

Report to the Wellington City Council CCO Performance Committee Second quarter ended 31 December 2009

KEY HIGHLIGHTS

- Our new round of LEOTC (Learning Experiences Outside the Classroom).proposal has been selected for negotiation.
- ZEALANDIA has been selected as one of the two new takahe display sites in New Zealand.
- ZEALANDIA was featured as one of the four other significant “re-wilding” projects around the world in the internationally-acclaimed scientific journal, Nature.
- Four falcon chicks were hatched in the sanctuary - for the first time in three decades in Wellington.
- Visitor & Education Centre is on track for public opening in early April.
- We continue to monitor key fauna species during breeding season.
- We are working with PWT on a TV campaign which integrates with their Spoil Yourself Campaign.
- We continue to implement a programme of infrastructure upgrade including tracks and signage upgrade and new systems and procedures, and to recruit and train staff in time for the opening of the visitor & education centre.

VISITOR AND EDUCATION CENTRE

- The project is going well. The building was “handed over” for fit out early December and is scheduled to open in April 2010. Planning is underway for the official opening.

VISITORS/MEMBERSHIPS

- Visitor numbers for the quarter at 14,930 were above budget of 13,572 but lower than last year of 17,121. The wet/windy summer has significantly affected the visitor numbers as compared to last year. However the numbers were still above budget because

- Membership as at the end of September was 5,791 as compared to the end of year budget of 5,400.
- The new “Membership Structure and Programme” which recognises different family structures is being rolled out gradually as memberships are being renewed.

MEDIA/VIPs

- The long-awaited ‘Last Chance to See’ series was aired. This is a major BBC production starring Stephen Fry, Mark Carwardine and some of the world’s rarest mammals and watched by 2.8 million UK viewers. ZEALANDIA was featured in one of the episodes and has generated wider media interest including a visit by The Independent’s travel editor.
- ZEALANDIA was also featured in the internationally-acclaimed scientific journal, Nature, as one of four other significant “re-wilding” projects around the world.
- We hosted six Labour MPs in the sanctuary - David Parker, Phil Twyford, Carol Beaumont, Moana Mackey, Brendon Burns, Rajen Prasad.
- A number of ‘behind the scenes’ articles of the new visitor & education centre was featured in DomPost and other magazines.

MARKETING & TOURISM ACTIVITIES

- We continue to work with Positively Wellington Tourism (PWT) on a domestic TV advertising campaign as part of their “Spoil Yourself Campaign.”
- Regular newsletters have been sent to all Trades to keep them inform of the progress of the Centre development. Feedback regarding ZEALANDIA has been very positive including the convention/conference market.
- Cruise season has begun.
- We are working on a transport package with Cable Car who is running a regular shuttle in summer from the top of the hill down to the rose garden at the Botanical Gardens. The shuttle will stop at ZEALANDIA and visitors will be given an entry discount.
- Major public events held during the quarter included “Spider Day”, “Wine & Wander” and “Kaka Chick Encounters.”

VISITOR EXPERIENCE/FACILITIES DEVELOPMENT

- The programme of upgrade work continues in the sanctuary with the resealing of Lake Rd and the replacement and development of signage.

- A number of infrastructure work by other agencies commenced and some will not be completed until first quarter in the New Year. This includes Greater Wellington's water pipe replacement along Waipapu Road and across Birdwood Reserve, and Capacity maintenance work on the spillway and on the Upper Dam rail. All these have had impact on the visitation due to disruptions to car parking and traffic.

VISITOR OPERATIONS

Visitor operation activities include:

- Continuing the implementation of an integrated point of sale/tour bookings and membership system to support the new operations
- Developing new café operations including the fitout. Recruitment of café staff will commence in the New Year.
- Function operators were being secured to provide catering for after hours function.
- Developing and implementing new retail operations including the development of branded merchandise and securing new products.
- Supplier proposals (such as cleaning etc) are being evaluated.
- Identifying and document visitor flows, polices and processes
- Finalising new guides and host uniform

EDUCATION

We have been advised that our LEOTC bid has been selected for negotiation.

