



2017 ANNUAL REPORT

BETTER PEOPLE.
BETTER COMMUNITIES.
BETTER WORLD.



“OUTWARD BOUND
HAS FOREVER
CHANGED MY LIFE.

IT’S NOT JUST THE
COURSE, IT’S THE
PEOPLE RUNNING
THE COURSE.

ANAKIWA IS ONE
VERY SPECIAL PLACE
IN THE WORLD.”

BUILDING ON

Our theme for this year’s annual report is Building On. 2017 was the first year of our three-year strategic plan to build on our success and as we kick off a new financial year, the organisation is well on track in terms of revenue, student numbers, and student outcomes. We are highly motivated to build on this success, to increase not only revenue, but the positive and often life-changing impact Outward Bound has on New Zealanders’ lives.

Our student numbers have continued to grow, from 1,585 in 2016 to 1,681 this financial year. We’ve also achieved a stronger financial result, with course fee revenue increasing to \$5,370,397 compared to \$4,740,035 last year. As we move forward, we will seek continued growth in course offerings and student numbers.

We have boldly committed to raise \$3 million over the next three years for the Project Refresh Anakiwa campaign, a refurbishment project that will future proof the school to 2050 and beyond. This will be the most significant building work undertaken at the school since the 1980s, and will include a new double watchhouse and Waka Ama sea scheme, upgrades to staff accommodation, existing watchhouses and Te Kainga - the student accommodation in Torea Bay - and a new launch.

At board level, there have been a few changes, with Grant Faber and Steve Cole joining the team and Dave Tibby retiring. We thank Dave for his exceptional service to Outward Bound which has stretched well over a decade.

Our External Safety Advisory Committee continues to play a vital role in ensuring the safety of all our students. We thank our external advisors for their advice and support.

The independently managed Outward Bound Foundation has also had a positive year and continues to enjoy sound financial investment returns. The Foundation has continued its support of the Trust with scholarships and operating grants. The Trustees have appointed AMP Capital to take over the management of the Foundation’s investment portfolio.

With the solid foundation achieved this year and our focus on growth, we look forward to building on, and enjoying, another successful, innovative and productive year ahead.

Andrew Smith, Board Chair

INCREASING OUR SUCCESS

It's been a year of really positive growth for Outward Bound. We have been building on our strategic fundraising plan to engage more with our alumni, we've announced an ambitious and exciting three-year project to upgrade the Anakiwa school while working on increasing student numbers and trialling innovative new courses.

The continued success of Outward Bound is, in part, determined by how we continually evolve our courses. We are committed to listening to feedback, adapting and refining our courses to suit the changing needs of students whilst ensuring we continue to deliver high impact courses.

Our new Explorer course is an eight-day programme designed specifically for the younger 13 to 15-year-old market. Following the trial course feedback was very positive. This has allowed us to fine tune various aspects of the course before we welcome another 28 students in October 2017. As for our eight-day adult business courses, customers had indicated that a Monday to Friday option would be more practical in terms of scheduling time away from the workplace. We've taken this feedback on board and the new look professional course will now offer a shorter, five-day programme.

In November we launched the Outward Bound Champions programme which encourages alumni to continue to set personal goals while passing the baton onto others who could benefit from doing a course. It is early days but we are excited that nine active and enthusiastic champions have already raised over \$5,000. This is one of many creative and different ways our new fundraising strategy seeks to connect with alumni, donors and business partners. It means that there are now more opportunities for New Zealanders to help other students experience the incredible world that is Outward Bound.

Project Refresh Anakiwa is also focused on calling for more donors to meet our three-year goal of raising \$3 million. With the generous donation of \$1.5 million from Andrew and Jenny Smith, we are well on the way to meeting that target. We have started on the upgrade to the student accommodation where watchhouse awnings now provide an area for students to dry their wet gear.

We have had a very busy and positive year and the Wellington and Anakiwa teams have really stepped up.



Our culture survey confirmed we have a very positive work culture and our annual Organisational Day hosted in Anakiwa in April was a great success. Everyone from our Wellington office travelled to Anakiwa to join the team there for dinner and festivities, and followed the next day with valuable discussion about our strategy and plans for the future.

Thank you to all our supporters whose generosity has created a strong foundation for us to continue to expand the number of students we work with.

Our people are our greatest asset and if we keep building on our collective knowledge and shared values, we will continue to foster proactive learning and development, bringing passion for the great outdoors into the workplace and into New Zealanders' lives.

Victor Klap, CEO

OUR YEAR 2017

1681

STUDENTS COMPLETED AN OUTWARD BOUND COURSE IN 2016/17!

