

THE KARIJINI EXPERIENCE
ACKNOWLEDGES THE BANJIMA PEOPLE
AS THE TRADITIONAL OWNERS AND
CUSTODIANS OF THE LAND ON WHICH
WE ARE HOLDING THE EVENT.

WE ARE HONOURED TO BE ABLE TO PROMOTE THIS LOCATION WITH THE APPROVAL OF THEIR ELDERS.

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The Karijini Experience provides a diverse and inclusive program of authentic, high quality arts and cultural experiences designed to connect people to the breath-taking landscape of Karijini National Park.

Reflecting its guiding principles of environment, enrichment, rejuvenation and learning, the program features renowned artists, high quality emerging performers and grass roots experiences with local Traditional Owners.

Although rated as Western Australia's second most iconic destination, Karijini National Park lacks the same level of recognition as the Kimberley, Uluru, the Great Barrier Reef and Blue Mountains. And yet, it is the second largest National Park in WA and offers visitors some of the most spectacular sights and experiences that can be found within the Pilbara and indeed all of Australia. It is considered to be one of Australia's best-kept secrets.

Research suggests that events like The Karijini Experience are "...a great anchor for attracting tourism. While the destination is always available, having a time-limited event encourages visitors to take advantage of this opportunity and visit the place during the event."

Avraham, E. and Ketter E. (2011) The Role of Cultural Events in the Tourism Industry, Routledge, ISBN-10: 0750684526.

In addition, it is underpinned by local need, which is amply demonstrated by the overwhelming support for the event in local attendance and the extraordinary commitment by the volunteers and in-kind contributors from the Inland Pilbara communities.

The significant increase in attendance each year since its inception indicates that the Karijini Experience draws more people to the region which in turn has a positive economic impact on the Inland Pilbara.

We are committed to measuring environmental, cultural, social and economic success that we believe is activated by The Karijini Experience.

#### VISION

To be a cultural catalyst for connecting community and raising the profile of Karijini National Park and the surrounding Inland Pilbara.

#### **PURPOSE**

To develop and deliver an uplifting, authentic celebration that offers the opportunity for people to come together and be enriched through connecting to this country and its people.

#### **GUIDING PRINCIPLES**

#### Connective

Authentic, intimate, handmade, localised sourcing, innovative programming for immersion in country, culture and the opportunity to "be".

#### Creative

Inspiring, rewarding, once-in-a-lifetime experience that makes people want to come again.

#### Celebratory

Celebrate the people and the place, create opportunities for people to be included, be enriched, rejuvenate, have fun.

#### Collaborative

Open to partnering, inclusive, community.

#### **Empowering**

Educate, build capacity, value arts and culture as a means to wellbeing.

#### Respectful

Caring for country, slow down, keep it simple.







### FOCUSING ON LOCAL AND WEST AUSTRALIAN TALENT AND SAFETY DURING COVID19

The event managers of The Karijini Experience were saddened to cancel the 2020 event as an immense amount of hard work and dedication from The Nintirri Centre staff goes into the success of the event each year.

The decision was made early and without hesitation before COVID 19 bans were put in place, due to the risk placed on the Traditional Owners of the land in which the event is held and the surrounding region. We are committed to the ongoing safety of our community and will continue to ensure safety measures are in place for the 2021 Karijini Experience.

The 2021 Karijini Experience will shift its focus slightly to shine the spotlight on West Australian talent, for a West Australian audience. In previous years we strived to bring more visitors from interstate and overseas, however due to the uncertainty and fast changing climate of tourism and travel, it has put us in a position to celebrate the epic Pilbara and shine the light on the region to our own state.











#### **KEY OBJECTIVES**

#### **Artistic Programming**

To deliver an inspiring program that offers authentic local cultural content as well as accomplished artists, drawing people of all ages to learn and be enriched from their experience of the Karijini National Park.

#### Marketing/Audience Development

To increase the numbers of visitors to the event and the Inland Pilbara and grow the reputation of the Karijini National Park.

#### Operational/Technical

To have a lean but strong and sustainable operational team, that delivers the event in a professional manner.

#### **Financial**

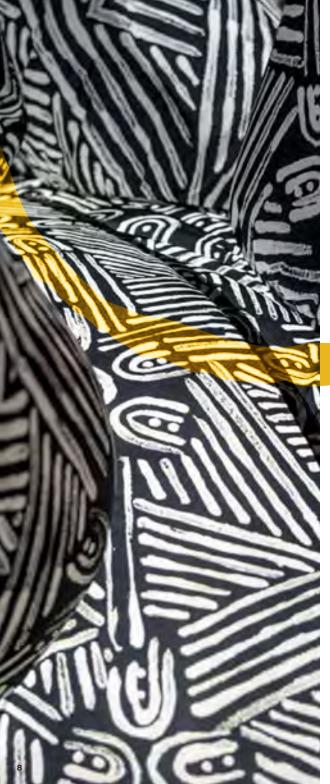
To ensure the financial and organisational independence and sustainability of the Karijini Experience.

#### Governance

To guide the event to increasing self-reliance and sustainability.

#### **Engagement**

To engage, collaborate and co-create program content with local Traditional Owners.









#### **BACKGROUND**

The Karijini Experience began in 2013 with the inaugural Karijini Dinner Experience created by a small team that wanted to activate the Karijini National Park.

In the subsequent years it has grown from a culinary event under the stars attended by 75 people to a thriving annual multi-arts event with a focus on celebrating local Aboriginal culture.

