

# Appendix 9.1

**LANDSCAPING WORKS STATUS**

Landscape Works	FYE 2019 Budget	Detailed Design	City of Wanneroo Approval	Proposed Construction Commencement	Proposed Completion	Comments
Catalina Beach Landscaping Works (C) Entry Statements	\$1,000,000	Complete	Issued	October 2018	December 2018	Works commenced on site in late November and were completed 8 February 2019.
Catalina Beach Landscaping Works (E) Sales Office Car Park		Complete	Issued	October 2018	December 2018	Works commenced on site late October 2018 and were completed 18 January 2019.
Biodiversity Conservation Area (South)	\$331,325	Complete	Issued	July 2018	May 2019	Pest control works and installation of interpretive signage anticipated to be complete in early 2019. Minor revegetation works to be undertaken in winter 2019.
Biodiversity Conservation Area (North)	\$128,000	Complete	Issued	July 2018	May 2019	Pest control works and installation of interpretive signage anticipated to be complete in early 2019. Minor revegetation works to be undertaken in winter 2019.
Stage 17 Verge Landscaping Works	\$505,769	Under Review	outstanding	March 2019	July 2019	Concept design completed in January 2019. Design is being reviewed prior to progressing to detailed design.
Stage 11 POS (Phase 2)	\$750,000	Under Review	Issued (Subject to Review)	April 2019	August 2019	Phase 2 concept design has been completed. Detailed design to be completed by end of Feb 2019.

Catalina Beach Landscape Works – Sales Office Car Park



Catalina Beach Entry Statement



Neerabup Road – Phase 2



Sales Office



City of Wanneroo Street Food Event – 6 February 2019

**Wanneroo Street Food**  
February 5 at 1:19 PM · 🌐

Next up is another new location on our food truck map, Catalina Beach Park in Mindarie! Let's all try to make this spot the place to be on a Wednesday night, 5pm-8:30pm.... Take a look at what's for dinner 🍴🍴🍴

- The Thirst Aid Stop - Mobile events cafe
- Braised Bros.
- Baolicious
- Street Food Lab
- Miam Miam a bite of France
- Halal Bros.
- IPanzerotto

Brought to you by the City of Wanneroo, FOOD HUB Central and Food Truck Pop Up

👍❤️ 38      38 Comments 6 Shares

👍 Like    💬 Comment    ➦ Share



FOOD TRUCKS ROLLING INTO CATALINA BEACH

We are excited to be part of the Wanneroo Street Food program this summer! Food trucks will be rolling into various places around the City of Wanneroo, including our very own Catalina Beach park. Keep an eye out for the next date that our foodie friends will be there serving up loads of delicious dinner options and after-dinner treats. Brought to you by the City of Wanneroo, FOOD HUB Central and Food Truck Pop Up.

> [Follow the Wanneroo Street Food Facebook page for locations & dates](#)

# Appendix 9.2

**TAMALA PARK REGIONAL COUNCIL**  
**MONTHLY STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 31 DECEMBER 2018**

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**TAMALA PARK REGIONAL COUNCIL  
STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2018 TO 31 DECEMBER 2018**

<u>Operating</u>	NOTE	31 December 2018 Actual \$	31 December 2018 Y-T-D Budget \$	2018/19 Adopted Budget \$	Variances Budget to Actual Y-T-D %
<b>Revenues</b>	1,2				
Interest Earnings		607,424	624,378	1,040,633	(2.72%)
Other Revenue		673	2,000	2,000	0.00%
		608,097	626,378	1,042,633	(2.92%)
<b>Expenses</b>	1,2				
Employee Costs		(272,495)	(362,947)	(725,924)	(24.92%)
Materials and Contracts Other		(80,664)	(202,413)	(404,895)	(60.15%)
Depreciation		0	0	(25,381)	0.00%
Utilities		0	(3,225)	(6,450)	0.00%
Insurance		(13,207)	(13,879)	(13,880)	(4.84%)
Other Expenditure		(92,522)	(93,196)	(186,390)	(0.72%)
		(458,888)	(675,660)	(1,362,920)	(32.08%)
<b>Adjustments for Non-Cash (Revenue) and Expenditure</b>					
Depreciation on Assets		0	0	25,381	0.00%
Profit/(loss) on Disposal of Assets		(5,852)	(1,760)	(1,760)	0.00%
<b>Capital Revenue and (Expenditure)</b>					
Plant and Equipment	3	(63,101)	(66,000)	(82,000)	0.00%
Proceeds on disposal		40,909	45,000	45,000	0.00%
<b>LESS MEMBERS EQUITY</b>					
<b>Payment for Rates Equivalent</b>					
<b>Development of Land for Resale</b>					
Income Sale of Lots - Subdivision		5,721,672	6,572,153	14,405,835	(12.94%)
Income other - Subdivision		0	1,400,000	1,950,000	100.00%
Development Costs - Subdivision		(2,336,977)	(9,269,318)	(21,277,191)	(74.79%)
Contribution Refund		(110,528)	0	(209,337)	0.00%
Profit Distributions		(2,000,000)	(2,000,000)	(4,000,000)	0.00%
Members equity - GST withheld		(103,950)	0	0	0.00%
<b>Change in Contributed Equity</b>	6	1,170,217	(3,297,165)	(9,130,693)	(135.49%)
Net Current Assets July 1 B/Fwd	7	43,807,751	43,807,751	43,807,751	0.00%
Net Current Assets Year to Date	7	45,104,985	40,440,304	34,345,152	

This statement is to be read in conjunction with the accompanying notes.



**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 31 DECEMBER 2018**

**1. SIGNIFICANT ACCOUNTING POLICIES**

**(a) Basis of Accounting**

This statement comprises a special purpose financial report which has been prepared in accordance with Australian Accounting Standards (as they apply to local governments and not-for-profit entities and to the extent they are not in-consistent with the *Local Government Act 1955* and accompanying regulations), Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board, the *Local Government Act 1995* and accompanying regulations. Accounting policies which have been adopted in the preparation of this financial report have been consistently applied unless stated otherwise.

Except for cash flow, the report has been prepared on the accrual basis and is based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and liabilities.

**Critical Accounting Estimates**

The preparation of the financial report in conformity with Australian Accounting Standards require management to make judgements, estimates and assumptions that effect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances; the results of which form the basis of making judgements about the carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

**(b) The Local Government Reporting Entity**

All Funds through which the Council controls resources to carry on its functions have been included in this statement. In the process of reporting on the local government as a single unit, all transactions and balances between those funds (for example, loans and transfers between Funds) have been eliminated. The Council does not hold any monies in trust.

**(c) Rounding Off Figures**

All figures shown in this statement, other than a rate in the dollar, are rounded to the nearest dollar.

**(d) Rates, Grants, Donations and Other Contributions**

Rates, grants, donations and other contributions are recognised as revenues when the local government obtains control over the assets comprising the contributions. Control over assets acquired from rates is obtained at the commencement of the rating period or, where earlier, upon receipt of the rates.

**(e) Goods and Services Tax**

Revenues, expenses and assets are recognised net of the amount of GST, except for where the amount of GST incurred is not receivable from the Australian Taxation Office (ATO). Receivables and payables are stated inclusive of GST receivable or payable. The net amount of GST recoverable from, or payable to, the ATO is included with receivable or payables in the statement of financial position. Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to, the ATO are presented as operating cash flows.

**(f) Cash and Cash Equivalents**

Cash and cash equivalents include cash on hand, cash at bank, deposits available on demand with banks and other short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value and bank overdrafts. Bank overdrafts are reported as short term borrowings in current liabilities in the statement of financial position.

**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2018 TO 31 DECEMBER 2018**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(g) Trade and Other Receivables**

Trade Receivables, which generally have 30-90 day terms, are recognised initially at fair value and subsequently measured at amortised cost using the effective interest rate method, less any allowance for uncollectible amounts.

Collectibility of trade receivables is viewed on an ongoing basis. Debts that are known to be uncollectible are written off when identified. An allowance for doubtful debts is raised when there is object evidence that they will not be collectible.

**(h) Inventories**

***General***

Inventories are measured at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

***Land Held for Resale***

Land purchased for development and/or resale is valued at the lower of cost and net realisable value. Cost includes the cost of acquisition, development, borrowing costs and holding costs until completion of development. Finance costs and holding charges incurred after development is completed are expensed. Gains and losses are recognised in profit or loss at the time of signing an unconditional contract of sale if significant risks and rewards, and effective control over the land, are passed to the buyer at this point. Land held for resale is classified as current except where it is held as non-current based on the Council's intentions to release for sale.

**(i) Fixed Assets**

All assets are initially recognised at cost. Cost is determined as the fair value of the assets given as consideration plus costs incidental to the acquisition. For assets acquired at no cost or for nominal consideration, cost is determined as fair value at the date of acquisition. The cost of non-current assets constructed by the local government includes the cost of all materials used in the construction, direct labour on the project and an appropriate proportion of variable and fixed overhead. Certain asset classes may be revalued on a regular basis such that the carrying values are not materially different from fair value. Assets carried at fair value are to be revalued with sufficient regularity to ensure the carrying amount does not differ materially from that determined using fair value at reporting date.

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 31 DECEMBER 2018**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(j) Depreciation of Non-Current Assets**

All non-current assets having a limited useful life are systematically depreciated over their useful lives in a manner which reflects the consumption of the future economic benefits embodied in those assets.

Depreciation is recognised on a straight-line basis, using rates which are reviewed each reporting period. Major depreciation periods are:

Computer Equipment	4 years
Printers, Photocopiers and Scanners	5 years
Furniture and Equipment	4 to 10 years
Floor coverings	8 years
Phones and Faxes	6 to 7 years
Plant and Equipment	5 to 15 years
Infrastructure	30 to 50 years

**(k) Trade and Other Payables**

Trade and other payables represent liabilities for goods and services provided to the Council prior to the end of the financial year that are unpaid and arise when the Council becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured and are usually paid within 30 days of recognition.

**(l) Employee Benefits**

The provisions for employee benefits relates to amounts expected to be paid for long service leave, annual leave, wages and salaries and are calculated as follows:

**(i) Wages, Salaries, Annual Leave and Long Service Leave (Short-term Benefits)**

The provision for employees' benefits to wages, salaries, annual leave and long service leave expected to be settled within 12 months represents the amount the Council has a present obligation to pay resulting from employees services provided to balance date. The provision has been calculated at nominal amounts based on remuneration rates the Council expects to pay and includes related on-costs.

**(ii) Annual Leave and Long Service Leave (Long-term Benefits)**

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match as closely as possible, the estimated future cash outflows. Where Council does not have the unconditional right to defer settlement beyond 12 months, the liability is recognised as a current liability.

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 31 DECEMBER 2018**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(m) Interest-bearing Loans and Borrowings**

All loans and borrowings are initially recognised at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method. Fees paid on the establishment of loan facilities that are yield related are included as part of the carrying amount of the loans and borrowings.

Borrowings are classified as current liabilities unless the Council has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

***Borrowing Costs***

Borrowing costs are recognised as an expense when incurred except where they are directly attributable to the acquisition, construction or production of a qualifying asset. Where this is the case, they are capitalised as part of the cost of the particular asset.

**(n) Provisions**

Provisions are recognised when: The council has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

**(o) Current and Non-Current Classification**

In the determination of whether an asset or liability is current or non-current, consideration is given to the time when each asset or liability is expected to be settled. The asset or liability is classified as current if it is expected to be settled within the next 12 months, being the Council's operational cycle. In the case of liabilities where Council does not have the unconditional right to defer settlement beyond 12 months, such as vested long service leave, the liability is classified as current even if not expected to be settled within the next 12 months. Inventories held for trading are classified as current even if not expected to be realised in the next 12 months except for land held for resale where it is held as non-current based on Council's intentions to release for sale.

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
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**2. STATEMENT OF OBJECTIVE**

The Regional Council has a specific regional purpose which is:

- a) To undertake, in accordance with the objectives, the rezoning, subdivision, development marketing and sale of land comprising the developable portion of Lot 118 Mindarie (now Lot 9504); and
- b) To carry out and do all other acts and things which are reasonably necessary for the bringing into effect of the matters referred to in paragraph a).

The objectives of the Regional Council are:

- 1. To develop and improve the value of the land;
- 2. To maximise, and with prudent risk parameters, the financial return to the Participants;
- 3. To balance economic, social and environmental issues; and
- 4. To produce a quality development demonstrating the best urban design and development practice.

**3. ACQUISITION OF ASSETS**

The following assets are budgeted to be acquired during the year:

	<b>31 December 2018 Actual \$</b>	<b>Adopted 2018/19 Budget \$</b>
<b><u>By Program</u></b>		
<b>Other Property and Services</b>		
Furniture and equipment	0	16,000
Motor Vehicle	63,101	66,000
	<b>63,101</b>	<b>82,000</b>
<b><u>By Class</u></b>		
Plant and Equipment	63,101	82,000
	<b>63,101</b>	<b>82,000</b>

**4. DISPOSALS OF ASSETS**

There following asset is budgeted to be disposed during the financial year ended.

<b><u>Plant and Equipment</u></b>		
Cost	65,016	65,015
Accumulated Depreciation	(18,255)	(18,255)
Profit/(Loss)	(5,852)	(1,760)
<b>Proceeds</b>	<b>40,909</b>	<b>45,000</b>

**TAMALA PARK REGIONAL COUNCIL**  
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**5. INFORMATION ON BORROWINGS**

No borrowings have been undertaken in the period under review. No borrowings are budgeted during the 2018-19 financial year.

**6. CONTRIBUTED EQUITY**

	<b>31 December 2018 Actual \$</b>	<b>30 June 2018 Actual \$</b>
Town of Victoria Park	3,770,181	3,660,229
City of Perth	3,770,181	3,660,229
Town of Cambridge	3,770,181	3,660,229
City of Joondalup	7,540,362	7,320,458
City of Wanneroo	7,540,362	7,320,458
Town of Vincent	3,770,181	3,660,229
City of Stirling	15,080,723	14,640,914
<b>TOTAL</b>	<b>45,242,172</b>	<b>43,922,746</b>
<b>Total Movement in equity</b>	<b>1,319,426</b>	

Movement in Contributed Equity Represented by:

	<b>GST Withheld 31 December 2018 \$</b>	<b>Development Expenses 31 December 2018 \$</b>	<b>Land Sales 31 December 2018 \$</b>	<b>Return of Contribution 31 December 2018 \$</b>	<b>Contributed Equity 31 December 2018 \$</b>
Town of Victoria Park	(8,663)	(194,748)	476,806	(166,667)	(9,211)
City of Perth	(8,663)	(194,748)	476,806	(166,667)	(9,211)
Town of Cambridge	(8,663)	(194,748)	476,806	(166,667)	(9,211)
City of Joondalup	(17,325)	(389,496)	953,612	(333,333)	(18,421)
City of Wanneroo	(17,325)	(389,496)	953,612	(333,333)	(18,421)
Town of Vincent	(8,663)	(194,748)	476,806	(166,667)	(9,211)
City of Stirling	(34,650)	(778,993)	1,907,224	(666,666)	(36,842)
	<b>(103,950)</b>	<b>(2,336,977)</b>	<b>5,721,672</b>	<b>(2,000,000)</b>	<b>(110,528)</b>
Members Contributed Equity Movements		1,170,217			
TPRC Net Result		149,209			
<b>Total Movement in equity</b>		<b>1,319,426</b>			

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
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**7. NET CURRENT ASSETS**

Composition of Estimated Net Current Asset Position	31 December 2018 Actual \$	Brought Forward 1-Jul \$
<b>CURRENT ASSETS</b>		
Cash - Unrestricted	45,071,450	43,846,407
Receivables	330,589	251,049
Settlement Bonds	4,400	400
	<b>45,406,439</b>	<b>44,097,856</b>
<b>LESS: CURRENT LIABILITIES</b>		
Payables and Provisions	(301,454)	(290,105)
	<b>45,104,985</b>	<b>43,807,751</b>

**8. RATING INFORMATION**

The Regional Council does not levy rates on property.

**9. TRUST FUNDS**

The Regional Council does not hold any funds in trust on behalf of third parties.

**TAMALA PARK REGIONAL COUNCIL**  
**MONTHLY STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 30 NOVEMBER 2018**

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<b>Revenues</b>	1,2				
Interest Earnings		505,871	520,315	1,040,633	(2.78%)
Other Revenue		673	2,000	2,000	0.00%
		506,544	522,315	1,042,633	(3.02%)
<b>Expenses</b>	1,2				
Employee Costs		(232,336)	(299,705)	(725,924)	(22.48%)
Materials and Contracts Other		(61,456)	(168,666)	(404,895)	(63.56%)
Depreciation		0	0	(25,381)	0.00%
Utilities		0	(2,150)	(6,450)	0.00%
Insurance		(13,207)	(13,879)	(13,880)	(4.84%)
Other Expenditure		(88,791)	(92,321)	(186,390)	(3.82%)
		(395,790)	(576,721)	(1,362,920)	(31.37%)
<b>Adjustments for Non-Cash (Revenue) and Expenditure</b>					
Depreciation on Assets		0	0	25,381	0.00%
Profit/(loss) on Disposal of Assets		(5,852)	(1,760)	(1,760)	0.00%
<b>Capital Revenue and (Expenditure)</b>					
Plant and Equipment	3	(63,101)	(66,000)	(82,000)	0.00%
Proceeds on disposal		40,909	45,000	45,000	0.00%
<b>LESS MEMBERS EQUITY</b>					
<b>Payment for Rates Equivalent</b>					
<b>Development of Land for Resale</b>					
Income Sale of Lots - Subdivision		5,093,120	5,272,149	14,405,835	(3.40%)
Income other - Subdivision		0	1,400,000	1,950,000	100.00%
Development Costs - Subdivision		(1,824,436)	(7,857,674)	(21,277,191)	(76.78%)
Contribution Refund		0	0	(209,337)	0.00%
Profit Distributions		(110,528)	0	(4,000,000)	0.00%
Members equity - GST withheld		(83,090)	0	0	0.00%
<b>Change in Contributed Equity</b>	6	3,075,066	(1,185,525)	(9,130,693)	(359.38%)
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**(c) Rounding Off Figures**

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NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
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**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(g) Trade and Other Receivables**

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Inventories are measured at the lower of cost and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

***Land Held for Resale***

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All assets are initially recognised at cost. Cost is determined as the fair value of the assets given as consideration plus costs incidental to the acquisition. For assets acquired at no cost or for nominal consideration, cost is determined as fair value at the date of acquisition. The cost of non-current assets constructed by the local government includes the cost of all materials used in the construction, direct labour on the project and an appropriate proportion of variable and fixed overhead. Certain asset classes may be revalued on a regular basis such that the carrying values are not materially different from fair value. Assets carried at fair value are to be revalued with sufficient regularity to ensure the carrying amount does not differ materially from that determined using fair value at reporting date.

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 30 NOVEMBER 2018**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(j) Depreciation of Non-Current Assets**

All non-current assets having a limited useful life are systematically depreciated over their useful lives in a manner which reflects the consumption of the future economic benefits embodied in those assets.

Depreciation is recognised on a straight-line basis, using rates which are reviewed each reporting period. Major depreciation periods are:

Computer Equipment	4 years
Printers, Photocopiers and Scanners	5 years
Furniture and Equipment	4 to 10 years
Floor coverings	8 years
Phones and Faxes	6 to 7 years
Plant and Equipment	5 to 15 years
Infrastructure	30 to 50 years

**(k) Trade and Other Payables**

Trade and other payables represent liabilities for goods and services provided to the Council prior to the end of the financial year that are unpaid and arise when the Council becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured and are usually paid within 30 days of recognition.

