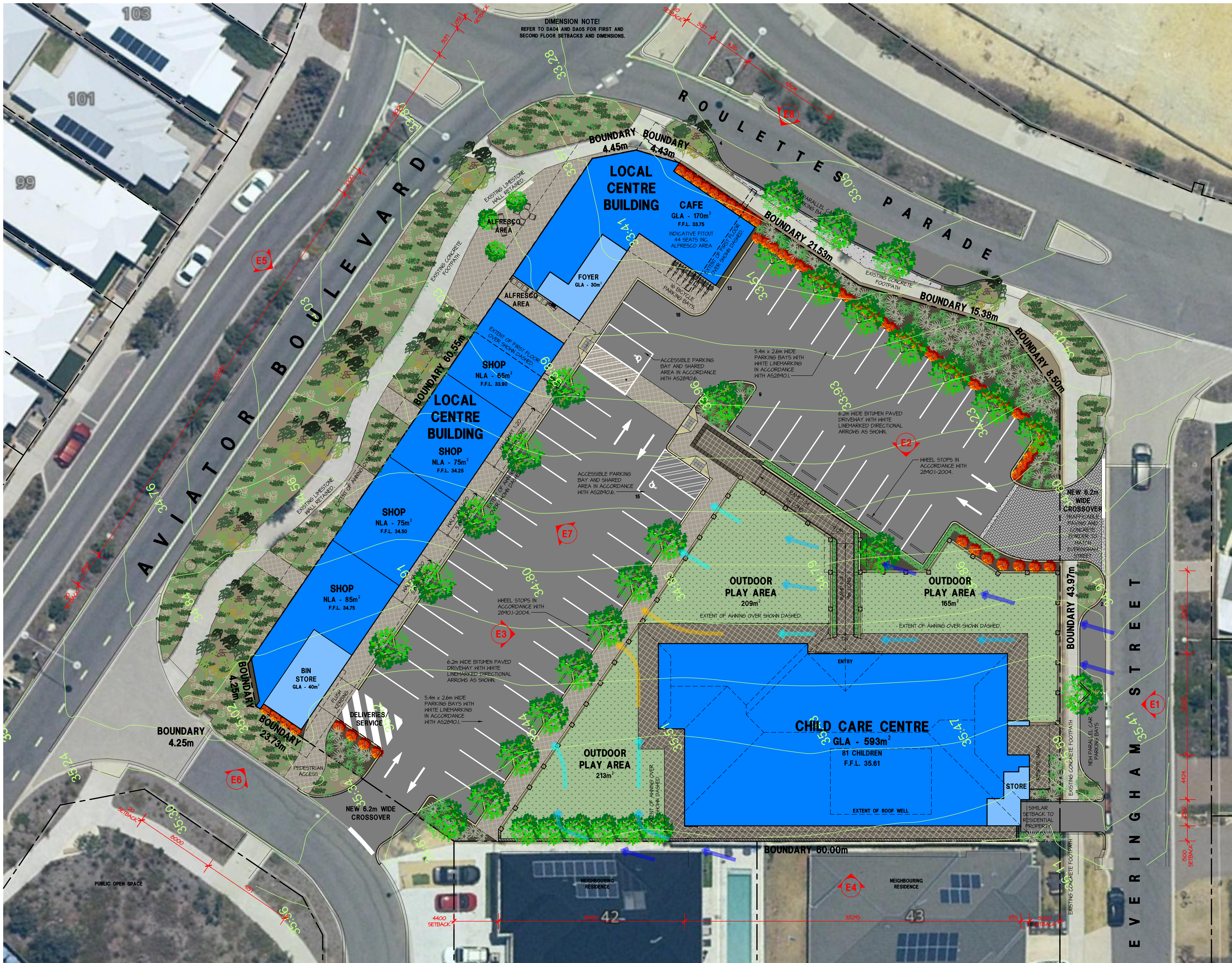


Appendix 8.1



PROPOSED SITE PLAN
SCALE 1:200

GENERAL NOTES

SITE AREA:	4,004m²	
LANDSCAPING:		
SOFT	79.4m² = 19.5%	
HARD	55.0m² = 13.7%	
TOTAL	130.0m² = 33.2%	
SHADE TREE CALCULATION:	55 CARBAYS	1 SHADE TREE PER 4 CARBAYS
		14 REQUIRED
		25 PROVIDED WITHIN CARPARKING AREAS

CARPARKING

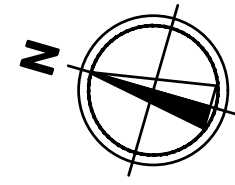
USE	VALUE	CALC.	REQ'D
CHILD CARE	81 CHILDREN	4 BAYS PLUS 1 PER 8 CHILDREN IN EXCESS OF 54	13
		1 PER STAFF	15 (est)
LOCAL CENTRE DEVELOPMENT	15 STAFF (est)		
GROUND FLOOR SHOPS	300m² NLA	7 PER 100m² NLA	21
GROUND FLOOR CAFE	170m² GLA - 44 SEATS	1 PER 4 PEOPLE	11
FIRST FLOOR OFFICE	150m² NLA	1 PER 30m² NLA	5
TOTAL REQUIRED			65
TOTAL PROVIDED ON SITE			55
TOTAL PROVIDED OFF SITE			6
TOTAL PROVIDED			61
SHORTFALL			4
BICYCLE PARKING BAYS			16

PLAY AREAS

INDOOR	VALUE	CALC.	AREA
REQUIRED AREA	81 CHILDREN	3.25m² / CHILD	264m²
PROVIDED AREA			288m²
OUTDOOR	VALUE	CALC.	AREA
REQUIRED AREA	81 CHILDREN	7.00m² / CHILD	567m²
PROVIDED AREA			622m²

LEGEND

- NEW LEASABLE BUILDING AREA.
- NEW COMMON / SERVICES BUILDINGS AREA.
- NEW BITUMEN PAVING.
- NEW PAVING.
- NEW CONCRETE PAVING TO MATCH EXISTING.
- NEW SELECTED NATIVE 'WATERWISE' LANDSCAPING - REFER TO LANDSCAPING PLAN.
- NEW OUTDOOR PLAY AREA INCORPORATING PLAY EQUIPMENT / SAND PITS / SHADE SAILS / VEGETATION ETC.
- EXISTING NATIVE LANDSCAPING.
- SHADE TREE - REFER TO LANDSCAPING PLAN.
- EXISTING TREE RETAINED.
- EXISTING SITE SURVEYED LEVELS - REFER TO SITE CONTOUR AND FEATURE SURVEY DRAWING 10543-DE-001-A FOR DETAILS.
- VENTILATION PATH OVERLAY - VENTILATION PATH OVERLAY BASED ON PREVAILING SOUTH WESTERLY WINDS.



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admin@hindley.com.au

PRELIMINARY ISSUE
DEVELOPMENT APPLICATION

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ACN No. 088 989 904

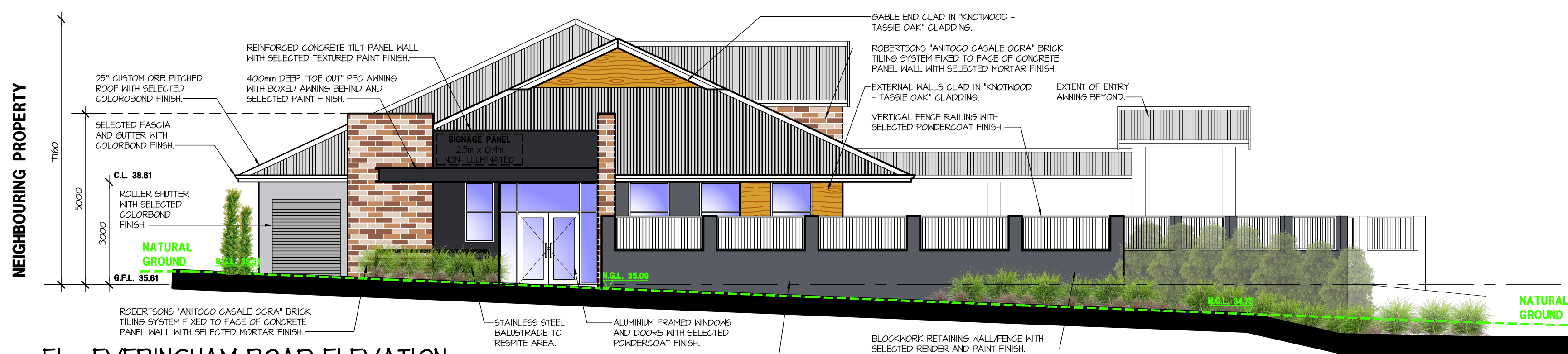
NO.	DATE:	REVISION:	DRAWN:	CHECK:
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B	21.11.18	RESIDENTIAL PARKING ADDED	CPH	CPH
C	13.12.18	CROSSOVER MATERIAL ALTERED	CPH	CPH
D	27.05.19	TENANCY LAYOUT ALTERED	CPH	CPH
E	11.09.19	SITE LAYOUT ALTERED	CPH	CPH
F	09.10.19	SITE LAYOUT ALTERED	CPH	CPH
G	07.04.20	SITE LAYOUT ALTERED	CPH	CPH
H	13.05.20	PAVING AND ALFRESCO ALTERED	CPH	CPH
I	03.06.20	TENANCY SIZES ALTERED	CPH	CPH

A1 SHEET

Catalina Central

PROPOSED CHILD CARE CENTRE
& LOCAL CENTRE DEVELOPMENT
LOT 646 ROULETTES PDE, CLARKSON
for CATALINA Pty Ltd

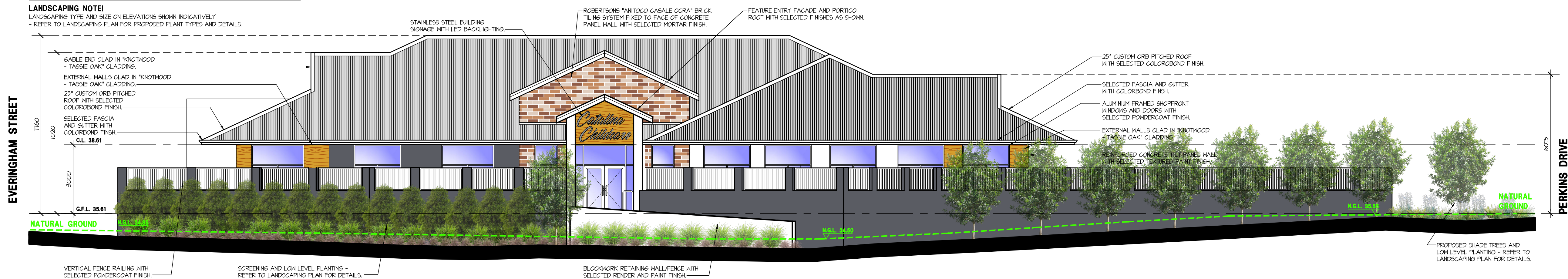
Date - 09.10.18
Design - CPH
Drawn - CPH
Checked - CPH
Scale - 1:200
Job No. 0658
Dwg - DA02
Rev - 1



E1 - EVERINGHAM ROAD ELEVATION

SCALE 1:100

LANDSCAPING NOTE!
LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY
- REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.



E2 - INTERNAL DRIVEWAY ELEVATION

SCALE 1:100

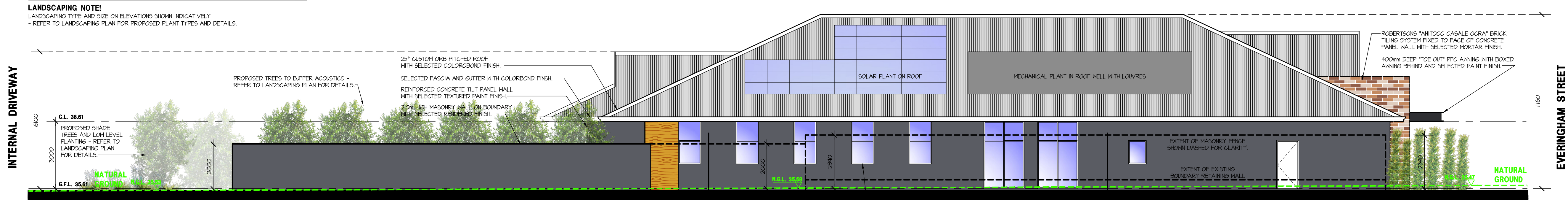
LANDSCAPING NOTE!
LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY
- REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.



E3 - INTERNAL DRIVEWAY ELEVATION

SCALE 1:100

LANDSCAPING NOTE!
LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY
- REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.



E4 - NEIGHBOURING LOT ELEVATION - 42 PERKINS DRIVE AND 43 EVERINGHAM STREET

SCALE 1:100

LANDSCAPING NOTE!
LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY
- REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.



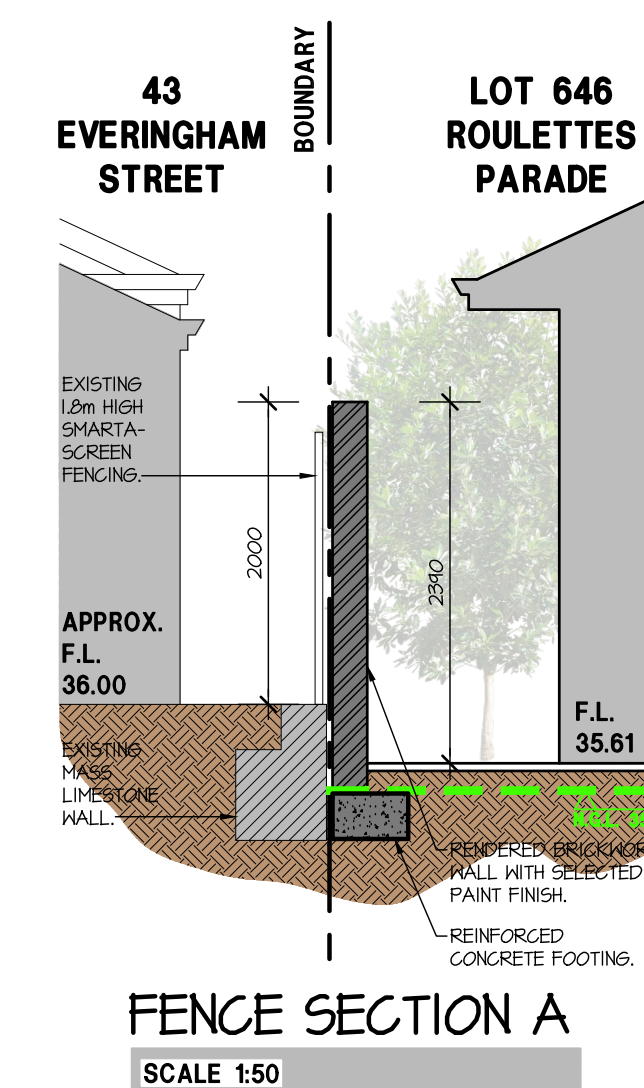
RECOMMENDED MATERIALS AND FINISHES



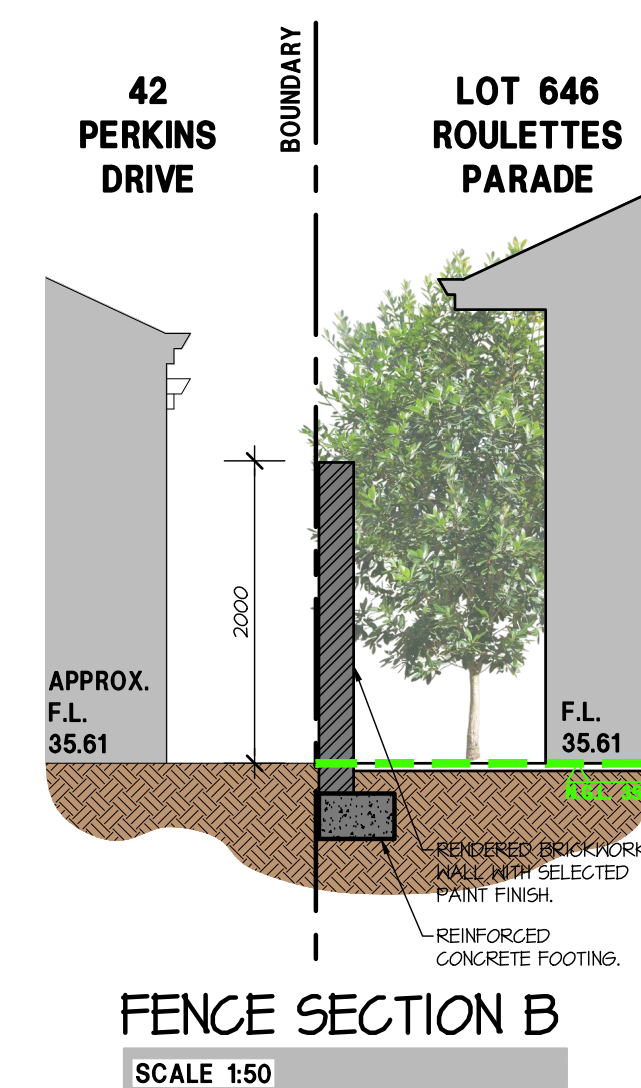
WALL AND TRIM COLOURS



WALL MATERIALS



FENCE SECTION A
SCALE 1:50



FENCE SECTION B
SCALE 1:50



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B	12.09.19	ELEVATIONS ALTERED	CPH	CPH
C	09.10.19	ELEVATIONS ALTERED	CPH	CPH
D	07.04.20	ELEVATIONS ALTERED	CPH	CPH

A1 SHEET

Catalina Central

**PROPOSED CHILD CARE CENTRE
& LOCAL CENTRE DEVELOPMENT
LOT 646 ROULETTES PDE, CLARKSON
for CATALINA Pty Ltd**

Date - 09.10.18
Design - CPH
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Checked - CPH
Scale - 1:100
Job No. 0868
Dwg - DA06
Rev - D



E5 - AVIATOR BOULEVARD ELEVATION

SCALE 1:100

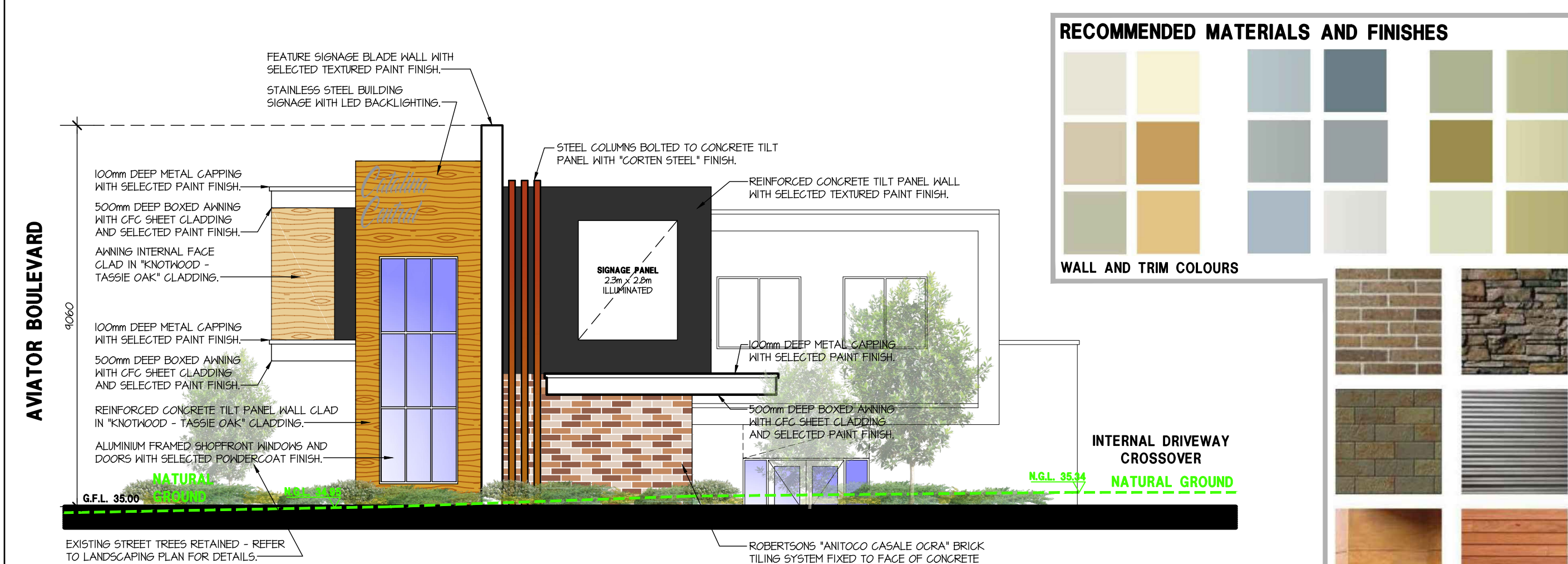
LANDSCAPING NOTE!

LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY - REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.



E7 - INTERNAL DRIVEWAY ELEVATION

SCALE 1:100



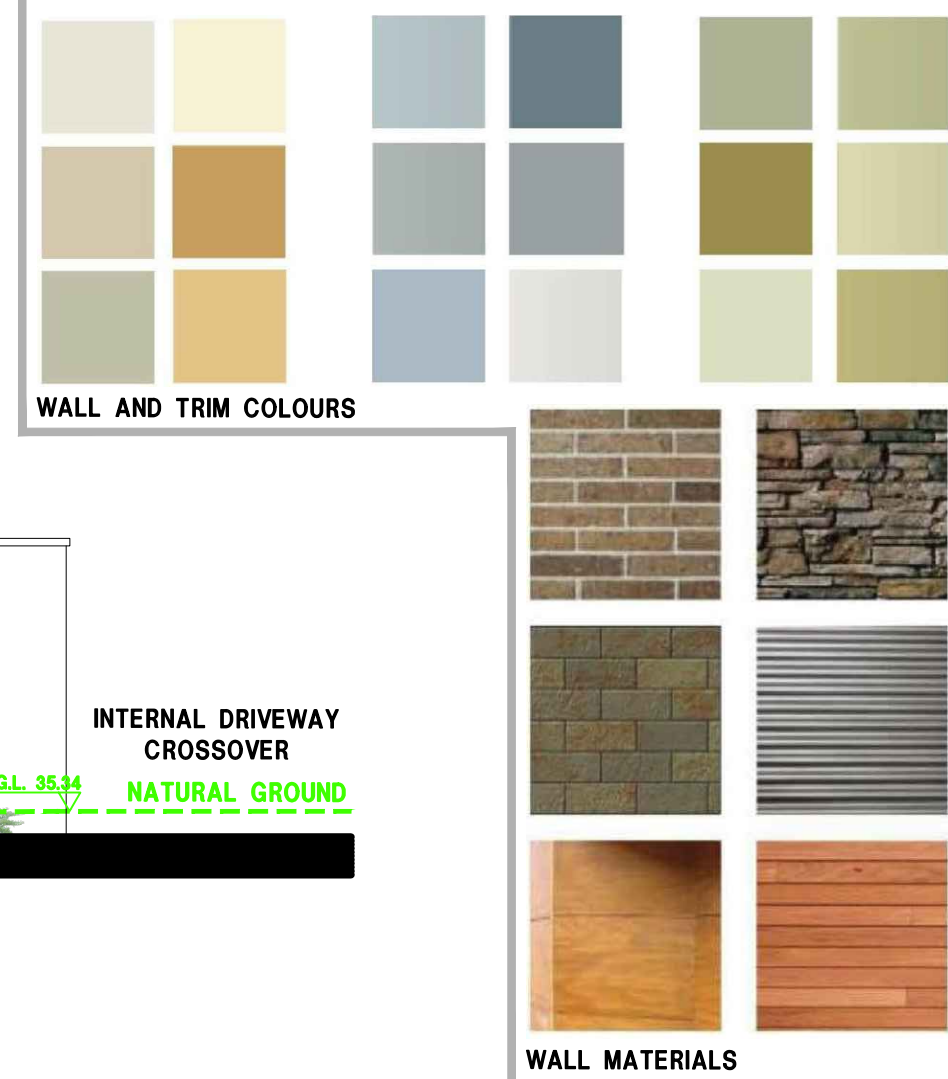
E6 - PERKINS DRIVE ELEVATION

SCALE 1:100

LANDSCAPING NOTE!

LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY - REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.

RECOMMENDED MATERIALS AND FINISHES



E8 - ROULETTES PARADE ELEVATION

SCALE 1:100

LANDSCAPING NOTE!

LANDSCAPING TYPE AND SIZE ON ELEVATIONS SHOWN INDICATIVELY - REFER TO LANDSCAPING PLAN FOR PROPOSED PLANT TYPES AND DETAILS.

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A	13.11.18	DEVELOPMENT APPLICATION ISSUE	CPH	CPH
B	12.09.19	ELEVATIONS ALTERED	CPH	CPH
C	09.10.19	ELEVATIONS ALTERED	CPH	CPH
D	07.04.20	ELEVATIONS ALTERED	CPH	CPH
E	03.06.20	ELEVATIONS ALTERED	CPH	CPH



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LOT 646 ROULETTES PDE, CLARKSON
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Date - 09.10.18
Design - CPH
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Checked - CPH
Scale - 1:100
Job No. 0868
Dwg - DA07
Rev - E

Appendix 8.2

TAMALA PARK REGIONAL COUNCIL
MONTHLY STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020

TABLE OF CONTENTS

Statement of Financial Activity	2
Notes to and Forming Part of the Statement	3 to 9

**TAMALA PARK REGIONAL COUNCIL
STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020**

	NOTE	30 June 2020 Actual \$	30 June 2020 Y-T-D Budget \$	2019/20 Amended Budget \$	Variances Budget to Actual Y-T-D %
<u>Operating</u>					
Revenues					
Interest Earnings		800,969	750,000	750,000	7%
Other Revenue		6,243	0	0	100%
		807,212	750,000	750,000	8%
Expenses					
Employee Costs		(586,997)	(742,041)	(742,041)	(21%)
Materials and Contracts Other		(140,209)	(312,967)	(312,967)	(55%)
Depreciation		(25,578)	(25,578)	(25,578)	0%
Insurance		(18,373)	(18,373)	(18,373)	0%
Utilities		0	(6,611)	(6,611)	(100%)
Other Expenditure		(158,736)	(189,000)	(189,000)	(16%)
		(929,893)	(1,294,570)	(1,294,570)	(28%)
TPRC Net Result		(122,681)	(544,570)	(544,570)	(77%)
<u>Adjustments for Non-Cash (Revenue) and Expenditure</u>					
Depreciation on Assets		25,578	25,578	25,578	0%
Profit/(loss) on Disposal of Assets	4	0	0	0	0%
<u>Capital Revenue and (Expenditure)</u>					
Plant and Equipment	3	0	(15,000)	(15,000)	0%
Proceeds on disposal	4	0	0	0	0%
LESS MEMBERS EQUITY					
Payment for Rates Equivalent					
Development of Land for Resale					
Income Sale of Lots - Subdivision		9,037,778	8,388,739	8,388,739	8%
Income other - Subdivision		0	450,000	450,000	(100%)
Development Costs - Subdivision		(3,681,267)	(16,671,523)	(16,671,523)	(78%)
Contribution Refund		(464,972)	(154,491)	(154,491)	201%
Profit Distributions		(3,000,000)	(3,000,000)	(3,000,000)	(100%)
Rates equivalent		0	0	0	
Members equity - GST withheld		(543,340)	0	0	
Change in Contributed Equity	6	1,348,199	(10,987,275)	(10,987,275)	(112%)
Movement in Equity		1,225,518	(11,531,845)	(11,531,845)	(111%)
Net Current Assets July 1 B/Fwd	7	43,994,530	43,994,530	43,994,530	0%
Net Current Assets Year to Date	7	45,245,626	32,473,263	32,473,263	

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 2019 TO 30 JUNE 2020

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 inconsistent with the *Local Government Act 1995* 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 and rate setting information, 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.

(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. All monies held in the Trust Fund are excluded from the statement, but a separate statement of those monies appears at Note 1.

(c) Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable 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 receivables 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.

(d) Critical Accounting Estimates

The preparation of a financial report in conformity with Australian Accounting Standards requires 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 the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

(e) Rounding Off Figures

All figures shown in this statement are rounded to the nearest dollar.

(f) Commissions

The Regional Council develops and sells residential properties on behalf of other local governments.

Revenue is recognised when legal title of the property has been transferred to the customer.

The revenue is measured at the transaction price agreed under the contract.

(g) 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 with original maturities of three months or less 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 net current assets.

The local government classifies financial assets at amortised cost if both of the following criteria are met:

- the asset is held within a business model whose objective is to collect the contractual cashflows, and
- the contractual terms give rise to cash flows that are solely payments of principal and interest.

Financial assets at amortised cost held with registered financial institutions are listed in this note other financial assets at amortised cost are provided in Note 4 - Other assets.

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020

1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(g) Trade and Other Receivables

Trade and other receivables include amounts due from ratepayers for unpaid rates and service charges and other amounts due from third parties for goods sold and services performed in the ordinary course of business. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets. Collectability of trade and other receivables is reviewed 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 objective 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 held for development and 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.

Borrowing 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 onto 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.

Contract Assets

A contract asset is the right to consideration in exchange for goods or services the entity has transferred to a customer when that right is conditioned on something other than the passage of time.

Other financial assets at amortised cost

The Council classifies financial assets at amortised cost if both of the following criteria are met:

- the asset is held with a business model whose objective is to collect the contractual cashflows, and
- the contractual terms give rise to cash flows that are solely payments of principal and interest.

(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 2019 TO 30 JUNE 2020

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 Shire that are unpaid and arise when the Shire becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured, are recognised as a current liability and are normally 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)

Short-term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

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

Long-term employee benefits are measured at the present value of the expected future payments to be made to employees. Expected future payments incorporate anticipated future wage and salary levels, durations of service and employee departures and are discounted at rates determined by reference to market yields at the end of the reporting period on government bonds that have maturity dates that approximate the terms of the obligations. Any remeasurements for changes in assumptions of obligations for other long-term employee benefits are recognised in profit or loss in the periods in which the changes occur.

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020

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.

(n) Provisions

Provisions are recognised when: The council has a present legal or constructive obligation as a result of past events; for which it is probable that an outflow of economic benefits will result and that can be reliably measured. Provisions are measured using the best estimate of the amounts required to settle the obligation at the end of the reporting period.

(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. Unless otherwise stated assets or liabilities are classified as current if expected to be settled within the next 12 months, being the Council's operational cycle.

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020

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:

	30 June 2020 Actual \$	Amended 2019/20 Budget \$
<u>By Program</u>		
Other Property and Services		
Furniture and equipment	0	(15,000)
Motor Vehicle	0	0
	0	(15,000)
<u>By Class</u>		
Plant and Equipment	0	(15,000)
	0	(15,000)

4. DISPOSALS OF ASSETS

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

<u>Plant and Equipment</u>		
Cost	0	0
Accumulated Depreciation	0	0
Profit/(Loss)	0	0
Proceeds	0	0

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020

5. INFORMATION ON BORROWINGS

No borrowings have been undertaken in the period under review. No borrowings are budgeted during the 2019-20 financial year.

6. CONTRIBUTED EQUITY

	30 June 2020 Actual \$	30 June 2019 Actual \$
Town of Victoria Park	3,759,809	3,657,682
City of Perth	3,789,809	3,687,682
Town of Cambridge	3,759,809	3,657,682
City of Joondalup	7,519,613	7,315,360
City of Wanneroo	7,519,613	7,315,360
Town of Vincent	3,759,809	3,657,682
City of Stirling	15,042,040	14,633,534
TOTAL	45,150,500	43,924,982
Total Movement in equity	1,225,518	

Movement in Contributed Equity Represented by:

	GST Withheld 30 June 2020 \$	Development Expenses 30 June 2020 \$	Land Sales 30 June 2020 \$	Return of Contribution 30 June 2020 \$	Contributed Equity 30 June 2020 \$	Rates Equivalent 30 June 2020 \$
Town of Victoria Park	(45,278)	(306,772)	753,148	(250,000)	(38,748)	0
City of Perth	(45,278)	(306,772)	753,148	(250,000)	(38,748)	0
Town of Cambridge	(45,278)	(306,772)	753,148	(250,000)	(38,748)	0
City of Joondalup	(90,557)	(613,545)	1,506,297	(500,000)	(77,495)	0
City of Wanneroo	(90,557)	(613,545)	1,506,297	(500,000)	(77,495)	0
Town of Vincent	(45,278)	(306,772)	753,148	(250,000)	(38,748)	0
City of Stirling	(181,113)	(1,227,089)	3,012,592	(1,000,000)	(154,990)	0
	(543,340)	(3,681,267)	9,037,778	(3,000,000)	(464,972)	0
Members Contributed Equity Movements			1,348,199			
TPRC Net Result			(122,681)			
Total Movement in equity			1,225,518			

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 30 JUNE 2020

7. NET CURRENT ASSETS

Composition of Estimated Net Current Asset Position	30 June 2020 Actual \$	Brought Forward 1 July \$
CURRENT ASSETS		
Cash - Unrestricted	45,290,954	43,975,870
Receivables	243,712	344,946
Settlement Bonds	0	0
	45,534,666	44,320,816
LESS: CURRENT LIABILITIES		
Payables and Provisions	(289,040)	(326,286)
NET CURRENT ASSET POSITION	45,245,626	43,994,530

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 2019 TO 31 MAY 2020

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**TAMALA PARK REGIONAL COUNCIL
STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 31 MAY 2020**

	NOTE	31 May 2020 Actual \$	31 May 2020 Y-T-D Budget \$	2019/20 Amended Budget \$	Variances Budget to Actual Y-T-D %
Operating					
Revenues					
Interest Earnings		783,143	719,705	750,000	9%
Other Revenue		4,541	0	0	100%
		787,684	719,705	750,000	9%
Expenses					
Employee Costs		(538,413)	(680,841)	(742,041)	(21%)
Materials and Contracts Other		(111,332)	(286,890)	(312,967)	(61%)
Depreciation		(23,447)	(23,447)	(25,578)	0%
Insurance		(18,373)	(18,373)	(18,373)	0%
Utilities		0	(6,060)	(6,611)	(100%)
Other Expenditure		(158,728)	(185,414)	(189,000)	(14%)
		(850,293)	(1,201,025)	(1,294,570)	(29%)
TPRC Net Result		(62,609)	(481,320)	(544,570)	(87%)
Adjustments for Non-Cash (Revenue) and Expenditure					
Depreciation on Assets		23,447	23,447	25,578	0%
Profit/(loss) on Disposal of Assets	4	0	0	0	0%
Capital Revenue and (Expenditure)					
Plant and Equipment	3	0	0	(15,000)	0%
Proceeds on disposal	4	0	0	0	0%
LESS MEMBERS EQUITY					
Payment for Rates Equivalent					
Development of Land for Resale					
Income Sale of Lots - Subdivision		8,771,509	8,028,268	8,388,739	9%
Income other - Subdivision		0	375,000	450,000	(100%)
Development Costs - Subdivision		(3,337,655)	(14,904,518)	(16,671,523)	(78%)
Contribution Refund		(159,852)	(154,491)	(154,491)	3%
Profit Distributions		0	0	(3,000,000)	(100%)
Rates equivalent		(25,426)	0	0	
Members equity - GST withheld		(524,510)	0	0	
Change in Contributed Equity	6	4,724,066	(6,655,741)	(10,987,275)	(171%)
Movement in Equity		4,661,457	(7,137,061)	(11,531,845)	(165%)
Net Current Assets July 1 B/Fwd	7	43,994,530	40,328,319	43,994,530	9%
Net Current Assets Year to Date	7	48,679,434	33,214,705	32,473,263	

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 2019 TO 31 MAY 2020

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 inconsistent with the *Local Government Act 1995* 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 and rate setting information, 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.

(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. All monies held in the Trust Fund are excluded from the statement, but a separate statement of those monies appears at Note 1.

(c) Goods and Services Tax

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable 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 receivables 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.

(d) Critical Accounting Estimates

The preparation of a financial report in conformity with Australian Accounting Standards requires 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 the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

(e) Rounding Off Figures

All figures shown in this statement are rounded to the nearest dollar.

(f) Commissions

The Regional Council develops and sells residential properties on behalf of other local governments. Revenue is recognised when legal title of the property has been transferred to the customer. The revenue is measured at the transaction price agreed under the contract.

(g) 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 highly liquid investments with original maturities of three months or less 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 net current assets.

The local government classifies financial assets at amortised cost if both of the following criteria are met:

- the asset is held within a business model whose objective is to collect the contractual cashflows, and
- the contractual terms give rise to cash flows that are solely payments of principal and interest.

Financial assets at amortised cost held with registered financial institutions are listed in this note other financial assets at amortised cost are provided in Note 4 - Other assets.

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 31 MAY 2020

1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(g) Trade and Other Receivables

Trade and other receivables include amounts due from ratepayers for unpaid rates and service charges and other amounts due from third parties for goods sold and services performed in the ordinary course of business. Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets. Collectability of trade and other receivables is reviewed 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 objective 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 held for development and 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. Borrowing 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 onto 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.

Contract Assets

A contract asset is the right to consideration in exchange for goods or services the entity has transferred to a customer when that right is conditioned on something other than the passage of time.

Other financial assets at amortised cost

The Council classifies financial assets at amortised cost if both of the following criteria are met:

- the asset is held with a business model whose objective is to collect the contractual cashflows, and
- the contractual terms give rise to cash flows that are solely payments of principal and interest.

(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 2019 TO 31 MAY 2020

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 Shire that are unpaid and arise when the Shire becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured, are recognised as a current liability and are normally 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)

Short-term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

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

Long-term employee benefits are measured at the present value of the expected future payments to be made to employees. Expected future payments incorporate anticipated future wage and salary levels, durations of service and employee departures and are discounted at rates determined by reference to market yields at the end of the reporting period on government bonds that have maturity dates that approximate the terms of the obligations. Any remeasurements for changes in assumptions of obligations for other long-term employee benefits are recognised in profit or loss in the periods in which the changes occur.

**TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 31 MAY 2020**

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.

(n) Provisions

Provisions are recognised when: The council has a present legal or constructive obligation as a result of past events; for which it is probable that an outflow of economic benefits will result and that can be reliably measured. Provisions are measured using the best estimate of the amounts required to settle the obligation at the end of the reporting period.

(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. Unless otherwise stated assets or liabilities are classified as current if expected to be settled within the next 12 months, being the Council's operational cycle.

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 31 MAY 2020

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:

	31 May 2020 Actual \$	Amended 2019/20 Budget \$
<u>By Program</u>		
Other Property and Services		
Furniture and equipment	0	(15,000)
Motor Vehicle	0	0
	0	(15,000)
<u>By Class</u>		
Plant and Equipment	0	(15,000)
	0	(15,000)

4. DISPOSALS OF ASSETS

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

<u>Plant and Equipment</u>		
Cost	0	0
Accumulated Depreciation	0	0
Profit/(Loss)	0	0
Proceeds	0	0

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 31 MAY 2020

5. INFORMATION ON BORROWINGS

No borrowings have been undertaken in the period under review. No borrowings are budgeted during the 2019-20 financial year.

6. CONTRIBUTED EQUITY

	31 May 2020 Actual \$	30 June 2019 Actual \$
Town of Victoria Park	4,046,137	3,657,682
City of Perth	4,076,137	3,687,682
Town of Cambridge	4,046,137	3,657,682
City of Joondalup	8,092,270	7,315,360
City of Wanneroo	8,092,270	7,315,360
Town of Vincent	4,046,137	3,657,682
City of Stirling	16,187,353	14,633,534
TOTAL	48,586,439	43,924,982
Total Movement in equity	4,661,457	

Movement in Contributed Equity Represented by:

	GST Withheld 31 May 2020 \$	Development Expenses 31 May 2020 \$	Land Sales 31 May 2020 \$	Return of Contribution 31 May 2020 \$	Contributed Equity 31 May 2020 \$	Rates Equivalent 31 May 2020 \$
Town of Victoria Park	(43,709)	(278,138)	730,959	0	(13,321)	0
City of Perth	(43,709)	(278,138)	730,959	0	(13,321)	0
Town of Cambridge	(43,709)	(278,138)	730,959	0	(13,321)	(25,426)
City of Joondalup	(87,418)	(556,276)	1,461,918	0	(26,642)	0
City of Wanneroo	(87,418)	(556,276)	1,461,918	0	(26,642)	0
Town of Vincent	(43,709)	(278,138)	730,959	0	(13,321)	0
City of Stirling	(174,837)	(1,112,551)	2,923,837	0	(53,284)	0
	(524,510)	(3,337,655)	8,771,509	0	(159,852)	(25,426)
Members Contributed Equity Movements			4,724,066			
TPRC Net Result			(62,609)			
Total Movement in equity			4,661,457			

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2019 TO 31 MAY 2020

7. NET CURRENT ASSETS

Composition of Estimated Net Current Asset Position	31 May 2020 Actual \$	Brought Forward 1 July \$
CURRENT ASSETS		
Cash - Unrestricted	48,689,798	43,975,870
Receivables	315,526	344,946
Settlement Bonds	0	0
	49,005,324	44,320,816
LESS: CURRENT LIABILITIES		
Payables and Provisions	(325,890)	(326,286)
NET CURRENT ASSET POSITION	48,679,434	43,994,530

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.

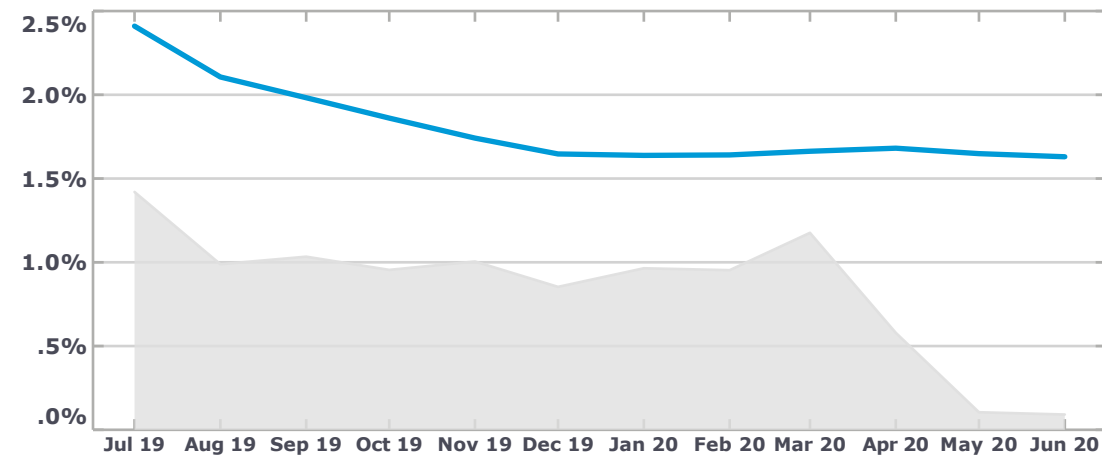


Investment Summary Report June 2020

Investment Holdings

By Product	Face Value (\$)	Current Value (\$)	Current Yield (%)
Term Deposit	42,733,232.87	42,920,466.23	1.6299
	42,733,232.87	42,920,466.23	1.6299

Investment Performance

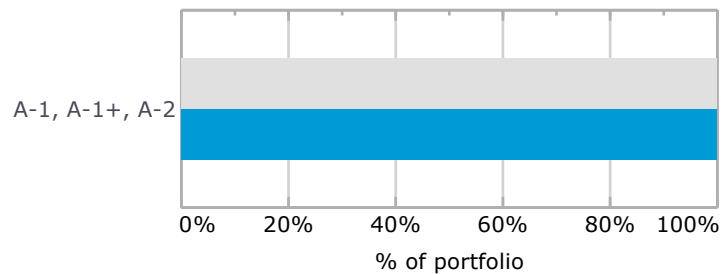


Portfolio Annualised Return

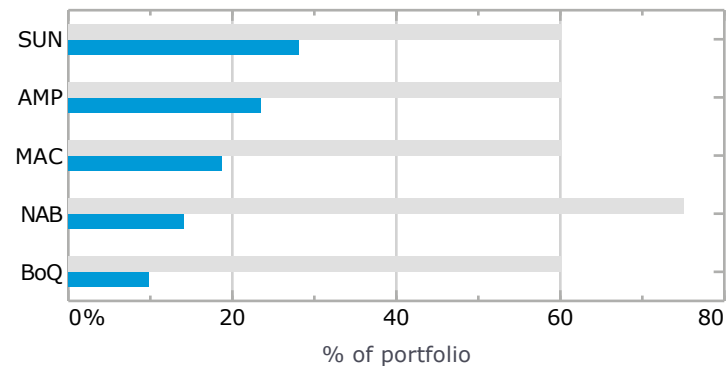
Bloomberg BB Index Annualised Return

Investment Policy Compliance

Total Credit Exposure



Highest Individual Exposures vs Policy



Term to Maturities

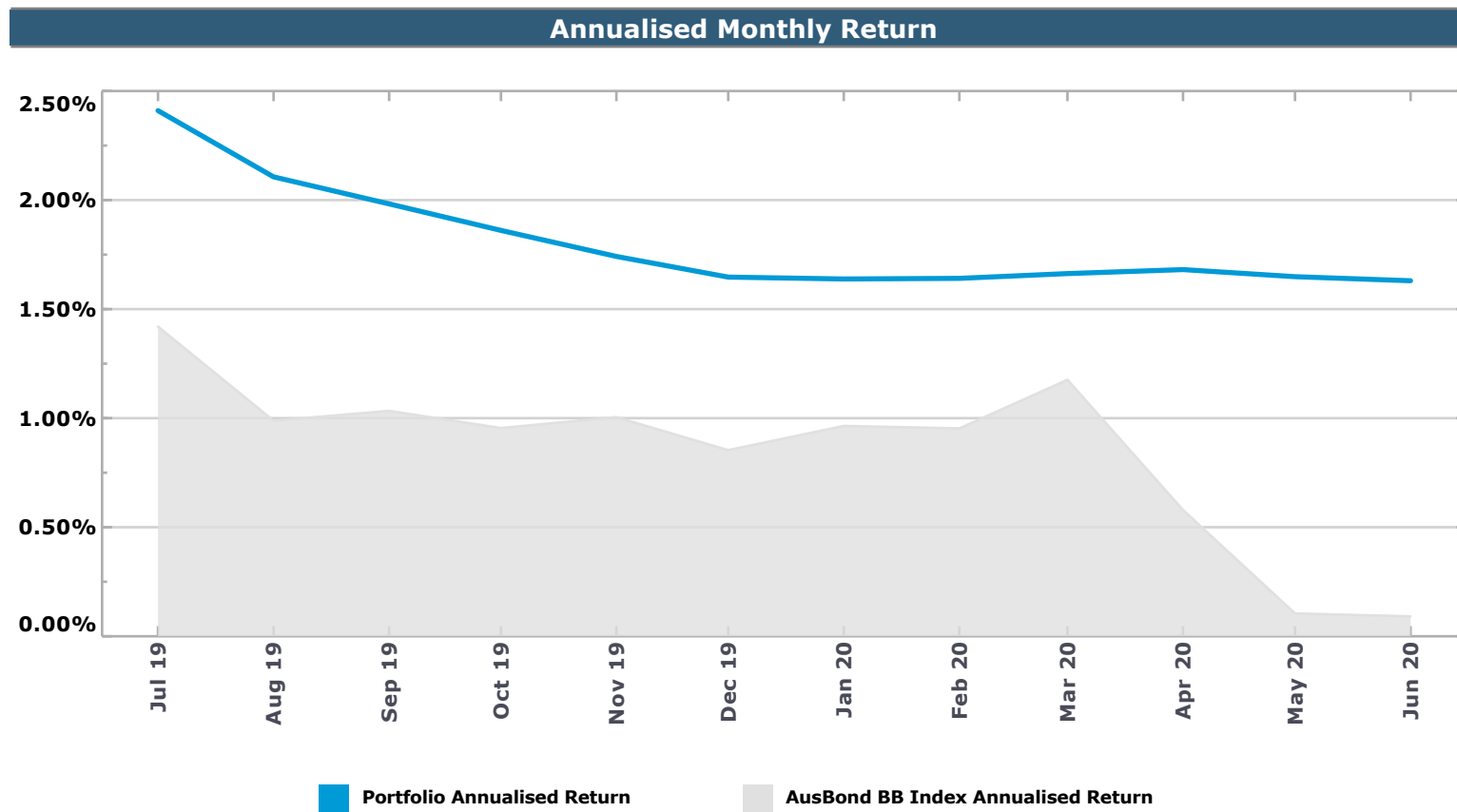
Maturity Profile	Face Value (\$)	Policy Max
Less than 1yr	42,733,233	100%
	42,733,233	

