



Pilbara Camp School Sea Trek: Boat crew carrying all provisions for four days at sea. Students from Perth in a group of 18, six vessels in total, having just sailed and motored 70 kilometres amongst the 42 islands in the Dampier Archipelago. During their trek, students undertook all navigation and decision making in relation to their expedition. They undertake full responsibility for packing and preparation of meals, tents and equipment provided by the camp school. During the course of the trek, students viewed ancient rock-art, found evidence of early human habitation on the islands, supplemented their rations with fish they caught themselves and dived on pristine coral reefs. The activity in this form cannot be accessed by schools anywhere else in Western Australia.

2017 Annual Summary

Our vision

The Pilbara Camp School's Vision is two-fold:

1. Work in partnership with schools to do the sorts of things that they cannot do themselves, and,
2. Keep reinventing ourselves to ensure that a significant proportion of our operations are learning activities that schools cannot do anywhere else.

Our workplace culture

We create a context for students to apply and demonstrate initiative, nous and resourcefulness in the extraordinary natural and man-made environment that is the Pilbara. Encompassing the many elements of the Pilbara, school groups are given the opportunity to connect with 40 000 year old culture through the Murujuga Rangers, massive mining operations in oil, LNG and iron ore, and the 42 Islands of the Dampier Archipelago which are visible from our site.

As the home of Success Education we utilise learning activities as an opportunity to reinforce to every participant that they have unlimited capacity for success in every area of their lives. To read more about our unique brand of Success Education go to: <http://pilbara.campschool.com/>

PILBARA CAMP SCHOOL

Australian Sailing Centre.

The camp manager is an accredited Australian Sailing Instructor, qualified to deliver and assess a range of nationally accredited courses that also provide credit towards secondary graduation. Primary Schools are able to access small boat, kayaking and yachting training for groups of up to fifty students.

Sea Trek.

We are the only education facility in the state that offers an autonomous learning, expedition process. Our four day Island Sea Trek is both supported by the Department of Transport and provides students with credit towards secondary graduation.

Educational

Our knowledge in the context of the local area for school activities is unique. Having an intimate working knowledge of all 42 islands in the Archipelago, we devise school and student centred programs for a variety of groups requiring different educational outcomes. Our accommodation is very high quality, we have a variety of options that exceed most people's expectations and our food is second to none.

Inclusivity.

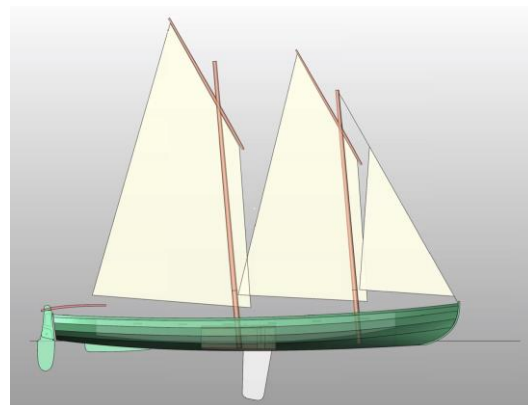
Subject to availability we can take on just about anybody. We have the capacity to cater for all phases of education through to adults, facilitating special groups with very small numbers through to a maximum group size of 90.

Economical.

In addition to exceptional learning experiences in an extraordinary environment we are also the cheapest. Our student rate is under \$46 per day including all meals and accommodation and in many cases includes *free activities* provided by a WACOT Registered Teacher and endorsed Australian Sailing Instructor. For the past 11 years we have applied this pricing structure in order to ensure we provide access to as many students as possible at minimal cost.

Pilbara Success

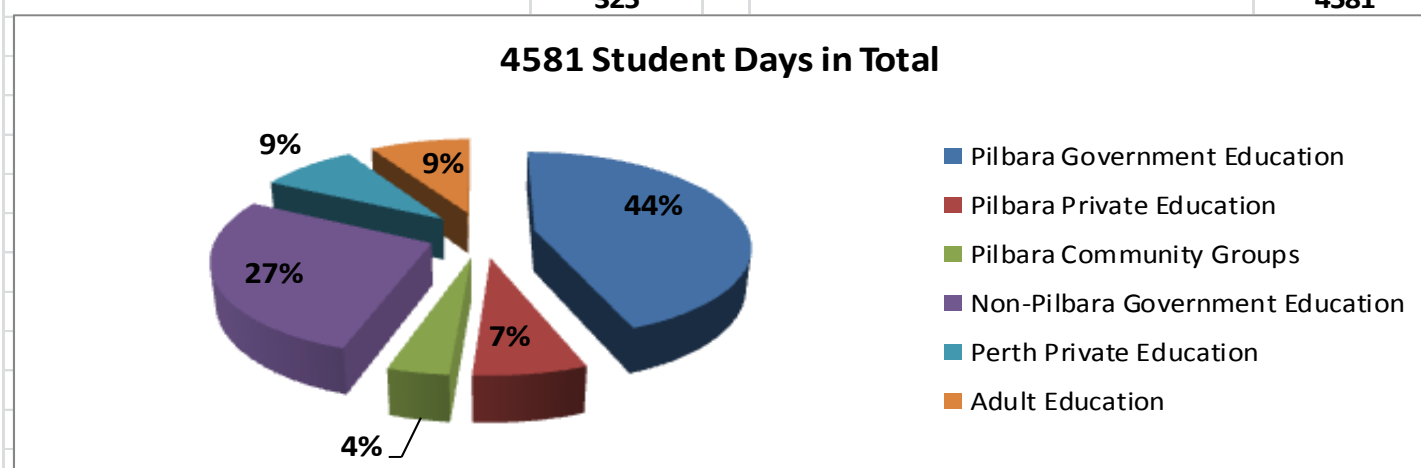
The Pilbara Success is a purpose-built 10m timber whaling boat that we are currently building. Its purpose is twofold; As a hands-on training vessel it will provide access to more students to the learning environment that is the Dampier's Archipelago. Importantly Pilbara Success is a metaphor for our underlying belief that our backyard provides more opportunity than limitations and that every student can and will be successful. For much more detail go to: <http://pilbara.campschool.com/>



