



Report to the Wellington City Council CCO Performance Committee First quarter ended December 2011

KEY HIGHLIGHTS

- We have attracted over 4,300 visitors for Sirocco tours with 90% customers rated the experience 8 and above, out of a scale of 10.
- We have released 15 juvenile tuatara into their nurseries sponsored by Tuatara Brewery and supported by Ngati Koata and the Wellington Tenth's Trust.
- Puffin our "mature" female takahe was sitting on a nest! Unfortunately the egg did not hatch.
- We hosted 70 people from American Travel Writers Association, many have opted to also spend a day volunteering in the sanctuary.
- Maud Island frogs are now regularly seen during night tour.
- Sir Paul Callaghan has presented to more than 70 invited guests on "the Sanctuary Vision and its importance to New Zealand."
- International visitor numbers for the six months to December 2011 were 35% more than the same period in previous year, despite the depressed international market. This was due to the introduction of the free shuttle bus from downtown to ZEALANDIA, the Rugby World Cup, and greater awareness of ZEALANDIA and what it offers. The increase was primarily from free independent travellers rather than Trades.

VISITORS / MEMBERSHIPS

- Visitors for the quarter at 25,829 were 19% above last year same period (after adjusting for last year open weekend visitors), but below budget of 28,238 (8.5%). The below budget visitor numbers were impacted by the wetter weather especially in December; lower than anticipated local visitor numbers during the Rugby World Cup and the subsequent period, and the recognition of some of the October Sirocco tours in September.
- As quoted in the highlights, international visitor numbers for the six months to December 2011 were 35% more than the same period in previous year, despite the depressed international market. This was due to the introduction of the free shuttle bus from downtown to ZEALANDIA, the Rugby World Cup, and greater awareness of ZEALANDIA and what it offers. The increase was primarily from free independent travellers (FIT) rather than Trades.

- During cruise ships days, we have seen a healthy number of FITs utilising our shuttle. We have also put on an extra shuttle running between Cable Car and ZEALANDIA for some of the cruise days to increase our capacity.
- For the summer period (January to March), we have offered 20% discounts off family ZEALANDIA admission to make it easier for families to visit.
- Membership as at the end of the quarter was 11,351 individuals (5,075 units) as compared to 11,523 (5,291) last year. The average number of members per membership and the renewal rate were both up on last year. We have also offered an incentive scheme for joining as members whereby adults, seniors and students who join before 31st March will get a free night tour redeemable from April to June.

EDUCATION

- While the weather has been less than obliging at times with plenty of rain and winds exceeding 130km/hr, only one cancellation was required - a testament to a visitor centre that affords students a place to go inside out of the wild weather and still be educated.
- The Ministry Of Education held workshops to outline the new LEOTC funding structure that will come into play from next year. Our present funding that was due to expire June 2013 has been extended for one year till 2014 to allow for the transition of contracts. We are discussing with other partners such as the zoo, Carter Observatory, Marine Education, Port Nicolson Block Settlement Trust as to how we can work together under the new regional provision system.
- The educator continues to work with DOC developing a web-based interactive planning tool (working title: MyPlanet) to help teachers explore and develop with their students big ideas and values about the natural world and conservation. As well as the obvious benefits to schools the website will allow teachers to look for activities in the community that are delivered by conservation education providers: ZEALANDIA. The benefits to our organization are the national spread of this website and how ZEALANDIA will be made available to teachers throughout the country.

MEDIA / VIP's

ZEALANDIA hosted a number of local, domestic and international media / agents / VIP's during the quarter including:

- We hosted 70 people from American Travel Writers Association. Many have also volunteered their time in the sanctuary with 40 wooden bait stations finished ready for deployment.
- RWC Great Crusade TV
- Rough Guide
- Lonely Planet
- South African TV
- Boston Globe paper
- Sunday Star Times for Sirocco
- Australia and New Zealand Magazine
- DomPost
- Animal Academy (Whitebait TV)

ZEALANDIA had a range of media coverage during the quarter including:

- Sirocco in Dom Post, Capital Times, 3 News, Stuff, Radio NZ, and NZ Herald
- DomPost – on funding issues
- DomPost, TV3 - Tahahe on naughty getaway; Tahahe eats duckling
- DomPost & National Radio, Our Changing World - tuatara babies
- TV3

ZEALANDIA has 1,618 Facebook fans and 811 Twitter followers. There are 78 members on the ZEALANDIA visitors Flickr group and 1,876 visitor photos posted.

FLORA & FAUNA

Kakapo



Sirocco educational tours attracted over 4,300 visitors with 90% customers rated the experience 8 and above, out of a scale of 10. He has now gone back to Maud Island. We hope to hold Sirocco earlier this year before day night savings so that the tours can start earlier in the evening.