THIS IS WHAT THEY HAD TO SAY ABOUT THEIR EXPERIENCE:

95%

SAID: " I WOULD RECOMMEND OUTWARD BOUND TO OTHERS. "

" I was the person that thought I couldn't, that thought I didn't have enough exercise under my belt, that worried I would always be last. Outward Bound is more than that. It has taught me how to build my confidence and overcome what I thought was the impossible. You won't leave Outward Bound thinking 'I wish I hadn't done that,' I promise. "

Kylie Navigator Course, March 2017

87%

SAID: " I ACHIEVED THE GOALS I SET FOR MY COURSE. "

" Growing up I was always inspired by the stories my dad would tell of his time on Outward Bound in the 70s. I can see now why my dad continues to tell those stories 40 years later. This course challenged and inspired me, and proved there is indeed more in me. I look forward to telling my own stories to the future generations. "

Felicity Classic Course, March 2017

92%

SAID: " I AM LEAVING OUTWARD BOUND A BETTER PERSON. "

WE ASKED THEM TO RATE THE FOLLOWING OUT OF 10:

Effectiveness of instructors:

9.7

Level of challenge:

8.2

Safety:

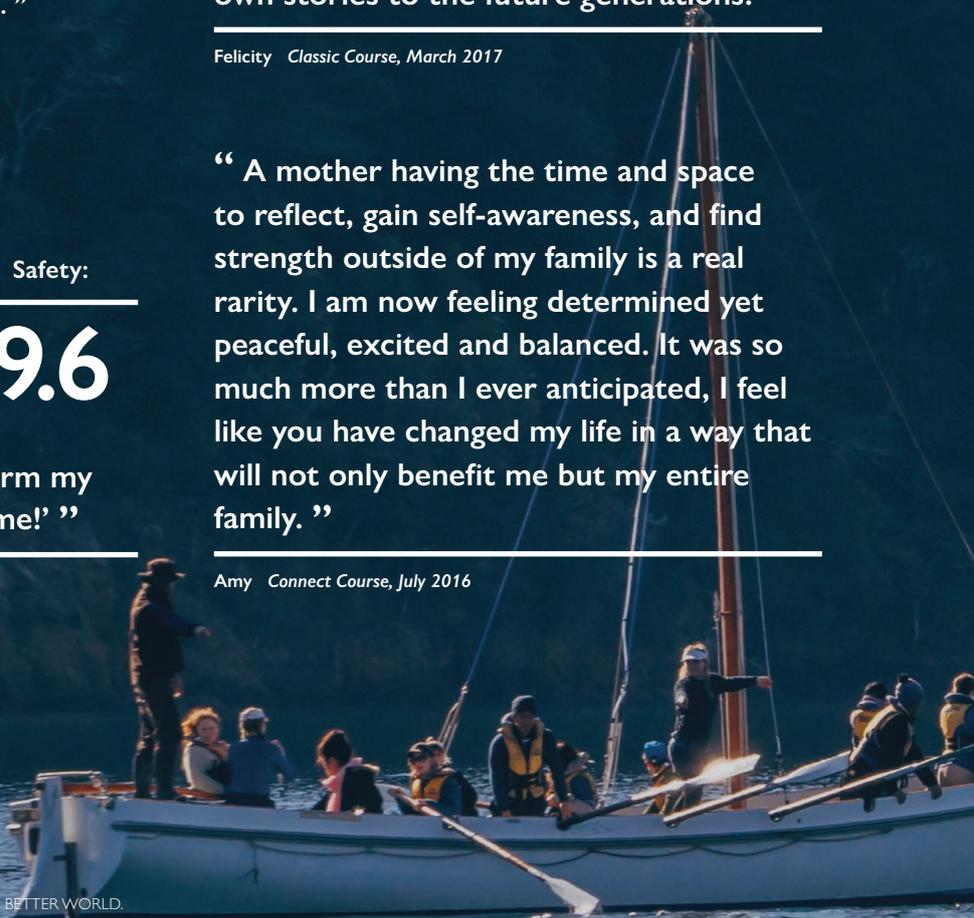
9.6

" Outward Bound helped transform my mind-set from 'why me?' to 'try me!' "

Erin Classic Course, December 2016

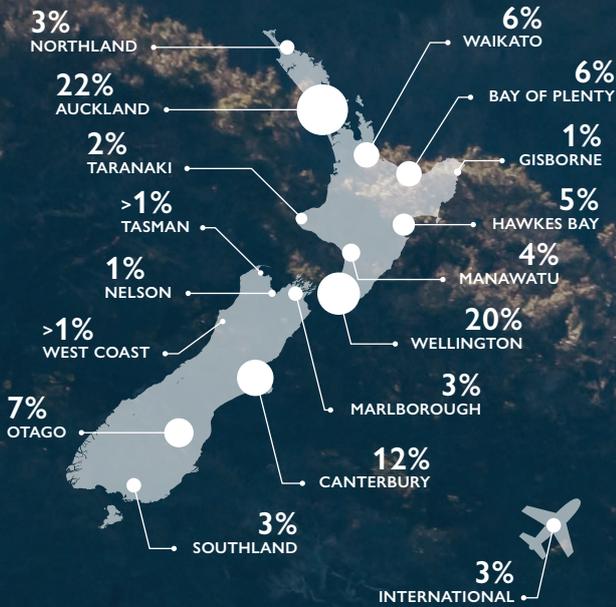
" A mother having the time and space to reflect, gain self-awareness, and find strength outside of my family is a real rarity. I am now feeling determined yet peaceful, excited and balanced. It was so much more than I ever anticipated, I feel like you have changed my life in a way that will not only benefit me but my entire family. "