Term Deposits											
Maturity Date	Face Value (\$)	Rate	Institution	Credit Rating	Purchase Price (\$)	Purchase Date	Current Value (\$)	Deal No.	Accrued Interest (\$)	Coupon Frequency	Reference
13-Jul-20	2,000,000.00	1.6000%	Macquarie Bank	A-1	2,000,000.00	11-Mar-20	2,009,819.18	539564	9,819.18	At Maturity	603
6-Aug-20	3,000,000.00	1.5800%	National Australia Bank	A-1+	3,000,000.00	6-Feb-20	3,018,960.00	539435	18,960.00	At Maturity	599
10-Aug-20	3,000,000.00	1.5600%	National Australia Bank	A-1+	3,000,000.00	10-Feb-20	3,018,207.12	539448	18,207.12	At Maturity	600
11-Aug-20	3,000,000.00	1.8000%	AMP Bank	A-2	3,000,000.00	13-Feb-20	3,020,564.38	539457	20,564.38	At Maturity	601
15-Sep-20	3,000,000.00	1.7000%	Suncorp Bank	A-1	3,000,000.00	17-Mar-20	3,014,810.96	539579	14,810.96	At Maturity	604
15-Sep-20	2,000,000.00	1.7000%	Suncorp Bank	A-1	2,000,000.00	17-Mar-20	2,009,873.97	539580	9,873.97	At Maturity	605
15-Sep-20	4,000,000.00	1.7400%	Suncorp Bank	A-1	4,000,000.00	18-Mar-20	4,020,021.92	539587	20,021.92	At Maturity	606
21-Sep-20	2,017,452.05	1.8000%	AMP Bank	A-2	2,017,452.05	23-Mar-20	2,027,401.13	539591	9,949.08	At Maturity	607
14-Oct-20	3,000,000.00	1.5000%	Suncorp Bank	A-1	3,000,000.00	15-Apr-20	3,009,493.15	539623	9,493.15	At Maturity	609
26-Oct-20	3,015,780.82	1.7500%	Macquarie Bank	A-1	3,015,780.82	25-Mar-20	3,029,950.86	539609	14,170.04	At Maturity	608
27-Oct-20	1,200,000.00	1.5500%	Bank of Queensland	A-2	1,200,000.00	30-Apr-20	1,203,159.45	539722	3,159.45	At Maturity	612
9-Nov-20	3,000,000.00	1.6500%	AMP Bank	A-2	3,000,000.00	11-May-20	3,006,916.44	539741	6,916.44	At Maturity	613
9-Nov-20	2,000,000.00	1.6500%	AMP Bank	A-2	2,000,000.00	11-May-20	2,004,610.96	539742	4,610.96	At Maturity	614
30-Nov-20	2,000,000.00	1.4000%	Westpac Group	A-1+	2,000,000.00	28-Apr-20	2,004,909.59	539644	4,909.59	At Maturity	610
9-Dec-20	3,000,000.00	1.7000%	Macquarie Bank	A-1	3,000,000.00	10-Mar-20	3,015,789.04	539557	15,789.04	At Maturity	602
16-Feb-21	3,000,000.00	1.3000%	Bank of Queensland	A-2	3,000,000.00	20-May-20	3,004,487.67	539812	4,487.67	At Maturity	615
28-Apr-21	500,000.00	1.7000%	Westpac Group	A-1+	500,000.00	28-Apr-20	501,490.41	539645	1,490.41	At Maturity	611
42,733,232.87		1.6299%			42,733,232.87		42,920,466.23		187,233.36		

Tamala Park Regional Council

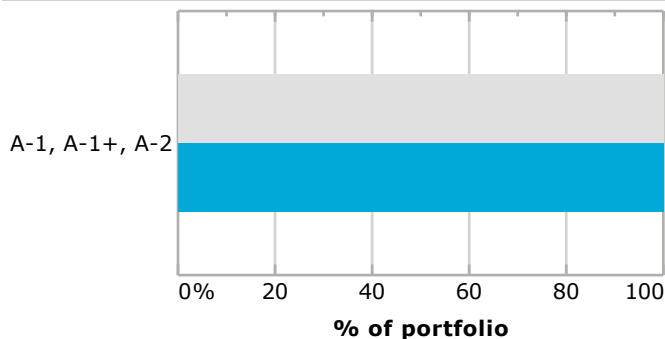
Accrued Interest Report - June 2020

Accrued Interest Report									
Investment	Deal No.	Ref	Face Value (\$)	Settlement Date	Maturity Date	Interest Received (\$)	Days	Interest Accrued (\$)	Percentage Return
Term Deposits									
Macquarie Bank	539423	598	4,000,000.00	04-Feb-20	04-Jun-20	21,879.45	3	542.46	1.65%
Macquarie Bank	539564	603	2,000,000.00	11-Mar-20	13-Jul-20		30	2,630.14	1.60%
National Australia Bank	539435	599	3,000,000.00	06-Feb-20	06-Aug-20		30	3,895.89	1.58%
National Australia Bank	539448	600	3,000,000.00	10-Feb-20	10-Aug-20		30	3,846.57	1.56%
AMP Bank	539457	601	3,000,000.00	13-Feb-20	11-Aug-20		30	4,438.35	1.80%
Suncorp Bank	539579	604	3,000,000.00	17-Mar-20	15-Sep-20		30	4,191.78	1.70%
Suncorp Bank	539580	605	2,000,000.00	17-Mar-20	15-Sep-20		30	2,794.52	1.70%
Suncorp Bank	539587	606	4,000,000.00	18-Mar-20	15-Sep-20		30	5,720.55	1.74%
AMP Bank	539591	607	2,017,452.05	23-Mar-20	21-Sep-20		30	2,984.72	1.80%
Suncorp Bank	539623	609	3,000,000.00	15-Apr-20	14-Oct-20		30	3,698.63	1.50%
Macquarie Bank	539609	608	3,015,780.82	25-Mar-20	26-Oct-20		30	4,337.77	1.75%
Bank of Queensland	539722	612	1,200,000.00	30-Apr-20	27-Oct-20		30	1,528.77	1.55%
AMP Bank	539741	613	3,000,000.00	11-May-20	09-Nov-20		30	4,068.49	1.65%
AMP Bank	539742	614	2,000,000.00	11-May-20	09-Nov-20		30	2,712.33	1.65%
Westpac Group	539644	610	2,000,000.00	28-Apr-20	30-Nov-20		30	2,301.37	1.40%
Macquarie Bank	539557	602	3,000,000.00	10-Mar-20	09-Dec-20		30	4,191.78	1.70%
Bank of Queensland	539812	615	3,000,000.00	20-May-20	16-Feb-21		30	3,205.48	1.30%
Westpac Group	539645	611	500,000.00	28-Apr-20	28-Apr-21		30	698.63	1.70%
Term Deposits Total						21,879.45		57,788.23	1.63%
						21,879.45		57,788.23	1.63%



Historical Performance Summary			
	Portfolio	AusBond BB Index	Outperformance
Jun 2020	1.63%	0.09%	1.54%
Last 3 Months	1.65%	0.26%	1.40%
Last 6 Months	1.65%	0.64%	1.01%
Financial Year to Date	1.81%	0.85%	0.96%
Last 12 months	1.81%	0.85%	0.96%

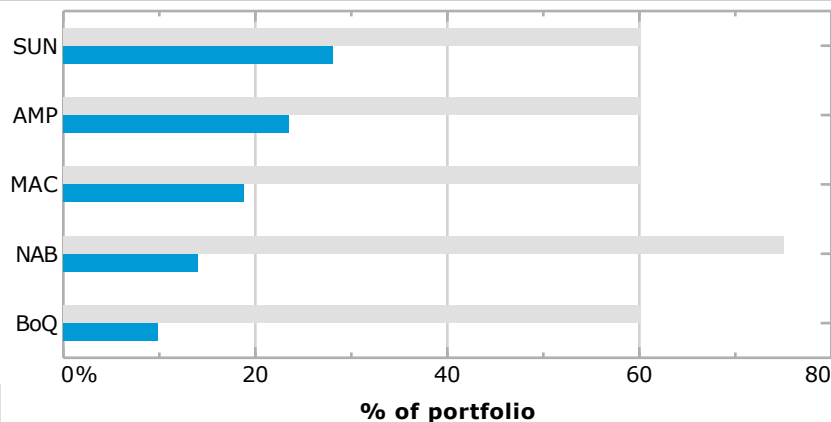
Total Credit Exposure



	Credit Rating	Face Value (\$)	Policy Max
Short Term	A-1	20,015,781	
Short Term	A-1+	8,500,000	
Short Term	A-2	14,217,452	
		42,733,233	100%
		42,733,233	100%

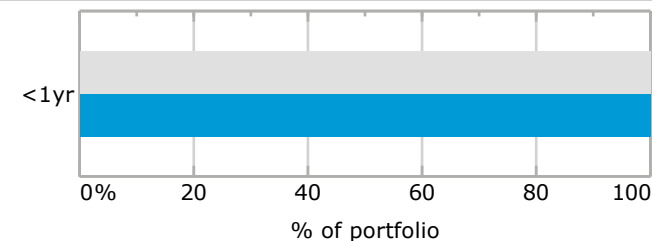
✓ = compliant
✗ = non-compliant

Individual Institutional Exposures



	Portfolio Exposure	Investment Policy Limit	
Suncorp Bank (A-1, A+)	28%	60%	✓
AMP Bank (A-2, BBB+)	23%	60%	✓
Macquarie Bank (A-1, A+)	19%	60%	✓
National Australia Bank (A-1+, AA-)	14%	75%	✓
Bank of Queensland (A-2, BBB+)	10%	60%	✓
Westpac Group (A-1+, AA-)	6%	75%	✓

Term to Maturities



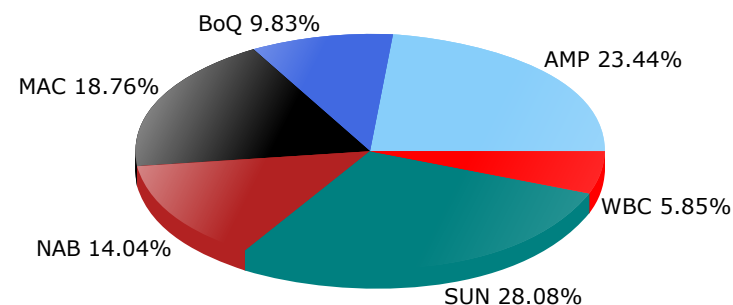
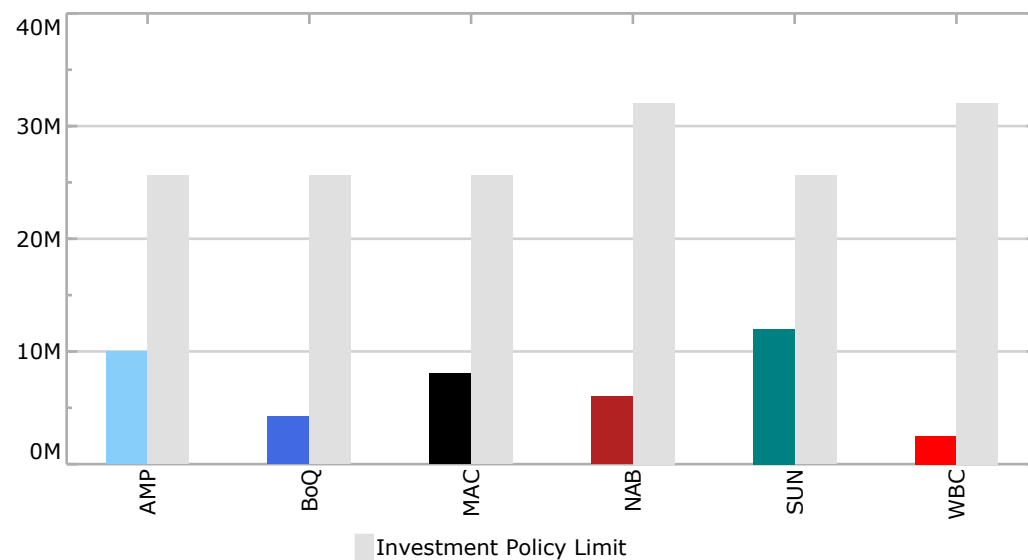
Maturity Profile	Face Value (\$)	Policy Max
Less than 1yr	42,733,233	100%
	42,733,233	

Detailed Maturity Profile	Face Value (\$)	
01. Less Than 30 Days	2,000,000	5%
02. Between 30 Days and 60 Days	9,000,000	21%
03. Between 60 Days and 90 Days	11,017,452	26%
04. Between 90 Days and 180 Days	17,215,781	40%
05. Between 180 Days and 365 Days	3,500,000	8%
	42,733,233	

Individual Institutional Exposures

Parent Group	Credit Rating	Exposure (\$M)	Exposure (%)	Policy Limit	Capacity
AMP Bank	A-2, BBB+	10.02M	23%	60%	15.62M
Bank of Queensland	A-2, BBB+	4.20M	10%	60%	21.44M
Macquarie Bank	A-1, A+	8.02M	19%	60%	17.62M
National Australia Bank	A-1+, AA-	6.00M	14%	75%	26.05M
Suncorp Bank	A-1, A+	12.00M	28%	60%	13.64M
Westpac Group	A-1+, AA-	2.50M	6%	75%	29.55M
		42.73M			

Individual Institutional Exposure Charts



Tamala Park Regional Council

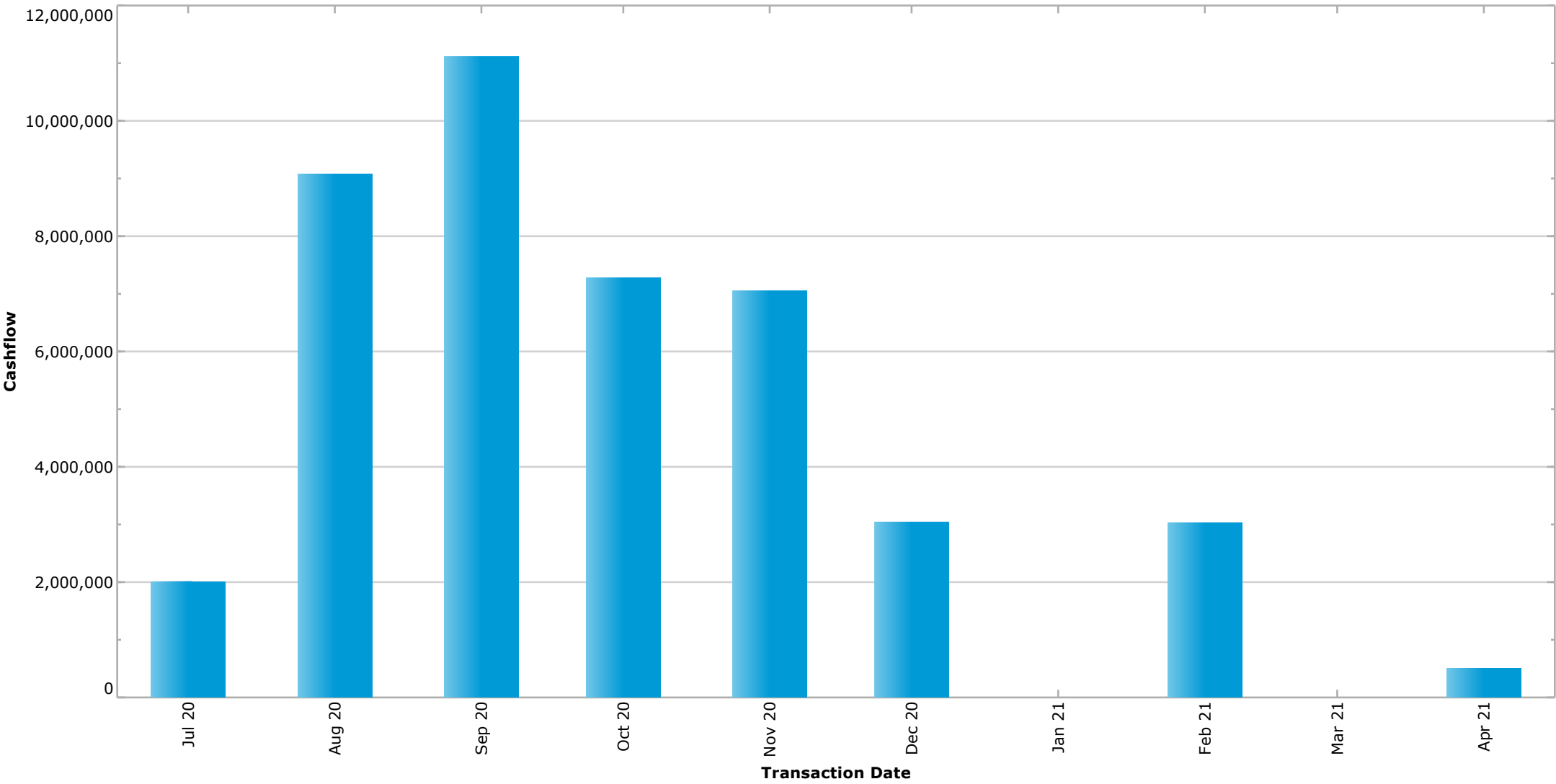
Cash Flows Report - June 2020

Current Month Cashflows

<u>Transaction Date</u>	<u>Deal No.</u>	<u>Cashflow Counterparty</u>	<u>Asset Type</u>	<u>Cashflow Description</u>	<u>Cashflow Received</u>
4-Jun-20	539423	Macquarie Bank	Term Deposits	Maturity Face Value - Received	4,000,000.00
		Macquarie Bank	Term Deposits	Interest - Received	21,879.45
				<u>Deal Total</u>	<u>4,021,879.45</u>
				Day Total	4,021,879.45
				Net Cash Movement for Period	4,021,879.45

Next Month Cashflows

<u>Transaction Date</u>	<u>Deal No.</u>	<u>Cashflow Counterparty</u>	<u>Asset Type</u>	<u>Cashflow Description</u>	<u>Cashflow Due</u>
13-Jul-20	539564	Macquarie Bank	Term Deposit	Maturity Face Value - Received	2,000,000.00
		Macquarie Bank	Term Deposit	Interest - Received	10,871.23
				<u>Deal Total</u>	<u>2,010,871.23</u>
				Day Total	2,010,871.23
				Net Cash Movement for Period	2,010,871.23



Appendix 8.3

Tamala Park Regional Council
Summary Payment List
June 2020

Date	Num	Name	Description	Amount
2/06/2020	CON-176	City of Joondalup	GST Nov 19 - April 20	-16,862.05
4/06/2020	ET-4869	Employee costs	Wages for period 21/05/20 - 03/06/20	-11,642.19
4/06/2020	ET-4872	Australian Super	Superannuation for period 21/05/20 - 03/06/20	-672.47
4/06/2020		Appliance Tagging Services	Testing & tagging services for TPRC appliances	-213.40
4/06/2020		Barnes, C & Burgess, J	Solar Panel Rebate - Lot 2088	-2,000.00
4/06/2020		Bird, T & J	Solar Panel Rebate - Lot 2120	-2,000.00
4/06/2020		Burgess Rawson	Valuations	-1,210.00
4/06/2020		Butler Settineri	Audit FYE 2020 - Interim Fee	-4,400.00
4/06/2020		Capital Transport Services	Courier charges (27 & 28 May 2020)	-28.03
4/06/2020		City of Stirling	GST (March & April), IT & phone recharges	-9,907.19
4/06/2020		Cossill and Webley	Portofino Promenade Extension 1 (April 2020)	-4,158.00
4/06/2020		Coterra Environment	Environmental consulting services (April 2020)	-797.23
4/06/2020		Creative Design and Planning	Monthly retainer (March 2020), Stages 25-27 Subdivision & E	-17,270.00
4/06/2020		LD Total	Landscape rebates - Lots 883 & 2062	-6,577.90
4/06/2020		Marketforce	Statutory advertising	-1,306.92
4/06/2020		McLeods Barristers and Solicitors	Legal services	-675.47
4/06/2020		Moore Australia (WA) Pty Ltd	Preparation of FBT Return 2020	-880.00
4/06/2020		O'Sullivan, Simon	Reimbursement of mobile phone charges (April 2020)	-49.00
4/06/2020		Plan E	Landscape architects	-8,569.00
4/06/2020		Prudential Investment Services	Investment services (May 2020)	-1,650.00
4/06/2020		R J Vincent and Co	Stage 26 Civil Works (Cert 14)	-18,064.01
4/06/2020		Rent.com.au (Operations) Pty Ltd	Digital Advertising	-4,400.00
4/06/2020		Signs and Lines	Signage	-22,904.23
4/06/2020		Social Garden	Viva La Catalina digital lead generation (April 2020)	-5,500.00
4/06/2020		Spectur Ltd	Security cameras	-176.00
4/06/2020		UDIA (WA)	2020/2021 Membership Subscription	-4,230.00
4/06/2020		Walker, Nicole	Solar Panel Rebate - Lot 2121	-2,000.00
4/06/2020		Wyard, Tom	Builder Referral - Lot 2064	-2,000.00
4/06/2020	ET-4873	Canon Australia Pty Ltd	Printing for period 21/04/20 - 20/05/20	-16.39
4/06/2020	ET-4874	Water Corporation	Sales Office water charges (16/03/20 - 15/05/20)	-215.53
4/06/2020	ET-4875	LD Total	Stage 11 Phase 2 landscaping (April 2020)	-86,263.39
5/06/2020	CON-173	City of Wanneroo - Supplier	GST March & April 2020	-4,166.11
9/06/2020	CH-200572	Western Australian Planning Commi	Stage 27 Application for Approval of Subdivision (90 lots)	-10,175.00
15/06/2020	ET-4882	Westpac Bank	Payment of credit card charges (CEO & EA) - May 2020	-266.98
18/06/2020	ET-4876	Employee costs	Wages for period 04/06/20 - 17/06/20	-11,306.35
18/06/2020	ET-4879	Australian Super	Superannuation for period 04/06/20 - 17/06/20	-672.47
18/06/2020	ET-4880	Australian Taxation Office	IAS (May 2020)	-15,742.00
18/06/2020	ET-4881	Synergy	Power - Sales Office & Stages 11 & 25 POS	-1,255.90
18/06/2020		Bird, T & J	WELS Rebate - Lot 2120	-1,000.00
18/06/2020		Capital Transport Services	Courier charges (3 - 11 June 2020)	-28.29
18/06/2020		City of Joondalup	Rates equivalent payment for 2019/20 financial year	-50,853.13
18/06/2020		City of Perth	Rates equivalent payment for 2019/20 financial year	-25,426.35
18/06/2020		City of Stirling	GST (May 2020) & Rates Reimbursement	-101,905.58
18/06/2020		City of Vincent	Rates equivalent payment for 2019/20 financial year	-25,426.35
18/06/2020		City of Wanneroo	Interim Rates & Rates Reimbursement	-85,527.10
18/06/2020		Cossill and Webley	Engineering services	-19,748.89
18/06/2020		Docushred	Security bin	-51.70
18/06/2020		Environmental Industries	Landscape Maintenance (May 2020)	-45,910.15
18/06/2020		Imagesource	Fornature Challenge maps	-60.50
18/06/2020		Kevin Smith Cleaning Services	Cleaning of TPRC offices (May 2020)	-132.00
18/06/2020		McMullen Nolan Group	Surveying services	-2,761.22
18/06/2020		Neverfail	Bottled water x 1	-14.75
18/06/2020		New Living Cleaning	Sales Office Cleaning x 5	-1,548.47
18/06/2020		Padfield, Craig	Builder Referral Fee - Lot 2009	-2,000.00
18/06/2020		Planning Institute of Australia	Annual Membership (CEO)	-632.00
18/06/2020		Red Empire Media	September 2019 Virtual Tour Amendments	-610.50
18/06/2020		Signs and Lines	Beach bannermesh remedial work (December 2019)	-839.52
18/06/2020		Social Garden	Digital media	-13,750.00
18/06/2020		Teo, WJ & Chuang, YJ	Solar Panel Rebate - Lot 2103	-2,000.00
18/06/2020		Totham, S & A	WELS Rebate - Lot 2062	-1,000.00
18/06/2020		Town of Victoria Park	Rates equivalent payment for 2019/20 financial year	-25,426.35
18/06/2020		Treacy Fencing	Fencing - Lot 2120	-1,118.70
25/06/2020		City of Joondalup	14th Dividend Payment - TPRC Project	-500,000.00
25/06/2020		City of Perth	14th Dividend Payment - TPRC Project	-250,000.00
25/06/2020		City of Stirling	14th Dividend Payment - TPRC Project	-1,000,000.00
25/06/2020		City of Vincent	Profit Distribution	-250,041.00

