



# **Report to the Wellington City Council Monitoring Committee Against Business Plan Targets**

## **Third quarter ended 31 March 2007**

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### **Key highlights**

- Visitor numbers up
- Release of giant weta
- LEOTC contract secured
- Go Wellington sponsorship of two Sanctuary branded buses
- Finalists for two categories of 2007 Wellington Gold Awards – Vibrant Gold and Green Gold Awards (we won the Green Gold Award)
- Application to New Zealand Tourism Award (Conservation in Action) lodged. Finalists will be announced at TRENZ on 21 May.

### **Visitors/memberships**

- A very successful quarter with the milder weather resulted in a major improvement in total number of visitors as compared to the results of last quarter. For the quarter, visitor numbers at 22,454 were above budget of 21,350 and previous year of 18,954. Year to-date visitor numbers at 47,341 were below budget of 48,350 but above previous year of 46,652.
- Memberships as at the end of March 2007 at 5,608 were above year end budget of 5,400. As winter sets in, it is expected membership units will drop and be in line with the year end budget of 5,400.

### **Tourism**

- Channels are working well with strong bookings in the quarter from international wholesalers, accommodation providers and information centres.
- We have implemented a new tours schedule to cater not only for the tour markets but also the FIT market. A new brochure (with dedicated tour descriptions) has been produced for the trades. This should increase reseller knowledge (especially i-sites) and FIT sales markedly.



- Planning has begun for the next Inbound Tour Operator trade day (May 2<sup>nd</sup>) when we get to promote and update the Sanctuary's tour products to the inbounders. They can be an incredibly important sales mechanism for us as they often recommend product to offshore wholesalers when choosing their itineraries for future travel packages.
- Work has also begun on preparing for TRENZ 07 (in Rotorua in late May). A 'hit list' has been created that has identified the trade we would most like to sell the Sanctuary on our behalf, personalised letters have been sent out conveying this along with a press release regarding the Sanctuary becoming Qualmark accredited.

## **Events held**

- Picnics and Poohsticks 13 Jan – a fun family event combining storytelling and music performance
- Wetland day – 3 February – talks and walks led by Murray Williams from Victoria university
- Giant weta release – 11 February – well attended with VIPs Hon Damien O' Connor, Marian Hobbs and Richard Taylor
- Twilight evenings – Fridays, Saturdays and Sundays over February until daylight savings finished
- Cuba St Carnival parade - 24 February
- Children's Day – 4 Mar
- Traveling Tuatara's family fun weekend – 10 & 11 Mar
- Members seminar – 20 Mar

## **Visitor and Education Centre project (the Project)**

- Further to our application to the Significant Community Based Projects Fund, we have provided additional information to KPMG (engaged by DIA) for their assessment on our application.
- An application to Lottery Board to assist in the exhibitions development within the visitor centre was declined. The prime reason for the decline was that the Project is not adequately developed at this stage – it has not yet completed the detailed design.

## **Visitor experience and facilities development in the Valley**

- Pontoon walkway

This development involves the construction of a staircase and a floating pontoon walkway which leads from Lake Road to the wetland area. This will provide a logical access into the wetland area and enable visitors to experience the wetland fauna and flora along lake edge. The pontoon is scheduled to complete at the end of May/early June.

- Node 3 visitor hub development

Node 3 is the last visitor hub in the lower part of the valley. It includes viewing platform, shelter, seating, eco-toilets and interpretation. Node 3 aims to substantiate the promise of the 500 year journey which is made at Node 1 (including the Visitor Centre) showing what the area may look



like in 100 and 500 years. The concept design has commenced and the project is scheduled to complete in July.

- **Biosecurity signage**

New signs have been installed outside the Operations Shed fence. This includes interpretation on the predator fence, the bait stations and the tracking tunnels.

## **Fauna transfer and monitoring**

- 100 giant weta (Cook Strait) were released into the Sanctuary on Sunday 11 Feb 2007. We aim to transfer around a total of 450 giant weta over 4 years with the first 100 from Matiu/Somes. This was the first attempt to establish a wild population of Cook Strait giant weta on the mainland.
- A successful breeding season. Kaka, hihi, and saddlebacks are all doing well. Two of our more visible tuatara were observed mating on several occasions over March/April. This is rarely observed. TV3 broadcast the story in April.

## **Biosecurity**

- **Plant pests**

The summer weed team has now concluded its work for the summer. One of our next priorities is to develop a weed management plan for Lake Road to guide future weed work in this area.

- **Animal pests**

The entire lower valley around the Giant Weta release site has been baited for a month to remove mice in preparation for the release. New transects and wooden baitstations were installed as part of an upgrade of the station grid and transects in the area.

- **Lake Management & Algal Bloom**

The dense algal bloom arrived just before Christmas (4 months late!) and has remained. Cawthron Institute and Waikato University specialists have been involved in our algal bloom monitoring and analysis as part of their research.