Amy Connect Course, July 2016

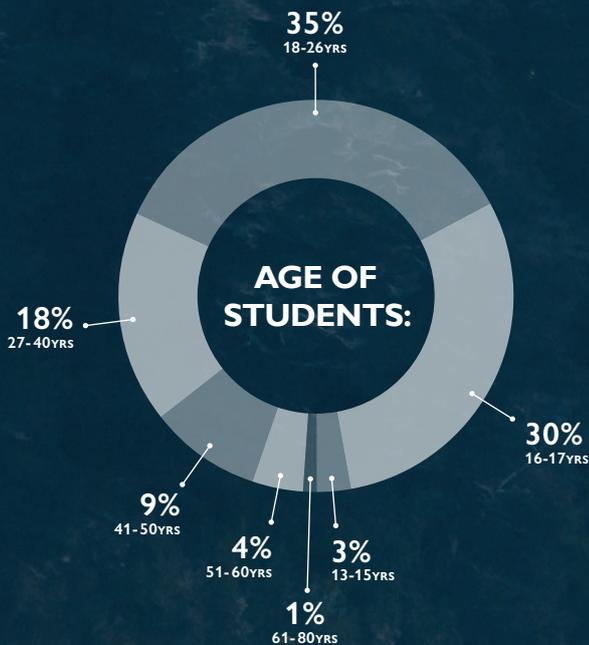


ENVIRONMENTAL IMPACT

ORIGIN OF STUDENTS:



AGE OF STUDENTS:



Following the review of our Environmental policy in 2015 we are pleased to announce that we have achieved 24 of the 30 action points we set in our new 2015/17 Environmental Action Plan.

A number of actions completed focused on:



Researching how to measure our water usage on a watch by watch basis.



Understanding the effects of towing and idling on diesel usage at sea.



Substituting our cleaning products for environmentally friendly alternatives.



Recycling system for soft plastics and composting for paper based products.



Environmental training for Outward Bound instructors.



Building a "Whare Ra" outdoor drying area for each watchhouse.

We also completed a waste audit which involved collecting all the school's general waste for 12 days. We now have a much clearer picture of what is going to landfill and some great new actions to minimise this.

As a result we have seen carbon emissions drop significantly across a number of areas since 2015/16.



WASTE

▼ 36%



ELECTRICITY

▼ 10%



FUEL

▼ 24%

*Electricity and waste data based on student days, fuel data based on number of courses per year.

OUR DIRECTORY

PATRON

Sir David Levene

TRUST BOARD

Andrew Smith (President)

Glenys Coughlan (Deputy)

Dick Hubbard

Ian Moody

Hilary Sumpter

Tim Watts

Grant Faber

Steve Cole

FINANCE COMMITTEE

Glenys Coughlan (Chair)

Andrew Smith

Tim Watts

Grant Faber

FOUNDATION BOARD

Andrew Smith (Chair)

Grant Faber

Dynes Fulton

Brien Mahoney

John Patterson

David Tibby

Tim Watts

HONORARY VICE PRESIDENTS

Ivan Emirali

Mac Morgan

KURT HAHN AWARD RECIPIENTS

Dick Hubbard (2013)

Ron Faber (2014)

GUARDIANS

Julie Jones

Brien Mahoney

Russell Moller

Sir David Tompkins

Marshall Wright

FORMER GUARDIANS

Barry Sweet

ADVISORS

Solicitor:

Holland Beckett

Auditor:

Grant Thornton

Insurance Broker:

ICIB Insurance Brokers

EXECUTIVE SAFETY & ADVISORY COMMITTEE (ESAC)

Ian Moody

(ESAC Chair and Outward Bound
Board Member)

Mark Smith

(Safety Auditor Outdoorsmark, Ropes
Specialist and Chairperson Register of
Outdoor Safety Auditors)

Mark Lewis

(Rock and Bush Specialist)

John Patterson

(Legal Advisor, Past President
of Outward Bound)

Dr Nick Binns

(Screening and Emergency
Medicine Specialist)

Phil Bishop

(Sea Operations Specialist)

COUNCILLORS

Marina Adams

Claire Anderson

Howie Barnes

Bonnie Bolton-Roger

Ben Brown

Rachel Cassaidy

Shelley Clark

Pip Davidson

William Day

Grant Faber

Linda Gaskin

Tracey Hancock

Raewyn Kirkman

Gerald Lanning

Brandon McCarthy

Ian Moody

Ginny Semmens

Tim Watts

OUR FINANCES

CHARITIES REGISTRATION

The parent and subsidiary are both registered as charitable entities under the Charities Act 2005.

