

Meeting of Management Committee

Thursday 17 March 2022

AGENDA

Notice of Meeting

Councillors of the Tamala Park Regional Council Management Committee are advised that a meeting will be held electronically on Thursday 17 March 2022 at 6:00pm.



JON MORELLINI
Chief Executive Officer

*Constituent Members: Cities of Perth, Joondalup, Stirling, Vincent and Wanneroo
Towns of Cambridge and Victoria Park*

TABLE OF CONTENTS

MEMBERSHIP	3
PRELIMINARIES.....	4
1. OFFICIAL OPENING	4
DISCLOSURE OF INTERESTS	4
2. PUBLIC STATEMENT/QUESTION TIME.....	4
3. APOLOGIES AND LEAVE OF ABSENCE.....	4
4. PETITIONS.....	4
5. CONFIRMATION OF MINUTES.....	4
5A BUSINESS ARISING FROM MINUTES	4
6. ANNOUNCEMENTS BY CHAIR (WITHOUT DISCUSSION).....	4
7. ADMINISTRATION REPORTS AS PRESENTED (ITEMS 7.1 – 7.3)	4
7.1 BUSINESS REPORT – PERIOD ENDING 10 MARCH 2022	5
7.2 PROJECT FINANCIAL REPORT – JANUARY 2022.....	14
7.3 SALES AND SETTLEMENT REPORT – PERIOD ENDING 10 MARCH 2022 ..	16
8. ELECTED MEMBERS MOTIONS OF WHICH NOTICE HAS BEEN GIVEN	21
9. QUESTIONS BY ELECTED MEMBERS OF WHICH DUE NOTICE HAS BEEN GIVEN	21
10. URGENT BUSINESS APPROVED BY THE CHAIR.....	21
11. GENERAL BUSINESS.....	21
12. DECISION TO MOVE TO CONFIDENTIAL SESSION.....	21
12.1 FENCING SERVICES TENDER 01/2022.....	21
12.2 DEVELOPMENT MANAGEMENT AGREEMENT STAGE 3 BOUNDARY AMENDMENTS	21

MEMBERSHIP

OWNER COUNCIL	MEMBER
City of Joondalup	Cr John Chester Cr Nige Jones
City of Stirling	Cr Suzanne Migdale (CHAIR) Cr Bianca Sandri Cr Tony Krsticevic

Representatives from the Satterley Property Group will be in attendance at the meeting.

PRELIMINARIES

1. OFFICIAL OPENING

DISCLOSURE OF INTERESTS

2. PUBLIC STATEMENT/QUESTION TIME

3. APOLOGIES AND LEAVE OF ABSENCE

4. PETITIONS

5. CONFIRMATION OF MINUTES

That the Management Committee CONFIRMS and the Chair signs the minutes from the Management Committee meeting held 11 November 2021 as a true and accurate record of proceedings.

5A BUSINESS ARISING FROM MINUTES

6. ANNOUNCEMENTS BY CHAIR (WITHOUT DISCUSSION)

7. ADMINISTRATION REPORTS AS PRESENTED (ITEMS 7.1 – 7.3)

7.1 BUSINESS REPORT – PERIOD ENDING 10 MARCH 2022

Responsible Officer: Manager Project Coordination

Attachments: Nil

Voting Requirements: Simple Majority

RECOMMENDATION

That the Management Committee RECEIVES the Business Report to 10 March 2022.

PURPOSE

The report provides information to the Management Committee on key activities, programs and milestones.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

N/A

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

N/A

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 2	Risk Rating:
Strategic - Stable and effective governance environment.	Moderate
Action:	
SPG and TPRC provide reports/information to Council Meetings.	

The report provides information to ensure the Management Committee is well informed on the progress of key components of the Catalina Project.

BACKGROUND

The business of the Council requires adherence to many legislative provisions, policies and procedures that aim at best practice. There are also many activities that do not need to be reported formally to the Council but will be of general interest to Council members and will also be of interest to the public who may, from time to time, refer to Council minutes.

In the context of the above, a Business Report provides the opportunity to advise on activities that have taken place between meetings. The report will sometimes anticipate questions that may arise out of good governance concerns by Council members.

COMMENT

1. Civil Construction - Status

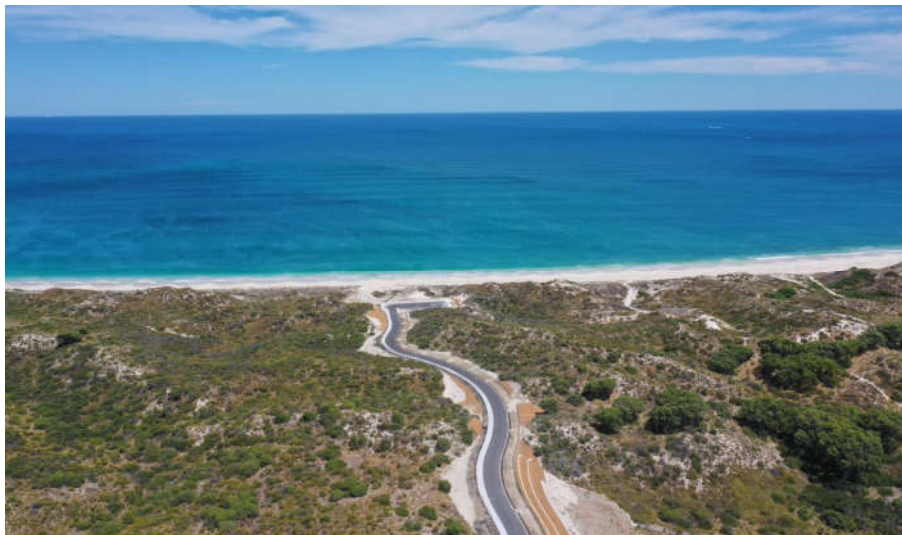
Catalina Beach Foreshore Access Road / Carpark

Civil works for the Foreshore Access Road have been completed with the beach access now open to the public.

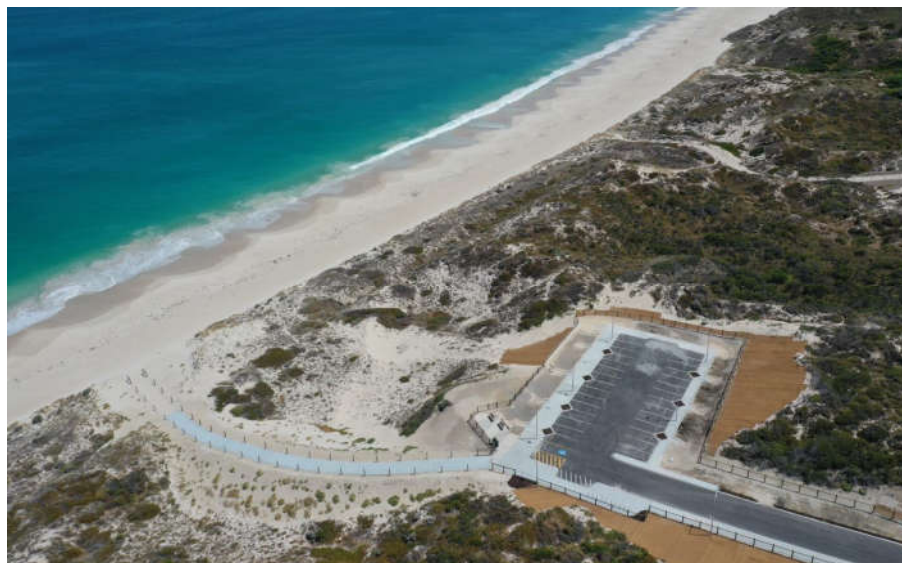
The outstanding 650m southern segment of the path in Burns Beach has recently been constructed by Peet Limited, finally completing the 4.6km link.

Portofino Promenade

Civil works for the Portofino Promenade extension have been completed with the road now open to the public.



View of Foreshore Access Road in mid-February 2022



View of the Foreshore Access Road and Carpark in mid-February 2022

Longbeach Promenade

Earthworks for the Longbeach Promenade extension are largely complete, however civil works are on hold as the civil contractors' available resources will be being allocated to the construction of four civil stages across Catalina (Stages 18C, 27, 30 and 36) in order to prioritise release of lot titles. It is anticipated that work on the Longbeach Promenade extension will not resume until September 2022.

Stage 27B – Catalina Beach

Construction of Stage 27B (23 lots) is in progress. Completion of works and titles are forecast for late March 2022.



Construction of Stages 27B and 30 in progress

Stage 30 – Catalina Beach

Construction of Stage 30 (37 lots) is in progress and expected to be completed in late May 2022.

Payment of a security bond to the City of Wanneroo has been made to expedite a subdivision clearance and the release of titles in May 2022 ahead of the completion of all required works.

Catalina Green

Earthworks for the first phase of Catalina Green (Stages 36 and 37) are complete.

Civil works for Stage 36 (78 residential lots and a commercial lot) have commenced and are anticipated to be completed mid-August 2022.

Civil designs are currently underway for Stage 37 (49 lots) and are expected to be completed in late March 2022.

Stage 18C – Catalina Central

Construction of Stage 18c (28 lots) has commenced and is expected to be completed mid-August 2022.

2. Landscaping Works - Status

CATALINA BEACH

Foreshore Access Road and Carpark

Landscaping works for the Foreshore Access Road and Carpark have been completed. A second stage of revegetation works of road and carpark verges will be undertaken in winter 2022.

The Clearing Permit for the Foreshore Access Road and Carpark requires the TPRC to revegetate an area of approximately 1.5ha to offset the vegetation clearing associated with the road works. The TPRC has completed the first stage of offset planting of approximately 800m² in the coastal conservation reserve, approximately 200m to the north of the Foreshore Access Road. Additional stages of offset planting will be undertaken in winter 2022 and 2023.

Portofino Promenade Extension

Landscaping of the Portofino Promenade extension is anticipated to commence late May 2022.

Stage 28 Display Village/Marmion Avenue West

Landscaping of the verges opposite the Stage 28 Display Village has commenced and is anticipated to be completed late March 2022.

Catalina Beach Park – Phase 2

Construction of the extension of the existing Stage 25 park is anticipated to commence in June 2022.

Foreshore Park

Landscape works on the new park adjacent to the Portofino Promenade extension are anticipated to commence in August 2022.

CATALINA CENTRAL

Aviator Boulevard Greenlink

Landscape works for the Aviator Boulevard Greenlink extension from Roulettes Parade to Connolly Drive in Catalina Central have commenced and are anticipated to be completed mid-June 2022.

Connolly Drive/Aviator Boulevard Roundabout and Entry Statement

Landscape works for Connolly Drive, including the Connolly/Aviator Roundabout and entry statements are programmed to commence in April 2022.

CATALINA GREEN

Phase 1 Park, Streetscapes and Entry Statements

Landscape design for the stage one public open space, streetscape works and entry statements on Connolly Drive and Neerabup Road and parkland adjacent to Neerabup Road in the first phase of the Catalina Green development area is well advanced. Landscape works are programmed to commence in August 2022.

3. Housing Construction

The following table provides an overview of the current progress of housing construction to 10 March 2022:

Stage	Total Lots	Homes Completed	Homes Under Construction	Lots Vacant
Stages 1 – 15, 17A, 18A, 18B, Stage 25 A & DV.	908	905	1	2
Stage 16A	17	2	13	2
Stage 17B	36	32	4	0
Stage 25C	4	0	2	2
Stage 25 (Builders Release)	17	16	1	0
Stage 26	38	30	6	2
Stage 27A	20	15	4	1
Stage 28	34	0	17	17
Total	1,074	1,000	48	26

4. Community Events

Foreshore Access Road – Opening Ceremony

A ceremony to celebrate the opening of the Foreshore Access Road was held on Saturday 19 February 2022. A summary brief of the event as well as event photos are detailed below:

Background

A community-based activation of the new access road and path at Mindarie Beach. Residents were invited for a 'sneak peek' before the road opened to the general public.

