

To: Wellington City Council CCO Performance Committee

From: Chairperson, Wellington Zoo Trust

Date: 1 May 2008

Third Quarter Report 2007/08 Financial Year

Highlights and key issues

- Visitor numbers were 59,047 for the quarter with a budget of 50,822. This is 8,225 over budget and an increase on last year by 4,927 visitors. It was an exceptional summer with only twelve days of rain and the attraction of the new exhibits and events helped increase visitation.
- Neighbours Night was held in conjunction with Wellington City Council housing on 31 January and 656 of the Zoo's neighbours came along including the Mayor, Councillors and local MP, Annette King.
- Children's Day this year was on Sunday 2nd March and there were 2,155 visitors which included 1185 children. This was 10% growth on last year's figures.



Two face painted kids enjoying Children's Day March 2nd, 2008

- The new Minister for Conservation, Hon Steve Chadwick, visited the Zoo on 20th March and was briefed about the Zoo Capital Plan.
- The Wild Theatre was successful in receiving the New Zealand Architects award for Jasmox Architects.

• The contract for catering services at the Zoo was awarded to Spotless Services (NZ) Ltd with the change over occurring seamlessly on Childrens' Day 2nd March.

• Three projects illustrated our growing conservation & research contribution:

- The Manager Conservation and Vet Research participated in Landcare Research's Vector Born Disease Screen Project in Kaikoura during January on the New Zealand Fur Seal.
- The Department of Conservation's Otago and Grand Skink Recovery Group Manager and Field Officer visited the Zoo to discuss the Zoo holding a captive population.
- The Veterinary Resident Programme with Massey University started in March.

• Karen Fifield, Chief Executive of the Zoo was elected to the Board of ARAZPA (Australasian Regional Association of Zoological Parks and Aquaria).

• There were 2,045 school visits during the quarter and 11,481 school visits year to date March which is tracking well against a full year budget of 14,000.

A table showing progress against all KPIs for the quarter is attached at [Appendix 1](#).

1. Financial Results

1.1 Financial results

The operating surplus for the quarter is \$256,047 against a budgeted surplus of \$61,691. This is as a result of income being above budget by \$143,322, expenditure for the quarter being below budget by \$8,496, and recovery of labour charges above budget by \$42,538 due to timing of invoicing charges.

- ④ Total Visitor Revenue stands at 122% of budget for the quarter which includes revenue from attendances, events, encounters and retail purchases.
- ④ Staffing Expenditure is below budget for the quarter. This is due to vacancies in the quarter which we are currently recruiting for. Other expenditure is below budget for the quarter largely to timing of expenditure.
- ④ Other expenditure is below budget for the year mainly due to timing of marketing expenditure.

The quarterly Operating Statement is attached at Appendix 2.

1.2 Capital Expenditure

The Zoo Trustees oversee the spending on two Wellington City Council Capital Expenditure (CAPEX) projects. These projects are CX125 Zoo Renewals and CX340 Zoo Upgrades.

Overview

Significant activities included the following:

- ④ The Wild Theatre was successful in receiving the New Zealand Architects award for Jasmax Architects. As this is the first project of the Zoo Capital Programme (ZCP), it is especially significant. Twenty Five of these awards are given across New Zealand each year.
- ④ Refurbishment of the Twilight started in February. The main viewing area will be re-landscaped to allow better visibility of the animals and also address husbandry issues. The entrance will incorporate cost effective, innovative zoo design with modification to resemble a research hut in the bush and will include interpretation for visitors. The exhibit will be reopened to visitors for Anzac Day 25th April.
- ④ Project Briefs and Procurement Plans approved for ZCP2 projects: new Power Supply, Wild Theatre Toilets, Monkey Islands Refurbishment, Twilight House Refurbishment and African Unity. The intention is that all these projects will be completed within the current financial year. The Conservation Hospital is on target to go to tender in May with construction starting in June.
- ④ Planning of NZ Sustainable Living area began in March. Workshops were held with Studio Hanson Roberts and staff to develop a concept plan for the NZ Sustainable Living Area, “Meet the Locals”. The workshops have created a concept design for further development for this area of the Zoo. The project will be phased to allow for animal holding as the capital plan rolls out.