25/06/2020		City of Wanneroo	14th Dividend Payment - TPRC Project	-500,000.00
25/06/2020		Environmental Industries	Landscape maintenance	-15,065.44
25/06/2020		Neverfail	Bottled water x 2	-27.00
25/06/2020		R J Vincent and Co	Stage 26 Civil Works (Cert 15)	-6,336.96
25/06/2020		Social Garden	Digital brand campaign (June 2020)	-2,750.00
25/06/2020		Town of Cambridge	14th Dividend Payment - TPRC Project	-250,000.00
25/06/2020		Town of Victoria Park	14th Dividend Payment - TPRC Project	-250,000.00
25/06/2020	ET-4883	Canon Australia Pty Ltd	Printing for period 21/05/20 - 20/06/20	-48.39
25/06/2020	ET-4884	Synergy	Power x 4	-1,651.46
30/06/2020		City of Stirling	TPRC office rent x 2	-6,590.34
30/06/2020		Darren Long Consulting	Review & update of Workforce Plan	-825.00
30/06/2020		G2IT	Dell OptiPlex 7070 Micro PC x 3 (as per Quote #568)	-3,725.70
30/06/2020		Town of Victoria Park	GST Feb - May 20	-2,663.00
30/06/2020	CON-174	City of Perth	GST Sept 19 - May 20	-21,012.37
30/06/2020	CON-175	City of Wanneroo	GST owing May 2020	-82.63
TOTAL				<u><u>-3,748,814.05</u></u>

Tamala Park Regional Council
Summary Payment List
May 2020

Date	Num	Name	Description	Amount
7/05/2020	ET-4855	Employee costs	Wages for period 23/04/20 - 06/05/20	-11,553.80
7/05/2020	ET-4858	Australian Super	Superannuation for period 23/04/20 - 06/05/20	-672.47
7/05/2020	ET-4859	Alinta Energy	Sales Office gas charges (15/01/20 - 15/04/20)	-26.50
7/05/2020	ET-4860	Canon Australia Pty Ltd	Printing charges (21/03/20 - 20/04/20)	-30.02
7/05/2020	ET-4861	Synergy	Power - Stage 1 POS & Aviator Bore	-253.24
7/05/2020		Capital Transport Services	Courier charges (April 2020)	-28.76
7/05/2020		Environmental Industries	Landscape maintenance (March 2020)	-45,910.15
7/05/2020		LD Total	Landscaping services	-364,594.65
7/05/2020		Marketforce	Statutory advertising	-524.77
7/05/2020		McLeods Barristers and Solicitors	Legal advice re FOI	-793.98
7/05/2020		Moore Australia (WA) Pty Ltd	Accounting services (March 2020)	-1,848.00
7/05/2020		Paella on the Move	Welcome resident event - increased catering	-330.00
7/05/2020		Prudential Investment Services	Investment services (April 2020)	-1,650.00
7/05/2020		Signs and Lines	Supply of lot plates (April 2020)	-6,080.34
7/05/2020		The Brand Agency	Quarter 4 artwork	-3,447.40
7/05/2020	ET-4862	Australian Taxation Office	IAS (April 2020)	-15,876.00
13/05/2020	ET-4863	Westpac Bank	Payment of credit card charges (CEO & EA) - May 2020	-133.50
15/05/2020	ET-4357	National Australia Bank	Bank charges NAB At-Call AC	-12.00
18/05/2020	CON-172	Town of Cambridge	GST February - April 2020	-2,622.00
21/05/2020	ET-4864	Employee costs	Wages for period 07/05/20 - 20/05/20	-11,777.39
21/05/2020	ET-4867	Australian Super	Superannuation for period 07/05/20 - 20/05/20	-698.38
21/05/2020		Anderson, Claire	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Burgess Rawson	GST Valuations (April 2020)	-165.00
21/05/2020		Caddy, Karen	Chairman allowance 20 January 2020 - 19 May 2020	-8,975.50
21/05/2020		Chester, John	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		City of Vincent - Supplier	GST owing April 2020	-966.00
21/05/2020		Cole, Emma	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Cossill and Webley	Engineering services	-35,544.56
21/05/2020		Coterra Environment	FMP post-submission items (March 2020)	-551.93
21/05/2020		Dominic Carbone and Assoc	GST accounting services (April 2020)	-462.00
21/05/2020		Eco Logical Australia	EPBC Compliance Report - Final	-1,523.50
21/05/2020		Environmental Industries	Landscape maintenance (April 2020)	-45,910.15
21/05/2020		Fast Flyers	Catalyst newsletter delivery (April 2020)	-160.16
21/05/2020		Hammond, Andrew	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Imagesource	Printing	-789.25
21/05/2020		Kevin Smith Cleaning Services	Cleaning of TPRC offices (April 2020)	-132.00
21/05/2020		Lagan, David	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		LD Total	Landscape rebate - Lot 872	-3,872.61
21/05/2020		McMullen Nolan Group	Stages 27 & 28 Subdivision Plan	-825.00
21/05/2020		Migdale, Suzanne	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Moore Australia (WA) Pty Ltd	Compilation of SOFA (April 2020) & BAS (Q/E March 2020)	-2,398.00
21/05/2020		Neverfail	Bottled water x 2	-28.25
21/05/2020		O'Sullivan, Simon	Reimbursement of mobile phone charges (March 2020)	-49.00
21/05/2020		Officeworks	Office supplies	-147.80
21/05/2020		Realestate.com.au	Digital advertising	-12,676.29
21/05/2020		Sandri, Bianca	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Satterley Property Group	Community Development services (March 2020)	-4,778.40
21/05/2020		Seed West	Beach foreshore access seed collection	-5,335.00
21/05/2020		Signs and Lines	Signage	-7,105.96
21/05/2020		Taylor, Philippa	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Timmermanis, Andres	Deputy Chair allowance 20 January 2020 - 19 May 2020	-3,893.94
21/05/2020		Treacy Fencing	Fencing - Lot 2121	-1,801.80
21/05/2020		Treby, Brett	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020		Zappa, Domenic	Elected member attendance fee 20 January 2020 - 19 May 2020	-2,640.00
21/05/2020	ET-4868	Water Corporation	Water service charges (June 2020) - Lot 2077	-48.73
TOTAL				-633,404.18

Appendix 8.4

21 July 2020

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

Dear Tony

Catalina Financial Report for June 2020

Please find attached the Catalina Financial Report for June 2020. This report has been prepared on a cash basis and compares actual income and expenditure to the June 2019 approved budget for the period 1 June 2020 to 30 June 2020.

Residential settlement revenue for the full financial year to 30 June 2020 is \$7.3m which is \$1.3m behind the approved 'June 2019' budget due to 4 less settlements.

Overall FYE2020 expenditure is \$12.7m under budget per the approved 'June 2019' budget, with \$1.7m spent against a budget of \$14.4m. The main areas of variances are summarised below:

- Land Acquisitions is \$5.1m under budget due to the WAPC not yet requiring payment for the land acquisition.
- Lot Production is \$1.2m under budget, noting the following variances:
 - Stage 26 \$0.7m under budget due to timing of invoice payments and savings on construction;
 - Stage 18C \$0.45m under budget as construction yet to commence;
 - \$0.5m combined minor variances.
- Landscaping is \$1.65m under budget, noting the following variances:
 - Stage 10 BCA \$122k under budget due to re-classification of works to Landscape maintenance in the latest approved budget;
 - Foreshore Reserve Interface \$300k under budget as works now forecast to commence in the second half of FY21;
 - Stage 25 Greenlink \$148k under budget due to savings and timing of retention release;
 - Preliminary Landscape Consultancy \$157k under budget due to timing of payments;
 - Northern BCA \$100k under budget due to timing of works and invoice payments;
 - Stage 11 phase 2 \$104k under budget due to delayed commencement date;
 - Stage 12/13 Greenlink Bore \$111k under budget due to iron filtration system recommendation yet to be presented to the TPRC (this is currently being priced). Drilling works have been approved and are about to commence;
 - Marmion Ave Shrub Planting \$103k under budget due to seasonal planting conditions;

- Neerabup Rd Median \$118k under budget due to delayed commencement date;
- Early Stock Procurement \$100k under budget as this is no longer required.
- \$0.29m combined minor variances.
- Infrastructure Spend is \$2.6m under budget, noting the following variances:
 - Connolly Drive Green Link Intersection \$0.37m under budget as this is now required with stage 16.
 - West Beach Access \$0.7m under budget as works now forecast to commence in the second half of FY21;
 - Aviator Blvd Ext. Stg 25 to Long Beach Prom \$0.4m under budget due to works now forecast to commence in the second half of FY21;
 - Catalina Beach Dual Use Path \$1.07m under budget as works yet to be completed;
 - \$0.06m combined minor variances.
- Infrastructure Refunds \$144k over budget as the refund for the Waste Water Pump Station came in higher than expected.
- Indirect Consultants \$385k under budget due to timing of invoice payments and slowing of construction program.
- Special Sites & Fixed Assets \$45k under budget due to timing of invoice payments.
- P&L expenditure is \$1.57m under budget, noting the following variances:
 - Marketing \$199k under budget due to timing of invoice payments and commencement of new initiatives;
 - Community Development \$136k under budget due to some events being cancelled or modified;
 - Sales Office and Carpark Rent \$67k under budget as not yet required;
 - Central Cell Sales Office Carpark Makegood \$57k under budget due to timing of invoice payments;
 - Rates & Taxes \$173k under budget as full allowance not yet required;
 - Maintenance \$175k under budget due to timing of invoice payments;
 - Contingency \$618k not required;
 - \$0.14m Combined minor variances for other Overheads.

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

Yours faithfully



Ross Carmichael
General Manager - Finance

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2020		Actual MTD Vs Budget Jun 2020			Year to date Vs Budget to Jun 2020			Project to date Vs Budget to Jun 2020			Bud Comparison: Jun 19 Approved
Job Description	Account Description	Actual 1 month to Jun 2020	Budget 1 month to Jun 2020	Variance	YTD to Jun 2020	YTD budget	Variance	PTD to Jun 2020	PTD budget	Variance	Comments regarding variance
REVENUE											
Settlements	Settlement revenue	269,000	931,416	(662,416)	7,285,000	8,593,874	(1,308,874)	244,383,500	245,282,732	(899,232)	22 settlements YTD ex GST Margin scheme.
Margin GST	Margin GST	(2,003)	(13,636)	11,634	(73,072)	(118,182)	45,110	(3,584,636)	(3,639,344)	54,708	GST Margin as detailed in Burgess Rawson valuations
Direct Selling Costs		(14,172)	(42,917)	28,745	(372,262)	(416,314)	44,052	(11,160,689)	(11,177,277)	16,588	Includes Commission and Management Fees
Interest Income		0	0	0	0	0	0	85,114	85,001	113	Penalty interest income on settlements
Forfeited Deposits		0	0	0	0	0	0	22,727	22,727	0	
Other Income	Special sites revenue	0	0	0	437,873	436,364	1,509	3,728,594	3,727,085	1,509	
Rebate Allowance		(20,997)	(44,120)	23,123	(210,218)	(1,216,887)	1,006,669	(5,938,510)	(7,576,177)	1,637,667	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		231,829	830,743	(598,914)	7,067,321	7,278,856	(211,535)	227,536,100	226,724,746	811,354	
LOT PRODUCTION											
Earthworks Stages 1-4, 6	Siteworks / Earthworks	0	0	0	0	0	0	2,122,407	2,122,407	0	
	Direct Consultants	0	0	0	0	0	0	157,827	157,827	0	
Total Earthworks Stages 1-4, 6		0	0	0	0	0	0	2,280,234	2,280,234	(0)	
Earthworks Stages 5 & 7	Siteworks / Earthworks	0	0	0	0	0	0	2,368,798	2,368,798	0	
	Direct Consultants	0	0	0	0	0	0	121,827	121,827	0	
Total Earthworks Stages 5 & 7		0	0	0	0	0	0	2,490,625	2,490,625	0	
Earthworks Stage 8	Siteworks / Earthworks	0	0	0	0	0	0	1,265,418	1,265,418	0	
	Direct Consultants	0	0	0	0	0	0	63,366	63,366	0	
Total Earthworks Stage 8		0	0	0	0	0	0	1,328,784	1,328,784	0	
Earthworks Stages 9-11	Siteworks / Earthworks	0	0	0	0	0	0	4,066,094	4,066,094	0	
	Direct Consultants	0	0	0	0	0	0	99,325	99,325	0	
Total Earthworks Stages 9-11		0	0	0	0	0	0	4,165,419	4,165,419	0	
Earthworks Stages 12-13	Siteworks / Earthworks	0	0	0	0	0	0	1,139,937	1,139,937	0	
	Direct Consultants	0	0	0	0	0	0	108,025	108,025	0	
Total Earthworks Stage 12-13		0	0	0	0	0	0	1,247,962	1,247,962	0	
Earthworks Stages 14-18	Siteworks / Earthworks	0	0	0	0	0	0	1,738,744	1,738,744	0	
	Direct Consultants	0	0	0	0	0	0	250,660	250,660	0	
Total Earthworks Stage 14-18		0	0	0	0	0	0	1,989,404	1,989,404	0	
Earthworks Stage 20-24	Direct Consultants	0	0	0	0	0	0	27,113	27,113	0	
Total Earthworks Stage 20-24		0	0	0	0	0	0	27,113	27,113	0	
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	0	0	0	3,603,087	3,603,087	(0)	
	Direct Consultants	0	0	0	0	0	0	186,216	192,859	6,643	
Total Earthworks Stage 25-27		0	0	0	0	0	0	3,789,303	3,795,945	6,643	
Stage 1	Siteworks / Earthworks	0	0	0	0	0	0	3,208,532	3,208,532	0	
	Authorities Fees	0	0	0	0	0	0	158,201	158,201	(0)	
	Direct Consultants	0	0	0	0	0	0	214,916	214,916	0	
Total Stage 1		0	0	0	0	0	0	3,581,649	3,581,649	(0)	
Stage 2	Siteworks / Earthworks	0	0	0	0	0	0	2,691,287	2,691,287	0	
	Authorities Fees	0	0	0	0	0	0	210,292	210,292	0	
	Direct Consultants	0	0	0	0	0	0	164,171	166,571	2,400	
Total Stage 2		0	0	0	0	0	0	3,065,749	3,068,150	2,400	
Stage3	Siteworks / Earthworks	0	0	0	0	0	0	2,010,933	2,010,933	0	
	Authorities Fees	0	0	0	0	0	0	284,155	284,155	(0)	
	Direct Consultants	0	0	0	0	0	0	187,648	187,648	0	
Total Stage 3		0	0	0	0	0	0	2,482,736	2,482,736	(0)	
Stage 4	Siteworks / Earthworks	0	0	0	0	0	0	2,298,741	2,298,741	0	
	Authorities Fees	0	0	0	0	0	0	284,471	284,471	0	
	Direct Consultants	0	0	0	0	0	0	219,983	219,983	0	
Total Stage 4		0	0	0	0	0	0	2,803,195	2,803,195	0	
Stage 5	Siteworks / Earthworks	0	0	0	0	0	0	2,796,102	2,796,102	(0)	
	Authorities Fees	0	0	0	0	0	0	392,082	392,082	0	
	Direct Consultants	0	0	0	0	0	0	388,371	388,371	0	
Total Stage 5		0	0	0	0	0	0	3,576,555	3,576,555	(0)	
Stage 6A	Siteworks / Earthworks	0	0	0	0	0	0	297,465	297,465	0	
	Authorities Fees	0	0	0	0	0	0	50,207	50,207	0	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2020		Actual MTD Vs Budget Jun 2020			Year to date Vs Budget to Jun 2020			Project to date Vs Budget to Jun 2020			Bud Comparison: Jun 19 Approved
Job Description	Account Description	Actual 1 month to Jun 2020	Budget 1 month to Jun 2020	Variance	YTD to Jun 2020	YTD budget	Variance	PTD to Jun 2020	PTD budget	Variance	Comments regarding variance
Total Stage 6A	Direct Consultants	0	0	0	0	0	0	39,033	39,033	0	
Stage 6B	Siteworks / Earthworks	0	0	0	0	0	0	386,705	386,705	0	
	Authorities Fees	0	0	0	0	0	0	708,104	708,104	0	
	Direct Consultants	0	0	0	0	0	0	202,417	202,417	0	
Total Stage 6B		0	0	0	0	0	0	121,160	121,650	490	
Stage 6C	Siteworks / Earthworks	0	0	0	0	0	0	1,031,681	1,032,171	490	
	Authorities Fees	0	0	0	0	0	0	484,386	484,386	0	
	Direct Consultants	0	0	0	0	0	0	90,611	90,611	0	
Total Stage 6C		0	0	0	0	0	0	52,015	52,015	0	
Stage 7	Siteworks / Earthworks	0	0	0	0	0	0	627,012	627,012	0	
	Authorities Fees	0	0	0	0	0	0	2,257,683	2,257,684	1	
	Direct Consultants	0	0	0	0	0	0	425,907	425,907	0	
Total Stage 7		0	0	0	0	0	0	290,878	290,878	(0)	
Stage 8	Siteworks / Earthworks	0	0	0	0	0	0	2,974,468	2,974,469	1	
	Authorities Fees	0	0	0	0	0	0	2,494,187	2,494,187	0	
	Direct Consultants	0	0	0	0	0	0	314,992	314,992	0	
Total Stage 8		0	0	0	0	0	0	251,105	251,105	0	
Stage 9	Siteworks / Earthworks	0	0	0	0	0	0	3,060,284	3,060,284	0	
	Authorities Fees	0	0	0	0	0	0	2,418,198	2,418,198	0	
	Direct Consultants	0	0	0	0	0	0	406,804	406,804	0	
Total Stage 9		0	0	0	0	0	0	236,848	236,848	0	
Stage 10	Siteworks / Earthworks	0	0	0	0	0	0	3,061,850	3,061,850	0	
	Authorities Fees	0	0	0	0	0	0	1,229,760	1,229,760	0	
	Direct Consultants	0	0	0	0	0	0	160,060	160,060	0	
Total Stage 10		0	0	0	0	0	0	141,355	141,355	0	
Stage 11	Siteworks / Earthworks	0	0	0	0	0	0	1,531,175	1,531,175	0	
	Authorities Fees	0	0	0	0	0	0	2,778,422	2,778,422	(0)	
	Direct Consultants	0	0	0	0	0	0	463,449	463,449	0	
Total Stage 11		0	0	0	0	0	0	336,976	336,976	0	
Stage 12	Siteworks / Earthworks	0	0	0	0	0	0	3,578,848	3,578,848	(0)	
	Authorities Fees	0	0	0	0	0	0	2,077,002	2,077,002	0	
	Direct Consultants	0	0	0	0	0	0	258,204	258,204	0	
Total Stage 12		0	0	0	0	0	0	247,233	247,768	535	
Stage 13A	Siteworks / Earthworks	0	0	0	0	0	0	2,582,440	2,582,975	535	
	Authorities Fees	0	0	0	0	0	0	1,932,316	1,932,316	0	
	Direct Consultants	0	0	0	0	0	0	264,752	264,752	0	
Total Stage 13A		0	0	0	0	0	0	172,787	174,267	1,480	
Stage 13B	Siteworks / Earthworks	0	0	0	0	0	0	2,369,855	2,371,336	1,480	
	Authorities Fees	0	0	0	0	0	0	2,115,792	2,115,792	0	
	Direct Consultants	0	0	0	0	0	0	195,434	195,434	0	
Total Stage 13B		0	0	0	0	0	0	241,636	242,101	465	
Stage 14A	Siteworks / Earthworks	0	0	0	0	0	0	2,552,862	2,553,327	465	
	Authorities Fees	0	0	0	0	0	0	2,221,820	2,221,820	0	
	Direct Consultants	0	0	0	0	0	0	467,540	467,540	0	
Total Stage 14A		0	0	0	0	0	0	301,549	344,079	42,530	
Stage 14B	Siteworks / Earthworks	0	0	0	0	0	0	2,990,908	3,033,438	42,530	
	Authorities Fees	0	0	0	0	0	0	482,855	500,850	17,995	
	Direct Consultants	0	0	0	0	0	0	110,991	110,991	0	
Total Stage 14B		0	0	0	0	0	0	17,639	17,739	100	
Stage 15	Siteworks / Earthworks	0	0	0	0	0	0	611,485	629,580	18,095	
	Authorities Fees	0	0	0	0	0	0	1,999,681	1,999,681	0	
	Direct Consultants	0	0	0	0	0	0	357,841	357,841	0	
Total Stage 15		0	0	0	0	0	0	263,241	267,061	3,820	
Stage 16A	Authorities Fees	0	0	0	0	0	0	2,620,763	2,624,583	3,820	
	Direct Consultants	0	0	0	0	0	0	9,844	9,844	0	
Total Stage 16A		0	0	0	0	0	0	17,605	17,605	0	
Stage 16B	Direct Consultants	0	0	0	0	0	0	27,449	27,449	0	
		0	0	0	0	0	0	26,000	26,000	0	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2020		Actual MTD Vs Budget Jun 2020			Year to date Vs Budget to Jun 2020			Project to date Vs Budget to Jun 2020			Bud Comparison: Jun 19 Approved
Job Description	Account Description	Actual 1 month to Jun 2020	Budget 1 month to Jun 2020	Variance	YTD to Jun 2020	YTD budget	Variance	PTD to Jun 2020	PTD budget	Variance	Comments regarding variance
Total Stage 16B		0	0	0	0	0	0	26,000	26,000	0	
Stage 17A	Siteworks / Earthworks	0	0	0	0	0	0	732,033	732,033	0	
	Authorities Fees	0	0	0	0	0	0	161,279	161,279	0	
	Direct Consultants	0	0	0	0	0	0	110,250	115,250	5,000	
Total Stage 17A		0	0	0	0	0	0	1,003,563	1,008,563	5,000	
Stage 17B	Siteworks / Earthworks	0	0	0	0	0	0	1,273,015	1,642,087	369,072	
	Authorities Fees	0	0	0	0	0	0	194,411	195,384	973	
	Direct Consultants	0	0	0	0	5,969	5,969	180,869	192,600	11,731	
Total Stage 17B		0	0	0	0	5,969	5,969	1,648,295	2,030,071	381,776	
Stage 18A	Siteworks / Earthworks	0	0	0	0	0	0	871,358	871,358	0	
	Authorities Fees	0	0	0	0	0	0	216,537	216,537	0	
	Direct Consultants	0	0	0	0	0	0	125,664	131,200	5,536	
Total Stage 18A		0	0	0	0	0	0	1,213,559	1,219,095	5,536	
Stage 18B	Siteworks / Earthworks	0	0	0	0	0	0	1,486,381	2,411,579	925,198	Stage 18C costs doubled up in budget
	Authorities Fees	0	0	0	0	0	0	267,438	270,948	3,510	
	Direct Consultants	0	0	0	0	0	0	191,390	364,990	173,600	
Total Stage 18B		0	0	0	0	0	0	1,945,209	3,047,517	1,102,308	
Stage 18C	Siteworks / Earthworks	0	152,650	152,650	0	305,300	305,300	0	305,300	305,300	
	Direct Consultants	0	0	0	0	143,400	143,400	0	143,400	143,400	
Total Stage 18C		0	152,650	152,650	0	448,700	448,700	0	448,700	448,700	
Stage 25	Siteworks / Earthworks	0	0	0	0	0	0	5,523,981	5,579,231	55,250	
	Authorities Fees	0	0	0	0	0	0	212,929	212,929	0	
	Direct Consultants	0	0	0	0	0	0	280,279	297,991	17,713	
Total Stage 25		0	0	0	0	0	0	6,017,188	6,090,151	72,963	
Stage 26	Siteworks / Earthworks	22,183	0	(22,183)	725,030	1,401,273	676,242	1,271,026	1,199,122	(71,904)	
	Authorities Fees	0	0	0	3,235	38,454	35,219	239,777	490,560	250,783	
	Direct Consultants	0	0	0	40,599	36,054	(4,546)	144,968	162,500	17,532	
Total Stage 26		22,183	0	(22,183)	768,865	1,475,780	706,915	1,655,772	1,852,182	196,410	
Stage 27A	Authorities Fees	10,175	0	(10,175)	10,175	0	(10,175)	10,175	0	(10,175)	
Total Stage 27A		10,175	0	(10,175)	10,175	0	(10,175)	10,175	0	(10,175)	
Various Stages	Clearance Bonds	0	0	0	(4,377)	50,000	54,377	242,868	492,625	249,757	
TOTAL LOT PRODUCTION		32,358	152,650	120,292	774,663	1,980,449	1,205,786	76,599,141	79,127,874	2,528,733	Within budget
LANDSCAPING											
Stage 7 Landscaping	Landscape Construction	0	0	0	0	0	0	169,816	169,816	0	Within total FY20 Landscaping budget
Stage 7 Landscaping	Landscape Consulting	0	0	0	0	0	0	7,193	7,193	0	
Stage 8 Landscaping	Landscape Construction	0	0	0	0	0	0	412,952	412,952	0	
Stage 8 Landscaping	Landscape Consulting	0	0	0	0	0	0	30,857	30,857	0	
Stage 9 Landscaping Aviator Blvd Greenlink	Landscape Construction	0	0	0	0	0	0	104,134	104,134	0	
Stage 9 Landscaping Aviator Blvd Greenlink	Landscape Consulting	0	0	0	0	0	0	11,489	11,489	0	
Stage 10 POS (10.1)	Landscape Construction	0	0	0	0	0	0	198,747	198,747	0	
Stage 10 POS (10.1)	Landscape Consulting	0	0	0	0	0	0	14,417	14,417	0	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	759	0	(759)	1,332,634	1,331,874	(760)	
Stage 11 Landscape Consultancy	Landscape Consulting	1,140	0	(1,140)	14,820	0	(14,820)	162,359	163,675	1,316	
Stage 12 Landscaping	Landscape Construction	0	0	0	0	0	0	236,650	242,601	5,950	
Stage 12 Landscaping	Landscape Consulting	0	0	0	0	0	0	27,377	27,377	0	
Stage 13 Landscaping	Landscape Construction	0	0	0	0	5,607	5,607	789,993	800,085	10,092	
Stage 13 Landscaping	Landscape Consulting	0	0	0	0	0	0	61,433	61,433	0	
Stage 14A Landscaping	Landscape Construction	0	0	0	10,948	0	(10,948)	553,652	663,360	109,708	
Stage 14A Landscaping	Landscape Consulting	0	0	0	0	0	0	12,013	8,430	(3,583)	
Stage 14B Landscaping	Landscape Construction	0	0	0	2,774	0	(2,774)	216,700	216,701	1	
Stage 14B Landscaping	Landscape Consulting	0	0	0	0	0	0	15,457	15,457	0	
Stage 15 Landscaping	Landscape Construction	0	0	0	985	0	(985)	115,933	115,933	0	
Stage 15 Landscaping	Landscape Consulting	0	0	0	0	0	0	18,838	18,838	0	
Stage 16A Landscaping	Landscape Consulting	0	0	0	0	0	0	11,303	11,303	0	
Stage 17 Landscaping	Landscape Construction	0	0	0	203,449	252,885	49,435	203,449	505,769	302,320	
Stage 17 Landscaping	Landscape Consulting	0	0	0	0	0	0	2,720	2,932	212	
Stage 18 Landscaping	Landscape Construction	0	0	0	2,169	0	(2,169)	267,780	267,780	(0)	
Stage 18 Landscaping	Landscape Consulting	0	0	0	0	0	0	46,251	46,001	(250)	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2020		Actual MTD Vs Budget Jun 2020			Year to date Vs Budget to Jun 2020			Project to date Vs Budget to Jun 2020			Bud Comparison: Jun 19 Approved	
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Stage 8 Landscaping Verge Landscaping Lot 475	Landscape Construction	0	0	0	0	0	0	1,001	1,001	0		
Stage 8 Landscaping Street Trees / Streetscapes	Landscape Construction	0	0	0	0	0	0	63,552	63,552	0		
Stage 8 Landscaping Street Trees / Streetscapes	Landscape Consulting	0	0	0	0	0	0	2,587	2,587	0		
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	2,829	125,311	122,482	228,092	375,636	147,544		
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	28,012	28,012	0		
Stage 9 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	40,000	40,000	0		
Stage 9 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	3,120	3,120	0		
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	116,647	116,647	0		
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	7,918	7,918	0		
Seed Collection	Landscape Construction	0	0	0	4,850	27,750	22,900	12,100	35,000	22,900		
Stage 8 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	19,598	19,598	0		
Stage 8 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	0	0	1,346	1,346	0		
Stage 9 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	95,700	95,700	0		
Stage 9 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	0	0	5,500	5,500	0		
School Oval	Landscape Construction	0	0	0	0	0	0	44,219	44,219	0		
Marmion Ave Eastern Verge Upgrade	Landscape Construction	0	0	0	0	0	0	269,451	292,707	23,256		
Marmion Ave Eastern Verge Upgrade	Landscape Consulting	0	0	0	0	0	0	19,688	19,688	(0)		
Western Cell Long Beach Prom Entry Statement	Landscape Consulting	0	0	0	0	0	0	19,164	19,164	0		
Western Cell Long Beach Prom Greenlink	Landscape Consulting	0	0	0	0	0	0	11,880	11,880	(0)		
Western Cell Marmion Ave Verge	Landscape Consulting	0	0	0	0	0	0	19,196	19,196	0		
Western Cell POS	Landscape Consulting	0	0	0	0	0	0	83,145	83,145	0		
Western Cell POS2	Landscape Consulting	0	0	0	0	0	0	64,091	87,253	23,162		
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Construction	0	0	0	5,916	0	(5,916)	118,324	150,000	31,676		
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Consulting	0	0	0	0	0	0	9,466	9,466	0		
Western Cell Long Beach Prom Medians	Landscape Consulting	0	0	0	0	0	0	19,357	19,357	(0)		
Catalina Beach Foreshore Reserve Interface	Landscape Construction	0	75,000	75,000	0	300,000	300,000	0	300,000	300,000		
Catalina Beach Greenlink Stage 25	Landscape Construction	0	0	0	128,792	276,419	147,627	3,941,448	4,295,473	354,025		
Catalina Beach Greenlink Stage 25	Landscape Consulting	0	0	0	0	0	0	118,249	163,658	45,409		
Preliminary Landscaping Consultancy	Landscape Consulting	6,650	15,500	8,850	96,935	254,156	157,221	262,743	442,586	179,843		
Northern Biodiversity Conservation Area	Landscape Construction	0	0	0	17,898	118,080	100,182	348,377	448,559	100,182		
Northern Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	19,093	29,843	10,750		
Neerabup Road Verge Treatment - West	Landscape Construction	0	0	0	0	0	0	795,713	795,713	0		
Neerabup Road Verge Treatment - West	Landscape Consulting	0	0	0	0	0	0	47,056	47,056	0		
Neerabup Road Verge Treatment - East	Landscape Construction	0	0	0	0	0	0	180,487	180,487	0		
Neerabup Road Verge Treatment - East	Landscape Consulting	0	0	0	0	0	0	23,134	23,134	0		
Neerabup Entry Statement	Landscape Construction	0	0	0	0	0	0	87,605	87,605	0		
Neerabup Entry Statement	Landscape Consulting	0	0	0	0	0	0	1,927	1,927	0		
Public Open Space 1	Landscape Construction	0	0	0	0	0	0	369,509	369,509	0		
Public Open Space 1	Landscape Consulting	0	0	0	0	0	0	46,158	46,158	0		
Public Open Space - Lot 8009	Landscape Construction	0	0	0	0	0	0	166,728	170,896	4,168		
Public Open Space - Lot 8009	Landscape Consulting	0	0	0	0	0	0	11,504	11,504	0		
Sales Centre Landscaping	Landscape Construction	0	0	0	0	0	0	1,700	1,700	0		
Streetscape To Stage 1	Landscape Construction	0	0	0	0	0	0	251,365	275,067	23,702		
Public Open Space - Lot 8007	Landscape Construction	0	0	0	0	0	0	1,083,262	1,083,262	0		
Public Open Space - Lot 8007	Landscape Consulting	0	0	0	0	0	0	76,262	76,262	0		
Irrigation System	Landscape Construction	0	0	0	0	0	0	76,010	76,010	0		
Irrigation System	Landscape Consulting	0	0	0	0	0	0	4,801	4,801	0		
Public Art	Landscape Construction	0	8,333	8,333	963	100,000	99,037	156,764	287,513	130,749		
Public Art	Landscape Consulting	0	0	0	0	0	0	13,105	18,350	5,245		
Streescapes Stg 2 Consultancy	Landscape Construction	0	0	0	0	0	0	164,882	164,882	0		
Streescapes Stg 2 Consultancy	Landscape Consulting	0	0	0	0	0	0	11,980	11,980	0		
Streetscape To Stage 3	Landscape Construction	0	0	0	0	0	0	40,537	40,537	0		
Aviator Blvd Greenlink (5.2)	Landscape Consulting	0	0	0	0	0	0	6,072	6,072	0		
Neerabup Road Verge Treatment Stg4	Landscape Construction	0	0	0	0	0	0	206,713	206,713	0		
Neerabup Road Verge Treatment Stg4	Landscape Consulting	0	0	0	0	0	0	12,759	12,759	0		
Neerabup Road Verge Treatment Stg5	Landscape Construction	0	0	0	0	0	0	157,346	157,346	0		
Neerabup Road Verge Treatment Stg5	Landscape Consulting	0	0	0	0	0	0	14,093	14,093	0		
Public Open Space Stage 6	Landscape Construction	0	0	0	0	0	0	145,252	157,412	12,160		