Objectives

- Promote and activate use of Catalina Beach foreshore access path and beach.
 - Encourage community & outdoor lifestyle amongst residents.
 - Encourage & facilitate community connection to enhance liveability.
- Support the Community leaf within the EnviroDevelopment accreditation.
 - Leverage the event to enhance 'Catalina Beach' brand awareness & profile to prospective buyer markets.

Event format

- Residents were transported to the beach carpark by shuttle bus.
- Free coffees were on offer for the first 100 residents who ordered at the coffee van.
- A mermaid performer entertained the kids with bubbles. Beach balls, windmills and Catalina branded buckets and spades were given away to kids.
 - VIPs were met at the Catalina Sales Office at 9:30am for networking and light refreshments, then escorted to the event site at 9.45am by shuttle bus.
- The official ceremony began at 10am with speeches by John Silla, Bianca Sandri and Mayor Tracey Roberts, followed by the ribbon cutting.
 - All guests were invited to head down the new path to Mindarie Beach.
 - Portofino Promenade extension was opened to the public at 2pm, after the event concluded.

Resident registrations

Via Eventbrite

260

Resident attendance

120+ attendees

VIP attendance

Mayor Tracey Roberts

Mark Folkard MLA

Cr Bianca Sandri (TPRC Chair)

Jon Morellini (TPRC CEO)

Cr Brett Treby (TPRC)

Cr Nige Jones (TPRC)

Rene Peters – Summit Homes

Boon Khiang Sim – Redink Homes

eDM event notification

2,256 emails sent

820 unique opens/36.35% unique open rate

(industry average 19.17%)

80 unique clicks







5. Commercial Centres

Aviator Boulevard, Catalina Central

The childcare centre at the corner of Aviator Boulevard and Roulettes Parade is due to open for business early April 2022. Stage 2 of the development will include several shop tenancies (300m² net lettable area) and a 170m² café and is due to be completed by May 2023.

Connolly Drive, Catalina Green

The first stage of civil works within Catalina Green will include the 2ha neighbourhood centre site located at the intersection of Connolly Drive and Aviator Boulevard.

A contract of sale for the neighbourhood centre site is being prepared and is anticipated to be executed in late March 2022. The agreed sale price has well exceeded the budgeted figure of \$5 million.

6. Catalina Green Display Village

A tender for the allocation of lots in the proposed Builders' Display Village in Catalina Green closed on 17 November 2021. Currently there are eight builders interested in buying and constructing on a lot in the Display Village. Satterley considers that 10 display homes are required to warrant construction of the Display Village and is in the process of attempting to secure buyers for at least two more lots.

Development Approval for the Display Village was issued by the City of Wanneroo on 22 December 2021.

7.2 PROJECT FINANCIAL REPORT – JANUARY 2022

Responsible Officer:	Chief Executive Officer
Attachments:	Letter from Satterley Property Group dated 23 February 2022 with Financial Report
Voting Requirements:	Simple Majority

RECOMMENDATION

That the Management Committee RECEIVES the Project Financial Report (January 2022) submitted by the Satterley Property Group.

PURPOSE

To consider the Project Financial Report for January 2022 submitted by the Satterley Property Group.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

N/A

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

Review of Project Financial Report for September 2021.

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 2	Risk Rating:
Strategic - Stable and effective governance environment.	Moderate
Action:	
SPG and TPRC provide reports/information to Council Meetings.	

The report provides information to the Management Committee on Catalina Project financial outcomes in particular, revenue, expenditure and variances to ensure transparency and governance of financial activity.

BACKGROUND

At its meeting of 17 June 2021, the Council approved the Project Budget FYE 2022, submitted by the Satterley Property Group (Satterley).

The Development Manager's Key Performance Indicators 2020 - Governance, requires the preparation of monthly progress reports.

COMMENT

Satterley has prepared a Catalina Financial Report for January 2022 for the Project. The report has been prepared on a cash basis and compares actual expenditure to approved budget expenditure for the period 1 January 2022 to 31 January 2022 and is attached at Appendix 7.2.

The Financial Report identifies the following main areas of variance:

1. Residential settlement revenue for the year to date to 31 January 2022 is \$14.57M which is \$0.5M favourable to the approved December 2021 budget.
2. Overall year to date expenditure is \$6M under budget, mainly in the following areas:
 - Lot Production \$5.76M under budget;
 - P&L expenditure is \$162K under budget;
 - Infrastructure \$111M under budget;
 - Clearance Bonds \$58K adverse to budget;
 - Indirect consultants \$23K under budget;
 - Landscaping \$118K under budget;
3. Year to date sales for FYE 2022 are \$1.63M unfavourable to budget due to 7 less sales than budget.

The Satterley Financial Report provides detail on the variations.

Satterley representatives will be in attendance to present the report.

7.3 SALES AND SETTLEMENT REPORT – PERIOD ENDING 10 MARCH 2022

Responsible Officer: Manager Project Coordination

Attachments: Staging Plan

Voting Requirements: Simple Majority

RECOMMENDATION

That the Management Committee RECEIVES the Sales and Settlement Report to 10 March 2022.

PURPOSE

To advise the Management Committee of the status of sales, settlements and sales releases.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

Local Government Act 1995: Sect 3.58 – Disposal of Property.

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

Income under this matter will be posted under item I145011 (Income on Lot Sales):

Budget Amount:	\$ 28,759,845
Received to Date:	\$ 14,299,772
Balance:	\$ 14,460,073

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 2	Risk Rating:
Strategic - Stable and effective governance environment.	Moderate
Action:	
SPG and TPRC provide reports/information to Council Meetings.	

The report provides information on Catalina Project sales/settlements and variances to ensure the Management Committee is well informed on sales and market trends.

BACKGROUND

The Sales and Settlement Report provides the Management Committee with a status update of sales and settlements for the Project. The Staging Plan provided under Appendix 7.3 identifies the extent of the stage boundaries referenced within the report.

COMMENT

Table 1 provides a summary of the Catalina Estate Sales and Settlement position for lots released up to 10 March 2022.

Table 1: Summary of Sales and Settlement of Lots – Catalina Estate

Stage	Release Date	Lots Released	Lot Sizes (m ²)	Sold	Stock	Settled
Completed Stages	-	1034	174 - 658	1034	0	1034
Stage 16A	Aug-20	17	375 - 450	17	0	17
Stage 18C (1)	Sep-21	21	183 - 558	20	1	0
Stage 18C (2)	Nov-21	4	150 – 155	3	1	0
Stage 27A (1)	Aug-20	12	225 - 450	12	0	11
Stage 27B (1)	Jun-21	11	300 - 617	11	0	0
Stage 27B (2)	Jul-21	12	375 - 539	12	0	0
Stage 28 (DV)	Mar-21	12	375 - 474	12	0	11
Stage 30 (1)	Oct-21	18	176 - 639	16	2	0
Stage 30 (2)	Dec-21	8	375 - 450	7	1	0
Stage 30 (3)	Feb -22	9	315-518	1	8	0
Stage 36 (1)	Oct-21	21	313 - 591	21	0	0
Stage 36 (2)	Dec-21	14	300 - 450	12	2	0
Stage 36 (3)	Feb-21	7	188 - 484	1	6	0
Total		1,200	150 - 658	1,179*	21	1,073

* includes five sales subject to advertising and acceptance

Table 2: Summary of Net Sales for FYE 2022 against Budget – Catalina Estate

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YTD	Apr	May	Jun	FYE 22
Budget	9	13	12	10	18	18	16	17	11	124	12	11	12	159
Actual	9	13	12	10	25	10	10	10	13	112*				
Variance	-	-	-	-	+7	-8	-6	-7	2	-12				

* includes five sales subject to advertising and acceptance

The Project currently has 106 lots under contract; 16 unconditional, 85 conditional and five pending advertising and acceptance.

21 released lots are currently available across Catalina, as listed in Table 3. An additional nine lots were released in Stage 30 Catalina Beach in late February 2022. The final three lots in Stage 18C are being released in mid-March 2022.

Table 3: Summary of Available Stock Position – Catalina Estate

Stage	Precinct	Release Date	Lots Released	Stock	Title Status	Anticipated Title Date
Stage 18C (1)	Central	Sep-21	21	1	Untitled	August 2022
Stage 18C (2)	Central	Nov-21	4	1	Untitled	August 2022
Stage 30 (1)	Beach	Oct-21	18	2	Untitled	May 2022
Stage 30 (2)	Beach	Dec-21	8	1	Untitled	May 2022
Stage 30 (3)	Beach	Feb-22	9	8	Untitled	May 2022
Stage 36 (2)	Green	Dec-21	14	2	Untitled	August 2022
Stage 36 (3)	Green	Feb-21	7	6	Untitled	August 2022
			Total	21		

Table 4: Summary of Settlements for FYE 2022 against Budget – Catalina Estate

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	YTD	Apr	May	Jun	FYE 22
Budget	1	3	16	10	3	3	3	1	11	51	8	7	14	80
Actual	1	3	16	10	4	3	3	0	1	41				
Variance	-	-	-	-	+1	-	-	-1	-10	-10				

Northern Corridor Estates Analysis

Table 5 provides a summary of sales at developments in the northern corridor.

Table 5: Summary of Sales in Northern Corridor (February 2021 to January 2022)

ESTATE	Feb	Mar	April	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	12 Month Total Sales
NORTH-WEST METRO													
Alkimos Beach (Alkimos)	12	7	5	5	6	10	13	12	15	14	7	2	108
Alkimos Vista (Alkimos)	-1	11	10	3	4	3	5	5	8	16	10	3	77
Allara (Eglinton)	3	7	8	2	2	11	8	7	4	11	5	2	70
Amberton (Eglinton)	7	13	13	15	12	13	10	15	20	13	13	4	148
Beaumaris (Iluka)	0	0	0	0	0	0	6	11	2	5	2	2	28
Catalina (Clarkson-Mindarie)	9	6	10	3	2	9	13	12	10	23	12	10	119
East of the Beach (Eglinton)	7	12	12	5	12	9	10	9	14	6	3	7	106
Eden Beach (Jindalee)	5	15	5	4	10	9	4	7	17	21	27	10	134
Elevale								5	7	10	3	3	28
Jindowie Estate								3	13	14	1	1	32
Shorehaven (Alkimos)	9	15	15	7	9	8	14	12	4	9	3	4	109
Trinity (Alkimos)	7	15	15	8	5	16	20	15	24	11	13	2	151
TOTAL	58	101	93	52	62	88	103	113	138	153	99	50	1110

CATALINA SHARE (%)	15.5 %	5.9 %	10.7 %	5.7 %	3.2 %	10.2 %	13 %	11 %	9 %	15 %	12 %	20 %	11 %
---------------------------	---------------	--------------	---------------	--------------	--------------	---------------	-------------	-------------	------------	-------------	-------------	-------------	-------------

Note 1: Satterley reporting is based on 'mid-month' sales period.

Note 2: Satterley has expressed caution that these sales results are indicative only based on information obtained in the marketplace and supplied on a voluntary basis.

