

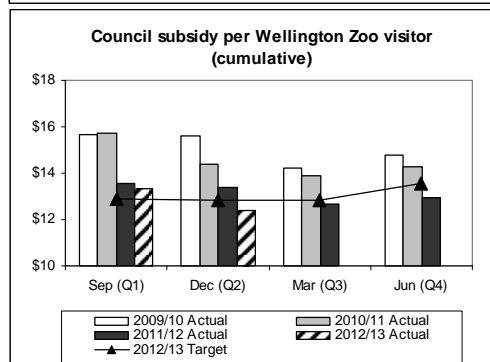
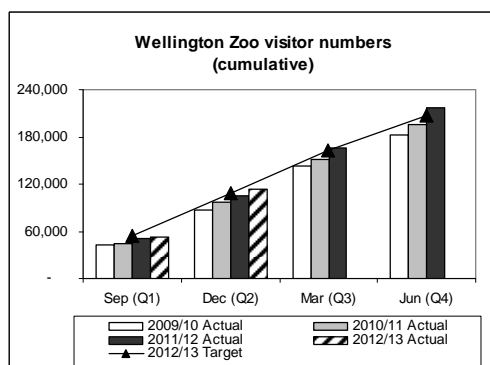
Quarterly Review – Wellington Zoo Trust

Wellington Zoo Trust has presented its report for the quarter ended 31 December 2012 for review. A summary of key findings is presented below and the report is attached.

Highlights / Summary

- YTD visitation of 112,920 is ahead of last year by 8% and ahead of plan by 3%. The strong December quarter was helped by the newly opened Asia Precinct and less wet weather days than last year.
- A capital donation of \$50k was received from the Infinity Foundation towards the Reptile Rotunda (part of the Zoo Capital Plan).
- Work is underway on the Zoo's next capital projects: the Reptile Rotunda; Servals, Wallabies and Dingoes; and planning work is underway for Meet the Locals.

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	109,274	112,920
Average WCC subsidy per visitor	\$13.54	\$12.81	\$12.39
Average income per visitor (excluding Council grant)	\$14.88	\$14.56	\$14.75
Ratio of Trust generated income as % of WCC grant	110%	114%	119%
Fundraising target for ZCP reached or exceeded	\$468,693	--	\$360,814
Meeting ZCP project timing & budget programme	Asia Precinct opened 21 Sep; completion of Reptile Rotunda forecast April 2013 and Servals, Dingoes and Wallabies forecast July 2013		
Staff turnover	< 15%	--	0%
Species held in managed breeding programmes	41%	--	43.4%
Volunteer hours (FTE)	≥ 9,600 hrs	--	5,060 hrs

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

Activities During the Quarter

- Close Encounters continues to be a very successful initiative by the Zoo and new gift cards are now available for sale to further promote these products. Meerkat encounters have been at 95% capacity since its August launch. The Zoo also hosted a number of iSite ambassador volunteers for a group cheetah encounter in advance of the cruise ship season (with good feedback).
- As part of meeting its health and safety obligations, the Trust is planning on implementing a Drug and Alcohol policy. This is being developed in conjunction with the NZ Drug Detection Agency.
- Six schools completed their Bush Builders actions for 2012.

Financial Commentary

- The YTD operating surplus of \$110k is above the budgeted \$29k, due to trading income being above budget, largely due to the higher than budgeted visitor numbers, and personnel costs being slightly below budget. The Trust expects a minimal 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 \$361k (including \$300k from Pub Charity). This means that 77% of the target has already been raised and contributes to the Trust's strong cash position.
- The Trust has cash on hand of \$1.9m, including restricted funds of \$0.8m which includes the funds raised for the ZCP.
- YTD average income per visitor of \$14.75 is higher than targeted and reflects a number of factors, including a shift in visitor mix, admission price increases, improved retail sales and increased commercial revenue. This measure is tracking significantly above the equivalent period last year (\$13.68).
- In relation to Council budgets, the renewals spend (CX125) is under-budget YTD, due to the timing of spend, but is expected to be fully spent at year end. The ZCP capex spend (CX340) is over-budget YTD (6%) due to the timing of expenditure for the completion of Asia, but is expected to be slightly under-spent by year end.