CX125 Zoo Renewals

The total budget for this project is \$275,850. The total budget will be expended by year end. The outcomes from this area ensure that the asset is continually maintained at 21st century standards for a visitor facility.

CX125	Available	Status
Building Refurbishments	\$84,050	P
Equipment Renewals	\$12,000	P
Fencing	\$45,000	P
Guttering Renewals	\$5,000	P
Hospital Equipment	\$13,800	P
Learning Equipment/Signs	\$10,000	P
Pushchairs/Wheelchairs	\$2,000	N
Security	\$3,000	P
Service Area Refurbishment	\$5,000	P
Service Roads	\$5,000	P
Staff Accommodation Refurbishments	\$5,000	P
Vehicles	\$60,000	P
Water Reticulation & Storage Tanks	\$20,000	P
Workshop Equipment	\$6,000	P
AMP Budget	\$275,850	

Y = Done N = Not yet P= Partially

CX340 Zoo Upgrades

Following a cost review, the design of the Zoo's new Conservation Hospital is progressing towards a construction start date in July 2008.

The total upgrade budget approved for 2007/08 is \$1,921,025. The review and rescheduling of the Hospital construction allowed some other smaller projects (following a review of the Zoo Capital Programme) to be brought forward. These projects address a number of essential infrastructure and health and safety issues, and several will enhance the visitor experience.

Projects underway include the Power Project (a future proof electricity supply for the Zoo), improvements in visitor experience at the African Savannah, Chimpanzee Night Quarters and Wild Dogs. Refurbishment of the Twilight House was carried out and the building was reopened for Anzac Day, construction of toilets within the Wild Theatre was initiated and the planning continued for the construction of a new Monkey House for the capuchin monkeys. This project may include a reed bed filtration system to maintain the water quality in the moat surrounding the islands.

The hospital review came as a result of a revised cost estimate to include changes in scope and inflation in the construction market. To reduce cost some aspects of the hospital were redesigned and the overall footprint was reduced but there were no compromises on the functional capability. As the true cost of any large project is only known after the tender process has been completed there is still a risk of further reductions being necessary, however the recent downturn in the construction market will help to keep costs down.

Also underway is the development of a global landscaping strategy. The project has begun by looking at circulation routes, way finding signage, theming areas by planting, assessment of operational needs and resources available in terms of browse and bamboo etc.

In order to lessen the risk of after hours breaches of security at the Zoo, the perimeter security fence will be upgraded. Foliage along the fence line has been removed in preparation for the work which will start soon. Increased security sweeps of the Zoo at night have already started.

1.3 Commercial Development and Promotion

Our commercial development focus this year is on growing both visitor revenues and operational fundraising. Highlights included:

- ④ The contract for catering services at the Zoo was awarded to Spotless Services (NZ) Ltd with the change over occurring seamlessly on Childrens' Day 2nd March. They will be investing in our catering options at the Zoo in order to grow our return on investment in the functions area.
- ④ Planning for the Community Fundraising Campaign for the Conservation Hospital is underway. Final submissions to gaming trusts for grants for the hospital continued.
- ④ Relationship meetings were held with key partners, including Brandon's, Ronald McDonald House (supported by the Zoo in terms of free passes for families), NZ Bus (who we partner with every year to encourage people to visit us taking the bus) and the Wellington Region Foundation.
- ④ We have a formal Letter of Understanding with Saatchi & Saatchi to provide us with pro bono advertising support and Cameron Harland, General Manager Saatchi and Saatchi, Wellington agreed to be a Zoo Ambassador
- ④ A new Stagecoach direct bus route was established from the Hutt Valley to the Zoo
- ④ Kids Club disestablished, letters sent out to inform members of change and to give them Zoo Crew membership for the next year.
- ④ The Request for Pricing (RFP) for redevelopment of the Zoo's Web site was completed and a preferred supplier chosen. The new website is due to be completed before July.
- ④ Wellington Zoo's augmented reality ad campaign continues to win awards for Saatchi & Saatchi and The Hyperfactory. It featured world-first technology that enabled users to bring a 3D zoo animal to life in the palm of their hands - simply by pointing the camera on their mobile at a print advertisement.
- ④ Weta Workshop spent two weeks at the Zoo shooting for the new children's show "The Wot Wots"