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Public Open Space Stage 6	Landscape Consulting	0	0	0	0	0	0	6,768	6,768	0	Within budget 	

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UXO - Search Western Cell Phase 2		0	0	0	0	0	0	14,500	14,500	0	<div> <div></div> <div>Within budget</div> </div>
UXO - Search Western Cell Phase 2		0	0	0	0	0	0	1,625	1,625	0	
Aviator Blvd Extension St 25 to Long Beach Prom incl services extensions (exc Beach Access Tr		0	129,750	129,750	0	389,250	389,250	1,500	390,750	389,250	
Aviator Blvd Extension St 25 to Long Beach Prom incl services extensions (exc Beach Access Tr		7,088	1,751	(5,337)	10,238	21,008	10,771	39,930	50,700	10,771	
Housing Auth Dist Plan Scheme 2		0	0	0	0	0	0	162,919	162,919	0	
Main 01 Bulk Earthworks Stg 20-24 Primary School & GHS		0	0	0	57,021	57,021	0	57,021	57,021	0	
Raise existing bore on Connolly Drive		0	0	0	0	0	0	0	2,004	2,004	
Catalina Beach North/South Dual Use Path		0	0	0	0	1,000,000	1,000,000	0	1,000,000	1,000,000	
Catalina Beach North/South Dual Use Path		0	0	0	0	65,000	65,000	0	65,000	65,000	
Waste Water Pump Station (West)		0	0	0	6,470	6,470	0	1,804,215	1,859,590	55,374	
Rubbish removal - General Allowance		0	0	0	0	0	0	17,314	14,717	(2,597)	
INFRASTRUCTURE		13,101	728,811	715,710	104,576	2,725,752	2,621,176	12,986,693	15,709,008	2,722,314	
INFRASTRUCTURE REFUNDS											
Neerabup Road Reimbursement		0	0	0	0	0	0	(432,548)	(432,548)	0	
Waste Water Pump Station (West)		0	0	0	(1,397,613)	(1,253,120)	144,493	-1,397,613	(1,253,120)	144,493	
INFRASTRUCTURE REFUNDS		0	0	0	(1,397,613)	(1,253,120)	144,493	(1,830,161)	(1,685,668)	144,493	
TOTAL INFRASTRUCTURE		13,101	728,811	715,710	(1,293,037)	1,472,632	2,765,669	11,156,532	14,023,340	2,866,807	Within budget
SPECIAL SITES & FIXED ASSETS											<div> <div></div> <div>Within budget</div> </div>
Lot 1 Group Housing Site Construction		0	0	0	0	0	0	172,782	172,782	0	
Removal of temp sales office		0	0	0	0	0	0	8,636	8,636	0	
Sales Office Building		0	0	0	0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	10,886	10,000	(886)	11,186	30,000	18,814	
Sales Office Carparks		0	0	0	0	0	0	98,087	98,087	0	
Temp Sales office services		0	0	0	0	0	0	3,812	3,812	0	
Sales Office Construction Western		0	0	0	0	38,492	38,492	624,762	750,000	125,238	
Sales office carparks Western		0	0	0	5,522	0	(5,522)	240,000	234,478	(5,522)	
Security Cameras		0	0	0	0	12,500	12,500	19,560	34,560	15,000	
TOTAL SPECIAL SITES & FIXED ASSETS		0	0	0	16,408	60,992	44,585	1,751,875	1,906,337	154,462	Within budget
TOTAL CONSTRUCTION		157,737	1,106,339	948,602	940,267	6,995,688	6,055,421	110,693,193	119,391,311	8,698,117	Within budget
LAND		0	0	0	0	5,103,000	5,103,000	0	5,103,000	5,103,000	
PROFIT & LOSS EXPENDITURE											
Sales & Marketing											
Brand Development		555	4,303	3,748	14,019	51,633	37,614	219,854	317,526	97,672	<div> <div></div> <div>Within budget</div> </div>
Sales Office & Builder Rel.		0	4,016	4,016	0	48,190	48,190	110,761	170,895	60,134	
Brochures		0	1,801	1,801	58	21,617	21,559	139,893	192,452	52,559	
Advertising		25,188	6,770	(18,419)	95,344	81,235	(14,109)	863,150	908,693	45,543	
Signage		21,585	8,491	(13,095)	41,385	101,888	60,503	441,866	522,969	81,103	
Website		0	1,377	1,377	0	16,522	16,522	9,891	57,038	47,147	
Promotions		0	2,180	2,180	0	26,160	26,160	19,550	115,063	95,514	
Public Relations		0	229	229	560	2,755	2,195	7,124	19,593	12,469	
Total Sales and Marketing		47,328	29,167	(18,162)	151,365	350,001	198,636	1,812,089	2,304,230	492,141	Within budget
Total Community Development	Comm Dev - Resident Dev	55	16,042	15,987	56,609	192,500	135,891	427,225	676,559	249,333	Within budget
Administration											
Audit and Tax		0	0	0	25,114	20,000	(5,114)	250,080	240,177	(9,903)	<div> <div></div> <div>Within budget</div> </div>
Cleaning		1,548	1,000	(548)	7,179	12,000	4,821	38,564	45,007	6,443	
Computer Costs		0	500	500	0	6,001	6,001	0	8,460	8,460	
Couriers		0	300	300	0	3,601	3,601	1,338	13,936	12,598	
Electricity & Gas		2,643	1,000	(1,643)	16,028	12,000	(4,028)	111,466	103,848	(7,618)	
Insurance		0	500	500	3,184	6,001	2,817	3,184	8,001	4,817	
Legal fees		614	4,167	3,553	16,777	50,000	33,223	199,392	249,290	49,898	
Licenses & Fees		0	500	500	0	6,001	6,001	470	9,283	8,813	
Postage, Print & Stationery		0	500	500	0	6,001	6,001	2,244	36,992	34,749	
Rent - Sales Office & Cprk		0	0	0	0	66,667	66,667	467,350	557,796	90,446	
Sundry Office Expenses		0	1,500	1,500	0	18,000	18,000	1,076	31,200	30,123	
Training		0	2,083	2,083	0	25,000	25,000	0	33,333	33,333	
Valuations		1,100	3,333	2,233	20,500	40,000	19,500	167,563	199,846	32,283	
Rates & Taxes		34,890	0	(34,890)	117,228	290,160	172,932	592,246	1,034,057	441,811	
Maintenance		56,932	44,167	(12,766)	359,225	533,745	174,520	1,876,033	2,056,541	180,509	
Maint- Carpark Makegood		0	0	0	0	57,304	57,304	53,798	171,913	118,115	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2020		Actual MTD Vs Budget Jun 2020			Year to date Vs Budget to Jun 2020			Project to date Vs Budget to Jun 2020			Bud Comparison: Jun 19 Approved
Job Description	Account Description	Actual 1 month to Jun 2020	Budget 1 month to Jun 2020	Variance	YTD to Jun 2020	YTD budget	Variance	PTD to Jun 2020	PTD budget	Variance	Comments regarding variance
	Security	(400)	3,000	3,400	2,030	36,000	33,970	28,557	72,107	43,551	
Total Administration		97,327	62,550	(34,777)	567,265	1,188,480	621,215	3,793,359	4,871,788	1,078,429	Within budget
Finance	Contingency	0	60,705	60,705	67,236	685,621	618,386	2,175,330	828,671	(1,346,659)	Actual Contingency spend applied to cost types above.
	Contingency Offset Transfer	0	0	0	(67,236)	(67,236)	0	(2,175,330)	0	2,175,330	
Total Finance		0	60,705	60,705	0	618,386	618,386	0	828,671	828,671	
Total P&L Expenditure		144,711	168,463	23,752	775,239	2,349,367	1,574,128	6,032,673	8,681,247	2,648,575	
Grand Expense Total		302,448	1,274,802	972,354	1,715,506	14,448,054	12,732,549	116,725,866	133,175,558	16,449,692	Within budget

Contingency Summary

YTD Budget	685,621
Contingency Transferred (Actual & Budget)	(67,236)
Contingency not yet used	618,386

List of Contingency items transferred year to date

Period	Job Description	Amount
Aug-19	Landscape Maintenance	2,523
Sep-19	Landscape Maintenance	1,223
Jan-20	Waste Water Pump Station	6,470
Apr-20	School Site Earthworks	57,021
		67,236

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

CATALINA
**FINANCE REPORT
JUNE 2020**
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	928	925	914	913	75,000,000	75,000,000
Jul-2019	-	-	3	2	1	2	-	-
Aug-2019	-	-	2	2	1	4	-	-
Sep-2019	38	38	3	2	-	1	-	-
Sep Qtr	38	38	8	6	2	7	-	-
Oct-2019	-	-	3	2	3	2	-	-
Nov-2019	-	-	2	2	5	2	-	-
Dec-2019	-	-	1	2	1	3	-	-
Dec Qtr	-	-	6	6	9	7	-	-
Jan-2020	-	-	-	2	2	2	-	-
Feb-2020	-	-	4	3	2	2	-	-
Mar-2020	-	-	3	2	3	1	-	-
Mar Qtr	-	-	7	7	7	5	-	-
Apr-2020	-	-	1	3	3	3	-	-
May-2020	-	-	4	5	-	1	-	-
Jun-2020	-	-	6	4	1	3	3,000,000	3,000,000
Jun Qtr	-	-	11	12	4	7	3,000,000	3,000,000
PTD	1,004	1,004	960	956	936	939	78,000,000	78,000,000
Full 2019/20 Year	38	38	32	31	22	26	3,000,000	3,000,000
2020/21		35		47		37		3,000,000
2021/22		97		64		65		8,000,000

- There were 6 sales and 1 residential settlement for May.

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>
Residential						
- Sales #	6	4	32	31	960	956
- Sales \$	1,786,000	914,114	10,126,500	9,259,996	251,682,000	249,887,722
- Sales \$/lot	297,667	228,529	316,453	298,710	262,169	261,389
- Settlements #	1	3	22	26	936	939
- Settlements \$	269,000	931,416	7,285,000	8,593,874	244,383,500	245,282,731
- Settlements \$/lot	269,000	310,472	331,136	330,534	261,093	261,217
Special Sites						
- Sales #	-	-	1	1	4	4
- Sales \$	-	-	477,000	480,000	3,772,000	3,775,000
- Sales \$/lot	-	-	477,000	480,000	943,000	943,750
- Settlements #	-	-	1	1	4	4
- Settlements \$	-	-	477,000	480,000	3,772,000	3,775,000
- Settlements \$/lot	-	-	477,000	480,000	943,000	943,750
Lots Under Contract						
- Unsettled sales #	24		{	1	{	Titled
- Unsettled sales \$	7,298,500			23		1,010 incl. Spec sites
- Unsettled sales \$/lot	304,104					

1.3 Cashflow - MTD Actuals to budget

	<u>MTD Act</u>	<u>MTD Bgt</u>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	269,000	931,416	(662,416)
Margin GST	(2,003)	(13,636)	11,634
Direct selling costs	(14,172)	(42,917)	28,745
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(20,997)	(44,120)	23,123
	<u>231,829</u>	<u>830,743</u>	<u>(598,914)</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	32,358	152,650	120,292
Landscaping	86,211	178,833	92,622
Consultants	26,068	46,045	19,977
Infrastructure	13,101	728,811	715,710
Sales office building	-	-	-
	<u>157,737</u>	<u>1,106,339</u>	<u>948,602</u>
<u>Overheads</u>			
Sales & marketing	47,328	29,167	(18,162)
Community Develop.	55	16,042	15,987
Administration	97,327	62,550	(34,777)
Finance/Contingency	-	60,705	60,705
	<u>144,711</u>	<u>168,463</u>	<u>23,752</u>
Net Cashflow	<u>(70,620)</u>	<u>(444,059)</u>	<u>373,440</u>

1.4 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	7,285,000	8,593,874	(1,308,874)
Margin GST	(73,072)	(118,182)	45,110
Direct selling costs	(372,262)	(416,314)	44,052
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	437,873	436,364	1,509
Rebate Allowance	(210,218)	(1,216,887)	1,006,669
	<u>7,067,321</u>	<u>7,278,856</u>	<u>(211,535)</u>
<u>Development costs</u>			
WAPC Land Acq.	-	5,103,000	5,103,000
Lot production	774,663	1,980,449	1,205,786
Landscaping	1,251,901	2,906,368	1,654,467
Consultants	190,332	575,247	384,915
Infrastructure	(1,293,037)	1,472,632	2,765,669
Sales office building	16,408	60,992	44,585
	<u>940,267</u>	<u>12,098,688</u>	<u>11,158,421</u>
<u>Overheads</u>			
Sales & marketing	151,365	350,001	198,636
Community Develop.	56,609	192,500	135,891
Administration	567,265	1,188,480	621,215
Finance/Contingency	-	618,386	618,386
	<u>775,239</u>	<u>2,349,367</u>	<u>1,574,128</u>
Net Cashflow	<u>5,351,816</u>	<u>(7,169,198)</u>	<u>12,521,014</u>

1.5 Bonds

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	247,245	242,868	242,868
	<u>247,245</u>	<u>242,868</u>	<u>242,868</u>

Bonds relate to stage 25 early clearances.