Statement of Financial Performance

For the quarter ended 31 December 2012

\$'000	Q2 Actual	Q2 Budget	YTD Actual	YTD Budget	FY Budget
Income	1,750	1,546	3,426	2,991	6,343
Expenditure	1,488	1,465	2,955	2,962	6,343
Total Surplus	262	81	471	29	0
Operating Surplus	201	81	110	29	0
Operating Margin	11.9%	5.2%	3.6%	1.0%	0

Statement of Financial Position

As at 31 December 2012

\$'000	Q2 Actual	2011/12 Y/E Actual	FY Budget
Current assets	1,984	2,144	1,558
Non-current assets	167	98	50
Current liabilities	907	1,469	1,159
Non-current liabilities	50	50	48
Equity	1,194	723	401
Current ratio	2.19	1.46	1.34
Equity ratio	55.5%	32.2%	24.9%

Statement of Cash Flows

For the quarter ended 31 December 2012

\$'000	2012/13 YTD Actual	2011/12 Y/E Actual	FY Budget
Operating	536	(4)	26
Investing	0	(11)	0
Financing	0	0	0
Net	536	(15)	26
Closing balance	1,878	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).

WELLINGTON



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 2012 31 Oct 2013
Chief Executive	Karen Fifield	
Balance date	30 June	
Number of FTE staff	60.25	
Website	www.wellingtonzoo.com	
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	

To: Wellington City Council CCO Performance Committee
From: Wellington Zoo Trust
Date: 31 December 2012

Second Quarter Report 2012/13 Financial Year

Highlights

- The opening of Asia Precinct has shown success through great admissions. From 1 July to 31 December, we welcomed 112,920 visitors against a target of 109,274.
- We received very positive coverage about our conservation partnership with Free the Bears with media including TV3, New Zealand Herald, the Dominion Post and Radio Live. We continue to integrate our conservation story into our marketing and communications.
- Two staff members participated in conservation projects through the support of the Wellington Zoo Conservation Fund in December. Lynn Allan, Acting Learning Manager spent time at the Golden Lion Tamarin Association project in Brazil where she helped them develop learning materials in English. Keeper Sarah van Herpt headed to the South Island to assist the Kea Conservation Trust with monitoring of wild Kea and their nest boxes. Sarah is the first Zoo Keeper to go out in the field with the Kea Conservation Trust.
- Six schools have completed their Bush Builders actions for 2012, with Zoo staff going out to schools over the last two weeks to help with planting native gardens, building weta hotels, etc.
- Increased number corporate groups and several long term full time volunteers have contributed to our increased number of volunteer hours
- Work is underway for our next capital projects; the Reptile Rotunda; Servals, Wallabies and Dingoes; and Meet the Locals.
- James Luty from Beca is undertaking a carbon neutrality study for the Zoo via the Community Internship Programme run by Department of Internal Affairs.



Sean the Sun Bear enjoying his new home at the Asia Precinct

1. Outstanding, intimate and unique visitor experiences

1.1 Visitors and events

Visitation for 2012-2013 as at end of December is ahead of target by 3,647 and ahead of last year's record year by 8,439.