Outward Bound Trust CC34682

Outward Bound Foundation CC22777

PURPOSE OF ENTITIES

Outward Bound Trust of New Zealand, incorporated in November 1997 under the Charitable Trusts Act 1957, is the operational arm of the Group and includes all revenue and expenditure associated with promoting, administering and running all courses.

Outward Bound Trust of New Zealand Foundation, incorporated in October 2001 under the Charitable Trusts Act 1957, is the funding arm for the Trust. Income and capital from the Endowment and Special Funds held within the Foundation are available to the Trust for financial assistance of student scholarships, and for operational grants in support of running Outward Bound courses.

NOTES

There have been three sets of financial statements prepared and audited for the year ended 30 June 2017 - Outward Bound Trust of New Zealand (Trust), Outward Bound Trust of New Zealand Foundation (Foundation) and for the consolidated Group (Group). The following information is applicable to all three entities.

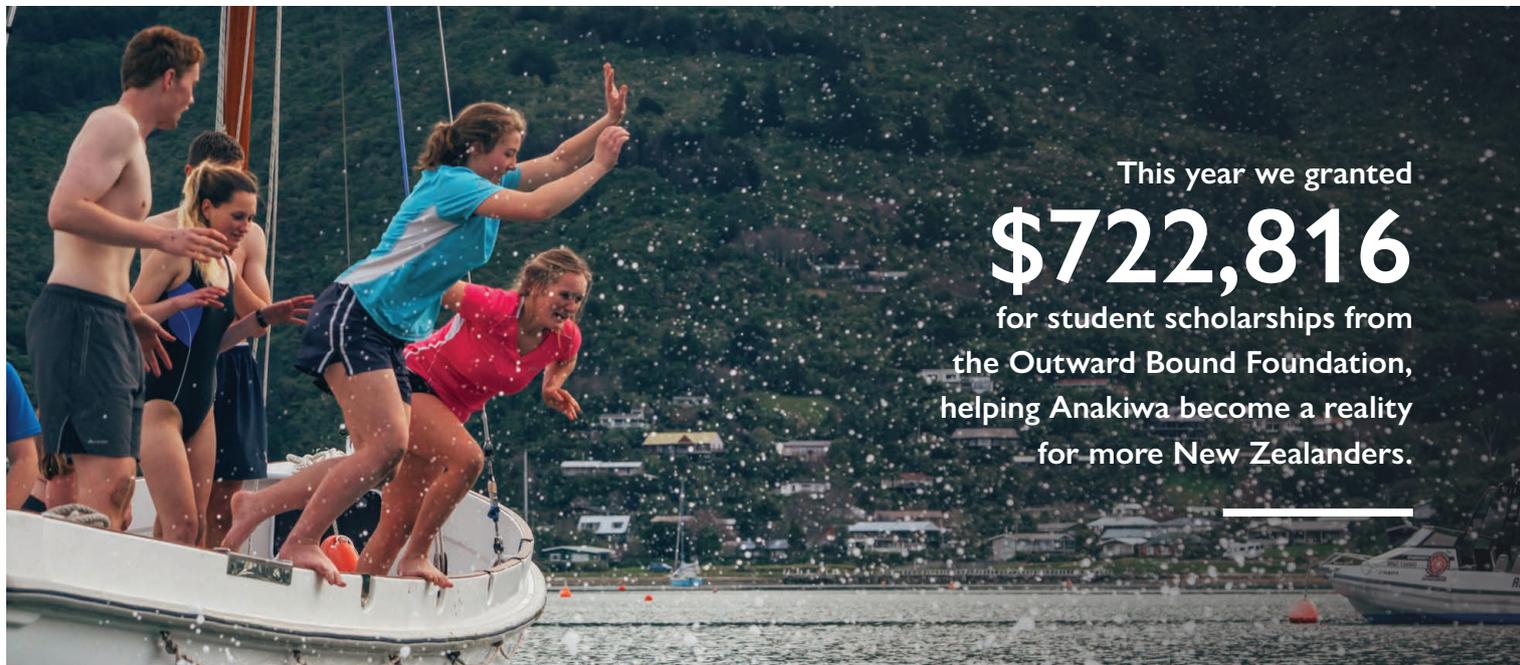
The full financial statements, which are presented in New Zealand dollars, have been prepared in accordance with generally accepted accounting practice in New Zealand (NZ GAAP). They comply with Public Benefit Entity International Public Sector Accounting Standards ("PBE IPSAS") and other applicable financial reporting standards as appropriate that have been authorised for use by the External Reporting Board for Not-For-Profit entities.

The following financial information has been extracted from the full financial statements for the year ending 30 June 2017, as signed and approved by the Board on 24 August 2017. As such this extraction of information cannot be expected to provide as complete an understanding of the financial position, performance and cash flows as provided in the full financial statements.

It is not intended that this information be classed as Summary Financial Accounts under FRS43 of the Financial Reporting Act 2004.

