



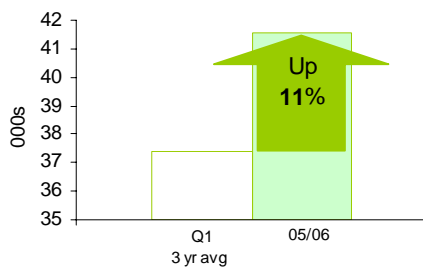
To: Wellington City Council CCO Performance Committee

From: Chairperson, Wellington Zoo Trust

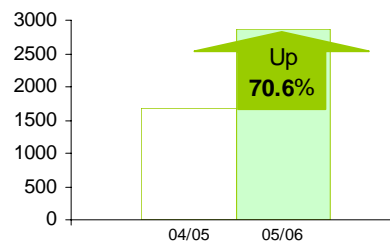
Date: 31 October 2005

### First Quarter Report 2005/06 Financial Year

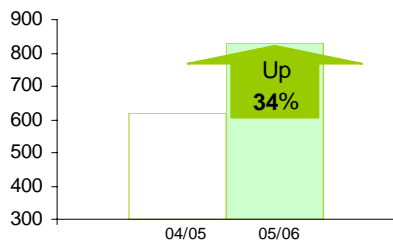
**Quarterly Admissions**



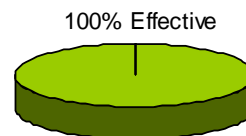
**School Visits (students)**



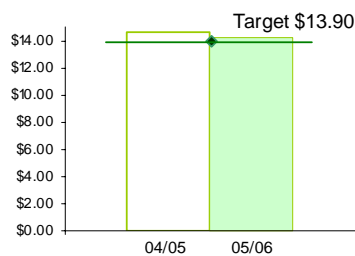
**Sleepovers (participants)**



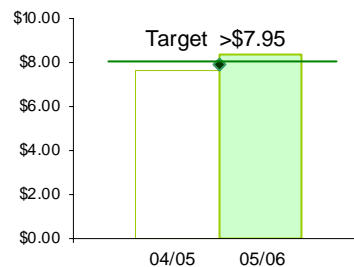
**Learning Outcomes (effectiveness)**



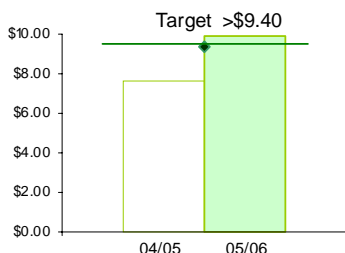
**Average Council Subsidy per customer**



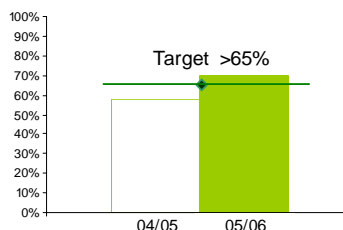
**Average retail income per customer**



**Average income per visitor**



**Trust generated income as % of WCC grant**



## Highlights

- ⑥ Admission revenue was above budget for the quarter and **up 14%** on last year.
- ⑥ Admissions for the quarter were **up 11.2%** on the 3 year average and **8.9%** on the 5 year average.
- ⑥ The number of volunteer hours worked in Quarter 1 total **2384.5**, equivalent to 5 FTEs.
- ⑥ The Zoo's profile in the media has continued to be high, with 70 media items published or produced in this quarter. Of special mention were feature-style news items on the *Good Morning Show*, the *Breakfast Show* and *Close Up*.
- ⑥ The combined revenue from Sleepovers, venue hire, Kids Club, Adoptions and Annual Passes is up 78% for the quarter.
- ⑥ Revenue from Close Encounters has increased by over 500% compared with the same quarter last year.
- ⑥ In collaboration with local partners, the Zoo crew have helped to staff a Kaka monitoring project at Karori Wildlife Sanctuary. Zoo staff, along with our sponsor Pacific Radiology, also assisted Te Papa to scan a very rare Pygmy Right Whale.

A table showing progress against all KPIs for the quarter is attached at Appendix 1.

## 1. Financial Results

<i>Financial</i>		Target 05/06	Progress Q1 2005/06	On Target for Year End	Q1 2004/05
Average Subsidy per Customer	Quarterly	\$13.90	\$14.21	Yes	\$14.63
Average retail income per retail Customer	Quarterly	>\$7.95	\$8.37	Yes	\$7.68
Average income per Visitor (excluding WCC grant)	Quarterly	>\$9.40	\$9.94	Yes	\$8.45
Ratio of Trust generated income as % of WCC grant*	Quarterly	>65%	70%	Yes	58%

\* A new measure for 2005/06. If the Trust achieves this measure it will result in \$1,654,450 of revenue generated outside of Council in 2005/06.

