detail expenditure on all advertising campaigns with expenditure in excess of \$250,000 commissioned by PGPA Act agencies.
17. Chief Executives will ensure that:
- » research reports for advertising campaigns with expenditure of \$250,000 or more are published on their entity web site following the launch of a campaign where it is appropriate to do so; and
  - » details of advertising campaigns undertaken will be published in entity annual reports.

## Information and Advertising Campaign Principles

18. The following five principles set out the context in which Commonwealth Government campaigns should be conducted. They relate to when campaigns can be conducted, how they should be presented, and the legal and procurement requirements.

### Principle 1: Campaigns should be relevant to government responsibilities

19. The subject matter of campaigns should be directly related to the Government's responsibilities. As such, only policies or programs underpinned by:
- » legislative authority; or
  - » appropriation of the Parliament; or

- » a Cabinet Decision which is intended to be implemented during the current Parliament should be the subject of a campaign.

20. Examples of suitable uses for government campaigns include to:

- » inform the public of new, existing or proposed government policies, or policy revisions;
- » provide information on government programs or services or revisions to programs or services to which the public are entitled;
- » inform consideration of issues;
- » disseminate scientific, medical or health and safety information; or
- » provide information on the performance of government to facilitate accountability to the public.

## Principle 2: Campaigns should be presented in an objective, fair and accessible manner and be designed to meet the objectives of the campaign

21. Campaigns should enable the recipients of the information to distinguish between facts, comment, opinion and analysis.
22. Where information is presented as a fact, it should be accurate and verifiable. When making a factual comparison, the campaign should not attempt to mislead the recipient about the situation with which the comparison is made and it should state explicitly the basis for the comparison.
23. Pre-existing policies, products, services and activities should not be presented as new.
24. Special attention should be paid to communicating with any information disadvantaged individuals or groups identified as being within the target audience. Particular attention should be paid to meeting the information needs of Indigenous Australians, the rural community and those for whom English is not a convenient language in which to receive information.
25. Imagery used in campaigns should reflect the diverse range of Australians. There should be recognition of the full participation of women, Indigenous and culturally and linguistically diverse communities by realistically portraying their interests, lifestyles and contributions to Australian society.
26. Campaigns should be tested with target audiences to indicate they are engaging and perform well against the objectives of the campaign.

## Principle 3: Campaigns should be objective and not directed at promoting party political interests

27. Campaigns must be presented in objective language and be free of political argument.

28. Campaigns must not try to foster a positive impression of a particular political party or promote party political interests.
29. Campaigns must not:
  - a. mention the party in Government by name;
  - b. directly attack or scorn the views, policies or actions of others such as the policies and opinions of opposition parties or groups;
  - c. include party political slogans or images;
  - d. be designed to influence public support for a political party, a candidate for election, a Minister or a Member of Parliament; or
  - e. refer or link to the web sites of politicians or political parties.

#### Principle 4: Campaigns should be justified and undertaken in an efficient, effective and relevant manner

30. Campaigns should only be instigated where a need is demonstrated, target recipients are clearly identified and the campaign is informed by appropriate research or evidence.
31. Campaign information should clearly and directly affect the interests of recipients.
32. The medium and volume of the advertising activities should be cost effective and justifiable within the budget allocated to the campaign.
33. Distribution of unsolicited material should be carefully controlled.
34. Campaigns should be evaluated to determine effectiveness.

#### Principle 5: Campaigns must comply with legal requirements and procurement policies and procedures

35. The manner of presentation and the delivery of campaigns must comply with all relevant laws including:
  - a. laws with respect to broadcasting and media;
  - b. privacy laws;
  - c. intellectual property laws;
  - d. electoral laws;
  - e. trade practices and consumer protection laws; and
  - f. workplace relations laws.
36. Procurement policies and procedures for the tendering and commissioning of services and the employment of suppliers are to be followed, and there must be a clear audit trail regarding decision making.