



# THE **KARIJINI** EXPERIENCE

2017 SPONSOR  
OPPORTUNITIES







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 USE THIS SITE  
WITH THE APPROVAL OF  
THEIR ELDERS.

## CONTENTS

|                                   |    |
|-----------------------------------|----|
| The Karijini Experience .....     | 3  |
| - Vision .....                    | 3  |
| - Purpose .....                   | 3  |
| - Guiding Principles .....        | 3  |
| - Key Objectives .....            | 3  |
| Background .....                  | 4  |
| Target Market .....               | 5  |
| Timing .....                      | 8  |
| Marketing And Communication ..... | 9  |
| Sponsorship Opportunities .....   | 10 |
| - Platinum Sponsor .....          | 11 |
| - Gold Sponsor .....              | 12 |
| - Silver Sponsor .....            | 13 |
| Supporting Partners .....         | 13 |
| 2016 Statistics .....             | 14 |
| Press Coverage .....              | 15 |
| Marketing Collateral .....        | 18 |

# The Karijini Experience provides a diverse and inclusive program of authentic, high quality arts and cultural experiences designed to connect people to the awe-inspiring 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 Tom Price community.

The doubling in attendance numbers each year since its inception indicates that the Karijini Experience can indeed draw more people to the region and have a positive economic impact on the Inland Pilbara.

Furthermore, a commitment has been made for attendance to be measured and analysed more thoroughly in 2017 and beyond to ascertain the real breadth of the event's environmental, cultural and social impacts.

## 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.

## KEY OBJECTIVES

### Artistic Programming

To deliver an inspiring program that offers authentic local cultural content as well as accomplished artists from around Australia, 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 over the next three years.

### 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 hosted by the Pilbara Inland Chamber of Commerce & Industry (PICCI).

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

In 2016, it attracted 744 visitors, featured 80 artists, headlined 48 individual events, representing 18 Indigenous language groups and was supported by 31 partners and sponsors.

In 2015, the event was moved from PICCI to Nintirri Centre Inc. The aim was to ensure the long-term sustainability of an event that had outgrown the capacity of PICCI's voluntary committee, and the move has already paid dividends. Nintirri Centre Inc. is a locally based not-for-profit employing 40 staff across six key service areas, all working towards its vision of improved quality of life through connection, collaboration and partnership.

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 Indigenous cultural content. The fact that it has doubled in size every year since 2013 is as remarkable as the strength and commitment of its volunteer base.



## 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.

Most travelled to these events using their own transport (76%). Tourism Research Australia (2014), Events: Drivers of Regional Tourism (Summary), Australian Government: Austrade.

Tourism WA and Australia's North West Tourism currently divide the domestic market into four segments – Aspirational Achievers, Dedicated Discoverers, Grey Explorers and Family Connectors. In terms of regional development the first two are most desirable as they provide the greatest economic returns (per person) into a region.

The Karijini Experience targets Dedicated Discoverers (including those with children). This segment has the following characteristics:

- Are high earners, socially active and looking for something new and different.
- For them travel is about learning, doing new things and 'bettering' themselves.
- They enjoy being the first in their peer group to travel somewhere.
- Typically, working 35-65 year olds, with a household income of \$100,000+.
- They want to relax and rejuvenate, experience, be excited, adventurous, educated, immersed, awed and feel privileged.

One important aspect of the main target market for the Karijini Experience (Dedicated Discoverers) is its capacity to be self sufficient in their accommodation and travel – that is they either have their own 4WD, camper trailer or caravan or are happy to hire one.

Other markets include accidental visitors persuaded to stay because of the Karijini Experience (who may or may not be Dedicated Discoverers), local audience and members of the various local Indigenous communities.