A team of seven from Waikato University spent 11-15 Feb electric- and net- fishing the lower lake. Their work has already provided some interesting information:

- We have a very large population of redfin perch - estimated at over 30,000. Most of these are in the small-size range <10cm. However, there are numbers of large fish, up to 2lb, with one over 30cm long
- Only one large brown trout (4lb). This indicates that trout smelt and fingerlings are likely being eaten by the perch and not surviving through to adulthood in the lake.
- The surface of the lake has a pH of 10 – this will be caused by the algae but is unusually alkaline

A report will be produced by Waikato University on the electric fishing and results.



## Education

- We have been successful in the LEOTC bid (social science). The contract is for three years commencing in July 2007. This is the first time that we have applied under the social science discipline. The success reflects the Sanctuary role in contributing to the social outcome.

## Sponsorship

- Go Wellington has sponsored two Sanctuary branded buses
- NZ Racing Board has sponsored a display space for three years at the Trentham Racecourse
- NZ Post is donating \$1 to the Sanctuary for every special commemorative 10-cent tuatara coin sold
- A contra sponsorship partnership with the Dominion Post was agreed whereby we purchase newspapers for our visitors and in return we receive an allocation of advertising

## Financials

- For the quarter, revenue at \$792,532 was above budget and expenditure at \$395,283 was below budget giving a surplus before depreciation of \$397,249 as compared to a budget surplus of \$242,839. After depreciation, the actual surplus was \$345,595 as compared to a budgeted surplus of \$188,861.
- The above budget quarter results were primarily due to the following.
  - above budget donations
  - higher visitor revenue as a result of higher visitor numbers
  - higher Other Income (includes miscellaneous sponsorships, facility rental, interest income).
  - Lower overall expenditure. The below budgeted expenditure was primarily due to staff vacancies not yet filled; a delay in a number of signage developments (awaiting decision about the Visitor Centre so as to ensure any signage developments are consistent with the Visitor Centre); and timing of expenditure as against budget.
- Year to-date surplus after depreciation at \$637,989 was above budget of \$377,963. This was because:
  - higher donations due to bequests
  - higher visitor revenue including retail
  - higher other income,
  - staff vacancies
  - a delay in expenditure awaiting the decision of the visitor centre
  - telephone expenditure budgeted and not required because of extended sponsorship for a few months
  - slightly offset by lower grants income (due to timing of Lottery grant recognition<sup>1</sup>).

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<sup>1</sup> The YTD grants income budget includes \$250,000 income from Lottery Grants Board for the Pontoon Walkway project. Grant income is only recognised when Lottery pays the suppliers. Because of the delay



- It is forecast that we will exceed budget annual surplus by year end.
- Bank balances as at 31 March 2007 stood at \$1,179,391. Included in this was \$206,216 relating to funds raised and received for the Visitor Centre Project. Out of this, \$201,650 has been kept in a separate bank account as these funds are contingent on the Visitor Centre going ahead. But a corresponding liability has also been created under current liabilities to offset this asset until the Project is going ahead.
- No adjustments have been made to opening balances for unearned income (relating to member subscriptions) and holiday pay accrued as these are considered immaterial.

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of the pontoon walkway project, we have only incurred part of the costs and therefore we have not recognised all the revenue. This should be “corrected” as the project is implemented within the next few months.



**Karori Sanctuary**  
**Statement of Financial Performance**  
**For the quarter ended 31 March 2007.**

	Quarter Actual \$	Quarter Budget \$	YTD Actual \$	YTD Budget \$	Annual Budget \$
<b>REVENUE</b>					
Subscriptions	56,954	55,644	191,180	197,865	249,000
Donations & Appeals	23,257	9,663	155,672	58,387	85,000
Project Grants	499,367	497,999	1,155,614	1,264,846	1,289,851
Admissions	125,667	102,600	244,714	234,515	290,200
Retail Revenue	59,091	45,011	154,228	128,907	162,000
Other Income	28,196	3,097	92,316	12,726	14,545
<b>TOTAL REVENUE</b>	<b>792,532</b>	<b>714,014</b>	<b>1,993,723</b>	<b>1,897,246</b>	<b>2,090,596</b>
<b>EXPENDITURE</b>					
Conservation & Facility Managem't	31,788	45,458	86,347	116,030	150,280
Visitor Facility Devp't & Maintenance	11,618	31,373	43,042	63,728	77,258
Community & Visitor	50,572	62,184	136,435	179,812	225,453
Cost of Goods Sold	29,479	28,421	91,419	91,644	114,000
Admin & Managem't	9,279	19,157	48,437	82,088	101,000
Personnel Costs	226,672	249,097	681,896	715,404	967,088
Rent & Rates	7,796	7,674	23,636	23,022	30,700
Interest on Loans	28,079	27,811	86,564	86,070	116,515
<b>TOTAL EXPENDITURE</b>	<b>395,283</b>	<b>471,175</b>	<b>1,197,777</b>	<b>1,357,798</b>	<b>1,782,294</b>
<b>TRADING SURPLUS/DEFECIT</b>	<b>397,249</b>	<b>242,839</b>	<b>795,946</b>	<b>539,448</b>	<b>308,302</b>
Depreciation	51,655	53,978	157,958	161,485	212,313
<b>OPERATING SURPLUS/DEFECIT</b>	<b>345,595</b>	<b>188,861</b>	<b>637,989</b>	<b>377,963</b>	<b>95,989</b>



**Karori Sanctuary**  
**Statement of Financial Position**  
**As at 31 March 2007.**

	31/03/07	Budget 31/03/07	Annual Budget
	\$	\$	\$
<b><u>EQUITY</u></b>			
Accumulated Funds	<b>2,078,151</b>	<b>1,818,125</b>	<b>1,536,150</b>
<b><u>CURRENT ASSETS</u></b>			
Cash and Bank	977,741	490,173	227,021
Capital fundraising A/C	201,650		
Accounts Receivable		5,024	5,024
Stock on Hand	31,539	31,539	31,539
<b>TOTAL CURRENT ASSETS</b>	<b>1,210,930</b>	<b>526,736</b>	<b>263,584</b>
<b><u>NON CURRENT ASSETS</u></b>			
Fixed Assets	2,682,684	2,878,623	2,827,794
<b>TOTAL NON CURRENT ASSETS</b>	<b>2,682,684</b>	<b>2,878,623</b>	<b>2,827,794</b>
<b><u>TOTAL ASSETS</u></b>	<b>3,893,614</b>	<b>3,405,359</b>	<b>3,091,378</b>
<b><u>CURRENT LIABILITIES</u></b>			
Creditors	77,576	58,571	66,904
Grants Received in Advance	16,442	25,006	15,000
Holiday Pay Accrued	68,581	68,581	68,581
GST to pay	6,202	-9,936	-9,936
CTW	108,333	108,333	100,000
Capital Fundraising	201,650		
Unearned Income	111,679	111,679	114,679
<b>TOTAL CURRENT LIABILITIES</b>	<b>590,463</b>	<b>362,234</b>	<b>355,228</b>
<b><u>TERM LIABILITIES</u></b>			
Community Trust Loan	1,225,000	1,225,000	1,200,000
Bridging Finance			0
<b>TOTAL TERM LIABILITIES</b>	<b>1,225,000</b>	<b>1,225,000</b>	<b>1,200,000</b>
<b><u>TOTAL LIABILITIES</u></b>	<b>1,815,463</b>	<b>1,587,234</b>	<b>1,555,228</b>
<b><u>NET ASSETS</u></b>	<b>2,078,151</b>	<b>1,818,125</b>	<b>1,536,150</b>



**Karori Sanctuary Trust Statement of Cash Flow**

	<b>Actual Mar Qtr</b>	<b>Budget Mar Qtr</b>	<b>Actual YTD</b>	<b>Budget YTD</b>	<b>Annual Budget</b>
	\$	\$	\$	\$	\$
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>					
<b>Cash was provided from:</b>					
Subs/visitors/grants	799,573	739,015	1,990,339	1,897,401	2,083,746
Capital fundraising	23,100		201,650		
Net GST received	238		16138		
<b>Cash was applied to:</b>					
Payments to suppliers and employees	-395,577	-470,975	-1,302,531	-1,481,357	-1,906,053
Net GST Paid			0		
<b>NET CASH FLOW OPERATING</b>	<b>427,334</b>	<b>268,040</b>	<b>905,596</b>	<b>416,044</b>	<b>177,693</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>					
<b>Cash was applied to:</b>					
Purchase of plant and equipment	-31,325	-85,000	-148,778	-348,244	-348,243
<b>NET CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>-31,325</b>	<b>-85,000</b>	<b>-148,778</b>	<b>-348,244</b>	<b>-348,243</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>					
<b>Cash was provided from:</b>					
Bridging loan					
<b>Cash was applied to:</b>					
Repayment of loan	-25,000	-25,000	-75,000	-75,000	-100,000
<b>NET CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>-25,000</b>	<b>-25,000</b>	<b>-75,000</b>	<b>-75,000</b>	<b>-100,000</b>
Net Inc/(Dec) In Cash	371,009	158,040	681,818	-7,200	-270,550
Opening cash	808,382	332,333	497,573	497,573	497,573
Closing cash	1,179,391	490,373	1,179,391	490,373	227,023
<b>CASH AND CASH EQUIVALENTS COMPRISE</b>					
Cash and bank balances	1,179,391	490,373	1,170,391	490,373	227,023



