

**Wellington Zoo Trust**  
**Report to the Wellington City Council LTP, Finance & Performance Committee**  
**Third Quarter ending 31 March 2023**

### Highlights

- Stats as at YTD 31 March 2023 (pre-Snow Leopard opening):
  - 173,828 Visitors, 32,173 more than this time last year;
  - 130 venues booked compared to 58 this time last year;
  - \$448,111 retail products sold, \$120,965 more than this time last year (March shop sales target of \$32,000 has been exceeded by \$11,550); and
  - Retail capture rate YTD 11.2% (1.2% above target).
- Wellington Zoo has spearheaded an initiative to form a new Safety Special Advisory Group (Safety SAG) as part of the Zoo & Aquarium Association Australasia. The purpose of the Safety SAG is to form a collaborative network of health, safety and wellbeing professionals from across the ZAA member organisations to promote discussions on current challenges and activities in the region.
- Wellington Zoo has partnered with Boehringer Ingelheim, an international pharmaceutical company, that recently donated \$50,000 to tiger conservation via Wellington Zoo's Partners in Conservation Fund. Wellington Zoo worked with them on live crosses on TVNZ Breakfast to highlight this work and Boehringer Ingelheim are keen to work with us on further initiatives.
- Four Animal Welfare Working Groups have been set up to ensure our animals receive the best possible care as set out in the Five Domains of Animal Welfare, for example, training the big cats to accept conscious blood draws and training the Chimps to receive vaccinations for COVID-19.
- Wellington Zoo welcomed new arrivals: its first Spider Monkey baby born in 29 years; and twin Pygmy Marmosets.
- Wellington Zoo hosted the Government Health & Safety Lead interns for 2022/23 for a full day session and site visit which included ERT training and response, visitor safety considerations and Critical Risk workshop process.
- The extensive refurbishment of The Twilight te ao Māhina was completed in January and new Kiwi resident, Rāwhiti was moved in, and another Kiwi from Willowbank in Christchurch arrived in April 2023.
- Held on 11-12 March, Wellington Zoo's first Zoo Pride event was a spectacular success with 2,699 visitors. Feedback from both rainbow communities and the general community has been significantly positive.
- After a hiatus due to COVID-19 restrictions, Neighbours' Night was again celebrated in January with 1,357 visitors attending on the evening. The Zoo welcomes all immediate neighbours to a BBQ and Zoo staff volunteer their time to welcome our closest community members to the Zoo.

### Challenges

- Cyclone Gabrielle:
  - forced the cancellation of the annual Valentine's Night event on the day which had associated costs; and
  - our hay and straw supplier lost 140 hectares of crops - replacement products have been sourced from around the country, however, the quality may be variable.
- Road works on the No 23 bus route, which are expected to last four months, has fragmented the service. A special shuttle at the Hospital to the Zoo has been established, however, it is yet to be determined what impact this will have on Visitation, and ease of access to the Zoo.

## Performance Measures (KPIs) in the SOI 2023/24

WCC Performance Measures	Target 2022.23	Quarter 3 as at 31.03.23		YTD as at 31.03.23	
Visitors	235,540	66,215	●	173,828	●
Student & Education Visits	21,000	4,443	●	17,759	●
Council Operating Grant per Visitor	\$15.93	\$14.17	●	\$16.19	●
Full Cost to Council (annual WCC measure)	\$6.387M	Annual Measure			
Trading Revenue per Visit (ex. Grants & Interest)	\$18.99	\$19.31	●	\$20.71	●
Non-Council donations and Funding	\$392,500	\$74,896	●	\$302,574	●
Percentage of Operating Costs Generated by Trust	53%	51%	●	52%	●
Trust Generated Income as % of the Council Grant	130%	136%	●	128%	●
Additional WZT Performance Measures	Target 2022.23	YTD as at 31.03.23			
Measure Visitor Feedback and Satisfaction	80%			90%	●
Number of vulnerable, endangered or critically endangered species (IUCN Red List and DOC National List) at the Zoo	25			29	●
Percentage of native animals released to the wild after triage and treatment by The Nest Te Kōhanga (TNTK)	50%			53%	●
WZT UN SDG targets met	80%			Annual measure	●
Number of field conservation projects supported for vulnerable, endangered or critically endangered species (IUCN Red List and DOC National List) at the Zoo	12			13	●
Maintain Zoo and Aquarium Association Animal Welfare Accreditation	Achieved			Achieved	●
Maintain Toitū net carbonzero certification	Achieved			Achieved	●
Implementing <i>Kanohi Kitea</i> culture competency	Achieved			Ongoing planning	●
Achieve and maintain Rainbow Tick certification	Achieved			Achieved	●
Health, Safety & Wellbeing Committee meeting attendance	80%			92%	●
Emergency drill or incident debriefs summary delivered	8			5	●
Volunteer engagement survey completed	1			Completed closer to year end	●
Staff recognition initiative complete	1			Annual staff awards event held in September 2022	●
Staff learning and development initiatives completed	10			12	●



