



Report to the Wellington City Council CCO Performance Committee 3rd Quarter ended March 2014

KEY HIGHLIGHTS

- The Spring Relaunch continued to be a success with increases in visitor numbers, membership, café and retail revenue growth and satisfaction.
- January, February and March 2014 were our largest visitor numbers for those months.
- Paid visitor numbers are up 19% against Budget (32% ahead of the same period last year).
- Admission revenue is up 21% against Budget.
- Memberships have increased 24% compared to last year.
- We have refreshed our visitor experience and designed a new Youth Program with Sleepovers and Junior Rangers component.
- We continue working with the Council IT department on shared network administration.
- Breeding season completed during this quarter with startling results (see Appendix A).

VISITATION

This quarter, we continued to improve in terms of total visits, with each month exceeding previous bests. Quarter 3 total visits were 8% ahead of Budget (21% ahead of the same period last year).

Paying general admission exceeded Budget for the quarter by 19% (32% ahead of the same period last year). Admissions Revenue exceeded Budget by 21% but, due to the significant general admission price reduction in October, fell short of the same period last year by 11%.

Education Visits

The education team welcomed 996 students to its programmes during the quarter (14% below Budget) but we expect to pick up numbers in Quarter 4.

Functions/Cafe

Rata Café has continued to increase its revenue and customer base over the quarter. The café was very busy, with a mix of tourists, cruise ship customers and many locals bringing their families for lunch.

A total of 1,882 function guests visited this quarter. This was a mainly meeting room hires, corporate events and weddings.

MEMBERSHIPS

New and renewed memberships for the quarter were up 11% compared to the same period last year, with individual members up 16%.

VOLUNTEERS

Total volunteer hours for the March quarter were 8,208 hours excluding pro bono services.

MEASUREMENT AGAINST TARGETS IN SOI

Non Financial Performance Measures (Quarterly Targets)

Measure	2013/14 Third Quarter (Jan-Mar)		2013/14 Annual	
	Target	Actual	Target	Actual (YTD)
Visitation	28,501	30,919	89,365	76,756
Education Visits (LEOTC, Tertiary, Early Childhood, School Holiday Programme)*	1,155	996	8,445	5,991

* Numbers included in total visitation numbers above.

Non Financial Performance Measures (Annual Targets)

Measure	Annual Target 2013/14	Actual YTD
Membership	4,950	4,295**
Quality of Visit	90%	93%
Volunteers	>400	450
City Residents' Awareness***	85%	N/A

** This figure is our current membership base only. Lapsed memberships within our renewal period of up to 3 months, give a total of 4,815.

***A survey will be completed at the end of the final quarter to assess the level of awareness of city residents.

Conservation Programme (Annual Targets)

Measure	Annual Target 2013/14	Actual
Total native plant species in the Sanctuary	176	Performance against conservation targets will be reported at the end of the final quarter.
Total adventives (exotic) plant species in the Sanctuary	214	
Percentage of Native Flora	45%	
Total native fauna species in the Sanctuary	42	
Number of new native fauna species released (not previously present)	0	
Total exotic fauna	17	
Percentage of Native Fauna	71%	

Financial Performance Measures

Measure	Annual Target 2013/14	Actual YTD
Average subsidy per visit (Total WCC Operating Grant/All Visitors)	\$ 9.79	\$8.55
Average revenue per visitation (excludes Council & Government grants).	\$ 28.40	\$24.65

RETAIL

Retail has continued to perform very well and is ahead of Budget for the quarter by 7% (12% ahead of the same period last year. The team have done an excellent job running a very busy front desk over the first few months of this year, successfully managing the increased volume of business.

Our strongest selling non-sale items by revenue were Ladies' Tees closely followed by soft toy Kiwi and Sequin Decorations featuring NZ native flora and fauna. We had a big shuffle in the layout of the store which we feel has really opened the space up and given us some new options to display product differently!

NATURE CONNECTIONS

ZEALANDIA is involved with the Wellington Regional Amenities Fund (WRAF) funded pilot project aimed at identifying and improving the interpretive connections between similar eco-tourism destinations in Wellington region.

In the next 12 month period, the Nature Connections brand will be launched. Each organisation will develop interpretive tools onsite highlighting why the region is inspirational and what the connections are between the partner organisations. ZEALANDIA will have four staff members trained as 'trainers' in presentation delivery. These trainers will subsequently provide a series of professional development training sessions for staff and volunteers aimed at improving presentation skill sets and improving the quality of the visitor experience at ZEALANDIA.

ZEALANDIA staff members have taken the opportunity provided by Nature Connections to visit each partner organisation's site to gain a greater understanding of their visitor experience and interpretation techniques. Nature Connections has provided excellent opportunities for ZEALANDIA to build relationships with other partner organisations that we hope to continue fostering over the next 12 months of the pilot project.