Overall, income is above budget for the quarter. Admissions revenue is on budget for the quarter. Admission numbers were up 8.9% on the five year average. Other corporate income is well above budget for the quarter, while income from operational grants and sponsorship income is below budget for the quarter.

Personnel Expenditure is below budget for the quarter. This is due to the timing of spending on training and development expenditure offset by increased expenditure in utility costs, materials and consumables and timing of expenditure on the centenary project.

The quarterly Operating Statement is attached at Appendix 2.

## 1.1 Operating Income

### *Admission Charges*

Budget	Actual	Variance \$	Variance %
\$257,301	\$259,487	\$2,186	1%

The results for the first quarter were just above budget for the quarter and 14% up on last year.

### *Retail Sales*

Budget	Actual	Variance \$	Variance %
\$54,500	\$53,975	(\$525)	(1%)

Sales were just below budget for this quarter.

## 1.2 Other income

The Close Encounters programme and Sleepovers continue to generate good revenue for the quarter.

## 1.3 Operating Expenditure

### *Personnel Costs*

Budget	Actual	Variance \$	Variance %
\$659,878	\$650,179	\$9,699	1%

Personnel costs overall are under budget for the quarter by \$9,699. This is mainly due to timing of training and development expenditure.

### *General expenses*

Budget	Actual	Variance \$	Variance %
\$349,139	\$382,966	(\$33,827)	(10%)

General expenses are above budget for the quarter due to timing differences on spending on the Centenary project, timing differences and increased costs for consumables and increased costs for utilities.

## 1.4 Capital Expenditure

The Zoo Trustees manage the spending on two WCC Council Capex projects. These projects are CX125 Zoo Renewals and CX340 Zoo Upgrades.

### ***CX125 Zoo Renewals***

The total budget for this project is \$195k with an additional \$170k carried forward from 2004/05, making total available \$365k. Of this, \$108k has been spent, as set out in the following table.

<b>CX125</b>	<b>Available Budget including Carry Forward \$</b>	<b>Completed</b>
Building Refurbishments	20,000	N
Fencing	48,000	N
Hospital Equipment	15,000	N
Learning equipment signs	40,000	P
Security - Locks	40,000	P
Service Roads	54,000	P
Vehicle renewal	10,000	Y
Water reticulation	20,000	N
Workshop equipment	10,000	P
Service areas	28,000	P
Guttering	8,000	P
Misc projects	72,119	P
	<b>365,119</b>	

Y = Done N = Not yet P= Partially

### ***CX340 Zoo Upgrades***

The total budget approved for 2005/06 is \$2.750k with an additional amount of \$843k carried forward from 2004/05, plus an amount of \$132k in grants, making a total available of \$3.725k. Expenditure to date totals \$38k, with the bulk of the balance being allocated to two major projects; the Chimpanzee night quarters and the mixed African exhibit (Zebra, Giraffe, Ostrich).

<b>CX340</b>	<b>Available Budget including Carry Forward \$</b>	<b>Completed</b>
Chimpanzee Quarters	1,943,000	P
Amphitheatre Development	312,000	P
Zebra, Giraffe/Ostrich Development	1,200,000	P
Water Savings	20,000	N
Environmental Management Systems	70,000	P
Sewer main replacement	180,000	N
	<b>3,725,000</b>	

Y = Done N = Not yet P= Partially

## 2. Other Matters

<i>Non Financial: Visitors</i>		Target 05/06	<b>Progress Q1 05/06</b>	On Target for Year End	Q1 04/05
Number of Visitors per year	Quarterly	170,000	<b>41,569</b>	Yes	40,879
Number of school visits (students)	Quarterly	14,000	<b>2,681</b>	Yes	1,677
Number of Sleepovers (participants)	Quarterly	3,700	<b>828</b>	Yes	618
Learning outcomes - effectiveness	Quarterly	>95% teachers agree learning was effective	<b>100%</b>	Yes	100%

Visitor numbers for the quarter were 11.2% above target (the 3 year average) and up 8.9% on the 5 year average. The fine weather counted in our favour; there were 23 wet days in the first quarter of 05/06 compared with 37 last year. With the arrival of the new Meerkats, increased media coverage, less wet days and a new TV commercial, visitor numbers for the quarter were up by 1.7% compared to 2004/05, despite the same period last year having significant draw cards in the Wild Dog pups and the opening of Nigalya Ponya. Increased general Zoo publicity has boosted Sleepover numbers by 34% on last year.