Sirocco thrived at the sanctuary, gain weight as usual so all expectations were met from a husbandry perspective. DOC organised a behavioural scientist from America to visit Sirocco and observations/ experiments have identified some possible handling strategies for the future.

Hihi



The breeding season is going steady for hihi with 34 chicks fledged, though poor weather has certainly had an effect on nesting success. Second and third clutches are underway,

Genetic samples are taken from all embryos and chicks so that parentage and sex can be determined and inbreeding issues identified.

Our conservation manager attended a 3 day hihi recovery group and research meeting on Tiritiri Matangi Island to discuss current and future research and management. While our population is small (c 50 birds), it is regarded as important in the recovery of this species where currently only the Little Barrier Island population is self-sustaining. To date we have not yet significantly increased the recruitment and population size despite higher productivity than elsewhere, but we have improved the sex ratio with better recruitment of females and will continue to examine options for improving survival and recruitment.

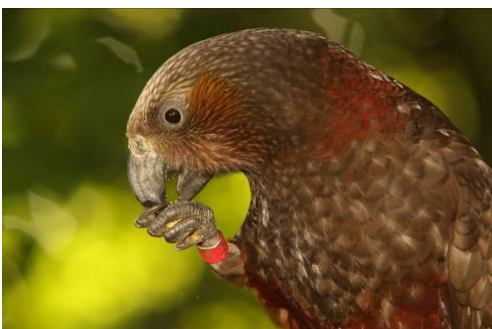
Parakeets



Transmitters continue to be used to attempt to track males to nest sites where they are feeding the female or chicks. Though we continue to successfully attach transmitters to males the practicality of tracking these birds over the time they are carrying them is proving difficult so we will look at a different way of attaching transmitters to males so they stay on longer, allowing us to get some observations on feeding areas etc.

The fledging success this season has initially been low but appears to be improving. We currently have three nests under observation and several are being searched for. Two natural nests have recently fledged.

Kaka



Hatch rate has been good with 82% eggs in nestboxes hatching successfully. Nineteen pairs laid 78 eggs and have hatched 64 chicks - 60 have been banded to date - 1 chick remains under observation following death of 3 siblings (unknown cause) and will be banded assuming no decline is noticed.

Prospecting has been observed so there may be second clutches laid, and we assume several natural nests have been used from behaviour of adults, so the chick count may well increase.

Bellbirds



There are currently 8 females being monitored – a total of 14 females have been monitored through the season. One of these bellbirds returned recently in January which generally returns in October. She has also been recorded outside the sanctuary in western Karori. She is a key individual for gaining insight into the movement of bellbirds between seasons.

A banded juvenile from an early nest was recovered as a cat kill in Maungarakei. Such a large movement by a young bird and so early in the season was a surprise not predicted by the radio-tagging studies of previous seasons. There are plans to deploy to a further 10 transmitters on juveniles and females from February onwards. Dispersal of this species continue to be an issue.

There have been 47 birds banded this season with a further 2 fledglings that have evaded capture and banding. Five females are provisioning nestlings and will probably re-nest – the remaining 3 females are either nest building or incubating and these 3 may be in their final clutches.

Takahē



The takahē pair sat on a nest incubating their egg for over six weeks since early December, despite being surrounded by water after high rainfall raised wetland levels in the new year. Unfortunately the egg did not hatch and was abandoned. A nest cam was put on the nest and had generated lots of interest from visitors.

Tuatara



The 15 juvenile tuatara have been released into their new enclosures and are often seen basking outside their burrows on sunny afternoons. Adult and juvenile tuatara are also regularly seen by visitors in the Research Area as temperatures climb. Nesting has been observed in the Research area.

BIOSECURITY

Pest Animals

An index of abundance, sex and breeding status of the mouse population is undertaken every 2 months and continues to show the annual mouse control is effective but necessary as the population gradually increases over summer due to immigration and breeding.

Plant Pests

The weed team is in full swing. Priorities have included:

- Identification & control of dogwood outliers;
- Training volunteer team in tree control, and as they become more familiar, their targets will be broadened

- Selaginella control & follow up checks
- Climbing Asparagus; revisiting selected sites and extending grid search areas
- Cathedral Bells; revisiting old sites for seedling suppression and adult search. No adults yet found.
- Old Man's Beard; large mature specimen removed from Research Enclosure

RESEARCH

Research being undertaken in the valley currently includes:

Institution	Qualification	Dates	Topics / Actions
Auckland University		Ongoing	Epiphytic planting trials for Northern rata, attached to Hinau, rewarewa & pine in several locations
VUW		31 st Oct 2006 – 31 st Oct 2046	Effect of climate change on herbivory
Waikato University & Cawthron		Ongoing	Effects of perch on cyanobacteria in the lower lake
DOC		Ongoing	Can exotic fish be eradicated successfully? Trials with rotenone undertaken February / March 2011
VUW	Post Doc / FORST	July 2010 – July 2013	Genetics of little spotted kiwi
VUW	PhD	Feb 2011 – Feb 2014	Inbreeding and ecology of little spotted kiwi
VUW	PhD	4 th Mar 2009 – 1 st Mar 2012	Year to year differences in numerical and spatial cognitive abilities in robins
VUW	PhD	9 th Mar 2009 – 9 th Nov 2011	Spatial and temporal aspects of song variation in the forest bird community
VUW	PhD	18 th May 2009 – 18 th May 2012	Acoustic survey of kiwi
Landcare		1 st Jan 2009 – 1 st Apr 2013	Monitoring lizard population changes using artificial covers and radiotelemetry
Otago University	MSc	Sept 2010 – March 2012	Assessing the impact of rotenone on native fish and stream invertebrates
VUW	PhD	May 2011 – May 2013	Phenological patterns in fruit and frugivores in a NZ forest
Zoological Society, London		May 2011 – May 2014	Inbreeding, genetic drift and genetic management in hihi

FUNCTIONS / CONFERENCES

- We have 25 weddings confirmed between November and July 2012. However the corporate function market has been very slow.

FUNDRAISING

- The annual street appeal and direct marketing appeal to members generated a total of \$21,000.

VOLUNTEERS

- The traditional annual volunteer awards barbecue was held in last November with over 180 volunteers attended.
- The number corporate workgroups have increased. During November we hosted an educational visit for the Wellington City Ambassadors – volunteer hosts working for PWT and the i-SITE on cruise days.
- Total volunteer hours for the September qtr was over 7,500 hours.

MEASUREMENT AGAINST TARGETS IN SOI

High level outcome measures

Measure	Frequency	December Qtr Actual	December Qtr Target	Annual Target 2011/12
Visitation numbers	Quarterly	25,829	28,238	91,865
* Members units Individual members	Annually	n/a	n / a	5,400 n / a
** Number of school student visits	Quarterly	1,836	2,020	> 7,068
Total native plant species in the Sanctuary	Annually	annual	annual	182
Total number of species to be planted	Annually	annual	annual	30
Total adventives plant species in the Sanctuary	Annually	annual	annual	212
Number of exotic plant species targeted for control / monitoring	Annually	annual	annual	44
Total native fauna species in the Sanctuary	Annually	annual	annual	44
Number of native fauna species released	Annually	annual	annual	3

Please Note:

* With the new membership structure, the membership unit figure in the target is not directly comparable with the actual figure. The Trust is now reporting individual members rather than units.

** Numbers included in total visitation numbers above.

Cost effectiveness measures

Measure	Frequency	December Qtr Actual	December Qtr Target	Annual Target 2011/12
Average subsidy per visit.	Quarterly	\$ 0.38	\$ 0.35	\$ 0.43
Average revenue per visitation (excludes Council & Government grants).	Quarterly	\$ 32.24	\$ 29.45	\$ 27.41

Organisational health and capability measures

Measure	Frequency	December Qtr Actual	Annual Target 2011/12
Visitors satisfaction factor good to excellent	Quarterly	9.1	> 8.5
Volunteer numbers	Quarterly	> 400	> 400
% of School visits rate their overall satisfaction as being good to excellent	Half yearly	96.4%	> 98%
Qualmark accredited	Two yearly	achieved	achieved

Please Note:

ZEALANDIA has moved to an e-based survey system whereby people opt in to receive a survey which is emailed to them after their visit. Overall satisfaction levels are measured on a scale of 1 to 10, as opposed to the previous 5-point scale, allowing more flexibility and accuracy in the results. This change, along with the responses from a wider range of visitors, has meant a re-assessment of acceptable levels of satisfaction has been considered, and indicators are paper-based surveying over-states satisfaction by 7-10%. As such, the KPI has been adjusted from 95% under the old survey methodology to 8.7 to reflect the equivalent result under the new survey methodology, and this level will be monitored by ourselves and our survey providers, get-smart Ltd.

FINANCIALS

Financial Performance

- For the quarter, deficit before depreciation at \$8k was \$160k better than budget. After depreciation deficit at \$240k was \$161k better than budget. The better than budget performance was due to slightly better revenue (\$2k) and lower expenditure (\$159k) as a result of timing difference and tight cost control.

Financial Position

- Cash at bank as at the end of December 2011 stood at \$1.3m, around \$300k better than budget. This includes \$71k for wedding and function deposits received in advance.