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)	269,000	931,416	(662,416)	7,285,000	8,593,874	(1,308,874)	244,383,500	245,282,730
- Revenue \$/lot	269,000	310,472		331,136	330,534		261,093	261,217
- Selling & GST \$	(676,012)	94,150	770,162	169,177	929,592	760,415	21,410,423	22,877,456
- Selling & GST \$/lot	(676,012)	31,383		7,690	35,754		22,874	24,364
- Cost of sales \$	69,133	405,637	336,504	2,539,704	3,352,826	813,122	87,311,954	88,322,245
- Cost of sales \$/lot	69,133	135,212		115,441	128,955		93,282	94,060
- Gross profit \$	875,879	431,629	444,250	4,576,119	4,311,456	264,663	135,661,123	134,083,029
- Gross profit \$/lot	875,879	143,876		208,005	165,825		144,937	142,793
- Gross profit Mgn %	325.61%	46.34%		62.82%	50.17%		55.51%	54.66%
- Special Sites \$	-	-	-	(22,979)	(295,280)	272,301	2,091,959	1,819,658
- Other income \$	-	-	-	-	-	-	255,411	255,298
- Sales & Marketing \$	42,062	55,658	13,596	207,457	678,626	471,169	2,223,397	3,137,198
- Administration \$	106,248	83,648	(22,600)	588,666	1,127,030	538,364	4,319,240	4,902,053
- Finance/Other \$	-	-	-	-	-	-	198,181	-
- Contingency \$	-	60,732	60,732	-	430,736	430,736	-	385,958
- Net profit \$	727,569	231,591	495,978	3,757,017	1,779,784	1,977,233	131,267,674	127,732,776
- Net profit \$/lot	727,569	77,197		170,773	68,453		140,243	136,031

- Full year Gross profit is \$265k favourable to budget due to 4 less settlements offset by writebacks in sales incentives (\$711k).
- Full year Overheads are \$1.4m below budget due to:
 - Marketing costs \$0.47m favourable (timing of invoice payments and new initiatives yet to commence);
 - Admin \$0.58m favourable (full provisional amounts for Rates & Taxes and Repairs & Maintenance, including Central Cell Carpark makegood, not yet required);
 - Unused Contingency \$0.43m.

2.1 GROSS PROFIT ANALYSIS

Actual

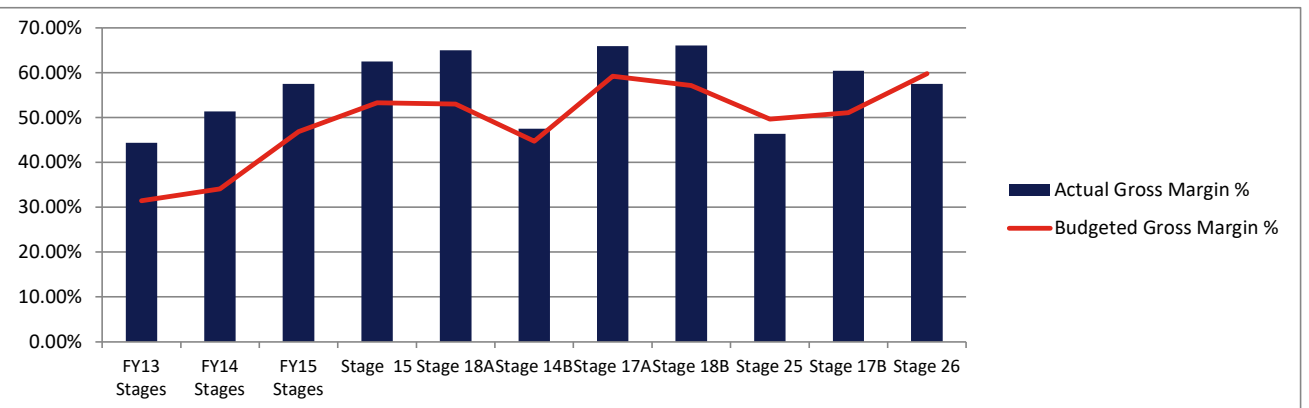
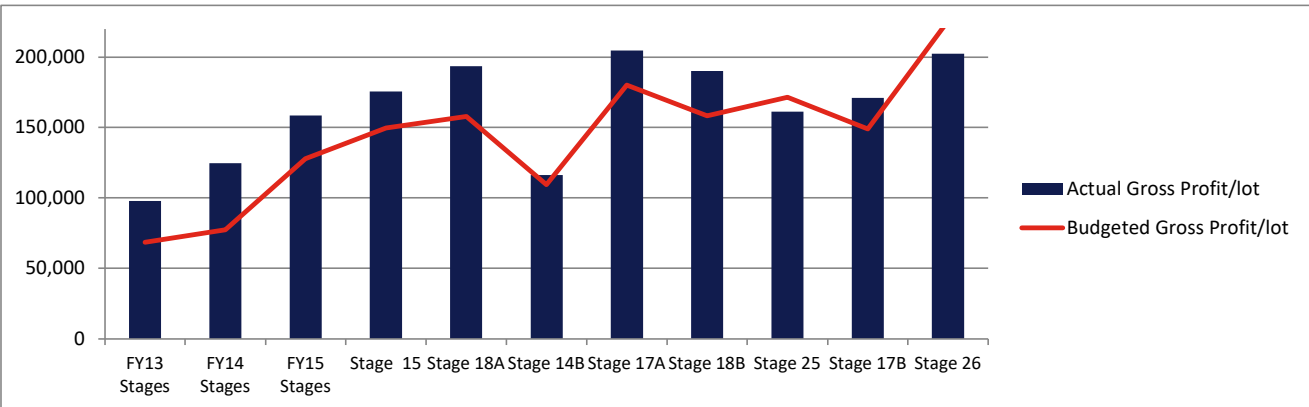
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
Incentives Writeback				-4,355,576		4,355,576		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159	122,619	22,805,341	97,877	44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309	118,248	25,847,691	124,868	51.36%
FY15 Stages	2014 / 2015	77,688,000	275,489	32,963,408	116,892	44,724,592	158,598	57.57%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567	105,301	9,652,433	175,499	62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429	103,980	5,610,571	193,468	65.04%
Stage 14B	28-Oct-16	2,444,000	244,400	1,281,011	128,101	1,162,989	116,299	47.59%
Stage 17A	20-Feb-17	7,135,000	310,217	2,429,862	105,646	4,705,138	204,571	65.94%
Stage 18B	13-Jun-17	7,194,000	287,760	2,436,200	97,448	4,757,800	190,312	66.14%
Stage 25	8-Aug-17	17,733,000	347,706	9,504,250	186,358	8,228,750	161,348	46.40%
Stage 17B	22-May-18	3,956,000	282,571	1,562,726	111,623	2,393,274	170,948	60.50%
Stage 26	26-Sep-19	2,463,000	351,857	1,046,032	149,433	1,416,968	202,424	57.53%
		<u>244,383,500</u>		<u>108,722,377</u>		<u>135,661,123</u>		

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

Budget

Stages	Budget Version	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Budgeted Gross Profit	Budgeted Gross Profit/lot	Budgeted Gross Margin %
FY13 Stages	May-12	51,358,953	217,623	35,200,675	149,155	16,158,278	68,467	31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421	149,360	16,014,514	77,365	34.12%
FY 15 Stages	Aug-14	76,167,089	273,000	40,469,170	145,051	35,697,919	127,950	46.87%
Stage 15	Aug-15	15,433,000	280,600	7,203,599	130,975	8,229,401	149,625	53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854	139,616	4,577,146	157,833	53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232	135,223	1,095,855	109,585	44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430	124,046	5,582,326	180,075	59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414	118,626	4,907,276	158,299	57.16%
Stage 25	Aug-17	19,696,448	345,552	9,915,141	173,950	9,781,307	171,602	49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807	142,550	5,364,687	149,019	51.11%
Stage 26	Jun-19	14,347,000	377,553	5,766,060	151,738	8,580,940	225,814	59.81%
		<u>263,517,452</u>		<u>147,527,804</u>		<u>115,989,649</u>		

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



- Stage 26 Gross profit / lot is \$23k below budget due to lot mix of settlements to date.

Catalina

Finished Lots & Cost of Lots Sold calculations to 30 Jun 2020

Title date:	Completed	Completed	7-Nov-12	28-Oct-16	20-Feb-17	13-Jun-17	8-Aug-17	8-Aug-17	8-Aug-17	22-May-18	26-Sep-19	7-Nov-12	TOTAL
	Spec Sites	Resi Stages	Stage 2	Stage 14B	Stage 17A	Stage 18B	Stage 25	Stage 25 Sales Office	Stage 25 GHS Lot 2179	Stage 17B	Stage 26	Central Cell Sales Office	
Direct costs													
Civil Contruction			3,312,998	633,835	795,104	794,550	4,918,686	83,260	253,163	968,747	1,238,569	89,540	
Sewer headwks			209,432	51,015	116,369	136,672	261,837	4,514	4,514	174,117	183,682	5,660	
Local authority fees			161,433	1,911	6,839	10,835	35,653	615	615	12,684	12,947	4,363	
Local authority scheme costs			100,077	27,000	67,500	83,700	156,600	-	-	97,200	13,620	2,705	
Survey & legal fees			37,093	13,139	25,550	29,762	54,801	945	945	35,586	34,200	1,003	
Engineering fees			205,607	18,200	85,250	97,962	159,500	2,750	12,341	100,839	104,500	5,557	
Sales Office Build Cost												330,780	
Finished Goods Adjustments	- 31,206	- 1,282,787	- 1,044,810	- 11,250	- 25,549	- 39,478	- 220,060				82,824	- 28,238	
	420,826	43,233,645	2,981,830	733,850	1,071,063	1,114,003	5,367,017	92,084	271,578	1,389,173	1,670,342	411,370	
Earthworks Allocation	260,179	11,806,198	447,375	50,570	123,078	152,616	1,077,304	18,574	66,681	166,059	672,342	12,091	
Indirect Costs													
Land	-	-	-	-	-	-	-	-	-	-	-	-	
Infrastructure	84,898	6,012,456	265,106	70,224	235,295	282,496	620,746	7,879	31,674	351,671	521,532	7,165	
Landscape	118,628	8,518,643	333,226	154,123	495,646	594,017	1,308,860	16,613	66,785	871,324	1,270,179	9,006	
TOTAL COST	884,530	69,570,942	4,027,536	1,008,767	1,925,082	2,143,132	8,373,927	135,150	436,718	2,778,227	4,134,395	439,633	
Lots	3	769	37	10	25	31	58	1	1	36	38	1	
COST PER LOT	294,843	90,469	108,852	100,877	77,003	69,133	144,378	135,150	436,718	77,173	108,800	439,633	
Lots settled	3	769	37	10	23	25	51	-	-	14	7	1	940
COST OF LOTS SETTLED	884,530	69,570,942	4,027,536	1,008,767	1,771,075	1,728,332	7,363,281	-	-	1,080,422	761,599	439,633	88,636,117
Stage Area (m2)	10,900	261,394	13,161	2,926	10,128	11,236	11,236	255	1,795	13,154	15,904	320	
Cost per m2	81	266	306	345	190	191	745	530	243	211	260	1,374	
Avg lot size	3,633	340	356	293	405	362	194	255	1,795	365	419	320	
Other cash expenditure													
Direct Selling & Proj Mgt Costs													21,766,302
Marketing costs													2,223,397
Administration													4,319,240
Finance													198,181
Contingency													0
TOTAL COSTS													117,143,237

PERIODIC ANALYSIS	Month	YTD	PTD	PY Jun-19
Lots settled	1	23	940	917
Cost of lots settled	69,133 *	2,979,336	88,636,117	85,656,780
Direct selling costs	(778,203)	127,333	21,766,302	21,638,969
Marketing costs	42,062	207,457	2,223,397	2,015,940
Administration	106,248	588,666	4,319,240	3,730,574
Finance	-	-	198,181	198,181
Contingency	-	-	-	-
TOTAL COSTS	(560,760)	3,902,792	117,143,237	115,240,441

*Stage 26 late cost increase from additional retaining walls.

Catalina COGS Calc

30-Jun-20

Job	Titled Date	Direct Cost	Indirect Cost	COGS Total	Lot #	Titled	Untitled	COGS/Lot	Settled Lots	PTD COGS	Finished Goods	FG/Lot
140-01-001	17-Oct-2012	4,004,839	637,443	4,642,282	35	35	-	132,637	35	4,642,282	-	-
140-01-002	7-Nov-2012	3,429,204	598,332	4,027,537	37	37	-	108,852	37	4,027,537	-	-
140-01-003	14-Jan-2013	3,002,658	554,241	3,556,899	43	43	-	82,719	43	3,556,899	-	-
140-01-004	20-Mar-2013	3,371,482	800,585	4,172,067	47	47	-	88,767	47	4,172,067	-	-
140-01-005	20-May-2013	4,894,899	968,068	5,862,967	63	63	-	93,063	63	5,862,967	-	-
140-01-06A	18-Jan-2013	483,435	179,725	663,160	8	8	-	82,895	8	663,160	-	-
140-01-06B	19-Jan-2015	1,100,352	510,130	1,610,482	24	24	-	67,103	24	1,610,482	-	-
140-01-06C	3-Apr-2014	671,286	211,296	882,581	10	10	-	88,258	10	882,581	-	-
140-01-007	31-Oct-2013	4,146,749	938,488	5,085,238	63	63	-	80,718	63	5,085,238	-	-
140-01-008	16-Jan-2014	4,389,068	881,805	5,270,874	53	53	-	99,450	53	5,270,874	-	-
140-01-009	8-May-2014	4,640,905	814,395	5,455,300	51	51	-	106,967	51	5,455,300	-	-
140-01-010	8-May-2014	2,460,031	595,126	3,055,157	30	30	-	101,839	30	3,055,157	-	-
140-01-011	1-Oct-2014	4,797,823	1,320,873	6,118,696	64	64	-	95,605	64	6,118,696	-	-
140-01-012	3-Dec-2014	3,225,081	1,064,585	4,289,666	49	49	-	87,544	49	4,289,666	-	-
140-01-13A	30-Mar-2015	2,965,498	717,571	3,683,069	37	37	-	99,542	37	3,683,069	-	-
140-01-13B	11-May-2015	2,739,324	986,155	3,725,479	45	45	-	82,788	45	3,725,479	-	-
140-01-014	4-Jun-2015	3,619,629	1,347,229	4,966,858	63	63	-	78,839	63	4,966,858	-	-
140-01-015	15-Dec-2015	3,073,171	1,243,145	4,316,316	55	55	-	78,478	55	4,316,316	-	-
140-01-18A	27-May-2016	1,453,614	760,239	2,213,853	29	29	-	76,340	29	2,213,853	-	-
140-01-14B	28-Oct-2016	784,420	224,347	1,008,767	10	10	-	100,877	10	1,008,767	-	-
140-01-017	20-Feb-2017	1,194,140	730,941	1,925,081	25	25	-	77,003	23	1,771,075	154,006	77,003
140-01-18B	13-Jun-2017	1,266,620	876,513	2,143,133	31	31	-	69,133	25	1,728,333	414,800	69,133
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	51	7,363,280	1,010,646	144,378
140-01-17B	22-May-2018	1,555,232	1,222,995	2,778,227	36	36	-	77,173	14	1,080,421	1,697,805	77,173
140-02-026	26-Sep-2019	2,342,687	1,791,711	4,134,398	38	38	-	108,800	7	761,600	3,372,798	108,800
140-70-001	7-Nov-2012	423,461	16,171	439,633	1	1	-	439,633	1	439,633	-	-
140-70-004	12-Dec-2013	20,322	41,798	62,119	1	1	-	62,119	1	62,119	-	-
140-70-005	8-Aug-2017	110,657	24,492	135,149	1	1	-	135,149	-	-	135,149	135,149
140-70-007	17-Oct-2012	222,150	87,611	309,761	1	1	-	309,761	1	309,761	-	-
140-70-008	1-Oct-2014	438,532	74,117	512,649	1	1	-	512,649	1	512,649	-	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	436,718	436,718
		73,609,847	22,248,193	95,858,040	1,010	1,010	-		940	88,636,117	7,221,924	

Appendix 8.5

CATALINA DIGITAL CAMPAIGN REPORT

July 2020

Reporting period: 10 April – 30 June 2020



VIVA LA CATALINA (up to \$17,000) PROMOTION

01 | CAMPAIGN SUMMARY

01 | SNAPSHOT

Status: **Completed**

Campaign: Viva La Catalina (up to \$17,000 cash incentive across selected lots)

Period: 10 April – 30 June 2020

TOTAL budget approved: \$40,000

Creative: \$7,000

Media exposure: \$33,000

Spent to date: \$33,000 (this is anticipated to be the total campaign budget)

Lead count (campaign total): 168 leads

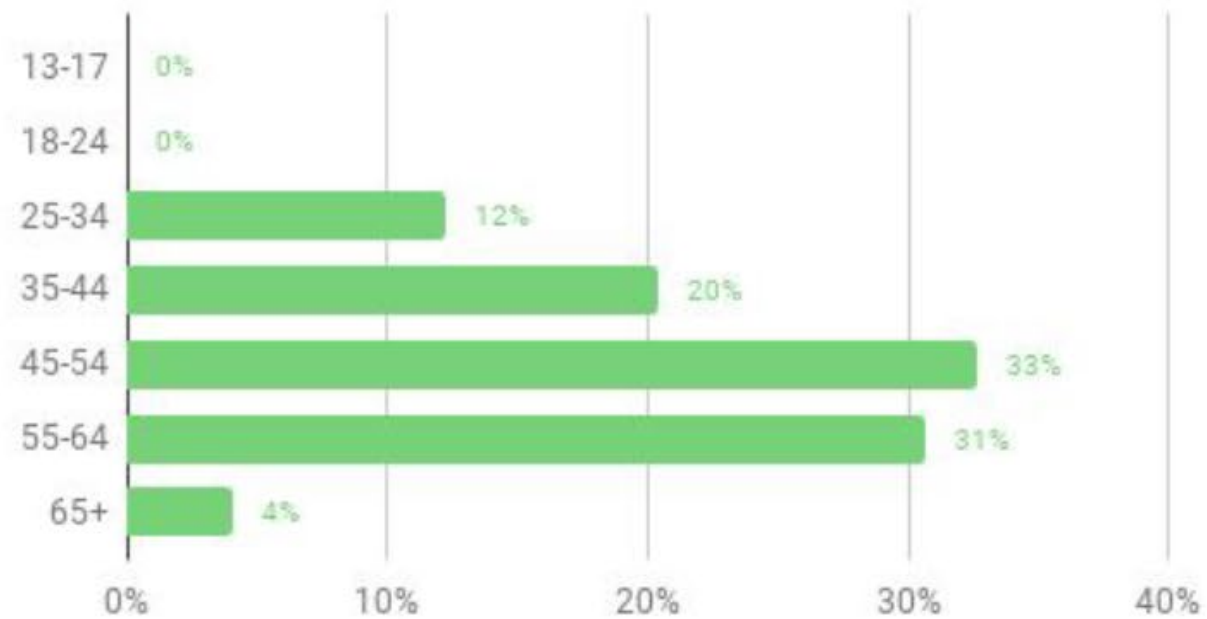
Total FY20: 813 leads

VIVA LA CATALINA (up to \$17,000) PROMOTION

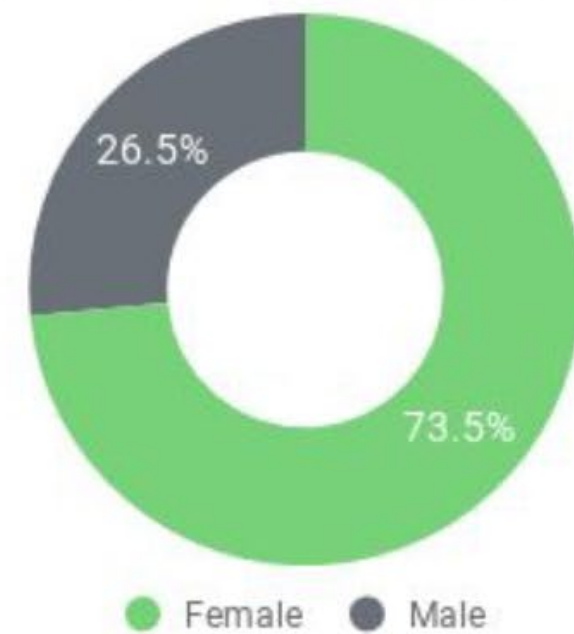
02 | LEAD PROFILE

02 | LEAD PROFILE

Catalina - Facebook Age Lead Distribution



Catalina - Facebook Gender Lead Distribution



02 | LEAD PROFILE

BUYER TYPE	COUNT
FIRST HOME BUYER	59
UPSIZER	33
DOWNSIZER	31
INVESTOR	7
DIDN'T SPECIFY	0
TOTAL	130

FINANCIAL STATUS	COUNT
FINANCED APPROVED	19
HAVE DEPOSIT, NOT YET APPROVED	57
STILL SAVING	54
DIDN'T SPECIFY	0
TOTAL	130

*

BUDGET	COUNT
\$150K - \$249K	1
\$250K - \$349K	15
\$350K - \$449K	20
\$450K - \$549K	49
\$550K - \$649K	24
\$650K - \$749K	15
\$750K +	6
DIDN'T SPECIFY	0
TOTAL	130

LOT SIZE	COUNT
<250 SQM	2
251-375 SQM	44
376-450 SQM	47
451-550 SQM	24
LARGER THAN 551 SQM	13
DIDN'T SPECIFY	0
TOTAL	130


*

* 130 profiled leads are part of the total 168 leads, meaning there are 38 un-profiled leads (customers who were reluctant to provide additional information)


VIVA LA CATALINA (up to \$17,000) PROMOTION

03 | CREATIVE PERFORMANCE

03 | HIGH-PERFORMING CREATIVE


Satterley
Sponsored · 

"We have a great park down the road where we take the kids and the dog!"
Discover life at Catalina.




INFO.SATTERLEY.COM.AU
Everything You Need at Home
Register to download the Catalina brochure.

[Learn More](#)


Satterley
Sponsored · 

Living here you're minutes from the beach and Mindarie Marina. Affordable land from \$184,000*.

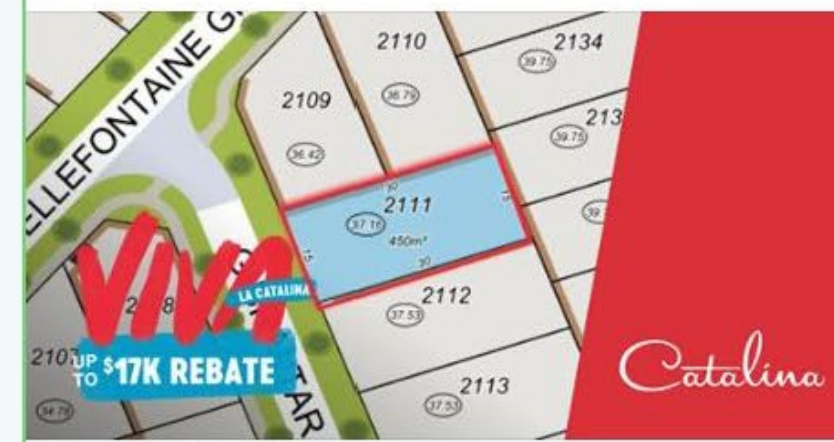


INFO.SATTERLEY.COM.AU
Land Selling - Mins to the Beach!
Register to download the Catalina brochure.

[Learn More](#)

Satterley
Sponsored · 

Build an affordable home on premium land at Catalina. Lot 2111 is sized at 450m² for \$378,000*.



INFO.SATTERLEY.COM.AU
New Featured Lots at Catalina!
Register to download the Catalina brochure.

[Learn More](#)

Catalina Estate in Mindarie | Discover Lots and House & Land | Build an Affordable New Home

[Ad info.satterley.com.au/Catalina/Community](https://info.satterley.com.au/Catalina/Community)


Celebrate Catalina living with our biggest rebate up to \$17,000 across land*. T&Cs apply. Explore the Catalina brochure with masterplan and take a virtual tour of our community.

Catalina in Mindarie | Explore our Premium Community | Register for the Brochure


[Ad info.satterley.com.au/Catalina/Land](https://info.satterley.com.au/Catalina/Land)

Explore the Catalina brochure with masterplan and take a virtual tour of our community. Celebrate Catalina living with our biggest rebate up to \$17,000 across land*. T&Cs apply.

03 | HIGH-PERFORMING CREATIVE – H&L

Satterley
Sponsored · 


The Kennedy at Catalina features open plan living with two doors providing direct access to the huge alfresco area.




UP TO \$17K REBATE

4 Bedroom House & Land Packages
Discover Catalina in Mindarie with our 360° virtual tour.

[Learn More](#)

Satterley
Sponsored · 


The perfect home for a growing family, the Kennedy on Lot 951 features a separate games or theater room!




UP TO \$17K REBATE

Large 4 Bedroom Home from \$489,840*
Discover Catalina in Mindarie with our 360° virtual tour.

[Learn More](#)

Satterley
Sponsored · 

Explore the Kennedy package at Catalina with luxury stone benchtops and stainless steel appliances included.