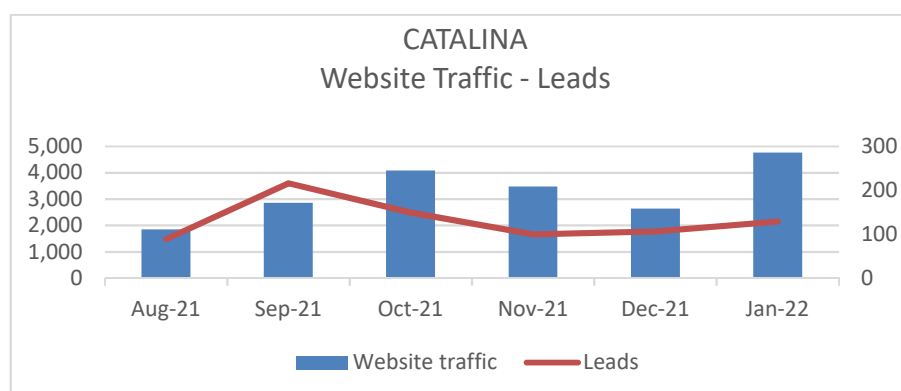
Table 6 provides a summary of available stock in the northern corridor.

Table 6: Summary of Price of Available Lots in Northern Corridor Estates

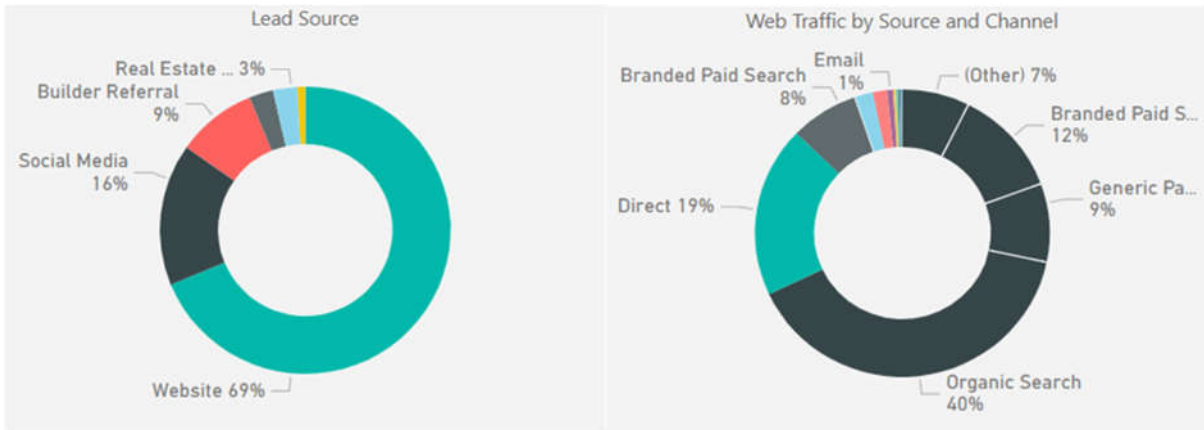
Estate	225sqm Price (\$)	300sqm Price (\$)	375sqm Price (\$)	450sqm Price (\$)	500sqm + Price (\$)	Total Dwellings	Stock
Allara	n/a	n/a	192,000	216,000-223,000	228,000-243,000	3,405	22
Alkimos Beach	n/a	n/a	275,000	305,000-315,000	n/a	2,413	11
Amberton	n/a	n/a	226,000-232,000	276,000-303,000	n/a	2,500	9
Burns Beach	n/a	n/a	445,000	n/q	600,000	1,580	11
Catalina Central	n/a	n/a	n/a	n/a	n/a	2,480	2
Catalina Beach	n/a	n/a	395,000	460,000	490,000		11
Catalina Green	n/a	n/a	n/a	302,000	n/a		8
Eden Beach	n/a	245,000	n/a	385,000	396,000-408,000	1,100	14
Myella	n/a	n/a	n/a	n/a	n/a	197	13
Shorehaven	289,000	227,000	263,000	297,000	n/a	2,800	26
Trinity	175,000	210,000	214,000-263,000	283,000-292,000	n/a	2,500	35

Marketing

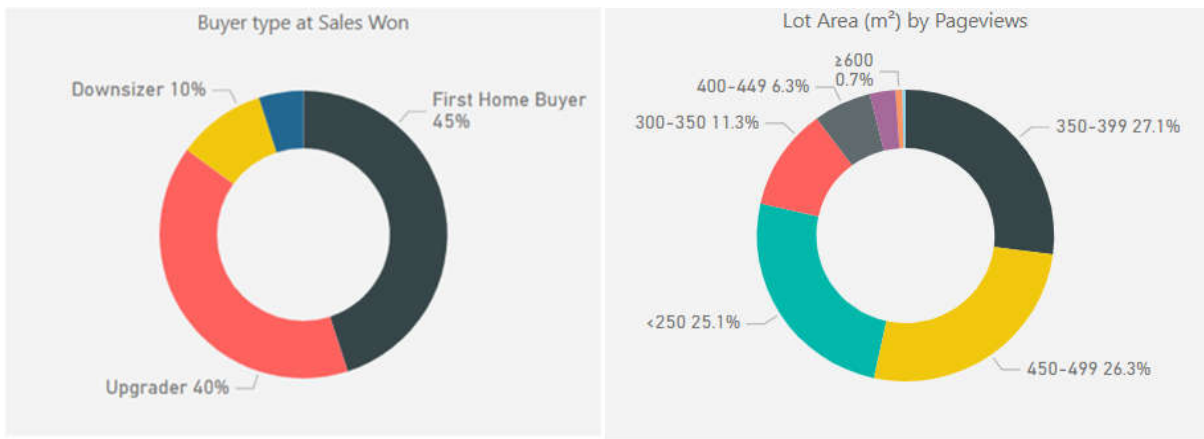
Catalina website traffic and leads were strong in January. This is consistent with other estates in the northwest corridor, with high interest for land in coastal estates.



January experienced a noticeable increase in leads and sales from upgraders, with increased traffic from Facebook and Organic Search (due to high performing Search Engine Optimisation).



Satterley CRM Data 16/01/22 – 16/02/22



Production of a Catalina promotional video, showcasing the development progress and new Beach Access is well advanced. The video will aim to promote the idyllic, coastal lifestyle that Catalina offers. The video-shoot took place in late February 2022 following completion of the Beach Access Road. The video will be used across Catalina’s digital advertising and website.

Catalina Beach-branded bannermesh has been installed to both sides of fencing along the length of the recently completed Portofino Promenade extension, leading towards the Beach Access Road.



8. ELECTED MEMBERS MOTIONS OF WHICH NOTICE HAS BEEN GIVEN
9. QUESTIONS BY ELECTED MEMBERS OF WHICH DUE NOTICE HAS BEEN GIVEN
10. URGENT BUSINESS APPROVED BY THE CHAIR
11. GENERAL BUSINESS
12. DECISION TO MOVE TO CONFIDENTIAL SESSION

That the Management Committee:

Move into Closed Session and exclude members of the press and public from the meeting of the Closed Session and access to the correspondence and reports relating to the items considered during the course of the Closed Session be withheld. This action is taken in accordance with Section 5.23 of the *Local Government Act 1995*.

12.1 FENCING SERVICES TENDER 01/2022

- c) *a contract entered into, or which may be entered into, by the TPRC and which relates to a matter to be discussed at a meeting (section 5.23(2)(c));*
- e) *a matter that if disclosed, would reveal –*
 - i) *Information that has a commercial value to a person; or*
 - ii) *Information about the business, professional, commercial or financial affairs of a person where the information is held by, or is about, a person other than the TPRC (section 5.23(2)(e)).*

12.2 DEVELOPMENT MANAGEMENT AGREEMENT STAGE 3 BOUNDARY AMENDMENTS

- c) *a contract entered into, or which may be entered into, by the TPRC and which relates to a matter to be discussed at a meeting (section 5.23(2)(c));*
- e) *a matter that if disclosed, would reveal –*
 - i) *Information that has a commercial value to a person; or*
 - ii) *Information about the business, professional, commercial or financial affairs of a person where the information is held by, or is about, a person other than the TPRC (section 5.23(2)(e)).*

13. FORMAL CLOSURE OF MEETING

APPENDICES

Appendix 7.2

23 February 2022

Mr Jon Morellini
Chief Executive Officer
Tamala Park Regional Council
PO Box 655
INNALOO WA 6918

Dear Jon

Catalina Financial Report for January 2022

Please find attached the Catalina Financial Report for January 2022. This report has been prepared on a cash basis and compares actual income and expenditure to the January 2022 approved budget for the period 1 January 2022 to 31 January 2022.

Year to date profit is \$7.46m which is \$2.15m favourable to budget, with residential settlement revenue for the year to date at \$14.57m which is \$0.5m favourable to the approved 'December 2021' budget.

YTD Sales for FYE2022 are \$1.63m unfavourable to budget due to 7 less sales than budget.

Overall year to date expenditure for FYE2022 is \$6m under budget per the approved 'December 2021' budget, with \$6.82m spent against a budget of \$12.82m. The main areas of variances are summarised below:

- Lot Production (excl. Bonds) is \$5.76m under budget, noting the following variances:
 - Stages 36-40 Earthworks \$819k under budget as earthworks now undertaken a stage at a time;
 - Stage 18C \$717k under budget due to timing of invoice payments;
 - Stage 27B \$590k under budget due to timing of invoice payments;
 - Stage 28 \$74k under budget due to timing of invoice payments;
 - Stage 29 \$15k under budget due to timing of invoice payments;
 - Stage 30 \$612k under budget due to timing of invoice payments;
 - Stage 31 \$158k under budget due to timing of invoice payments;
 - Stage 36 \$2.7m under budget due to timing of invoice payments;
 - Stage 37 \$67k under budget due to timing of invoice payments;
 - \$8k combined minor variances.

- Landscaping is \$118k over budget, noting the following variances:
 - Preliminary landscaping consultancy \$169k over budget – within FY22 budget;
 - Environmental landscaping \$29k over budget due to timing of invoice payments;
 - Beach foreshore access area \$89k under budget due to timing of invoice payments;
 - Green POS 1 Phase 1 \$8.7k over budget due to timing of invoice payments;

- Infrastructure Spend is \$111k under budget, noting the following variances:
 - Connolly Drv Aviator Blvd Intersection \$251k over budget – within FY22 budget;
 - Foreshore Access Road \$2k over budget due to timing of invoice payments;
 - Portofino Extension \$25k over budget – within FY22 budget;
 - Catalina Beach Dual Use Path \$85k under budget due to timing of invoice payments;
 - Longreach Prom Extension \$242k under budget due to timing of invoice payments;
 - CAT Foreshore POS \$30k under budget due to timing of invoice payments;
 - Rubbish Removal \$32k under budget due to timing of invoice payments;

- Clearance bonds \$58k favourable to budget – timing.

- Indirect Consultants are \$23k under budget due to timing of invoice payments.

- P&L expenditure is \$162k under budget, noting the following variances:
 - Sales & Marketing is \$99k under budget due to timing of spend;
 - Community and Development \$27k under budget due timing of invoice payments;
 - Audit and Tax \$4k over budget due to timing of invoice payments;
 - Maintenance \$7k under budget due to timing of invoice payments;
 - Legal Fees \$17k under budget due to timing of invoice payments;
 - Contingency \$185k over budget – within FY22 budget;
 - Rates & Taxes \$153k under budget due to timing of invoice payments;
 - \$48k under budget - combined minor variances for other Overheads.

Please refer to the attached Cashflow Analysis for a more detailed analysis of actual to budget variances. Should you have any queries on this report, please do not hesitate to contact me.