The two Royal Society Fellows have concluded their study with us after six months. They had attracted quite a bit of publicity in the local newspapers.

Late in term four we partnered with Air New Zealand which gave schools free flights to Wellington while we allowed 9 classes from low decile schools in Christchurch and Auckland to visit the sanctuary free. Many of the students were of Pasifka descent and it was encouraging to see the students very excited about our conservation work. For the students from Christchurch many had never seen a tui before

FLORA & FAUNA

Bellbirds



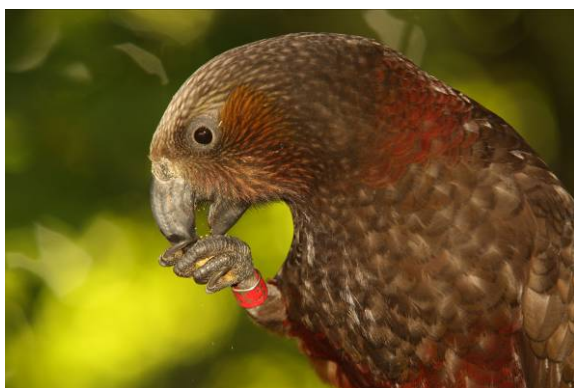
To date 26 chicks have been banded. There are two fledglings with transmitters. More fledglings will be transmittered if possible.

Hihi



21 chicks from 1st clutch have been banded. 2 second clutches are underway. Because it was a late start it is possible there will be no 3rd clutches this year.

Kaka



Ten banded kaka chicks have fledged from 3 nests, another 6 in 2 nests have been banded and are due to fledge in January, and another two chicks in a single nest will be banded in January. There might be more active natural nests.

Takahe

ZEALANDIA has been selected as one of the two new takahe display sites in New Zealand.

Green gecko

A male green gecko was found climbing the research area fence 5th January. It was caught, measured, photographed and released. A missing toe on right hind foot confirmed it as the same gecko that was found & photographed on the outside of the perimeter fence and released inside in February 2008 (see photo taken by Tony Wills). This recapture is extraordinary given the size of the valley where he could have dispersed to.

BIOSECURITY

Pest plants

The weed team is working on removal and control of various weed species in the valley, assisted occasionally by volunteers.

Perimeter vegetation maintenance

The wet weather has caused fast growth of vegetation. Additional effort has been made to keep the perimeter's vegetation under control.

RESEARCH

Research being undertaken in the valley currently includes:

Institution	Qualification	Dates:	Topic/actions
Landcare		ongoing	Epiphytic planting trials for Northern rata - attached to hinau & pine in several locations
VUW	-	31/10/06-31/10/46	Effect of climate change on herbivory
Waikato Univ & Cawthron		ongoing	Effects of perch on cyanobacteria in the Lower lake
DOC		ongoing	Can exotic fish be eradicated successfully? Trials with rotenone planned summer 2009
VUW	-	4/3/09-13/4/2010	Addition and subtraction in robins
VUW	PhD	4/3/09-1/3/2012	Year to year differences in numerical and spatial cognitive abilities in robins
VUW	PhD	9/3/09-9/3/2011	Spatial and temporal aspects of song variation in the forest bird community
VUW	PhD	18/5/09-18/5/2012	Acoustic survey of kiwi
VUW	MSC	1/8/08-30/4/10	Hihi & bellbirds - factors affecting sex ratio and survival

FUNDRAISING

Annual Appeal 2010 –Work continues in securing individual and business volunteer collectors for the Appeal in February 2010.

FINANCIALS

- For the quarter, operating revenue at \$0.408m was above budget of \$0.296m. Total expenditure at \$0.694m was above budget of \$0.624m giving an operating deficit of \$0.285m as compared to the budget deficit of \$0.328m.
- The favourable operating quarter results were primarily due to:
 - Higher visitor revenue (both for entries and retail); and
 - Higher interest revenue

The above were mostly offset by:

- Higher than budget expenditure due to budget phasing
- After the inclusion of Visitor & Education Centre funding, quarter surplus at \$0.863m was above budget of \$0.724m. This was due to the reasons as explained above.
- The bank balances as at 31 December 2009 stood at \$5,560,372. The cash surplus is required for the visitor and education centre project and operational funds for subsequent years.
- No adjustments have been made to opening balances for holiday pay accrued and stock as these are considered immaterial. The small adjustment to unearned income relates to the sale of redeemable vouchers.

