

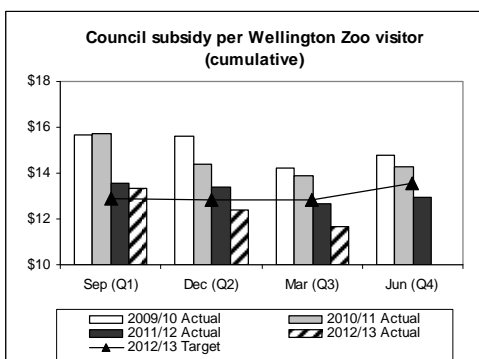
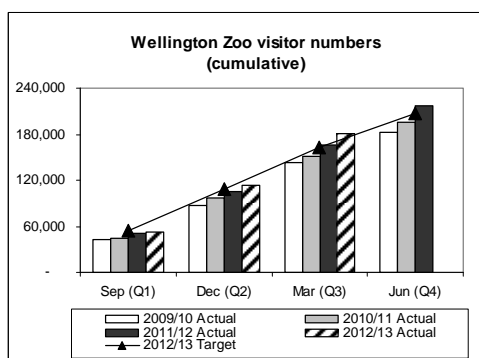
## Quarterly Review – Wellington Zoo Trust

Wellington Zoo Trust has presented its report for the quarter ended 31 March 2013 for review. A summary of key findings is presented below and the report is attached.

### Highlights / Summary

- YTD visitation of 180,085 is ahead of last year by 8.5% and ahead of plan by 10%. The strong quarter result was helped by the newly opened Asia Precinct and less wet weather days than last year.
- A bequest of \$100k was received from a former staff member, which will be used to purchase an x-ray digital imager for The Nest.
- Hero HQ (the Reptile Rotunda) was opened by the Mayor on 24 April.
- Work continues on the Australian precinct, work on the Serval exhibit will commence in Q4, and a procurement plan for Meet the Locals will be provided to WCC in Q4.
- Kamala's is a finalist in the Architecture Awards and the Asia Precinct is a finalist in the NZ Institute of Builders Property Industry Awards.

### Performance



### Macro Key Performance Indicators

The following KPIs have been agreed as part of the Statement of Intent:

Measure	Annual Target	YTD Target	YTD Actual
Number of visitors per year	206,703	163,532	180,085
Average WCC subsidy per visitor	\$13.54	\$12.84	\$11.65
Average income per visitor (excluding Council grant)	\$14.88	\$14.90	\$14.56
Ratio of Trust generated income as % of WCC grant	110%	116%	125%
Fundraising target for ZCP reached or exceeded	\$468,693	--	\$374,450
Meeting ZCP project timing & budget programme	Asia Precinct opened 21 Sep; completion of Reptile Rotunda forecast April 2013 and Dingoes and Wallabies forecast July 2013		
Staff turnover	< 15%	--	13.8%
Species held in managed breeding programmes	41%	--	42.2%
Volunteer hours (FTE)	≥ 9,600 hrs	--	5,799 hrs

The subsidy per visitor is based upon the WCC operating grant.

### Activities During the Quarter

- Three Grand Skinks were born (the Zoo's first successful breeding of them) – this is a first for a NZ zoo and very positive for this critically endangered species, one of NZ's rarest reptiles.
- A sustainability expert from BECA is working on a project to examine the Zoo's carbon footprint under the DIA Community Internship programme. The Zoo has secured another 12 months of external funding for the role of Bush Builders Educator.
- Children's Day was celebrated on 3 March with 1,363 visitors and Neighbours Night was on 21 March with 737 visitors. Valentine's Night was also successful, with 246 visitors.

### Financial Commentary

- The YTD operating surplus of \$229k is above the budgeted \$133k, due to trading income being above budget, largely due to the higher than budgeted visitor numbers. Quarter four is typically run at a material loss and the Trust expects a small surplus for the full financial year.
- The Zoo's target for its ZCP capital raising is \$469k for the year. The Zoo has already raised \$374k (including \$300k from Pub Charity). This means that 80% of the target has already been raised and contributes to the Trust's strong cash position.
- The Trust has cash on hand of \$2.9m, including restricted funds of \$0.9m which includes the funds raised for the ZCP.
- YTD average income per visitor of \$14.56 is slightly lower than targeted and the first half result of \$14.75, but tracking above the equivalent period last year (\$14.17), reflecting factors including a shift in visitor mix, admission price increases and improved retail and commercial revenue.
- The Zoo Capital Plan budget (CX340) is under-budget YTD due to a delayed start for the Meet the Locals project.

### Statement of Financial Performance

For the quarter ended 31 March 2013

\$'000	Q3 Actual	Q3 Budget	YTD Actual	YTD Budget	FY Budget
Income	1,748	1,546	5,174	4,537	6,343
Expenditure	1,516	1,442	4,471	4,404	6,343
Total Surplus	232	104	703	133	0
Operating Surplus	119	104	229	133	0
Operating Margin	6.8%	6.7%	4.4%	2.9%	0

### Statement of Financial Position

As at 31 March 2013

\$'000	Q3 Actual	2011/12 Y/E Actual	FY Budget
Current assets	3,086	2,144	1,558
Non-current assets	301	98	50
Current liabilities	1,911	1,469	1,159
Non-current liabilities	50	50	48
Equity	1,426	723	401
Current ratio	1.61	1.46	1.34
Equity ratio	42.1%	32.2%	24.9%

### Statement of Cash Flows

For the quarter ended 31 March 2013

\$'000	2012/13 YTD Actual	2011/12 Y/E Actual	FY Budget
Operating	1,594	(4)	26
Investing	0	(11)	0
Financing	0	0	0
Net	1,594	(15)	26
Closing balance	2,936	1,342	1,388

Contact officer:

Maree Henwood

## Profile – Wellington Zoo Trust

Wellington Zoo Trust was formed in 2003 with a vision of being “the best little zoo in the world”. It is a not for profit organisation and exists to bring animals in their environments and people who visit, on-site and on-line, together.

Since December 2006 the Zoo has been undertaking a 10-year capital refurbishment programme (the Zoo Capital Plan); this is funded 75% by Council (\$15.66m) and 25% by the Zoo’s external fundraising (\$5.22m).

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Wellington Zoo is committed to a future in conservation and learning. It is actively involved in national and international conservation breeding programmes for both native and exotic endangered species. The aim is to maintain sufficient genetic diversity to sustain viable breeding populations. Equally important is the Zoo's role in raising visitors' awareness of the importance of the conservation of its resident species through visitor programmes, interpretative signage and other activities so that people take positive action for the environment.

### Entity Data

Trust established	2003	
Board	Ross Martin (Chair) Linda Meade Frances Russell Alan Dixson Simon Marsh	<i>Term expires:</i> 31 Dec 2015 30 Jun 2015 31 Dec 2014 31 Dec 2015 31 Oct 2013
Chief Executive	Karen Fifield	
Balance date	30 June	
Number of FTE staff	60.25	
Website	<a href="http://www.wellingtonzoo.com">www.wellingtonzoo.com</a>	
Type of entity	Charitable Trust	
LGA designation	CCO	
By reason of	Board control: all trustees appointed by Council	
Council interest	\$3.9m (\$2.8m operating grant)	
Type of interest	Ownership of land, buildings and animals	