Yours faithfully



Ross Carmichael
General Manager Finance

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Jan 2022			Year to date Vs Budget to Jan 2022			Project to date Vs Budget to Jan 2022			Bud Comparison: Dec 21 Approved	
Job Description	Account Description	Actual 1 month to Jan 2022	Budget 1 month to Jan 2022	Variance	YTD to Jan 2022	YTD budget	Variance	PTD to Jan 2022	PTD Budget	Variance	Comments regarding variance	
REVENUE												
Settlements	Settlement revenue	1,210,000	937,889	272,111	14,571,500	14,091,944	479,556	289,234,500	288,754,944	479,556	40 settlements YTD ex GST Margin scheme. GST Margin as detailed in Burgess Rawson valuations Includes Commission and Management Fees Penalty interest income on settlements	
Margin GST	Margin GST	(25,071)	(13,773)	(11,298)	(271,728)	(214,183)	(57,545)	(4,187,331)	(4,129,785)	(57,546)		
Direct Selling Costs		(53,954)	(43,198)	(10,755)	(652,759)	(637,703)	(15,057)	(13,189,092)	(13,124,034)	(65,058)		
Interest Income		8,259	0	8,259	12,949	2,382	10,567	103,862	93,295	10,567		
Forfeited Deposits		1,818	0	1,818	6,364	0	6,364	33,636	27,273	6,364		
Other Income	Special sites revenue	0	0	0	0	0	0	3,728,594	3,728,594	0		
Rebate Allowance		(7,300)	(100,308)	93,008	(197,961)	(593,510)	395,549	(6,347,496)	(7,943,423)	1,595,927		
		1,133,752	780,610	353,143	13,468,364	12,648,930	819,434	269,376,674	267,406,864	1,969,810		Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
LOT PRODUCTION												
Completed Earthworks		0	0	0	0	0	0	13,529,541	13,529,541	(0)		
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	0	0	0	3,603,087	3,603,087	(0)		
	Direct Consultants	0	0	0	0	0	0	186,216	189,523	3,307		
Total Earthworks Stage 25-27		0	0	0	0	0	0	3,789,303	3,792,610	3,307		
Earthworks Stages 36-40	Siteworks / Earthworks	0	448,215	448,215	981,818	1,777,325	795,507	996,538	1,792,045	795,507		
Total Earthworks Stage 36-40		0	448,215	448,215	981,818	1,777,325	795,507	996,538	1,792,045	795,507		
Earthworks Stages 38-40	Direct Consultants	0	12,049	12,049	0	24,028	24,028	0	24,028	24,028		
Earthworks Stages 38-40		0	12,049	12,049	0	24,028	24,028	0	24,028	24,028		
Completed Stages		0	0	0	0	0	0	46,092,294	46,092,295	1		
Stage 14B	Siteworks / Earthworks	0	0	0	0	0	0	482,855	500,850	17,995		
	Authorities Fees	0	0	0	0	0	0	110,991	110,991	0		
	Direct Consultants	0	0	0	0	0	0	17,639	17,639	0		
Total Stage 14B		0	0	0	0	0	0	611,485	629,480	17,995		
Stage 16A	Siteworks / Earthworks	0	0	0	0	0	0	1,352,625	1,352,625	(0)		
	Authorities Fees	0	0	0	0	0	0	131,304	131,304	0		
	Direct Consultants	0	0	0	170	172	2	95,306	95,307	2		
Total Stage 16A		0	0	0	170	172	2	1,579,236	1,579,237	2		
Stage 16B	Direct Consultants	0	0	0	0	0	0	26,000	26,000	0		
Total Stage 16B		0	0	0	0	0	0	26,000	26,000	0		
Stage 17A	Siteworks / Earthworks	0	0	0	0	0	0	732,033	732,033	0		
	Authorities Fees	0	0	0	0	0	0	161,279	161,279	0		
	Direct Consultants	0	0	0	0	0	0	110,250	110,250	0		
Total Stage 17A		0	0	0	0	0	0	1,003,563	1,003,563	0		
Stage 17B	Siteworks / Earthworks	0	0	0	0	0	0	1,273,015	1,273,015	0		
	Authorities Fees	0	0	0	3,547	3,547	0	197,958	197,958	0		
	Direct Consultants	0	0	0	0	0	0	180,869	180,869	0		
Total Stage 17B		0	0	0	3,547	3,547	0	1,651,842	1,651,842	0		
Stage 18B	Siteworks / Earthworks	0	0	0	0	0	0	1,486,381	1,486,381	(0)		
	Authorities Fees	0	0	0	0	0	0	267,438	267,438	0		
	Direct Consultants	0	0	0	0	0	0	191,390	191,390	0		
Total Stage 18B		0	0	0	0	0	0	1,945,209	1,945,209	(0)		
Stage 18C	Siteworks / Earthworks	0	0	0	0	718,300	718,300	0	718,300	718,300	\$718k transferred from contingency as approved by TPRC	
	Authorities Fees	0	0	0	362	0	(362)	5,901	5,539	(362)		
	Direct Consultants	2,500	10,612	8,113	56,336	55,930	(406)	61,706	61,300	(406)		
Total Stage 18C		2,500	10,612	8,113	56,697	774,230	717,532	67,606	785,139	717,532		
Stage 25	Siteworks / Earthworks	0	0	0	0	0	0	5,523,981	5,523,981	0		
	Authorities Fees	0	0	0	0	0	0	212,929	212,929	0		
	Direct Consultants	0	0	0	0	0	0	280,279	276,971	(3,307)		
Total Stage 25		0	0	0	0	0	0	6,017,188	6,013,881	(3,307)		
Stage 26	Siteworks / Earthworks	0	0	0	0	0	0	1,273,228	1,263,410	(9,818)		
	Authorities Fees	0	0	0	0	0	0	239,777	239,777	0		
	Direct Consultants	0	0	0	750	763	13	145,718	145,731	13		
Total Stage 26		0	0	0	750	763	13	1,658,723	1,648,918	(9,805)		
Stage 27A	Siteworks / Earthworks	0	0	0	17,029	17,029	0	719,840	728,022	8,182		
	Authorities Fees	0	0	0	931	931	0	132,310	132,310	0		
	Direct Consultants	0	0	0	2,200	2,202	2	80,448	80,450	2		
Total Stage 27A		0	0	0	20,160	20,162	2	932,599	940,783	8,184		
Stage 27B	Siteworks / Earthworks	0	198,276	198,276	349,938	791,680	441,741	349,938	791,680	441,741		

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Jan 2022			Year to date Vs Budget to Jan 2022			Project to date Vs Budget to Jan 2022			Bud Comparison: Dec 21 Approved
Job Description	Account Description	Actual 1 month to Jan 2022	Budget 1 month to Jan 2022	Variance	YTD to Jan 2022	YTD budget	Variance	PTD to Jan 2022	PTD budget	Variance	Comments regarding variance
Stage 27B	Authorities Fees	0	277,267	277,267	144,195	277,603	133,407	145,269	278,676	133,407	
	Direct Consultants	8,150	13,300	5,150	59,594	75,139	15,545	83,350	98,895	15,545	
Total Stage 27B		8,150	488,843	480,693	553,727	1,144,421	590,694	578,557	1,169,251	590,694	
Stage 28	Siteworks / Earthworks	0	0	0	404,131	440,245	36,114	2,196,566	2,355,606	159,040	
	Authorities Fees	0	0	0	0	26,070	26,070	269,413	295,489	26,070	
	Direct Consultants	0	0	0	23,107	35,780	12,673	148,382	161,055	12,673	
Total Stage 28		0	0	0	427,238	502,095	74,857	2,614,361	2,812,144	197,783	
	Authorities Fees	0	0	0	0	0	0	3,221	3,221	0	
	Direct Consultants	15,581	19,100	3,519	67,519	83,389	15,871	67,519	83,389	15,871	
Total Stage 29		15,581	19,100	3,519	67,519	83,389	15,871	70,740	86,611	15,871	
Stage 30	Siteworks / Earthworks	0	209,961	209,961	14,567	626,238	611,671	14,567	626,238	611,671	
	Authorities Fees	0	0	0	465	0	(465)	3,394	2,928	(465)	
	Direct Consultants	0	19,649	19,649	62,798	64,425	1,627	62,798	64,425	1,627	
Total Stage 30		0	229,610	229,610	77,831	690,663	612,833	80,759	693,592	612,833	
	Authorities Fees	0	0	0	8,013	0	(8,013)	12,210	4,197	(8,013)	
	Direct Consultants	0	0	0	0	166,612	166,612	0	166,612	166,612	
Total Stage 31		0	0	0	8,013	166,612	158,599	12,210	170,809	158,599	
Stage 36	Siteworks / Earthworks	0	920,097	920,097	0	2,744,314	2,744,314	0	2,744,314	2,744,314	
	Authorities Fees	0	0	0	0	0	0	0	0	0	
	Direct Consultants	26,113	41,918	15,806	248,275	209,131	(39,144)	248,275	209,131	(39,144)	
Total Stage 36		26,113	962,015	935,903	248,275	2,953,445	2,705,170	248,275	2,953,445	2,705,170	
Stage 37	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
	Direct Consultants	0	26,748	26,748	0	67,643	67,643	0	67,643	67,643	
Total Stage 37		0	26,748	26,748	0	67,643	67,643	0	67,643	67,643	
Various Stages	Clearance Bonds	0	(753,530)	(753,530)	(334,993)	(276,294)	58,700	561,162	492,625	(68,537)	
TOTAL LOT PRODUCTION		52,344	1,443,664	1,379,271	2,110,751	7,932,202	5,821,451	84,067,191	89,900,690	5,809,471	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Jan 2022			Year to date Vs Budget to Jan 2022			Project to date Vs Budget to Jan 2022			Bud Comparison: Dec 21 Approved
Job Description	Account Description	Actual 1 month to Jan 2022	Budget 1 month to Jan 2022	Variance	YTD to Jan 2022	YTD budget	Variance	PTD to Jan 2022	PTD budget	Variance	Comments regarding variance
LANDSCAPING											
Completed Landscaping		0	0	0	0	0	0	7,149,264	7,149,264	0	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	0	0	0	1,332,634	1,328,968	(3,666)	
Stage 11 Landscape Consultancy	Landscape Consulting	0	0	0	0	0	0	162,929	162,929	0	
Stage 14A Landscaping	Landscape Construction	0	0	0	0	0	0	553,652	553,652	0	
Stage 14A Landscaping	Landscape Consulting	0	0	0	0	0	0	12,013	8,430	(3,583)	
Stage 16A Landscaping	Landscape Construction	0	0	0	0	0	0	47,600	47,600	0	
Stage 16A Landscaping	Landscape Consulting	0	0	0	0	0	0	11,303	11,303	0	
Seed Collection	Landscape Construction	0	0	0	0	0	0	22,797	0	(22,797)	
Stage 8 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	19,598	19,598	0	
Stage 8 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	0	0	1,346	1,346	0	
Stage 9 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	95,700	95,700	0	
Stage 9 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	0	0	5,500	5,500	0	
School Oval	Landscape Construction	0	0	0	0	0	0	44,219	44,219	0	
Marmion Ave Eastern Verge Upgrade	Landscape Construction	0	0	0	0	0	0	269,451	269,451	0	
Marmion Ave Eastern Verge Upgrade	Landscape Consulting	0	0	0	0	0	0	19,688	19,688	0	
Western Cell Long Beach Prom Entry Statement	Landscape Consulting	0	0	0	0	0	0	19,164	19,164	0	
Western Cell Long Beach Prom Greenlink	Landscape Consulting	0	0	0	0	0	0	11,880	11,880	0	
Western Cell Marmion Ave Verge	Landscape Consulting	0	0	0	0	0	0	19,196	19,196	0	
Western Cell POS	Landscape Consulting	0	0	0	0	0	0	83,145	83,145	0	
Western Cell POS2	Landscape Consulting	0	0	0	0	0	0	64,091	64,091	0	
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Construction	0	0	0	0	0	0	118,324	118,324	0	
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Consulting	0	0	0	0	0	0	9,466	9,466	0	
Western Cell Long Beach Prom Medians	Landscape Consulting	0	0	0	0	0	0	19,357	19,357	0	
Catalina Beach Foreshore Node / Beach Connect	Landscape Construction	0	0	0	0	0	0	889	0	(889)	
Catalina Beach Portofino Medians	Landscape Construction	0	0	0	0	0	0	506	0	(506)	
Catalina Beach Greenlink Stage 25	Landscape Construction	0	0	0	0	0	0	3,941,470	3,941,470	0	
Catalina Beach Greenlink Stage 25	Landscape Consulting	0	0	0	0	0	0	120,249	118,508	(1,741)	
Preliminary Landscaping Consultancy	Landscape Consulting	27,736	5,543	(22,194)	302,471	133,242	(169,229)	680,545	511,317	(169,229)	
Environmental Landscaping	Landscape Construction	0	0	0	62,048	32,821	(29,227)	345,570	381,121	35,550	
Public Art	Landscape Construction	0	0	0	15,000	15,000	0	186,764	186,764	0	
Fauna Relocation	Landscape Construction	0	0	0	0	0	0	37,080	0	(37,080)	
Western Cell Entry Statement & Greenlink	Landscape Construction	0	0	0	0	0	0	59,051	59,051	0	
Stage 11 Landscape Phase 2	Landscape Construction	0	0	0	17,278	17,278	0	760,968	760,969	0	
Catalina Grove Initial Scoping Works	Landscape Consulting	0	0	0	0	0	0	16,803	16,803	0	
Catalina Central Landscape Upgrade	Landscape Construction	0	0	0	0	0	0	821,012	821,012	0	
Catalina Central Landscape Upgrade	Landscape Consulting	0	0	0	0	0	0	63,128	63,128	0	
Stage 12/13 Greenlink New Bore	Landscape Construction	0	0	0	0	0	0	70,354	70,354	0	
Marmion Ave Shrub Planting	Landscape Construction	0	0	0	0	0	0	18,751	18,751	0	
Central Green Link	Landscape Construction	0	0	0	526	0	(526)	526	0	(526)	
Beach Display Village Verge	Landscape Construction	0	0	0	262	0	(262)	262	0	(262)	
Beach Portofino Verge - South	Landscape Construction	0	0	0	0	0	0	0	506	506	
Beach Park 2	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Foreshore POS Area 1	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Foreshore Access Area 1	Landscape Construction	790	55,426	54,636	130,250	219,783	89,533	130,250	220,672	90,422	
Beach Mallaca Way Medians	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Bore, Pump & Filtration Unit	Landscape Construction	0	0	0	0	0	0	0	0	0	
Green Neerabup Road Phase 1	Landscape Construction	0	0	0	0	0	0	0	0	0	
Green Connolly Drive Phase 1	Landscape Construction	0	0	0	0	0	0	0	0	0	
Green POS 1 Phase 1	Landscape Construction	240	0	(240)	8,740	0	(8,740)	8,740	0	(8,740)	
TOTAL LANDSCAPING		28,766	60,969	32,202	536,575	418,124	(118,451)	18,632,724	18,510,184	(122,540)	Within budget
INDIRECT CONSULTANTS											
Planning - indirect	Planning	4,650	21,446	16,796	100,774	137,964	37,190	2,733,535	2,770,725	37,190	Within total FY22 Infrastructure budget
	Architect	0	835	835	0	3,310	3,310	15,100	28,346	13,246	
	Environmental	1,476	3,342	1,866	28,229	23,865	(4,364)	397,848	393,484	(4,364)	
	Geotechnical	0	695	695	0	2,754	2,754	12,300	15,054	2,754	
	Title - Survey & Legal fees	8,102	2,982	(5,121)	39,035	20,606	(18,429)	208,490	190,061	(18,429)	
	Engineering fees	22,672	7,143	(15,529)	42,690	35,517	(7,174)	335,377	328,203	(7,174)	
	Traffic planning	0	103	103	0	408	408	84,181	84,589	408	
	Landscaping consultancy	0	0	0	0	0	0	9,936	0	(9,936)	
	Miscellaneous Consultants	0	1,015	1,015	1,072	5,098	4,026	7,762	11,788	4,026	
	Planning - fire & safety	0	34	34	4,700	2,335	(2,365)	18,780	16,415	(2,365)	