Visitor Attendance as at end of December 2012		
	CURRENT YTD	LAST YEARS' YTD
ACTUAL	112,920	104,481
TARGET	109,274	90,747

Wet Weather summary:

Oct to Dec 2011 = 38

Oct to Dec 2012 = 22

- **Giraffe Encounters** were re-launched on 1 December
- **Close Encounter gift cards** are now available to make it easier for people to give their loved ones a chance to get up close and personal with our Lions, Cheetah, Red Pandas, Meerkats and Giraffes.
- **The Zoo Shop** was themed for Christmas, including a recycled bottle Conservation Tree as the centrepiece.
- **Meerkat Encounters** have been at 95% capacity since they started on 18 August – with 450 bookings and 75 gift cards sold by 31 December – generating \$46,692.
- **New Talk Programme** in operation for school holidays starting 15 December
- **Visitor events planning** underway for Valentine's Night February 14 and Children's Day March 3

Volunteer Hours

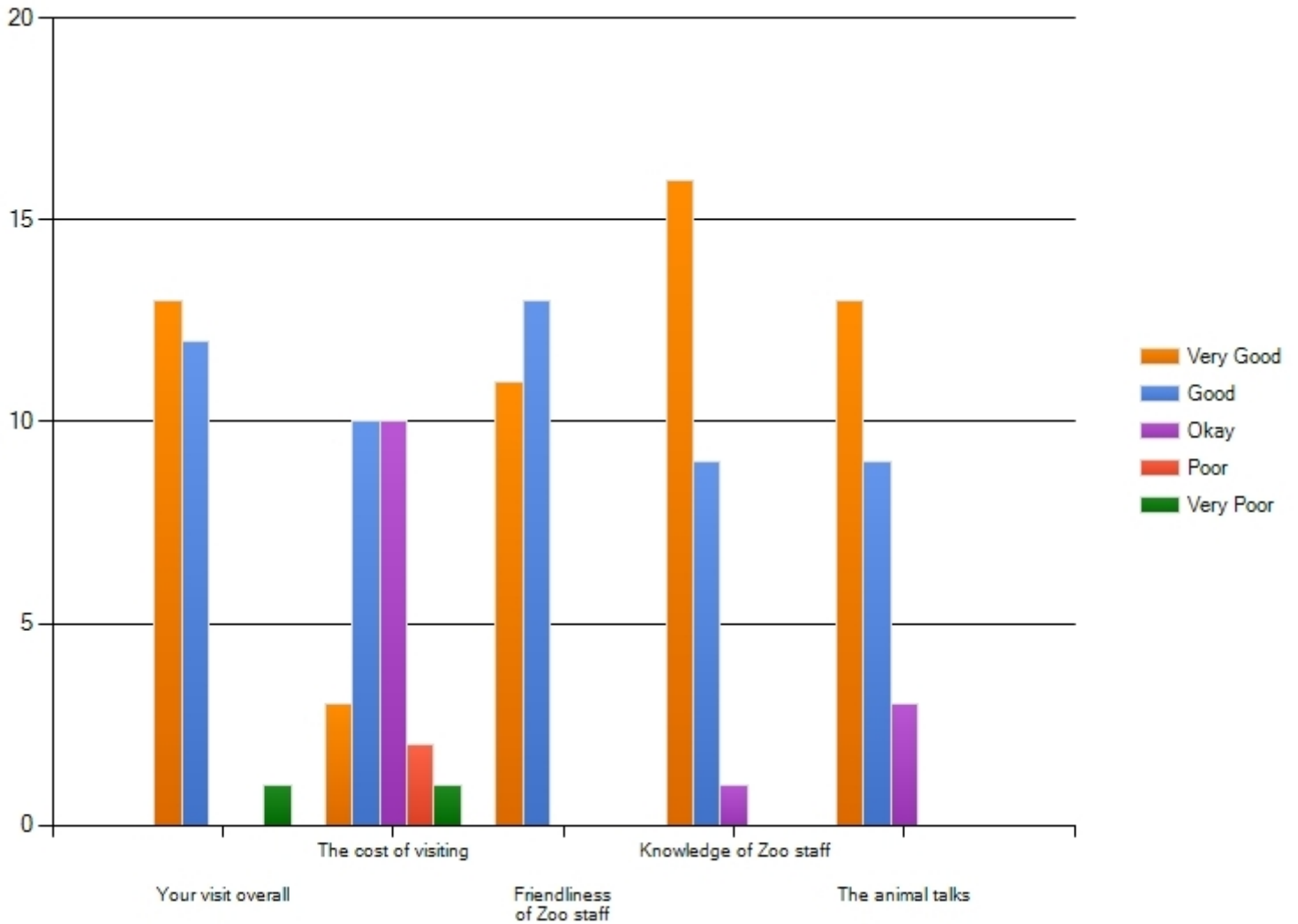
	Target	December 11/12	YTD 11/12	December 12/13	YTD 12/13
Volunteer hours	9600	749	5548	776.75	509.50
Corporate groups	36	4	21	4	31