The Group's auditors, Grant Thornton, have issued an unqualified opinion for all three entities. Copies of the full financial statements are available upon request.

Contact us at governance@outwardbound.co.nz



This year we granted
\$722,816
 for student scholarships from
 the Outward Bound Foundation,
 helping Anakiwa become a reality
 for more New Zealanders.

FINANCIAL OVERVIEW OF THE TRUST

Surplus

Non-exchange revenue ¹	3,419,342
Exchange revenue ²	2,686,981
Operating expenditure ³	(6,086,771)
	19,552

1. Non-Exchange revenue includes income generated from subsidised course fees, donations, and subscriptions.
2. Exchange revenue includes income generated from course fees, merchandise sales, and interest.
3. Operating expenditure includes costs of running courses including staffing, maintenance, depreciation, and marketing costs.

Equity

Current assets	1,632,639
Non current assets	6,155,013
Current liabilities	(2,544,119)
Net assets	5,243,533
Accumulated funds	1,460,981
Equity reserves	3,782,552
Total equity	5,243,533

FINANCIAL OVERVIEW OF THE FOUNDATION

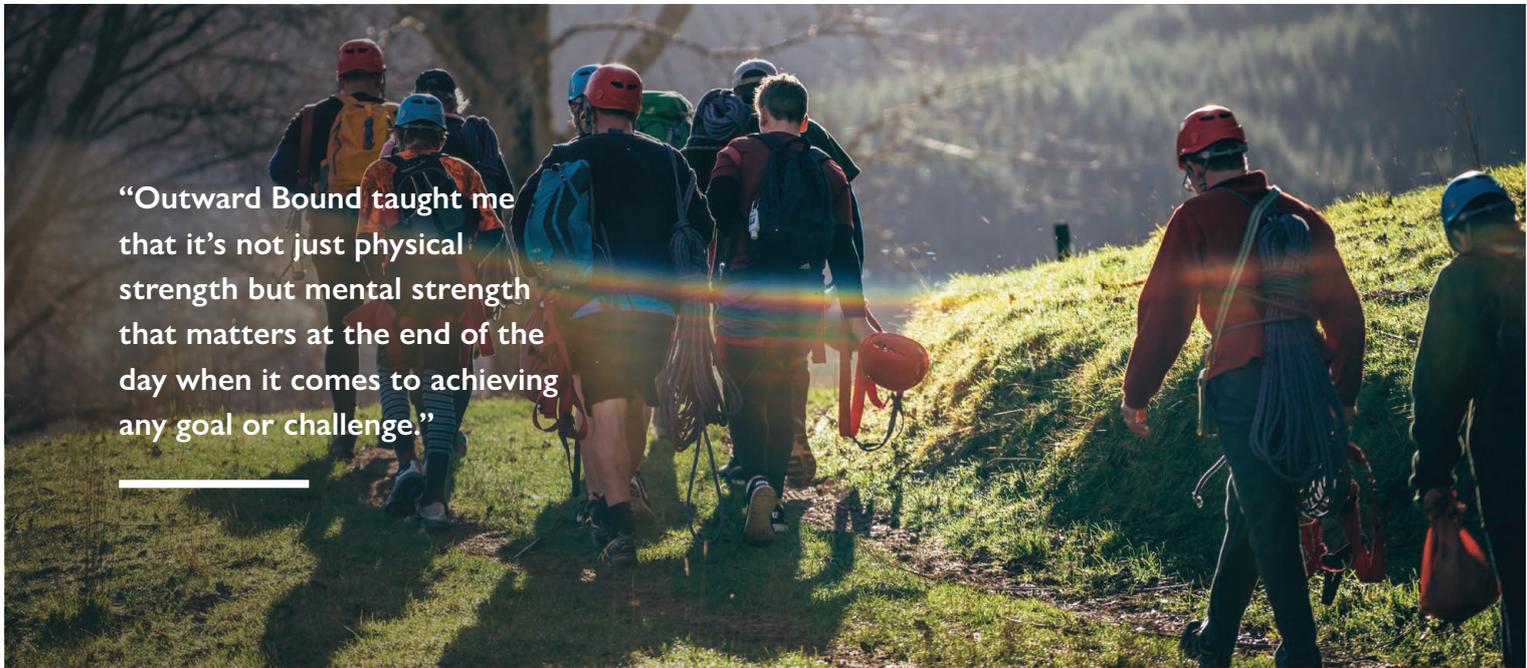
Surplus

Non-exchange revenue ¹	129,284
Exchange revenue ²	1,653,435
Financial assistance and grants ³	(922,816)
Other expenses ⁴	(140,775)
	719,128

1. Non-Exchange revenue includes income from donations and bequests.
2. Exchange revenue includes income generated from the Foundation's investments.
3. Grants given to the Trust for student scholarships and operational purposes.
4. Other expenses include audit and investment advisory fees.