Catalina Actual vs Budget Analysis

Tamaia Park Cashflow FY2022		Actual MTD Vs Budget Jan 2022			Year to date Vs Budget to Jan 2022			Project to date Vs Budget to Jan 2022			Bud Comparison: Dec 21 Approved
Job Description	Account Description	Actual 1 month to Jan 2022	Budget 1 month to Jan 2022	Variance	YTD to Jan 2022	YTD budget	Variance	PTD to Jan 2022	PTD budget	Variance	Comments regarding variance
	Planning - Hydrology	1,458	2,327	869	8,730	11,545	2,815	141,003	143,818	2,815	↓ Within budget ↓ Within total FY22 Infrastructure budget ↓ Within budget ↓ Within budget
	Planning - Sustainability	0	1,242	1,242	0	4,923	4,923	26,805	35,228	8,423	
	Acoustic & Noise Consult	0	89	89	0	353	353	8,265	8,618	353	
	Tree Mapping	0	227	227	465	902	437	4,871	5,308	437	
TOTAL INDIRECT CONSULTANTS		38,358	41,479	3,121	225,695	249,579	23,884	4,004,254	4,031,637	27,384	
INFRASTRUCTURE											
Completed Infrastructure		0	0	0	0	0	0	11,110,854	11,110,854	-0	
Marmion relocation services		0	0	0	0	0	0	450,680	450,680	0	
Marmion relocation services		0	0	0	0	0	0	48,750	48,750	0	
Neerabup Rd Maroochydore Way Intersection		0	0	0	0	0	0	1,498,274	1,480,279	(17,995)	
Neerabup Rd Maroochydore Way Intersection		0	0	0	0	0	0	97,321	97,321	0	
Connolly Drive Aviator Blvd Intersection		0	175,976	175,976	1,204,175	947,140	(257,034)	1,306,694	1,049,659	(257,034)	
Connolly Drive Aviator Blvd Intersection		0	1,533	1,533	4,981	11,059	6,078	113,123	119,201	6,078	
Neerabup Road Green Link Underpass		0	0	0	0	0	0	2,296,934	2,296,934	0	
EPBC Offset - foraging		0	0	0	0	0	0	490,000	490,000	0	
Gravity Sewer		0	0	0	0	0	0	1,518,761	1,518,761	0	
Gravity Sewer Engineering		0	0	0	0	0	0	100,778	100,778	0	
Marmion Avenue Green Link Intersection		0	0	0	0	0	0	3,041,955	3,041,955	0	
Marmion Avenue Green Link Intersection Eng		0	0	0	0	0	0	151,585	151,585	0	
Asbestos and rubbish removal - Gen Allowance		0	109	109	0	217	217	25,801	47,204	21,402	
Foreshore Access Road		0	162,018	162,018	758,048	744,105	(13,943)	760,648	746,705	(13,943)	
Foreshore Access Road		1,670	6,738	5,068	16,399	27,781	11,383	55,486	66,869	11,383	
Portofino Extension		0	317,521	317,521	1,142,638	1,073,796	(68,842)	1,144,138	1,075,296	(68,842)	
Portofino Extension		1,050	15,902	14,852	6,693	50,499	43,806	48,985	92,791	43,806	
Main D1 Bulk Earthworks Stg 20-24 Primary School & GHS		0	0	0	0	0	0	57,021	57,021	0	
Catalina Beach North/South Dual Use Path		0	0	0	0	49,545	49,545	680,742	730,287	49,545	
Catalina Beach North/South Dual Use Path		0	0	0	0	35,616	35,616	0	35,616	35,616	
Longreach Prom Extension		0	151,893	151,893	214,601	453,042	238,441	0	0	0	
Longreach Prom Extension		1,076	6,097	5,022	43,813	47,698	3,885	214,601	453,042	238,441	
CAT Foreshore POS		0	9,596	9,596	0	28,620	28,620	43,813	47,698	3,885	
CAT Foreshore POS		0	624	624	0	1,860	1,860	0	28,620	28,620	
Rubbish removal - General Allowance		0	8,057	8,057	0	31,948	31,948	0	1,860	1,860	
INFRASTRUCTURE		3,796	856,063	852,267	3,391,348	3,502,928	111,580	17,174,815	17,289,586	114,770	
INFRASTRUCTURE REFUNDS											
Neerabup Road Reimbursement		0	0	0	0	0	0	(432,548)	(432,548)	0	
Waste Water Pump Station (West)		0	0	0	0	0	0	(1,397,613)	(1,397,613)	0	
INFRASTRUCTURE REFUNDS								(1,830,161)	(1,830,161)	0	
TOTAL INFRASTRUCTURE		3,796	856,063	852,267	3,391,348	3,502,928	111,580	15,344,654	15,459,425	114,770	