UP TO \$17K REBATE

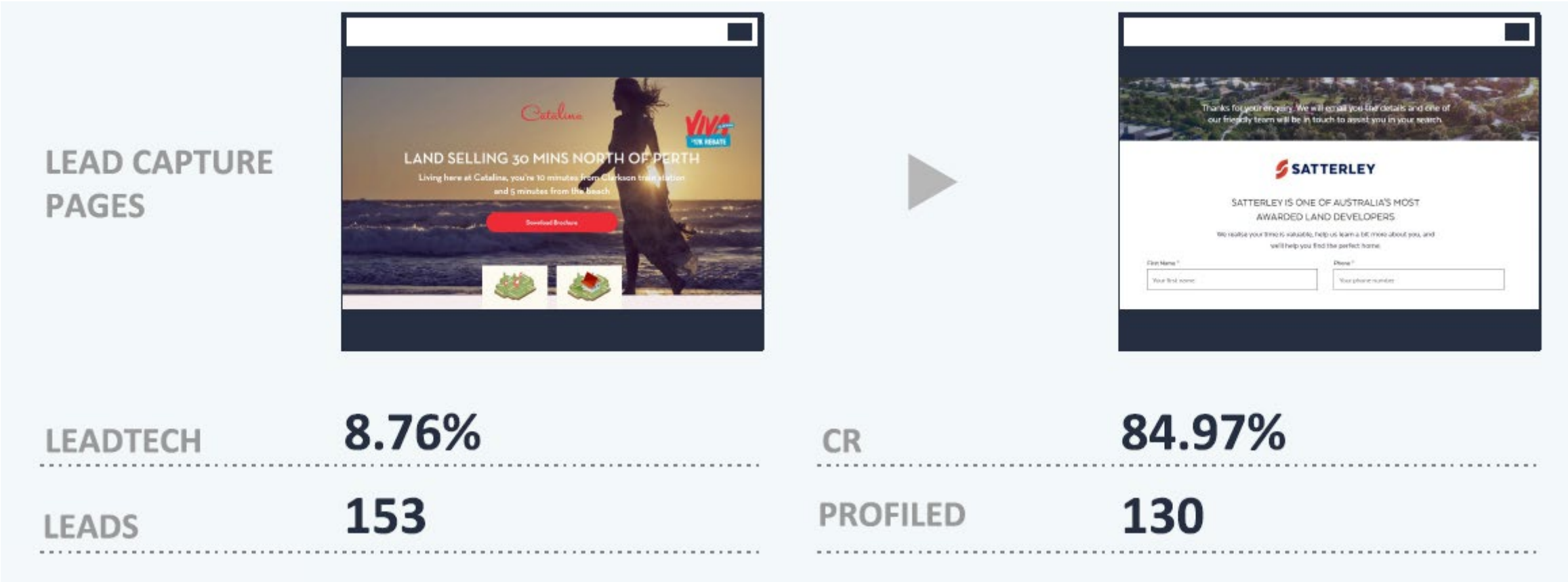
Affordable House & Land in Mindarie
Register to download the Catalina brochure.

[Learn More](#)

03 | CUSTOMER JOURNEY

Campaign landing page is converting at the rate of 8.76% (which is greater than 2% benchmark). This means that 8.76% of all visitors to the campaign landing page submit their details and join Catalina data base.

Further, nearly 85% of those who submitted their essential details, progress to submit further information about their purchasing journey (budget, stage, designed, block size, etc.).



VIVA LA CATALINA (up to \$17,000) PROMOTION

04 | SUMMARY

04 | SUMMARY

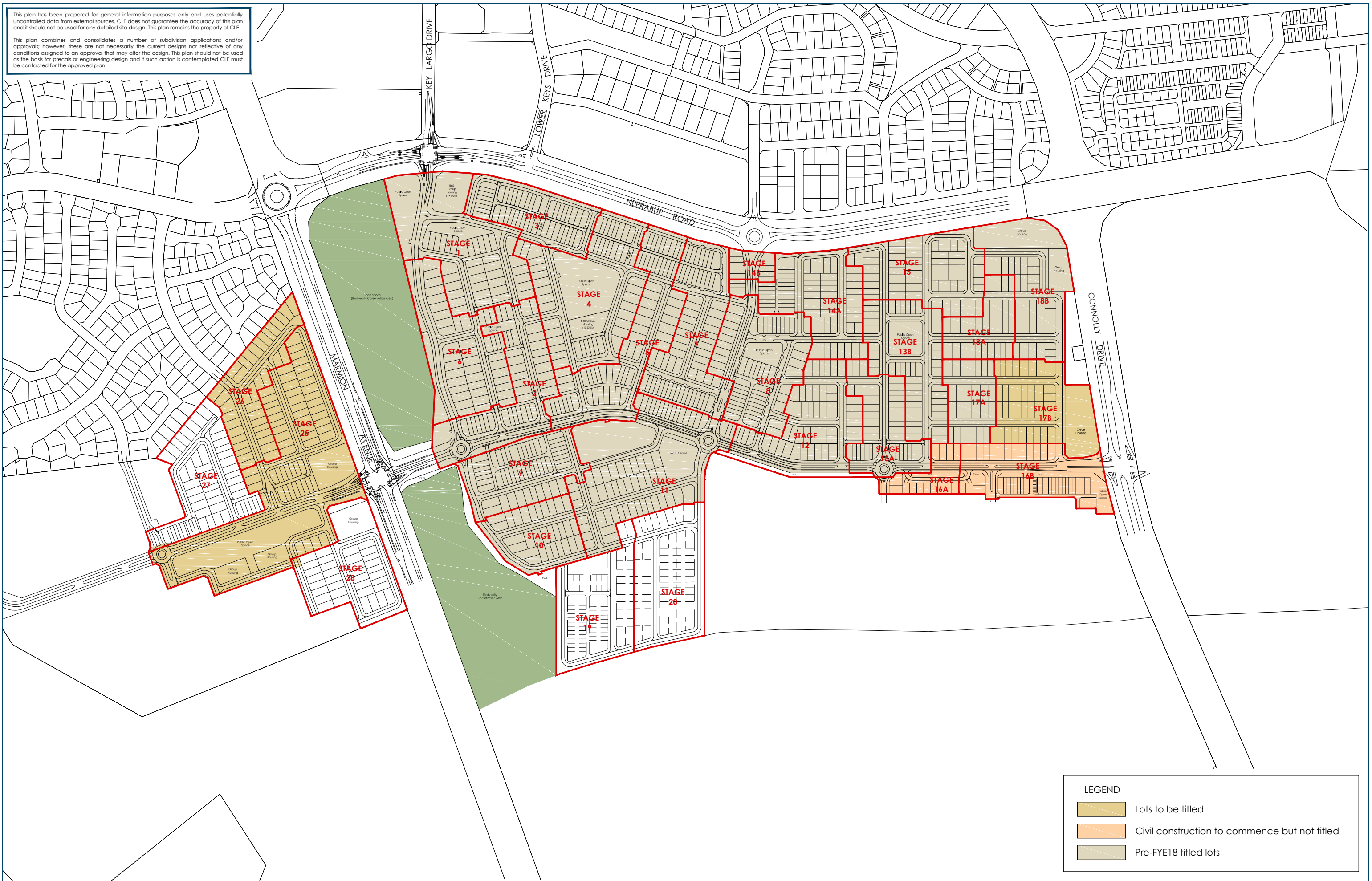
Catalina *Viva La Catalina* campaign generated 168 leads since the beginning of the campaign, bringing the total lead count for FY20 to 813.

KEY TAKEAWAYS

1. Number of campaign leads in June 2020 period of *Viva La Catalina* continued to increase however at a slightly reduced rate than what was projected. The appeal of up to \$17,000 incentive remained high.
2. Reached all time low and the lowest among participating estates, dropping to \$80.26 (from the average of \$106). This is due to demand generated by the government grants at the beginning of June 2020.
3. *Lead* profile (campaign period) saw return of the First Home Buyers (FHB) as the dominant segment, followed by the downsizers and upsizers. These two groups represent second home buyer market.
4. *Buyer* profile (FYTD) comprises of first home buyers (49%), Upgraders (27%) and downsizers (19%).

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 titled
- Civil construction to commence but not titled
- Pre-FYE18 titled lots

Appendix 8.6

POLICY MANUAL

Elected Member Continuing Professional Development Policy (August 2020)

POLICY

The Tamala Park Regional Council (TPRC) is required to adopt a policy regarding the continuing professional development of council members, pursuant to Section 5.128 of the *Local Government Act 1995*.

The TPRC comprises the Cities of Joondalup, Perth, Stirling, Vincent, Wanneroo and the Towns of Cambridge and Victoria Park.

OBJECTIVE

To meet the requirements of Section 5.128 of the *Local Government Act 1995* with respect to the continuing professional development of council members.

STATEMENT

The TPRC's Councillors are each required to complete training that is set in the regulations within twelve (12) months of being elected by their respective local government.

The TPRC's member local governments are required to prepare and adopt a policy for the continuing professional development of its council members.

Section 5.127 of the *Local Government Act 1995* requires the CEO to prepare a report per financial year outlining the training that has been completed by each of their respective council members in that financial year. The CEO report is required to be published on the local government's website by 31 July each financial year.

The policy, training and reporting requirements of the TPRC Councillors, as required under the Act, are fulfilled by the training undertaken through their respective member local governments.

To comply with the requirements of the Section 5.128 of the *Local Government Act 1995* the TPRC's website will provide a link to each member local government's website where the policy, training and reporting requirements in respect of each of the TPRC's Councillors is provided.

This Elected Member Continuing Professional Development Policy is authorised by the Chief Executive Officer on 20 August 2020.

Signature:

Name: JOHN ANTHONY ARIAS

Date: 20 August 2020

Appendix 9.1



ANNUAL BUDGET

2020/21

TAMALA PARK REGIONAL COUNCIL

BUDGET

FOR THE YEAR ENDED 30 JUNE 2021

LOCAL GOVERNMENT ACT 1995

TABLE OF CONTENTS

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Basis of Preparation	4
Statement of Comprehensive Income by Program	5
Statement of Cash Flows	7
Rate Setting Statement	8
Index of Notes to the Budget	9

Tamala Park Regional Council Vision

To create an urban centre for choice, sustainability, community and opportunity.

TAMALA PARK REGIONAL COUNCIL
STATEMENT OF COMPREHENSIVE INCOME
BY NATURE OR TYPE
FOR THE YEAR ENDED 30 JUNE 2021

	NOTE	2020/21 Budget	2019/20 Actual	2019/20 Budget
		\$	\$	\$
Revenue				
Operating grants, subsidies and contributions	10(a)	0	0	0
Interest earnings	12(a)	645,000	800,969	966,153
Other revenue	12(b)	23,935	6,242	2,050
		668,935	807,211	968,203
Expenses				
Employee costs		(749,760)	(610,729)	(742,371)
Materials and contracts		(222,769)	(104,495)	(312,966)
Utility charges		(6,500)	0	(6,611)
Depreciation on non-current assets	5	(55,287)	(55,288)	(25,578)
Interest expenses	12(d)	(511)	(957)	0
Insurance expenses		(16,462)	(18,373)	(21,089)
Other expenditure		(177,078)	(160,375)	(191,050)
		(1,228,367)	(950,217)	(1,299,665)
Subtotal		(559,432)	(143,006)	(331,462)
Profit on asset disposals	4(b)	785	0	0
		785	0	0
Net result		(558,647)	(143,006)	(331,462)
Other comprehensive income				
Changes on revaluation of non-current assets		0	0	0
Total other comprehensive income		0	0	0
Total comprehensive income		(558,647)	(143,006)	(331,462)

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

TAMALA PARK REGIONAL COUNCIL
FOR THE YEAR ENDED 30 JUNE 2021

BASIS OF PREPARATION
<p>The budget has been prepared in accordance with Australian Accounting Standards (as they apply to local governments and not-for-profit entities) and interpretations of the Australian Accounting Standards Board, and the <i>Local Government Act 1995</i> and accompanying regulations. The <i>Local Government (Financial Management) Regulations 1996</i> take precedence over Australian Accounting Standards. Regulation 16 prohibits a local government from recognising as assets Crown land that is a public thoroughfare, such as land under roads, and land not owned by but under the control or management of the local government, unless it is a golf course, showground, racecourse or recreational facility of State or regional significance. Consequently, some assets, including land under roads acquired on or after 1 July 2008, have not been recognised in this budget. This is not in accordance with the requirements of AASB 1051 <i>Land Under Roads</i> paragraph 15 and AASB 116 <i>Property, Plant and Equipment</i> paragraph 7.</p> <p>Accounting policies which have been adopted in the preparation of this budget have been consistently applied unless stated otherwise. Except for cash flow and rate setting information, the budget 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.</p>
THE LOCAL GOVERNMENT REPORTING ENTITY
<p>All funds through which the Tamala Park Regional Council controls resources to carry on its functions have been included in the financial statements forming part of this budget.</p> <p>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.</p> <p>All monies held in the Trust Fund are excluded from the financial statements. A separate statement of those monies appears at Note 16 to the budget.</p>
2019/20 ACTUAL BALANCES
<p>Balances shown in this budget as 2019/20 Actual are estimates as forecast at the time of budget preparation and are subject to final adjustments.</p>
CHANGE IN ACCOUNTING POLICIES
<p>On the 1 July 2020 the following new accounting policies are to be adopted and may impact the preparation of the budget:</p> <p>AASB 1059 Service Concession Arrangements: Grantors</p> <p>AASB 2018-7 Amendments to Australian Accounting Standards - Materiality</p> <p>AASB 1059 is not expected to impact the annual budget.</p> <p>Specific impacts of AASB 2018-7 have not been identified.</p>
KEY TERMS AND DEFINITIONS - NATURE OR TYPE
REVENUES
RATES
<p>All rates levied under the <i>Local Government Act 1995</i>. Includes general, differential, specified area rates, minimum rates, interim rates, back rates, ex-gratia rates, less discounts and concessions offered. Exclude administration fees, interest on instalments, interest on arrears, service charges and sewerage rates.</p>
SERVICE CHARGES
<p>Service charges imposed under Division 6 of Part 6 of the <i>Local Government Act 1995</i>. Regulation 54 of the <i>Local Government (Financial Management) Regulations 1996</i> identifies these as television and radio broadcasting, underground electricity and neighbourhood surveillance services.</p> <p>Excludes rubbish removal charges. Interest and other items of a similar nature received from bank and investment accounts, interest on rate instalments, interest on rate arrears and interest on debtors.</p>
PROFIT ON ASSET DISPOSAL
<p>Profit on the disposal of assets including gains on the disposal of long term investments. Losses are disclosed under the expenditure classifications.</p>

REVENUES (CONTINUED)
OPERATING GRANTS, SUBSIDIES AND CONTRIBUTIONS
<p>Refer to all amounts received as grants, subsidies and contributions that are not non-operating grants.</p>
NON-OPERATING GRANTS, SUBSIDIES AND CONTRIBUTIONS
<p>Amounts received specifically for the acquisition, construction of new or the upgrading of non-current assets paid to a local government, irrespective of whether these amounts are received as capital grants, subsidies, contributions or donations.</p>
FEES AND CHARGES
<p>Revenue (other than service charges) from the use of facilities and charges made for local government services, sewerage rates, rentals, hire charges, fee for service, photocopying charges, licences, sale of goods or information, fines, penalties and administration fees. Local governments may wish to disclose more detail such as rubbish collection fees, rental of property, fines and penalties, other fees and charges.</p>
INTEREST EARNINGS
<p>Interest and other items of a similar nature received from bank and investment accounts, interest on rate instalments, interest on rate arrears and interest on debtors.</p>
OTHER REVENUE / INCOME
<p>Other revenue, which can not be classified under the above headings, includes dividends, discounts, and rebates. Reimbursements and recoveries should be separated by note to ensure the correct calculation of ratios.</p>
EXPENSES
EMPLOYEE COSTS
<p>All costs associated with the employment of person such as salaries, wages, allowances, benefits such as vehicle and housing, superannuation, employment expenses, removal expenses, relocation expenses, worker's compensation insurance, training costs, conferences safety expenses, medical examinations, fringe benefit tax, etc.</p>
MATERIALS AND CONTRACTS
<p>All expenditures on materials, supplies and contracts not classified under other headings. These include supply of goods and materials, legal expenses, consultancy, maintenance agreements, communication expenses, advertising expenses, membership, periodicals, publications, hire expenses, rental, leases, postage and freight etc. Local governments may wish to disclose more detail such as contract services, consultancy, information technology, rental or lease expenditures.</p>
UTILITIES (GAS, ELECTRICITY, WATER, ETC.)
<p>Expenditures made to the respective agencies for the provision of power, gas or water. Exclude expenditures incurred for the reinstatement of roadwork on behalf of these agencies.</p>
INSURANCE
<p>All insurance other than worker's compensation and health benefit insurance included as a cost of employment.</p>
LOSS ON ASSET DISPOSAL
<p>Loss on the disposal of fixed assets includes loss on disposal of long term investments.</p>
DEPRECIATION ON NON-CURRENT ASSETS
<p>Depreciation and amortisation expense raised on all classes of assets.</p>
INTEREST EXPENSES
<p>Interest and other costs of finance paid, including costs of finance for loan debentures, overdraft accommodation and refinancing expenses.</p>
OTHER EXPENDITURE
<p>Statutory fees, taxes, provision for bad debts, member's fees or State taxes. Donations and subsidies made to community groups.</p>

TAMALA PARK REGIONAL COUNCIL
STATEMENT OF COMPREHENSIVE INCOME
BY PROGRAM
FOR THE YEAR ENDED 30 JUNE 2021

	NOTE	2020/21 Budget	2019/20 Actual	2019/20 Budget
Revenue	1,9,10(a),12(a),12(b)	\$	\$	\$
General purpose funding		645,000	800,969	966,153
Other property and services		23,935	6,242	2,050
		668,935	807,211	968,203
Expenses excluding finance costs	4(a),5,12(c),(e)			
Governance		(177,078)	(158,535)	(191,050)
Other property and services		(1,050,778)	(790,725)	(1,108,615)
		(1,227,856)	(949,260)	(1,299,665)
Finance costs	,7,6(a),12(d)			
Other property and services		(511)	(957)	0
		(511)	(957)	0
Subtotal		(559,432)	(143,006)	(331,462)
Profit on disposal of assets	4(b)	785	0	0
		785	0	0
Net result		(558,647)	(143,006)	(331,462)
Other comprehensive income				
Changes on revaluation of non-current assets		0	0	0
Total other comprehensive income		0	0	0
Total comprehensive income		(558,647)	(143,006)	(331,462)

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

TAMALA PARK REGIONAL COUNCIL
FOR THE YEAR ENDED 30 JUNE 2021

KEY TERMS AND DEFINITIONS - REPORTING PROGRAMS

In order to discharge its responsibilities to the community, Council has developed a set of operational and financial objectives. These objectives have been established both on an overall basis, reflected Tamala Park Regional Council Community Vision, and for each of its broad activities/programs.

OBJECTIVE	ACTIVITIES
GOVERNANCE	
To provide good governance to the Regional Council	Member of Council Allowances and Reimbursements, and Administration Expenses.
GENERAL PURPOSE FUNDING	
To collect interest on investmentss	Interest revenue
OTHER PROPERTY AND SERVICES	
To monitor and control Councils overheads on operating accounts	Other Unclassified Activities.

TAMALA PARK REGIONAL COUNCIL
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED 30 JUNE 2021

	NOTE	2020/21 Budget \$	2019/20 Actual \$	2019/20 Budget \$
CASH FLOWS FROM OPERATING ACTIVITIES				
Receipts				
Operating grants, subsidies and contributions		0	0	0
Interest earnings		657,030	800,969	1,016,710
Goods and services tax		0	2,748	0
Other revenue		23,935	62,021	2,050
		680,965	865,738	1,018,760
Payments				
Employee costs		(749,760)	(605,644)	(742,371)
Materials and contracts		(235,843)	(122,011)	(352,683)
Utility charges		(6,500)	0	(6,611)
Interest expenses		(511)	(957)	0
Insurance expenses		(16,462)	(18,373)	(21,089)
Other expenditure		(177,078)	(160,375)	(191,050)
		(1,186,154)	(907,360)	(1,313,804)
Net cash provided by (used in) operating activities	3	(505,189)	(41,622)	(295,044)
CASH FLOWS FROM INVESTING ACTIVITIES				
Payments for purchase of property, plant & equipment	4(a)	(86,300)	0	(15,000)
Payments for financial assets at amortised cost - term deposits		0	(39,924,656)	0
Proceeds from sale of plant and equipment	4(b)	47,400	0	0
Net cash provided by (used in) investing activities		(38,900)	(39,924,656)	(15,000)
CASH FLOWS FROM FINANCING ACTIVITIES				
Payment for principal portion of lease liabilities	7	(34,870)	(34,202)	0
Payments for member contributions		(34,340,377)	(7,689,578)	(19,497,559)
Proceeds from member contributions		34,688,724	9,037,779	9,073,875
Net cash provided by (used in) financing activities		313,477	1,313,999	(10,423,684)
Net increase (decrease) in cash held		(230,612)	(38,652,279)	(10,733,728)
Cash at beginning of year		45,290,954	41,210,001	41,210,001
Cash and cash equivalents at the end of the year	3	45,060,342	2,557,722	30,476,273

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

TAMALA PARK REGIONAL COUNCIL
RATE SETTING STATEMENT
FOR THE YEAR ENDED 30 JUNE 2021

	NOTE	2020/21 Budget	2019/20 Actual	2019/20 Budget
		\$	\$	\$
OPERATING ACTIVITIES				
Net current assets at start of financial year - surplus/(deficit)		45,224,510	43,994,530	43,994,530
		45,224,510	43,994,530	43,994,530
Revenue from operating activities (excluding rates)				
General purpose funding		645,000	800,969	966,153
Other property and services		24,720	6,242	2,050
		669,720	807,211	968,203
Expenditure from operating activities				
Governance		(177,078)	(158,535)	(191,050)
Other property and services		(1,051,289)	(791,682)	(1,108,615)
		(1,228,367)	(950,217)	(1,299,665)
Non-cash amounts excluded from operating activities	2 (a)(i)	54,502	58,987	25,578
Amount attributable to operating activities		44,720,365	43,910,511	43,688,646
INVESTING ACTIVITIES				
Purchase property, plant and equipment	4(a)	(86,300)	0	(15,000)
Proceeds from disposal of assets	4(b)	47,400	0	0
Amount attributable to investing activities		(38,900)	0	(15,000)
FINANCING ACTIVITIES				
Principal elements of finance lease payments	7	(34,870)	(34,202)	0
Payments of member contributions		(34,340,377)	(6,686,187)	(19,497,559)
Proceeds from member contributions		34,688,724	8,034,388	9,073,875
Amount attributable to financing activities		313,477	1,313,999	(10,423,684)
Budgeted deficiency before general rates		44,994,942	45,224,510	33,249,962
Estimated amount to be raised from general rates	1	0	0	0
Net current assets at end of financial year - surplus/(deficit)	2 (a)(iii)	44,994,942	45,224,510	33,249,962

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

TAMALA PARK REGIONAL COUNCIL
INDEX OF NOTES TO THE BUDGET
FOR THE YEAR ENDED 30 JUNE 2021

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1. RATES AND SERVICE CHARGES

Tamala Park Regional Council does not impose rates.

1. RATES AND SERVICE CHARGES (CONTINUED)

(a) Specified Area Rate

Tamala Park Regional Council did not raise specified area rates for the year ended 30 June 2021.

(b) Service Charges

Tamala Park Regional Council did not raise service charges for the year ended 30 June 2021.

(c) Waivers or concessions

Tamala Park Regional Council does not anticipate any waivers or concessions for the year ended 30 June 2021.

2 (a). NET CURRENT ASSETS

Items excluded from calculation of budgeted deficiency

When calculating the budget deficiency for the purpose of Section 6.2 (2)(c) of the *Local Government Act 1995* the following amounts have been excluded as provided by *Local Government (Financial Management) Regulation 32* which will not fund the budgeted expenditure.

(i) Operating activities excluded from budgeted deficiency

The following non-cash revenue or expenditure has been excluded from operating activities within the Rate Setting Statement.