Equity

Current assets	258,041
Non current assets	16,680,252
Current liabilities	(5,330)
Net assets	16,932,963
Accumulated funds	(41,589)
Endowment funds	17,581,073
Specific funds	(606,521)
Total equity	16,932,963



“Outward Bound taught me that it’s not just physical strength but mental strength that matters at the end of the day when it comes to achieving any goal or challenge.”

BUILDING CONFIDENCE: JOSHUA'S STORY

In May, 16 year-old Joshua Badshah had a 'truly life changing' experience at Outward Bound, where we witnessed his transformation from awkward teen to confident leader.

Joshua attended Tangaroa, our course designed for students from Bay of Plenty secondary schools. Chosen by his teachers as a student with leadership potential that deserves developing, Joshua says Outward Bound has given him confidence to build on as he works towards achieving his dream of becoming a cardiac surgeon.

“For me, Outward Bound was not just about the adrenalin-charged activities, it was more of an enlightening journey. I was blown away with the emotional demands and I think the biggest thing I came away with is confidence. I now have a greater belief in myself, I’m proud of my achievements and have more self-belief to do things I would normally shy away from.

“I’ve got my eyes on becoming a school prefect next year and also for our robotics club to get to the USA to take part in a robotics competition,” he says.

Joshua was particularly proud of his watch’s achievements.

“We all ran the 21 km half marathon. We knew it would be physically tough, but we also knew we had the mental toughness to do it - and we did! I loved it - from not being very sporty to running a marathon in under two hours - I was in my own happy world.”

Joshua’s transformation caught the attention of our instructors.

“To start with, Joshua seemed to struggle socially but by the end of the course he was one of the core group leaders who drove his group with guts and humour. He also discovered his own true principles, which have given him meaning and direction for the future,” says instructor Bernie Gunn.

Joshua says it was during the 'solo' experience that he discovered what it was he valued in life. “I value the love I have for my family and I also value people who are better, stronger or smarter than me as I can learn from them.

“Outward Bound also taught me that I didn't have to be a show-off to get people to notice me - I need to simply be myself.

“I also value being remembered. I want to leave my mark - a little space in the hearts and memories of people’s paths I cross.

“I’m going to build on my new-found confidence and what I’ve learned at Outward Bound to follow in my grandfather’s footsteps and become a surgeon. That’s my dream.”

Outward Bound would like to recognise the generous support of donors in the Bay of Plenty region who make Tangaroa possible.



Joshua (second from back on the left) embraces team work on board the cutter.



The support of the
Joyce Fisher Charitable Trust
has helped Outward Bound
continue to change lives,
year after year.

A 42-YEAR PARTNERSHIP

The Joyce Fisher Charitable Trust has been working with Outward Bound to help young people reach their true potential since 1975. This long standing relationship goes back to the origins of Outward Bound in New Zealand when Lady Fisher and her husband Sir Woolf Fisher sponsored six of the young people who attended the first Outward Bound course in 1962.

Sir Woolf and Lady Fisher had a care and concern for the welfare of young people in New Zealand. After the death of her husband in 1975 Lady Fisher chose to honour his legacy and continue their life's work of supporting others through the creation of the Joyce Fisher Charitable Trust.

The mission of the Trust is to make New Zealand a better place by providing young New Zealanders with opportunities that enhance their leadership skills and values, creating community, role models and future leaders.

Throughout her life, Lady Fisher maintained an ongoing connection with Outward Bound. Each year we received a cheque from Lady Fisher, along with a heartfelt handwritten note endorsing our 'worthwhile charitable work' and describing Outward Bound as 'an organisation that is a pleasure to support'.

Today Lady Fisher's legacy is ably continued through the generous management of the Trust by Trustees Robert Lerner, Chris Paykel, and Guardian Trust representative John McFetridge. "The trustees are delighted to continue supporting Outward Bound as it is an organisation that was extremely dear to Lady Fisher's heart," says Robert Lerner.