**(l) Employee Benefits**

The provisions for employee benefits relates to amounts expected to be paid for long service leave, annual leave, wages and salaries and are calculated as follows:

**(i) Wages, Salaries, Annual Leave and Long Service Leave (Short-term Benefits)**

The provision for employees' benefits to wages, salaries, annual leave and long service leave expected to be settled within 12 months represents the amount the Council has a present obligation to pay resulting from employees services provided to balance date. The provision has been calculated at nominal amounts based on remuneration rates the Council expects to pay and includes related on-costs.

**(ii) Annual Leave and Long Service Leave (Long-term Benefits)**

The liability for long service leave is recognised in the provision for employee benefits and measured as the present value of expected future payments to be made in respect of services provided by employees up to the reporting date using the projected unit credit method. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on national government bonds with terms to maturity and currency that match as closely as possible, the estimated future cash outflows. Where Council does not have the unconditional right to defer settlement beyond 12 months, the liability is recognised as a current liability.

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 30 NOVEMBER 2018**

**1. SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**(m) Interest-bearing Loans and Borrowings**

All loans and borrowings are initially recognised at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortised cost using the effective interest method. Fees paid on the establishment of loan facilities that are yield related are included as part of the carrying amount of the loans and borrowings.

Borrowings are classified as current liabilities unless the Council has an unconditional right to defer settlement of the liability for at least 12 months after the balance sheet date.

***Borrowing Costs***

Borrowing costs are recognised as an expense when incurred except where they are directly attributable to the acquisition, construction or production of a qualifying asset. Where this is the case, they are capitalised as part of the cost of the particular asset.

**(n) Provisions**

Provisions are recognised when: The council has a present legal or constructive obligation as a result of past events; it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated. Provisions are not recognised for future operating losses. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any one item included in the same class of obligations may be small.

**(o) Current and Non-Current Classification**

In the determination of whether an asset or liability is current or non-current, consideration is given to the time when each asset or liability is expected to be settled. The asset or liability is classified as current if it is expected to be settled within the next 12 months, being the Council's operational cycle. In the case of liabilities where Council does not have the unconditional right to defer settlement beyond 12 months, such as vested long service leave, the liability is classified as current even if not expected to be settled within the next 12 months. Inventories held for trading are classified as current even if not expected to be realised in the next 12 months except for land held for resale where it is held as non-current based on Council's intentions to release for sale.

**TAMALA PARK REGIONAL COUNCIL  
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY  
FOR THE PERIOD 1 JULY 2018 TO 30 NOVEMBER 2018**

**2. STATEMENT OF OBJECTIVE**

The Regional Council has a specific regional purpose which is:

- a) To undertake, in accordance with the objectives, the rezoning, subdivision, development marketing and sale of land comprising the developable portion of Lot 118 Mindarie (now Lot 9504); and
- b) To carry out and do all other acts and things which are reasonably necessary for the bringing into effect of the matters referred to in paragraph a).

The objectives of the Regional Council are:

- 1. To develop and improve the value of the land;
- 2. To maximise, and with prudent risk parameters, the financial return to the Participants;
- 3. To balance economic, social and environmental issues; and
- 4. To produce a quality development demonstrating the best urban design and development practice.

**3. ACQUISITION OF ASSETS**

The following assets are budgeted to be acquired during the year:

	<b>30 November 2018 Actual \$</b>	<b>Adopted 2018/19 Budget \$</b>
<b><u>By Program</u></b>		
<b>Other Property and Services</b>		
Furniture and equipment	0	16,000
Motor Vehicle	63,101	66,000
	<b>63,101</b>	<b>82,000</b>
<b><u>By Class</u></b>		
Plant and Equipment	63,101	82,000
	<b>63,101</b>	<b>82,000</b>

**4. DISPOSALS OF ASSETS**

There following asset is budgeted to be disposed during the financial year ended.

<b><u>Plant and Equipment</u></b>		
Cost	65,016	65,015
Accumulated Depreciation	(18,255)	(18,255)
Profit/(Loss)	(5,852)	(1,760)
<b>Proceeds</b>	<b>40,909</b>	<b>45,000</b>

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 30 NOVEMBER 2018**

**5. INFORMATION ON BORROWINGS**

No borrowings have been undertaken in the period under review. No borrowings are budgeted during the 2018-19 financial year.

**6. CONTRIBUTED EQUITY**

	<b>30 November 2018 Actual \$</b>	<b>30 June 2018 Actual \$</b>
Town of Victoria Park	3,925,714	3,660,229
City of Perth	3,925,714	3,660,229
Town of Cambridge	3,925,714	3,660,229
City of Joondalup	7,851,428	7,320,458
City of Wanneroo	7,851,428	7,320,458
Town of Vincent	3,925,714	3,660,229
City of Stirling	15,702,854	14,640,914
<b>TOTAL</b>	<b>47,108,566</b>	<b>43,922,746</b>
<b>Total Movement in equity</b>	<b>3,185,820</b>	

Movement in Contributed Equity Represented by:

	<b>GST Withheld 30 November 2018 \$</b>	<b>Development Expenses 30 November 2018 \$</b>	<b>Land Sales 30 November 2018 \$</b>	<b>Return of Contribution 30 November 2018 \$</b>	<b>Rates Equivalent 30 November 2018 \$</b>
Town of Victoria Park	(6,924)	(152,036)	424,427	(9,211)	0
City of Perth	(6,924)	(152,036)	424,427	(9,211)	0
Town of Cambridge	(6,924)	(152,036)	424,427	(9,211)	0
City of Joondalup	(13,848)	(304,073)	848,853	(18,421)	0
City of Wanneroo	(13,848)	(304,073)	848,853	(18,421)	0
Town of Vincent	(6,924)	(152,036)	424,427	(9,211)	0
City of Stirling	(27,697)	(608,146)	1,697,706	(36,842)	0
		0	0	0	0
	(83,090)	(1,824,436)	5,093,120	(110,528)	0
Members Contributed Equity Movements		3,075,066			
TPRC Net Result		110,754			
<b>Total Movement in equity</b>		<b>3,185,820</b>			

**TAMALA PARK REGIONAL COUNCIL**  
**NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY**  
**FOR THE PERIOD 1 JULY 2018 TO 30 NOVEMBER 2018**

**7. NET CURRENT ASSETS**

Composition of Estimated Net Current Asset Position	30 November 2018 Actual \$	Brought Forward 1-Jul \$
<b>CURRENT ASSETS</b>		
Cash - Unrestricted	47,012,669	43,846,407
Receivables	276,179	251,049
Settlement Bonds	3,400	400
	<b>47,292,248</b>	<b>44,097,856</b>
<b>LESS: CURRENT LIABILITIES</b>		
Payables and Provisions	(320,869)	(290,105)
	<b>46,971,379</b>	<b>43,807,751</b>

**8. RATING INFORMATION**

The Regional Council does not levy rates on property.

**9. TRUST FUNDS**

The Regional Council does not hold any funds in trust on behalf of third parties.



# Appendix 9.3

**Tamala Park Regional Council  
Summary Payment List  
December 2018**

<b>Date</b>	<b>Num</b>	<b>Name</b>	<b>Description</b>	<b>Amount</b>
3/12/2018	ET-4571	Grant, Aaron & Nicole	Lot 171 (23rd instalment over a 5 year period)	-2,887.50
6/12/2018	ET-4551	Employee costs	Wages for period 22/11/18 - 05/12/18	-11,176.66
6/12/2018	ET-4554	Australian Super	Superannuation for period 22/11/18 - 05/12/18	-595.46
6/12/2018	ET-4555	National Australia Bank	Superannuation for period 22/11/18 - 05/12/19	-1,141.77
6/12/2018		Artek Furniture	Sales Office 3 - Plan Table	-10,646.90
6/12/2018		Burgess Rawson	Valuation services	-220.00
6/12/2018		Classic Hire	Movie night lighting	-396.00
6/12/2018		Coterra Environment	Environmental consulting services (October 2018)	-179.85
6/12/2018		Docushred	Security bin fee	-51.70
6/12/2018		Dominic Carbone & Associates	Accounting services (October 2018)	-462.00
6/12/2018		Energy Images	Movie night photography	-420.00
6/12/2018		hyd20 Hydrology	Catalina Beach Storm Water Modelling	-1,382.70
6/12/2018		J-Corp Pty Ltd	Sales Office 3 - Practical Completion Payment	-188,982.00
6/12/2018		Kevin Smith Cleaning Services	Cleaning of TPRC office (November 2018)	-132.00
6/12/2018		Kyocera Mita	Printing costs (November 2018)	-75.70
6/12/2018		LD Total	Landscaping services	-26,941.23
6/12/2018		Marketforce	Statutory advertising	-646.97
6/12/2018		Millar, Kyro	Builder Referral Rebate - Lot 972	-2,000.00
6/12/2018		Moore Stephens	Compilation of SOFA (October 2018)	-2,062.50
6/12/2018		Nature Calls	Movie night toilet hire	-569.00
6/12/2018		Neverfail	Bottled water x 2	-28.25
6/12/2018		Ortiz, M. & Villada, B.	Solar Panel Rebate - Lot 955	-2,000.00
6/12/2018		Plan E	Landscaping architecture services	-15,323.00
6/12/2018		Rural Cinema	Movie night cinema hire	-2,200.00
6/12/2018		Select Homes (WA) Pty Ltd	Early Construction Rebate - Lot 727	-8,000.00
6/12/2018		Social Garden	Digital marketing	-6,050.00
6/12/2018		Town of Victoria Park - Supplier	GST Oct & Nov 2018	-801.00
6/12/2018	ET-4556	Water Corporation	Sales Office 3 water charges for period 17/09/18 - 13/11/18	-23.17
6/12/2018	ET-4565	Australian Taxation Office	IAS (November 2018)	-14,220.00
11/12/2018		MRD Home	Sales Office 3 Furniture	-1,270.50
11/12/2018		Tantra Imports Pty Ltd	Sales Office 3 Furniture	-3,542.00
12/12/2018		Burgtec Office Systems	Sales Office 3 Furniture	-673.20
12/12/2018		LaForma Australia	Sales Office 3 Furniture	-1,779.53
12/12/2018		MRD Home	Sales Office 3 Furniture	-2,552.00
12/12/2018		Sitting Pretty Furniture	Sales Office 3 Furniture	-4,101.00
12/12/2018	ET-4559	Westpac Bank	Payment of credit card charges (CEO & EA) - December 2018	-448.44
13/12/2018	ET-4557	Harvey Norman	Sales Office 3 Televisions	-14,700.00
17/12/2018	ET-4558	Sally Brothers Interior Design	Sales Office 3 Furniture & Accessories	-2,200.00
19/12/2018	ET-4560	Employee costs	Wages for period 06/12/18 - 19/12/18	-11,176.66
19/12/2018	ET-4563	Australian Super	Superannuation for period 06/12/18 - 19/12/18	-595.46
19/12/2018	ET-4564	National Australia Bank	Superannuation for period 06/12/18 - 19/12/19	-1,141.77
19/12/2018		Arborman	Firebreak maintenance	-2,750.00
19/12/2018		Buckby Contracting	WWPS West (Cert 8)	-7,260.00
19/12/2018		Burgess Rawson	GST Valuations (November 2018)	-330.00
19/12/2018		Capital Transport Services (WA) P/	Courier charges	-36.89
19/12/2018		City of Joondalup - Supplier	12th Dividend Payment - TPRC Project	-333,333.33
19/12/2018		City of Perth - Supplier	12th Dividend Payment - TPRC Project	-166,666.67
19/12/2018		City of Stirling	GST Nov 2018, Rent & Dividend 12	-676,322.02
19/12/2018		City of Vincent - Supplier	GST November 2018 & Dividend 12	-167,467.40
19/12/2018		City of Wanneroo - Supplier	12th Dividend Payment - TPRC Project	-333,333.33
19/12/2018		Cossill & Webley	Engineering services	-3,402.80
19/12/2018		Coterra Environment	Environmental consulting services (October 2018)	-5,130.95
19/12/2018		Cox, Adrian	Solar Panel Rebate (Lot 977)	-2,000.00
19/12/2018		Dominic Carbone & Associates	Accounting services (November 2018)	-3,762.00
19/12/2018		EventPro Perth	Food Truck Friday Additional Staff	-731.50
19/12/2018		Imagesource	\$20K Promotion Signs	-962.50
19/12/2018		Jones, Nige	Reimbursement for air fares (UDIA Congress 2019)	-463.56
19/12/2018		LD Total	Landscaping services	-182,183.85
19/12/2018		Learning Horizons	CEO Performance Review 2017/2018	-8,250.00
19/12/2018		McLeods Barristers & Solicitors	Legal advice - governance issues	-3,843.51
19/12/2018		New Living Cleaning	Sales Office 2 Cleaning (November 2018)	-495.00
19/12/2018		Officeworks	Office supplies	-62.85
19/12/2018		R J Vincent & Co	Installation of Dog Bad Dispensers x 3	-495.00
19/12/2018		Rochelle Zaknich Communications	Communications consulting services	-1,040.00
19/12/2018		Signs & Lines	Signage	-22,860.88
19/12/2018		Stantons International	Probity advisory services (November 2018)	-102.30

19/12/2018		Swann Rubbish Removal	Rubbish Removal	-2,400.00
19/12/2018		Town of Cambridge - supplier	12th Dividend Payment - TPRC Project	-166,666.67
19/12/2018		Town of Victoria Park - Supplier	12th Dividend Payment - TPRC Project	-166,666.67
19/12/2018		Transcore	Traffic engineering services	-2,200.00
19/12/2018		UDIA (Qld)	UDIA National Congress & Accommodation (N Jones)	-3,641.00
19/12/2018		Vision One Homes	Waste Rebate (Lot 2129)	-660.00
19/12/2018	ET-4566	Alinta Energy	Sales Office 2 gas supply for period 05/09/18 - 03/12/18	-25.55
19/12/2018	ET-4567	Neverfail	Bottled water x 2	-28.25
19/12/2018	ET-4568	Synergy	Power charges - Sales Offices & POS x 4	-3,151.75
19/12/2018	ET-4569	New Ground Water Services	Security Pole	-275.00
21/12/2018	CON-136	City of Wanneroo - Supplier	GST owing November 2018	-3,210.70
21/12/2018	CON-137	City of Wanneroo - Supplier	GST owing October 2018	-1,601.46
27/12/2018	ET-4570	Jones, Alan & Suzanne	Lot 174 (3rd instalment)	-3,850.00
31/12/2018	ET-4348	National Australia Bank	Bank charges NAB At-Call AC	-10.00
<b>TOTAL</b>				<b><u><u>-2,621,469.31</u></u></b>

**Tamala Park Regional Council  
Summary Payment List  
November 2018**

<b>Date</b>	<b>Num</b>	<b>Name</b>	<b>Description</b>	<b>Amount</b>
2/11/2018	ET-4534	GS Bhabra Investment Trust	Lot 173 (24th instalment over a 5 year period)	-2,887.50
6/11/2018	ET-4535	Steel Test Pty Ltd	Lot 169 (23rd instalment over a 5 year period)	-2,887.50
6/11/2018	CON-133	City of Wanneroo	GST owing September 2018	-940.00
8/11/2018	ET-4536	Employee costs	Wages for period 25/10/18 - 07/11/18	-11,176.67
8/11/2018	ET-4539	Australian Super	Superannuation for period 25/10/18 - 07/11/18	-595.46
8/11/2018	ET-4540	National Australia Bank	Superannuation for period 25/10/18 - 07/11/19	-1,141.77
8/11/2018	ET-4541	Australian Taxation Office	IAS (October 2018)	-14,220.00
8/11/2018		Action Couriers	Courier charges for period 25/10/18 - 28/10/18	-25.60
8/11/2018		BGC Residential	Early Construction Rebate (Lot 726)	-8,000.00
8/11/2018		Burgess Rawson	Valuation fees	-1,595.00
8/11/2018		City of Vincent	GST Sept - Oct 2018	-12,890.43
8/11/2018		City of Wanneroo	Landscape Assessment Fees	-604.73
8/11/2018		Clean City Group	Graffiti removal (October 2018)	-165.00
8/11/2018		Cossill & Webley	Engineering services	-3,522.33
8/11/2018		Draper Family Trust	Catalina Beach Street Sweeping (October 2018)	-495.00
8/11/2018		Eco Logical Australia	EPBC Condition Review Variation	-1,402.50
8/11/2018		Imagesource	Printing services	-1,115.60
8/11/2018		Kieran Samuel Beattie	Food Truck Friday Entertainment (October 2018)	-400.00
8/11/2018		Kyocera Mita	Printing charges (October 2018)	-85.02
8/11/2018		LD Total	Landscaping services	-16,362.19
8/11/2018		Marketforce	Statutory Advertising	-761.68
8/11/2018		Moore Stephens	SOFA (August & September 2018) & BAS (September 2018)	-4,675.00
8/11/2018		Nature Calls	Friday Food Truck toilet hire	-405.00
8/11/2018		Neverfail	Bottled water x 1	-14.75
8/11/2018		New Living Cleaning	Sales Office 2 Cleaning (October 2018)	-495.00
8/11/2018		Officeworks	Office supplies	-132.84
8/11/2018		Painted Dog Research	Market research and incentives (Payment 1)	-36,174.60
8/11/2018		Plan E	Landscape architect fees (Foreshore Reserve & POS)	-1,980.00
8/11/2018		R J Vincent & Co	Catalina Beach gate repair	-1,045.00
8/11/2018		Riskwest Management Consultants	Provision of Risk Management Services - Payment 1	-8,811.00
8/11/2018		Signs & Lines	Removal of flag poles	-1,292.95
8/11/2018		Social Garden	Digital Campaign A (March - October 2018)	-2,750.00
9/11/2018	ET-4346	National Australia Bank	Bank charges NAB At-Call AC (September 2018)	-10.00
13/11/2018	ET-4542	D'Rozario, Antonia	Lot 168 (23rd instalment over a 5 year period)	-3,281.25
19/11/2018	ET-4543	Transperth	SmartRider Reload (CEO)	-30.00
19/11/2018	ET-4544	Westpac Bank	Payment of credit card charges (CEO & EA) - October 2018	-812.93
21/11/2018	CON-134	Town of Cambridge	GST June-October 2018	-14,737.69
21/11/2018		Anderson, Claire	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Atwill, Stephen & Lucy	Solar Panel Rebate (Lot 2096)	-2,000.00
21/11/2018		Bowen, Tim	Food Truck Event - DJ services	-550.00
21/11/2018		Caddy, Karen	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Chester, John	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		City of Stirling	GST Sept & Oct 2018, rent & IT charges	-9,801.91
21/11/2018		Cole, Emma	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		ELO Digital Office	Annual Software Fee for period 01/01/19 - 31/12/19	-2,088.90
21/11/2018		EventPro Perth	Food Truck Event - equipment & staff	-731.50
21/11/2018		Fenn, Samantha	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Ferrante, Joe	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Hammond, Andrew	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		hyd20 Hydrology	Western Cell UWMP (Infiltration testing)	-1,903.00
21/11/2018		Imagesource	Movie Night flyers & brochures	-227.70
21/11/2018		Italiano, Giovanni	Chairman allowance 20 July - 19 October 2018	-8,886.50
21/11/2018		J-Corp Pty Ltd	Early Construction Rebate (Lot 901)	-8,000.00
21/11/2018		Jones, Nige	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Kevin Smith Cleaning Services	TPRC office cleaning	-132.00
21/11/2018		LD Total	Landscaping services	-122,709.45
21/11/2018		Migdale, Suzanne	Alternate member attendance fee 20 July - 19 October 2018 (2 x	-472.00
21/11/2018		Nature Calls	Food truck event - portable toilet hire	-420.00
21/11/2018		Neverfail	Bottled water x 2	-28.25
21/11/2018		Plan E	Landscape architecture services	-4,202.00
21/11/2018		Reyes, Dennis & Fe	Solar Panel Rebate - Lot 896	-2,000.00
21/11/2018		Sandri, Bianca	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Stantons International	Probity advisory services (October 2018)	-2,080.10
21/11/2018		Timmermanis, Andres	Elected member attendance fee 20 July 2018 - 19 October 2018	-2,613.75
21/11/2018		Treacy Fencing	Fencing services	-6,057.48
21/11/2018		Treby, Brett	Deputy Chairman allowance 20 July - 19 October 2018	-3,855.25
22/11/2018	ET-4545	Employee costs	Wages for period 08/11/18 - 21/11/18	-11,176.66

22/11/2018	ET-4548	Australian Super	Superannuation for period 08/11/18 - 21/11/18	-595.46
22/11/2018	ET-4549	National Australia Bank	Superannuation for period 08/11/18 - 21/11/19	-1,141.77
28/11/2018	ET-4550	Yang, Shan-Hao & Xiuying Chen	Lot 172 (23rd instalment over a 5 year period)	-2,887.50
30/11/2018	ET-4347	National Australia Bank	Bank charges NAB At-Call AC (October 2018)	-22.00
<b>TOTAL</b>				<b><u><u>-376,028.92</u></u></b>

# Appendix 9.4

24 January 2019

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
PO Box 655  
INNALOO WA 6918

Dear Tony

**Catalina Financial Report for December 2018**

Please find attached the Catalina Financial Report for December 2018. This report has been prepared on a cash basis and compares actual income and expenditure to the June 2018 approved budget for the period 1 December 2018 to 31 December 2018.