The number of school students participating in a learning experience in our Living Room has increased by 60%. There has been a significant increase in bookings for the Primate Evolution class that supports NCEA exams, and we have seen an increase in repeat visitation; most students participating in a learning programme are from schools that have previously visited. It's the Trust's view that the increase in bookings for classes this year can be attributed to the cultivation of good relations and an increase in publicity. During the last quarter, 53% of all schools were repeat visitors since 2002 and 18% came because our programmes were recommended to them. This reflects the ability of the Zoo's current and past educational staff to deliver excellent programmes. The Learning Team at the Zoo is now fully staffed and that, coupled with efficiencies in administrative procedures, has also helped to maximise the number of schools that can be accommodated. Many lesson plans have been revamped and our learning staff are working closely with teachers to ensure their learning objectives are met.

Close Encounters began early in 2004 with the introduction of Red Panda Encounters. These Encounters were initially promoted via word of mouth, but as we added to our suite of offerings over time, extensive promotion was undertaken and bookings and sales of Encounters have continued to increase. The screening of an off-site Cheetah Encounter on TVNZ's prime time current affairs show *Close Up* provided a spike in revenue for all Close Encounters.

## 2.1 Highlights of the quarter

### **Zoo Capital Programme**

- ⑥ Contractors are currently on site and excavation for the Chimpanzee Night Quarters commenced in September.
- ⑥ An impressive collection of expertise and talent was brought together at the design workshop held in August. Participants included StudioHanson/Roberts, designers and landscapers, a representative from Te Atiawa and the Tenth Trust and Zoo crew. The three day workshop resulted in valuable contributions to the capital development programme.
- ⑥ High-level concept designs for 2005/06 projects (Mixed African exhibit, Archibald Centre and Amphitheatre) have been completed.

### **Key developments July – September**

- ⑥ Two successful offsite Cheetah Encounters took place in September. One of these was filmed for *Close Up*.
- ⑥ Our female White-Cheeked Gibbon Nelly was sent to Perth Zoo as part of a female exchange plan and has been successfully introduced to her new Australian mate. Introductions between Robyn, the female we received in exchange for Nelly from Perth, and Vilson, our male Gibbon, are progressing well. Vilson is Nelly's father so it was not possible for them to breed.
- ⑥ A male Agouti was imported from Adelaide for breeding.
- ⑥ The introduction of our two Servals began. It is hoped they will breed in the future.
- ⑥ The new Porcupine enclosure is complete. The MAF import permit has been issued and animals are due soon.
- ⑥ The Environmental Management System plan has been refined and implementation is due to begin in the next quarter. The rainwater collection and distribution system is being progressed.
- ⑥ The Team Leader Learning & Interpretation was appointed to the Steering Committee of the New Zealand Association of Environmental Educators, Wellington Chapter.

### **Business as usual July – September**

- ⑥ A team of eight volunteers from the international software company Oracle spent the day at the Zoo painting our historic Elephant House, donating both their time and paint for the job.
- ⑥ The refurbishment of the old Camel enclosure was completed. A donation of \$1,060 worth of instant lawn was obtained by our Horticulture Team Leader. This area is now used for Cheetah Encounters.
- ⑥ Successful animal conditioning has enabled the adult Giraffes to be given tetanus injections under manual restraint in the crush. Before the

animal conditioning programme took effect, the Giraffes required anaesthesia for simple procedures to take place.

- ⑥ Four Otago Skinks arrived from Wainuiomata and will spend the next 30 days in quarantine before going on display.
- ⑥ The following collection developments have occurred during the Quarter.

Porcupine	2:1:0	Import permits received.	Animals are in quarantine in the UK
Pygmy marmoset	2:2:0	Approval to import received.	Suitable animals being sourced.
Tarantulas	6:6:0	Approval to import received	Suitable animals being sourced.

0:0:0 = male : female : gender unknown

**Neale Pitches**  
Chairperson

Measure	Frequency of measure	Progress Q1 2005/06	Target 2005/06	On Target for Year End	Q1 2004/05
<i>Non Financial</i>					
Number of Visitors per year	Quarterly	41,569	170,000	Yes	40,879
Number of school visits (students)	Quarterly	2,861	14,000	Yes	1,677
Number of Sleepovers (participants)	Quarterly	828	3,700	Yes	618
Conservation Programme Managed Species (% total of collection)	Quarterly	42%	30%	Yes	38%
Animal Wellbeing – Compliance with Animal Welfare Act requirements	Quarterly	<b>Requirements met</b>	Requirements met	Yes	Requirements met
Learning outcomes - effectiveness	Quarterly	100%	>95% teachers agree learning was effective	Yes	100%
<i>Financial</i>					
Average Subsidy per Customer	Quarterly	\$14.21	\$13.90	Yes	\$14.63
Average retail income per retail Customer	Quarterly	\$8.37	>\$7.95	Yes	\$7.68
Average income per Visitor	Quarterly	\$9.94	>\$9.40	Yes	\$8.45
Ratio of Trust generated income as % of WCC grant*	Quarterly	70%	>65%	Yes	58%

\* A new measure for 2005/06. If the Trust achieves this measure it will result in \$1,654,450 of revenue generated outside of Council in 2005/06.

## APPENDIX 2 – Financial Statements

### Wellington Zoo Trust

#### OPERATING STATEMENT OF FINANCIAL PERFORMANCE For the Quarterly Results to 30 September 05 and YTD September 05

1st Quarter (01 July 05 - 30 September 05)				YTD September 05				
Actual \$'s	Budget \$'s	Variance \$'s	Variance %		Actual \$'s	Budget \$'s	Variance \$'s	Variance %
53,975	54,500	(525)	(1%)	Sale of Goods	53,975	54,500	(525)	(1%)
259,487	257,301	2,186	1%	Fees and User Charges	259,487	257,301	2,186	1%
73,961	58,397	15,564	27%	Other Corporate Income	73,961	58,397	15,564	27%
11,111	11,112	(1)	(0%)	MOE Grants	11,111	11,112	(1)	(0%)
590,874	590,874	0	0%	WCC Operating Grants	590,874	590,874	0	0%
0	28,000	(28,000)	(100%)	Grants and Sponsorship Received-Operational	-	28,000	(28,000)	0%
<b>989,408</b>	<b>1,000,184</b>	<b>(10,776)</b>	<b>(1%)</b>	<b>Total Operating Income</b>	<b>989,408</b>	<b>1,000,184</b>	<b>(10,776)</b>	<b>(1%)</b>
14,705	0	14,705	-	Grants and Sponsorship Received-Capital	14,705	-	14,705	-
<b>14,705</b>	<b>-</b>	<b>14,705</b>	<b>-</b>	<b>Total Non-Operating Income</b>	<b>14,705</b>	<b>-</b>	<b>14,705</b>	<b>-</b>
<b>1,004,113</b>	<b>1,000,184</b>	<b>3,929</b>	<b>0%</b>	<b>Total Income</b>	<b>1,004,113</b>	<b>1,000,184</b>	<b>3,929</b>	<b>0%</b>
598,890	598,327	(563)	0%	Employee Remuneration	598,890	598,327	(563)	0%
51,289	61,551	10,262	17%	Other Employee Costs	51,289	61,551	10,262	17%
<b>650,179</b>	<b>659,878</b>	<b>9,699</b>	<b>1%</b>	<b>Personnel Expenditure</b>	<b>650,179</b>	<b>659,878</b>	<b>9,699</b>	<b>1%</b>
51,507	52,552	1,045	2%	Marketing Costs	51,507	52,552	1,045	2%
44,811	38,028	(6,783)	(18%)	Administration Costs	44,811	38,028	(6,783)	(18%)
40	0	(40)	0%	Animal Acquisition Costs	40	-	(40)	0%
8,741	8,499	(242)	(3%)	Travel & Accommodation	8,741	8,499	(242)	(3%)
4,471	5,171	700	14%	Telecommunication Costs	4,471	5,171	700	14%
28,799	29,000	201	1%	Professional Costs	28,799	29,000	201	1%
1,416	288	(1,128)	(392%)	IT Costs	1,416	288	(1,128)	(392%)
68,610	57,250	(11,360)	(20%)	Utility Costs	68,610	57,250	(11,360)	(20%)
4,733	3,457	(1,276)	(37%)	Vehicle & Plant Costs	4,733	3,457	(1,276)	(37%)
166,315	152,926	(13,389)	(9%)	Contracts, Services & Material	166,315	152,926	(13,389)	(9%)
3,523	1,968	(1,555)	(79%)	Depreciatn & Loss/Gain on Sale	3,523	1,968	(1,555)	(79%)
<b>382,966</b>	<b>349,139</b>	<b>(33,827)</b>	<b>(10%)</b>	<b>General Expenses</b>	<b>382,966</b>	<b>349,139</b>	<b>(33,827)</b>	<b>(10%)</b>
<b>1,033,145</b>	<b>1,009,017</b>	<b>(24,128)</b>	<b>(2%)</b>	<b>Total Operating Expenses</b>	<b>1,033,145</b>	<b>1,009,017</b>	<b>(24,128)</b>	<b>(2%)</b>
0	0	0	-	Vesting of Assets	-	-	0	-
<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>Total Vesting Expense</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>1,033,145</b>	<b>1,009,017</b>	<b>(24,128)</b>	<b>(2%)</b>	<b>Total Expenses</b>	<b>1,033,145</b>	<b>1,009,017</b>	<b>(24,128)</b>	<b>(2%)</b>
(43,737)	(8,833)	34,904	(395%)	<b>Total Operating Surplus</b>	(43,737)	(8,833)	34,904	(395%)
14,705	-	(14,705)	-	<b>Total Non-Operating Deficit</b>	14,705	-	(14,705)	-
<b>(29,032)</b>	<b>(8,833)</b>	<b>(20,199)</b>	<b>(229%)</b>	<b>TOTAL SURPLUS / (DEFICIT)</b>	<b>(29,032)</b>	<b>(8,833)</b>	<b>(20,199)</b>	<b>(229%)</b>

**WELLINGTON ZOO TRUST**  
**Combined Statement of Financial Position**

As at 30 September, 2005

WELLINGTON



	Current Year YTD 2006	Last Year YTD 2005	Last Year FULL YEAR 2005
<b>Assets</b>			
Total Current Assets	694,212	691,773	342,283
Total Non Current Assets	94,984	467,183	62,121
Total Assets	789,196	1,158,956	404,404
<b>Liabilities</b>			
Total Current Liabilities	908,666	1,006,235	446,419
Total Other Current Liabilities	44,573	21,251	92,997
Total Liabilities	953,239	1,027,486	539,416
<b>Net Assets</b>	(164,043)	131,470	(135,012)
<i>This is represented by:</i>			
<b>Equity</b>			
<b>Public Equity</b>			
Retained Earnings	(135,112)	171,824	171,824
Public Equity-Accumulat_ Funds	100	100	100
Public Equity	(135,012)	171,924	171,924
Equity Excl. Operating Surplus	(135,012)	171,924	171,924
<b>Total Income</b>			
Sales, Fees and User Charges	313,462	280,077	1,136,315
Other Income	690,652	663,381	2,839,182
Total Income	1,004,114	943,459	3,975,497
<b>Total Expenses</b>			
Personnel Expenditure	650,179	587,738	2,395,167
General Expenses	382,966	396,174	1,468,469
Total Vested Assets	-	-	418,797
Total Expenses	1,033,145	983,912	4,282,433
<b>Net Surplus / (Deficit) Before Allocations</b>	(29,031)	(40,453)	(306,936)
<b>Total Operating Surplus / (Deficit)</b>	(29,031)	(40,453)	(306,936)
<b>Total Equity</b>	(164,043)	131,470	(135,012)

## Wellington Zoo Trust

Statement of Cashflows (GST inclusive)  
For the three months ended 30 September 2005

WELLINGTON



	Month	YTD	2005
<b>Cash flows from operating activities</b>			
<b>Cash was provided from:</b>			
Receipts from customers	138,267	424,355	350,146
Grant received	-	1,180,406	1,358,281
Other income	30,835	125,627	39,540
	<b>169,101</b>	<b>1,730,388</b>	<b>1,747,968</b>
<b>Cash was applied to:</b>			
Payments to suppliers	349,909	730,019	968,799
Payments to employees	275,537	633,186	555,031
Other operating expenses	-	-	692
	<b>625,446</b>	<b>1,363,205</b>	<b>1,524,522</b>
<b>Net cash inflow (outflow) from operating activities</b>	<b>(456,345)</b>	<b>367,183</b>	<b>223,445</b>
<b>Cash flows from investing activities</b>			
Bank interest	5,523	13,973	15,701
	-	13,973	15,701
<b>Net cash inflow (outflow) from investing activities</b>	<b>-</b>	<b>13,973</b>	<b>15,701</b>
<b>Cash flows from financing activities</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net increase (decrease) in cash held</b>	<b>(450,822)</b>	<b>381,156</b>	<b>239,146</b>
<b>Cash balance at beginning</b>	<b>959,839</b>	<b>127,860</b>	<b>297,984</b>
<b>Cash balance at end</b>	<b>509,016</b>	<b>509,016</b>	<b>537,130</b>
<b>Made up of:</b>			
Current Account	209,016		
Term Deposit	300,000		
<b>TOTAL</b>	<b>509,016</b>		