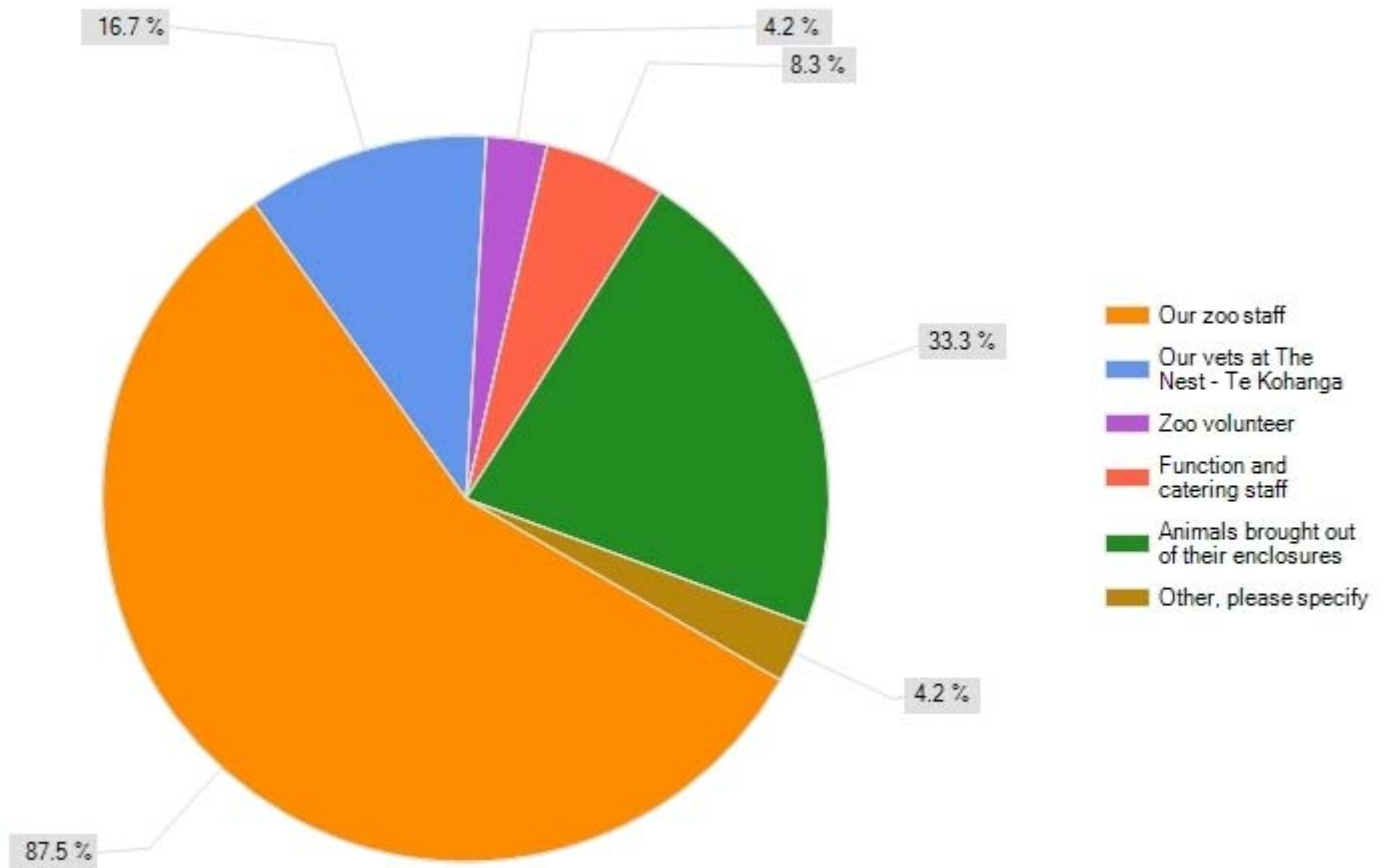
Meerkat Encounter in action

Visitor Survey Results for Quarter Two

How was your visit?



Did you have any interaction with?



2. Capital projects

Reptile Rotunda

- Project demolition well underway with construction to commence 28 January 2013 and completion date of 29 April

Servals, Wallabies and Dingoes

- Currently confirming project scope and some demolition has occurred

Asia Precinct

- The final accounts with both PCB and Hawkins have been agreed.

Meet the Locals

- Concept plans have been revisited with some changes made to scope.



One of the Tarantula to be displayed at the Reptile Rotunda

3. Industry Leadership

3.1 Veterinary Statistics – native animals brought to The Nest Te Kōhanga in the last year

Veterinary Statistics

	October	November	December	YTD 2012/13
Collection Animal Cases	31	25	23	161
Native Wildlife Cases	23	24	27	120
Immobilisations for translocations	0	0	0	0
Post Mortems	8	2	1	31
Lab Cases internal	70	71	105	394

Native Animal Admission Statistics

	2010	2011	2012
January	19	28	44
February	14	14	26
March	9	10	41
April	11	22	24
May	15	19	14
June	16	18	15
July	7	714 (Prion wreck)	14
August	5	10	16
September	7	16	13
October	11	29	23
November	21	31	27
December	20	27	27

3.2 Animal Collection additions

Species	Gender	Status	Due
Nyala	Males and possibly a female	From USA	When available after January
