

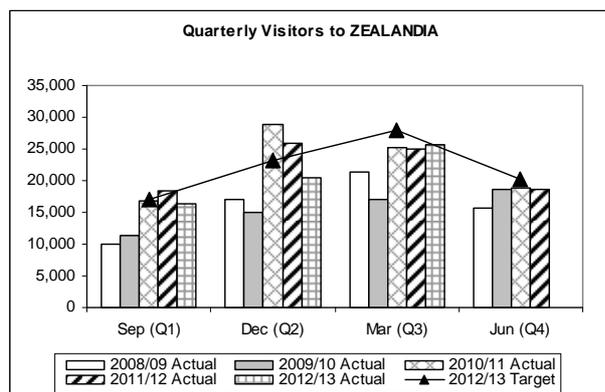
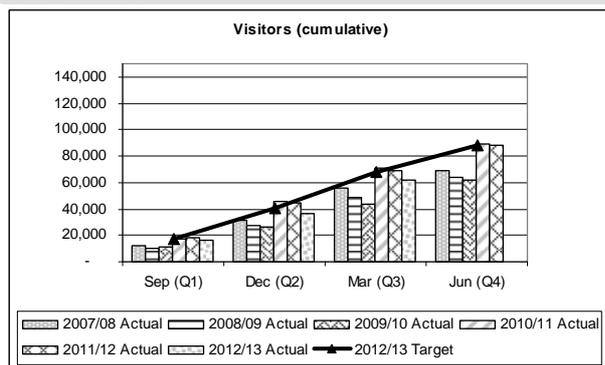
## Quarterly Review – Karori Sanctuary Trust

The Karori Sanctuary 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

- The Trust with Wellington Zoo made a successful application to the Regional Amenities Fund for a joint visitor experience development project. Funding for the project of \$300k was approved on 24 April.
- An \$8k grant from the Wellington Community Trust was secured for feasibility and studies around the aquarium and eel viewing areas.
- Strategic business planning workshops were held in February. This was followed up with workshops with Zealandia staff.
- The Board and VUW set up an adhoc joint committee to work on a long term presence for Victoria University at the Sanctuary.
- Night tours averaged 100% sightings of Kiwi during the quarter, with sightings of other animals such as Tuatara, Frogs and Eels also high.

### Performance



### Macro Key Performance Indicators

The Karori Sanctuary Trust report the following measures.

Quarterly KPI	Annual Target	Q1 Actual	Q2 Actual	Q3 Actual	YTD Actual
Total visitors	--	16,259	20,385	25,674	62,318
Targets	88,401	17,123	23,148	27,880	68,151
		✗	✗	✗	✗
<b>Annual KPI</b>					
Membership units*	5,139	n/a	n/a	n/a	n/a
Individual members*	11,433	n/a	n/a	n/a	n/a
Council subsidy (\$/visitor)	\$3.96	Nil	Nil	\$13.63	\$5.62
Av. revenue/visit (excl. grants & interest)***	\$27.05	\$28.17	\$35.17	\$31.48	\$31.66
Satisfaction rating (out of 10)	9.0	9.2	9.4	9.2	>9.0
Volunteer numbers	>400	>400	>400	>400	>400

\* measured annually \*\* measured half yearly

\*\*\* Average revenues include café, retail and functions (i.e. non-entry based revenues).

### Activities during the quarter

- February's events programme activities and presentations were themed on Tuatara. The events programme in March was themed around insects.
- A marketing subcommittee was established to review pricing and membership packages.
- The Karori Sanctuary Halo Project with Kelburn Normal School is underway. The project provides for school communities to work with Zealandia to collect baseline data on pest numbers and develop pest control systems.
- An appreciation function was held for retiring trustees and to acknowledge VUW partnership and Mitsubishi sponsorship.
- Meetings held with key partners during the period.
- Hosted Council's management at Zealandia in February.
- Undertook preparations for the Guardians' elections.

### Financial & KPI Commentary

- Visitation for Q3 was 8% (or 2,206) below the target of 27,880. Overall, total visitation for the YTD to 31 Mar 2013 at 62,318 is 5,833 (or 9%) below the target of 68,151.
- April YTD (i.e. after Q3 end) total education visits are 7,032 and 556 (9%) above target.
- Despite visitor numbers well below budget, the average revenue per visitor for the quarter was \$31.48, comfortably above the target of \$27.40 per visitor.
- Income for the quarter (\$1,162k) and YTD (\$2,337k) is just above budgeted figures, while expenditure is approximately \$230k below the forecast YTD expenditure.
- With the tight control of expenditure and better than forecast revenues, the Trust's operating cash flow was positive \$321k for the quarter (budget \$302k). YTD to 31 Mar 2013 saw a positive operating cash flow of \$18k versus a budgeted deficit of \$537k.
- Cash on hand (\$945k) is higher than forecast (\$721k) due to better than forecast trading performance.

### Statement of Financial Performance

For the quarter ended 31 March 2013

\$000	Q3 Actual	Q3 Budget	YTD Actual	YTD Budget	2012/13 Budget
Income	1,162	1,114	2,337	2,303	2,749
Expenditure	1,030	1,092	2,905	3,136	4,183
Operating Surplus*	-92	-207	121	-124	-493
Operating Margin %	-7.9%	-18.6%	5.2%	-5.4%	-17.9%

\*before depreciation

### Statement of Financial Position

As at 31 March 2013

\$000	YTD Actual	2012/13 FY Budget	2011/12 FY Actual
Current Assets	1,193	470	1,229
Non-current Assets	17,261	17,072	17,912
Current Liabilities	503	482	547
Non-current Liabilities	10,972	10,947	11,047
Equity	6,979	6,114	7,547
Current Ratio*	2.37	1.46	2.25
Equity Ratio**	37.8%	34.9%	39.4%

\* Current Assets/Current Liabilities \*\* Equity/Total Assets

### Statement of Cash Flows

For the period ended 31 March 2013

\$000	YTD Actual	2012/13 FY Budget	2011/12 FY Actual
Operating Cash Flow	18	-537	-543
Investment Cash Flow	-39	-100	-83
Financing Cash Flow	-101	-133	-100
Net Cash Flow	-122	-770	-727
Opening Cash	1,066	1,066	1,793
Closing Cash Balance	945	296	1,066

Contact officer:

Warwick Hayes

## Profile – Karori Sanctuary Trust

The Trust was established with charitable status in 1995 with the primary aim of delivering on the vision of creating a wildlife sanctuary.



### Entity Data

Established	1995	
Trustees	Denise Church Phillip Meyer Pam Fuller Professor Charles Daugherty Steven Thompson	<i>Term expires:</i> 31 Dec 2015 31 Dec 2015 31 December 2012 (term extended pending Guardian elections) 31 December 2012 (term extended pending Guardian elections) 31 December 2012 (term extended pending Guardian elections)
Acting CEO	Natasha Petkovic-Jeremic	Term up to 6 months, appointed effective 1 January 2013.
Balance date	30 June	
Number of FTE staff	30	
Website	<a href="http://www.visitzealandia.com/">http://www.visitzealandia.com/</a>	
Type of entity	Charitable Community Trust	
LGA designation	Council Organisation	
By reason of	Council right to appoint three trustees	
Council interest	\$10.38 million limited recourse interest-free loan ( <i>book value</i> )	
Type of interest	Limited recourse interest-free loan and land	