

To: Wellington City Council
From: Wellington Zoo Trust
Date: 30 April 2018

Third Quarter Report 2017/18 Financial Year

Highlights

- Working with local iwi, Taranaki Whānui ki te Upoko o te Ika, the Zoo has created a phrase in Te Reo Māori that encapsulates the ethos of Wellington Zoo – *Me tiaki, kia ora!* Broadly translated this means we must look after the environment, and life will flourish. We have held workshops with all Zoo staff to explore the meaning behind our ethos, and for each staff member to develop what it means for them.
- The Zoo has started the first breeding programme undertaken in Australasia for Goliath Bird Eating tarantulas. There are only 88 of this endangered species recorded as being held in zoos in the world and nine of these reside at Wellington Zoo with six ready for mating. The first mating has been successful and could result in between 200-500 spiderlings.
- We have partnered with Zoos Victoria to successfully lobby for a reduction of single use plastics in the products from global toy maker Wild Republic which produces 45-50% of our retail stock. Reducing single use plastics in our operations is a key strategic outcome for WAZA (World Association of Zoos and Aquariums) members by 2023. WAZA has signed an MOU with UN Environment to achieve this goal for members.
- Shop sales are \$8,927 ahead of our YTD target of \$323,000. Our retail shop team continue their efforts to source sustainable and eco-friendly products with 44% of all shop stock now meeting this requirement.
- We had excellent support for our visitor events programme during the quarter with record breaking numbers attending:
 - 13th annual Neighbours' Night in January, held in conjunction with WCC Social Housing, had a record 1,827 community members welcomed to our wild party.
 - Valentine's Night on 14 February with a best ever number of 786 visitors attending the event. Always willing to help our visitors fully enjoy their visit, Zoo staff were involved in staging a visitor's (successful!) proposal of marriage.
 - Zoo Twilights held every Friday night in March allowed families the unique opportunity to visit after a busy school/working week was over. We had a total of 1,151 visitors over five nights.
- The result for nine months to 31 March shows an operating surplus of \$410K against a budgeted operating surplus of \$97K.

Challenges this Quarter

- The unusually high temperatures over summer impacted on our electricity and water usage costs which are above budget by \$32,398.

Visitor Attendance – as at 31 March 2018

	Current YTD 2017/18
Actual	180,367
Target	179,357
Difference	1,010

We are 13,664 visitors ahead of where we were this time last year (1 July – 31 March).



CONNECTING PEOPLE AND ANIMALS

Photo: Zoofari¹ programme, March 2018

- The Warehouse Zoofari programme for schools has started again for another year with visits from seven participating schools (833 students) completed for the calendar year to date. During this quarter, a national fundraising campaign for Zoofari was undertaken at The Warehouse with over \$300,000 raised to be used by the four major zoos across New Zealand to enable as many kids as possible to experience hands-on conservation learning.
- Various FSC²-based activities were undertaken during the quarter:
 - Wellington Zoo had a stall at the Newtown Festival in March to talk to our community about the ways we can all help animals in the wild by purchasing FSC certified products, highlighting the importance of sustainable forest management.
 - Four staff attended the FSC Business Forum in Auckland on 19 March at which CE Karen Fifield was a key note speaker talking about the importance of FSC to our Zoo. It was an excellent opportunity to build the Zoo's FSC network across a broad range of industries and to understand the global trends for certified forestry products.
 - During the quarter, the Zoo hosted four students from Worcester Polytechnic Institute (WPI), USA while they completed a research project on the awareness of brand availability of FSC products in NZ supermarkets.
- Held as an exemplar of the Be.accessible programme, our Visitor Engagement Manager was invited to speak to a group of Wellington organisations about leading the way and our journey to achieve a Gold rating from Be.accessible (part of the Be.Wellington project which aims to make Wellington a more accessible city).

¹ Zoofari is partnership between Wellington Zoo and The Warehouse which enables children from low decile schools to visit the zoo and experience a learning environment.

² The Forest Stewardship Council (FSC) is dedicated to promoting responsible forest management around the world and upholding the highest standards in responsible forestry at best.