Catalina Actual vs Budget Analysis

Famala Park Cashflow FY2022		Actual MTD Vs Budget Jan 2022			Year to date Vs Budget to Jan 2022			Project to date Vs Budget to Jan 2022			Bud Comparison: Dec 21 Approved
Job Description	Account Description	Actual 1 month to Jan 2022	Budget 1 month to Jan 2022	Variance	YTD to Jan 2022	YTD budget	Variance	PTD to Jan 2022	PTD budget	Variance	Comments regarding variance
SPECIAL SITES & FIXED ASSETS											
Lot 1 Group Housing Site Construction		0	0	0	0	0	0	172,782	172,782	0	
Removal of temp sales office		0	0	0	0	0	0	8,636	8,636	0	
Sales Office Building		0	0	0	0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	0	0	0	11,186	3,440	(7,746)	
Sales Office Carparks		0	0	0	0	0	0	98,087	98,087	0	
Temp Sales office services		0	0	0	0	0	0	3,812	3,812	0	
Sales Office Construction Western		0	0	0	0	0	0	624,762	624,776	14	
Sales office carparks Western		0	0	0	0	0	0	240,000	240,000	0	
Security Cameras		0	0	0	0	0	0	19,560	19,560	0	
TOTAL SPECIAL SITES & FIXED ASSETS		0	0	0	0	0	0	1,751,875	1,745,075	(6,800)	Within budget
TOTAL CONSTRUCTION		123,264	2,402,174	2,278,910	6,264,369	12,102,833	5,838,464	123,800,697	129,647,011	5,846,314	Within budget
LAND											
		0	0	0	0	0	0	0	0	0	
PROFIT & LOSS EXPENDITURE											
Sales & Marketing											
Brand Development		0	3,617	3,617	7,950	16,917	8,967	268,889	278,500	9,611	
Sales Office & Builder Rel.		0	3,333	3,333	13,680	13,333	(347)	125,348	131,547	6,199	
Brochures		1,800	3,046	1,246	22,159	19,771	(2,388)	169,772	167,384	(2,388)	
Advertising		2,687	19,702	17,016	35,218	101,488	66,270	979,060	1,052,233	73,173	
Signage		0	7,532	7,532	23,395	42,341	18,947	475,939	495,120	19,181	
Website		0	1,852	1,852	2,340	10,742	8,402	12,531	22,495	9,964	
Promotions		0	0	0	0	0	0	19,550	28,903	9,353	
Public Relations		0	0	0	0	0	0	7,424	13,498	6,075	
Total Sales and Marketing		4,487	39,082	34,595	104,742	204,593	99,851	2,058,512	2,189,679	131,167	Within budget
Total Community Development	Comm Dev - Resident Dev	2,519	9,204	6,685	20,757	48,475	27,718	517,826	565,050	47,224	Within budget
Administration											
Audit and Tax		0	0	0	7,560	3,280	(4,280)	279,903	264,254	(15,649)	
Cleaning		210	1,024	814	5,880	6,809	929	52,039	52,990	952	
Computer Costs		0	512	512	0	2,124	2,124	0	4,875	4,875	
Couriers		0	307	307	0	1,475	1,475	1,338	11,833	10,495	
Electricity & Gas		985	1,024	38	6,401	5,950	(450)	133,820	133,401	(419)	
Insurance		0	512	512	0	2,029	2,029	3,184	5,213	2,029	
Legal fees		0	4,265	4,265	0	16,911	16,911	199,392	216,312	16,920	
Licenses & Fees		0	512	512	323	2,352	2,029	1,186	4,027	2,842	
Postage, Print & Stationery		0	512	512	0	2,029	2,029	2,244	31,021	28,777	
Rent - Sales Office & Cprk		0	0	0	0	0	0	467,350	467,350	0	
Sundry Office Expenses		0	1,535	1,535	0	6,167	6,167	1,076	22,444	21,367	
Training		0	2,132	2,132	0	8,456	8,456	0	8,456	8,456	
Valuations		150	3,412	3,262	10,750	20,429	9,679	197,963	207,642	9,679	
Rates & Taxes		0	0	0	21,409	174,928	153,519	727,041	1,100,638	373,597	
Maintenance		81,700	71,038	(10,662)	383,389	390,763	7,374	2,824,781	2,818,736	(6,046)	
Maint- Carpark Makegood		0	0	0	0	0	0	53,798	53,798	0	
Security		0	3,071	3,071	0	12,176	12,176	28,877	41,473	12,597	
Total Administration		83,045	89,854	6,809	435,711	655,878	220,168	4,973,991	5,444,464	470,472	Within budget
Finance											
Contingency		0	164,692	164,692	22,058	(163,430)	(185,487)	2,210,222	(185,487)	(2,395,709)	Actual Contingency spend applied to cost types above.
Contingency Offset Transfer		0	0	0	(22,058)	(22,058)	0	(2,210,222)	0	2,210,222	
Total Finance		0	164,692	164,692	0	(185,487)	(185,487)	0	(185,487)	(185,487)	
Total P&L Expenditure		90,051	302,832	212,780	561,210	723,459	162,249	7,550,329	8,013,705	463,376	
Grand Expense Total		213,315	2,705,006	2,491,691	6,825,579	12,826,292	6,000,713	131,351,026	137,660,716	6,309,690	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Jan 2022			Year to date Vs Budget to Jan 2022			Project to date Vs Budget to Jan 2022			Bud Comparison: Dec 21 Approved
Job Description	Account Description	Actual 1 month to Jan 2022	Budget 1 month to Jan 2022	Variance	YTD to Jan 2022	YTD budget	Variance	PTD to Jan 2022	PTD budget	Variance	Comments regarding variance

Contingency Summary		
YTD Budget		(163,430)
Contingency Transferred (Actual & Budget)		<u>(22,058)</u>
Contingency not yet used		<u>(185,487)</u>
List of Contingency items transferred year to date		
<u>Period</u>	<u>Job Description</u>	<u>Amount</u>
Jan-22	Foreshore Revegetation	22,058
		<u>22,058</u>
Budget Transfers		
List of Budget items transferred year to date		
<u>Period</u>	<u>Job Description</u>	<u>Amount</u>
Jan-22	Contingency	(718,300)
Jan-22	Stage 18C Civil	718,300
		<u>0</u>

Note: Actual Contingency spend in prior years is reported against the job that the spend relates to.

1.0 Management Accounts

1.1 KEY STATISTICS

1.1.1 RESIDENTIAL LOTS & DISTRIBUTIONS								
	<u>Lots Produced (titles)</u>		<u>Sales</u>		<u>Settlements</u>		<u>Distributions</u>	
	<u>Actual</u>	<u>Budget</u> <i>(Dec-21)</i>	<u>Actual</u>	<u>Budget</u> <i>(Dec-21)</i>	<u>Actual</u>	<u>Budget</u> <i>(Dec-21)</i>	<u>Actual</u>	<u>Budget</u> <i>(Dec-21)</i>
Prior Years	1,046	1,046	1,061	1,061	1,032	1,032	87,000,000	87,000,000
Jul-2021	-	-	9	9	1	1	-	-
Aug-2021	-	-	13	13	3	3	-	-
Sep-2021	34	34	12	12	16	16	-	-
Sep Qtr	34	34	34	34	20	20	-	-
Oct-2021	-	-	10	10	10	10	-	-
Nov-2021	-	-	23	18	4	3	-	-
Dec-2021	-	-	12	18	3	3	5,000,000	-
Dec Qtr	-	-	45	46	17	16	5,000,000	-
Jan-2022	-	-	10	16	3	3	-	-
Feb-2022	-	23	-	17	-	1	-	-
Mar-2022	-	-	-	11	-	11	-	-
Mar Qtr	-	23	10	44	3	15	-	-
Apr-2022	-	-	-	12	-	8	-	-
May-2022	-	94	-	11	-	7	-	-
Jun-2022	-	28	-	12	-	14	-	10,000,000
Jun Qtr	-	122	-	35	-	29	-	10,000,000
PTD	1,080	1,080	1,150	1,157	1,072	1,071	92,000,000	87,000,000
Full 2021/22 Year	34	179	89	159	40	80	5,000,000	10,000,000
2022/23		134		100		164		15,000,000
2023/24		43		96		96		10,000,000

- There were 10 sales and 3 residential settlements for January.

1.2 Sales & Settlements

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Dec-21)</i>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Dec-21)</i>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Dec-21)</i>
Residential						
- Sales #	10	16	89	96	1,150	1,157
- Sales \$	2,834,000	4,223,529	27,659,000	29,297,852	312,990,500	314,629,352
- Sales \$/lot	283,400	263,971	310,775	305,186	272,166	271,935
- Settlements #	3	3	40	39	1,072	1,071
- Settlements \$	1,210,000	937,889	14,571,500	14,091,945	289,234,500	288,754,945
- Settlements \$/lot	403,333	312,630	364,288	361,332	269,808	269,612
Special Sites						
- Sales #	-	-	-	-	4	4
- Sales \$	-	-	-	-	3,772,000	3,772,000
- Sales \$/lot	-	-	-	-	943,000	943,000
- Settlements #	-	-	-	-	4	4
- Settlements \$	-	-	-	-	3,772,000	3,772,000
- Settlements \$/lot	-	-	-	-	943,000	943,000
Lots Under Contract						
- Unsettled sales #	78		Unconditional	1	Titled	
- Unsettled sales \$	23,756,000		Conditional	77	1,080 incl. Spec sites	
- Unsettled sales \$/lot	304,564					

1.3 Cashflow - MTD Actuals to budget

	MTD Act	MTD Bgt (Dec-21)	Variance
Income			
Settlement Revenue	1,210,000	937,889	272,111
Margin GST	(25,071)	(13,773)	(11,298)
Direct selling costs	(53,954)	(43,198)	(10,755)
Interest Income	8,259	-	8,259
Forfeited Deposits	1,818	-	1,818
Other Income	-	-	-
Rebate Allowance	(7,300)	(100,308)	93,008
	<u>1,133,752</u>	<u>780,610</u>	<u>353,143</u>
Development costs			
WAPC Land Acq.	-	-	-
Lot production	52,344	2,197,194	2,144,850
Clearance Bonds	-	(753,530)	(753,530)
Landscaping	28,766	60,969	32,202
Consultants	38,358	41,479	3,121
Infrastructure	3,796	856,063	852,267
Sales office building	-	-	-
	<u>123,264</u>	<u>2,402,174</u>	<u>2,278,910</u>
Overheads			
Sales & marketing	4,487	39,082	34,595
Community Develop.	2,519	9,204	6,685
Administration	83,045	89,854	6,809
Finance/Contingency	-	164,692	164,692
	<u>90,051</u>	<u>302,832</u>	<u>212,780</u>
Net Cashflow	920,437	(1,924,396)	2,844,833

1.4 Cashflow - YTD Actuals to budget

	YTD Act	YTD Bgt (Dec-21)	Variance
Income			
Settlement Revenue	14,571,500	14,091,944	479,556
Margin GST	(271,728)	(214,183)	(57,545)
Direct selling costs	(652,759)	(637,703)	(15,057)
Interest Income	12,949	2,382	10,567
Forfeited Deposits	6,364	-	6,364
Other Income	-	-	-
Rebate Allowance	(197,961)	(593,510)	395,549
	<u>13,468,364</u>	<u>12,648,930</u>	<u>819,434</u>
Development costs			
WAPC Land Acq.	-	-	-
Lot production	2,445,744	8,208,495	5,762,751
Clearance Bonds	(334,993)	(276,294)	58,700
Landscaping	536,575	418,124	(118,451)
Consultants	225,695	249,579	23,884
Infrastructure	3,391,348	3,502,928	111,580
Sales office building	-	-	-
	<u>6,264,369</u>	<u>12,102,833</u>	<u>5,838,464</u>
Overheads			
Sales & marketing	104,742	204,593	99,851
Community Develop.	20,757	48,475	27,718
Administration	435,711	655,878	220,168
Finance/Contingency	-	(185,487)	(185,487)
	<u>561,210</u>	<u>723,459</u>	<u>162,249</u>
Net Cashflow	6,642,785	(177,362)	6,820,147

1.5 Bonds

	Last Year	Last Month	This Month
City of Wanneroo	242,868	561,162	561,162
	<u>242,868</u>	<u>561,162</u>	<u>561,162</u>

Bonds relate to stages 25, 16A & 27A early clearances.

CATALINA
FINANCE REPORT
JANUARY 2022

2.0 PROFIT & LOSS

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Dec-21)</i>	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Dec-21)</i>	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Dec-21)</i>
- Revenue \$ (Stlmnts)	1,210,000	937,889	272,111	14,571,500	14,091,945	479,555	289,234,500	275,051,461
- Revenue \$/lot	403,333	312,630		364,288	361,332		269,808	256,817
- Selling & GST \$	114,425	96,303	(18,121)	1,401,738	1,339,463	(62,275)	25,808,535	25,064,060
- Selling & GST \$/lot	38,142	32,101		35,043	34,345		24,075	23,402
- Cost of sales \$	387,446	384,701	(2,745)	5,080,725	6,112,039	1,031,314	101,928,537	98,751,042
- Cost of sales \$/lot	129,149	128,234		127,018	156,719		95,083	92,205
- Gross profit \$	<u>708,129</u>	<u>456,885</u>	<u>251,245</u>	<u>8,089,037</u>	<u>6,640,443</u>	<u>1,448,595</u>	<u>161,497,427</u>	<u>151,236,359</u>
- Gross profit \$/lot	236,043	152,295		202,226	170,268		150,651	141,210
- Gross profit Mgn %	58.52%	48.71%		55.51%	47.12%		55.84%	54.98%
- Special Sites \$	-	-	-	-	-	-	2,091,959	2,091,959
- Other income \$	10,077	-	10,077	19,313	2,382	16,931	285,068	263,843
- Sales & Marketing \$	7,296	48,773	41,478	127,789	252,887	125,098	2,560,808	2,645,195
- Administration \$	131,992	85,426	(46,566)	518,624	509,164	(9,459)	5,665,820	5,177,172
- Finance/Other \$	-	-	-	-	9,637	9,637	198,181	198,181
- Contingency \$	(22,058)	164,693	186,751	-	554,872	554,872	-	116,876
- Net profit \$	600,976	157,992	442,984	7,461,938	5,316,265	2,145,673	155,449,645	145,454,737
- Net profit \$/lot	200,325	52,664		186,548	136,314		145,009	135,812

- Year to date Gross profit is \$1.44M favourable to budget on favourable gross profit per lot.
- Year to date Overheads are \$680k below budget due to:
 - Marketing \$125k favourable - timing;
 - Admin \$9k unfavourable - timing (mainly R&M);
 - Unused Contingency \$554k.