2. Zoo Activities

2.1 Visitors and events

- ⑥ Neighbours Night was held in conjunction with Wellington City Council housing on 31 January and 656 of the Zoo's neighbours came along including the Mayor, Councillors and local MP, Annette King. They enjoyed a free BBQ, iceblocks, keeper talks and an opportunity to see the animals during the cool of the evening.
- ⑥ Valentine's Night was a big success; we had 274 visitors, a 10% increase on last year. The band in the Wild Theatre was fantastic and all the canoodling couples had a lovely time.
- ⑥ Dominion Post subscriber day was on Saturday 23 February where each newspaper subscriber got one free entry. This was taken up by 131 people and 80 paying guests. There were lots of fun activities in the Wild Theatre with the guides.
- ⑥ Children's Day this year was on Sunday 2nd March and there were 2,155 visitors including 1185 children. This was 10% growth on last year's figures. The entertainment consisted of The Dixie Dynamites (a child friendly entertaining jazz group), Island Boys United (a secondary school barbershop quartet), a bouncy castle, face painting by Body FX, a touch table at the African Savannah, many extra talks and animal encounters during the day. Radio network had crossovers during the day encouraging people to come to the Zoo. Tip Top donated 1000 popsicles, 500 blow-up chairs and 240 beach balls; these were given away by the guides during the talks.
- ⑥ Refurbishment of the Twilight started. While work was carried out in the building, viewing of Tahi, the one legged kiwi, was held in the Wild Theatre and was extremely successful with visitors with over 150 people at a time and 280 on Easter Sunday.
- ⑥ New facilities including the Wild Theatre and African Savannah are proving a draw card for visitors (especially the Landrover), and excellent platform for learning and conservation activities. Activities in the Wild Theatre over summer included contact animals, face painting, touch tables, games, etc.
- ⑥ Visitor feedback continued to be overwhelmingly positive. Visitors are reacting well to the zoo's new developments, with comments such as:
 - *"I really like the new enclosures. The Zoo is looking really good and it's great to see the tired old cages and empty enclosure being phased out."*
 - *"The new African Savannah is looking fantastic. I like the planning, layout and interaction with the animals. I hope all new exhibits and renovations will be of this standard - world class. Great new developments/enclosures. A great improvement on the tired looking zoo I visited 1-2 years ago. Well done!"*

- *“The new exhibits are incredible equal to wildlife parks we have visited in Australia.”*
- *“It has been a little while since we last visited but the changes are FANTASTIC, well thought out, interesting and informative. “*
- *“When the work is finished it will be lovely. We can see that you are really trying to make it a zoo for the future! The observation platforms for the chimps and giraffes were really good for the children and it was good to get so close.”*
- *“Great work with the renovations! Looks better and better! Great to see all the fantastic new enclosures and the effort that has gone into landscaping the grounds.”*
- *“Wonderful 'huge' additions - awesome - really looking good. Fantastic asset to our community and our children.”*
- *“Love the new enclosures and gardens. The theatre is amazing - totally awesome look.”*
- *“Good to see the zoo is being upgraded and the animal enclosures are also upgraded as the Wellington Zoo is long over due to be upgraded.”*
- *“Refurbishment programme looks like it is going well and is a big improvement. Good information and displays. Layout works well and the giraffes were spectacular! “*
- *“I'm very impressed with this Zoo, nice enclosures. What are particularly good are the beautiful surroundings and paths but also it is a great zoo for getting close to animals. I hope the Council and city continue to support the zoo as it is a real asset to Wellington.”*

2.2 Learning

- ④ The third quarter saw the 2008 school term begin. The new curriculum was implemented and Wellington Zoo modified existing programmes and developed new ones (e.g. technology) to support the new curriculum. Almost all visiting schools are experiencing a contact animal up close and having a portion of their school session out in the Zoo.
- ④ A Teacher preview night was held to highlight the way the Zoo can support teachers and the new curriculum. Communication with schools via an e-newsletter appears to be effective and will now be the preferred method over print mail outs.
- ④ The number of classes we see at the Zoo continues to increase, however the total number of students has decreased. This is most likely due to the Ministry of Education's initiative to reduce classroom size.
- ④ The Zoo's outreach education programme, Bush Builders, visited Newtown and Haitaitai in Term 1.