Scheltopusik	5	From Artis Zoo in Holland	January 2013
Scheltopusik	1	From Australian Reptile Park	After April 2013
Leopard Gecko	4 females	From Ti Point Reptile Park	February 2013
Jacksons Chameleon	1 male and 2 females	From Ti Point Reptile Park	February 2013
Goliath Stick Insect	20	Melbourne Zoo	March / April 2013
Giant Mantis	2 males and 3 females	Melbourne Zoo	March / April 2013
Scorpion	4	Melbourne Zoo	March / April 2013
Spider Monkey	Male	From Santa Ana Zoo in the USA	After March 2013
Cheetah	2 males	From Orana Wildlife Park, or South Africa, or Australia	During 2013 after births occur
North Island Kākā	1	From Otorohanga Kiwi House	During 2013
White Cheeked Gibbons	1 pair	From Toledo and Kansa City Zoos in the USA	After March 2013
Golden Lion Tamarins	1 pair	Santa Ana Zoo in USA	After March 2013



Scheltopusik – also known as 'legless lizard' – to be displayed at the Reptile Rotunda.

4. Financial Sustainability

Wellington Zoo received a \$50,000 grant towards the Reptile Rotunda from the Infinity Foundation.

The result for the six months to 31 December 2012 shows an operating surplus of **\$109,655** against a budgeted operating surplus of \$29,356.

This is mainly due to revenue for this period being above budget and personnel costs below budget. We expect to be in a breakeven position or have a minimal surplus for the full financial year ended 30 June 2013.

	Actual	Budget
Actual Surplus/ (Deficit) YTD December 2012	470,469	29,356
Less Restricted Income received for capital purposes	(360,814)	-
Add back Capital Funds vested to WCC	-	-
Operating Surplus/(Deficit) YTD December 2012	109,655	29,356

5. Commercial Development

- Wellington Zoo was featured or mentioned in more than 25 media stories during October.
- Coverage included stories on the appointment of Dr. Baukje Lenting as Veterinarian, Sean the Sun Bear's root canal, school holidays, and an excellent feature in the Sunday Star Times Escape section which included a Red Panda encounter.
- Libby Callander attended the Sustainable Business Network Trailblazer – "How green communications increase productivity and profits" (19 November)
- The Christmas card and annual report highlights document have been completed well ahead of schedule.
- Kate Baker and Libby Callander attended the Museum & Gallery Marketing Forum – "Getting people through your doors" (Oct 18-19).
- We now have more than 15,000 Facebook fans – giving us indirect access to more than 2.5million friends of fans.
- Our website received 66,191 visits from 1 October – 31 December – a 42.15% increase on the same period last year (46,565 visits). The average visit duration increased 20.30%.
- Cruise ship season began in mid October and in advance of this we hosted a number of iSite volunteer ambassador volunteers for a group cheetah encounter and Zoo tour – we have already received excellent feedback from cruise visitors.



Hitting the papers with the arrival of our new vet, Dr Baukje Lenting

6. Valued and motivated staff

Learning and Development

Australasian Training and Conditioning Workshop

Auckland Zoo recently hosted the 6th Australasian Training and Conditioning Workshop which was attended by four of our Life Science Team members. In addition to a day trip to Hamilton Zoo, attending an interactive basis training session and workshops on: Training for vet procedures, enrichment and education; Action/reflection: Understanding how our behaviour affects animals and problem solving for all species; they had an opportunity to hear from international keynote speaker Barbara Heidenreich and network with industry peers.

Valued and Motivated Staff

Our commitment to valued and motivated staff and the work that we have recently done in this space was featured in the November 2012 edition of Employment Today.

Health and Wellbeing

Defibrillator Training

First aiders and staff from Property and Stores attended defibrillator training provided by Wellington Free Ambulance on the 24 November.

Drug and Alcohol Policy

In order to reduce/eliminate the unacceptable risks that alcohol and drug abuse brings to the workplace and ensure that we comply with legal obligations under the Health and Safety in Employment Act we are planning to implement a Drug and Alcohol Policy. The policy will be supported by pre-employment, reasonable cause, post accident/incident, follow up and random testing.

We are using the professional expertise of the New Zealand Drug Detection Agency to support the development and implementation of the policy. They will be providing employee information seminars, management training workshops and ongoing testing services. Once the policy has been approved we will develop a timeline to communicate our intent and consult with employees and contractors.



Lynn monitors plantations in the hot temperatures with the Golden Lion Tamarin Association in Brazil

7. Integrated conservation and sustainability

- Six schools have completed their Bush Builders actions for 2012, with Zoo staff going out to schools over the last two weeks to help with planting native gardens, building weta hotels etc.
- The conservation stakeholder qualitative research is nearing completion with around 2/3 of people we identified to speak to agreeing to interviews. We expect to have the final report to us early in the New Year.

- Forest and Bird co-ordinator for Places for Penguins has left and the position may not be filled, so we will be investigating how this project will work going forward in the New Year. It may be that we take a larger role in oversight of the programme. Learning Manager was interviewed on Vic Uni radio about the programme.
- Kea Conservation Trust has completed their work through the Conservation Fellowship. We would like to keep supporting them and will discuss with them what this may look like going forward.
- We have analysed visitor information from the Green You section of *Green Zoo Green You* to identify what actions visitors have said they will take. Around 40% of respondents highlight waste reduction or recycling, around 8% each for water conservation, energy use reduction and sustainable transport and the rest are a mixture of actions (e.g. planting trees) and random 'the Zoo is choice' comments.



Sarah holds a Kea chick while conducting fieldwork with Kea Conservation Trust.

8. Lasting community support and participation

- New fundraising volunteer recruited and an international volunteer at the Zoo full time for three months.
- Continue to be popular with corporate volunteer groups with a 50% year on year increase to the end of October.
- Successful Youth at Risk placement during October school holidays in conjunction with Kilbirnie Police.



Ross Martin
Chairperson, Wellington Zoo Trust Board

Measures

MEASURE	TARGET 2012/13	TRACKING YTD	NOTES
OUTSTANDING, INTIMATE & UNIQUE VISITOR EXPERIENCES			
Meeting ZCP project timing and budget programme	Completion of the Asia precinct September 2012 Completion of Reptile Rotunda Completion of Servals, Dingoes, Wallabies	Completion of the Asia precinct September 2012	Asia Precinct Commercial Partners and Sponsors Official Opening 21 st September 2012. Completion of Reptile Rotunda April 2013 Completion of Servals, Dingoes, Wallabies July 2013
INDUSTRY LEADERSHIP			
FINANCIAL SUSTAINABILITY			
Fundraising targets for ZCP reached or exceeded	\$468,693 The target for 2012-13 is 25% of the total CAPEX spend	\$360,814	\$50,000 Infinity Foundation grant received for Reptile Rotunda December 2012 \$500,000 Lottery World War One, Environment and Heritage application submitted for Meet the Locals November 2012, decision in March 2013 \$50,000 Wellington Community Trust Meet the Locals application planned for May 2013 \$50,000 Tenth Trust Meet the Locals application planned for March 2013
Increase total admissions by 2% each year on base year 2005/06 (170,116 visitors) as per Business Plan	206,703	112,920 YTD December 2012	This year we have set out admission targets above the 2% required for the Business case
Back office functions review for shared services model	Completed by date advised by WCC		No further action on this measure as yet
Average income per visitor (excluding WCC grant)	\$14.88	\$14.75	Annual measure
Ratio of Trust generated income as % of WCC grant	110%	119%	Annual measure
Average WCC subsidy per visitor	\$13.54	\$12.39	Annual measure
VALUED AND MOTIVATED STAFF			
Staff turnover (not including casual and fixed term roles)	<15%	0%	
INTEGRATE CONSERVATION AND SUSTAINABILITY			
Collection in managed programmes (% of total Collection)	41%	43.43%	
LASTING COMMUNITY SUPPORT AND PARTICIPATION			
Measure visitor feedback and satisfaction	Annually		Visitor surveys for each Board meeting and one detailed research project
Volunteer hours (9600 hours = 5 FTE)	>5FTE	5059.50	
Wellingtonians visiting the Zoo	50%		From RSS measure annually

Wellington Zoo Strategy Framework 2012-13

Appendix 2 – Financial Statements

CCO: Wellington Zoo Trust			
Quarter Two 2012/13			
\$NZ000's			
Actual 30-Jun-12	EARNINGS STATEMENT	Actual 31-Dec-12	Budget 31-Dec-12
	Revenue		
2515	Trading Income	1420	1364
2799	WCC Grants	1400	1400
82	Other Grants	41	42
217	Sponsorships and Donations-Operational	129	130
691	Sponsorships and Donations-Capital	361	0
75	Investment Income	30	16
93	Other Income	45	39
6,472	Total Revenue	3,426	2,991
	Expenditure		
3,727	Employee Costs	1,953	1968
2,014	Other Operating Expenses	993	981
16	Depreciation	9	13
0	Interest		
414	Vested Assets		
6,171	Total Expenditure	2,955	2,962
301	Net Surplus/(Deficit) before Taxation	471	29
0	Taxation Expense		
5	Operating Surplus (Deficit)	110	29
301	Net Surplus/(Deficit)	471	29
0.1%	Operating Margin	3.2%	1.0%