In 2019, it attracted 2045 visitors, featured 98 artists, held 57 individual events, representing 16 Aboriginal language groups and was supported by 32 partners and sponsors.

In 2016 The Nintirri Centre Inc. assumed overall event management responsibility. The aim was to ensure the long-term sustainability of what is fast becoming a major regional event. The Nintirri Centre Inc. is a locally based not-for-profit employing 50 staff across six key service areas, all working towards its vision of enriched lives, thriving communities.

What sets the Karijini Experience apart from other regional events and festivals is its unique setting and strong sense of place, combined with a growing recognition for the authenticity of its Aboriginal cultural content. The fact that it has increased from 75 to 2045 visitors since 2013 is as remarkable as the strength and commitment of its volunteer base.

# **SDAYS**

**♦**57EVENTS

20% ABORIGINAL
29% LOCAL
57% INTRASTATE
11% INTERSTATE
3% INTERNATIONAL

355,309

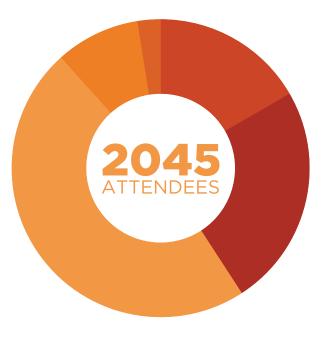
12 MONTH SOCIAL MEDIA REACH

10,087,500 POTENTIAL MEDIA REACH WORLDWIDE

40% OF EVENTS
DESIGNED, PRESENTED OR
INCLUDED ABORIGINAL
CONTENT PROVIDERS

5430
UNIQUE POINTS
OF ENGAGEMENT
(2.6 PER VISITOR)

\$1,203,167
ADDED TO THE LOCAL ECONOMY



328 SUPPORTING PARTNERS

### 98 ARTISTS

57 | 16 ABORIGINAL LAUNGAGE GROUPS REPRESENTED





#### MARKETING AND COMMUNICATION

The Karijini Experience has experienced rapid growth and as it continues to build its reputation it is attracting more media attention.

It is delivering on its aims of promoting the region's outstanding cultural and environmental assets and building the capacity that will allow it to capitalise on its tourism potential. (See page 25 for media examples) and has recently been awarded National Tourism Accreditation which will open more marketing opportunities including event information on the official Tourism Australia website.

This has been achieved with the appointment of public relations company Newton Ganska Communications who were able to generate increased coverage this year with at least 86 pieces that have dramatically increased our reach of 10,087,500 in 2019 across Australia and internationally.

#### This was achieved by:

- A visit to Karijini by television crew Destination WA sponsored by the Shire of Ashburton provided good exposure across the Nine Network;
- Excellent support from regional media with the Pilbara News, Ngaarda Media, ABC Radio and Spirit Radio running multiple interviews and articles;
- Increased number of journalists at the 2019 event with Vicki Laurie and Colin Murty from the Australian who attended with Minister Paul Papalia, giving us excellent national coverage in The Australian and access to an audience of around 2.5 million;
- Fleur Bainger sponsored by Australia's North West for The Australian Traveller Magazine and UK Telegraph;

- US journalist Daniel Scheffler sponsored by Tourism Australia, providing stories in Bon Appetit, Smithsonian Magazine, The New York Times and Wanderlust;
- Nationally renowned performer Dan Sultan helped to generate coverage including a four page feature story and cover in the West Weekend magazine, across Pilbara media on RTR radio and in the National Indigenous Times;
- WAtoday coverage with a potential audience of 541,000 and it's national links - Nine's online sites, Sydney Morning Telegraph, The Melbourne Age, Brisbane Times and Canberra Times gave us access to an audience of nearly 10 million;
- Daily Mail Australia coverage, with a monthly audience of 6.3 million;
- Stories across a range of Perth media including Have A Go News, Weekend Notes, The West Seven Days Magazine, Scoop, Chinese language publication Perth Cool, The RAC's Horizons magazine provided good metropolitan awareness.

#### Our 2020 media coverage prior to cancellation was gaining significant traction, with many more items in the pipeline that were subsequently cancelled:

- The Sunday Times STM magazine cover and four page spread featuring our headline act Thelma Plum, plus a news story in The Sunday Times pointing to the Magazine story;
- Spirit Radio (Triple M) competition campaign where those who registered had to answer the phone saying "thunharru" (hello in Banjima language) was successful;
- Pilbara News: Thelma Plum Story, Dan Riches from the Struggling Kings Story and Bush Lolly Café and Bush Tucker High Tea Story with several more planning interviews that were cancelled;
- The Kalgoorlie Miner also ran a substantial piece on Thelma Plum and the Yurlu Lounge;

- A comprehensive feature in Farm Weekly gave great reach to the rural sector and a piece on getting to the Karijini Experience in Have a Go News targeted mature West Australians:
- Indigenous publications ran two stories, a call for expression of interest in the National Indigenous Times and a story announcing talent in the First Nations Telegraph;
- Weekend Notes had made a good start in highlighting individual events as part of the Karijini Experience, with separate stories published on Bush Tucker High Teas, Yurlu Lounge, Fervor Degustation's and the Narli Ensemble, with several more stories in progress.

### An investment in a strong relationship with Tourism WA and Australia's North West which will see:

- Karijini Experience marketing collateral placed in the WA Visitors Centre in Perth;
- Inclusion in the North West Holiday Planner;
- Inclusion of event information on their tourism websites;
- Listed in Tourism WA's e-newsletter 'This is WA (Travel and Lifestyle news from WA)';
- Listed in the Tourism WA 'What's On' section printed in the West Australian.

#### Well-developed online tools including:

- A dedicated website, Facebook page and Instagram account that are used to disseminate information and promote the event and region (The Karijini Facebook page has over 8000 followers and their Instagram account has over 2000 followers):
- A professional ticketing system that integrates seamlessly with the Karijini Experience website;
- Listing in the Australian Tourism Data Warehouse (ATDW) as an accredited tourism business, which is a central storage and distribution facility for tourism industry product and destination information from all Australian States and Territories. This content

is compiled in a nationally agreed format and electronically accessible by tourism business owners (operators), wholesalers, retailers and distributors for use in their websites and booking systems.

### Professionally developed marketing collateral including:

- A3 event posters which are distributed throughout WA visitors' centres, surrounding towns and other locations:
- Al A-frame posters and event schedules which are used throughout the National Park during the event;
- Full detailed programs (which are utilised as part of the digital marketing strategy and available on the ground during the event);
- Event schedule and map (which are utilised within the digital marketing strategy, and on the ground during the event to attract visitors to program items that have remaining capacity);
- Tasteful merchandise available for purchase at the event.

#### Editorial coverage through the:

- Distribution of press releases, which highlight the depth of programming;
- Media partnership with Newton Ganska Communications to build our reach to target audiences;
- Community engagement / capacity building elements of the event;
- Beautiful imagery captured with the National Park as its backdrop;
- Member of the Pilbara Tourism Alliance to support tourism to the Pilbara and assist in promoting and selling the region with the surrounding shires (Shire of Ashburton, City of Karratha, Shire of East Pilbara):
- Accessibility of media passes and interviews of performers.





#### **TARGET MARKET**

Tourism Research Australia has found that Australians are more likely to travel to events within their own state and that, on average, those who made overnight trips to do so stay an average of just over five nights away from home and three nights in the region where the event was held.

Having said that the number of interstate visitors to Western Australia increased (+) 17.8% to 1.6 million visitors in year ending December 2018. Positively, WA received 63,000 more interstate holiday visitors compared to the previous year (an increase of +18.2 (Tourism WA), showing us that both interstate and intrastate markets are viable.

Tourism WA and Australia's North West Tourism currently divide the domestic market into six segments, three of which are seen to be the most desirable are Escape and Connect, Bright Lights and Off The Beaten Track, and the other three are Family Fun, Relax and Rewind, and Culture Vultures.

For a local and intrastate market, KE's offerings align with all six segments however for the lucrative interstate market KE has prioritised the below segments based on the following criteria; openness to visiting WA, frequency of travel, average trip expenditure and alignment with WA and KE offering.







#### **ESCAPE & CONNECT**

#### Demographic

Escape & Connect travellers cover a spread of ages, with a 50/50 split over and under the age of 50 and have a high socio-economic status.

#### Holiday needs and behaviour that align with KE

- Escape & Connect travellers are looking to disconnect and have a complete break from all their responsibilities and worries when travelling;
- Enjoy a pristine natural setting;
- They enjoy food and wine experiences, sightseeing, and experiences that allow them to completely relax and unwind;
- The absolute price is less of a concern for this segment when travelling – they are willing to pay more for a quality experience;
- Compared to other travellers, they are more likely to choose higher end accommodation (4 or 5 star hotels) and have a higher average spend per trip;
- Escape & Connect travel more often than the other travellers do, both overseas and within Australia, and enjoy travelling to new places;
- Raising knowledge of WA experiences that meet their travel needs and desires is critical for Interstate travel;
- To encourage intrastate visitation, destinations and experiences that foster the opportunity to escape the hustle and bustle.

"I am looking to disconnect, to reconnect"

#### OFF THE BEATEN TRACK

#### Demographic

Off the Beaten Track skew towards an older demographic and are most likely to be empty nesters or have grown-up children (16 years or older) at home and have a mid to high socioeconomic status.

#### Holiday needs and behaviour that align with KE

- Travel for this segment is about avoiding crowds and 'touristy' destinations and discovering what's off the beaten track.
- Holidays are all about nature and wildlife experiences, particularly those that are unique, and balancing active, outdoor adventures with peace and relaxation.
- They have a preference for regional destinations and 'undiscovered' experiences.
- They are most likely to stay in standard hotel, or in caravanning and camping accommodation.
- Relative to other travellers, Off the Beaten Track travellers have greater knowledge of WA holiday experiences.

"I enjoy the simple pleasures in life, getting away from crowds and back to nature"

#### **CULTURE VULTURES**

#### Demographic

Culture Vultures skew towards an older demographic (60% aged 50+) and have a high socio-economic status.

#### Holiday needs and behaviour that align with KE

- Travel is a big part of Culture Vulture's lives;
- Holidays for this segment are all about discovery and learning seeing and doing new things;
- They are fascinated and feel enriched by experiencing other cultures;
- When travelling, this segment enjoys sightseeing, learning about a destination's history and heritage, visiting cultural attractions or attending cultural events, and experiencing local food and wine:
- Price is less of a concern for this segment and they typically spend more than most other travellers when holidaying.

"I am loving having a bit more time back in my life, time to explore, time to learn again!" Since the event's inception, there has been a reliance on the local audience (Tom Price, Paraburdoo, Newman), however, as its reputation and stature has grown, there has been a significant increase in the numbers of intrastate and interstate visitors.

Since 2017 the number of non-local intrastate visitors, outweighed the visitors from the local area which indicates that this is now a regional event that attracts an audience from outside of the Pilbara.

The following table highlights the historic (2013-2019) and projected 2020 audience split for our cancelled event. Our 2021 predictions have taken COVID19 into consideration, we are being conservative in assuming there will be no interstate or international visitors and that our intrastate will stay the same when the likelihood is that we could potentially have a larger intrastate audience who are not themselves travelling interstate or internationally.

#### **FORECAST VISITOR NUMBERS**

YEAR	2013	2014	2015	2016	2017	2018	2019	2020	2021
Number of unique points of engagement (attendance at individual events or workshops)	75	522	936	2,604	2,929	4,202	5,430	5,582	4,845
Estimate of actual total visitors	75	150	300	744	1,235	1,640	2,045	2,147	1,938
Local audience (Tom Price, Paraburdoo, Newman)	75	104	184	425	530	677	629	648	676

#### **OTHER AUDIENCE**

Intrastate (WA)	0	45	78	245	601	472	1,152	1,209	1,262
Interstate	0	1	33	67	94	123	247	259	0
International	0	0	5	7	10	49	41	43	0

NB: 2013-2019 are actuals. Attendances in the first four years had a 3.5 per point of engagement and overall visitors doubled each year. From 2016 - 2019 the visitor growth rate was conservatively projected to continue at an overall average of 50% growth based on the shorter duration of the festival (from an 8 to a 5 day event) and the capped overall capacity for accommodation in the Park (restricted by Department of Parks & Wildlife) with an average of 2.6 per point of engagement. We will see a reduced growth rate of 5% due to the overall capacity in the Park being reduced by 500 people due to the introduction of an online booking system for camp grounds and the removal of several overflow areas, a shorter duration of the event, now 5 days and an expected 2.6 per point of engagement will continue. By promoting events in surrounding towns under the umbrella of the KE, growth beyond the limits of the Park's accommodation can be stimulated, thus extending the reach/impact of the event and helping to grow the reputation of the Park 2020 predictions remain so due to COVID 19 cancellation and 2021 predictions are based on the current travel restrictions.

#### TIMING

The Karijini Experience is tasked with attracting people to the region earlier in the season and as such coincides with the first week of the Western Australian school holidays in April.

The climate in April is perfect for enjoying the Inland Pilbara, with a mean maximum temperature of 33.5 and minimum of 19.6 degrees Celsius. This means it is still warm enough to enjoy swimming in the gorges by day but cools down to a pleasant temperature in the evening without the cold conditions that occur in the National Park during winter.

Having the Karijini Experience in April also provides opportunity for travellers to continue onto other established tourism destinations in the Pilbara (for example the neighbouring Millstream (Shire of Ashburton) and Murujuga (City of Karratha) National Parks, the Mackerel Islands in Onslow, the historic ghost town of Cossack and the biggest inland town of the Pilbara, Newman (Shire of East Pilbara) which is located in the Ophthalmia Ranges). The Australia's North West Tourism "Epic Pilbara" and Pilbara Regional Council's "Destination Pilbara" campaigns also highlight what else is on offer in the Pilbara for the tourists.

In 2021 the program will run across 5 days from the **6 – 10 April**.



#### **EVENT BUDGET**

The team at the Nintirri Centre deliver a successful Karijini Experience within a modest event budget particularly compared to events of similar scale and quality.

Our small team works exceptionally hard within a notfor-profit governance structure and relies on strong local relationships and significant in-kind contribution from local businesses and dedicated volunteers.

In 2019 we had 57 volunteers and an incredible \$250,000 of in-kind support from local businesses and organisations. This result is a testament to the management team's strong local relationships and stakeholder support for the event. We recognise the value provided by our in-kind supporters through sponsorship agreements, however, relying on such significant in-kind support does suggest an unsustainable future for this iconic event – one of the most significant celebrations of Aboriginal culture in Western Australia.

Below is an outline of the actual cost of running the Karijini Experience (exclusive of volunteer hours and sponsorship drive), which includes the value of the \$250,000 of in-kind support.

Having 34.8% of our entire event budget donated means that growing our sponsorship funding and our budget will be imperative to the event's future.

BUDGET	\$
Advertising/PR	53,997.73
Event Logistics	132,099.71
Event Equipment	148,649.90
Content Provision	247,115.52
Artistic Direction	29,367.90
Event Management	27,486.00
Administrative costs	71,708.75
Merchandise	6,164.20
TOTAL	\$716,589.71







#### **RESOURCE COMPANY FUNDING**

Since the inception of the Karijini Experience in 2013, the original Pilbara Inland Chamber of Commerce and Industry committee had the vision to create a sustainable event in the National Park, to bring economic diversification to the region and build capacity for the businesses locally.

The Nintirri Centre has respected the original values of the event founders, however, due to the unsustainable nature of our events funding, will be undertaking stakeholder engagement in the near future to better understand the needs and values of our key stakeholders to ultimately maintain or change our stance on receiving funds from the mining and resource sector.

"When I first moved to the Pilbara it was in the peak of a boom cycle, any accommodation options were full with workers (even at times the Karijini Eco-retreat!). There was huge potential for tourism but little space for it to grow and develop.

Then the boom started to cool and suddenly it was having serious impacts on small and medium sized businesses. The Karijini Experience started as a conversation with stakeholders about how we could raise the profile of tourism as an important opportunity for economic diversification and greater stability in the business community.

As we were pushing an agenda of economic diversification, we decided to not accept money directly from resource companies in the development and growth of the Karijini Experience. How can an economy be diversified if it is entirely under-pinned by one industry – resource extraction?

Not accepting funding directly from resource companies also brought additional benefits, it meant the event and its influence could be an independent voice for the Pilbara in nurturing, promoting and protecting the regions incredible social and environmental values."

Sarah Kemp Event Founder







# SPONSORSHIP OPPORTUNITIES

Sponsorship of the 2021
Karijini Experience is a unique opportunity to enrich the communities of our traditional owners, support economic diversification and tourism in the Inland Pilbara while associating your brand with an unforgettable event.

There are seven tiers of Sponsorship available:

PRINCIPAL SPONSOR

PLATINUM SPONSOR

GOLD SPONSOR

SILVER SPONSOR

BRONZE SPONSOR

SUPPORTING PARTNERS

FRIENDS OF KARIJINI EXPERIENCE

To find out more about immersing your brand in the spectacle of Karijini National Park in the years to come contact; Sylvia Winkler: ceo@nintirri.org.au



#### **PRINCIPAL SPONSOR**

# For an investment of \$80,000 your organisation will receive the following:

- Named as the Principal Sponsor of the 2021
  Karijini Experience. This will include verbal
  acknowledgement at each of the five hallmark
  events (Welcome to Country, Experience Film, Bush
  Tucker High Tea, Gorge Event, The Yurlu Lounge);
- Inclusion of your organisation's name in the title of one hallmark event as listed above, this will be displayed on our website, social media and A5 printed programs;
- A full A5 page displaying your logo and organisational message in our printed event programs that are free at the event and surrounding visitors' centres;
- Representatives from your organisation will be taken on an exclusive VIP experience from the 6-10 April.
   This experience includes four tickets to an exclusive VIP Degustation dinner, general admission entry to each of the hallmark events listed above and accommodation in the VIP camp, The Red Room for 4 people. (Tickets and accommodation must be confirmed prior to March 31st or they will be re-allocated);
- Opportunity for a representative from your organisation to give a 2 minute address at a nominated hallmark event and provides an opportunity to promote your organisation in front of sponsors and other VIPs;

- Appropriate logo positioning on the official event poster and website;
- Appropriate logo placement on prominent signage at the 2021 event;
- Social media profile exclusive to Principal Sponsors, reaching a potential of 20,000 individuals, upon sponsorship confirmation;
- Extensive media coverage (across both digital and print media) by PR company, Newton Ganska Communications;
- An opportunity to purchase additional tickets pre-release;
- Opportunity to contribute an environmentally friendly item to our VIP Karijini care package which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event (item to be approved and received by March 31st);
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement;
- An invitation to sponsor the event in 2022











#### **PLATINUM SPONSOR**

# For an investment of **\$50,000** your organisation will receive the following:

- Named as the Platinum Sponsor of the 2021 Karijini Experience. This will include verbal acknowledgement at each of the five hallmark events (Welcome to Country, Experience Film, Bush Tucker High Tea, Gorge Event, The Yurlu Lounge);
- An A5 two-thirds page displaying your logo and organisational message in our printed event programs that are free at the event and surrounding visitors centres;
- Representatives from your organisation will be taken on an exclusive VIP experience from the 6-10 April.
   This experience includes four tickets to an exclusive VIP Degustation dinner, general admission entry to each of the hallmark events listed above and accommodation in the VIP camp, The Red Room for 4 people. (Tickets and accommodation must be confirmed prior to March 31st or they will be re-allocated);
- Opportunity for a representative from your organisation to give a 2 minute address at a nominated hallmark event and provides an opportunity to promote your organisation in front of sponsors and other VIPs.
- Appropriate logo positioning on the official event poster and website;

- Appropriate logo placement on prominent signage at the 2021 event;
- Social media profile exclusive to Platinum Sponsors, reaching a potential of 20,000 individuals, upon sponsorship confirmation;
- Extensive media coverage (across both digital and print media) by PR company, Newton Ganska Communications;
- An opportunity to purchase additional tickets pre-release;
- Opportunity to contribute an environmentally friendly item to our VIP Karijini care package which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event (item to be approved and received by March 31st);
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement.
- An invitation to sponsor the event in 2022. .





#### **GOLD SPONSOR**

# For an investment of \$30,000 your organisation will receive the following:

- Named as Gold Sponsor of the 2021 Karijini
   Experience. This will include verbal acknowledgement
   at each of the five hallmark events (Welcome to
   Country, Experience Film, Bush Tucker High Tea,
   Gorge Event, The Yurlu Lounge);
- An A5 half page displaying your logo and organisational message in our printed event programs that are free at the event and surrounding visitors centres;
- Representatives from your organisation will be taken on an exclusive VIP experience from the 6-10 April.
   This experience includes two tickets to an exclusive VIP Degustation dinner, general admission entry to each of the hallmark events listed above and accommodation in the VIP camp, The Red Room for 2 people. (Tickets and accommodation must be confirmed prior to March 31st or they will be re-allocated);
- Opportunity for a representative from your organisation to give a 2 minute address at a nominated hallmark event and provides an opportunity to promote your organisation in front of sponsors and other VIPs;

- Appropriate logo positioning on the official event poster and website;
- Appropriate logo placement on prominent signage at the 2021 event:
- A thank you Facebook post to our 8000+ followers upon sponsorship confirmation;
- An opportunity to purchase additional tickets pre-release;
- Opportunity to contribute an environmentally friendly item to our VIP Karijini care package which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event (item to be approved and received by March 31st);
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement;
- An invitation to sponsor the event in 2022.

#### SILVER SPONSOR

# For an investment of \$15,000 your organisation will receive the following:

- Named as Silver Sponsor of the 2021 Karijini Experience;
- An A5 one-third page displaying your logo and organisational message in our printed event programs that are free at the event and surrounding visitors' centres:
- Two complimentary general admission tickets to the Welcome to Country, Experience Film, Bush Tucker High Tea and The Yurlu Lounge. (Tickets must be confirmed prior to March 31st or they will be reallocated);
- Appropriate logo positioning on the official event poster and website;
- Appropriate logo placement on prominent signage at the 2021 event:
- A thank you Facebook post to our 8000+ followers upon sponsorship confirmation;
- An opportunity to purchase additional tickets pre-release:
- Opportunity to contribute an environmentally friendly item to our VIP Karijini care package which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event (item to be approved and received by March 31st);
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement;
- An invitation to sponsor the event in 2022.

#### **BRONZE SPONSOR**

# **\$7,500** your organisation will receive the following:

- Named as Bronze Sponsor of the 2021 Karijini Experience;
- An A5 quarter page displaying your logo and organisational message in our printed event programs that are free at the event and surrounding visitors centres;
- Two complimentary tickets to the Welcome to Country VIP and The Yurlu Lounge general admission (Tickets must be confirmed prior to March 31st or they will be re-allocated);
- Appropriate logo positioning on the official event poster and website;
- Appropriate logo placement at the 2021 event;
- A thank you Facebook post to our 8000+ followers upon sponsorship confirmation;
- An opportunity to purchase additional tickets pre-release;
- Opportunity to contribute an environmentally friendly item to our VIP Karijini care package which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event (item to be approved and received by March 31st);
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement;
- An invitation to sponsor the event in 2022.







#### SUPPORTING PARTNERS

Organisations providing in-kind or other support up to the value of **\$5,000** will be recognised as supporting partners and will receive the following:

- Named as Supporting Partner of the 2021 Karijini Experience;
- An A5 one-sixth page displaying your logo and organisational message in our printed event programs that are free at the event and surrounding visitors centres:
- Two complimentary general admission tickets to The Yurlu Lounge. (Tickets must be confirmed prior to March 31st or it will be re-allocated);
- Appropriate logo positioning on the official event poster, program and website;
- Appropriate logo placement at the 2021 event;
- A thank you Facebook post to our 8000+ followers upon sponsorship confirmation;
- An opportunity to purchase additional tickets pre-release;
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement;
- An invitation to sponsor the event in 2022.

#### FRIENDS OF KARIJINI EXPERIENCE

Organisations providing in-kind or other support up to the value of **\$1,000** will be recognised as friends of Karijini Experience and will receive the following:

- Named as Friend of the 2021 Karijini Experience;
- Appropriate logo positioning on the official event poster, program and website;
- Opportunity to purchase additional tickets pre-release;
- A thank you Facebook post to our 8000+ followers upon sponsorship confirmation;
- Opportunity to discuss with Karijini Experience other options that will maximise the benefit that your organisation receives from its support of this event for inclusion within your sponsorship agreement;
- An invitation to sponsor the event in 2022.









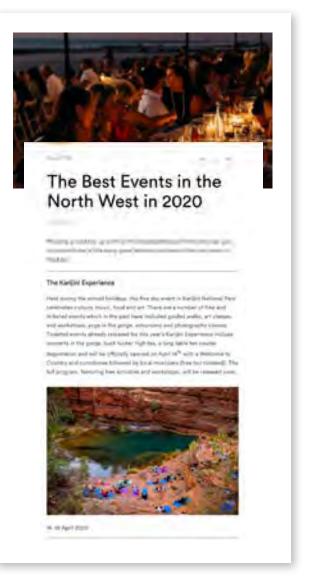
























### Weekend NOTES









# SCOOP



#### Yurlu Lounge, Karijini Experience 2020 (CANCELLED)









Drycy a right of music from some of Australia's most talement indigenous miscount; all unider this beautiful marinn sky.

Dates: Apr 18-78

Timedali Serio

Venue: Farger Arrang.

#### Details

Value Address: Revive Arstro: Harry Nazyrol Plats. Nazyrol Zister, Karuti Westerli

Schol Price FROM: Geo. (Children Living 14)

Ticket price TO: \$130

Wenner, Karpin Alfretrich

#### Description

### First Nations Telegraph

### The West Australian





Theirs Flum who became the highest ever ranking indigenous artist in the recently announced Hottest 100, will headline The Kanjini Experience's final night Yurlu Lounge performance on Agril 18.

The Yurla Lounge performance, which features a prestigious lineral of Australian. PLUSICIANS INDUCING The Mark Alkins Band, the 2010 WAM Awards Best Indigenous act. The Struggling Kings: Seth "Squid" Lowe; and The Nort Ensemble.

The context will bring to a close the 2020 Karljini Expensence which rure from April 14 to 18 with a host of free and Soxeled events held in the heart of the remote Pilibara national

Plum, whose Better in Blak came in at number nine in the \$319 Horsel 100 is a Cambridgy women who grow up to Brobene.

Her debut album Seder to Stak is a story about culture, harringer, love and plain and coplutes the sort of what it is like to be a young Aborginal women in Australia.

The Nati Entertoe feature Stephin Pigram on quiter and vocate. Mark Atkins by diagendat and vocate violenis Entit Verthern, guitarist Stephen Magnasion, sellet Treater Part, percussionist Joe Talie and Sauled Tos Mahorey Ture.

As well as the Yurku Lounge concert other performers will include The Yeau Band and the Bradley Hell Band who will be performing at the Karijini Expenence as past of the free. Welcome to Country on April 14:

The Nart Ensemble will also be performing their pross-cultural cerebration Kimberley. Echoes in a concert in Kalamina Gorge on April 18.

The Karijini Experience will feature the work of immersive actual Goodsery & Aberline, a



#### STEVE COLLINS TRAVEL CORRESPONDENT



The Karejine Experience is held on the traditional lands of the Sanjima people. This such are event celebrates the connection, culture, and the standing neutral landscape on which the feetival is being held. It also allows people to experience Karejini National Park in ways they do not expect Take part in this event to immerse youthelf in music, lood, or and culture on the country! The experience will be replicat Karejini National Park in Karejini Western Australia.

Price Info

#### Contact Info

The Karyini Experience 08 9186 0500 sonia poverligimentali org au

#### Event Date

State and Time April 14, 2020

Turnibay -6/00 PM, NTIC+CR

April 16, 2020 Sepurplay - 10 00 PM UTCHOR

**EVENT LOCATION** 



The Kargin Expension is an annual pullural event that is held in

As set as many tree, terrby-blendy advettes and vertexings forused on air, nuture and shrullmed first are plenty of opportunities to include in dutters, mask. Itself and set as well as becoming immensed in the strainty Karlin Indexcess.

There'll de yoga, wearing and ratum waks and pierty more. All part of the Karsin Experience scot.

etti became the highest ever harking Maligenous artist in the revietity announced Indexs 100, will hastiline The Kartim Experience's final night Yurtu Lounge performance on April 16.

The Turbs Lounge performance, which features a predigious time up of Australian frustrained including The Mark Alains Band, the 2019 WMM Assures beet Indigenous and, The Struggling Kings, Selb "Sould Lover, and The Nati Emember.

The concert will bring to a close the 2000 Karijini Expenence which naise from April 14 to 18 with a notic of free and dicketed events, held in the mean of the remove Pribura national park.

As well as the York: Loungs concert ofter performers will include The York: Sand and the Bradiey Hall Band who will be performing at the Karijan Experience as part of the fine Millicome to Country or April 14.

The Radi Creamble All also be performing their cross-cultural indebesion Kimburley Echoes in a concert in Aplainme Gorge on April 16.

The Nargini Experience will feature the econ of immersive artisin dilicitizing & Abertine, a probabilities art below with historie Foley, haddonal healing exercising States Directing, Topia in the Gorgel by Susanina State, an evering of films by up and operangular immersional Experience Film betted by Tydon Mineson, and all tool of cultural attinities performed by bold Bearing begind and offer exercising little propagations.













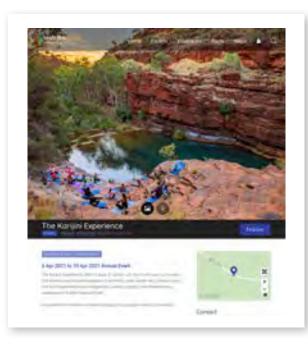




### TRAVELLER

### Australia's best Indigenous festivals 00027 in section is to a telephone and account. Liet Separate for bottom and divisi-Our country is home to the world's oldest living. styllisation, one that is nich in traditions and beliefs. These remarkable events aim to share and preserve Aboriginal sulture, giving visitors the chance to not only learn more about it but. fully inverse themselves in it. Here are the less had genus distinsh and recent to amend in 2020. As done change from time to time we have been the typical state of year the roots is bold. Western Australia KARDNI OZPEKIOWA Kertjini, Normal Birks, April 95 a year the Adopted Repression over-start stuff. Source in the remote and amply broad-adding Kingson Named Not. The time-lay program frames around by neiso alt in apri for constair a day corre regard bedrage, gooded redsted water 18th or research make fit year, but water high to and more.





### FLIGHT CENTRE







The Karlanii Experience is a infection of culture and committoe in the magnificent harper himself from the transport of an arresponding for a unique unbit ration of an and culture. The measure e-day program offers a people of internals, authorise, oncome a list time experience presented by a may of tractional Owners nationally recovered another and salented locals. There is an array of the and timely from the traction and table to the engine in combination with high quality ticketed events such as a cultural experience program focuses on the fupon of art, maps, food and culture. Timed to consider with the April school history and the perfect Pittara weather, the Karlanii Experience has lot of opportunity for the whole family to get alsolved. Respecting the capacity of the National Peok to handle additional visitors means that olders to the Karlanii experience are strictly limited. This is an exclusive event that allows propriet to experience are strictly limited. This is an exclusive event that allows propriet to experience are strictly limited. This is an exclusive event that allows propriet to experience of a trapsilization processing the colors.











### **Pilbara** NEWS

### Ralgoorlie Miner



Thelma Plum will be taking centrestage at this year's Karijini Experience as she performs her debut album Better in Blak at the Pilbara national park.

## Plum act for five-day Karijini cultural festival



Thelma Plum.

The dramatic red ranges and deep gorges of Karijini National Park will provide a stunning backdrop when indigenous singer Thelma Plum performs in mid-April.

## STM







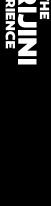








# G ۸a





LIVE MUSIC

DISC GOLF

ANCIENT ROCK WALK

**BUSH MEDICINE WORKSHOP** 

BUSH TUCKER HIGH TEA

BUSH CULTURE WALK

FERVOR DEGUSTATION

ACOUSTIC JAM SESSION

DAWN SERVICE

YOGA IN THE GORGE

🖔 7.30am – Spm

WEST OZ ACTIVE FULL DAY CANYONING TOUR

EASTERN GURUMA TOOL

BANJIMA ECOLOGY TALK AND BUSH TUCKER TASTINGS

FERVOR BOOK LAUNCH

MAKERS MARKETS

YURLU LOUNGE

LESTOK TOURS FULL DAY GORGE TOUR

MARK OLIVE COOKING DEMONSTRATION

SATURDAY 20 APRIL

LESTOK TOURS FULL DAY GORGE TOUR



CARE FOR COUNTRY AND IT WILL CARE FOR YOU

THE

**EXPERIENCE** 

BANJIMA nintri 🌣 🕫 bosonicio (K.B.V.)) 🎎 🍱 🐧 🚞 🖷 🐠 💯 EVER 💝 📨 🚞 🔙 🕍 🛍 🗓 🗵 🙉

16-21 APRIL 2019

DAN SULTAN | FERVOR

GINA WILLIAMS, GUY GHOUSE & RUSSEL HOLMES **WELCOME TO COUNTRY** 

DEBORAH CHEETHAM | OPERA IN THE GORGE SONGS IN THE GORGE | WASO CULINARY EXPERIENCE | MARK ATKINS | MARK OLIVE

YURLU LOUNGE | FREE AND FAMILY FRIENDLY ACTIVITIES

TICKETS AVAILABLE AT

KARIJINIEXPERIENCE.COM

of Ashbuton benneo



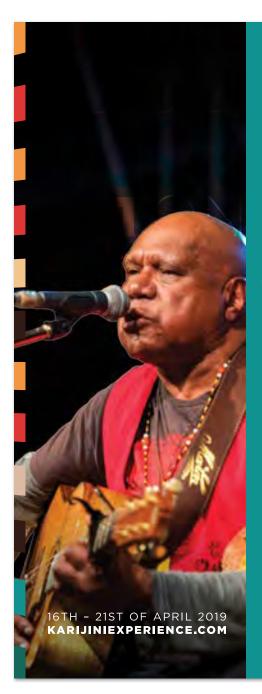
LESTOK TOURS FULL DAY GORGE TOUR 8am − 10am 🤵 Meet at Circui CHORAL WORKSHOP S Sam - 10am 2 At the Eq FAMILY YOGA WASO KIDS WORKSHOP BOOK READING BY BANJIMA ARNING WITH THE ELDERS RUSH TUCKER COOK UP EXPERIENCE FILM YOGA IN THE GORGE WEST OZ ACTIVE FULL DAY CANYONING TOUR BIRDS OF PREY TEXTILE WORKSHOP THE CULINARY EXPERIENCE THE FULL MOON 

BREATHWORK, MEDITATION AND VINYASA FLOW

7.15am - 6pm 

Ticketed event with no price KARLIINI'S LESTOK TOURS CULTURAL AWARENESS 💍 10am – 12pm 🏻 👲 At the Visitors Centre ABORIGINAL SASHIKO WORKSHOP 3 12pm - 4pm 2 At the Visitors Centre **VOCAL TONING WORKSHOP** (D) 52 SONGS IN THE GORGE LESTOK TOURS FULL DAY GORGE TOUR At Kalans ☼ 5123.40 BANJIMA TOOL AND WEAPON MAKING BUSH CULTURE WALK 8 4.30pm - 5.30pm 9 Meet at th FERVOR DEGUSTATION 🖏 3pm – Spm 👲 At Kalamina Gorge 🕦 \$123.60 Gpm - Spm 2 At the Eco Retres LIGHT INSTALLATION TOUR KARIJINIEXPERIENCE.COM **♠** FACEBOOK/KARIJINIEXPERIENCE





# THE KARIJINI EXPERIENCE

is now welcoming expressions of interest

### PERFORMERS

Calling all artists, musicians, performers, makers and teachers to express their interest in being a part of the 2019 Karijini Experience, let us know what you have to offer our growing and inclusive Experience.

-66

Favourite destination and why? Karijini Experience in The Pilbara, WA. It's an annual event in April celebrating culture and connection. - Archie Roach

Applications must be made before 30th September 2018

Apply today:

Please contact **0499 559 494** or email **Sonia.powell@nintirri.org.au** 



# THE KARIJINI EXPERIENCE

is now welcoming expressions of interest

### TEAM MEMBERS

Become a committee members or a volunteer and be a part of this incredible, connective Experience.

66

Volunteering at the 2018 Karijini Experience was a life changing experience for me and I have already booked my holidays to do it again in 2019 - Camille

Apply today:

Please call **0499 559 494** or email **Sonia.powell@nintirri.org.au** 











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