VICTORIA UNIVERSITY PARTNERSHIP

Discussions with Victoria University have progressed over this quarter. A workshop has been scheduled for 11th June 2014 to design a vision for the partnership, define the next steps and outline an action plan to move the relationship from the abstract to reality.

FINANCIALS

Financial Performance

- Total Revenue for the quarter was \$1,022k (\$32k above Budget). Trading income was \$54k above Budget, but this was offset by \$22k below Budget in Other Income. We had continued Revenue growth in Admissions, Memberships, Café and Retail areas for the quarter due to our Spring Relaunch in October 2013.
- Total Expenditure for the quarter was \$921k (\$34k above Budget). This was due to higher insurance costs, special project costs and more stock purchases to meet higher visitor demand.
- For the quarter, the surplus before depreciation was \$100k (\$3k below budget). Year to date, the surplus before depreciation was \$215k (\$84k above budget).

Karori Sanctuary Trust Statement of Financial Performance For quarter ended 31st March 2014

	March Qtr Actual \$	March Qtr Budget \$	YTD Actual \$	YTD Budget \$	Full Yr Budget \$
REVENUE					
Trading Income	763,344	709,239	1,891,763	1,728,887	2,072,938
WCC Grant	218,751	218,751	656,251	656,247	875,000
Other Income	40,112	62,915	192,872	278,779	397,184
TOTAL REVENUE	1,022,206	990,905	2,740,886	2,663,913	3,345,122
EXPENDITURE					
Personnel Costs	493,898	482,835	1,378,265	1,425,508	1,861,750
Other Costs	427,645	404,558	1,146,701	1,107,102	1,482,204
TOTAL EXPENDITURE	921,543	887,393	2,524,965	2,532,610	3,343,954
Surplus / (Deficit) before Depn	100,664	103,512	215,920	131,303	1,168
Depreciation	336,170	226,529	1,057,003	700,143	926,753
Surplus / (Deficit)	(235,506)	(123,017)	(841,082)	(568,840)	(925,585)

Financial Position

Karori Sanctuary Trust
Statement of Financial Position
As at 31st March 2014

	Actual 31 March 2014 \$	Budget 31 March 2014 \$	Budget 30 June 2014 \$
<u>EQUITY</u>			
Accumulated Funds	<u>4,789,190</u>	<u>5,846,510</u>	<u>5,486,329</u>
<u>CURRENT ASSETS</u>			
Cash and Bank	901,905	760,483	611,321
Accounts Receivable	149,262	40,000	40,000
Prepayments	18,194	42,522	42,522
Stock on Hand	85,250	54,967	54,967
TOTAL CURRENT ASSETS	<u>1,154,611</u>	<u>897,972</u>	<u>748,810</u>
<u>NON CURRENT ASSETS</u>			
Fixed Assets	15,258,394	16,397,386	16,182,777
TOTAL NON CURRENT ASSETS	<u>15,258,394</u>	<u>16,397,386</u>	<u>16,182,777</u>
<u>TOTAL ASSETS</u>	<u>16,413,005</u>	<u>17,295,358</u>	<u>16,931,587</u>
<u>CURRENT LIABILITIES</u>			
Unearned Income	164,059	178,715	178,715
Holiday Pay Accrued	99,857	97,712	97,712
Creditors	122,984	200,729	222,142
GST to Pay / (GST Refund)	46,476	0	0
Grants Received in Advance	218,749	0	0
CTW	100,000	100,000	100,000
TOTAL CURRENT LIABILITIES	<u>752,125</u>	<u>577,156</u>	<u>598,569</u>
<u>TERM LIABILITIES</u>			
Community Trust Loan	525,000	525,003	500,000
Limited Recourse WCC Loan	10,346,689	10,346,689	10,346,689
TOTAL TERM LIABILITIES	<u>10,871,689</u>	<u>10,871,692</u>	<u>10,846,689</u>
<u>TOTAL LIABILITIES</u>	<u>11,623,815</u>	<u>11,448,848</u>	<u>11,445,258</u>
<u>NET ASSETS</u>	<u>4,789,190</u>	<u>5,846,510</u>	<u>5,486,329</u>

Cashflows

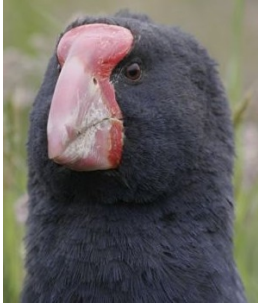
**Karori Sanctuary Trust
Statement of Cash Flows
For quarter ended 31st March 2014**