Measurement against Targets in SOI.

High level outcome measures

Measure	Frequency of measure	Annual Target 2009/10	Dec Quarter Target	Dec Quarter Actual
Visitation numbers	Quarterly	64,336	13,572	14,930
Members units	Quarterly	5,400	-	5,791
No of school student visits * & Outreach	Quarterly	5,500	1,100	1,791
Total native plant species in the Sanctuary	Annually	170	annual	annual
Total number of species to be planted	Annually	30	annual	annual
Total adventives plant species in the Sanctuary	Annually	212	annual	annual
Number of exotic plant species targeted for control/monitoring	Annually	44	annual	annual
Total native fauna species in the Sanctuary	Annually	43	annual	annual
Number of native fauna species released	Annually	4	annual	annual
New Visitor & Education Centre		Complete		

* Student numbers included in total visitation numbers above

Cost effectiveness measures

Measure	Frequency of measure	Annual Target 2009/10	Dec Quarter Target	Dec Quarter Actual
Average subsidy per visitation (Based on WCC grant averaged over year).	Quarterly	\$18.03	\$21.37	\$19.42
Average revenue per visitation (excludes Council, & Government grants).	Quarterly	\$21.27	\$21.84	\$27.34

Organisational health and capability measures

Measure	Frequency of measure	Target 2009/10	Dec Quarter Actual
% of visitors surveyed rate their visit as being good to excellent	Quarterly	>95%	98.4%
Volunteer numbers	Quarterly	>400	425
% of School visits rate their overall satisfaction as being good to excellent	Half yearly	>98%	N/A
Performance appraisals completed	Annually	100%	-
Qualmark accredited	Two yearly	Achieved	Achieved

Karori Sanctuary Trust
Statement of Financial Performance
For the quarter ended 31 December 2009

	Quarter 2 Actual	Quarter 2 Budget	Actual YTD	Budget YTD	Annual Budget
Operating revenue	\$	\$	\$	\$	\$
Entry	142,346	124,805	234,989	213,616	604,552
Membership	66,314	58,000	129,725	121,153	317,644
Retail Revenue	55,938	38,453	84,244	63,576	106,820
Food Sales	0	0	0	0	23,700
Operational Funding	65,775	75,225	228,359	227,500	293,000
WCC Operations Grant	0	0	1,160,000	1,160,000	1,160,000
Interest Received	69,381		128,806		
Other income	8,509	0	18,193	23,000	23,000
TOTAL OPERATING REVENUE	408,263	296,483	1,984,316	1,808,845	2,528,716
Less Operating Expenditure					
General Expenses	623,748	551,614	1,084,413	978,631	3,234,222
Depreciation	50,186	50,600	103,042	103,457	389,393
Interest	19,797	22,156	39,606	41,966	81,829
Total Operating Expenses	693,731	624,370	1,227,061	1,124,054	3,705,444
Surplus/(deficit) before Visitor & Education Centre Funding	-285,468	-327,887	757,255	684,791	- 1,176,728
Add Visitor & Education Centre Funding	1,148,977	1,052,381	3,015,758	3,369,162	3,469,162
Surplus/Deficit	863,509	724,494	3,773,013	4,053,953	2,292,434