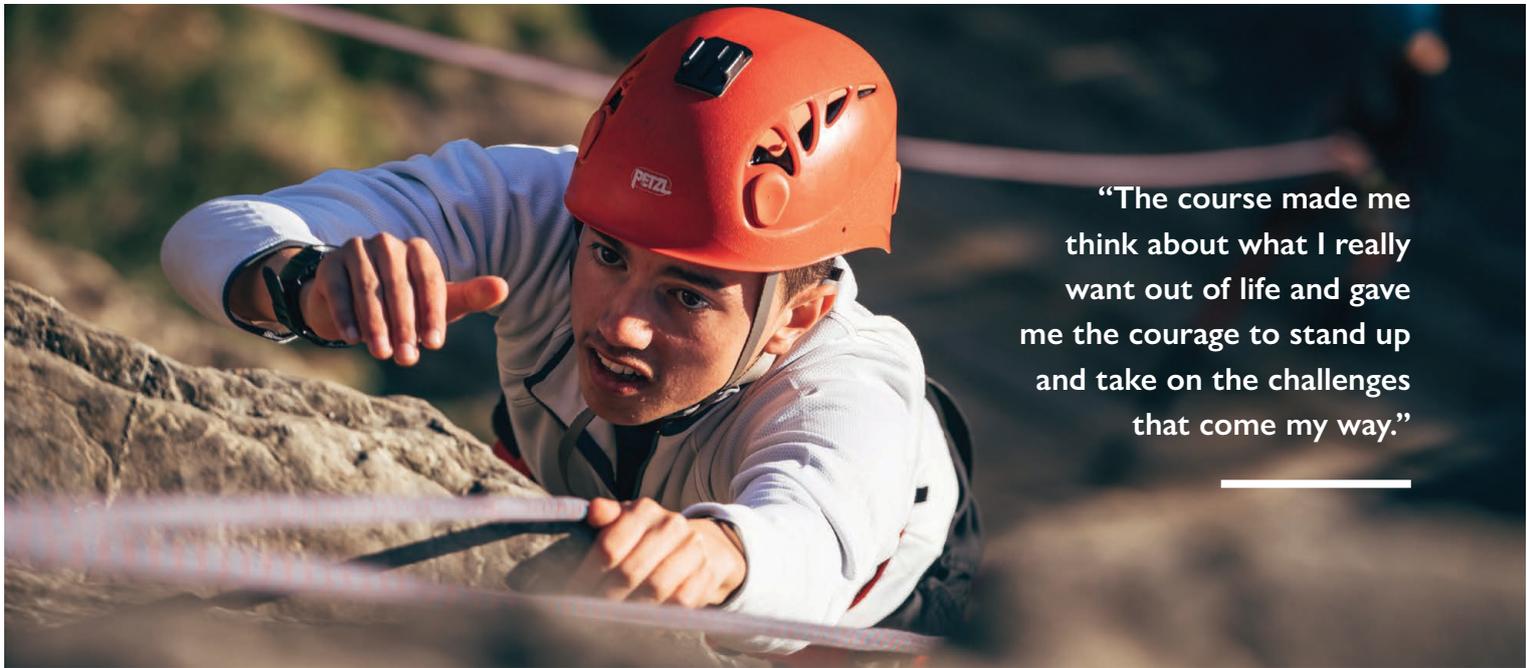
Joyce Fisher Charitable Trust

Lady Fisher truly believed in the potential of New Zealand's youth.

Each year more than 50 young people are supported by the Joyce Fisher Charitable Trust to attend an Outward Bound course. Lady Fisher receives thank you letters from young New Zealanders who have experienced Outward Bound like Teia Herewini who attended the Future Leaders course in April.

"I discovered so much about myself and the amount of enjoyment that can be achieved from something as simple as being out in nature and the elements. I also learnt about internal drive and that there's not always going to be someone to hold my hand. That's when self-motivation and pushing myself have to kick in. Thank you, this course was, hands down the most enriching, challenging and amazing experience of my life. If I could, I would do it all over again."

Lady Fisher was a person who truly believed in the potential of New Zealand's youth, and Outward Bound's ability to support personal development, self-awareness, and service to others. The support of the Joyce Fisher Charitable Trust has helped Outward Bound continue to change lives, year after year.



“The course made me think about what I really want out of life and gave me the courage to stand up and take on the challenges that come my way.”

BUILDING A NEW FUTURE: SAILI'S STORY

**“I’m living the life I want to live!”
Saili was not always able to say this.
Here is his story.**

“From when I was young I was bullied by the gangs that lived in my neighbourhood. It was the only way I knew, so when I was 13 years old I became affiliated to them. I made a pact with myself that I would not get bullied and started to stand up for myself. My life was all about doing dumb things and as time went on I started to get into more dangerous stuff. I had court case after court case.

“After moving to Hastings at 20 I signed up at the local Boxing Academy. I decided I needed to learn self-defence so I could protect myself better, and maybe get revenge on some of my enemies.

“I know now that I started boxing for the wrong reasons.

“I trained hard, and with the help of Craig, the Academy Manager, I began to see that I could have a different life. With his encouragement, I managed to quit the negative lifestyle I was living. It wasn't easy to get away from and my problems didn't end - I was still getting into trouble, although less than before.

“I'd been with the Academy for four years when Craig told me I was going on a three week course with Outward Bound. I'd never heard of Outward Bound.

“I didn't really want to go when Craig told me it was going to challenge me and put me out of my comfort zone, but he also told me it would help me see that there is a better life for me.

“I was really nervous when I first arrived. I think I was more scared of having to talk in front of my watchmates than all the physical challenges ahead.

“That first week I hated it, the second week I started to like it, and the third week I didn't want to leave. I loved it.

“I found that I could push out of my comfort zone, it is good to know now that when I put my mind to it I can do anything. What really surprised me were all the nice things my watchmates said about me. I didn't think of myself as they described me - encouraging, creative and funny. They even said they looked up to me. I was shocked. I never thought I'd come across that way to other people. It was a good feeling to know that there is some good in me. I had the opportunity to show people who I really am.