- The Learning Experience team participated in a workshop on youth development and participation, and cultural engagement facilitated by Jane Zintl, Youth Development Manager, Ara Taiohi. This is part of the UNESCO funding grant we received last year to develop a strategy for meaningful engagement with youth inclusive of diverse backgrounds.

Visitor Numbers

	Current YTD March 2017/18
Actual	180,367
Target	179,357
Difference	1,010

LEOTC Numbers

	Annual Target	YTD March 17/18
School Visits (LEOTC)	10,500	8,082

Holiday Programme

	Annual Target	YTD March 17/18
Holiday Programme	1,300	1,099

Species Planning

Arrivals			
Species	Gender	Status	Due
Tasmanian Devils from Australia	Two males and one female	Recommendation received	Early 2018
Porcupines from USA	2 females	12 April	Early 2018

Planned Transfers Out			
Species	Gender	Status	Due
Agoutis	Three females	Perth Zoo	Early 2018
Nyala	Six	Werribee Open Range Zoo	May 2018



Photo (Mark Coote): Neighbours' Night BBQ January 2018

- The Venues team participated in the eighth *Show Me Wellington* venues trade fair. Over 70 exhibitors were there on the day with over 600 people attending the expo. The Zoo stand was voted as the runner up to best in show.
- Facebook reached 893,552 unique users during the quarter with 55,376 of these users engaging with our page posts. Twitter had a combined total of 114,000 impressions and Instagram reached a combined total of 34,614 users for the quarter.

Our Facebook following is up to 43,049; Twitter following is 8,375 and Instagram is up to 4,197 followers.

- Another Cotton Top Tamarin baby was born in January following on from the twins born in May 2017. The cotton-top tamarin is one of the most endangered primates in the world and Wellington Zoo supports Proyecto Titi conservation work in the range state of these animals.
- The Zoo hosted Canadian behaviour change expert Doug McKenzie Mohr's workshops on community-based social marketing with Zoo staff attending both the introductory and advanced sessions.
- We celebrated our local Kororā (or Little Blue Penguins) over Wellington Anniversary Weekend as part of Penguin Awareness Weekend.



Photo: One of the Zoo's Goliath Bird Eating Tarantulas

- Work with our Conservation Partners included:
 - Red Panda Network in Nepal has named the red panda cub, Ngima, from the Buddhist calendar meaning sun as he was born on a Sunday;
 - starting to support Wild Welfare as a conservation partner. Wild Welfare works with Zoos in developing countries to improve their practices and our CE is on the Wild Welfare International Board.
- Wellington Zoo collaborated with Eco Gecko on two projects during the quarter:
 - A Spotted Skink field study at Baring Head (presence of Skinks on site confirmed); and
 - The Nest Te Kōhanga worked with Eco Gecko consultants on the release of the final batch of Ngahere Geckos to Mana Island.
- Further weed maintenance and rubbish collection work was undertaken at the Town Belt Restoration Site in recognition of WCC's Parks Week. On 18 March, staff ran a guided tour of this site, talking about our restoration efforts and identifying native and invasive plant species.

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

Native Animal Admission Statistics	2015	2016	2017	2018
January	63	67	76	54
February	51	41	52	70
March	60	39	33	57
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	28	
November	33	41	37	
December	67	58	61	
	478	429	443	180



LEADING THE WAY

Photo: Wellington Zoo's new EV

- The Zoo is continuing its sustainable journey with the addition of an electric vehicle to the fleet, thanks to the support of WCC, showcasing our commitment to environmental sustainability.
- As one of several media opportunities during the quarter, TVNZ One News ran a story on the Zoo's sustainability work, including CE Karen Fifield's WAZA appointment to build a sustainability framework for zoos and aquariums around the world.
- At Director, Conservation, Eric Miller's invitation, Karen Fifield travelled to St Louis Zoo in USA to participate in their Strategic Planning meeting for a proposed WildCare Institute. Greatly impressed by his tour of The Nest Te Kōhanga in 2017, Eric invited Karen to provide input at the meeting as they move forward with their proposal.
- While in USA, Karen also visited Cheyenne Mountain Zoo (CMZ) to observe their safety protocols around working with dangerous animals and to discuss sustainability work. It is hoped to bring CMZ's President Bob Chastain, who is also Chair of the American Zoo Safety Committee, to Wellington in the future to learn more about zoo safety and the work done at CMZ with giraffe.

Craig Ellison

Board Chair
Wellington Zoo Trust

Appendix 1 – Wellington Zoo Strategy Framework 2017-18

Measure	Target 2017-18	Tracking YTD 31 March 2018	NOTES AS AT 31 DECEMBER 2018
CONNECT PEOPLE WITH ANIMALS			
Contact animals meeting visitors in Zoo	1,100 hours	566 hours	This measure has been impacted by the number of animals available and will be phased out as a measure next year.
People participating in Animal Close Encounters	4,000	3,246	
Number of students participating in LEOTC sessions	10,500	8,082	
PEOPLE LOVE AND SUPPORT THE ZOO			
Increase total visitation	242,000	180,367	1,010 visitors ahead of target YTD: 13,530 visitors ahead of the same period last year.
Percentage of operating costs generated by the Trust	54%	62%	
Ratio of Trust generated income as percentage of WCC grant	120%	135%	
Average income per visitor from Trust generated revenue	\$16.26	\$18.25	
Average WCC subsidy per visitor	\$13.39	\$13.47	
Full cost per visitor including WCC costs	\$21.21	Annual	
Volunteer engagement survey	1	Annual	
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 successfully released to the wild after treatment in the Nest Te Kōhanga	≥55%	74.5%	
Number of Field Conservation Projects supported for threatened (NZ) endangered or critically endangered (global) species	≥ 5	13	Kea Conservation Trust; Madagascar Fauna and Flora Group, Black and white Ruffed Lemurs, Proyecto Titi, Cotton Top Tamarins, Associação Mico-Leão-Dourado, Golden Lion Tamarins, Wildcats Conservation Alliance (Sumatran Tigers), Save the Tasmanian Devils Programme, FFI Vietnam White Cheeked Gibbons, Red Panda Network, Jane Goodall Institute (Chimpanzees), West Coast Penguin Trust, Free the Bears, TRAFFIC South East Asia.
% of OPEX directly contributed to field conservation	4%	Annual	This measure uses the Zoo and Aquarium Association Australasia toolkit to measure direct contribution to field conservation.
Participate in animal based scientific projects and paper publication	≥ 5	6	1. Lead toxicity in Tui with DoC Massey. 2. Lead toxicity in Kākā with DoC & Massey. 3. Honey Bee Pathogens with Victoria University, Wellington. 4. Major Histocompatibility Complex (MHC) detection in Cheetah if this is a contributing factor in mate choice for this species with Nick Cave, Massey University. 5. Feline gastrointestinal flora – of importance to our cats as we are having some digestive related problems with our Cheetah at present with Nick Cave from Massey. 6. Zoo animal anaesthesia study: Nigel Dougherty is one of our current residents in avian, wildlife and zoo animal health at Wellington Zoo and Massey University.
LEAD THE WAY			
Maintain Zoo and Aquarium Association Animal Welfare Accreditation	Achieved	Annual	Next round is November 2018
Maintain carbonZero certification	Achieved	Achieved November	Audit conducted, achieved accreditation.
H&S targets met	Achieved	Annual	These measures are outlined in the H&S strategy and include lead and lag indicators, process improvement for reporting and analysis of H&S data included: eight SIT meetings (95% attendance). Overall improvement in MCG H&S Culture & Maturity Survey, eight successful emergency drills carried out to end of April 2017. Tracking slightly lower Near Miss and Hazard reports to date compared to 2016/17 financial year. Ten ACC claims to the end of ACC's reporting year to end of March 2017/18 compared to 10 in 2016/17 ACC financial year.
People and Culture targets met	Achieved	Annual	