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	14,571,500	28,759,845	(14,188,345)
- Revenue \$/lot	364,288	359,498	
- Selling & GST \$	1,401,738	2,743,322	1,341,585
- Selling & GST \$/lot	35,043	34,292	
- Cost of sales \$	5,080,725	12,855,557	7,774,832
- Cost of sales \$/lot	127,018	160,694	
- Gross profit \$	<u>8,089,037</u>	<u>13,160,966</u>	<u>(5,071,928)</u>
- Gross profit \$/lot	202,226	164,512	
- Gross profit Mgn %	55.51%	45.76%	
- Special Sites \$	-	3,183,575	(3,183,575)
- Other income \$	19,313	2,382	16,931
- Sales & Marketing \$	127,789	496,754	368,965
- Administration \$	518,624	945,096	426,473
- Finance \$	-	9,637	9,637
- Contingency \$	-	1,611,600	1,611,600
- Net profit \$	7,461,938	13,283,835	(5,821,898)
- Net profit \$/lot	186,548	166,048	

2.1 GROSS PROFIT ANALYSIS

Actual

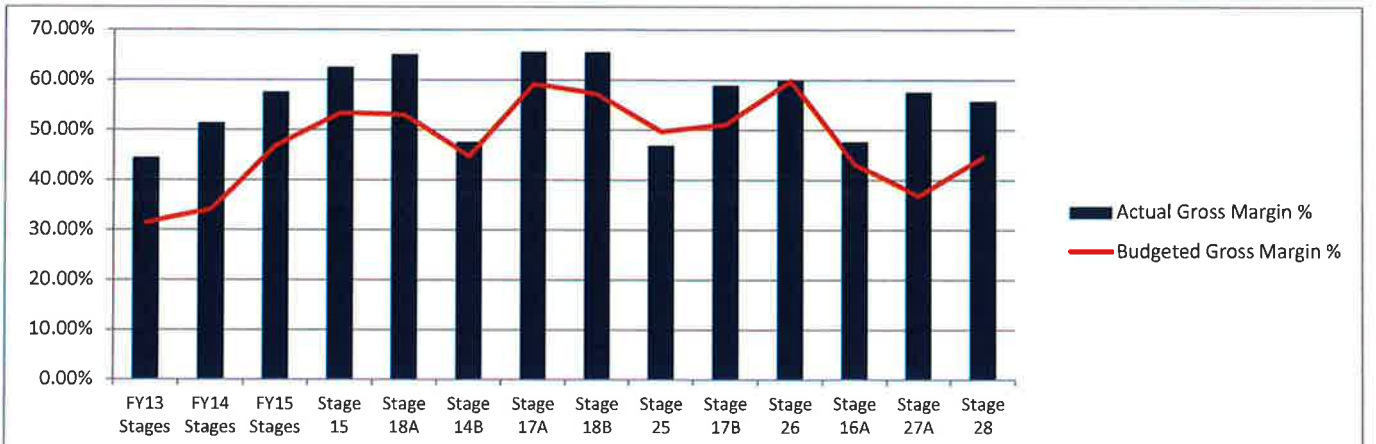
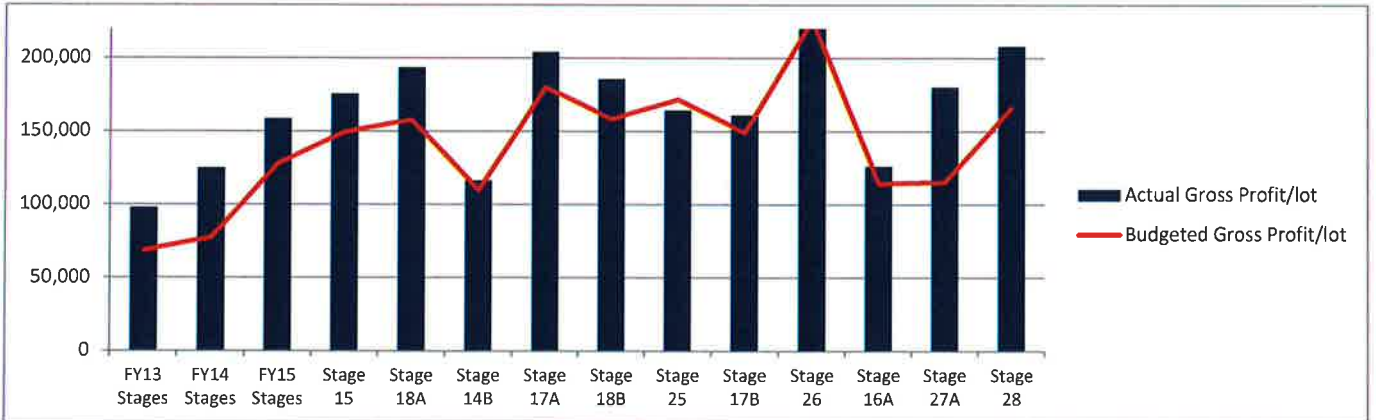
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
Incentives Writeback				-4,777,611		4,777,611		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159	122,619	22,805,341	97,877	44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309	118,248	25,847,691	124,868	51.36%
FY15 Stages	2014 / 2015	77,688,000	275,489	32,963,408	116,892	44,724,592	158,598	57.57%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567	105,301	9,652,433	175,499	62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429	103,980	5,610,571	193,468	65.04%
Stage 14B	28-Oct-16	2,444,000	244,400	1,281,011	128,101	1,162,989	116,299	47.59%
Stage 17A	20-Feb-17	7,774,000	310,960	2,674,295	106,972	5,099,705	203,988	65.60%
Stage 18B	13-Jun-17	8,792,000	283,613	3,035,185	97,909	5,756,815	185,704	65.48%
Stage 25	8-Aug-17	20,323,000	350,397	10,802,146	186,244	9,520,854	164,153	46.85%
Stage 17B	22-May-18	9,827,500	272,986	4,037,425	112,151	5,790,075	160,835	58.92%
Stage 26	26-Sep-19	14,125,500	371,724	5,677,256	149,401	8,448,244	222,322	59.81%
Stage 16A	25-Jan-21	4,234,000	264,625	2,217,907	138,619	2,016,093	126,006	47.62%
Stage 27A	24-Feb-21	5,946,000	312,947	2,524,375	132,862	3,421,625	180,086	57.54%
Stage 28	1-Sep-21	12,310,000	373,030	5,447,212	165,067	6,862,788	207,963	55.75%
		<u>289,234,500</u>		<u>127,737,073</u>		<u>161,497,427</u>		

- Values for actuals are based on 'settled lots only' for the relevant stages.

Budget

Stages	Budget Version	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Budgeted Gross Profit	Budgeted Gross Profit/lot	Budgeted Gross Margin %
FY13 Stages	May-12	51,358,953	217,623	35,200,675	149,155	16,158,278	68,467	31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421	149,360	16,014,514	77,365	34.12%
FY 15 Stages	Aug-14	76,167,089	273,000	40,469,170	145,051	35,697,919	127,950	46.87%
Stage 15	Aug-15	15,433,000	280,600	7,203,599	130,975	8,229,401	149,625	53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854	139,616	4,577,146	157,833	53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232	135,223	1,095,855	109,585	44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430	124,046	5,582,326	180,075	59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414	118,626	4,907,276	158,299	57.16%
Stage 25	Aug-17	19,696,448	345,552	9,915,141	173,950	9,781,307	171,602	49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807	142,550	5,364,687	149,019	51.11%
Stage 26	Jun-19	14,347,000	377,553	5,766,060	151,738	8,580,940	225,814	59.81%
Stage 16A	Dec-20	4,498,002	264,588	2,555,841	150,344	1,942,161	114,245	43.18%
Stage 27A	Dec-20	6,251,840	312,592	3,951,378	197,569	2,300,462	115,023	36.80%
Stage 28	Jul-21	12,669,500	372,632	7,027,024	206,677	5,642,476	165,955	44.54%
		<u>286,936,794</u>		<u>161,062,047</u>		<u>125,874,748</u>		

- Values for budget are based on 'total lots' for the relevant stages.



- Stage 28 Gross profit / lot is \$42k above budget due to lot mix of settlements to date.
 0722 Tamala Park Accounts.xlsx

Catalina

Finished Lots & Cost of Lots Sold calculations to 31 Jan 2022

Title date:	Completed	Completed	7-Nov-12	7-Nov-12	28-Oct-16	20-Feb-17	13-Jun-17	8-Aug-17	8-Aug-17	8-Aug-17	22-May-18	26-Sep-19	25-Jan-21	24-Feb-21	1-Sep-21	TOTAL
	Spec Sites	Resi Stages	Stage 2	Central Cell Sales Office	Stage 14B	Stage 17A	Stage 18B	Stage 25	Stage 25 Sales Office	Stage 25 GHS Lot 2179	Stage 17B	Stage 26	Stage 16A	Stage 27A	Stage 28	
Direct costs																
Civil Contruction			3,312,998	89,540	633,835	795,104	794,550	4,918,686	83,260	253,163	968,747	1,238,569	945,403	707,388	2,248,532	
Sewer headwks			209,432	5,660	51,015	116,369	136,672	261,837	4,514	4,514	174,117	183,682	101,201	113,955	196,552	
Local authority fees			161,433	4,363	1,911	6,839	10,835	35,653	615	615	12,684	12,947	28,623	17,424	14,962	
Local authority scheme costs			100,077	2,705	27,000	67,500	83,700	156,600	-	-	97,200	13,620	-	-	-	
Survey & legal fees			37,093	1,003	13,139	25,550	29,762	54,801	945	945	35,586	34,200	16,150	21,000	31,837	
Engineering fees			205,607	5,557	18,200	85,250	97,962	159,500	2,750	12,341	100,839	104,500	77,057	58,349	116,545	
Sales Office Build Cost				330,780												
Finished Goods Adjustments	31,206	1,282,787	1,044,810	28,236	11,250	25,549	39,478	220,060				82,824		14,462	32,920	
	420,826	43,233,645	2,981,830	411,370	733,850	1,071,063	1,114,003	5,367,017	92,084	271,578	1,389,173	1,670,342	1,168,434	932,598	2,641,348	
Earthworks Allocation	260,179	11,806,198	447,375	12,091	50,570	123,078	152,616	1,077,304	18,574	66,681	166,059	672,342	112,605	303,183	642,426	
Indirect Costs																
Land																
Infrastructure	84,898	6,012,456	265,106	7,165	70,224	235,295	282,496	620,746	7,879	31,674	351,671	521,532	176,806	245,746	381,466	
Landscape	118,628	8,518,643	333,226	9,006	154,123	495,646	594,017	1,308,860	16,613	66,785	871,324	1,270,179	409,039	568,530	725,814	
TOTAL COST	884,530	69,570,942	4,027,536	439,633	1,008,767	1,925,082	2,143,132	8,373,927	135,150	436,718	2,778,227	4,134,395	1,866,884	2,050,057	4,391,054	
Lots	3	769	37	1	10	25	31	58	1	1	36	38	17	20	34	
COST PER LOT	294,843	90,469	108,852	439,633	100,877	77,003	69,133	144,378	135,150	436,718	77,173	108,800	109,817	102,503	129,149	
Lots settled	3	769	37	1	10	25	31	58	-	-	36	38	16	19	33	1,076
COST OF LOTS SETTLED	884,530	69,570,942	4,027,536	439,633	1,008,767	1,925,082	2,143,132	8,373,927	-	-	2,778,227	4,134,395	1,757,067	1,947,554	4,261,905	103,252,697
Stage Area (m2)	10,900	261,394	6,849	320	2,926	10,128	11,236	11,236	255	1,795	13,154	15,904	6,632	6,615	6,615	
Cost per m2	81	266	588	1,374	345	190	191	745	530	243	211	260	281	310	664	
Avg lot size	3,633	340	185	320	293	405	362	194	255	1,795	365	419	390	331	195	

