

## A Guide to Educo Pricing

Educo strives to offer high quality wilderness experiences for youth that impact their lives in a meaningful way. We believe that every person who wishes to participate in our programs should be able to do so despite any barriers.

For 2010, Educo is introducing a cutting-edge tiered pricing system that allows students and families to choose the price that is right for them. Every program now has three price options to choose from which are described below. All students and families are free to choose the price option which is best for them and the decision will remain private.

This pricing strategy allows us to maintain the quality of our programs while continuing to exceed current safety standards and incorporate the outdoor industries' ever-increasing costs of insurance, training, and equipment. This is essential for Educo to remain competitive and sustainable and, most importantly, it will make our programs more accessible to more people.

If you have any questions about this pricing system or need some guidance on choosing the right price for you and your family, please call us at our office and we will be more than happy to help.

***\*\*Please note: If we receive your payment in full by April 30<sup>th</sup> 2010, you will pay 7% less than the listed prices. See Price Summary 2010 below for details***

### Description of Price Options:

#### **Support Educo Price**

This price covers the full cost of attending an Educo program and supports the growth and reach of the organization. This support includes building upgrades, equipment purchases, and also contributes to the Educo Student Foundation which helps provide Educo experiences to students and families who need financial assistance.

#### **Sustainability Price**

This price covers the full cost of attending an Educo program without contributing additional support toward the growth of the organization or the Student Foundation.

#### **Subsidy Price**

This price is approximately 30% below the full cost of an Educo program and is made possible by the Educo Student Foundation, a fund set up to provide support for students and families who need financial assistance. Please select this price if you cannot pay the other prices and are unable to find other financial support.

## Price Summary - 2010

<i>Course</i>	<i>Tax Rate Period</i>	<i>Support Educo Price</i>	<i>Sustainability Price</i>	<i>Subsidy Price</i>
<b>Intro to Junior</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$422.63	\$367.50	\$257.25
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$450.80	\$392.00	\$274.40
<b>Junior</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$815.06	\$708.75	\$496.13
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$869.40	\$756.00	\$529.20
<b>Intermediate</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$1388.63	\$1207.50	\$845.25
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$1481.20	\$1288.00	\$901.60
<b>Senior</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$1509.38	\$1312.50	\$899.06
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$1610.00	\$1400.00	\$959.00
<b>Leadership I</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$2264.06	\$1968.75	\$1260.00
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$2415.00	\$2100.00	\$1344.00
<b>Leadership II</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$3381.00	\$2940.00	\$2058.00
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$3606.40	\$3136.00	\$2195.20
<b>All Rock</b>	Until <b>April 30<sup>th</sup> 2010</b> <b>5% GST</b>	\$1932.00	\$1680.00	\$1176.00
	After <b>May 1<sup>st</sup>, 2010</b> <b>12% HST</b>	\$2060.80	\$1792.00	\$1254.40