

Report to the Wellington City Council CCO Performance Committee Third quarter ended March 2013

KEY HIGHLIGHTS

- The new Board and management worked on developing key strategic priorities including finances, price, membership packages, perceptions of value/ visitor experience; brand and communications; funder relationships, and partnerships including VUW & Tenth's Trust
- Grant application to the Wellington Community Trust for the aquarium/eel viewing visitor experience project was successful
- We have submitted an application with Wellington Zoo, to the Regional Amenities Fund for a joint visitor experience development project – advised of approval on 24 April
- We have been working with Victoria University to further explore our partnership model and ways of working together; and with Council on Zealandia's involvement in the Living City and Halo programmes.
- While total visits are 8% behind budget for the Quarter, revenue was up 10% due to paying admissions holding up well and a strong cruise season.
- Shared Services – Discussions and exchange of data continued during the quarter for the transition of payroll to the Wellington City Council. The 02nd May as the agreed date for the first pay run under the new WCC system.

STRATEGIC PROJECTS AND PARTNERSHIPS

- The Board Strategic business planning workshops were held in February focusing on key strategic objectives for 2013/14 and the areas in which Zealandia will achieve significant improvements over the next 12 months. This was followed up with workshops with Zealandia staff.
- The Board attended workshops with Victoria University Wellington management held at VUW Marine Ecology Centre, and follow up discussions in March resulting in setting up an adhoc joint committee to work on the foundations for a long term presence for Victoria University at the Sanctuary.
- A marketing subcommittee was established to review pricing and membership packages.
- An appreciation function was held for retiring trustees and to acknowledge VUW partnership and Mitsubishi sponsorship.
- Meetings held with key partners during the period.
- We partnered with Wellington Zoo to develop an application to the Regional Amenities Fund.
- We hosted Council's management at Zealandia in February
- We attended a meeting of the Kelburn Precinct group and contributed to a visitor research project.
- We undertook preparations for the Guardians' elections.

VISITORS EXPERIENCE

- Preparation for Sirocco the kakapo's visit in July- September began.
- An \$8,000 grant from the Wellington Community Trust was secured for the completion of an engineering and feasibility study to raise the profile of our freshwater native species around the aquarium and eel viewing areas. We plan to relocate the aquarium and provide visitor access to a natural pool further upstream where new signage and the aquarium, with water flow direct from the stream, can be given context, and where Zealandia's daily eel feeding can be carried out in a richer educational setting.
- The cruise season, having started well in Quarter 2, continued even more strongly in Quarter 3.
- February's events programme activities and presentations were themed on Tuatara. The events programme in March was themed around insects. Going by the strength in paying admissions this has generated some interest.
- Night tours averaged 100% sightings of Kiwi during the quarter, with sightings of other animals such as Tuatara, Frogs and Eels also high.

EDUCATION

- The Karori Sanctuary Halo Project with Kelburn Normal School is currently underway. The project provides for school communities to work with us to collect baseline data on pest numbers and develop pest control systems.
- The Junior Ranger school holiday programme was successfully delivered in the January 2013 school holiday period
- Education team welcomed 1,103 students to its programmes for the quarter ended 31 March 2013

Halo Project

Zealandia staff participated in stakeholder meetings in March to progress the project. Included in the meetings were representatives of Wellington City Council, WWF, Wellington Regional Council, Wellington Zoo, SPCA, VUW, Conservation Volunteers and others.

OPERATIONS FACILITIES

The 2013 Foundation for Youth Development (FYD) big walk took place on Sunday the 14th of April. The course this year was planned & staffed by Zealandia with the aim of showcasing the valley and required significant work to areas of the upper valley. Although participants were down from last year, there was an uptake of over 40 memberships on the day, no injuries and subsequent to our greater involvement we will receive a larger portion of the proceeds.

The Inner perimeter cut is complete. The 2013-14 Building Warrant of Fitness for the visitors centre has been attained.

FLORA & FAUNA

Hihi

Breeding season ended when the last chicks fledged about 17 March. In all 48 chicks fledged successfully, an average season. Feathers have been collected so the sex of all nestlings can be confirmed but the sex imbalance is expected to continue with better survival of juvenile males than females. Feeder use has dropped significantly as usual, though perhaps more dramatically this season, as birds forage on plentiful natural foods (insects and fruits).