| MARKETS   | WHAT THEY WANT   | WHAT THE KARIJINI EXPERIENCE OFFERS  |
|---|--|--|
| <b>Dedicated Discoverers</b>                                | Something new and something different                                  | Distinctive, diverse artistic program in a unique setting  |
|   | Learn and better themselves  | a) Access to Traditional Owners who are sharing their culture through various activities<br>b) Department of Parks & Wildlife Ranger walks/talks   |
|   | Relax, rejuvenate, experience, be excited, adventurous, immersed, awed | Curated opportunities to slow down, explore and immerse themselves in awe-inspiring landscape <i>(e.g. a day-long Healing Walk through country, led by Traditional Owners that includes information about bush medicine)</i> |
| <b>Local Audience</b><br><i>(surrounding Pilbara towns)</i> | Cultural opportunities close to home                                   | Good quality cultural program that provides opportunity to engage with Park and friends  |
|   | Can be done with children in tow                                       | Family friendly program  |
|   | Something different to what is offered in town                         | Arts & cultural enjoyment not enjoyed since leaving the city   |
|   | Slowing down   | An opportunity to camp with friends close to home  |
| <b>Accidental Visitors</b>                                  | To travel through Karijini and experience natural splendour            | An unexpected positive addition to their travel plans  |
|   | An above average experience  | An inspiring 'once-in-a-lifetime' event in a unique setting  |
|   | Relive their experience with friends via social media and in real time | An opportunity to act as an event ambassador, having experienced things above and beyond expectation <i>(Word of Mouth)</i>  |
| <b>Audience from Indigenous communities</b>                 | Opportunity to share knowledge   | Opportunity to engage with and learn from visiting Traditional Owners  |
|   | Opportunity to showcase culture  | Opportunity to be inspired by/learn from visiting Traditional Owners   |
|   | Economic impact  | Builds capacity through professional development and opportunities for social enterprise, performance etc.   |
|   | Chance to connect  | A culturally safe environment in which to meet family and friends  |
| <b>Sponsors</b>   | Meeting their Corporate Social Responsibility objectives               | Opportunity to achieve Corporate Social Responsibility outcomes without having to actively resource them   |
|   | Engaging with Traditional Owners                                       | Opportunity to connect with Traditional Owners   |
|   | Engaging with community  | Capacity building opportunities for employees/members  |
|   | Partnering with local organisations                                    | Networking opportunities   |
|   | Aligning brand with similar values                                     | An event that expresses shared values  |

Since the event's inception, there has been a reliance on the local audience (Tom Price and surrounds), however, as its reputation and stature grows the numbers of intrastate and interstate visitors will continue to increase.

The following table highlights the historic (2013-2016) and projected (2017-2019) audience split. The event is working towards a 30/70 ratio of local and other audience by 2019.

| FORECAST VISITOR NUMBERS   |      |      |      |       |       |       |       |
|--|------|------|------|-------|-------|-------|-------|
| YEAR   | 2013 | 2014 | 2015 | 2016  | 2017  | 2018  | 2019  |
| Number of unique points of engagement (attendance at individual events or workshops) | 75   | 522  | 936  | 2,604 | 3,600 | 5,400 | 7,200 |
| Estimate of actual total visitors  | 75   | 150  | 300  | 744   | 1,029 | 1,543 | 2,057 |
| Local audience (Tom Price, Paraburdoo, Newman)                                       | 75   | 104  | 184  | 425   | 505   | 555   | 617   |
| OTHER AUDIENCE:  |      |      |      |       |       |       |       |
| Intrastate (WA)  | 0    | 45   | 78   | 245   | 422   | 803   | 1,152 |
| Interstate   | 0    | 1    | 33   | 67    | 87    | 162   | 247   |
| International  | 0    | 0    | 5    | 7     | 15    | 23    | 41    |

NB: 2013-2016 are actuals. The above projections are based on an estimated average of 3.5 points of engagement per visitor. Attendances per point of engagement and overall visitors have doubled in the first four years. From 2016 onwards the visitor growth rate is conservatively projected to continue at an overall average 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). Even with all potential extra overflow areas being deployed in 2017-2019, the total visitor numbers would still be limited to an estimated 2,000. 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.



## TIMING

The Karijini Experience is tasked with attracting people to the region earlier in the season and as such occurs each year in April.

The climate in April is perfect for enjoying the Inland Pilbara, with a mean maximum temperature of 33.1 and minimum of 21.2 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 freezing conditions that occur in the National Park during winter.

Having the Karijini Experience in April also provides opportunity for travelers to continue onto other established events on the NorthWest Tourism calendar (for example the Ord Valley Muster 19-28 May).

In 2017 the program has been spread across five days from the 11-15 April, which falls in the first week of the school holidays and coincides with the full moon rising on the 11th of April and Easter Friday and Saturday (14/15 April).

Dates have also been set for the following two years as can be seen below:

**2018** 17-21 April

**2019** 16-20 April





Despite a very modest marketing budget, the Karijini Experience has experienced rapid growth since its inception and is already delivering on its aims of promoting the region's outstanding cultural and environmental values and building the capacity that will allow it to capitalise on its tourism potential.

**The support of Australia's NorthWest Tourism, who as marketing partner have:**

- Promotion through Australia's NorthWest Tourism digital media channels including email distribution list, Facebook, Instagram and online event calendar listing on the ANW website.

- Karijini Experience marketing collateral placed in the WA Visitors Centre in Perth.
- 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.