	March Qtr Actual \$	March Qtr Budget \$	YTD Actual \$	YTD Budget \$	Full Yr Budget \$
Operating Activities					
Operating Surplus / (Deficit)	108,694	109,624	230,006	147,235	21,971
Working Capital Movement	77,966	(22,715)	46,607	(707)	5,270
Net Cash from Operating Activities	186,660	86,909	276,613	146,528	27,241
Investing Activities					
Purchase of Assets	(2,972)	(19,100)	(20,506)	(30,000)	(47,000)
Net Cash from Investing Activities	(2,972)	(19,100)	(20,506)	(30,000)	(47,000)
Financing Activities					
Interest Received	2,808	2,400	15,170	11,000	14,400
Interest Expense	(10,835)	(8,512)	(29,256)	(26,932)	(35,203)
Repayment of CTW Loan	(25,000)	(24,999)	(75,000)	(74,997)	(100,000)
Net Cash from Financing Activities	(35,835)	(31,111)	(89,086)	(90,929)	(120,803)
Net Increase / (Decrease) in Cash	147,853	36,698	167,021	25,599	(140,562)
Net Cash at Beginning Cash at End of Period	754,052 901,905	723,785 760,483	734,884 901,905	734,884 760,483	734,884 594,322

Appendix A: Conservation Update

FLORA & FAUNA

Takahē



- For the first time there was no nesting attempt but the pair continue to appear healthy and are a great advocacy species.
- T2 will be 20 years old in November 2014, Puffin 19 in December so both entering their twilight years.

Tuatara



- Releases of 7 juveniles from display enclosures already written up.
- 1st “escape” assumed to be by climbing the fence – male transferred in 2007 ended up at the Nest with damaged tail.
- Juveniles, including quite small animals, regularly seen on warm days alongside Lake Rd.

Kakariki:

- Double the number of pairs this season (2012-13: 13prs. 2013-14: 25+ prs).
- 25 prs were confirmed breeding but there were several more suspected of nesting but the nests sites were not found.
- 45 nests were located (27 were in boxes and 18 in natural sites).
- 129 chicks banded (end Feb).
- To help locate natural nests 5 transmitters were used on 10 different birds.
- Natural sites were in Fuchsia and one Mahoe, rotten stumps of pine and a Pseudopanax, three tree fern trunks (one vertical and two fallen horizontal).

Two further nest site options experiments with 2 to 3m lengths of Mamaku were positioned horizontally between two trees. One end of the hollow trunk was blocked off creating a narrow long cavity.

Bellbirds

- The goal of establishing a viable population in the Sanctuary took another backward step this season with a continuation of poor recruitment of females into the breeding population being the limiting factor.
- Only 5 females bred - only 3 survived till the end of the season.
- Productivity across the breeding population remained high with fledglings/female being 6.4, and close to 3 birds being fledged per nest. However buried within the data is the extraordinary breeding effort of one female which was responsible for 13 fledglings of the 32 that were produced. The female in question has produced 52 fledglings over the 4 seasons she has been

monitored. It is reflective of our ongoing issues with dispersal that only 1 of her progeny has been recruited into the breeding population (and that was a male)

- There were 8 females recorded outside the sanctuary – 3 were recorded as breeding and of these 2 produced fledglings (both in Karori cemetery).
- That there were 8 females and 12 males recorded outside the sanctuary during the breeding season provides the glimmer of hope for the viability of the within-sanctuary population.
- As a side-note we recorded the death of the oldest sanctuary bellbird – male of 8yr 11mth 14days between banding and death. This is the oldest bellbird in New Zealand records – it was killed by a cat in Kelburn.

Kaka:

- Most breeding pairs ever monitored – 28 pairs (2 more than previous best) / another pair known to have used a natural nest for 2 clutches.
- Most number of eggs laid (216) and most chicks hatched (119) in a season. There was a hatch rate of 55% compared with 61% last season when there were 26 pairs nesting
- 102 chicks were banded and microchipped – a sanctuary record
- 5 nestlings were transferred to Mt Bruce/Pukawa to be raised to independence. Two of these were released at Boundary Stream this week.
- We are seeing a large number of unbanded fledglings at the feeders which suggests there were unlocated natural nests inside and probably outside the sanctuary.
- A new nest box design and a move to offering only one nest-box per site were trialled. Initial thoughts suggest that both trials have been successful
- Julia Loepelt is presently undertaking PhD research into kaka problem solving. She is being supported by Zealandia volunteers
- A student from the Massey School of Veterinary Science, Aditi Sriram is initiating a study into lead toxicity levels and possible contamination pathways within the Zealandia and possibly Mt Bruce kaka populations.

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	-	October 2006-2046	Effect of climate change on herbivore
VUW	PhD	Feb 2011-2014	Inbreeding and ecology of Little spotted kiwi
GNS Science	-	March 2012-May 2014	Development of a paleothermometer using bacterial remains for assessing past climate changes
VUW	MSc	March 2012-May 2014	Seasonal cycle of bacterial lipids in NZ lakes
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-November 2014	Trophic interactions between a predator-parasite-host assemblage in NZ forests
VUW	MSc	September 2012-November 2013	Role of kiwi and mice in frog survival following transfer
VUW	PhD	September 2013-2015	Population viability of tuatara at 3 mainland translocation sites
VUW	PhD	June 2013-April 2016	Foraging behaviour of kaka
Zoological Society, London	-	May 2011-May 2014	Inbreeding, genetic drift and genetic management in hihi