“The course made me think about what I really want out of life and gave me the courage to stand up and take on the challenges that come my way.

“I still train almost every day at the Giants Boxing Academy, but not so I can take revenge on enemies anymore, now I try to be a role model and encourage the kids. I also have a good job, I work as a barber with regular customers I enjoy talking to.

“I was heading for prison but now I'm living a better life - being happy and appreciating everything I have.”

SUPPORTING YOUNG PEOPLE WITH DISABILITIES

This year and for the first time, we partnered with the Thumbs Up Trust, a charitable organisation that supports the needs and development of young people living with intellectual and physical disabilities. In March we hosted 41 Thumbs Up students and caregivers in Anakiwa for an adapted course.

While we already offer courses for students with physical and intellectual disabilities separately and had most of the resources to accommodate the Thumbs Up crew, the week's activities were customised to meet the students' individual needs. Outward Bound Course Designer, Kelly Hamilton said the course was a learning experience for both Outward Bound and Thumbs Up.

"We enjoyed watching the group overcome many of the challenges we put before them. Hearing the accounts from the students and their support workers after the course and seeing their pictures was inspiring.

"Although it was challenging accommodating a new client group, we are all about challenge and so it provided an opportunity for us as an organisation to learn and grow."



Merryn enjoying the high ropes course.



The Thumbs Up crew during their bush expedition.

“ What was memorable for me was that no one was saying “No” or “I can’t.” Every person pushed themselves to go that next step or give it a try. ”

Jill Thumbs Up Trust

The Thumbs Up group included young people aged 21 to 33 living with intellectual disabilities, some also with physical disabilities and autism spectrum disorders. Being away from home and out of their routines was a challenge for many. For some students, especially those confined to wheelchairs, taking the ferry, sailing the cutter and swimming in the sea were completely new experiences.

"Outward Bound gave us many new sensory experiences. Just the experience of being on the sea with the sounds, the smells and the movements was fantastic. We wanted to make the experience as inclusive as possible. Some of our group stayed for five days, others just for one night. But all the students were really excited about being at Outward Bound - they knew they were doing something really special and they loved it," says Thumbs Up Services Manager Laura Vonk.

"While many of our Thumbs Up family are non-verbal people, it's hard to know in words the impact that Outward Bound had, but we see it in their behaviour. We are also still seeing the effects of the course in their growth in confidence and how proud they are of their achievements."

"There were some standout moments," says Jill Westenra, Thumbs Up Trust's Sport and Recreation Facilitator.

"New friendships were made, people were pushed out of their comfort zones and found they could adapt to a new environment and being away from mum and dad. I think we also pushed Outward Bound's boundaries in so many ways, but how they accepted us and were prepared to adapt to make the course a success was fantastic."

THANK YOU

A N Matheson Trust
Acorn Foundation
Andrew Lynch Memorial Scholarship
Annie Tia Memorial Fund
Ben Gough Family Foundation
Bernard Ferguson Adventure School Fund
Chris Jillett Trust
Claire Anderson Scholarship
Cole Murray Group Limited
Colenso Charitable Trust
Department of Conservation
Diabetes NZ
Drage Fund
Duncan NZ Ltd
E W Johnson Scholarship
Estate of E P Wilding
Estate of Marjorie Coombes
Estate of Moana Wi-Neera
Estate of Robert Granger
Frances Burdett Scholarship
Garry Mooney Scholarships
Gawith Deans Scholarships
Geoff Simons Endowment

George Mason Charitable Trust Scholarship
Glisten Jewellers
Graeme Crothall
H R Hornsby Memorial Scholarship
Helen and Reginald Smith
Hyundai Motors NZ Ltd
Invercargill Licensing Trust
J R McKenzie Youth Trust
James Plummer Memorial Trust
John Hebron Fund
K E Reynolds Endowment
K More Trust
Kowhai Trust
Les McGreevy
Lion Foundation
Lions Club of Akaroa and Bays
Marlborough First Light Foundation
Maurice Carter Charitable Trust
Mike Abbott Trust
Morley Sutherland Fund
Napier Masonic District Trust
New Zealand Property Retail Group
Outward Bound Hawkes Bay Fund

P H Picot Charitable Trust
Paul O'Brien Trust
Penzance Charitable Trust
R A McKenzie Scholarship
Ronaki Scholarships
Rotary Club of Auckland
Rotary Club of Napier
Rotary Club of Port Nicholson
Rotary Club Rotorua Sunshine
Russell Fairbrother QC
Sky City Auckland Community Trust
St Matthews Collegiate
T G Macarthy Trust
Tanya Hulme
Thanksgiving Trust
The Colin Francis Children's Charity
The Douglas Charitable Trust
Timaru Boys' High School Endowment Fund
Tracey Hancock
Wairarapa Endowment Fund
Wallace Development Company Limited
Whanganui Restorative Justice Trust
Winton and Margaret Bear Charitable Trust

AN EXTRA SPECIAL THANK YOU TO THESE SUPPORTERS:

