

To: Wellington City Council
From: Wellington Zoo Trust
Date: 30 October 2017

First Quarter Report 2017/18 Financial Year

Highlights

- Pub Charity has approved a \$500,000 grant for redevelopment work on the Chimpanzee Park. This grant will contribute to both animal welfare improvements in the Park, and an improvement to visitor engagement.
- The Wellington Zoo Conservation Fund goes from strength to strength to help us save animals in the wild. We have recently developed a new relationship with the West Coast Penguin Trust and have deepened our commitment to the Jane Goodall Institute NZ, including hosting the JGI NZ office at Wellington Zoo.
- Dr Jane Goodall DBE's visit to Wellington Zoo in late June was incredibly successful with over 200 attending the launch of Wellington Zoo's Rangatahi Programme - a JGI Roots & Shoots initiative engaging young people with their local environment.
- We have retained our Qualmark Enviro Gold certification in the Sustainable Tourism category.
- The Zoo Shop was National Runner Up in the Innovation Category of the national NZ Retail Top Shop Awards held on 7 September. This was for our sustainability initiatives in our retail offering.
- The result for the three months to 30 September 2017 shows an operating deficit of \$136,506 against a budgeted operating deficit of \$174,168.
- Operating Revenue is below budget by \$38K and operating expenditure is below budget YTD September by \$76K.

Challenges this Quarter

- The unusually inclement weather this Quarter has had a significant impact on Zoo visitation. We are hoping for better weather for the October holidays.



CONNECTING PEOPLE AND ANIMALS

Official Opening of the Living Room, July 2017

- The refurbished Living Room was officially opened on 3 July and was celebrated in conjunction with the Zoo receiving its Gold Be.Accessible Certification. The Living Room revamp has completely revitalised the area into a bright and colourful space for school class visits before venturing into the Zoo, maximising the connection between people and animals.
- The LEOTC (Learning Experiences Outside the Classroom) contract with the Ministry of Education with the Zoo as a provider of Science, Technology and Maths based experiences, has been renegotiated for a further three years. The target number of students has been increased to align more closely with our measures.
- The Zoo supported Plastic Free July with a range of visitor programming coinciding with the July School Holidays. We connected visitors with the impact plastic is having on sea birds which are treated in The Nest Te Kōhanga, and encouraged visitors to take action to reduce the use of plastic, particularly shopping bags.

Visitor Numbers

	Current YTD 2017/18
Actual	42,538
Target	49,603
Difference	-7,065

LEOTC Numbers

	Annual Target	YTD 17/18
School Visits (LEOTC)	10,500	2,495

Species Planning

Arrivals			
Species	Gender	Status	Due
Tasmanian Devils from Australia	2 males and 1 female	Recommendation received	Early 2018
Porcupines from USA	Male and female	Awaiting dates to be confirmed	Late 2017 / early 2018
Burrowing Cockroaches	4 males and 4 females	From Mini Beast Wildlife in Queensland	Late 2017
Australian Rainforest Mantis	Males and females	From Mini Beast Wildlife in Queensland	Late 2017
Rhinoceros Beetles	Males and females	From Mini Beast Wildlife in Queensland	Late 2017

Planned Transfers Out			
Species	Gender	To	When
Porcupine	Male	Perth Zoo	After importation of new pair from USA
Agoutis	3 females	Perth Zoo	Late 2017 / early 2018



Tiger Day, August 2017

- Several events were celebrated at the Zoo during Quarter One to raise awareness of some animal species and to broaden participants' understanding of how the Zoo looks after its animals:
 - Tiger Day was celebrated in August with interactive activities available for young visitors.
 - In conjunction with our Community Partner WorkerBe Oasis, Red Panda weekend was held in September and was celebrated with talks from the Rangers and activities.
 - Bee Awareness month dedicated to celebrating bees was incorporated into the Zoo's September's activities with the Wellington Beekeepers Association joining in the festivities.
- As well as Pub Charity's \$500,000 grant for the Chimpanzee habitat renovation, funding towards the operational expenses of the Nest Te Kōhanga was also received from the Koala Trust and Brian Whiteacre Trust.
- Trade Me has renewed its commercial partnership with the Zoo for another year which will enable the Zoo to continue to provide engaging experiences and best practice conservation, sustainability, animal care and management.
- In Quarter One, we have reached 241,737 people via Facebook with 126,153 post engagements. Twitter has had 117,100 impressions and Instagram with 56,092 impressions.



SAVING ANIMALS IN THE WILD

Dr Jane Goodall DBE and South Wellington Intermediate School student during her visit to the Zoo, June 2017

- As part of the Zoo revolution, the Rangatahi (young people) Roots and Shoots programme for 12-15 year olds who are passionate about animals, people and the environment is being piloted. Launched during her visit to the Zoo in late June, this Roots and Shoots programme will be based on Dr Goodall's four step programme as a model of engagement. Rangatahi will lead change in their communities by mapping needs, collaborating with stakeholders, and designing practical solutions in the form of campaigns around the needs of Animals, People and the Environment (APE).
- Peter Fraser, Conservation Manager, travelled to Kuala Lumpur in September to attend the first International Symposium on Sun Bear Conservation Management. This Symposium was hosted by two of the Zoo's key conservation partners, Free the Bears and TRAFFIC Southeast Asia. The Symposium brought together field researchers, conservation managers, environmental educators and conservation breeding specialists, along with government and industry representatives, to share experiences with the goal of developing a coordinated plan for the conservation of one of Southeast Asia's least known large mammals.
- An 'Injured Wildlife Workshop' was delivered by Zoo staff to wildlife carers, volunteers and new DOC and SPCA staff. This workshop showcased how Wellington Zoo, DOC and SPCA work together to care for wildlife and predominantly focused on how The Nest Te Kōhanga assists with wildlife hospitalisation and handling techniques of various avian species from the wild.

- The annual Wellington Zoo Conservation Fund Grants, which support members of the Zoo team to visit and help our conservation partners to save animals in the wild, were approved in August. This financial year the successful projects are:
 - West Coast Penguin Trust, Haast and Milford Sound (Phil Wisker)
 - Fauna and Flora International, Vietnam (Ash Howell)
 - Proyecto Titi, Colombia (Maxine Jenkins)
 - Cheetah Outreach, South Africa (Mauritz Basson)
 - Giraffe Conservation Foundation, Namibia (April McMurtrie)
- Zoo staff continued the three year planting programme at the Town Belt site near Manchester Street and planted 500 hundred native trees and shrubs during August (a total of 3,250 to date). This Habitat Restoration programme will make it an improved habitat for birds, reptiles and insects.

Native animals brought to The Nest Te Kōhanga in the last year

Native Animal Admission Statistics	2015	2016	2017
January	63	67	76
February	51	41	52
March	60	39	33
April	30	28	22
May	37	33	47
June	34	23	21
July	33	17	20
August	26	15	24
September	25	24	22
October	19	43	
November	33	41	
December	67	58	



LEADING THE WAY

Ali Gregory, Glenn Reddix and Olivia Rees at the Retail NZ Top Shop Awards 2017

- The National Retail NZ Top Shop Awards were held on 7 September 2017 at the Sky City Convention Centre, Auckland. Wellington Zoo's entry was about its sustainability in retail and we were awarded National Runner-up in the Innovation Award.
- Senior Veterinarian Baukje Lenting co-authored a Laboratory Report titled "Metabolic Bone Disease in North Island Kākā, *Nestor meridionalis septentrionalis*, in Wellington" in the scientific bulletin "Kōkako". Baukje also co-authored a scientific article titled "Cases of mortality in little penguins (*Eudyptula minor*) in New Zealand associated with avian malaria", in the New Zealand Veterinary Journal.
- Karen Fifield presented at the Social Enterprise World Forum (SEWF) held in Christchurch at the end of September as part of the Guardianship, Stewardship and Environment session. The theme for SEWF 2017 was "*Ka koroki te manu – Creating our tomorrow*", and was an invitation to all to create a global legacy of positive change and to take an active role in shaping the world's future.

Craig Ellison
Board Chair
Wellington Zoo Trust

Appendix 1 – Wellington Zoo Strategy Framework 2017-18

Measure	Target 2017-18	Tracking YTD 30 September	Notes
CONNECT PEOPLE WITH ANIMALS			
Contact animals meeting visitors in Zoo	1,100 hours	172 hrs 30 mins	
People participating in Animal Close Encounters	4,000	762	More people participate in Animal Close Encounters over the Summer months, with sales also peaking over Christmas.
Number of students participating in LEOTC sessions	10,500	2,495	Over 1,200 students attended learning sessions in September, with a large number of Year 13 Biology Primate Evolution sessions (total of 902 Year 13 learners YTD).
PEOPLE LOVE AND SUPPORT THE ZOO			
Increase total visitation	242,000	42,536	7,067 Visitors behind target YTD and 9,096 behind the same period last year.
Percentage of operating costs generated by the Trust	54%	46%	
Ratio of Trust generated income as percentage of WCC grant	120%	98%	
Average income per visitor from Trust generated revenue	\$16.26	\$18.75	
Average WCC subsidy per visitor	\$13.39	\$19.04	
Full cost per visitor including WCC costs	\$21.21	NA	
Volunteer engagement survey	1	NA	
SAVE ANIMALS IN THE WILD			
Number of vulnerable, endangered or critically endangered species (IUCN Red List and DOC National list) in the Zoo's collection	≥27	27	
Percentage of native patient successful release to the wild after treatment in the Nest Te Kōhanga	≥55%	68%	
Number of Field Conservation Projects supported for threatened (NZ) endangered or critically endangered (global) species	≥5	13	
% of OPEX directly contributed to field conservation	4%	NA	
Participate in animal based scientific projects and paper publication	≥5	6	
LEAD THE WAY			
Maintain Zoo and Aquarium Association Animal Welfare Accreditation	Achieved	NA	
Maintain carbonZero certification	Achieved	NA	
H&S targets met	Achieved	NA	
People and Culture targets met	Achieved	NA	

Appendix 2 – Financial Statements

CCO: Wellington Zoo Trust			
Quarter One 2017/18		\$NZ000's	
Actual 30-Jun-17	EARNINGS STATEMENT	Actual 30-Sep-17	Budget 30-Sep-17
	Revenue		
3315	Trading Income	690	716
3125	WCC Grants	810	821
82	Other Grants	21	20
332	Sponsorships and Donations-Operational	49	53
302	Sponsorships and Donations-Capital	500	0
63	Investment Income	16	8
206	Other Income	22	28
7,425	Total Revenue	2,108	1,646
	Expenditure		
4,724	Employee Costs	1,196	1261
2,328	Other Operating Expenses	545	556
11	Depreciation	3	3
	Interest		
998	Vested Assets		
8,061	Total Expenditure	1,744	1,820
(636)	Net Surplus/(Deficit) before Taxation	364	(174)
0	Taxation Expense		
9	Operating Surplus (Deficit)	(136)	(174)
(636)	Net Surplus/(Deficit)	364	(174)
0.1%	Operating Margin	-6.5%	-10.6%

Actual 30-Jun-17	STATEMENT OF FINANCIAL POSITION	Actual 30-Sep-17	Budget 30-Sep-17
	Shareholder/Trust Funds		
0	Share Capital/Settled Funds	0	0
0	Revaluation Reserves	0	0
1,348	Restricted Funds	1,355	1,022
342	Retained Earnings	706	159
1,690	Total Shareholder/Trust Funds	2,061	1,181
	Current Assets		
1,906	Cash and Bank	3,848	3,021
1,858	Accounts Receivable	29	30
138	Other Current Assets	357	100
3,902	Total Current Assets	4,234	3,151
	Investments		
0	Deposits on Call	0	0
0	Other Investments	0	0
0	Total Investments	0	0
	Non-Current Assets		
24	Fixed Assets	21	11
0	Other Non-current Assets	0	0
24	Total Non-current Assets	21	11
	Total Assets		
3,926	Total Assets	4,255	3,162
	Current Liabilities		
1,658	Accounts Payable and Accruals	915	400
	Provisions		
578	Other Current Liabilities	1,279	1,581
2,236	Total Current Liabilities	2,194	1,981
	Non-Current Liabilities		
0	Loans - WCC	0	0
0	Loans - Other	0	0
0	Other Non-Current Liabilities	0	0
0	Total Non-Current Liabilities	0	0
	Net Assets		
1,690	Net Assets	2,061	1,181
	Current Ratio		
1.7	Current Ratio	1.9	1.6
	Equity Ratio		
43.0%	Equity Ratio	48.4%	37.3%

Actual 30-Jun-17	STATEMENT OF CASH FLOWS	Actual Sep-17	Budget Sep-17
	<i>Cash provided from:</i>		
3315	Trading Receipts	690	716
3125	WCC Grants	810	1,641
82	Other Grants	21	20
634	Sponsorships and Donations	549	53
63	Investment Income	16	8
-1432	Other Income	3,034	28
5787		5,120	2,466
	<i>Cash applied to:</i>		
4,724	Payments to Employees	1,122	1,261
1,481	Payments to Suppliers	2,056	556
	Net GST Cashflow		
998	Other Operating Costs (VESTING)		
	Interest Paid	0	0
7203		3,178	1,817
-1416	Total Operating Cash Flow	1,942	649
	Investing Cash Flow		
	<i>Cash provided from:</i>		
0	Sale of Fixed Assets		
	Other		
0		0	0
	<i>Cash applied to:</i>		
	Purchase of Fixed Assets		
(500)	Other -Receipt from sale of investments	0	0
(500)		0	0
500	Total Investing Cash Flow	0	0

Actual 30-Jun-17	STATEMENT OF CASH FLOWS (CONT)	Actual 30-Sep-17	Budget 30-Sep-17
	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
(916)	Net Increase/(Decrease) in Cash Held	1,942	649
2,822	Opening Cash Equivalents	1,906	2,372
1,906	Closing Cash Equivalents	3,848	3,021

Actual 30-Jun-17	CASHFLOW RECONCILIATION	Actual 30-Sep-17	Budget 30-Sep-17
(636)	Operating Surplus/(Deficit) for the Year	364	(174)
	Add Non Cash Items		
11	Depreciation	3	3
	Other (movement restricted funds)	7	
(625)		374	(171)
	Movements in Working Capital		
(1,504)	(Increase)/Decrease in Receivables	1,829	50
(7)	(Increase)/Decrease in Other Current Assets	(219)	30
928	Increase/(Decrease) in Accounts Payable	(743)	(500)
(208)	Increase/(Decrease) in Other Current Liabilities	701	1,240
(791)		1,568	820
	Net Gain/(Loss) on Sale:		
0	Fixed Assets	0	0
	Investments	0	0
0		0	0
(1,416)	Net Cash Flow from Operations	1,942	649