5% Growth per annum for the last three years

The Pilbara Camp School served customers for 301 days during 2017. Teachers and supervisors are not included in the student numbers below. A student day is a full day at the camp school, multiplied by the number of students. For instance, the Pilbara PEAC camp is a group of 45 students resident for three days.

| Pilbara Government Education | Student Days | Private Education Perth | Student Days |
|---|---------------------|-------------------------------------|---------------------|
| Pilbara PEAC Camp | 135 | Aquinas Year 11 Sea Trek | 80 |
| Wickham Primary Archipelago Days | 70 | 3 x Trinity Year 11 Sea Trek | 264 |
| Cassia Year 6 Camp | 235 | Swan Christian College Year 10 Camp | 52 |
| Baynton Govt Primary School Sail | 534 | | 396 |
| Govt' Remote School VET Camp | 20 | | |
| Government Education Catering Pilbara | 256 | | |
| Port Hedland Year 6 Camp | 191 | Adult Education | Student Days |
| Paraburdoo Year 6 Camp | 110 | Adult RST and RST Audits | 15 |
| AIEO Education Conference | 150 | Government non-Education Catering | 29 |
| KSHS no charge Marine Ecology | 24 | Teacher PL Marine Qualifications | 3 |
| Tom Price Year 6 Camp | 125 | UWA Archeology Island Transfers | 8 |
| Onslow Year 6 Camp | 170 | NOLS USA Kayak Support | 8 |
| | 2020 | WA Government Adult Residential | 120 |
| | | UWA Archeology Students Residential | 225 |
| Non-Pilbara Government Education | | | 408 |
| Cunderdin Agricultural School Camp | 171 | | |
| Fitzroy Year 6 Camp | 185 | Community Groups | Student Days |
| Broome Primary Year 6 Camp | 175 | Panna Swim Student Group weekend | 69 |
| Swanbourne Year 6 Camp | 322 | Port Hedland Community Netball | 108 |
| Derby Year 6 Camp | 402 | | 177 |
| | 1255 | | |
| | | Totals All Groups | |
| Private Pilbara Education | | Pilbara Government Education | 2020 |
| St Lukes Student RST | 44 | Pilbara Private Education | 325 |
| St Lukes Year 10 Dive Day | 13 | Pilbara Community Groups | 177 |
| St Pauls Year 6 Leadership Camp | 104 | Non-Pilbara Government Education | 1255 |
| St Lukes Yr 12 Retreat | 80 | Perth Private Education | 396 |
| St Lukes Year 10 Kayaking Trek | 84 | Adult Education | 408 |
| | 325 | | 4581 |



Total Operating Costs

| | |
|-----------------|-----------|
| Salaries | \$348 600 |
| All Expenditure | \$358 700 |

We have the hardest-working, most exceptional staff who have a total commitment to customer service. Salaries are for a total of 4 staff including a full time manager / teacher and part time Cook, Cleaner, Finance Officer, Gardener and Kitchen hand.

Expenditure includes maintenance of buildings and facilities, upkeep of a fleet of twenty vessels, utility costs, food, cleaning and gardening. It is all encompassing of all purchases and is inclusive of two payments for partial completion of the Pilbara Success. This is a realistic figure of what it will cost us going forward in order to maintain our exceptional meals, air conditioning, high standards of cleanliness and heavily subsidised maritime activities. It also reflect an ongoing commitment to enhancement of facilities and resources.

All Revenue Remitted to the Department of Education

\$204 000

Our revenue above is based on the charges below as set by the Department of Education. For residential students sail, powerboat and all camp school organised activities are free of charge. For day visit students, all day sailing including meals and registration with Australian Sailing \$10 only per day. For day visit students an Archipelago Dive Day, kayaking or any other camp school activity ranges from \$10 to \$25 student inclusive of meals. From 2018 all Recreational Skippers Tickets will be charged at \$300 upon completion. Sea Treks involving 4 consecutive days and nights on the islands are \$65 per student all inclusive.

| | Students | Teacher/Helper | Community Adult |
|---------------------|----------------|----------------|-----------------|
| Breakfast | \$5 | \$7 | \$8 |
| Morning tea & Lunch | \$9.30 | \$12.60 | \$19 |
| Dinner | \$10 | \$16 | \$26 |
| Accommodation | \$21 | \$23 | \$42.80 |
| Total Rate | \$45.30 | \$58.60 | \$95.80 |

Total 2017 Operational Cost

\$503 300

2018

As of December 2017 the Pilbara Camp School already has 65% of the year booked out! This is inclusive of many of the schools on the previous page who we regard as regulars, but also includes newcomers Wembley Primary and Aquinas College doubling its exposure to the sea trek program. We additionally have secured three Kimberley Primary Schools and three from Port Hedland illustrating the rotational nature of many of our bookings. This year we anticipate a further modest increase of 5% increase in our numbers and revenue over 2017.

Des Prizmic
 Manager
 Pilbara Camp School

PILBARA CAMP SCHOOL