Karori Sanctuary Trust
Statement of Financial Performance
For quarter ended 31st December 2011

	December Qtr Actual \$	December Qtr Budget \$	YTD Actual \$	YTD Budget \$	Full Yr Budget \$
REVENUE					
Trading Income	713,320	744,432	1,100,490	1,116,829	2,171,901
WCC Grant	0	0	40,000	40,000	40,000
Other Income	132,959	100,131	321,821	255,379	395,014
TOTAL REVENUE	846,279	844,563	1,462,311	1,412,208	2,606,915
EXPENDITURE					
Personnel Costs	464,031	519,668	912,154	989,554	1,951,060
Other Costs	390,689	493,105	704,155	855,280	1,674,692
TOTAL EXPENDITURE	854,720	1,012,773	1,616,309	1,844,834	3,625,752
Surplus / (Deficit) before Depn	(8,441)	(168,210)	(153,998)	(432,626)	(1,018,837)
Depreciation	231,375	232,479	461,984	462,496	922,682
Surplus / (Deficit)	(239,816)	(400,689)	(615,982)	(895,122)	(1,941,519)

Karori Sanctuary Trust
Statement of Financial Position
As at 31st December 2011

	Actual 31/12/11 \$	Budget 31/12/11 \$	Budget 30/06/12 \$
<u>EQUITY</u>			
Accumulated Funds	<u>8,317,059</u>	<u>8,037,919</u>	<u>6,991,522</u>
<u>CURRENT ASSETS</u>			
Cash and Bank	1,356,342	1,028,841	357,252
Accounts Receivable	77,895	36,766	20,000
Prepayments	104,486	100,000	40,000
Stock on Hand	85,450	117,680	80,000
TOTAL CURRENT ASSETS	<u>1,624,173</u>	<u>1,283,288</u>	<u>497,253</u>
<u>NON CURRENT ASSETS</u>			
Fixed Assets	18,378,544	18,407,121	17,994,635
TOTAL NON CURRENT ASSETS	<u>18,378,544</u>	<u>18,407,121</u>	<u>17,994,635</u>
<u>TOTAL ASSETS</u>	<u><u>20,002,717</u></u>	<u><u>19,690,409</u></u>	<u><u>18,491,888</u></u>
<u>CURRENT LIABILITIES</u>			
Unearned Income	195,162	148,779	150,526
Holiday Pay Accrued	114,910	113,150	113,150
Creditors	152,258	175,999	81,667
GST to Pay / (GST Refund)	17,944	9,539	0
Grants Received in Advance	362	0	0
CTW	108,333	108,333	108,333
TOTAL CURRENT LIABILITIES	<u>588,969</u>	<u>555,800</u>	<u>453,676</u>
<u>TERM LIABILITIES</u>			
Community Trust Loan	750,000	750,000	700,000
Limited Recourse WCC Loan	10,346,689	10,346,689	10,346,689
TOTAL TERM LIABILITIES	<u>11,096,689</u>	<u>11,096,689</u>	<u>11,046,689</u>
<u>TOTAL LIABILITIES</u>	<u>11,685,658</u>	<u>11,652,490</u>	<u>11,500,366</u>
<u>NET ASSETS</u>	<u><u>8,317,059</u></u>	<u><u>8,037,919</u></u>	<u><u>6,991,522</u></u>

Karori Sanctuary Trust
Statement of Cash Flows
For quarter ended 31st December 2011

	December Qtr Actual \$	December Qtr Budget \$	YTD Actual \$	YTD Budget \$	Full Yr Budget \$
Operating Activities					
Operating Surplus / (Deficit)	(6,553)	(165,697)	(153,813)	(430,972)	(1,007,680)
Working Capital Movement	(128,892)	(158,981)	(149,239)	(169,023)	(156,701)
Net Cash from Operating Activities	(135,445)	(324,679)	(303,052)	(599,995)	(1,164,381)
Investing Activities					
Purchase of Assets	(8,177)	(29,000)	(83,430)	(112,519)	(160,219)
Net Cash from Investing Activities	(8,177)	(29,000)	(83,430)	(112,519)	(160,219)
Financing Activities					
Interest Received	13,491	12,866	31,018	29,549	48,990
Interest Expense	(15,379)	(15,379)	(31,203)	(31,203)	(60,147)
Repayment of CTW Loan	(25,000)	(24,999)	(50,000)	(49,998)	(100,000)
Net Cash from Financing Activities	(26,888)	(27,511)	(50,185)	(51,652)	(111,157)
Net Increase / (Decrease) in Cash	(170,510)	(381,190)	(436,667)	(764,166)	(1,435,757)
Net Cash at Beginning Cash at End of Period	1,526,852	1,410,032	1,793,009	1,793,009	1,793,009
	1,356,342	1,028,842	1,356,342	1,028,843	357,252