Parakeets

Thirteen pairs were confirmed and 26 kakariki nests monitored, 10 of these found in natural sites by tracking parent males. The population has continued to increase with 53 individuals seen at supplementary feeders in March, the highest number recorded since their releases in 2010 & 2011.

Kaka

83 chicks fledged from nest boxes and about 20 more (unbanded) from natural nests this season, taking the known Wellington population over 250. From now on nestlings will be micro-chipped and banded with a single cohort colour only because we have 10 years of data from when kaka were first released here showing kaka are thriving and it is getting more difficult to individually identify birds (with the range of colour options we have and increasing numbers of unbanded birds that have fledged from inaccessible or unknown natural nests).

Bellbirds

Eight females bred successfully in the sanctuary with 62 juveniles banded. Surveys outside the sanctuary during March detected 36 banded bellbirds (3 adult females and 16 banded juveniles) confirming the usual pattern of bellbirds dispersing away from the safety of the sanctuary after the breeding season. Unless predation rates can be reduced the breeding population will continue to decline

Takahē

T2 and Puffin continue to be regularly seen by visitors

Tuatara

Tuatara continue to be regularly seen by visitors but as temperatures drop daytime sightings will diminish, although the nursery juveniles are likely to continue to be seen on night tours even when temperatures are low.

Kiwi

The VUW research project has finished but records are still being kept of sightings during night tours, with most tours seeing more than one bird

Maud Island Frogs

Visitors on most night tours see the frogs in the display enclosure on the Te Mahanga track. Three adult frogs and 7 juveniles have been discovered outside the research enclosure during a VUW MSc study indicating better survival and successful breeding than expected since their release in 2007.

Shags

Monthly surveys continue and confirm that pied shags are now the most numerous species roosting and nesting in the valley, a reliable sight for visitors looking across the lower reservoir from Lake Rd. Little shags and black shags also breed here while little black shags only roost here, mainly during autumn/winter

Weeds

Three new species were found by the team contracted to survey and control weeds, confirming the ongoing risk of invasion (mainly from neighbouring backyards) and the need for vigilance

VOLUNTEERS

Total volunteer hours for the quarter are an estimated 9,187 hours.

RETAIL, CAFE and FUNCTIONS

January – March is traditionally the busiest quarter in the Café and Functions department. During this time we held 14 weddings, 3 very large corporate functions and various other private functions and day meetings. Feedback received on food and service was consistently rated an average of 9/10. We also held our annual Tuatara Beer and Food Match event in February.

Total function visitors during this quarter were 1615.

The café performed very consistently throughout the quarter, tracking below budget but with increased profitability.

We made an improvement to the small external deck in the café by building some planter boxes for native and kitchen herbs, and adding some rustic outdoor tables. These were well utilised on sunny days.

RESEARCH

Research being undertaken in the valley currently includes:

Institution	Qualification	Dates:	Topic/actions
Auckland University		ongoing	Epiphytic planting trials for Northern rata - attached to Hinau, rewarewa & pine in several locations
VUW	-	31/10/06-31/10/46	Effect of climate change on herbivory
DOC		Final survey due Feb 2013	Can exotic fish be eradicated successfully? Trials with rotenone undertaken Feb/March 2011
VUW	Post Doc/FORS T	July 2010- July 2013	Genetics of Little spotted kiwi
VUW	PhD	Feb 2011-2014	Inbreeding and ecology of Little spotted kiwi
VUW	PhD	Fieldwork finished	Year to year differences in numerical and spatial cognitive abilities in robins
VUW	PhD	Fieldwork finished	Spatial and temporal aspects of song variation in the forest bird community
VUW	PhD	18/5/09-31/12/2012	Acoustic survey of kiwi
Landcare		1/1/09-1/4/2013	Monitoring lizard population changes using artificial covers
Otago Univ	MSc	Fieldwork finished	Assessing the impact of rotenone on native fish and stream invertebrates
GNS Science		March 2012- April 2013	Development of a paleothermometer using bacterial remains for assessing past climate changes
VUW	PhD	May 2011- May 2013	Phenological patterns in fruit and frugivores in a NZ forest
Massey Univ	Post Doc	September 2012- February 2014	Genetic study of inbreeding rates of tree fuchsia at several sites with different levels of pollinating birds
VUW	PhD	September 2012- February 2013	Are avian visitation rates to NZ flowers influenced by floral morphology and colour
Zoological Society, London		May 2011- May 2014	Inbreeding, genetic drift and genetic management in hihi