Residential settlement revenue for the financial year to 31 December 2018 is \$4.3m which is \$2.3m behind the approved 'June 2018' budget.

Sales for FYE2019 are \$4.4m unfavourable to budget due to 12 less residential lot sales for the year.

Overall FYE2019 expenditure is \$5.2m under budget per the approved 'June 2018' budget, with \$2.0m spent against a budget of \$7.2m. The main areas of variances are summarised below:

- Lot Production is \$1.6m under budget, noting the following variances:
  - Stage 17B \$0.4m under budget due to timing of the construction of a group housing site;
  - Stage 18A \$0.3m under budget due to cost savings;
  - Stage 26 \$0.5m under budget due to timing;
  - \$0.4m combined minor variances.
  
- Landscaping is \$2.0m under budget, noting the following variances:
  - Stage 14A \$0.2m under budget due to timing of payments;
  - Stage 17 \$0.5m under budget as works are yet to commence;
  - Beach Greenlink stage 25 \$0.4m under budget due to timing of payments;
  - \$0.9m combined minor variances.
  
- Infrastructure is \$463k under budget, noting the following variances:
  - Connolly Drive Greenlink Intersection \$300k below budget due to timing;
  - \$163k combined minor variances.



- Indirect Consultants \$269k under budget due to timing of payments for planning costs and a slow down in the construction program.
- Special Sites \$181k under budget due to timing of payments for construction of the Western Cell Sales Office Carpark.
- P&L expenditure is \$744k under budget, noting the following variances:
  - Marketing \$127k under budget due to timing of invoice payments and approval pending on new initiatives;
  - Contingency \$325k not required;
  - \$292k 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

A handwritten signature in black ink, appearing to read 'Carl Buckley', written over a light blue horizontal line.

**Carl Buckley**  
Project Director



**CATALINA**  
**FINANCE REPORT**  
**DECEMBER 2018**

**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>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>
Prior Years	966	966	901	901	886	886	71,000,000	71,000,000
Jul-2018	-	-	2	4	1	1	-	-
Aug-2018	-	-	4	4	3	3	-	-
Sep-2018	-	-	4	4	2	1	-	-
<b>Sep Qtr</b>	-	-	<b>10</b>	<b>12</b>	<b>6</b>	<b>5</b>	-	-
Oct-2018	-	-	1	4	1	9	-	-
Nov-2018	-	-	3	4	6	3	-	-
Dec-2018	-	-	(3)	3	1	4	2,000,000	2,000,000
<b>Dec Qtr</b>	-	-	<b>1</b>	<b>11</b>	<b>8</b>	<b>16</b>	<b>2,000,000</b>	<b>2,000,000</b>
Jan-2019	-	-	-	3	-	2	-	-
Feb-2019	-	38	-	4	-	3	-	-
Mar-2019	-	-	-	5	-	5	-	-
<b>Mar Qtr</b>	-	<b>38</b>	-	<b>12</b>	-	<b>10</b>	-	-
Apr-2019	-	-	-	5	-	5	-	-
May-2019	-	-	-	5	-	4	-	-
Jun-2019	-	-	-	5	-	4	-	2,000,000
<b>Jun Qtr</b>	-	-	-	<b>15</b>	-	<b>13</b>	-	<b>2,000,000</b>
<b>PTD</b>	<b>966</b>	<b>966</b>	<b>912</b>	<b>924</b>	<b>900</b>	<b>907</b>	<b>73,000,000</b>	<b>73,000,000</b>
<b>Full 2018/19 Year</b>	-	<b>38</b>	<b>11</b>	<b>50</b>	<b>14</b>	<b>44</b>	<b>2,000,000</b>	<b>4,000,000</b>
<b>2019/20</b>	-	<b>45</b>	-	<b>60</b>	-	<b>48</b>	-	<b>5,000,000</b>
<b>2020/21</b>	-	<b>52</b>	-	<b>75</b>	-	<b>66</b>	-	<b>13,000,000</b>

- \$2m was distributed in Dec, with the next distribution forecast for June 19.
- 1 residential lot settled in December comprising:

	<u>Lots</u>
Stage 17B	1

**1.2 Sales & Settlements**

	<u>MTH Act</u>	<u>MTH Bgt</u>	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>PTD Act</u>	<u>PTD Bgt</u>
<b>Residential</b>						
- Sales #	(3)	3	11	23	912	924
- Sales \$	(793,000)	963,994	3,306,000	7,676,619	236,321,500	240,692,119
- Sales \$/lot	264,333	321,331	300,545	333,766	259,124	260,489
- Settlements #	1	4	14	21	900	907
- Settlements \$	298,000	1,300,003	4,289,000	6,572,153	232,836,500	235,119,653
- Settlements \$/lot	298,000	325,001	306,357	312,960	258,707	259,228
<b>Special Sites</b>						
- Sales #	-	-	-	-	3	3
- Sales \$	-	-	-	-	3,295,000	3,295,000
- Sales \$/lot	-	-	-	-	1,098,333	1,098,333
- Settlements #	-	-	1	1	3	3
- Settlements \$	-	-	1,400,000	1,400,000	3,295,000	3,295,000
- Settlements \$/lot	-	-	1,400,000	1,400,000	1,098,333	1,098,333
<b>Lots Under Contract</b>						
- Unsettled sales #	12			2	Titled	
- Unsettled sales \$	3,485,000			10	971 incl. Spec sites	
- Unsettled sales \$/lot	290,417					

- The month of December achieved 1 residential sale, 4 cancellations and 1 settlement.

**1.3 Cashflow - MTD Actuals to budget**

	<u>MTD Act</u>	<u>MTD Bgt</u>	<u>Variance</u>
<b><u>Income</u></b>			
Settlement Revenue	298,000	1,300,004	(1,002,004)
Margin GST	(1,759)	(18,182)	16,423
Direct selling costs	(17,435)	(59,750)	42,315
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(18,353)	(169,131)	150,779
	<u>260,454</u>	<u>1,052,940</u>	<u>(792,487)</u>
<b><u>Development costs</u></b>			
WAPC Land Acq.	-	-	-
Lot production	(20,264)	249,131	269,395
Landscaping	13,930	548,679	534,749
Consultants	9,686	48,225	38,539
Infrastructure	6,600	45,791	39,191
Sales office building	349,829	113,465	(236,364)
	<u>359,781</u>	<u>1,005,291</u>	<u>645,510</u>
<b><u>Overheads</u></b>			
Sales & marketing	27,746	41,167	13,421
Community Develop.	4,964	16,042	11,078
Administration	64,008	58,383	(5,625)
Finance/Contingency	-	49,114	49,114
	<u>96,718</u>	<u>164,706</u>	<u>67,988</u>
<b>Net Cashflow</b>	<b><u>(196,045)</u></b>	<b><u>(117,056)</u></b>	<b><u>(78,989)</u></b>

**1.4 Cashflow - YTD Actuals to budget**

	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>Variance</u>
<b><u>Income</u></b>			
Settlement Revenue	4,289,000	6,572,154	(2,283,154)
Margin GST	(43,183)	(95,455)	52,271
Direct selling costs	(257,654)	(364,389)	106,735
Interest Income	10,945	-	10,945
Forfeited Deposits	-	-	-
Other Income	1,373,209	1,272,727	100,482
Rebate Allowance	(214,425)	(1,484,981)	1,270,556
	<u>5,157,892</u>	<u>5,900,057</u>	<u>(742,165)</u>
<b><u>Development costs</u></b>			
WAPC Land Acq.	-	-	-
Lot production	(4,698)	1,564,551	1,569,249
Landscaping	923,315	2,923,907	2,000,593
Consultants	63,544	332,166	268,622
Infrastructure	58,014	521,453	463,439
Sales office building	466,813	648,188	181,374
	<u>1,506,987</u>	<u>5,990,265</u>	<u>4,483,277</u>
<b><u>Overheads</u></b>			
Sales & marketing	119,595	247,000	127,405
Community Develop.	28,627	96,250	67,623
Administration	301,058	525,287	224,229
Finance/Contingency	-	324,919	324,919
	<u>449,280</u>	<u>1,193,456</u>	<u>744,176</u>
<b>Net Cashflow</b>	<b><u>3,201,624</u></b>	<b><u>(1,283,664)</u></b>	<b><u>4,485,288</u></b>

**1.5 Bonds**

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	263,132	263,132	242,868
	<u>263,132</u>	<u>263,132</u>	<u>242,868</u>

Bonds relate to stage 25 early clearances and are expected to be returned within 12 months.

**CATALINA**  
**FINANCE REPORT**  
**DECEMBER 2018**

**2.0 PROFIT & LOSS**

	<u>MTH Act</u>	<u>MTH Bgt</u>	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u>
- Revenue \$ (Stlmnts)	298,000	1,300,003	(1,002,003)	4,289,000	6,572,153	(2,283,153)	232,836,500	235,119,653
- Revenue \$/lot	298,000	325,001		306,357	312,960		258,707	259,228
- Selling & GST \$	42,444	138,312	95,869	473,278	763,367	290,089	21,460,271	21,750,360
- Selling & GST \$/lot	42,444	34,578		33,806	36,351		23,845	23,981
- Cost of sales \$	77,173	433,518	356,345	1,485,285	2,197,090	711,805	83,398,454	84,110,259
- Cost of sales \$/lot	77,173	108,380		106,092	104,623		92,665	92,735
- Gross profit \$	178,383	728,173	(549,789)	2,330,437	3,611,696	(1,281,259)	127,977,775	129,259,034
- Gross profit \$/lot	178,383	182,043		166,460	171,986		142,198	142,513
- Gross profit Mgn %	59.86%	56.01%		54.34%	54.95%		54.96%	54.98%
- Special Sites \$	-	-	-	799,660	818,374	(18,714)	2,114,938	2,133,652
- Other income \$	-	-	-	10,945	-	10,945	253,480	242,535
- Sales & Marketing \$	59,898	63,600	3,702	167,424	381,600	214,176	1,882,936	2,097,112
- Administration \$	109,341	71,627	(37,714)	379,454	439,620	60,166	3,362,422	3,422,588
- Finance \$	-	-	-	-	-	-	-	-
- Contingency \$	-	55,734	55,734	-	338,082	338,082	-	338,082
<b>- Net profit \$</b>	<b>9,144</b>	<b>537,212</b>	<b>(528,068)</b>	<b>2,594,164</b>	<b>3,270,768</b>	<b>(676,604)</b>	<b>125,100,835</b>	<b>125,777,439</b>
<b>- Net profit \$/lot</b>	<b>9,144</b>	<b>134,303</b>		<b>185,297</b>	<b>155,751</b>		<b>139,001</b>	<b>138,674</b>

- YTD Gross profit is \$1.3m unfavourable to budget due to 7 fewer settlements to date.
- YTD Overheads are \$612k below budget due to Marketing costs \$214k favourable (timing of invoice payments and pending approvals for new initiatives), Admin \$60k favourable (full legal fees, security and training provisions not yet required), and unused Contingency \$338k.

**YEAR TO DATE VERSUS FULL YEAR BUDGET**

	<u>YTD Act</u>	<u>FY19 Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	4,289,000	14,405,834	(10,116,834)
- Revenue \$/lot	306,357	327,405	
- Selling & GST \$	473,278	1,577,937	1,104,659
- Selling & GST \$/lot	33,806	35,862	
- Cost of sales \$	1,485,285	4,583,187	3,097,902
- Cost of sales \$/lot	106,092	104,163	
- Gross profit \$	2,330,437	8,244,710	(5,914,273)
- Gross profit \$/lot	166,460	187,380	
- Gross profit Mgn %	54.34%	57.23%	
- Special Sites \$	799,660	406,256	393,404
- Other income \$	10,945	-	10,945
- Sales & Marketing \$	167,424	763,200	595,776
- Administration \$	379,454	869,382	489,928
- Finance \$	-	-	-
- Contingency \$	-	572,937	572,937
<b>- Net profit \$</b>	<b>2,594,164</b>	<b>6,445,447</b>	<b>(3,851,283)</b>
<b>- Net profit \$/lot</b>	<b>185,297</b>	<b>146,487</b>	

**2.1 GROSS PROFIT ANALYSIS**

Actual

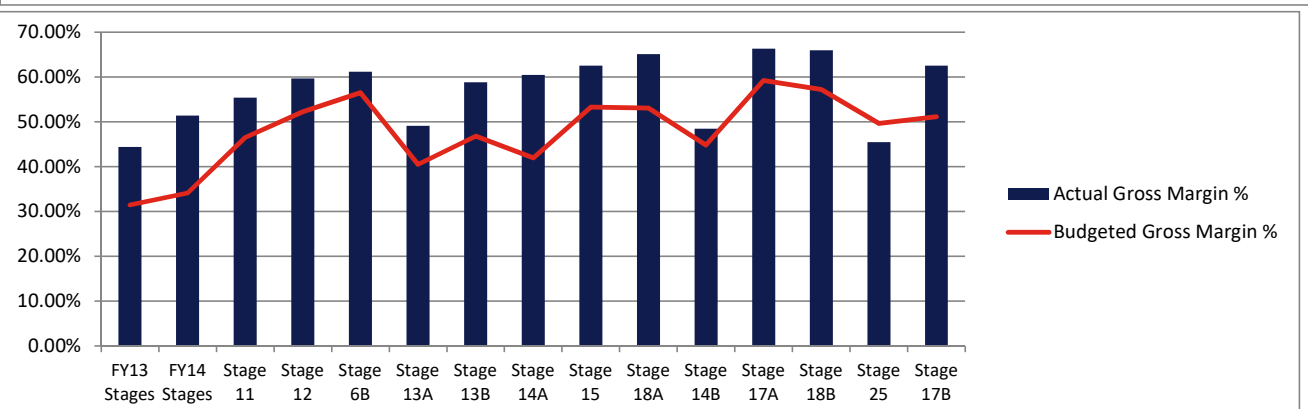
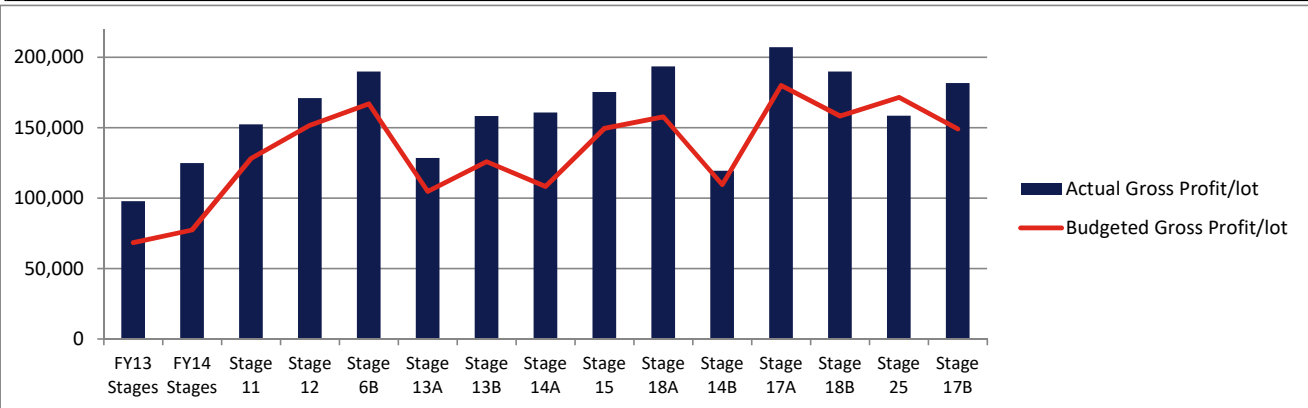
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)		Direct Costs/lot	Actual Gross		Actual Gross Profit/lot	Actual Gross Margin %
							Profit			
Incentives Writeback					-2,876,710			2,876,710		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159		122,619	22,805,341	97,877		44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309		118,248	25,847,691	124,868		51.36%
Stage 11	1-Oct-14	17,611,000	275,172	7,850,538		122,665	9,760,462	152,507		55.42%
Stage 12	3-Dec-14	14,063,000	287,000	5,678,128		115,880	8,384,872	171,120		59.62%
Stage 6B	19-Jan-15	7,452,000	310,500	2,892,006		120,500	4,559,994	190,000		61.19%
Stage 13A	30-Mar-15	9,675,000	261,486	4,919,669		132,964	4,755,331	128,522		49.15%
Stage 13B	11-May-15	12,103,000	268,956	4,978,879		110,642	7,124,121	158,314		58.86%
Stage 14A	4-Jun-15	16,784,000	266,413	6,644,189		105,463	10,139,811	160,949		60.41%
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	3,008,156		103,730	5,617,844	193,719		65.13%
Stage 14B	28-Oct-16	2,219,000	246,556	1,144,525		127,169	1,074,475	119,386		48.42%
Stage 17A	20-Feb-17	6,878,000	312,636	2,316,480		105,295	4,561,520	207,342		66.32%
Stage 18B	13-Jun-17	6,340,000	288,182	2,160,646		98,211	4,179,354	189,971		65.92%
Stage 25	8-Aug-17	12,198,000	348,514	6,650,603		190,017	5,547,397	158,497		45.48%
Stage 17B	22-May-18	1,743,000	290,500	652,581		108,764	1,090,419	181,736		62.56%
		<u>232,836,500</u>		<u>104,858,724</u>			<u>127,977,776</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		Budgeted Gross Profit/lot	Budgeted Gross Margin %
							Profit			
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%
Stage 11	Aug-14	17,645,281	275,708	9,444,658		147,573	8,200,623	128,135		46.47%
Stage 12	Aug-14	14,221,581	290,236	6,787,551		138,521	7,434,030	151,715		52.27%
Stage 6B	Aug-14	7,098,672	295,778	3,089,032		128,710	4,009,640	167,068		56.48%
Stage 13A	Aug-14	9,585,882	259,078	5,703,355		154,145	3,882,527	104,933		40.50%
Stage 13B	Aug-14	12,111,408	269,142	6,443,000		143,178	5,668,408	125,965		46.80%
Stage 14A	Aug-14	15,504,265	258,404	9,001,574		150,026	6,502,690	108,378		41.94%
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%
		<u>249,170,452</u>		<u>141,761,744</u>			<u>107,408,709</u>			

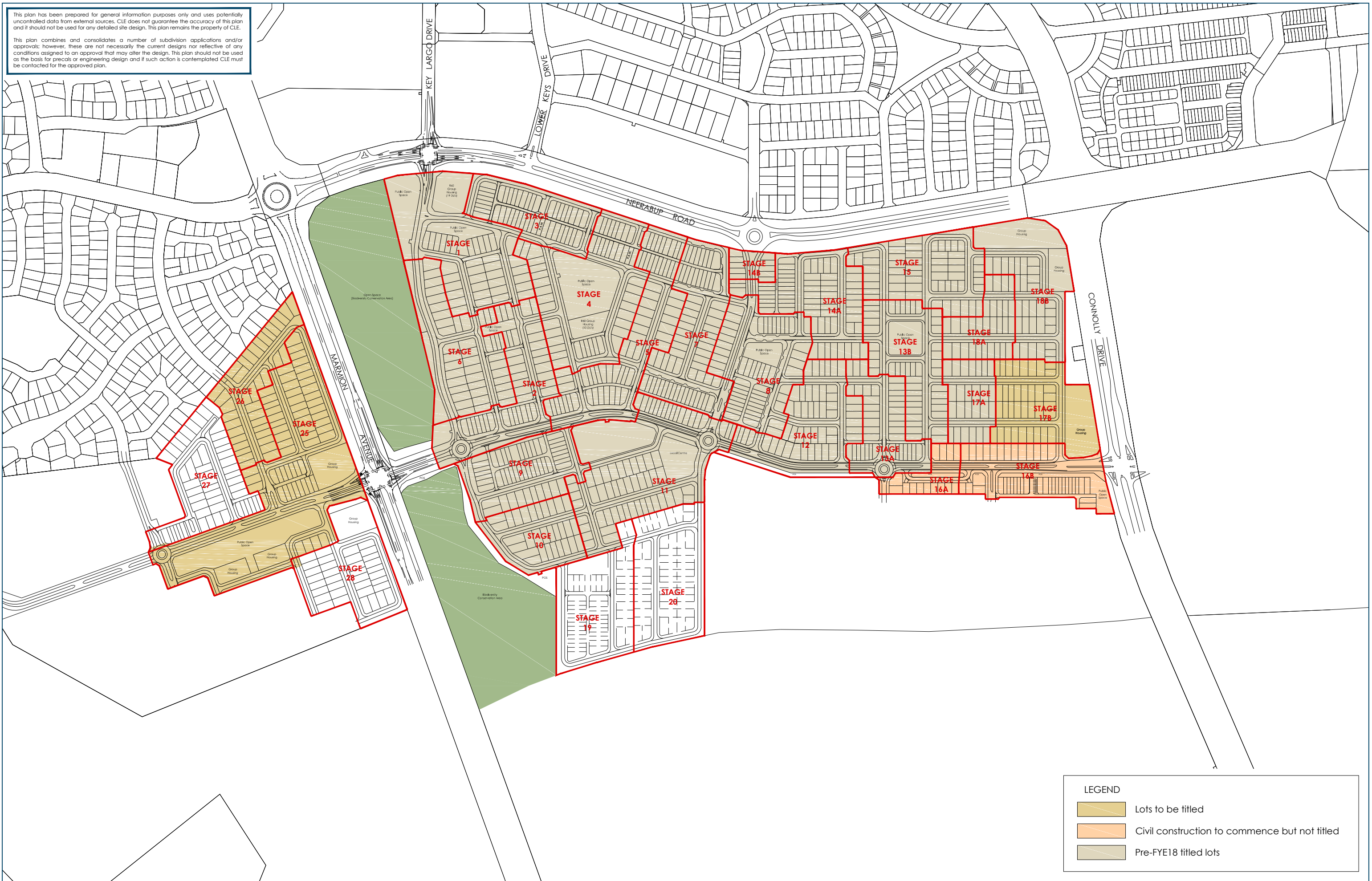
- Values for budget are based on 'total lots' for the relevant stages.



# Appendix 9.5

This plan has been prepared for general information purposes only and uses potentially uncontrolled data from external sources. CLE does not guarantee the accuracy of this plan and it should not be used for any detailed site design. This plan remains the property of CLE.

This plan combines and consolidates a number of subdivision applications and/or approvals; however, these are not necessarily the current designs nor reflective of any conditions assigned to an approval that may alter the design. This plan should not be used as the basis for precasts or engineering design and if such action is contemplated CLE must be contacted for the approved plan.



**LEGEND**

- Lots to be filled
- Civil construction to commence but not filled
- Pre-FYE18 filled lots

## “AGED STOCK” – PERIOD ENDING 4 FEBRUARY 2019

The following table provides a summary of lot sizing and commentary of current “Aged Stock” on hand. Aged Stock refers to lots that have been on the market for longer than 6 months in the Central Precinct and 12 months in the Beach Precinct.

Stage	Lot Number	Release Date	Price	M <sup>2</sup>	Comment
14B	775	July 2016	\$245,000	299	Rear loaded lot fronting Roulettes Parade at the entrance to the estate.
17A	951	Oot-2016	\$335,000	450	Regular lot, 15m frontage
18B	869	Mar-2017	\$348,000	474	Opposite group housing site, Regular lot, 15m frontage
18B	873	Mar-2017	\$308,000	395	Opposite group housing site, 15m frontage
18B	879	Mar-2017	\$260,000	300	Regular lot, 10m frontage
18B	897	Mar-2017	\$308,000	393	Regular lot, 13.1m frontage
18B	899	Mar-2017	\$260,000	291	Corner rear loader lot, opposite Connolly Drive, Quiet house design
25	2098	May-2017	\$390,000	375	Regular lot, 12.5m frontage
25	2111	May-2017	\$425,000	450	Regular lot, 15m frontage
25	2112	May-2017	\$425,000	450	Regular lot, 15m frontage
25	2113	May-2017	\$425,000	450	Regular lot, 15m frontage
25	2115	May-2017	\$425,000	450	Regular lot, 15m frontage
25	2116	May-2017	\$380,000	375	Regular lot, 12.5 frontage
25	2117	May-2017	\$380,000	375	Regular lot, 12.5m frontage
25	2118	May-2017	\$425,000	450	Regular lot, 15m frontage
25	2119	May-2017	\$425,000	450	Regular lot, 15m frontage
25	2120	May-2017	\$380,000	375	Regular lot, 12.5m frontage
17B	966	Nov-2017	\$278,000	333	Opposite group housing site, corner lot, 15m frontage
17B	968	Nov-2017	\$298,000	375	Regular lot, 12.5m frontage
17B	988	Nov-2017	\$298,000	375	Regular lot, 12.5m frontage
17B	989	Nov-2017	\$298,000	375	Regular lot, 12.5m frontage
17B	991	Nov-2017	\$298,000	375	Regular lot, 12.5m frontage
17B	992	Nov-2017	\$298,000	375	Regular lot, 12.5m frontage
17B	993	Nov-2017	\$298,000	375	Regular lot, 12.5m frontage
17B	994	Nov-2017	\$329,000	445	Opposite group housing site, corner lot, 15m frontage

# Appendix 9.6



**TAMALA PARK REGIONAL COUNCIL  
STATEMENT OF FINANCIAL ACTIVITY  
BY PROGRAM  
FOR THE PERIOD ENDING 31 DECEMBER 2018**

	2018-19 YTD ACTUAL	2018-19 ADOPTED BUDGET	2018-19 REVISED BUDGET	VARIANCE		VARIANCE %
				FAVOURABLE	UNFAVOURABLE	
<b>REVENUE</b>	\$	\$	\$	\$	\$	%
General Purpose Funding	607,424	1,040,633	1,100,000	59,367		5.70%
Other Property and Services	673	2,000	2,673	673		33.65%
	608,097	1,042,633	1,102,673			
<b>LESS EXPENDITURE</b>						
Governance	(92,479)	(186,390)	(186,390)			
Other Property & Services	(372,262)	(1,178,290)	(1,181,712)		3,422	0.29%
	(464,741)	(1,364,680)	(1,368,102)			
Increase(Decrease)	143,356	(322,047)	(265,429)			
<b>ADD</b>						
Proceeds Sale of Asset	46,761	46,760	46,760			
Depreciation Written Back	-	25,381	25,381			
	46,761	72,141	72,141			
Sub Total	190,117	(249,906)	(193,288)			
<b>LESS CAPITAL PROGRAMME</b>						
Purchase Plant and Equipment	(63,101)	(82,000)	(79,000)	3,000		3.66%
	(63,101)	(82,000)	(79,000)			
<b>LESS MEMBERS EQUITY</b>						
<b>Development of Land for Resale</b>						
Income Sale of Lots -Subdivision	4,244,909	14,405,835	8,017,281		6,388,554	-44.35%
Income Other -Subdivision	1,476,763	1,950,000	1,410,945		539,055	-27.64%
Development Costs - Subdivision	(2,447,504)	(21,277,191)	(12,861,663)	8,415,528		39.55%
Members Equity - GST Withheld	(103,950)	-	-			
Contribution Refund	-	(209,337)	(209,337)			
Profit Distribution	(2,000,000)	(4,000,000)	(4,000,000)			
	1,170,218	(9,130,693)	(7,642,774)			
Sub Total	1,297,234	(9,462,599)	(7,915,062)			
Opening Funds	43,807,751	43,807,751	43,807,751			
	43,807,751	43,807,751	43,807,751			
Net Surplus /(Deficit)	45,104,985	34,345,152	35,892,689	8,478,568	6,931,031	

1,547,537

\$1,547,537

**TAMALA PARK REGIONAL COUNCIL  
SURPLUS (DEFICIT)  
BY PROGRAM**

	2018-19 YTD ACTUAL	2018-19 ADOPTED BUDGET	2018-19 REVISED BUDGET
	\$	\$	\$
TOTAL OF OPERATING AND CAPITAL REVENUE AND EXPENDITURE	1,297,234	(9,487,980)	(7,940,443)
<b>ADD</b>			
DEPRECIATION WRITTEN BACK	0	25,381	25,381
<b>ADD</b>			
SURPLUS BROUGHT FORWARD	43,807,751	43,807,751	43,807,751
<b>LESS</b>			
SURPLUS CARRIED FORWARD	(45,104,985)	(34,345,152)	(35,892,689)
RATES LEVIED	0	0	0

**TAMALA PARK REGIONAL COUNCIL  
CLOSING FUNDS  
BY PROGRAM**

	2018-19 YTD ACTUAL	2018-19 ADOPTED BUDGET	2018-19 REVISED BUDGET
	\$	\$	\$
<b>CURRENT ASSETS</b>			
Cash at Bank	45,071,450	34,405,829	3,593,366
Trade and Other Receivables	334,989	200,000	200,000
<b>Total Current Assets</b>	45,406,439	34,605,829	3,793,366
<b>LESS CURRENT LIABILITIES</b>			
Payables and Provisions	(301,454)	(260,677)	(260,677)
<b>Total Current Liabilities</b>	(301,454)	(260,677)	(260,677)
<b>NET CURRENT ASSETS</b>	45,104,985	34,345,152	3,532,689
<b>SURPLUS OF CURRENT ASSETS OVER LIABILITIES</b>	\$45,104,985	\$34,345,152	\$3,532,689

**NOTE 2** 2018-19 ADOPTED BUDGET HAS NOT BEEN AMENDED SINCE ADOPTION

**TAMALA PARK REGIONAL COUNCIL  
BUDGET REVIEW WORKSHEET  
2018-2019**

Analysis as at 31 December 2018

	Year To Date		Budget		Variance	
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates
	Jul - Dec 18	Jul - Dec 18	2018-19	To 30/06/2019	To Budget \$	To Budget %
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
I03 · GENERAL PURPOSE FUNDING						
I032 · Other GPF						
I032030 · Interest on Investment	607,424	624,378	1,040,633	1,100,000	59,367	5.70%
Total I032 · Other GPF	607,424	624,378	1,040,633	1,100,000	59,367	5.70%
<b>Total I03 · GENERAL PURPOSE FUNDING</b>	<b>607,424</b>	<b>624,378</b>	<b>1,040,633</b>	<b>1,100,000</b>	<b>59,367</b>	<b>5.70%</b>
<b>I14 · OTHER PROPERTY &amp; SERVICES</b>						
I145 · Administration						
I145010 · Reimbursements	0	2,000	2,000	2,000	0	0.00%
I145012 · Income Other	673	0	0	673	673	100.00%
<b>Total I145 · Administration</b>	<b>673</b>	<b>2,000</b>	<b>2,000</b>	<b>2,673</b>	<b>673</b>	<b>33.65%</b>
<b>Total I14 · OTHER PROPERTY &amp; SERVICES</b>	<b>673</b>	<b>2,000</b>	<b>2,000</b>	<b>2,673</b>	<b>673</b>	<b>33.65%</b>
<b>Total Operating Income</b>	<b>608,096</b>	<b>626,378</b>	<b>1,042,633</b>	<b>1,102,673</b>	<b>60,040</b>	<b>5.76%</b>
<b>Expense</b>						
<b>E04 · GOVERNANCE.</b>						
E041 · Membership						
E041005 · Chairman Allowance	(9,932)	(10,436)	(20,870)	(20,870)	0	0.00%
E041010 · Deputy Chair Allowance	(2,483)	(2,609)	(5,217)	(5,217)	0	0.00%
E041018 · Attendance Fee - Councillors	(65,344)	(68,651)	(137,303)	(137,303)	0	0.00%
E041019 · Alternate Member Meeting Fee	(1,180)	(1,000)	(2,000)	(2,000)	0	0.00%
E041020 · Conference Exp. - Councillors	(6,678)	(5,250)	(10,500)	(10,500)	0	0.00%
E041030 · Other Costs	(6,862)	(5,250)	(10,500)	(10,500)	0	0.00%
Total E041 · Membership	(92,479)	(93,196)	(186,390)	(186,390)	0	0.00%
<b>Total E04 · GOVERNANCE.</b>	<b>(92,479)</b>	<b>(93,196)</b>	<b>(186,390)</b>	<b>(186,390)</b>	<b>0</b>	<b>0.00</b>

**TAMALA PARK REGIONAL COUNCIL  
BUDGET REVIEW WORKSHEET  
2018-2019**

Analysis as at 31 December 2018

	Year To Date		Budget		Variance	
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates
	Jul - Dec 18	Jul - Dec 18	2018-19	To 30/06/2019	To Budget \$	To Budget %
<b>E14 · OTHER PROPERTY &amp; SERVICES</b>						
<b>E145 · Administration</b>						
E145005 · Salaries - Basic Costs	(225,108)	(305,286)	(610,598)	(610,598)	0	0.00%
E145007 · Salaries Occ. Superannuation	(22,584)	(29,004)	(58,007)	(58,007)	0	0.00%
E145011 · Advertising Staff Vacancies	0	(2,759)	(5,519)	(5,519)	0	0.00%
E145013 · Fringe Benefits Tax	(6,990)	(8,250)	(16,500)	(16,500)	0	0.00%
E145015 · Insurance W/comp.	(9,000)	(4,500)	(9,000)	(9,000)	0	0.00%
E145017 · Medical Exam. Costs	0	(150)	(300)	(300)	0	0.00%
E145019 · Staff Training & Dev.	(432)	(2,498)	(5,000)	(5,000)	0	0.00%
E145020 · Conference Exp. - CEO	(2,946)	(5,002)	(10,000)	(10,000)	0	0.00%
E145024 · Travel Expenses CEO	(518)	(2,498)	(5,000)	(5,000)	0	0.00%
E145025 · Other Accom & Property Costs	(15,779)	(21,502)	(43,000)	(43,000)	0	0.00%
E145027 · Advertising General	0	(8,277)	(16,557)	(16,557)	0	0.00%
E145029 · Advertising Public/Statutory	0	(2,498)	(5,000)	(5,000)	0	0.00%
E145031 · Graphics Consumables	0	(2,498)	(5,000)	(5,000)	0	0.00%
E145033 · Photocopying	(389)	(998)	(2,000)	(2,000)	0	0.00%
E145037 · Postage, Courier & Freight	(166)	(600)	(1,200)	(1,200)	0	0.00%
E145039 · Printing	0	(2,498)	(5,000)	(5,000)	0	0.00%
E145043 · Stationery	(723)	(998)	(2,000)	(2,000)	0	0.00%
E145045 · Other Admin Expenses	(958)	(2,498)	(5,000)	(5,000)	0	0.00%
E145047 · Office Telephones & Faxes	(103)	(998)	(2,000)	(2,000)	0	0.00%
E145049 · Mobile Phones, Pages, Radios	0	(998)	(2,000)	(2,000)	0	0.00%
E145053 · Bank Charges	(144)	(1,104)	(2,208)	(2,208)	0	0.00%
E145055 · Credit Charges	(45)	(98)	(200)	(200)	0	0.00%
E145057 · Audit Fees	429	(5,224)	(10,450)	(10,450)	0	0.00%
E145059 · Membership Fees	(1,525)	(3,938)	(7,880)	(7,880)	0	0.00%
E145061 · Legal Expenses (General)	(7,494)	(9,998)	(20,000)	(20,000)	0	0.00%
E145069 · Valuation Fees	0	(15,000)	(30,000)	(30,000)	0	0.00%
E145075 · Promotions	0	(5,002)	(10,000)	(10,000)	0	0.00%
E145077 · Business Hospitality Expenses	(416)	(9,998)	(20,000)	(20,000)	0	0.00%
E145454 · Record Management Consultancy	(7,500)	(5,002)	(10,000)	(10,000)	0	0.00%
E145079 · Consultancy - Other	(8,010)	(9,998)	(20,000)	(20,000)	0	0.00%

**TAMALA PARK REGIONAL COUNCIL  
BUDGET REVIEW WORKSHEET  
2018-2019**

Analysis as at 31 December 2018

	Year To Date		Budget		Variance	
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates
	Jul - Dec 18	Jul - Dec 18	2018-19	To 30/06/2019	To Budget \$	To Budget %
E145082 · Lawyers	0	(15,000)	(30,000)	(30,000)	0	0.00%
E145083 · Research	0	(12,502)	(25,000)	(25,000)	0	0.00%
E145086 · Probity Auditor	0	(7,500)	(15,000)	(15,000)	0	0.00%
E145087 · Computer Software Mtce	(690)	(2,563)	(5,125)	(5,125)	0	0.00%
E145088 · Accounting Management	(25,718)	(24,998)	(50,000)	(50,000)	0	0.00%
E145089 · Computer Software Purchase	(3,741)	(9,998)	(20,000)	(20,000)	0	0.00%
E145091 · Computer Sundries	0	(2,563)	(5,125)	(5,125)	0	0.00%
E145092 · Data Communication Links	0	(2,498)	(5,000)	(5,000)	0	0.00%
E145093 · Internet Provider Costs	(7,091)	(3,750)	(7,500)	(7,500)	0	0.00%
E145094 · Plant & Equip. Purchase Non-Cap	(1,986)	(998)	(2,000)	(2,000)	0	0.00%
E145095 · Plant & Equip. Purchase Capital	0	(2,498)	(5,000)	(5,000)	0	0.00%
E145097 · Hire of Equipment	0	(998)	(2,000)	(2,000)	0	0.00%
E145099 · Vehicle Operating Expense	(3,119)	(3,000)	(6,000)	(6,000)	0	0.00%
E145100 · Safety Clothes and Equipment	0	(502)	(1,000)	(1,000)	0	0.00%
E145101 · Consumable Stores	(326)	(502)	(1,000)	(1,000)	0	0.00%
E145103 · Newspapers & Periodicals	0	(98)	(200)	(200)	0	0.00%
E145105 · Publications & Brochures	(86)	(248)	(500)	(500)	0	0.00%
E145107 · Subscriptions	0	(248)	(500)	(500)	0	0.00%
E145109 · Parking Expenses	(44)	(98)	(200)	(200)	0	0.00%
E145113 · Emergency Services	0	(5,126)	(10,250)	(10,250)	0	0.00%
E145117 · Electricity	0	(3,225)	(6,450)	(6,450)	0	0.00%
E145121 · Insurance - Public Liability	(2,781)	(2,782)	(2,782)	(2,782)	0	0.00%
E145123 · Insurance - Property (ISR)	(6,659)	(7,329)	(7,329)	(6,659)	670	9.14%
E145126 · Insurance - Personal Accident	(1,275)	(1,276)	(1,276)	(1,276)	0	0.00%
E145127 · Insurance - Other	(2,492)	(2,492)	(2,493)	(2,493)	0	0.00%
E145222 · Depreciation Furniture_office E	0	0	(25,381)	(25,381)	0	0.00%
E145320 · (Profit)Loss Asset Sale/Disp	(5,852)	(1,760)	(1,760)	(5,852)	(4,092)	-232.50%
Total E145 · Administration	(372,262)	(584,224)	(1,178,290)	(1,181,712)	(3,422)	-0.29%
<b>Total E14 · OTHER PROPERTY &amp; SERVICES</b>	<b>(372,262)</b>	<b>(584,224)</b>	<b>(1,178,290)</b>	<b>(1,181,712)</b>	<b>(3,422)</b>	<b>-0.29%</b>
<b>Total Operating Expenses</b>	<b>(464,740)</b>	<b>(677,420)</b>	<b>(1,364,680)</b>	<b>(1,368,102)</b>	<b>(3,422)</b>	<b>-0.25%</b>

**TAMALA PARK REGIONAL COUNCIL  
BUDGET REVIEW WORKSHEET  
2018-2019**

Analysis as at 31 December 2018

	Year To Date		Budget		Variance	
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates
	Jul - Dec 18	Jul - Dec 18	2018-19	To 30/06/2019	To Budget \$	To Budget %
<b>E34 · PROPERTY DEVELOPMENT- SERVICES</b>						
E145451 · GST management	(3,240)	(10,000)	(20,000)	(20,000)	0	0.00%
E145452 · Recruitment_Human Resources	0	(2,500)	(5,000)	(5,000)	0	0.00%
E145041 · Signage/Decals	0	(2,500)	(5,000)	(5,000)	0	0.00%
E145042 · Branding/Marketing	0	(5,000)	(10,000)	(10,000)	0	0.00%
E145204 · Fences/Walls	0	(1,500)	(3,000)	(3,000)	0	0.00%
E145206 · Mtce Services Land	0	(2,500)	(5,000)	(5,000)	0	0.00%
E145216 · Direct Selling Expenses	(489,069)	(2,049,097)	(3,734,358)	(2,861,123)	873,235	23.38%
E145218 · Sales and Marketing	(169,126)	(247,002)	(494,000)	(494,000)	0	0.00%
E145029 · Advertising Public/Statutory	(4,170)	(5,000)	(10,000)	(10,000)	0	0.00%
E145061 · Legal Expenses (General)	(1,421)	(5,000)	(10,000)	(10,000)	0	0.00%
E145086 · Probity Auditor	(2,061)	(2,500)	(5,000)	(5,000)	0	0.00%
<b>Total E34 · PROPERTY DEVELOPMENT- SERVICES</b>	<b>(669,087)</b>	<b>(2,332,599)</b>	<b>(4,301,358)</b>	<b>(3,428,123)</b>	<b>873,235</b>	<b>-20.30%</b>
<b>E347 · Land Development Costs</b>						
E145207 · Land & Special Sites Developmen	(288,786)	(648,188)	(6,022,300)	(788,300)	5,234,000	86.91%
E145208 · Consultants	(33,152)	(332,166)	(627,487)	(548,418)	79,069	12.60%
E145209 · Landscape	(950,713)	(2,923,077)	(4,528,779)	(4,708,517)	(179,738)	-3.97%
E145210 · Infrastructure	(159,742)	(514,853)	(141,182)	(98,836)	42,346	29.99%
E145211 · Lot Production	(24,537)	(1,475,027)	(3,600,062)	(1,707,108)	1,892,954	52.58%
E145212 · Administration (Land Developmen	(293,900)	(519,688)	(869,990)	(830,709)	39,281	4.52%
E145213 · Community Development	(27,587)	(96,252)	(192,500)	(192,198)	302	0.16%
E145215 · Bulk Earthworks	0	(2,654)	(78,905)	(78,905)	0	0.00%
000000 - Contingency	0	(337,945)	(827,760)	(450,124)	377,636	45.62%
000000 - Debtors/ Creditor Movement	0	0	0	6,443	6,443	100.00%
000000 - Finance	0	(86,868)	(86,868)	(36,868)	50,000	57.56%
<b>Total E347 · Land Development Costs</b>	<b>(1,778,417)</b>	<b>(6,936,718)</b>	<b>(16,975,833)</b>	<b>(9,433,540)</b>	<b>7,542,293</b>	<b>44.43%</b>
<b>Total Expense</b>	<b>(2,912,244)</b>	<b>(9,946,737)</b>	<b>(22,641,871)</b>	<b>(14,229,765)</b>	<b>8,412,106</b>	<b>37.15%</b>
<b>Net Income</b>	<b>(2,304,148)</b>	<b>(9,320,359)</b>	<b>(21,599,238)</b>	<b>(13,127,092)</b>	<b>8,472,146</b>	<b>39.22%</b>

**TAMALA PARK REGIONAL COUNCIL  
BUDGET REVIEW WORKSHEET  
2018-2019**

Analysis as at 31 December 2018

	Year To Date		Budget		Variance	
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates
	Jul - Dec 18	Jul - Dec 18	2018-19	To 30/06/2019	To Budget \$	To Budget %
<b>Other Items</b>						
Contribution Refund	0	0	(209,337)	(209,337)	0	0.00%
Capital Expenditure	(63,101)	(66,000)	(82,000)	(79,000)	3,000	3.66%
Book Value of Assets Written Back	46,761	46,760	46,760	46,760	0	0.00%
Profit Distributions	(2,000,000)	(2,000,000)	(4,000,000)	(4,000,000)	0	0.00%
Proceed Sale of Lots	4,244,909	6,572,153	14,405,835	8,017,281	(6,388,554)	-44.35%
Other Income Sale of Lots	1,476,763	1,400,000	1,950,000	1,410,945	(539,055)	-27.64%
Members Equity - GST Withheld	(103,950)	0	0	0	0	0.00%
Depreciation Written Back	0	0	25,381	25,381	0	0.00%
Opening Surplus	43,807,751	43,807,751	43,807,751	43,807,751	0	0.00%
<b>Closing Net Surplus/ Deficit</b>	<b>45,104,985</b>	<b>40,440,305</b>	<b>34,345,152</b>	<b>35,892,689</b>	<b>1,547,537</b>	<b>4.51%</b>

# Appendix 9.7





## Tamala Park Regional Council - Compliance Audit Return Regional Local Government 2018

### Certified Copy of Return

Please submit a signed copy to the Director General of the Department of Local Government, Sport and Cultural Industries together with a copy of section of relevant minutes.

<b>Commercial Enterprises by Local Governments</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	s3.59(2)(a)(b)(c) F&G Reg 7,9	Has the local government prepared a business plan for each major trading undertaking in 2018.	N/A		Tony Arias
2	s3.59(2)(a)(b)(c) F&G Reg 7,10	Has the local government prepared a business plan for each major land transaction that was not exempt in 2018.	N/A		Tony Arias
3	s3.59(2)(a)(b)(c) F&G Reg 7,10	Has the local government prepared a business plan before entering into each land transaction that was preparatory to entry into a major land transaction in 2018.	N/A		Tony Arias
4	s3.59(4)	Has the local government given Statewide public notice of each proposal to commence a major trading undertaking or enter into a major land transaction for 2018.	N/A		Tony Arias
5	s3.59(5)	Did the Council, during 2018, resolve to proceed with each major land transaction or trading undertaking by absolute majority.	N/A		Tony Arias



<b>Delegation of Power / Duty</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	s5.16, 5.17, 5.18	Were all delegations to committees resolved by absolute majority.	Yes		Tony Arias
2	s5.16, 5.17, 5.18	Were all delegations to committees in writing.	Yes		Tony Arias
3	s5.16, 5.17, 5.18	Were all delegations to committees within the limits specified in section 5.17.	Yes		Tony Arias
4	s5.16, 5.17, 5.18	Were all delegations to committees recorded in a register of delegations.	Yes		Tony Arias
5	s5.18	Has Council reviewed delegations to its committees in the 2017/2018 financial year.	Yes		Tony Arias
6	s5.42(1),5.43 Admin Reg 18G	Did the powers and duties of the Council delegated to the CEO exclude those as listed in section 5.43 of the Act.	Yes		Tony Arias
7	s5.42(1)(2) Admin Reg 18G	Were all delegations to the CEO resolved by an absolute majority.	Yes		Tony Arias
8	s5.42(1)(2) Admin Reg 18G	Were all delegations to the CEO in writing.	Yes	Delegation Register	Tony Arias
9	s5.44(2)	Were all delegations by the CEO to any employee in writing.	Yes	Delegation Register	Tony Arias
10	s5.45(1)(b)	Were all decisions by the Council to amend or revoke a delegation made by absolute majority.	Yes		Tony Arias
11	s5.46(1)	Has the CEO kept a register of all delegations made under the Act to him and to other employees.	Yes		Tony Arias
12	s5.46(2)	Were all delegations made under Division 4 of Part 5 of the Act reviewed by the delegator at least once during the 2017/2018 financial year.	Yes		Tony Arias
13	s5.46(3) Admin Reg 19	Did all persons exercising a delegated power or duty under the Act keep, on all occasions, a written record as required.	Yes		Tony Arias

<b>Disclosure of Interest</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	s5.67	If a member disclosed an interest, did he/she ensure that they did not remain present to participate in any discussion or decision-making procedure relating to the matter in which the interest was disclosed (not including participation approvals granted under s5.68).	N/A	No disclosures	Tony Arias
2	s5.68(2)	Were all decisions made under section 5.68(1), and the extent of participation allowed, recorded in the minutes of Council and Committee meetings.	N/A		Tony Arias



No	Reference	Question	Response	Comments	Respondent
3	s5.73	Were disclosures under section 5.65 or 5.70 recorded in the minutes of the meeting at which the disclosure was made.	Yes		Tony Arias
4	s5.75(1) Admin Reg 22 Form 2	Was a primary return lodged by all newly elected members within three months of their start day.	Yes		Tony Arias
5	s5.75(1) Admin Reg 22 Form 2	Was a primary return lodged by all newly designated employees within three months of their start day.	N/A	No new employees during audit term.	Tony Arias
6	s5.76(1) Admin Reg 23 Form 3	Was an annual return lodged by all continuing elected members by 31 August 2018.	Yes		Tony Arias
7	s5.76(1) Admin Reg 23 Form 3	Was an annual return lodged by all designated employees by 31 August 2018.	Yes		Tony Arias
8	s5.77	On receipt of a primary or annual return, did the CEO, (or the Mayor/ President in the case of the CEO's return) on all occasions, give written acknowledgment of having received the return.	Yes		Tony Arias
9	s5.88(1)(2) Admin Reg 28	Did the CEO keep a register of financial interests which contained the returns lodged under section 5.75 and 5.76	Yes		Tony Arias
10	s5.88(1)(2) Admin Reg 28	Did the CEO keep a register of financial interests which contained a record of disclosures made under sections 5.65, 5.70 and 5.71, in the form prescribed in Administration Regulation 28.	Yes		Tony Arias
11	s5.88 (3)	Has the CEO removed all returns from the register when a person ceased to be a person required to lodge a return under section 5.75 or 5.76.	Yes		Tony Arias
12	s5.88(4)	Have all returns lodged under section 5.75 or 5.76 and removed from the register, been kept for a period of at least five years, after the person who lodged the return ceased to be a council member or designated employee.	Yes		Tony Arias
13	s5.103 Admin Reg 34C & Rules of Conduct Reg 11	Where an elected member or an employee disclosed an interest in a matter discussed at a Council or committee meeting where there was a reasonable belief that the impartiality of the person having the interest would be adversely affected, was it recorded in the minutes.	Yes		Tony Arias
14	s5.70(2)	Where an employee had an interest in any matter in respect of which the employee provided advice or a report directly to the Council or a Committee, did that person disclose the nature of that interest when giving the advice or report.	Yes		Tony Arias



No	Reference	Question	Response	Comments	Respondent
15	s5.70(3)	Where an employee disclosed an interest under s5.70(2), did that person also disclose the extent of that interest when required to do so by the Council or a Committee.	Yes		Tony Arias
16	s5.103(3) Admin Reg 34B	Has the CEO kept a register of all notifiable gifts received by Council members and employees.	Yes		Tony Arias

### Disposal of Property

No	Reference	Question	Response	Comments	Respondent
1	s3.58(3)	Was local public notice given prior to disposal for any property not disposed of by public auction or tender (except where excluded by Section 3.58(5)).	Yes		Tony Arias
2	s3.58(4)	Where the local government disposed of property under section 3.58(3), did it provide details, as prescribed by section 3.58(4), in the required local public notice for each disposal of property.	Yes		Tony Arias

### Finance

No	Reference	Question	Response	Comments	Respondent
1	s7.1A	Has the local government established an audit committee and appointed members by absolute majority in accordance with section 7.1A of the Act.	Yes		Tony Arias
2	s7.1B	Where a local government determined to delegate to its audit committee any powers or duties under Part 7 of the Act, did it do so by absolute majority.	N/A	No delegation issued	Tony Arias
3	s7.3	Was the person(s) appointed by the local government to be its auditor, a registered company auditor.	Yes		Tony Arias
4	s7.3, 7.6(3)	Was the person or persons appointed by the local government to be its auditor, appointed by an absolute majority decision of Council.	Yes		Tony Arias
5	Audit Reg 10	Was the Auditor's report for the financial year ended 30 June 2018 received by the local government within 30 days of completion of the audit.	Yes		Tony Arias
6	s7.9(1)	Was the Auditor's report for the financial year ended 30 June 2018 received by the local government by 31 December 2018.	Yes		Tony Arias
7	S7.12A(3)	Where the local government determined that matters raised in the auditor's report prepared under s7.9 (1) of the Act required action to be taken by the local government, was that action undertaken.	N/A	No matters raised	Tony Arias



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No	Reference	Question	Response	Comments	Respondent
8	S7.12A (4)	Where the local government determined that matters raised in the auditor's report (prepared under s7.9 (1) of the Act) required action to be taken by the local government, was a report prepared on any actions undertaken.	N/A	No matters raised	Tony Arias
9	S7.12A (4)	Where the local government determined that matters raised in the auditor's report (prepared under s7.9 (1) of the Act) required action to be taken by the local government, was a copy of the report forwarded to the Minister by the end of the financial year or 6 months after the last report prepared under s7.9 was received by the local government whichever was the latest in time.	N/A	No matters raised	Tony Arias
10	Audit Reg 7	Did the agreement between the local government and its auditor include the objectives of the audit.	Yes		Tony Arias
11	Audit Reg 7	Did the agreement between the local government and its auditor include the scope of the audit.	Yes		Tony Arias
12	Audit Reg 7	Did the agreement between the local government and its auditor include a plan for the audit.	Yes		Tony Arias
13	Audit Reg 7	Did the agreement between the local government and its auditor include details of the remuneration and expenses to be paid to the auditor.	Yes		Tony Arias
14	Audit Reg 7	Did the agreement between the local government and its auditor include the method to be used by the local government to communicate with, and supply information to, the auditor.	Yes		Tony Arias
15	Audit Reg 17	Has the CEO reviewed the appropriateness and effectiveness of the local government's systems and procedures in accordance with regulation 17 of the Local Government (Audit) Regulations 1996.	No	Formal review being undertaken, including Risk Management.	Tony Arias
16	Audit Reg 17	If the CEO has not undertaken a review in accordance with regulation 17 of the Local Government (Audit) Regulations 1996, is a review proposed and when.	Yes	To be completed and reported FYE 2019.	Tony Arias



<b>Integrated Planning and Reporting</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	s5.56 Admin Reg 19DA (6)	Has the local government adopted a Corporate Business Plan. If Yes, please provide adoption date of the most recent Plan in Comments. This question is optional, answer N/A if you choose not to respond.	Yes	Adopted 20 June 2013, currently under review and to be reported in 2019.	Tony Arias
2	s5.56 Admin Reg 19DA (6)	Has the local government adopted a modification to the most recent Corporate Business Plan. If Yes, please provide adoption date in Comments. This question is optional, answer N/A if you choose not to respond.	N/A		Tony Arias
3	s5.56 Admin Reg 19C (7)	Has the local government adopted a Strategic Community Plan. If Yes, please provide adoption date of the most recent Plan in Comments. This question is optional, answer N/A if you choose not to respond.	Yes	Adopted 20 June 2013, currently under review and to be reported in 2019.	Tony Arias
4	s5.56 Admin Reg 19C (7)	Has the local government adopted a modification to the most recent Strategic Community Plan. If Yes, please provide adoption date in Comments. This question is optional, answer N/A if you choose not to respond.	N/A		Tony Arias
5	S5.56	Has the local government adopted an Asset Management Plan. If Yes, in Comments please provide date of the most recent Plan, plus if adopted or endorsed by Council the date of adoption or endorsement. This question is optional, answer N/A if you choose not to respond.	Yes	Adopted 20 October 2016	Tony Arias
6	S5.56	Has the local government adopted a Long Term Financial Plan. If Yes, in Comments please provide date of the most recent Plan, plus if adopted or endorsed by Council the date of adoption or endorsement. This question is optional, answer N/A if you choose not to respond.	Yes	Adopted 6 December 2018	Tony Arias
7	S5.56	Has the local government adopted a Workforce Plan. If Yes, in Comments please provide date of the most recent Plan plus if adopted or endorsed by Council the date of adoption or endorsement. This question is optional, answer N/A if you choose not to respond.	Yes	20 October 2016	Tony Arias



<b>Local Government Employees</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	Admin Reg 18C	Did the local government approve the process to be used for the selection and appointment of the CEO before the position of CEO was advertised.	N/A	No appointment during audit term.	Tony Arias
2	s5.36(4) s5.37(3), Admin Reg 18A	Were all vacancies for the position of CEO and other designated senior employees advertised and did the advertising comply with s.5.36(4), 5.37(3) and Admin Reg 18A.	N/A		Tony Arias
3	Admin Reg 18F	Was the remuneration and other benefits paid to a CEO on appointment the same remuneration and benefits advertised for the position of CEO under section 5.36(4).	N/A		Tony Arias
4	Admin Regs 18E	Did the local government ensure checks were carried out to confirm that the information in an application for employment was true (applicable to CEO only).	N/A		Tony Arias
5	s5.37(2)	Did the CEO inform council of each proposal to employ or dismiss a designated senior employee.	N/A	No appointments or dismissals during audit term.	Tony Arias



<b>Official Conduct</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	s5.120	Where the CEO is not the complaints officer, has the local government designated a senior employee, as defined under s5.37, to be its complaints officer.	N/A	CEO is complaints officer	Tony Arias
2	s5.121(1)	Has the complaints officer for the local government maintained a register of complaints which records all complaints that result in action under s5.110(6)(b) or (c).	Yes		Tony Arias
3	s5.121(2)(a)	Does the complaints register maintained by the complaints officer include provision for recording of the name of the council member about whom the complaint is made.	Yes		Tony Arias
4	s5.121(2)(b)	Does the complaints register maintained by the complaints officer include provision for recording the name of the person who makes the complaint.	Yes		Tony Arias
5	s5.121(2)(c)	Does the complaints register maintained by the complaints officer include provision for recording a description of the minor breach that the standards panel finds has occurred.	Yes		Tony Arias
6	s5.121(2)(d)	Does the complaints register maintained by the complaints officer include the provision to record details of the action taken under s5.110(6)(b) or (c).	Yes		Tony Arias

<b>Tenders for Providing Goods and Services</b>					
<b>No</b>	<b>Reference</b>	<b>Question</b>	<b>Response</b>	<b>Comments</b>	<b>Respondent</b>
1	s3.57 F&G Reg 11	Did the local government invite tenders on all occasions (before entering into contracts for the supply of goods or services) where the consideration under the contract was, or was expected to be, worth more than the consideration stated in Regulation 11(1) of the Local Government (Functions & General) Regulations (Subject to Functions and General Regulation 11(2)).	Yes		Tony Arias
2	F&G Reg 12	Did the local government comply with F&G Reg 12 when deciding to enter into multiple contracts rather than inviting tenders for a single contract.	N/A	No multiple contracts entered into during audit term.	Tony Arias
3	F&G Reg 14(1) & (3)	Did the local government invite tenders via Statewide public notice.	Yes		Tony Arias
4	F&G Reg 14 & 15	Did the local government's advertising and tender documentation comply with F&G Regs 14, 15 & 16.	Yes		Tony Arias





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No	Reference	Question	Response	Comments	Respondent
5	F&G Reg 14(5)	If the local government sought to vary the information supplied to tenderers, was every reasonable step taken to give each person who sought copies of the tender documents or each acceptable tenderer, notice of the variation.	Yes		Tony Arias
6	F&G Reg 16	Did the local government's procedure for receiving and opening tenders comply with the requirements of F&G Reg 16.	Yes		Tony Arias
7	F&G Reg 18(1)	Did the local government reject the tenders that were not submitted at the place, and within the time specified in the invitation to tender.	Yes		Tony Arias
8	F&G Reg 18 (4)	In relation to the tenders that were not rejected, did the local government assess which tender to accept and which tender was most advantageous to the local government to accept, by means of written evaluation criteria.	Yes		Tony Arias
9	F&G Reg 17	Did the information recorded in the local government's tender register comply with the requirements of F&G Reg 17.	Yes		Tony Arias
10	F&G Reg 19	Was each tenderer sent written notice advising particulars of the successful tender or advising that no tender was accepted.	Yes		Tony Arias
11	F&G Reg 21 & 22	Did the local governments's advertising and expression of interest documentation comply with the requirements of F&G Regs 21 and 22.	N/A	No expressions of interest sought during audit term.	Tony Arias
12	F&G Reg 23(1)	Did the local government reject the expressions of interest that were not submitted at the place and within the time specified in the notice.	N/A		Tony Arias
13	F&G Reg 23(4)	After the local government considered expressions of interest, did the CEO list each person considered capable of satisfactorily supplying goods or services.	N/A		Tony Arias
14	F&G Reg 24	Was each person who submitted an expression of interest, given a notice in writing in accordance with Functions & General Regulation 24.	N/A		Tony Arias
15	F&G Reg 24AD(2)	Did the local government invite applicants for a panel of pre-qualified suppliers via Statewide public notice.	No	No invitation for pre-qualified suppliers invited during audit term.	Tony Arias
16	F&G Reg 24AD(4) & 24AE	Did the local government's advertising and panel documentation comply with F&G Regs 24AD(4) & 24AE.	N/A		Tony Arias



No	Reference	Question	Response	Comments	Respondent
17	F&G Reg 24AF	Did the local government's procedure for receiving and opening applications to join a panel of pre-qualified suppliers comply with the requirements of F&G Reg 16 as if the reference in that regulation to a tender were a reference to a panel application.	N/A		Tony Arias
18	F&G Reg 24AD(6)	If the local government sought to vary the information supplied to the panel, was every reasonable step taken to give each person who sought detailed information about the proposed panel or each person who submitted an application, notice of the variation.	N/A		Tony Arias
19	F&G Reg 24AH(1)	Did the local government reject the applications to join a panel of pre-qualified suppliers that were not submitted at the place, and within the time specified in the invitation for applications.	N/A		Tony Arias
20	F&G Reg 24AH(3)	In relation to the applications that were not rejected, did the local government assess which application (s) to accept and which application(s) were most advantageous to the local government to accept, by means of written evaluation criteria.	N/A		Tony Arias
21	F&G Reg 24AG	Did the information recorded in the local government's tender register about panels of pre-qualified suppliers, comply with the requirements of F&G Reg 24AG.	N/A		Tony Arias
22	F&G Reg 24AI	Did the local government send each person who submitted an application, written notice advising if the person's application was accepted and they are to be part of a panel of pre-qualified suppliers, or, that the application was not accepted.	N/A		Tony Arias
23	F&G Reg 24E	Where the local government gave a regional price preference in relation to a tender process, did the local government comply with the requirements of F&G Reg 24E in relation to the preparation of a regional price preference policy (only if a policy had not been previously adopted by Council).	N/A		Tony Arias
24	F&G Reg 24F	Did the local government comply with the requirements of F&G Reg 24F in relation to an adopted regional price preference policy.	N/A		Tony Arias
25	F&G Reg 11A	Does the local government have a current purchasing policy in relation to contracts for other persons to supply goods or services where the consideration under the contract is, or is expected to be, \$150,000 or less.	Yes		Tony Arias



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I certify this Compliance Audit return has been adopted by Council at its meeting on \_\_\_\_\_

\_\_\_\_\_  
Signed Mayor / President, Tamala Park Regional  
Council

\_\_\_\_\_  
Signed CEO, Tamala Park Regional Council

# Appendix 9.8

6 December 2018

Mr Luke Aitken  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Via email: [luke.aitken@tamalapark.wa.gov.au](mailto:luke.aitken@tamalapark.wa.gov.au)

Dear Luke

The new sales office located in Catalina Beach at 16 Portofino Promenade is due for completion in January 2019. The completion of the new sales office will render the current sales office located in Catalina Central at 39 Aviator Boulevard surplus to the requirements of the project. In line with the project budget it is proposed that the office located within Catalina Central is sold to the general public as a residential home.

## **PROPERTY DETAILS**

Address: 39 Aviator Boulevard, Clarkson, WA 6030

The subject property is a 320sqm southern facing lot located on a neighbourhood connector road (Aviator Boulevard) with secondary access provided by Hender Lane. The property includes a 2 storey, 3 bedroom, 2.5 bathroom home constructed by National Homes in 2014. The house has had minor modifications to assist its previous use as a sales office but includes stone benchtops throughout the kitchen and bathrooms, floorboards to the ground floor living areas, air conditioning, bi-fold doors connect the alfresco area to the open living areas.

The property is well located close to the Ocean Keys Shopping Centre and surrounding shopping district, Mindarie Marina, Clarkson Train Station and Mitchell Freeway extension.

## **COMPARABLE SALES AND LISTINGS**

A list of comparable sales and listings have been included as Annexure A.

Sales of 9 comparable properties have been included within Annexure A. Whilst these sales have helped inform the market appraisal price. Below provides further commentary on a number of these selected sales.

- 13 and 19 Pratt Lane offer 3 bedroom 2 bathroom properties directly opposite public open space, both sold for \$430,000. These properties have a superior location but are smaller in building and land size. Satterley believe that a greater price could be achieved

compared to these properties. It should be noticed that these properties took on average 402 days to sell.

- 62 Elsbury Approach and 11 Commodore Avenue offer larger land areas and an additional bedroom. However, both are single storey properties that offer a smaller total building area compared to 39 Aviator Boulevard. Satterley believe that the additional bedroom and larger land area are offset by the 2 storey home. These properties are the closest comparable sales information available and would represent the lower end of the sales price the subject property should achieve in the market.
- 28 Vetter Road Clarkson has a superior sized home and lot, finished to a higher standard. This sale is deemed to be superior to the subject property and a price similar to this property is not expected to be achieved. The depth of market for this type of property may be limited as it took close to two and a half years to sell the property.

7 comparable listings have been included in Annexure A. When reviewing this information please be advised that the market is currently experiencing discounts to list prices, details of the discounts can be seen in the comparable sales also provided in the same Annexure. Further details of a number of these listings is provided below.

- 36 and 34 Vetter Road are both 4 bedroom 2 bathroom 2 storey properties that were ex display homes. These homes are considered to be superior to the subject property in quality and size.
- 39 Vetter Road is a 4 bedroom 2 bathroom single storey ex display home. The additional bedroom, quality of the home and its location set off the neighbourhood connector are all positives that are likely to offset the second storey of the subject property. Satterley believe this is the closest comparison on the market at the moment but may demand a slightly higher price point.
- 46 Pomelaa Way and 27 Pollock Way are 3 bedroom 2 bathroom homes with rear laneway access. These properties are single storey and inferior to the subject property.

## **MARKET APPRAISAL PRICE**

Based on the available sales evidence and current listings on the market. Satterley believe that a price between the range of \$495,000 - \$530,000 could be achieved for the property. The average days on the market for the comparable sales provided is 238 days. With the property vacant, not producing an income for TPRC and only representing a liability and risk it is the recommendation of Satterley that offers be considered at the lower end of the range should they be presented. Furthermore, advice received from TPRC indicating that support would not be given for the staging of the property with furniture and only minimal rectification works to be completed the lower end of the price range is more likely to be achieved.

With discounts in the market being readily applied Satterley recommends listing the property for \$530,000 with a view to present all offers within the range to TPRC for consideration.

## **SALES AND MARKETING**

It is proposed that the subject property is put to the market in January with a marketing budget of \$5,500;

- Professional photography and video package: \$1,200
- Collateral Satterley flyer – free
- For Sale Sign - \$1,500
- Premium Listing REA - \$2,800
- Listings on Domain and REIWA – free

The budgeted revenue for the property is \$550,000. Changes in market conditions and the continuing reduction in the established market have affected the forecast revenue that can be achieved. It should be noted that the market appraisal is lower than the budgeted amount.

Please advise if TPRC would like to proceed with the sale of the property in accordance with the proposed recommendation outlined above. Please do not hesitate to contact the undersigned should you require further information.

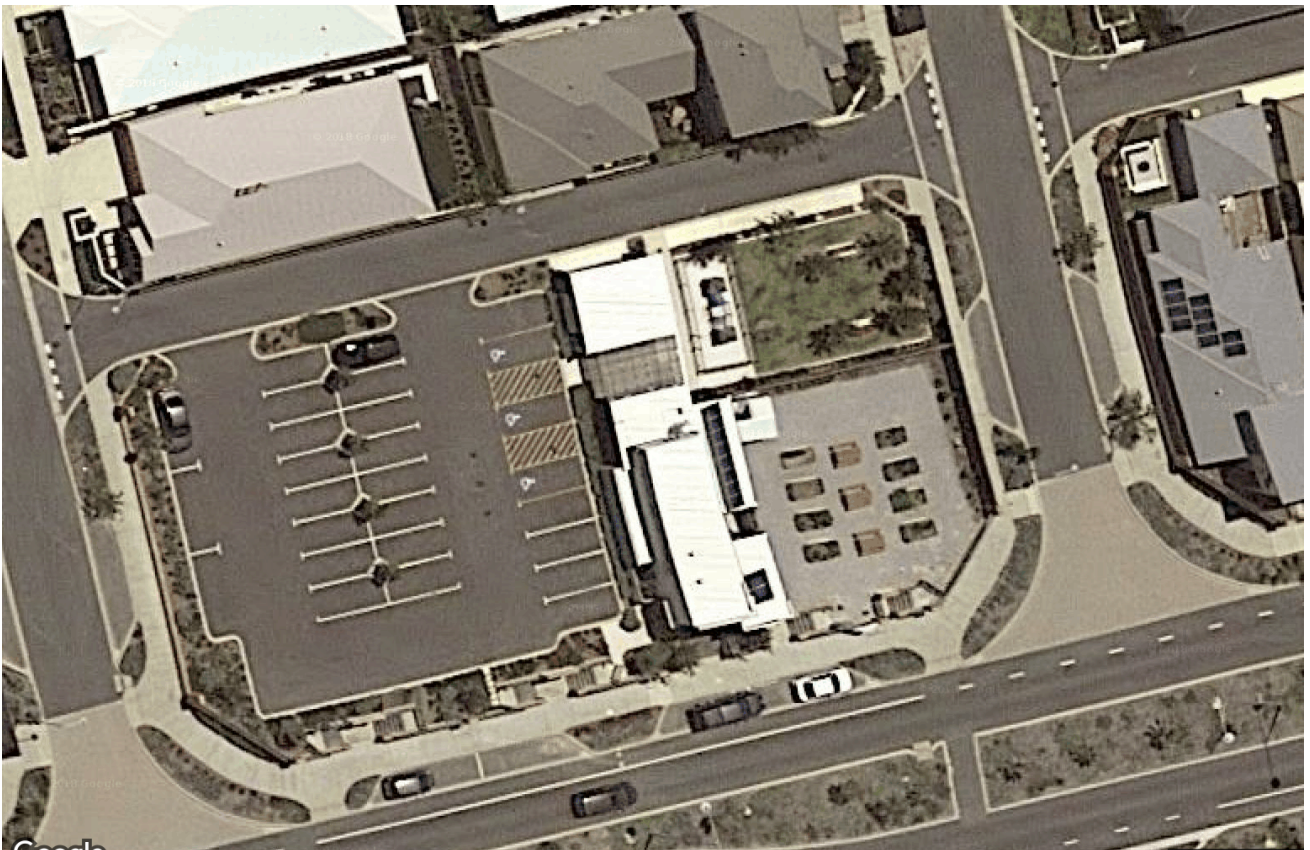
Yours sincerely



**Carl Buckley**  
Project Director

# Comparative Market Analysis

Prepared on 5th December 2018



**39 Aviator Boulevard Clarkson WA 6030**



**Carl Buckley**  
Satterley Property Group

18 Bowman Street  
SOUTH PERTH WA 6151

m: 0420636406

[carlb@satterley.com.au](mailto:carlb@satterley.com.au)




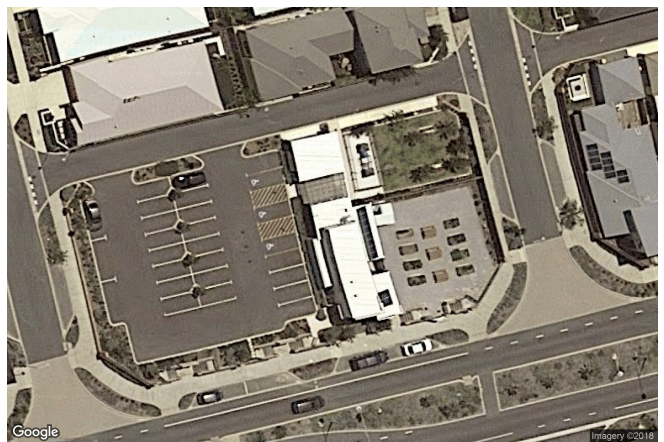
# Your Property

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**39 Aviator Boulevard Clarkson WA 6030**

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3  2  2  320m<sup>2</sup>  208m<sup>2</sup> 



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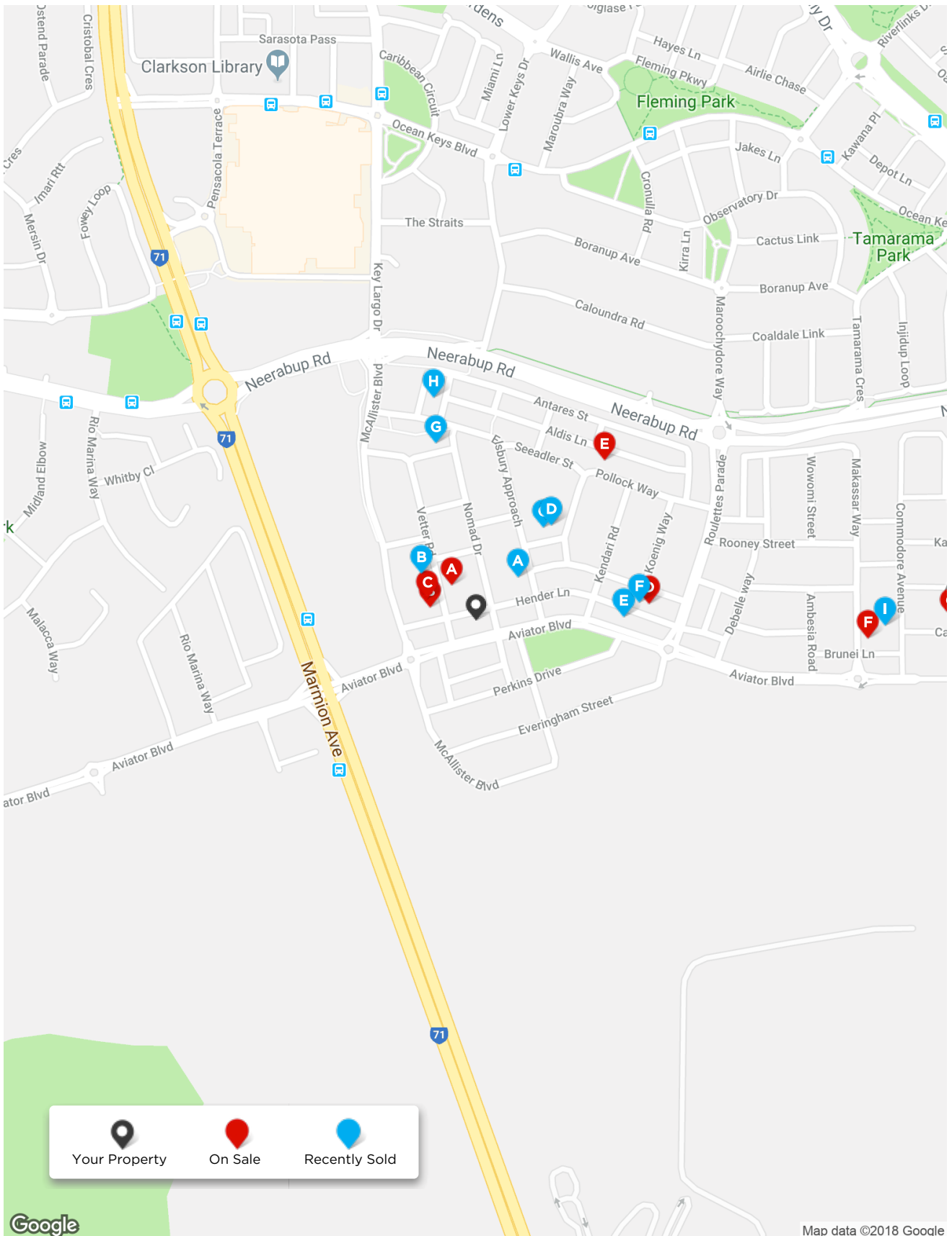
## Your Property History

2014 - Property Built

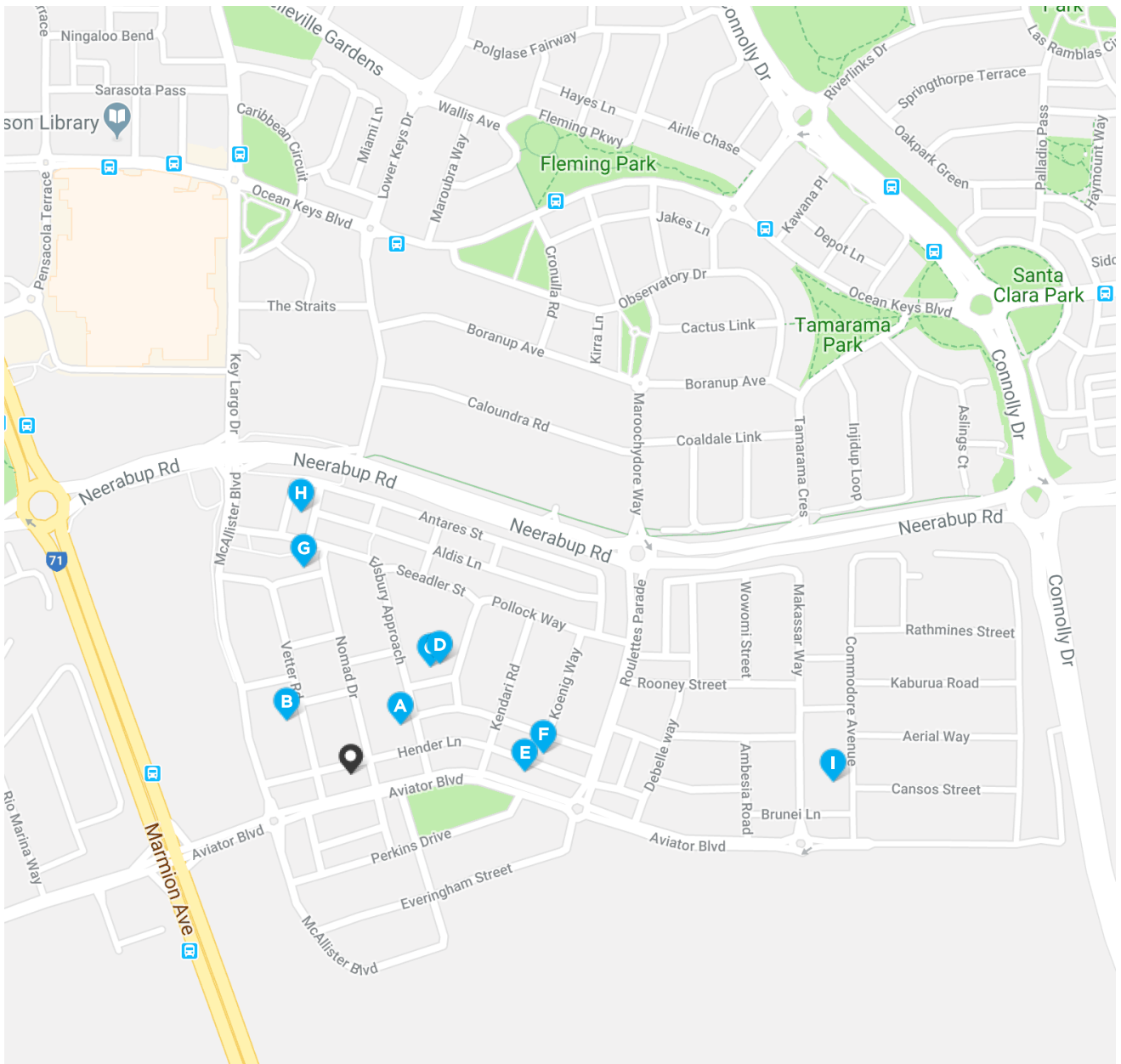
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Introducing Carl Buckley

# Comparables Map: Sales & Listings



# Comparables Map: Sales



<b>A</b>	62 Elsbury Approach Clarkson WA 6030	4		2		2		<b>\$475,000</b>
<b>B</b>	28 Vetter Road Clarkson WA 6030	4		2		2		<b>\$630,000</b>
<b>C</b>	13 Pratt Lane Clarkson WA 6030	3		2		1		<b>\$430,000</b>
<b>D</b>	19 Pratt Lane Clarkson WA 6030	3		2		1		<b>\$430,000</b>
<b>E</b>	89 Aviator Boulevard Clarkson WA 6030	3		2		2		<b>\$359,000</b>
<b>F</b>	42 Pomelaa Way Clarkson WA 6030	3		2		2		<b>\$374,000</b>
<b>G</b>	4 Sloman Lane Clarkson WA 6030	4		2		2		<b>\$405,000</b>
<b>H</b>	8 Antares Street Clarkson WA 6030	3		2		2		<b>\$345,000</b>
<b>I</b>	11 Commodore Avenue Clarkson WA 6030	4		2		2		<b>\$510,000</b>

# Comparable Sales



62 Elsbury Approach Clarkson WA 6030

**Sold Price \$475,000**

 4
  2
  2
  465m<sup>2</sup>
 184m<sup>2</sup>

Sold Date 29-Aug-18 Price Change ▼-10.2% Year Built 2014  
 DOM 148 First Listing \$529,000  
 Distance 0.1km Last Listing \$400,000



28 Vetter Road Clarkson WA 6030

**Sold Price \$630,000**



 4
  2
  2
  473m<sup>2</sup>
 219m<sup>2</sup>

Sold Date 18-Oct-18 Price Change ▼-30% Year Built 2016  
 DOM 903 First Listing \$900,000  
 Distance 0.12km Last Listing \$675,000



13 Pratt Lane Clarkson WA 6030

**Sold Price \$430,000**


 3
  2
  1
  171m<sup>2</sup>
 172m<sup>2</sup>

Sold Date 18-Jul-18 Price Change ▼-13.1% Year Built 2017  
 DOM 534 First Listing \$495,000  
 Distance 0.19km Last Listing -



19 Pratt Lane Clarkson WA 6030

**Sold Price \$430,000**


 3
  2
  1
  171m<sup>2</sup>
 172m<sup>2</sup>

Sold Date 10-Jul-18 Price Change ▼-4.4% Year Built 2017  
 DOM 270 First Listing \$450,000  
 Distance 0.21km Last Listing \$450,000



89 Aviator Boulevard Clarkson WA 6030

**Sold Price \$359,000**

 3
  2
  2
  225m<sup>2</sup>
 105m<sup>2</sup>

Sold Date 04-Sep-18 Price Change ▼-5.3% Year Built 2015  
 DOM 99 First Listing \$379,000  
 Distance 0.25km Last Listing \$359,000



DOM = Days on market      RS = Recent sale

# Comparable Sales



42 Pomelaa Way Clarkson WA 6030

**Sold Price \$374,000**

 3
  2
  2
  225m<sup>2</sup>
 112m<sup>2</sup>

Sold Date 11-Jun-18 Price Change ▲ 24.7% Year Built 2014  
 DOM 75 First Listing \$300,000  
 Distance 0.28km Last Listing \$379,000



4 Sloman Lane Clarkson WA 6030

**Sold Price \$405,000**

 4
  2
  2
  310m<sup>2</sup>
 173m<sup>2</sup>

Sold Date 04-Jul-18 Price Change ▼ -3.3% Year Built 2014  
 DOM 42 First Listing \$419,000  
 Distance 0.31km Last Listing \$399,000



8 Antares Street Clarkson WA 6030

**Sold Price \$345,000**

 3
  2
  2
  225m<sup>2</sup>
 104m<sup>2</sup>

Sold Date 25-Aug-18 Price Change ▼ -6.5% Year Built 2014  
 DOM 74 First Listing \$369,000  
 Distance 0.38km Last Listing \$375,000



11 Commodore Avenue Clarkson WA 6030

**Sold Price \$510,000**

 4
  2
  2
  375m<sup>2</sup>
 178m<sup>2</sup>

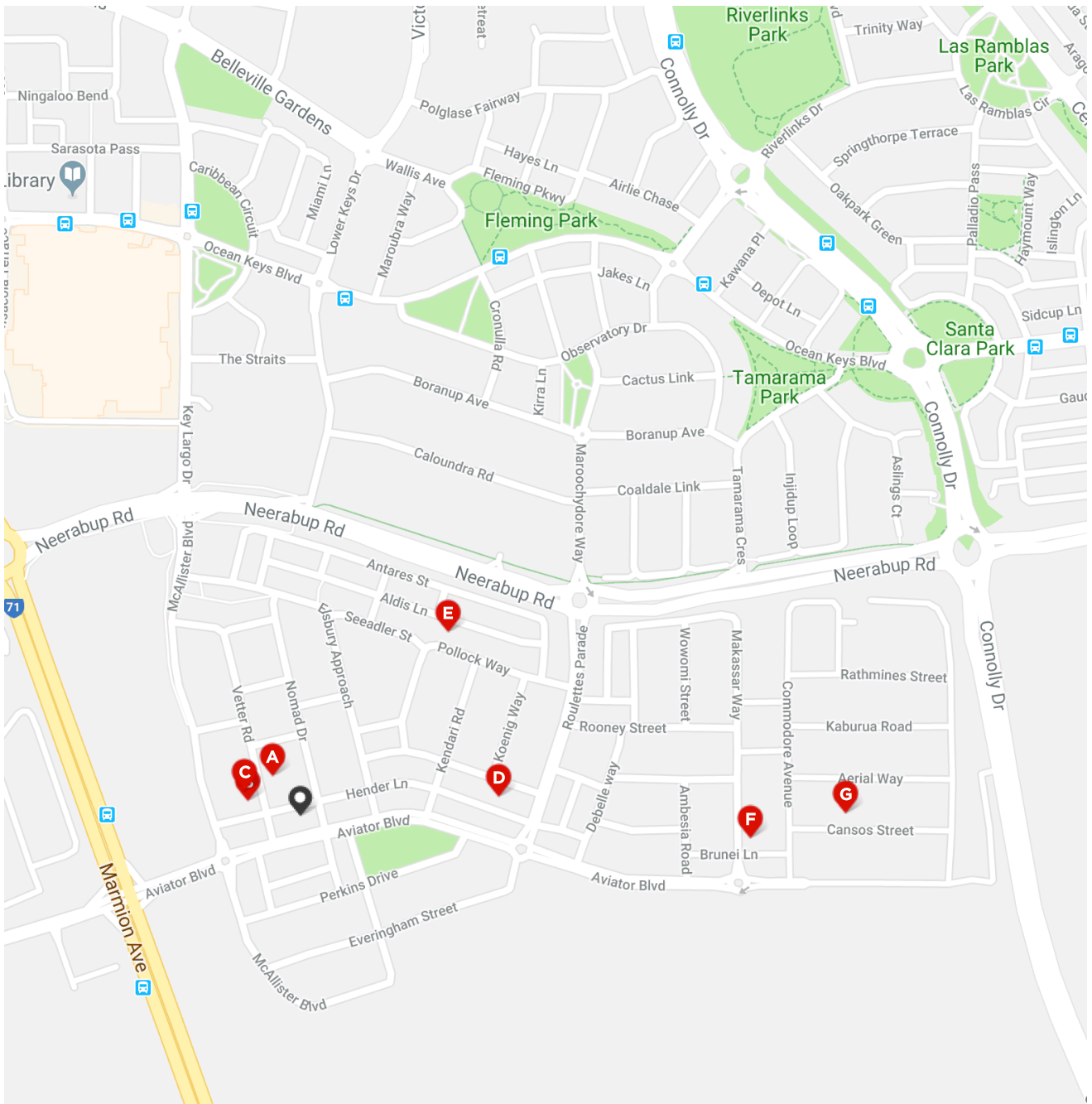
Sold Date 11-Oct-18 Price Change ▲ 2% Year Built 2016  
 DOM 1 First Listing \$500,000  
 Distance 0.69km Last Listing \$500,000




















DOM = Days on market


RS = Recent sale






# Comparables Map: Listings





<b>A</b>	39 Vetter Road Clarkson WA 6030	4		2		2		DOM: <b>255</b>	<b>\$549,000</b>
<b>B</b>	36 Vetter Road Clarkson WA 6030	4		2		2		DOM: <b>610</b>	<b>\$799,000</b>
<b>C</b>	34 Vetter Road Clarkson WA 6030	4		2		2		DOM: <b>934</b>	<b>\$855,000</b>
<b>D</b>	46 Pomelaa Way Clarkson WA 6030	3		2		2		DOM: <b>140</b>	<b>\$375,000</b>
<b>E</b>	27 Pollock Way Clarkson WA 6030	3		2		2		DOM: <b>44</b>	<b>\$369,000</b>
<b>F</b>	6 Makassar Way Clarkson WA 6030	3		2		2		DOM: <b>71</b>	<b>\$469,000</b>
<b>G</b>	9 Cansos Street Clarkson WA 6030	4		2		2		DOM: <b>87</b>	<b>\$549,000</b>






# Comparable Listings

- 
- 
- 39 Vetter Road Clarkson WA 6030**



 4
  2
  2
  388m<sup>2</sup>
 189m<sup>2</sup>






<b>Listing Price</b>	<b>Listed Date</b>	<b>26-Mar-18</b>	<b>Year Built</b>	<b>2015</b>
From \$549,000	DOM	255 days	Distance	0.07km


- 
- 
- 36 Vetter Road Clarkson WA 6030**



 4
  2
  2
  450m<sup>2</sup>
 297m<sup>2</sup>






<b>Listing Price</b>	<b>Listed Date</b>	<b>05-Apr-17</b>	<b>Year Built</b>	<b>2016</b>
Offers Above \$799,000	DOM	610 days	Distance	0.08km


- 
- 
- 34 Vetter Road Clarkson WA 6030**



 4
  2
  2
  458m<sup>2</sup>
 325m<sup>2</sup>






<b>Listing Price</b>	<b>Listed Date</b>	<b>16-May-16</b>	<b>Year Built</b>	<b>2015</b>
\$855,000	DOM	934 days	Distance	0.09km


- 
- 
- 46 Pomelaa Way Clarkson WA 6030**


 3
  2
  2
  225m<sup>2</sup>
 110m<sup>2</sup>

<b>Listing Price</b>	<b>Listed Date</b>	<b>19-Jul-18</b>	<b>Year Built</b>	<b>2014</b>
\$375,000	DOM	140 days	Distance	0.29km


- 
- 
- 27 Pollock Way Clarkson WA 6030**

 3
  2
  2
  240m<sup>2</sup>
 105m<sup>2</sup>

<b>Listing Price</b>	<b>Listed Date</b>	<b>23-Oct-18</b>	<b>Year Built</b>	<b>2014</b>
From \$369,000	DOM	44 days	Distance	0.35km




DOM = Days on market

# Comparable Listings



6 Makassar Way Clarkson WA 6030

 3
  2
  2
  375m<sup>2</sup>
 161m<sup>2</sup>

Listing Price  
 From \$469,000

Listed Date 26-Sep-18  
 DOM 71 days

Year Built 2016  
 Distance 0.66km



9 Cansos Street Clarkson WA 6030

 4
  2
  2
  450m<sup>2</sup>
 223m<sup>2</sup>

Listing Price  
 \$549,000

Listed Date 10-Sep-18  
 DOM 87 days

Year Built -  
 Distance 0.8km



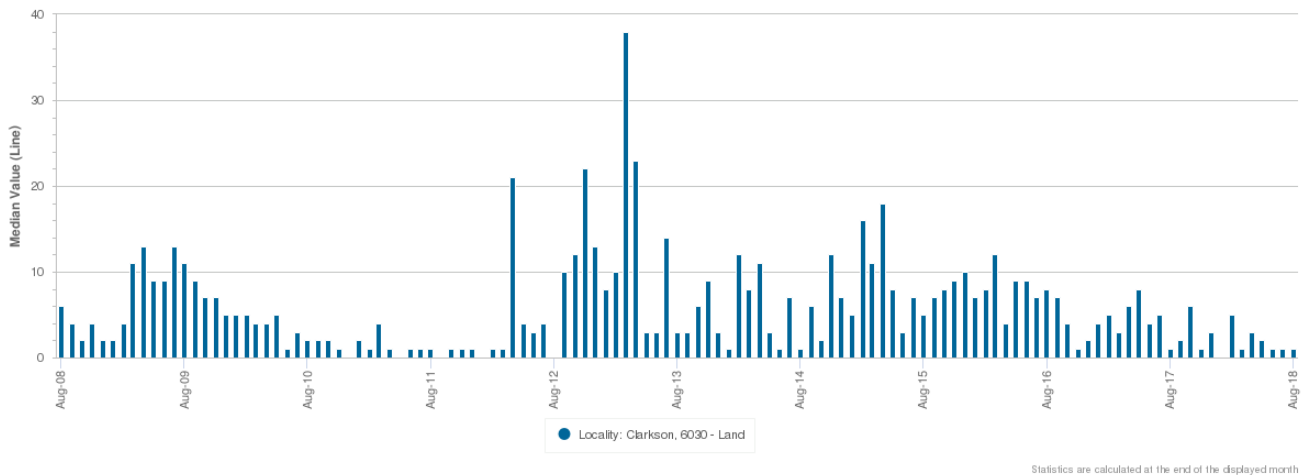
DOM = Days on market



# Market Trends

## Land in Clarkson

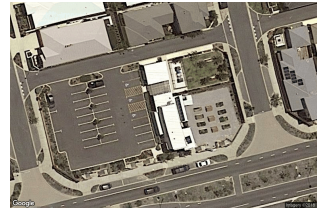
Median Value vs. Number Sold



Statistics are calculated at the end of the displayed month

# Summary

39 Aviator Boulevard Clarkson WA 6030



## Appraisal price range

\$495,000 - \$530,000

## Notes from your agent



**Carl Buckley**  
Satterley Property Group

18 Bowman Street  
SOUTH PERTH WA 6151

m: 0420636406

w:

[carlb@satterley.com.au](mailto:carlb@satterley.com.au)

## Disclaimer

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Based on information provided by and with the permission of the Western Australian Land Information Authority (2018) trading as Landgate.

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# Appendix 9.9

30 January 2019

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

*Via email: luke.aitken@tamalapark.wa.gov.au*

Dear Tony,

### **CATALINA: STAGE 26 CIVIL CONSTRUCTION AND PRICING RECOMMENDATION**

Satterley are pleased to provide the following recommendation in relation to the appointment of a civil construction contractor and the proposed lot pricing for Stage 26 of Catalina. This stage will create 38 lots within Catalina Beach.

#### **Background**

Stage 26 is located directly west of the first stage constructed in Catalina Beach (Stage DV3 & 25). The stage will produce the first connection through to Mindarie and strengthen the connection to this well established premium suburb. Upon completion 38 regular lots will be created and provide further stock for retail sales on the project. There is currently 16 stock available within Catalina Beach and no further releases are proposed within the constructed stages. Stock levels within Catalina Beach have been at the trigger points identified within the Lot Sales and Release Strategy to start Stage 26 for several months. Satterley has not supported the release of the stage up to this point due to the subdued market conditions and low sales numbers on the project. However, the proposed Display Village event in February represents an opportunity to release Stage 26 whilst the project will receive higher traffic and visitor numbers. The stage will also complete a connection through to Mindarie and will further strengthen the connection to this area. The need to provide further stock and a cost effective release have led to Satterley providing this recommendation to commence construction of Stage 26 and the release of the first eight lots to the market.

#### **Construction**

In April 2016 RJ Vincent were awarded a two-year contract with a twelve month extension option available at TPRCs discretion. The award included provision of a fixed schedule of rates for the period. RJ Vincent has completed Stages 1 –15, 17A and Stages 18A/B civil construction works in Catalina Central and Stage 25 in Catalina Beach. To date, RJ Vincent's performance on site has met expectations in terms of timeliness, resources and quality.