Karori Sanctuary Trust
Statement of Financial Position
As at 31 December 2009

	Actual 31/12/09 \$	Budget 31/12/09 \$	Budget 30/06/10 \$
<u>EQUITY</u>			
Accumulated Funds	<u>10,231,016</u>	<u>9,861,276</u>	<u>8,749,760</u>
<u>CURRENT ASSETS</u>			
Cash and Bank	5,560,372	5,616,077	332,456
Accounts Receivable	62,591	39,056	36,474
Stock on Hand	<u>23,872</u>	<u>23,872</u>	<u>51,838</u>
TOTAL CURRENT ASSETS	5,646,835	5,679,005	420,768
<u>NON CURRENT ASSETS</u>			
Fixed assets	<u>16,918,060</u>	<u>16,468,294</u>	<u>20,342,656</u>
TOTAL NON CURRENT ASSETS	16,918,060	16,468,294	20,342,656
<u>TOTAL ASSETS</u>	<u>22,564,895</u>	<u>22,147,299</u>	<u>20,763,424</u>
<u>CURRENT LIABILITIES</u>			
Unearned Income	133,305	130,463	138,296
Holiday Pay Accrued	104,994	104,994	119,062
Creditors	1,287,175	960,401	366,227
GST to pay	-215,603	1,745	1,745
Grants received in advance	5,591	0	0
CTW	<u>108,333</u>	<u>108,333</u>	<u>108,333</u>
TOTAL CURRENT LIABILITIES	1,423,796	1,305,936	733,663
<u>TERM LIABILITIES</u>			
Limited recourse WCC loan	9,960,083	10,030,087	10,380,000
Community Trust Loan	<u>950,000</u>	<u>950,000</u>	<u>900,000</u>
TOTAL TERM LIABILITIES	10,910,083	10,980,087	11,280,000
<u>TOTAL LIABILITIES</u>	<u>12,333,879</u>	<u>12,286,023</u>	<u>12,013,663</u>
<u>NET ASSETS</u>	<u>10,231,016</u>	<u>9,861,276</u>	<u>8,749,761</u>

Karori Sanctuary Trust
Statement of Cashflow at 31 December 2009

	December Quarter \$	Quarter Budget \$	YTD Actual \$	YTD Budget \$	Annual Budget \$
Surplus/(deficit) from Operations	-285,468	-327,884	757,255	584,788	-1,176,728
Add Non Cash Item - Depreciation	50,186	50,600	103,042	103,457	389,393
Add(deduct) Movements in Working Capital					
Dec/(Inc) in GST Receivable	-109,582	0	-173,052	-75,844	-75,844
Dec/(Inc) in Stock	0	0	0	0	-27,966
Dec/(Inc) in Accounts Receivable	-39,907	0	-23,536	0	2,582
(Dec)/Inc in Income in Advance Operations	7,562	0	8,433	0	7,833
(Dec)/Inc in Accounts payable Operations	358,569	0	348,881	0	35,299
Net Cash Flows From Operating Activities	-18,639	-277,284	1,021,024	612,401	-845,431
Cash Flow from Investing Activities					
Cash was Applied to:					
Purchase of Assets	-31,565	-160,000	-44,185	-160,000	-575,000
Visitor & Education Centre	-3,643,281	2,917,747	-6,016,483	-5,309,749	-9,670,452
Net Cash Flow from Investing Activities	-3,674,846	3,077,747	-6,060,668	-5,309,749	-10,245,452
Cash Flow From Financing Activities					
Cash was Provided from:					
WCC Loan	645,303	382,000	2,893,260	2,963,264	3,313,177
Government Funding - Visitor & Education Centre	1,148,977	952,381	2,915,758	2,719,162	3,369,162
Other - Visitor & Education Centre	0	0	0	0	0
Cash was Applied to:					
Community Trust Loan Repayment	-25,000	-25,000	-50,000	-50,000	-100,000
Net Cash Flow from Financing Activities	1,769,280	1,309,381	5,759,018	5,632,426	6,582,339
Net Increase/ (Decrease) in Cash	-1,924,206	2,045,650	719,373	935,078	-4,508,544
Opening Cash	7,484,579	7,661,727	4,840,999	4,840,999	4,840,999
Closing Cash	5,560,372	5,616,077	5,560,372	5,776,077	332,455
Cash and Cash Equivalents Comprise					
Cash and Bank Balances	5,560,372	5,616,077	5,560,372	5,776,077	332,455