Activities during the quarter included:

- ④ Research on the effectiveness Zoo talks and Zoo signage in partnership with Victoria University of Wellington, School of Geography, Environment, and Earth Sciences with input from Monash University and University of Idaho. Preliminary results on understanding visitors' conservation attitudes and beliefs complete and a study to look at visitors attitudes and beliefs toward Sustainable Timber and cats in at night is in the final planning stage.
- ④ The grant for the Kereru Discovery Project ended December 2007 but the Zoo will continue to be recognised by Victoria University of Wellington as partner for the research component.

2.3 Conservation

Work continued on the Conservation Strategy and the ten Key Focus Areas:

- **Conservation in-situ** – maximise resources allocated to support a limited number of field conservation programmes.
- **Conservation ex-situ** – support for conservation breeding programmes. Integrate the collection with conservation programs.
- **Integrating conservation** - in all aspects of the zoos work and providing opportunities for staff across the zoo to be involved.
- **Rehabilitation and medical care** - through the work of the new veterinary hospital, providing medical care and rehabilitation for wildlife.
- **Research** – Develop a framework for integrating veterinary and animal management with conservation/research activities. Promote the zoo as a resource for applied research for external parties.
- **Environmental sustainability** – create an Environmental Management System and sustainability culture. Articulate the ethic of environmental footprint and wise use of natural resources to visitors.
- **Advocacy & Community conservation** – use the resources of the Zoo to create awareness, a call to action and provide opportunities for visitors to participate in conservation initiatives.
- **Sustainable financial support** – create a conservation fund and related framework that provides a sustainable funding stream from across the zoo and visitors for conservation initiatives.
- **Partnerships** – actively seek and nurture partnerships that progress the objectives mentioned above.
- **Assessment of impact.** All of the above mentioned will be assessed at least annually to ensure the best use of resources and maximise conservation outputs.

The final strategy will ready for World Environment Day.

- The Otago and Grand skink Recovery Group from the Department of Conservation visited the Zoo in February for training in captive management and securing of genetic diversity. A Project plan is in progress for the Zoo to become one of two holders of the captive population of both species for breeding and release.
- Visit by the Minister for Conservation, Hon Steve Chadwick – briefing about the ZCP and the Conservation Hospital in particular. Visit by Minister for Conservation on March 20. The Minister was impressed with the developments in the Zoo and our contribution to conservation and learning.
- Wellington Zoo is now a member of the Sustainable Business Network - the only Zoo that is a member.
- Karen Fifield, Chief Executive of the Zoo was elected to the Board of ARAZPA (Australasian Regional Association of Zoological Parks and Aquaria). This is a strategic position for the industry and as important issues are considered across the region, it is important for Wellington Zoo to have a voice on the ARAZPA Board.
- Three projects illustrated our growing conservation & research contribution:

- The Zoo was approached by Landcare Research to participate in their Vector Born Disease Screen Project in Kaikoura during January 2008 on the New Zealand Fur Seal (*Arctocephalus fosteri*). Katja Geschke, Manager Conservation & Veterinary Science was in charge of the chemical restraint of the seals and the veterinary collection of samples assisted by Tamzin Dunn, Veterinary Nurse.
- The Department of Conservation's Otago and Grand Skink Recovery Group Manager and Field Officer visited the Zoo in March 2008. With the Manager Conservation & Veterinary Science, Katja Geschke and the Coordinator Collections, Simon Eyre, they reviewed the ex-situ set up at the Zoo and discussed the possibility of the Zoo further developing the captive population of Otago and Grand Skinks. Wellington Zoo has the chance to play a major role in the establishment and implementation of captive management tools for these endangered species.
- The Veterinary Residency Programme as part of the Zoo Animal and Wildlife Health Masterate with Massey University started in March. This establishes the Wellington Zoo as a teaching institution for veterinary medicine and nursing.