MEASUREMENT AGAINST TARGETS IN SOI

High level outcome measures

Measure	Frequency	March Qtr Actual	March Qtr Target	Annual Target 2012/13
Visitation numbers	Quarterly	25,674	27,880	88,400
* Members units	Annually	n/a	n / a	5,139
Individual members				11,433
** Number of school student visits	Quarterly	1,103	1,616	6,751
Total native plant species in the Sanctuary	Annually	Annual	Annual	171
Total number of species to be planted	Annually	annual	Annual	30
Total adventives plant species in the Sanctuary	Annually	annual	Annual	211
Number of exotic plant species targeted for control / monitoring	Annually	annual	Annual	34
Total native fauna species in the Sanctuary	Annually	annual	Annual	43
Number of native fauna species released	Annually	annual	Annual	3

** Numbers included in total visitation numbers above.

Total visits are 8% behind budget for the quarter, as member visits performed below budget. This is partly due to postponement of earlier planned membership promotion. The promotion is now planned for later in the year. We are also working to address the issue of current membership attrition. Education quarter target not achieved but year to date is 100% (phasing issue). However the cruise season and general admissions have performed strongly for the quarter.

Cost effectiveness measures

Measure	Frequency	March Qtr Actual	March Qtr Target	Annual Target 2012/13
Average subsidy per visit.	Quarterly	\$13.63	\$12.55	\$3.96
Average revenue per visitation (excludes Council & Government grants and interest received).	Quarterly	\$31.48	\$27.40	\$27.05

We received the Wellington City Council grant of \$350,000 in January 2013.

Organisational health and capability measures

Measure	Frequency	March Qtr Actual	Annual Target 2012/13
Overall satisfaction (out of scale of 10)	Quarterly	9.2	≥ 9
Volunteer numbers	Quarterly	> 400	> 400
% of School visits rate their overall satisfaction as being good to excellent	Annually	n/a	≥ 98%
Qualmark accredited	Two yearly	n/a	achieved

FINANCIALS

Financial Performance

- Total Revenue for the quarter was \$1,161K; this was \$47K above budget. Trading income was \$48k above budget and Other Income met budget level for the quarter.
- Total Expenditure for the quarter of \$806K this was \$56K better than budget. Personnel costs were over budget by \$36K, this was a timing issue. However Other costs were \$92K under budget
- For the quarter, deficit before depreciation at \$356k was \$103k better than budget. After depreciation deficit at \$452k was \$27k better than budget.

Financial Position

- Cash at bank as at the end of March 2013 was \$944k, \$223k better than budget.

Karori Sanctuary Trust

Statement of Financial Performance

For quarter ended 31st March 2013

	March Qtr Actual \$	March Qtr Budget \$	Var \$	Var %	YTD Actual \$	YTD Budget \$	Var \$	Var %	Full Yr Budget \$
REVENUE									
Trading Income	726,457	678,170	48,287	7.1%	1,670,891	1,669,818	1,074	0.1%	2,060,055
WCC Grant	350,000	350,000	0	0.0%	350,000	350,000	0	0.0%	350,000
Other Income	81,694	85,814	(4,120)	(4.8%)	302,123	275,966	26,157	9.5%	331,495
TOTAL REVENUE	1,158,151	1,113,984	44,167	4.0%	2,323,014	2,295,784	27,231	1.2%	2,741,550
EXPENDITURE									
Personnel Costs	493,180	456,863	(36,317)	(7.9%)	1,342,598	1,333,454	(9,144)	(0.7%)	1,772,563
Other Costs	303,022	395,373	92,351	23.4%	841,686	1,062,924	221,239	20.8%	1,429,261
TOTAL EXPENDITURE	796,203	852,236	56,033	6.6%	2,184,284	2,396,379	212,095	8.9%	3,201,824
Surplus / (Deficit) Before Depn & Interest									
	361,949	261,748	100,201	(38.3%)	138,730	(100,595)	239,325	237.9%	(460,274)
Interest Income	3,702	416	(3,286)	(789.8%)	13,789	7,601	(6,188)	(81.4%)	7,601
Less Interest Expense	9,875	9,875	0	0.0%	31,087	31,087	0	0.0%	40,735
Depreciation	223,968	229,529	5,561	2.4%	689,436	708,193	18,757	2.6%	940,000
Surplus / (Deficit)	131,807	22,760	109,048	(479.1%)	(568,004)	(832,274)	264,270	31.8%	(1,433,408)