Other cash expenditure

Direct Selling & Proj Mgt Costs																	26,164,414	
Marketing costs																		2,560,808
Administration																		5,665,820
Finance																		198,181
Contingency																		0

TOTAL COSTS																		137,841,921
--------------------	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--------------------

PERIODIC ANALYSIS

	Month	YTD	PTD	PY Jun-21
Lots settled	3	40	1,076	1,036
Cost of lots settled	387,446 *	5,080,725	103,252,700	98,171,975
Direct selling costs	114,425	1,401,738	26,164,414	24,762,677
Marketing costs	7,296	127,789	2,560,808	2,432,958
Administration	131,992	518,624	5,665,820	5,147,196
Finance	-	-	198,181	198,181
Contingency	(22,058)	-	-	-
TOTAL COSTS	619,101	7,128,875	137,841,923	130,712,987








Catalina COGS Calc

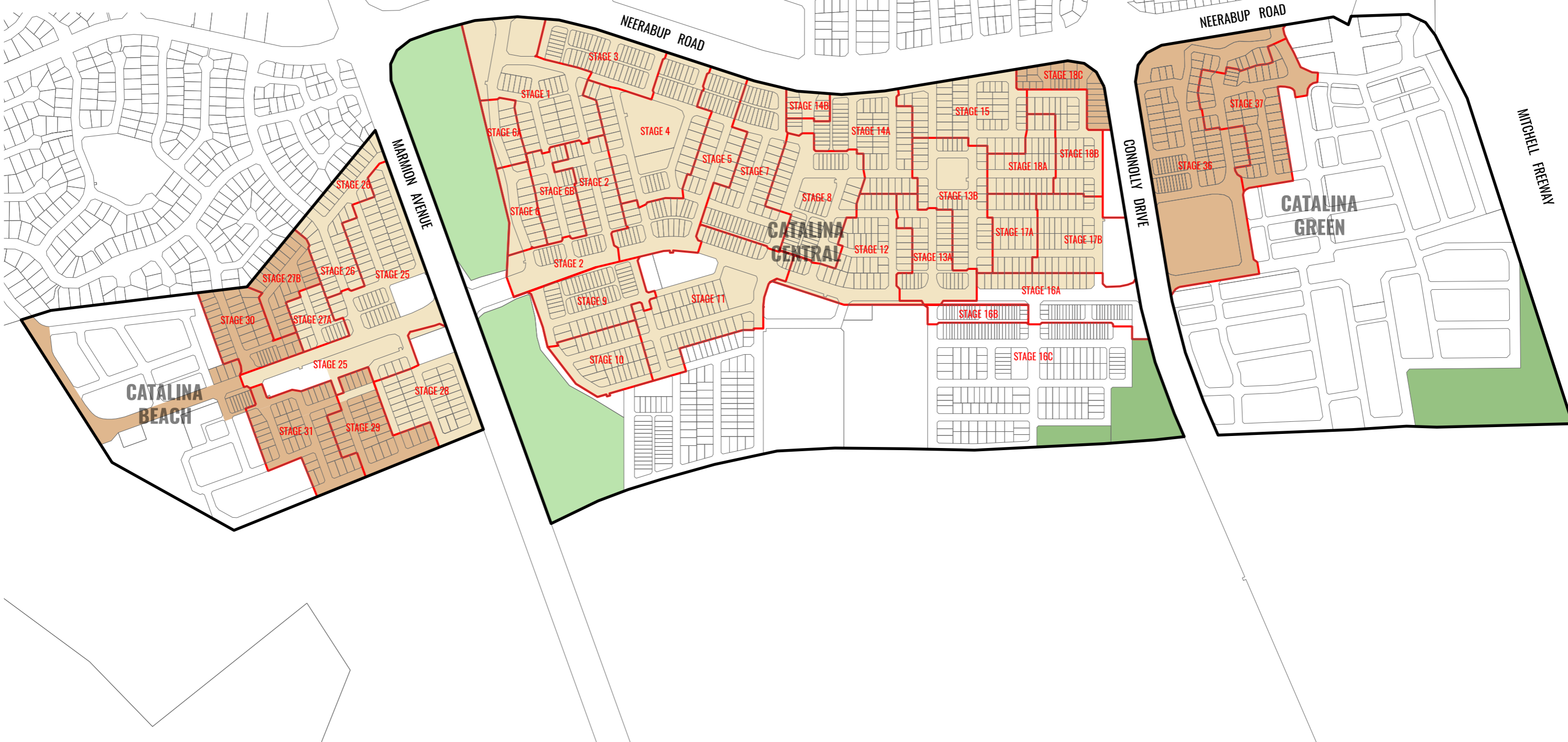
31-Jan-22

Job	Titled Date	Direct Cost	Indirect Cost	COGS Total	Lot #	Titled	Untitled	COGS/Lot	Settled Lots	PTD COGS	Per Accounts	Variance	Finished Goods	FG/Lot
140-01-001	17-Oct-2012	4,004,839	637,443	4,642,282	35	35	-	132,637	35	4,642,282	4,642,282.13	-	-	-
140-01-002	7-Nov-2012	3,429,204	598,332	4,027,537	37	37	-	108,852	37	4,027,537	4,027,536.73	-	-	-
140-01-003	14-Jan-2013	3,002,658	554,241	3,556,899	43	43	-	82,719	43	3,556,899	3,556,898.74	-	-	-
140-01-004	20-Mar-2013	3,371,482	800,585	4,172,067	47	47	-	88,767	47	4,172,067	4,172,066.61	-	-	-
140-01-005	20-May-2013	4,894,899	968,068	5,862,967	63	63	-	93,063	63	5,862,967	5,862,967	-	-	-
140-01-06A	18-Jan-2013	483,435	179,725	663,160	8	8	-	82,895	8	663,160	663,159.73	-	-	-
140-01-06B	19-Jan-2015	1,100,352	510,130	1,610,482	24	24	-	67,103	24	1,610,482	1,610,481.72	-	-	-
140-01-06C	3-Apr-2014	671,286	211,296	882,581	10	10	-	88,258	10	882,581	882,581.41	-	-	-
140-01-007	31-Oct-2013	4,146,749	938,488	5,085,238	63	63	-	80,718	63	5,085,238	5,085,237.80	-	-	-
140-01-008	16-Jan-2014	4,389,068	881,805	5,270,874	53	53	-	99,450	53	5,270,874	5,270,873.51	-	-	-
140-01-009	8-May-2014	4,640,905	814,395	5,455,300	51	51	-	106,967	51	5,455,300	5,455,299.97	-	-	-
140-01-010	8-May-2014	2,460,031	595,126	3,055,157	30	30	-	101,839	30	3,055,157	3,055,157.18	-	-	-
140-01-011	1-Oct-2014	4,797,823	1,320,873	6,118,696	64	64	-	95,605	64	6,118,696	6,118,695.94	-	-	-
140-01-012	3-Dec-2014	3,225,081	1,064,585	4,289,666	49	49	-	87,544	49	4,289,666	4,289,666.34	-	-	-
140-01-13A	30-Mar-2015	2,965,498	717,571	3,683,069	37	37	-	99,542	37	3,683,069	3,683,068.77	-	-	-
140-01-13B	11-May-2015	2,739,324	986,155	3,725,479	45	45	-	82,788	45	3,725,479	3,725,479.06	-	-	-
140-01-014	4-Jun-2015	3,619,629	1,347,229	4,966,858	63	63	-	78,839	63	4,966,858	4,966,857.57	-	-	-
140-01-015	15-Dec-2015	3,073,171	1,243,145	4,316,316	55	55	-	78,478	55	4,316,316	4,316,315.85	-	-	2
140-01-18A	27-May-2016	1,453,614	760,239	2,213,853	29	29	-	76,340	29	2,213,853	-	-	-	-
140-01-14B	28-Oct-2016	784,420	224,347	1,008,767	10	10	-	100,877	10	1,008,767	1,008,766.81	-	-	-
140-01-017	20-Feb-2017	1,194,140	730,941	1,925,081	25	25	-	77,003	25	1,925,081	4,316,315.85	-	-	-
140-01-18B	13-Jun-2017	1,266,620	876,513	2,143,133	31	31	-	69,133	31	2,143,133	-	-	-	-
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	58	8,373,927	1,757,067.37	0.00	0	-
140-01-17B	22-May-2018	1,555,232	1,222,995	2,778,227	36	36	-	77,173	36	2,778,227	-	-	-	-
140-02-026	26-Sep-2019	2,342,687	1,791,711	4,134,398	38	38	-	108,800	38	4,134,398	1,925,081.23	-	-	-
140-01-16A	25-Jan-2021	1,281,039	585,845	1,866,884	17	17	-	109,817	16	1,757,067	2,778,226.53	-	109,817	109,817
140-02-27A	24-Feb-2021	1,235,782	814,276	2,050,058	20	20	-	102,503	19	1,947,555	2,213,852.77	-	102,503	102,503
140-02-028	1-Sep-2021	3,283,773	1,107,280	4,391,053	-	34	-	129,149	33	4,261,904	-	-	129,149	129,149
140-70-001	7-Nov-2012	423,461	16,171	439,633	1	1	-	439,633	1	439,633	-	-	-	-
140-70-004	12-Dec-2013	20,322	41,798	62,119	1	1	-	62,119	1	62,119	62,119.36	-	-	-
140-70-005	8-Aug-2017	110,657	24,492	135,149	1	1	-	135,149	-	-	-	-	135,149	135,149
140-70-007	17-Oct-2012	222,150	87,611	309,761	1	1	-	309,761	1	309,761	309,761.28	-	-	-
140-70-008	1-Oct-2014	438,532	74,117	512,649	1	1	-	512,649	1	512,649	512,649.06	-	-	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	-	-	436,718	436,718
79,410,442		24,755,593	104,166,036	1,047	1,081	-			1,076	103,252,700	85,446,056	-0	913,336	

Appendix 7.3

LEGEND

-  CATALINA ESTATE BOUNDARY
-  TITLED LOTS
-  LOTS TO BE TITLED
-  CIVIL CONSTRUCTION COMMENCED BUT NOT TITLED
-  CONSERVATION AREA - CONFIRMED
-  CONSERVATION AREA - SUBJECT TO FUTURE PLANNING
-  SUBJECT TO FUTURE PLANNING



CATALINA FYE 2022 OPERATIONS

Catalina Estate. TAMALA PARK

A Tamala Park Regional Council Project

NORTH

Scale: 1:7500 @ A3

0 75 150 225m

PLAN: TAMCA-1-033 REVISION: A
 DATE: 09/06/2021 DRAWN: JP
 PROJECTION: PCG 94 PLANNER: TV
 DATUM: AHD CHECK: JH

cdp

Town Planning & Urban Design

Unit 2, 464 Murray Street
 Perth WA 6000
 (08) 6333 1888
 info@cdpau.com.au
 www.cdpau.com.au

Copyright CDP. No part of this plan may be reproduced in any form without prior consent from CDP. All care has been taken in preparation of this plan but no responsibility is taken for any errors or omissions and is subject to change. Areas and dimensions shown on plan are subject to final survey. Carriageway, easements and other infrastructure shown are subject to final survey.