Actual 30-Jun-12	STATEMENT OF FINANCIAL POSITION	Actual 31-Dec-12	Budget 31-Dec-12
	Shareholder/Trust Funds		
0	Share Capital/Settled Funds	0	0
0	Revaluation Reserves	0	0
436	Restricted Funds	797	119
287	Retained Earnings	397	311
723	Total Shareholder/Trust Funds	1,194	430
	Current Assets		
1,342	Cash and Bank	1,878	1,403
672	Accounts Receivable	44	85
130	Other Current Assets	62	60
2,144	Total Current Assets	1,984	1,548
	Investments		
0	Deposits on Call	0	0
0	Other Investments	0	0
0	Total Investments	0	0
	Non-Current Assets		
98	Fixed Assets	167	63
0	Other Non-current Assets	0	0
98	Total Non-current Assets	167	63
	Total Assets		
2,242	Total Assets	2,151	1,611
	Current Liabilities		
903	Accounts Payable and Accruals	256	883
	Provisions		0
566	Other Current Liabilities	651	250
1,469	Total Current Liabilities	907	1,133
	Non-Current Liabilities		
0	Loans - WCC	0	0
0	Loans - Other	0	0
50	Other Non-Current Liabilities	50	48
50	Total Non-Current Liabilities	50	48
	Net Assets		
723	Net Assets	1,194	430
	Current Ratio		
1.5	Current Ratio	2.2	1.4
	Equity Ratio		
32.2%	Equity Ratio	55.5%	26.7%

Actual 30-Jun-12	STATEMENT OF CASH FLOWS	Actual Dec-12	Budget Dec-12
	<i>Cash provided from:</i>		
2514	Trading Receipts	1,797	1,364
2799	WCC Grants	1399	1399
82	Other Grants	41	42
343	Sponsorships and Donations	490	130
75	Investment Income	30	16
254	Other Income	1,323	39
6067		5,080	2,990
	<i>Cash applied to:</i>		
3639	Payments to Employees	1,918	1968
2,097	Payments to Suppliers	2,626	981
-79	Net GST Cashflow		
414	Other Operating Costs (VESTING)		
	Interest Paid	0	0
6071		4,544	2,949
-4	Total Operating Cash Flow	536	41
	Investing Cash Flow		
	<i>Cash provided from:</i>		
	Sale of Fixed Assets		
	Other		
0		0	0
	<i>Cash applied to:</i>		
11	Purchase of Fixed Assets		
	Other -vesting Cash for Capital Projects	0	0
11		0	0
(11)	Total Investing Cash Flow	0	0

Actual 30-Jun-12	STATEMENT OF CASH FLOWS (CONT)	Actual 31-Dec-12	Budget 31-Dec-12
	Financing Cash Flow		
	<i>Cash provided from:</i>		
	Drawdown of Loans		
	Other		
0		0	0
	<i>Cash applied to:</i>		
	Repayment of Loans		
	Other		
0		0	0
0	Total Financing Cash Flow	0	0
(15)	Net Increase/(Decrease) in Cash Held	536	41
1,357	Opening Cash Equivalents	1,342	2,016
1,342	Closing Cash Equivalents	1,878	2,057

Actual 30-Jun-12	CASH FLOW RECONCILIATION	Actual 31-Dec-12	Budget 31-Dec-12
301	Operating Surplus/(Deficit) for the Year	471	29
	Add Non Cash Items		
16	Depreciation	9	13
	Other (Gifted Hospital Assets)		
317		480	42
	Movements in Working Capital		
(561)	(Increase)/Decrease in Receivables	628	15
88	(Increase)/Decrease in Other Current Assets	68	0
38	Increase/(Decrease) in Accounts Payable	(647)	134
114	Increase/(Decrease) in Other Current Liabilities	85	(150)
(321)		134	(1)
	Net Gain/(Loss) on Sale:		
	Fixed Assets	(78)	0
	Investments	0	0
0		(78)	0
(4)	Net Cash Flow from Operations	536	41