2.4 Animal management

Significant Births

- 0.0.1 Forest Gecko
- 0.0.2 North Island Kaka
- 0.0.1 Otago Skink
- 0.0.3 Silver-grey Brush-tailed possum

Transfers

- ④ Three Chilean Rose, three Mexican Red Knee and two Goliath Tarantulas were transferred to Otago and Auckland Museums as part of the original import agreement.
- ④ Three female Black Buck arrived from Hamilton Zoo for display in the African Savannah
- ④ A pair of Emperor Tamarins finally arrived from Melbourne and are now housed in the old Golden Lion Tamarin enclosure. It is hoped they will breed.
- ④ Two female rats were purchased and will be conditioned by the Programmes team for use in the refurbished Twilight
- ④ A female kiwi was transferred from the Otorohanga Kiwi House, Otorohanga. She has been housed with a male in the Conservation Aviaries and it is hoped they will breed.
- ④ Two Little owls arrived and will be used for presentations in the Wild Theatre
- ④ Planning started for the arrival of a new bull giraffe from Orana Park, Christchurch due in April.



Seun, 18th month old bull giraffe who arrived from Orana Park Christchurch, April 2008

Health

- The Red Panda baby continues to thrive, was confirmed as a male and after a naming competition, was called Ed after Sir Edmund Hillary



Ed, the Red Panda, at three months old

- Tisa the female giraffe is now leaving the Giraffe house after considerable effort from Life Sciences staff to positively reward her.
- The old Chimp day room redesign has been completed and looks fantastic. Sulphur Crested and Major Mitchell cockatoos are now on display
- Four wild New Zealand Scaup (black teal) have hatched and are living in the monkey island moats
- Rocky the rock wallaby, finished his treatment for systemic Toxoplasmosis and showed no further neurological problems. He was taken to Massey University, Palmerston North for eye surgery to remove a cataract in his left eye to regain some sight.
- Both female Zebras were moved from the African Savannah back to their old enclosure under general anaesthesia after showing aggression towards the giraffes. Both animals underwent general anaesthesia at the beginning of February for x-ray investigations of their hoofs and trimming by a farrier.
- Male Sunbear 'Sean' showed ulcerations on his bucal serosa (= mucosa of his cheeks). The cause was unknown and it did not seem to affect his behaviour. Several treatments were trailed and he may require general anaesthesia to descale his teeth.
- Life Sciences is core business for the Zoo and we have a very young and inexperienced team of keepers. A series of workshops for senior keepers and Managers of Husbandry Development are being undertaken over a six week period to improve their skill set.

- A juvenile kaka, due to be sent to Maungatautari Ecological Island, was sent to Massey University for bone surgery of a fractured tibiotarsal bone. X-rays revealed metal objects in the gizzard (= muscle stomach) of the bird and subsequently all other parrots in the Zoo were tested for metal body intoxication and several birds had to be treated for lead poisoning. The enclosures in question have been emptied and don't hold parrot species any more.
- Barbary sheep 'Flossy' showed signs of sever hypocalcemia and hypomagnesimia (low calcium and magnesium in her blood) and was treated with IV fluids. She recovered rapidly.

Proposed Animal Collection additions

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

Species	Gender	Status	Due
Pygmy marmoset	2:2:0	Importation into Australia no longer possible, due to CITES issues within Australia	Import delayed as awaiting response from MAF to allow importation directly from the UK
Emperor Tamarins	1.1.2	Approval to import received	Arrived January 2008
Little Owls	0.0.2	Awaiting rehab birds from Christchurch	Arrived January 2008
Kiwi	0.1	Awaiting animal from Otorohonga	Arrived January 2008
Kea	0:1:0	Received confirmation of animal in revised Annual Report and Recommendations	February or March 08
Giraffe	1:0:0	From Orana Park, Christchurch	Arrived April 2008
Kereru	0.0.1	Coming from Rehab in Christchurch	Arrived January 2008
Canis		ERMA approval received	
Antelope		ERMA approval received for all Antelope species	
Spider Monkey	1.3.0	Coming from Hamilton, Auckland and Sydney	Awaiting finalised AR&R and new monkey house to be built
All new Zoo Birds and Mammals		ERMA approval applied for	Awaiting decision



Denise Church
Chairperson

APPENDIX 1 - Measures

Financial Measures for 2007/08

Measure	Frequency of measure	Target 2007/08	YTD 2007/08	Actual 2006/07
Average WCC subsidy per visitor	Quarterly	\$15.19	\$13.73	\$15.09
Average retail income per visitor	Quarterly	\$9.00	\$8.31	\$8.40
Average income per visitor (excluding WCC grant)	Quarterly	\$10.42	\$11.42	\$11.12
Ratio of Trust generated income as % of WCC grant	Quarterly	69%	83%	74%
Fundraising targets met for ZCP	Annually	\$716,250	NA	\$824,000
Catering License return on turnover increased	Annually	10%	NA	<5%
Commercial product revenue increased	Annually	>5%	NA	NA
Zoo Crew Memberships- annual pass holders	Annually	>2000	1,902	1,036

CITY OUTCOMES MEASURES

This set of measures includes activities under the Trust Deed objectives.