Karori Sanctuary Trust
Statement of Financial Position
As at 31st March 2013

	Actual 31 March 2013 \$	Budget 31 March 2012 \$	Budget 30 June 2013 \$
<u>EQUITY</u>			
Accumulated Funds	<u>6,978,992</u>	<u>6,714,723</u> 0	<u>6,113,588</u>
<u>CURRENT ASSETS</u>			
Cash and Bank	944,530	721,086	295,971
Accounts Receivable	83,326	25,000	40,000
Prepayments	91,911	94,716	54,126
Stock on Hand	72,842	80,000	80,000
TOTAL CURRENT ASSETS	<u>1,192,609</u>	<u>920,802</u>	<u>470,097</u>
<u>NON CURRENT ASSETS</u>			
Fixed Assets	<u>17,261,115</u>	<u>17,253,301</u>	<u>17,071,994</u>
TOTAL NON CURRENT ASSETS	<u>17,261,115</u>	<u>17,253,301</u>	<u>17,071,994</u>
<u>TOTAL ASSETS</u>	<u><u>18,453,724</u></u>	<u><u>18,174,103</u></u>	<u><u>17,542,091</u></u>
<u>CURRENT LIABILITIES</u>			
Unearned Income	170,426	150,000	150,000
Holiday Pay Accrued	80,175	109,718	109,718
Creditors	115,121	120,000	114,126
GST to Pay / (GST Refund)	37,321	(364)	(363)
Grants Received in Advance	0	0	0
CTW	100,000	108,333	108,333
TOTAL CURRENT LIABILITIES	<u>503,043</u>	<u>487,687</u>	<u>481,814</u>
<u>TERM LIABILITIES</u>			
Community Trust Loan	625,000	625,003	600,000
Limited Recourse WCC Loan	10,346,689	10,346,689	10,346,689
TOTAL TERM LIABILITIES	<u>10,971,689</u>	<u>10,971,692</u>	<u>10,946,689</u>
<u>TOTAL LIABILITIES</u>	<u>11,474,732</u>	<u>11,459,379</u>	<u>11,428,503</u>
<u>NET ASSETS</u>	<u><u>6,978,992</u></u>	<u><u>6,714,724</u></u>	<u><u>6,113,588</u></u>

Karori Sanctuary Trust
Statement of Cash Flows
For quarter ended 31st March 2013

	March Qtr Actual \$	March Qtr Budget \$	YTD Actual \$	YTD Budget \$	Full Yr Budget \$
Operating Activities					
Operating Surplus / (Deficit)	361,949	261,748	138,730	(100,595)	(460,276)
Working Capital Movement	(40,590)	40,590	(121,201)	(96,527)	(76,811)
Net Cash from Operating Activities	321,358	302,338	17,529	(197,122)	(537,087)
Investing Activities					
Purchase of Assets	(0)	(16,100)	(38,559)	(49,500)	(100,000)
Net Cash from Investing Activities	(0)	(16,100)	(38,559)	(49,500)	(100,000)
Financing Activities					
Interest Received	3,702	416	13,789	7,601	7,601
Interest Expense	(9,875)	(9,875)	(31,087)	(31,087)	(40,735)
Repayment of CTW Loan	(25,000)	(24,999)	(83,333)	(74,997)	(100,000)
Net Cash from Financing Activities	(31,174)	(34,458)	(100,631)	(98,483)	(133,134)
Net Increase / (Decrease) in Cash	290,184	251,780	(121,661)	(345,105)	(770,221)
Net Cash at Beginning	654,347	469,306	1,066,192	1,066,192	1,066,192
Cash at End of Period	944,531	721,086	944,531	721,087	295,971