Cossill and Webley as project engineers sought a price from RJ Vincent to undertake the Stage 26 civil construction comprising 38 residential lots within the Catalina Estate. The price submitted by RJ Vincent on 12<sup>th</sup> March 2018 was for the sum of \$1,110,980 plus GST. The price is \$41,020 below the cost estimate provided by Cossill and Webley in February 2018. The quotation provided by RJ Vincent includes a \$150,000 contingency plus \$201,568.92 of provisional sum items. The project engineer has reviewed and confirmed the price submitted by the contractor is in line with the tendered rates. In addition, further works have been identified to be completed whilst the contractor is on site to achieve cost efficiencies. These items relate to masonry walls and stairs required on corner lots. A cost estimate for these additional works has been completed by the project engineer and are proposed to be included in the contract as a provisional item. The total cost of these additional items is \$408,360.

## Construction Pricing

Stage	Cost	FYE 19 Approved Budget
Stage 25 & 26 masonry walls/ stairs estimate Cossill and Webley	\$408,360	\$65,321 remaining (Stage 25 Civils)
Stage 26 Civils - RJV price (including water hydrant cost of \$11,952)	\$1,110,980	\$1,425,000 (Stage 26 Civils) \$42,840 (Fencing Package- Stage 25 and 26 Masonry Walls)
<b>TOTAL CONTRACT SUM</b>	<b>\$1,519,340</b>	<b>\$1,533,161</b>

The RJ Vincent price includes a maximum guaranteed amount for excavation of rock, assuming 100% of rock will be encountered during excavation. If the extent of rock is less than 100%, savings will be made against the contract sum. The cost of \$11,952 associated with the use of mains water from an existing hydrant in Stage 25 has been included in the RJ Vincent price. If water can be used from the Stage 26 Catalina Beach bore which is set to be drilled following the re-issue of the water licence, then this price will be removed.

As illustrated in the above table, the price submitted by RJ Vincent to undertake the civil works on Stage 26 civil works is \$13,821 below the approved FYE19 budget.

The civil construction period for Stage 26 is set for 15 weeks in accordance with the RJ Vincent contract award. Based on a commencement date of 18<sup>th</sup> March 2019, Stage 26 is scheduled to be completed by 21<sup>st</sup> June 2019.

### Approvals

The City of Wanneroo and Water Corporation have approved Stage 26 civil engineering drawings.

### Lot Pricing

The recommended pricing for stage 26 reflects a comparative price point based on market conditions and consideration of pricing at competing developments.

In line with the approved Lot Sales and Release Strategy the first release in Stage 26 consists of 8 lots. This release has been priced for approval. The projected gross revenue of \$2,864,000 (\$358,000 per lot) compared to \$3,005,000 (\$375,625 per lot) in the FYE2019 approved budget. This represents an adverse variance of \$141,000 against the budget.

The average sqm rate recommended for Stage 26 is \$914/sqm (392 sqm lot). This pricing has been compared to the two closest beach located competitors below;

Eden Beach; \$611/sqm (450sqm)

Burns Beach; \$1,055/sqm (450sqm)

Catalina (Proposed Stage 26); \$902/sqm (418sqm)

Once adjusted for the variance in lot size Catalina Beach is positioned slightly above the mid-point between Eden Beach and Burns Beach.

The table below provides a summary of land available at developments in the northern corridor as at 29 January 2019, with the exception of Catalina.

Estate	225sqm Price (\$)	300sqm Price (\$)	375sqm Price (\$)	450sqm Price (\$)	500sqm + Price (\$)	Total Dwellings	Stock
Allara	133,000	150000-158,000	179,000-189,000	216,000	237,000	3,405	25

Alkimos Beach	N/A	170,000	229,300-266,000	285,000-305,000	310,000	2,413	37
Amberton	N/A	206,000	212,000	264,000	N/A	2,500	17
Burns Beach	N/A	N/A	N/A	475,000	510,000 – 755,000	1,580	17
Eden Beach	175,000 - 182,000	238,000	270,000	275,000 – 299,000	285,000 – 345,000	1,100	28
Kinross	N/A	N/A	295,000	330,000	347,500	67	16
Shorehaven	169,000-289,000	179,000 - 219,000	249,000	285,000	290,000	2,800	56
Trinity	N/A	169,000	198,000 - 220,000	253,000	269,000	2,500	12

Please find outlined below the proposed pricing of Releases A within Stage 26 for your review and approval.

<b>CATALINA</b>					
<b>Stage 26 Pricing</b>					
		<b>FY19 Approved Pricing</b>		<b>Recommended Price</b>	
Total Lots		8		8	
Total Revenue		3,005,000		2,864,000	
Avg. Revenue		375,625		358,000	
		<b>FY19 Approved Pricing</b>		<b>Recommended Price</b>	
<b>Lot #</b>	<b>Area</b>	<b>\$/m2</b>	<b>Price</b>	<b>\$/m2</b>	<b>Price</b>
2013	486	888.89	432,000	864.20	420,000
2075	341	909.09	310,000	879.77	300,000
2076	450	937.78	422,000	893.33	402,000
2077	450	937.78	422,000	893.33	402,000
2078	375	1,005.33	377,000	960.00	360,000
2079	300	1,066.67	320,000	1,026.67	308,000
2080	375	1,005.33	377,000	960.00	360,000
2107	357	966.39	345,000	873.95	312,000
<b>TOTAL</b>	<b>392</b>	<b>958.84</b>	<b>3,005,000</b>	<b>913.85</b>	<b>2,864,000</b>

Each lot has been priced considering the continuing decline in lot prices across Perth and more specifically the surrounding estates. The proposed pricing represent the current market value however it should be noted that competitors in the corridor continue to adjust prices and apply aggressive incentives and rebates in order to secure sales. It is Satterley's recommendation that the current rebates and incentives offered across all lots within Catalina are extended to Stage 26. Further detail of the lots within the release can be found in Annexure A.

Stage 26 will create an important physical link through to the well regarded suburb of Mindarie and provide a mixture of new residential lots for sale in Catalina Beach. This can occur at a point when high visitation will occur on the project due to the display village launch, effectively providing a low cost way to promote a new stage.

As noted previously in this recommendation the sales release trigger in the approved lot sales and release strategy has been met. It is proposed that the remainder of the stage is released in accordance with the sales release triggers within the approved plan.

**Satterley Recommendation**

RJ Vincent has performed well in terms of timeliness, resources and quality. Satterley recommended TPRC award the Catalina Stage 26 civil construction contract (including the additional masonry walls and stairs) for sum of \$1,519,340.

**Satterley Recommendation**

Satterley recommend the approval of the lot pricing for releases A, being 8 lots within Stage 26 for a total of \$2,864,000.

Kind Regards,



**Carl Buckley**  
Satterley Property Group



# Appendix 9.10

5 February 2019

Mr Tony Arias  
Chief Executive Officer  
Tamala Park Regional Council  
Unit 2, 369 Scarborough Beach Road  
INNALOO WA 6018

Via Email: [luke.aitkin@tamalapark.wa.gov.au](mailto:luke.aitkin@tamalapark.wa.gov.au)

Dear Tony,

**RE: Satterley Aged Stock Repricing Recommendation**

Satterley are pleased to provide a recommendation for the repricing of all lots on the market within Catalina. Recent market conditions, reduced sales volumes and the average number of days a lot is on the market before sale have triggered Satterley to provide a recommendation to reprice all the existing stock within the estate.

**COMPETITORS**

The largest competition to Catalina has been the established market along with the three closest land estates, being Kinross, Burns Beach and Eden Beach. Below is a summary of these competitors and the impact on Sales for Catalina.

**Established Market**

The established market price in Mindarie and Clarkson has been steadily decreasing since 2014. Landgate data for median house prices shows a reduction of \$70,000 and \$66,000 respectively over this period. Whilst the offering in Mindarie is somewhat different to the type and style of homes available in Catalina Beach the established homes in Clarkson are considered by potential purchasers for Catalina Central. Affordable established homes represent the largest competitor to Catalina Central with a median price in Clarkson for a 3 bed and 4 bed sitting at \$345,000 and \$377,500. The comparable homes packaged up in house and land for the estate are \$450,000 and \$480,000. This large price point differential of over \$100,000 is making buyer look into the established market.

**Kinross**

Located a few kilometres south of Catalina Central/Grove Kinross is the closest estate to Catalina. Previously being held for a future school site the small subdivision sits within the established suburb and is surrounded by existing infrastructure. The location of the project has attracted many surrounding residents who are looking to build new. These buyers were traditionally drawn to Catalina as the closest new development to the existing residential areas. These buyers generally can not afford to buy a home/land in a coastal location and consider the stages for sale at Kinross as a better location to those currently on sale in Catalina Central.

**Burns Beach**

Located south of Catalina Beach this mature project has been selling for many years and has an established community and facilities. All lots on the market are located within a few hundred metres of the beach and are considered to be one of the most premium estates in the corridor. Purchasers

with a significant budget do consider Catalina Beach with this project. With sales coming from those who can not afford to purchase in Burns Beach but still want a new home in a costal setting.

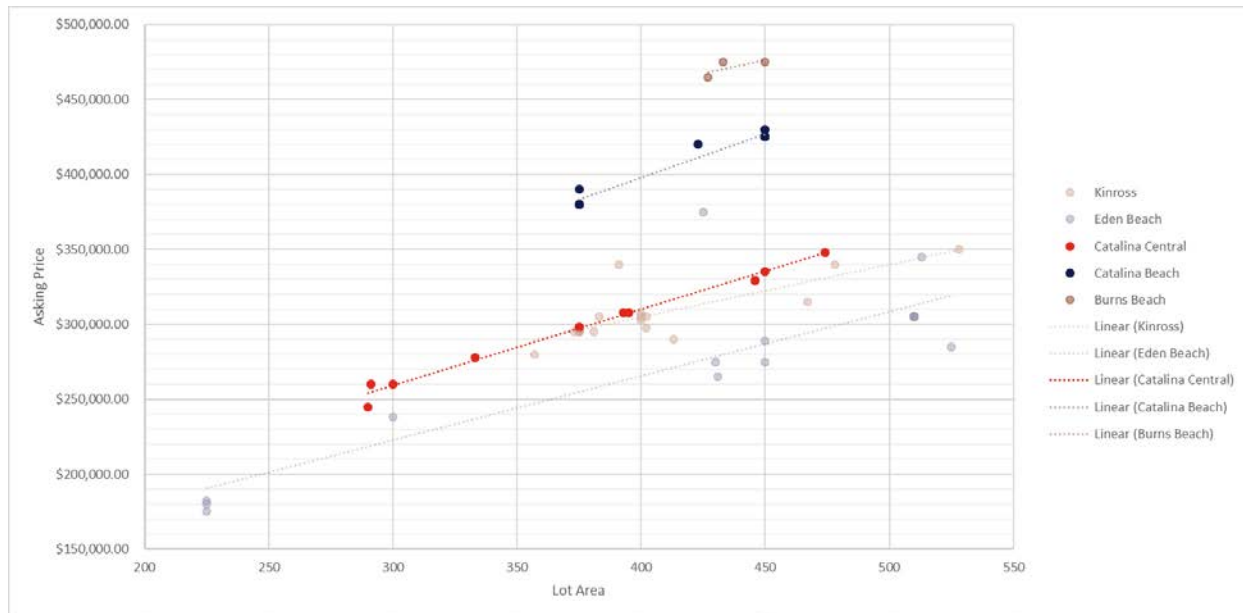
### Eden Beach

Located in the suburb of Jindalee, Eden Beach is the closest land estate to the north that offers purchasers direct access to the beach. The estate offers a considerable price point advantage over land for sale in Catalina. Potential Catalina Central purchasers are starting to see the more coastal location and approximate \$55,000 saving as a large enough incentive to move further north. Whilst potential Catalina Beach purchasers are not seeing the \$150,000 price differential as a strong enough reason for the locational benefits and are choosing to upgrade the house and save the remainder of money off the mortgage.

Evidenced with the increased comparison to Eden Beach the projects further north are starting to be directly compared to Catalina, and sales are being lost to these estates. The freeway and rail extensions along with the creation of shops, schools and community facilities all to the north of Catalina have reduced the locational benefit previously held by the project.

### PRICING

The pricing of competitors and Catalina for standard regular lots have been compared on the chart below.



The above chart depicts the prices across the estates at all available lot sizes a few items of note that can be taken from this are;

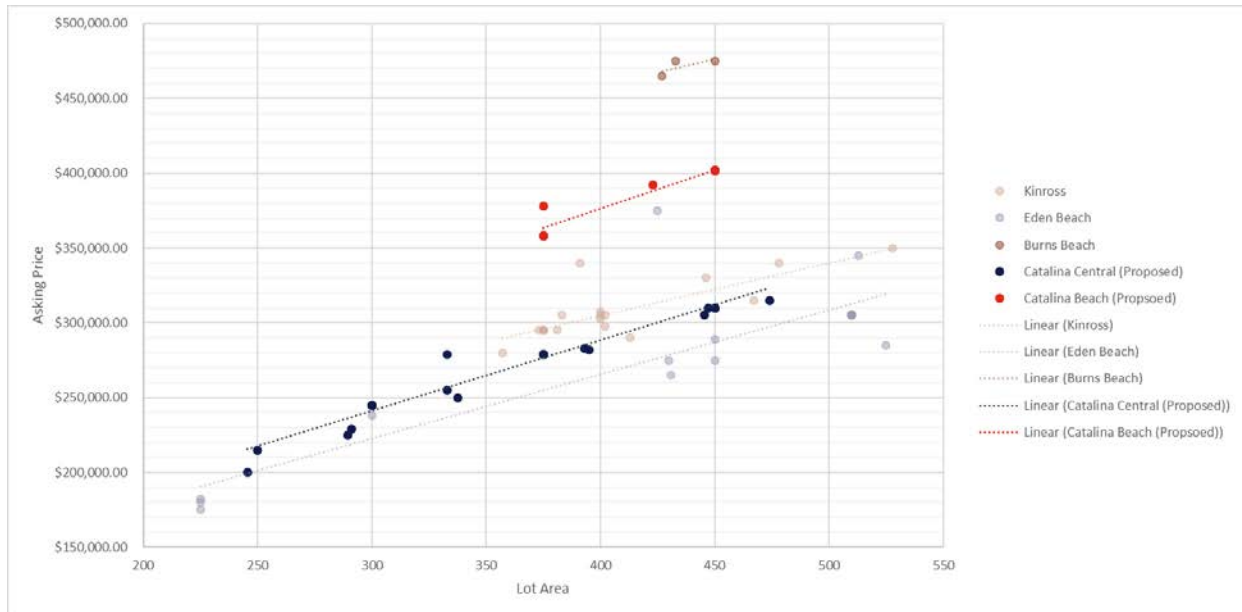
- Pricing correlation for lot sizes is fairly consistent across the projects with Kinross being perhaps the only exception with a slightly flatter trend line. This shows they are either placing less of a premium on the larger lots or they are placing a smaller discount from smaller lots. This indicates that the pricing between lot sizes on the project is in line with market.
- Kinross can be purchased for less than Catalina Central. Potential purchasers have indicated their preference is the location of Kinross and to secure sales Catalina Central will need to be priced below Kinross.

- Eden Beach is the price leader in this comparison and the pricing gap of circa \$55,000 and \$150,000 is starting to cause purchasers to select options further north.
- Burns Beach is the price leader in the corridor but provides limited number of standard lots which are not premium coastal sites with ocean views.

Satterley is proposing a pricing recommendation that will bring Catalina pricing back in line with market pricing. The proposed pricing is tabled below.

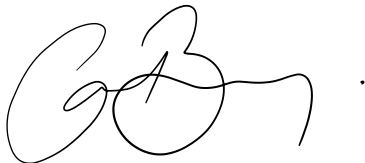
CATALINA					
Aged Stock					
		Budget Pricing		Recommended Price	
Total Lots		47		47	
Total Revenue		15,173,867		14,300,000	
Avg. Revenue		322,848		304,255	
Lot #	Area	\$/m2	Price	\$/m2	Price
2063	539	723.56	390,000	727.27	392,000
2064	461	878.52	405,000	872.02	402,000
2065	405	1,000.00	405,000	992.59	402,000
2098	375	1,040.00	390,000	1,008.00	378,000
2111	375	1,133.33	425,000	1,072.00	402,000
2112	315	1,349.21	425,000	1,276.19	402,000
2113	375	1,133.33	425,000	1,072.00	402,000
2115	375	1,133.33	425,000	1,072.00	402,000
2116	444	855.86	380,000	806.31	358,000
2117	450	844.44	380,000	795.56	358,000
2118	375	1,133.33	425,000	1,072.00	402,000
2119	450	944.44	425,000	893.33	402,000
2120	481	790.02	380,000	744.28	358,000
775	486	504.12	245,000	462.96	225,000
869	539	645.64	348,000	584.42	315,000
873	519	593.45	308,000	543.35	282,000
879	375	693.33	260,000	653.33	245,000
897	375	821.33	308,000	754.67	283,000
899	300	866.67	260,000	763.33	229,000
951	375	893.33	335,000	826.67	310,000
966	375	741.33	278,000	744.00	279,000
968	450	662.22	298,000	620.00	279,000
970	450	662.22	298,000	620.00	279,000
988	443	672.69	298,000	629.80	279,000
989	503	592.45	298,000	554.67	279,000
991	341	873.90	298,000	818.18	279,000
992	450	662.22	298,000	620.00	279,000
993	450	662.22	298,000	620.00	279,000
994	375	877.33	329,000	813.33	305,000
934	300	708.33	212,500	716.67	215,000
935	300	694.17	208,250	666.67	200,000
936	300	1,109.22	332,767	1,033.33	310,000
937	300	1,116.67	335,000	1,033.33	310,000
938	300	1,116.67	335,000	1,033.33	310,000
939	300	993.33	298,000	930.00	279,000
940	300	993.33	298,000	930.00	279,000
941	300	850.00	255,000	816.67	245,000
942	300	850.00	255,000	816.67	245,000
956	300	993.33	298,000	930.00	279,000
957	300	850.00	255,000	816.67	245,000
958	300	850.00	255,000	816.67	245,000
959	300	993.33	298,000	930.00	279,000
960	300	993.33	298,000	930.00	279,000
961	300	993.33	298,000	930.00	279,000
962	300	1,116.67	335,000	1,033.33	310,000
963	300	943.50	283,050	850.00	255,000
964	300	957.67	287,300	833.33	250,000
<b>TOTAL</b>	<b>375</b>	<b>860.88</b>	<b>15,173,867</b>	<b>811.30</b>	<b>14,300,000</b>

The repricing will bring project back in line with market. The above pricing has been charted against the competitors to depict the pricing in the market should it be adopted.



Based on the above, it is respectfully requested that the TPRC approve the repricing of the current aged stock to align to market pricing. If you have any queries or require additional information, please do not hesitate to contact me at your convenience.

Kind Regards,



**Carl Buckley**  
Project Director

## SCHEDULE 1 – LOT REPRICING (06/02/2019)

The following table provides a list of lot prices based on the higher value of the SPG pricing (5 February 2019) and the valuation by the Council appointed Valuer.

<b>Lot</b>	<b>Price</b>	<b>Lot</b>	<b>Price</b>
2063	\$400,000	873	\$290,000
2064	\$410,000	879	\$245,000
2065	\$410,000	897	\$290,000
2098	\$378,000	899	\$245,000
2111	\$402,000	951	\$320,000
2112	\$402,000	966	\$279,000
2113	\$402,000	968	\$280,000
2115	\$402,000	970	\$280,000
2116	\$365,000	988	\$280,000
2117	\$360,000	989	\$280,000
2118	\$402,000	991	\$280,000
2119	\$402,000	992	\$280,000
2120	\$360,000	993	\$280,000
775	\$230,000	994	\$310,000
869	\$325,000	<b>Total</b>	<b>\$9,589,000</b>