Measure	Frequency of measure	Target 2007/08	YTD 2007/08	Actual 2006/07
Conservation/environment				
Conservation Programme Managed Species (% total of collection)	Annually	<38%	35.4% 41 species	38%
Animal Collection Plan developed	Annually	September 07	Process started- delay against target	NA
Participation in conservation projects	Annually	<2	2	NA
% of animal collection used in contact with visitors	Annually	<5%	4.2% 5 species	NA
Conservation strategy developed and implemented	Annually	October 07	In progress – delay against target	NA
Reduction of ecological footprint 2005/06 year volumes will form baseline	Annual	>5% reduction on baseline	NA	
Education/economic development				
School Learning outcomes - effectiveness	Quarterly	>97% teachers agree learning was effective	100% teachers agree learning was effective	100% teachers agree learning was effective
Number of school visits (students)	Quarterly	14,700	11,481	14,137
Social and recreation				
Number of Visitors per year (2% growth)	Quarterly	176,980	146,824	178,053
% Visitor Satisfaction rating	Annually	>90%	NA	NA
Wellingtonians visiting the Zoo	Annually	>49%	NA	43%
Partnerships to improve visitor learning	Annually	>2	1	NA(new measure for 07/08)

ORGANISATIONAL HEALTH AND CAPABILITY MEASURES

Measure	Frequency of measure	Target 2007/08	YTD 2007/08	Actual 2006/07
<i>Community Support</i>				
- Volunteer hours (FTE)	Quarterly	>5 FTE	3 FTE	4.07 FTE
Partnerships formed with written MOUs	Annually	<6	2	NA (new measure for 07/08)
<i>Zoo staff</i>				
Staff turnover (permanent staff)	Annually	< 15%	NA	19%
% Staff satisfaction from Annual Staff Survey	Annually	>70%	NA	NA
Performance Development Plan alignment to organisational goals	Annually	100%	NA	NA (new measure for 07/08)
Implementation of staff survey outcomes	Annually	<60%	NA	NA (new measure for 07/08)
Training objectives met	Annually	80%	NA	NA (new measure for 07/08)
Industry leadership positions held	Annually	>5	NA	NA (new measure for 07/08)

APPENDIX 2 – Financial Statements

Wellington Zoo Trust

OPERATING STATEMENT OF FINANCIAL PERFORMANCE For the Quarterly Results to 31 March 2008 and YTD March 2008

