

# THE CAMP

## Business Plan

The Camp at Kalu Yala was founded in the fall of 2014 and aims to be the premier camping option for all travelers visiting Panama by using Kalu Yala's highland river valley to offer a unique opportunity to explore the country's natural beauty while experiencing alternative living in its simplest form. Our campsite is located in the Tres Brazos region of San Martín, Panama.

The Camp provides a one-of-a-kind camping experience that offers travelers the opportunity to experience the Panamanian rain forests in a camp setting with a hostel-like atmosphere. Travelers are able to immerse themselves in an off-the-grid lifestyle where they can test their limits by participating in both group and independent experiential outdoor activities and sustainable practices in an authentic setting.

Presently, our camp site is in the introductory stage. Future plans include creating working relationships with other companies and furthering our knowledge of the surrounding hiking corridors that can facilitate the continued travel of our guests, such as trips to San Blas. Furthermore, we hope to establish a full experience with shuttle services to the airport, Panama City, San Blas, and other surrounding areas. These expansions can hopefully be established by the end of 2018.

The backpacker community is the company's primary target market; being based only 1 hour outside of Panama City allows us to capture those travelers both at the beginning and ends of their time in Panama who are spending a few days in the city before moving on. We have no direct competition due to the fact that no other lodging option caters to tent and hammock camping. Alternatives to our product include hostels or providing personal camping gear to camp in the Chagres National Park or at a limited selection of beach hostels that allow camping on their grounds. Our product is unique because our budget-friendly nightly cost includes camping gear and meat 3 meals. We have a competitive advantage because of our association with the Kalu Yala name, our close proximity to Panama City, and our ability to offer Panamanian rain forest exploration.

The greatest risks associated with our business today are transportation to and from the Kalu Yala valley, rainy weather conditions during a large portion of the year, and being off a main travel corridor. We feel we can overcome these risks because of travelers' desire to learn more about Kalu Yala and our partnership with Tropical Treetops.

The management team is led by Chief Executive Officer Jimmy Sloc who initially developed the idea early in 2014 after Kalu Yala's successful TEDx Adventure event at the end of 2013 during which we hosted 120 people on our site for the first time ever. The Interim Accountant is Megan Pelham, who is also currently Kalu Yala Internship's CFO and Business Program Director. The Interim Camp Manager is Jackson Fox, who is also Kalu Yala Internship's Outdoor Recreation Director.

We are seeking \$500,000 which will enable us to formalize the camping areas and operations by building infrastructure such as a check-in/storage desk, hammock house, and kitchen, purchasing camping gear, establishing a large marketing campaign, and hiring 3 full-time staff members.

# Football Camp Business Plan Sample

**DP Hallahan**



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