- 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 just short of 4000 followers).
- A professional ticketing system that integrates seamlessly with the Karijini Experience website.
- Listing in the Australian Tourism Data Warehouse (ATDW), 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.

- Save the date postcards (which are distributed to visitors centres including Newman, Port Hedland, Exmouth, Karratha, Tom Price, Karijini as well as other visitors centres along the traditional coastal self-drive route to capture travellers heading north in the lead up to the event).

- Distribution of press releases, which highlight the:
  - Depth of programing.
  - Community engagement / capacity building elements of the event.
  - Beautiful imagery captured with the National Park as its backdrop.
- Invitation of a well published travel photographer/writer yearly to increase the quality of images available for distribution, as well as open the channels to publication with whom they have relationships.
- Accessibility of media passes and interviews of performers, which in 2016 saw:
  - Two documentaries about the event appear on ABC Open.
  - Australia's most influential travel instagrammer provide event coverage.
  - A small article appear in RM Williams Outback Magazine post event, with a 6 page spread due in December 2016.
  - Numerous articles appear in the Pilbara News.
  - A live broadcast by Spirit Radio during the event.

# SPONSORSHIP OPPORTUNITIES

---

Sponsorship of the 2017 Karijini Experience is a unique opportunity to support economic diversification and tourism in the Inland Pilbara while associating your brand with an unforgettable event.

There are four tiers of Sponsorship available:

**PLATINUM SPONSOR**

**GOLD SPONSOR**

**SILVER SPONSOR**

**SUPPORTING PARTNERS**

To find out more about immersing your brand in the spectacle of Karijini National Park in the years to come contact; **James Jarvis:** [ceo@nintirri.org.au](mailto:ceo@nintirri.org.au)





## PLATINUM SPONSOR

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

- **Named as the Platinum Sponsor of the 2017 Karijini Experience.** This will include verbal acknowledgement at each of the five hallmark events (Opening Ceremony, Culinary Experience, Gorge Event, Concert Event and Cultural Centerpiece Event).
- **Four people from your organisation will be taken on an exclusive once-in-a-lifetime VIP experience** from the 11th – 15th of April. This experience includes all tickets and accommodation (in the “Red Room”) and will encompass the Hallmark events as listed above.
- **Primary logo positioning on all marketing and promotional material** (This includes the Karijini Experience website and on marketing collateral as produced).
- **Primary placement of café barriers displaying your logo at each event.** (Your logo will be printed on a café barrier and as platinum sponsor will be placed in the most prominent location for the Hallmark events).
- **Extensive media coverage** (Across both digital and print media).
- **Opportunity for a representative from your organisation to give a brief address** at the Opening Ceremony, Culinary Experience and Concert Event. (This will follow Welcome to Country at each event and provides opportunity to promote your organisation in front of each audience).
- **Inclusion of information on your organisation within VIP bags** which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event.
- **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 opportunity to purchase additional tickets** pre-release.
- **An invitation to sponsor** the event in 2018.



## GOLD SPONSOR

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

- **Named as a Gold Sponsor of the 2017 Karijini Experience.** This will include verbal acknowledgement at each of the five hallmark events (Opening Ceremony, Culinary Experience, Gorge Event, Concert Event and Cultural Centerpiece Event).
- **Two people from your organisation will be taken on an exclusive once-in-a-lifetime VIP experience** from the 11th – 15th of April. This experience includes all tickets and accommodation (in the “Red Room”) and will encompass the Hallmark events as listed above.
- **Secondary logo positioning on all marketing and promotional material** (This includes the Karijini Experience website and on marketing collateral as produced).
- **Secondary placement of café barriers displaying logo at each event.** (Your logo will be printed on a café barrier and as gold sponsor will be placed in a prominent location for the five hallmark events.
- **Extensive media coverage** (Across both digital and print media).
- **Opportunity for a representative from your organisation to give a brief address** at the Opening Ceremony. (This will follow Welcome to Country and provides opportunity to promote your organisation in front sponsors and other VIPs).
- **Inclusion of information on your organisation within VIP bags** which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event.
- **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 opportunity to purchase additional tickets** pre release.
- **An invitation to sponsor** the event in 2018.





## SILVER SPONSOR

For an investment of \$10,000 your organisation will receive the following:

- **Named as a Silver Sponsor** of the 2017 Karijini Experience.
- **Two complimentary VIP tickets** to the Opening Ceremony and Concert Event, with option to purchase tickets to other events pre-release.
- **Tertiary logo positioning** on all marketing and promotional material.
- **Extensive media coverage.**
- **Inclusion of information on your organisation within VIP bags** which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event.
- **An invitation to sponsor** the event in 2018.

## SUPPORTING PARTNERS

Organisations providing in-kind or other support up to the value of \$10,000 will be recognised as supporting partners and will receive the following:

- **Named as Supporting Partners** of the 2017 Karijini Experience.
- **Two complimentary tickets** to the Opening Ceremony and Concert Event, with option to purchase tickets to other events pre-release.
- **Appropriate positioning of logo** on marketing and promotional material.
- **Inclusion of information on your organisation within VIP bags** which will be given to all sponsors, media, politicians and other stakeholders in attendance at the event.
- **An invitation to support** the event in 2018.

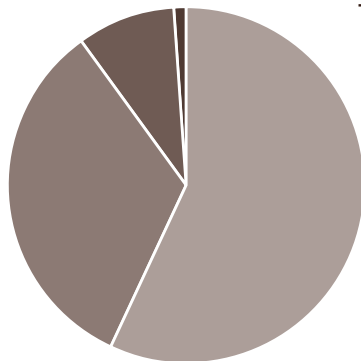
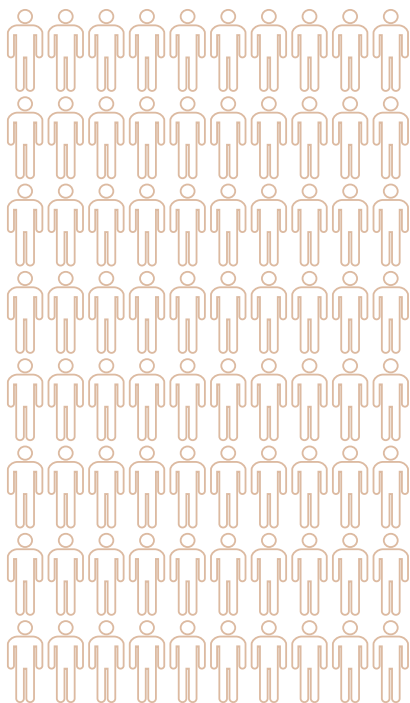


# 15-22 APRIL 2016

8 DAYS | 48 EVENTS | 744 INDIVIDUAL VISITORS

 **3774**  
FACEBOOK FOLLOWERS

**80**  
ARTISTS



## ATTENDANCE

57% LOCAL  
33% INTRASTATE  
9% INTERSTATE  
1% INTERNATIONAL

**31**

SPONSORS

**5**

CAPACITY  
BUILDING  
PARTNERS

**2604**

UNIQUE POINTS OF ENGAGEMENT



3.5 POINTS OF ENGAGEMENT PER VISITOR

INDIGENOUS LANGUAGE GROUPS REPRESENTED (INCLUDING NINE PILBARA LANGUAGE GROUPS)

**18**

SOCIAL MEDIA  
REACH FOR 12  
MONTH PERIOD

**618,903**

**653**  
**TICKETS**  
★ ★ ★ SOLD ★ ★ ★



# PRESS COVERAGE

The 2016 Press Coverage included multiple publication types and in-depth articles promoting the event and it's positive influence on the region.

Following is a sample of the 2016 press coverage.





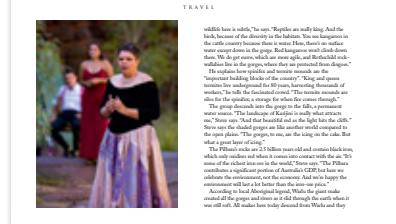


# KARIJINI CULTURE

The Kariji Experience brings food, art and culture to a part of Western Australia few know for what comes out of the ground, not what's taking place on it.

It is not difficult to see why Kariji is a well-loved and well-known part of Western Australia. It is a place where the Kariji people have lived for thousands of years, and it is a place where the Kariji people have lived for thousands of years. It is a place where the Kariji people have lived for thousands of years, and it is a place where the Kariji people have lived for thousands of years. It is a place where the Kariji people have lived for thousands of years, and it is a place where the Kariji people have lived for thousands of years.

The Kariji Experience was first held in 2013 as a well-loved and well-known part of Western Australia. It is a place where the Kariji people have lived for thousands of years, and it is a place where the Kariji people have lived for thousands of years. It is a place where the Kariji people have lived for thousands of years, and it is a place where the Kariji people have lived for thousands of years.







## MARKETING COLLATERAL

The 2016 Marketing Collateral reached International as well as Domestic audiences in our bid to promote both the region and our event.

Following is a sample of the marketing collateral and promotional items used for the 2016 event.









## FREE theatre fun for under-5's and the grown-ups travelling with them!

An interactive adventure inspired by the historic train that ran from Port Hedland to Marble Bar.

Take a journey through Country and meet the fascinating characters and animals who call the Pilbara home.

A vibrant group of performers and storytellers lead the trip, as Thomas the Tank Engine meets the Spinifex Express.



For enquiries, please contact 0458 532 897 or [communications@karjiniexperience.com](mailto:communications@karjiniexperience.com)



## STEPHEN & ALAN PIGRAM FRANK YAMMA THE MERINDA'S PLUS LOCAL MUSICIANS

The Moonrise Lounge wraps up this year's Karjini Experience, 5pm Friday 22 April, with a lineup of some of Australia's best Indigenous musicians playing in the Pilbara landscape. Tickets \$40 (Kids under 14 free); VIP Lounge \$150. Ahead of the concert, catch the handmade, artisanal wares at the Moonrise Makers' Market from 4pm and Artists in Residence working on site from 11am.

Platinum Sponsors



Silver Sponsors



GO> Browse the program and book tickets at [karjiniexperience.com](http://karjiniexperience.com)

## 32 FREE FAMILY EVENTS IN ONE WEEK

In time for the school holidays, this year's big Karjini Experience has an amazing program of free, family-friendly activities. Over the week, you'll find interactive singing and dancing, Indigenous cultural experiences, puppetry, yoga, bush walking, spear and boomerang throwing, movies, live music and more, all centred around Karjini Experience Place, not far from the Visitor Centre.

Platinum Sponsors



Silver Sponsors



GO> Program and tickets at [karjiniexperience.com](http://karjiniexperience.com)

| THE KARIJINI EXPERIENCE 2016   EVENT SCHEDULE PART 1 |           |             |           |           |            |
|--|-----------|-------------|-----------|-----------|------------|
|  | FRIDAY 15 | SATURDAY 16 | SUNDAY 17 | MONDAY 18 | TUESDAY 19 |
| 7am  |           |             |           |           |            |
| 8am  |           |             |           |           |            |
| 9am  |           |             |           |           |            |
| 10am   |           |             |           |           |            |
| 11am   |           |             |           |           |            |
| Noon   |           |             |           |           |            |
| 1pm  |           |             |           |           |            |
| 2pm  |           |             |           |           |            |
| 3pm  |           |             |           |           |            |
| 4pm  |           |             |           |           |            |
| 5pm  |           |             |           |           |            |
| 6pm  |           |             |           |           |            |
| 7pm  |           |             |           |           |            |
| 8pm  |           |             |           |           |            |
| 9pm  |           |             |           |           |            |
| 10pm   |           |             |           |           |            |
| 11pm   |           |             |           |           |            |

| THE KARIJINI EXPERIENCE 2016   EVENT SCHEDULE PART 1 |           |             |           |           |            |
|--|-----------|-------------|-----------|-----------|------------|
|  | FRIDAY 15 | SATURDAY 16 | SUNDAY 17 | MONDAY 18 | TUESDAY 19 |
| 7am  |           |             |           |           |            |
| 8am  |           |             |           |           |            |
| 9am  |           |             |           |           |            |
| 10am   |           |             |           |           |            |
| 11am   |           |             |           |           |            |
| Noon   |           |             |           |           |            |
| 1pm  |           |             |           |           |            |
| 2pm  |           |             |           |           |            |
| 3pm  |           |             |           |           |            |
| 4pm  |           |             |           |           |            |
| 5pm  |           |             |           |           |            |
| 6pm  |           |             |           |           |            |
| 7pm  |           |             |           |           |            |
| 8pm  |           |             |           |           |            |
| 9pm  |           |             |           |           |            |
| 10pm   |           |             |           |           |            |
| 11pm   |           |             |           |           |            |

| THE KARIJINI EXPERIENCE 2016   EVENT SCHEDULE PART 2 |              |             |           |  |  |
|--|--------------|-------------|-----------|--|--|
|  | WEDNESDAY 20 | THURSDAY 21 | FRIDAY 22 |  |  |
| 7am  |              |             |           |  |  |
| 8am  |              |             |           |  |  |
| 9am  |              |             |           |  |  |
| 10am   |              |             |           |  |  |
| 11am   |              |             |           |  |  |
| Noon   |              |             |           |  |  |
| 1pm  |              |             |           |  |  |
| 2pm  |              |             |           |  |  |
| 3pm  |              |             |           |  |  |
| 4pm  |              |             |           |  |  |
| 5pm  |              |             |           |  |  |
| 6pm  |              |             |           |  |  |
| 7pm  |              |             |           |  |  |
| 8pm  |              |             |           |  |  |
| 9pm  |              |             |           |  |  |
| 10pm   |              |             |           |  |  |
| 11pm   |              |             |           |  |  |