3rd Quarter (01 January 08 - 31 March 08)				YTD March 08				
Actual \$'s	Budget \$'s	Variance \$'s	Variance %		Actual \$'s	Budget \$'s	Variance \$'s	Variance %
78,099	66,500	11,599	17%	Sale of Goods	204,786	193,000	11,786	6%
507,152	413,557	93,595	23%	Admissions Income	1,251,168	1,204,363	46,805	4%
24,091	10,000	14,091	-	Interest	77,460	24,000	53,460	223%
11,466	15,000	(3,534)	(24%)	Café License Fee	37,555	45,000	(7,445)	(17%)
18,889	18,888	1	0%	MOE Grants	56,667	56,666	1	0%
671,876	671,875	1	0%	WCC Operating Grants	2,015,624	2,015,625	(1)	(0%)
27,569	0	27,569	-	Grants and Sponsorship Received-Operational	49,242	-	49,242	0%
1,339,142	1,195,820	143,322	12%	Total Operating Income	3,692,502	3,538,654	153,848	4%
0	0	0	-	Grants and Sponsorship Received-Capital	120,389	-	120,389	-
-	-	-	-	Total Non-Operating Income	120,389	-	120,389	-
1,339,142	1,195,820	143,322	12%	Total Income	3,812,891	3,538,654	274,237	8%
680,785	695,153	14,368	2%	Employee Remuneration	2,008,921	2,085,460	76,539	4%
65,267	59,191	(6,076)	(10%)	Other Employee Costs	202,792	177,574	(25,218)	(14%)
746,052	754,344	8,292	1%	Personnel Expenditure	2,211,713	2,263,034	51,321	2%
51,310	69,750	18,440	26%	Marketing Costs	142,746	209,250	66,504	32%
31,354	39,500	8,146	21%	Administration Costs	107,226	127,000	19,774	16%
4,209	10,000	5,791	0%	Animal Acquisition Costs	24,282	30,000	5,718	0%
18,780	10,000	(8,780)	(88%)	Travel & Accommodation	37,146	30,000	(7,146)	(24%)
6,647	6,625	(22)	(0%)	Telecommunication Costs	20,288	19,875	(413)	(2%)
12,018	13,250	1,232	9%	Professional Costs	44,423	48,750	4,327	9%
0	400	400	100%	IT Costs	1,416	1,200	(216)	(18%)
49,249	57,500	8,251	14%	Utility Costs	147,128	182,500	35,372	19%
3,631	3,510	(121)	(3%)	Vehicle & Plant Costs	21,739	10,530	(11,209)	(106%)
219,709	183,750	(35,959)	(20%)	Contracts, Services & Material	608,340	548,249	(60,091)	(11%)
5,174	8,000	2,826	35%	Depreciatn & Loss/Gain on Sale	15,520	24,000	8,480	35%
402,081	402,285	204	0%	General Expenses	1,170,254	1,231,354	61,100	5%
1,148,133	1,156,629	8,496	1%	Total Operating Expenses	3,381,967	3,494,388	112,421	3%
0	0	0	-	Vesting of Assets	-	-	0	-
-	-	-	-	Total Vesting Expense	-	-	-	-
1,148,133	1,156,629	8,496	1%	Total Expenses	3,381,967	3,494,388	112,421	3%
(65,038)	(22,500)	42,538	(189%)	Recovery Of Labour Charges	(65,038)	(67,500)	(2,462)	4%
256,047	61,691	194,356		Total Operating Surplus/(Deficit)	375,573	111,766	263,807	
-	-	-	-	Total Non-Operating Surplus/ (Deficit)	120,389	-	120,389	
256,047	61,691	194,356		TOTAL SURPLUS / (DEFICIT)	495,962	111,766	384,196	

WELLINGTON ZOO TRUST
Combined Statement of Financial Position

As at 31 March, 2008



	Current Year YTD 2008	Last Year YTD 2007	Last Year FULL YEAR 2007
Assets			
Total Current Assets	2,020,804	2,054,418	1,653,949
Total Non Current Assets	145,816	245,109	71,846
Total Assets	2,166,620	2,299,527	1,725,795
Liabilities			
Total Current Liabilities	1,262,552	1,422,954	1,295,023
Total Other Current Liabilities	101,634	41,988	124,301
Total Liabilities	1,364,187	1,464,942	1,419,324
Net Assets	802,433	834,585	306,471
<i>This is represented by:</i>			
Equity			
Public Equity			
Retained Earnings	306,371	530,870	530,870
Public Equity-Accumulat_ Funds	100	100	100
Public Equity	306,471	530,970	530,970
Equity Excl. Operating Surplus	306,471	530,970	530,970
Total Income			
Sales, Fees and User Charges	1,212,988	1,083,756	1,391,114
Other Income	2,599,903	2,656,358	3,636,922
Total Income	3,812,891	3,740,114	5,028,037
Total Expenses			
Personnel Expenditure	2,211,713	2,048,003	2,898,485
General Expenses	1,170,253	1,225,996	1,808,189
Total Vested Assets	-	162,500	589,362
Total Expenses	3,381,966	3,436,500	5,296,037
Net Surplus / (Deficit) Before Allocations	430,925	303,615	(268,000)
711000 Recovery Of Labour Charges	(65,038)	-	(43,500)
Organisation Allocatn to Proj	(65,038)	-	(43,500)
Total Allocations	(130,076)	(43,500)	(87,000)
Total Operating Surplus / (Deficit)	495,962	303,615	(224,500)
Total Equity	802,433	834,585	306,471

CCO: Wellington Zoo Trust
Quarter Three 2007/08

Actual 30-Jun-07	EARNINGS STATEMENT	Qtr to 31-Mar-08
	Revenue	
1778	Trading Income	1456
2687	WCC Grants	2016
76	Other Grants	57
343	Sponsorships and Donations	169
104	Investment Income	77
40	Other Income	38
5,028	Total Revenue	3,813
	Expenditure	
2,898	Employee Costs	2,212
1,747	Other Operating Expenses	1,089
19	Depreciation	16
0	Interest	
589	Vested Assets	
5,253	Total Expenditure	3,317
(225)	Net Surplus/(Deficit) before Taxation	496
0	Taxation Expense	
(225)	Net Surplus/(Deficit)	496
-4.5%	Operating Margin	13.0%

Actual 30-Jun-07	STATEMENT OF FINANCIAL POSITION	As at 31-Mar-08
	Shareholder/Trust Funds	
0	Share Capital/Settled Funds	0
0	Revaluation Reserves	0
442	Restricted Funds	442
(136)	Retained Earnings	360
306	Total Shareholder/Trust Funds	802
	Current Assets	
1,414	Cash and Bank	1,904
246	Accounts Receivable	57
52	Other Current Assets	60
1,712	Total Current Assets	2,021
	Investments	
0	Deposits on Call	0
0	Other Investments	0
0	Total Investments	0
	Non-Current Assets	
72	Fixed Assets	146
0	Other Non-current Assets	0
72	Total Non-current Assets	146
1,784	Total Assets	2,167
	Current Liabilities	
911	Accounts Payable and Accruals	1,204
0	Provisions	0
510	Other Current Liabilities	104
1,421	Total Current Liabilities	1,308
	Non-Current Liabilities	
0	Loans - WCC	0
0	Loans - Other	0
57	Other Non-Current Liabilities	57
57	Total Non-Current Liabilities	57
306	Net Assets	802
1.2	Current Ratio	1.5
17.2%	Equity Ratio	37.0%

Actual 30-Jun-07	STATEMENT OF CASH FLOWS	Qtr to 31-Mar-08
	<i>Cash provided from:</i>	
1,778	Trading Receipts	1,456
2,687	WCC Grants	2016
76	Other Grants	57
343	Sponsorships and Donations	169
104	Investment Income	77
40	Other Income	1,850
5,028		5,625
	<i>Cash applied to:</i>	
2,898	Payments to Employees	2,343
1,600	Payments to Suppliers	2,792
(40)	Net GST Cashflow	
	Other Operating Costs	
	Interest Paid	0
4,458		5,135
570	Total Operating Cash Flow	490
	Investing Cash Flow	
	<i>Cash provided from:</i>	
	Sale of Fixed Assets	
	Other	
0		0
	<i>Cash applied to:</i>	
21	Purchase of Fixed Assets	
	Other -vesting Cash for Capital Projects	0
21		0
(21)	Total Investing Cash Flow	0

Actual 30-Jun-07	STATEMENT OF CASH FLOWS (CONT)	Qtr to 31-Mar-08
	Financing Cash Flow	
	<i>Cash provided from:</i>	
	Drawdown of Loans	
	Other	
0		0
	<i>Cash applied to:</i>	
	Repayment of Loans	
	Other	
0		0
0	Total Financing Cash Flow	0
549	Net Increase/(Decrease) in Cash Held	490
865	Opening Cash Equivalents	1,414
1,414	Closing Cash Equivalents	1,904

Actual 30-Jun-07	CASH FLOW RECONCILIATION	Qtr to 31-Mar-08
(225)	Operating Surplus/(Deficit) for the Year	496
	Add Non Cash Items	
19	Depreciation	16
0	Other (Gifted Hospital Assets)	
(206)		512
	Movements in Working Capital	
(45)	(Increase)/Decrease in Receivables	189
(41)	(Increase)/Decrease in Other Current Assets	(8)
556	Increase/(Decrease) in Accounts Payable	293
306	Increase/(Decrease) in Other Current Liabilities	(406)
776		68
	Net Gain/(Loss) on Sale:	
	Fixed Assets	(90)
	Investments	0
0		(90)
570	Net Cash Flow from Operations	490