On track or target met



At risk of not achieving target



Will not reach target

### Financial Performance Summary

	Year to Date (\$000s)			Full Year (\$000s)		
	Actual	Budget	Variance	Forecast	Budget	Variance
Revenue	6,843	6,522	321	9,020	8,622	398
Expenditure	7,072	6,800	(272)	9,407	9,109	(298)
Net Surplus/Deficit	(229)	(277)	48	(387)	(487)	100

### Coming Up

- Snow Leopards habitat has opened at Wellington Zoo
- To celebrate the 20<sup>th</sup> anniversary of the Trust in 2023, we are beginning a journey to determine a te reo Māori co-name for Wellington Zoo.
- Master Planning documentation is being developed for the LTP discussions.

**CCO: Wellington Zoo Trust**  
**Quarter Three 2022/23**

**\$NZ000's**

<b>Actual 30-Jun-22</b>	<b>EARNINGS STATEMENT</b>	<b>Actual 31-Mar-23</b>	<b>Budget 31-Mar-23</b>
	<b>Revenue</b>		
3579	Trading Income	3582	3276
4148	WCC Grants	2814	2814
554	Other Grants	71	84
267	Sponsorships and Donations-Operational	243	210
7	Sponsorships and Donations-Capital	578	0
7	Investment Income	33	3
95	Other Income	100	135
<b>8,657</b>	<b>Total Revenue</b>	<b>7,421</b>	<b>6,522</b>
	<b>Expenditure</b>		
6,245	Employee Costs	4,861	5000
2,497	Other Operating Expenses	2,211	1800
	Depreciation	0	0
	Interest		
43	Vested Assets		
<b>8,785</b>	<b>Total Expenditure</b>	<b>7,072</b>	<b>6,800</b>
<b>(128)</b>	<b>Net Surplus/(Deficit)</b>	<b>349</b>	<b>(277)</b>
<b>(92)</b>	<b>Operating Surplus/(Deficit)</b> <i>(excluding Capital income)</i>	<b>(229)</b>	<b>(277)</b>
<b>-1.1%</b>	<b>Operating Margin</b>	<b>-3.1%</b>	<b>-4.3%</b>

Actual 30-Jun-22	<b>STATEMENT OF FINANCIAL POSITION</b>	Actual 31-Mar-23	Budget 31-Mar-23
	<b>Shareholder/Trust Funds</b>		
1,680	Restricted Funds	1,658	1864
224	Accumulated Funds	595	(54)
1,904	<b>Total Shareholder/Trust Funds</b>	2,253	1,810
	<b>Current Assets</b>		
3,689	Cash and Bank	4,033	3378
1,540	Accounts Receivable	1,519	150
186	Other Current Assets	203	100
5,415	<b>Total Current Assets</b>	5,755	3,628
	<b>Investments</b>		
0	Deposits on Call	750	500
0	Other Investments	0	0
0	<b>Total Investments</b>	750	500
	<b>Non-Current Assets</b>		
0	Fixed Assets	0	0
0	Other Non-current Assets	0	0
0	<b>Total Non-current Assets</b>	0	0
	<b>Total Assets</b>	6,505	4,128
	<b>Current Liabilities</b>		
882	Accounts Payable and Accruals	1,494	650
394	Provisions	385	0
2,235	Other Current Liabilities	2,373	1668
3,511	<b>Total Current Liabilities</b>	4,252	2,318
	<b>Non-Current Liabilities</b>		
0	Loans - WCC	0	0
0	Loans - Other	0	0
0	Other Non-Current Liabilities	0	0
0	<b>Total Non-Current Liabilities</b>	0	0
	<b>Net Assets</b>	2,253	1,810
	<b>Current Ratio</b>	1.4	1.6
	<b>Equity Ratio</b>	34.6%	43.8%

Actual 30-Jun-22	<b>STATEMENT OF CASH FLOWS</b>	Actual Mar-23	Budget Mar-23
	<i>Cash provided from:</i>		
8,938	Operating Revenue	11,819	6,987
7	Interest Received	33	3
345	Net GST Cashflow	(373)	0
9,290		11,479	6,990
	<i>Cash applied to:</i>		
(6,062)	Payments to Employees	(4,681)	(5,000)
(3,198)	Payments to Suppliers	(5,704)	(1,800)
0	Term investments	(750)	0
(9,260)		(11,135)	(6,800)
30	<b>Movement</b>	344	191
3,659	<b>Cash balance at beginning</b>	3,689	3,187
3,689	<b>Cash balance at end</b>	4,033	3,378