Appendix 2 – Financial Statements

CCO: Wellington Zoo Trust		\$NZ000's	
Quarter Three 2017/18			
Actual	EARNINGS STATEMENT	Actual	Budget
30-Jun-17		31-Mar-18	31-Mar-18
	Revenue		
3315	Trading Income	2914	2728
3125	WCC Grants	2430	2463
82	Other Grants	62	61
332	Sponsorships and Donations-Operational	166	157
302	Sponsorships and Donations-Capital	506	0
63	Investment Income	47	24
206	Other Income	103	83
7,425	Total Revenue	6,228	5,516
	Expenditure		
4,724	Employee Costs	3,581	3781
2,328	Other Operating Expenses	1,720	1628
11	Depreciation	11	9
	Interest		
998	Vested Assets		
8,061	Total Expenditure	5,312	5,418
(636)	Net Surplus/(Deficit) before Taxation	916	98
0	Taxation Expense		
9	Operating Surplus (Deficit)	410	98
(636)	Net Surplus/(Deficit)	916	98
0.1%	Operating Margin	6.6%	1.8%

Actual 30-Jun-17	STATEMENT OF FINANCIAL POSITION	Actual 31-Mar-18	Budget 31-Mar-18
	Shareholder/Trust Funds		
0	Share Capital/Settled Funds	0	0
0	Revaluation Reserves	0	0
1,348	Restricted Funds	1,354	1,022
342	Retained Earnings	1,258	431
1,690	Total Shareholder/Trust Funds	2,612	1,453
	Current Assets		
1,906	Cash and Bank	4,046	3,299
1,858	Accounts Receivable	306	30
138	Other Current Assets	205	100
3,902	Total Current Assets	4,557	3,429
	Investments		
0	Deposits on Call		0
0	Other Investments	0	0
0	Total Investments	0	0
	Non-Current Assets		
24	Fixed Assets	13	5
0	Other Non-current Assets	0	0
24	Total Non-current Assets	13	5
	Total Assets		
3,926	Total Assets	4,570	3,434
	Current Liabilities		
1,658	Accounts Payable and Accruals	666	400
	Provisions		
578	Other Current Liabilities	1,292	1,581
2,236	Total Current Liabilities	1,958	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	2,612	1,453
	Current Ratio		
1.7	Current Ratio	2.3	1.7
	Equity Ratio		
43.0%	Equity Ratio	57.2%	42.3%

Actual 30-Jun-17	STATEMENT OF CASH FLOWS	Actual Mar-18	Budget Mar-18
	<i>Cash provided from:</i>		
3315	Trading Receipts	2,914	2,728
3125	WCC Grants	2430	3,283
82	Other Grants	62	61
634	Sponsorships and Donations	672	157
63	Investment Income	47	24
-1432	Other Income	3,966	83
5787		10,091	6,336
	<i>Cash applied to:</i>		
4,724	Payments to Employees	3,425	3,781
1,481	Payments to Suppliers	4,526	1,628
	Net GST Cashflow		
998	Other Operating Costs (VESTING)		
	Interest Paid	0	0
7203		7,951	5,409
-1416	Total Operating Cash Flow	2,140	927
	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 31-Mar-18	Budget 31-Mar-18
	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	2,140	927
2,822	Opening Cash Equivalents	1,906	2,372
1,906	Closing Cash Equivalents	4,046	3,299

Actual 30-Jun-17	CASHFLOW RECONCILIATION	Actual 31-Mar-18	Budget 31-Mar-18
(636)	Operating Surplus/(Deficit) for the Year	916	98
	Add Non Cash Items		
11	Depreciation	11	9
	Other (movement restricted funds)	6	
(625)		933	107
	Movements in Working Capital		
(1,504)	(Increase)/Decrease in Receivables	1,552	50
(7)	(Increase)/Decrease in Other Current Assets	(67)	30
928	Increase/(Decrease) in Accounts Payable	(992)	(500)
(208)	Increase/(Decrease) in Other Current Liabilities	714	1,240
(791)		1,207	820
	Net Gain/(Loss) on Sale:		
0	Fixed Assets	0	0
	Investments	0	0
0		0	0
(1,416)	Net Cash Flow from Operations	2,140	927