Adjustments to operating activities

Note	2020/21 Budget 30 June 2021	2019/20 Actual 30 June 2020	2019/20 Budget 30 June 2020
	\$	\$	\$
Less: Profit on asset disposals	4(b) (785)	0	0
Less: Movement in employee liabilities	0	3,699	0
Add: Depreciation on assets	5 55,287	55,288	25,578
Non cash amounts excluded from operating activities	54,502	58,987	25,578

(ii) Current assets and liabilities excluded from budgeted deficiency

The following current assets and liabilities have been excluded from the net current assets used in the Rate Setting Statement.

Adjustments to net current assets

Add: Current liabilities not expected to be cleared at end of year			
- Current portion of lease liabilities	34,870	34,870	0
Total adjustments to net current assets	34,870	34,870	0

2 (a). NET CURRENT ASSETS (CONTINUED)

EXPLANATION OF DIFFERENCE IN NET CURRENT ASSETS AND SURPLUS/(DEFICIT)

	Note	2020/21 Budget 30 June 2021	2019/20 Actual 30 June 2020	2019/20 Budget 30 June 2020
		\$	\$	\$
(iii) Composition of estimated net current assets				
Current assets				
Cash and cash equivalents- unrestricted	3	45,060,342	45,290,955	30,476,273
Receivables		231,681	42,031	50,000
Other Assets		0	201,681	3,010,258
		45,292,023	45,534,667	33,536,531
Less: current liabilities				
Trade and other payables		(30,000)	(43,075)	(30,000)
Lease liabilities		(34,870)	(34,870)	0
Provisions		(267,082)	(267,082)	(256,569)
		(331,952)	(345,027)	(286,569)
Net current assets		44,960,071	45,189,640	33,249,962
Less: Total adjustments to net current assets	2 (a)(ii)	34,870	34,870	0
Closing funding surplus / (deficit)		44,994,941	45,224,510	33,249,962

2 (b). NET CURRENT ASSETS (CONTINUED)

SIGNIFICANT ACCOUNTING POLICIES

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, Tamala Park Regional Council operational cycle. In the case of liabilities where the Tamala Park Regional 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 sale where it is held as non-current based on the Tamala Park Regional Council's intentions to release for sale.

TRADE AND OTHER PAYABLES

Trade and other payables represent liabilities for goods and services provided to the Tamala Park Regional Council prior to the end of the financial year that are unpaid and arise when the Tamala Park Regional Council becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured, are recognised as a current liability and are normally paid within 30 days of recognition.

CONTRACT ASSETS

A contract asset is the right to consideration in exchange for goods or services the entity has transferred to a customer when that right is conditioned on something other than the passage of time.

PROVISIONS

Provisions are recognised when the Tamala Park Regional Council has a legal or constructive obligation, as a result of past events for which it is probable that an outflow of economic benefits will result and that outflow can be reliably measured.

Provisions are measured using the best estimate of the amounts required to settle the obligation at the end of the reporting period.

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.

Superannuation

The Tamala Park Regional Council contributes to a number of superannuation funds on behalf of employees.

All funds to which the Tamala Park Regional Council contributes are defined contribution plans.

LEASE LIABILITIES

The present value of future lease payments not paid at the reporting date discounted using the incremental borrowing rate where the implicit interest rate in the lease is not readily determined.

TRADE AND OTHER RECEIVABLES

Trade and other receivables include amounts due from ratepayers for unpaid rates and service charges and other amounts due from third parties for goods sold and services performed in the ordinary course of business.

Receivables expected to be collected within 12 months of the end of the reporting period are classified as current assets. All other receivables are classified as non-current assets.

Collectability of trade and other receivables is reviewed 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 objective evidence that they will not be collectible.

EMPLOYEE BENEFITS

Short-term employee benefits

Provision is made for the Tamala Park Regional Council's obligations for short-term employee benefits. Short term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

The Tamala Park Regional Council's obligations for short-term employee benefits such as wages, salaries and sick leave are recognised as a part of current trade and other payables in the statement of financial position. The Tamala Park Regional Council's obligations for employees' annual leave and long service leave entitlements are recognised as provisions in the statement of financial position.

LAND HELD FOR RESALE

Land held for development and sale 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 on to the buyer at this point.

Land held for sale is classified as current except where it is held as non-current based on Council's intentions to release for sale.

3. RECONCILIATION OF CASH

For the purposes of the Statement of Cash Flows, cash includes cash and cash equivalents, net of outstanding bank overdrafts. Estimated cash at the end of the reporting period is as follows:

	Note	2020/21 Budget	2019/20 Actual	2019/20 Budget
		\$	\$	\$
Cash at bank and on hand		45,262,023	2,557,721	30,476,273
Term deposits		0	42,934,914	0
		45,262,023	45,492,635	30,476,273
- Unrestricted cash and cash equivalents		45,262,023	45,492,635	30,476,273
		45,262,023	45,492,635	30,476,273
The following restrictions have been imposed by regulation or other externally imposed requirements on cash and cash equivalents:				
		0	0	0
Reconciliation of net cash provided by operating activities to net result				
Net result		(558,647)	(143,006)	(331,462)
Depreciation	5	55,287	55,288	25,578
(Profit)/loss on sale of asset	4(b)	(785)	0	0
(Increase)/decrease in receivables		12,030	58,526	50,557
Increase/(decrease) in payables		(13,074)	(26,642)	(39,716)
Increase/(decrease) in employee provisions		0	14,212	0
Net cash from operating activities		(505,189)	(41,622)	(295,043)

SIGNIFICANT ACCOUNTING POLICES

CASH AND CASH EQUIVALENTS

Cash and cash equivalents include cash on hand, cash at bank, deposits available on demand with banks, 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 shown as short term borrowings in current liabilities in Note 2 - Net Current Assets.

FINANCIAL ASSETS AT AMORTISED COST

The Tama classifies financial assets at amortised cost if both of the following criteria are met:

- the asset is held within a business model whose objective is to collect the contractual cashflows, and
- the contractual terms give rise to cash flows that are solely payments of principal and interest.

4. FIXED ASSETS

(a) Acquisition of Assets

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

Reporting program

Asset class	Other property and services	2020/21 Budget total	2019/20 Actual total	2019/20 Budget total
	\$	\$	\$	\$
<u>Property, Plant and Equipment</u>				
Furniture and equipment	17,000	17,000	0	15,000
Plant and equipment	69,300	69,300	0	0
	86,300	86,300	0	15,000
Total acquisitions	86,300	86,300	0	15,000

A detailed breakdown of acquisitions on an individual asset basis can be found in the supplementary information attached to this budget document.

SIGNIFICANT ACCOUNTING POLICIES

RECOGNITION OF ASSETS

Assets for which the fair value as at the date of acquisition is under \$5,000 are not recognised as an asset in accordance with *Financial Management Regulation 17A (5)* . These assets are expensed immediately.

Where multiple individual low value assets are purchased together as part of a larger asset or collectively forming a larger asset exceeding the threshold, the individual assets are recognised as one asset and capitalised.

4. FIXED ASSETS

(b) Disposals of Assets

The following assets are budgeted to be disposed of during the year.

	2020/21 Budget Net Book Value	2020/21 Budget Sale Proceeds	2020/21 Budget Profit	2020/21 Budget Loss	2019/20 Actual Net Book Value	2019/20 Actual Sale Proceeds	2019/20 Actual Profit	2019/20 Actual Loss	2019/20 Budget Net Book Value	2019/20 Budget Sale Proceeds	2019/20 Budget Profit	2019/20 Budget Loss
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
By Program												
Other property and services	46,615	47,400	785	0	0	0	0	0	0	0	0	0
	46,615	47,400	785	0	0	0	0	0	0	0	0	0
By Class												
<u>Property, Plant and Equipment</u>												
Plant and equipment	46,615	47,400	785	0	0	0	0	0	0	0	0	0
	46,615	47,400	785	0	0	0	0	0	0	0	0	0

A detailed breakdown of disposals on an individual asset basis can be found in the supplementary information attached to this budget document

SIGNIFICANT ACCOUNTING POLICIES

GAINS AND LOSSES ON DISPOSAL

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains and losses are included in profit or loss in the period which they arise.

5. ASSET DEPRECIATION

By Program

Other property and services

By Class

Furniture and equipment
 Plant and equipment
 Improvements to Leasehold Property
 Right of use - buildings

2020/21 Budget	2019/20 Actual	2019/20 Budget
\$	\$	\$
20,572	55,288	25,578
20,572	55,288	25,578
1,643	1,644	1,512
9,475	9,475	12,620
9,554	9,553	11,446
34,615	34,616	0
55,287	55,288	25,578

SIGNIFICANT ACCOUNTING POLICIES

DEPRECIATION

The depreciable amount of all fixed assets including buildings but excluding freehold land, are depreciated on a straight-line basis over the individual asset’s useful life from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful life of the improvements.

The assets residual values and useful lives are reviewed, and adjusted if appropriate, at the end of each reporting period.

An asset’s carrying amount is written down immediately to its recoverable amount if the asset’s carrying amount is greater than its estimated recoverable amount.

Major depreciation periods used for each class of depreciable asset are:

Furniture and equipment	4 to 10 years
Plant and equipment	5 to 15 years
Right of use - buildings	Based on the remaining lease term

AMORTISATION

The depreciable amount of all intangible assets with a finite useful life, are depreciated on a straight-line basis over the individual asset’s useful life from the time the asset is held for use.

The assets residual value of intangible assets is considered to be zero and useful live and amortisation method are reviewed at the end of each financial year.

Amortisation is included within Depreciation on non-current assets in the Statement of Comprehensive Income.

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE BUDGET
FOR THE YEAR ENDED 30 JUNE 2021

6. INFORMATION ON BORROWINGS

(a) Borrowing repayments

The Tamala Park Regional Council has not budgeted to have any borrowings for the year ended 30 June 2021 and did not have or budget to have any borrowings for the year ended 30 June 2020

6. INFORMATION ON BORROWINGS

(b) New borrowings - 2020/21

The Tamala Park Regional Council does not intend to undertake any new borrowings for the year ended 30 June 2021

(c) Unspent borrowings

The Tamala Park Regional Council had no unspent borrowing funds as at 30 June 2020 nor is it expected to have unspent borrowing funds as at 30 June 2021.

(d) Credit Facilities

	2020/21 Budget	2019/20 Actual	2019/20 Budget
	\$	\$	\$
Undrawn borrowing facilities			
credit standby arrangements			
Bank overdraft limit	0	0	0
Bank overdraft at balance date	0	0	0
Credit card limit	6,000	6,000	6,000
Credit card balance at balance date	0	(665)	0
Total amount of credit unused	6,000	5,335	6,000
Loan facilities			
Lease Liabilities - current	20,550	34,870	0
Lease Liabilities - non - current	0	20,550	0
Total Facilities in use at balance date	20,550	55,420	0
 Unused loan facilities at balance date	 0	 0	 0

SIGNIFICANT ACCOUNTING POLICIES

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 until such time as the asset is substantially ready for its intended use or sale.

TAMALA PARK REGIONAL COUNCIL
 NOTES TO AND FORMING PART OF THE BUDGET
 FOR THE YEAR ENDED 30 JUNE 2021

7. LEASE LIABILITIES

Purpose	Lease Number	Institution	Lease Interest Rate	Lease Term	Budget Lease Principal	2020/21 Budget New Leases	2020/21 Budget Lease Principal Repayments	2020/21 Budget Lease Principal outstanding 30 June 2021	2020/21 Budget Lease Interest Repayments	Actual Principal 1 July 2019	2019/20 Actual New Leases	2019/20 Actual Lease Principal repayments	Actual Lease Principal outstanding 30 June 2020	2019/20 Actual Lease Interest repayments	Budget Principal 1 July 2019	2019/20 Budget New Leases	2019/20 Budget Lease Principal repayments	Budget Lease Principal outstanding 30 June 2020	2019/20 Budget Lease Interest Repayments
					1 July 2020														
					\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Other property and services																			
Unit 2 369 Scarborough Beach Road,Innaloo	Stirling 170672	City of Stirling	1.3%	36	55,420	0	(34,870)	20,550	511	89,622		(34,202)	55,420	957	0	0	0	0	0
					55,420	0	(34,870)	20,550	511	89,622	0	(34,202)	55,420	957	0	0	0	0	0

SIGNIFICANT ACCOUNTING POLICIES

LEASES

At the inception of a contract, the Tamala Park Regional Council assesses whether the contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

At the commencement date, a right-of-use asset is recognised at cost and a lease liability, at the present value of the lease payments that are not paid at that date. The lease payments are discounted using the interest rate implicit in the lease, if that rate can be readily determined. If that rate cannot be readily determined, the Tama uses its incremental borrowing rate.

8. CASH BACKED RESERVES

Tamala Park Regional Council has no cash backed reserves and does not anticipate to establish one in 2020-21.

9. FEES & CHARGES REVENUE

Tamala Park Regional Council does not Levy fees and charges during 2020-21.

10. GRANT REVENUE

Tamala Park Regional Council does not anticipate to receive government grants, subsidies and contributions that are restricted during 2020-21.

11. REVENUE RECOGNITION

SIGNIFICANT ACCOUNTING POLICIES

Recognition of revenue is dependant on the source of revenue and the associated terms and conditions associated with each source of revenue and recognised as follows:

Revenue Category	Nature of goods and services	When obligations typically satisfied	Payment terms	Returns/Refunds/Warranties	Determination of transaction price	Allocating transaction price	Measuring obligations for returns	Revenue recognition
Commissions	Commission on Land Sales	Over time	Payment in full on sale of land	None	Set by mutual agreement with the customer	Settlement of Sale	Not applicable	When assets are controlled
Reimbursements	Insurance claims	Single point in time	Payment in arrears for claimable event	None	Set by mutual agreement with the customer	When claim is agreed	Not applicable	When claim is agreed

12. OTHER INFORMATION

The net result includes as revenues

(a) Interest earnings

Investments

- Municipal funds

645,000	800,969	966,153
645,000	800,969	966,153

(b) Other revenue

Reimbursements and recoveries

23,935	6,242	2,050
23,935	6,242	2,050

The net result includes as expenses

(c) Auditors remuneration

Audit services

12,000	8,876	10,711
12,000	8,876	10,711

(d) Interest expenses (finance costs)

Interest expense on lease liabilities

(511)	(957)	0
(511)	(957)	0

(e) Elected members remuneration

Meeting fees

Chairperson's allowance

Deputy Chairperson's allowance

131,999	131,343	140,736
20,063	19,964	21,391
5,016	4,991	5,348
157,078	156,298	167,475

13. MAJOR LAND TRANSACTIONS

The project is undertaken on behalf of the TPRC's seven participating councils. The Establishment Agreement details the following:

The land owned from time to time by the participants jointly or by the TPRC:

Land being part of Lot 118 Mindarie
 Land between Lot 118 and the Mitchell Freeway Reserve
 Any land that may be acquired by the TPRC

(a) Details

The participants are the owners of the land, in shares as set out below:

Town of Cambridge	One Twelfth
City of Joondalup	One Sixth
City of Perth	One Twelfth
City of Stirling	One Third
Town of Victoria Park	One Twelfth
Town of Vincent	One Twelfth
City of Wanneroo	One Sixth

(b) Current year transactions

Note	2020/21 Budget	2019/20 Actual	2019/20 Budget
	\$	\$	\$
Operating revenue			
Income Sale of Lots - Subdivision	34,688,724	8,034,388	9,073,874
Capital expenditure			
Development Costs - Subdivision	4(a)		
Land Development Costs	(27,389,860)	(2,487,246)	(13,522,803)
Consultancy Fees	(415,819)	(160,126)	(575,247)
Sales and Marketing	(400,000)	(135,414)	(350,000)
Selling Expenses	(2,891,698)	(642,322)	(1,795,018)
Other	(93,000)	(35,368)	(100,000)
	3,498,347	4,573,912	(7,269,194)

(c) Expected future cash flows

	2020/21	2021/22	2022/23	2023/24	2024/25	Total
	\$	\$	\$	\$	\$	\$
Cash outflows						
	(31,190,377)	(21,514,724)	(15,288,981)	(22,503,051)	(14,040,957)	(104,538,090)
	(31,190,377)	(21,514,724)	(15,288,981)	(22,503,051)	(14,040,957)	(104,538,090)
Cash Inflows						
	34,688,724	21,955,667	21,619,072	26,563,870	35,877,075	140,704,408
	34,688,724	21,955,667	21,619,072	26,563,870	35,877,075	140,704,408
Net cash flows	3,498,347	440,943	6,330,091	4,060,819	21,836,118	36,166,318

14. TRADING UNDERTAKINGS AND MAJOR TRADING UNDERTAKINGS

Tamala Park Regional Council does not anticipate any trading undertakings.

15. INTERESTS IN JOINT ARRANGEMENTS

It is not anticipated the Tamala Park Regional Council will be party to any joint venture arrangements during 2020/21.

SIGNIFICANT ACCOUNTING POLICIES

INTERESTS IN JOINT ARRANGEMENTS

Joint arrangements represent the contractual sharing of control between parties in a business venture where unanimous decisions about relevant activities are required.

Separate joint venture entities providing joint venturers with an interest to net assets are classified as a joint venture and accounted for using the equity method.

Joint venture operations represent arrangements whereby joint operators maintain direct interests in each asset and exposure to each liability of the arrangement. The Tamala Park Regional Council's interests in the assets liabilities revenue and expenses of joint operations are included in the respective line items of the financial statements.

16. TRUST FUNDS

The Tamala Park Regional Council has no funds held in Trust on behalf of third parties.

17. **SIGNIFICANT ACCOUNTING POLICIES - OTHER INFORMATION**

GOODS AND SERVICES TAX (GST)

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable 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 receivables 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.

CRITICAL ACCOUNTING ESTIMATES

The preparation of a budget in conformity with Australian Accounting Standards requires 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 the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

ROUNDING OFF FIGURES

All figures shown in this statement are rounded to the nearest dollar.

COMPARATIVE FIGURES

Where required, comparative figures have been adjusted to conform with changes in presentation for the current financial year.

BUDGET COMPARATIVE FIGURES

Unless otherwise stated, the budget comparative figures shown in the budget relate to the original budget estimate for the relevant item of disclosure.

TAMALA PARK REGIONAL COUNCIL
DRAFT BUDGET FINANCIAL ACTIVITY STATEMENT FOR THE YEAR ENDING 30 JUNE 2021

2019/20 ADOPTED BUDGET		2019/20 ACTUAL	2020/21 ADOPTED BUDGET	2020/21 JULY	2020/21 AUGUST	2020/21 SEPTEMBER	2020/21 OCTOBER	2020/21 NOVEMBER	2020/21 DECEMBER	2020/21 JANUARY	2020/21 FEBRUARY	2020/21 MARCH	2020/21 APRIL	2020/21 MAY	2020/21 JUNE
\$	OPERATING REVENUE	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
966,153	General Purpose Funding	800,969	645,000	64,500	129,000	193,499	257,999	322,500	387,000	435,375	483,750	532,125	580,501	612,751	645,000
2,050	Other Property and Services	6,242	23,935	2,869	4,689	6,508	9,377	11,196	13,015	14,833	16,652	18,471	20,290	22,108	23,935
\$968,203		\$807,211	\$668,935	\$67,369	\$133,689	\$200,007	\$267,376	\$333,696	\$400,015	\$450,208	\$500,402	\$550,596	\$600,791	\$634,859	\$668,936
(191,050)	LESS OPERATING EXPENDITURE														
(1,108,615)	Governance	(158,535)	(177,078)	-	(44,270)	(44,270)	(44,270)	(88,539)	(88,539)	(88,539)	(132,809)	(132,809)	(132,809)	(177,078)	(177,078)
	Other Property & Services	(791,682)	(1,051,289)	(108,500)	(192,859)	(277,213)	(361,566)	(445,914)	(540,260)	(624,603)	(708,939)	(793,276)	(877,608)	(961,938)	(1,051,290)
(1,299,665)		(950,217)	(1,228,367)	(108,500)	(237,129)	(321,483)	(405,835)	(534,453)	(628,799)	(713,142)	(841,747)	(926,084)	(1,010,417)	(1,139,016)	(1,228,368)
(\$331,462)	<i>Increase(Decrease)</i>	(\$143,006)	(\$559,432)	(\$41,131)	(\$103,440)	(\$121,476)	(\$138,459)	(\$200,757)	(\$228,784)	(\$262,934)	(\$341,345)	(\$375,488)	(\$409,626)	(\$504,157)	(\$559,432)
	ADD														
0	Provision for Employee Entitlements	3699	0	0	0	0	0	0	0	0	0	0	0	0	0
0	Profit/Loss on the Disposal of Assets	0	785	0	0	785	785	785	785	785	785	785	785	785	785
0	Payment for Principal Portion of lease Liabilities	(34,202)	(34,870)	(2,888)	-5778	-8674	-11571	-14473	-17377	-20283	-23197	-26110	-29027	-31947	(34,870)
25,578	Depreciation Written Back	55,288	55,287	4607	9214	13821	18428	23035	27642	32249	36857	41464	46071	50678	55,286
0	Book Value of Assets Sold Written Back	0	46615	0	0	46615	46615	46615	46615	46615	46615	46615	46615	46615	46615
\$25,578		\$24,785	\$67,817	\$1,719	\$3,436	\$52,547	\$54,257	\$55,962	\$57,666	\$59,366	\$61,060	\$62,754	\$64,443	\$66,131	\$67,817
(\$305,883)	<i>Sub Total</i>	(\$118,221)	(\$491,615)	(\$39,411)	(\$100,004)	(\$68,929)	(\$84,202)	(\$144,795)	(\$171,118)	(\$203,567)	(\$280,286)	(\$312,735)	(\$345,183)	(\$438,026)	(\$491,615)
	LESS CAPITAL PROGRAMME														
0	Purchase Plant and Equipment	0	(69,300)	0	0	(69,300)	(69,300)	(69,300)	(69,300)	(69,300)	(69,300)	(69,300)	(69,300)	(69,300)	(69,300)
(15,000)	Purchase Furniture and Equipment	0	(17,000)	0	0	0	0	0	0	0	0	0	0	0	(17,000)
(\$15,000)		\$0	(\$86,300)	\$0	\$0	(\$69,300)	(\$69,300)	(\$69,300)	(\$69,300)	(\$69,300)	(\$69,300)	(\$69,300)	(\$69,300)	(\$69,300)	(\$86,300)
	LESS MEMBERS EQUITY														
	Development of Land for Resale														
9,073,874	Income Sale of Lots -Subdivision	6,636,138	34,688,724	2,143,352	3,673,869	7,078,361	10,735,963	17,468,765	20,712,550	24,107,071	26,875,067	29,494,993	30,911,348	32,678,739	34,688,725
0	Income Other -Subdivision	1,398,250	0	0	0	0	0	0	0	0	0	0	0	0	0
0	Income Other -Proceeds Telethon Home	0	0	0	0	0	0	0	0	0	0	0	0	0	0
0	Income Other -Proceeds Sale of Apartments	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(16,343,068)	Development Costs - Subdivision	(3,460,477)	(31,190,377)	(1,327,903)	(2,145,061)	(4,328,384)	(6,238,556)	(11,357,160)	(13,710,157)	(16,930,291)	(19,206,549)	(21,530,534)	(23,248,417)	(31,417,687)	(31,190,376)
0	Development Costs - Apartments	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(154,491)	Contribution Refund	(225,710)	(150,000)	0	0	0	0	0	0	0	0	0	0	0	(150,000)
(3,000,000)	Profit Distributions	(3,000,000)	(3,000,000)	0	0	0	0	0	0	0	0	0	0	0	(3,000,000)
(\$10,423,685)		\$1,348,201	\$348,347	\$815,449	\$1,528,808	\$2,749,977	\$4,497,407	\$6,111,605	\$7,002,393	\$7,176,780	\$7,668,518	\$7,964,459	\$7,662,931	\$1,261,052	\$348,349
0	Plus Rounding	0	0	0	0	0	0	0	0	0	0	0	0	0	0
(\$10,438,685)		\$1,348,201	\$262,047	\$815,449	\$1,528,808	\$2,680,677	\$4,428,107	\$6,042,305	\$6,933,093	\$7,107,480	\$7,599,218	\$7,895,159	\$7,593,631	\$1,191,752	\$262,048
(\$10,744,568)	<i>Sub Total</i>	\$1,229,980	(\$229,568)	\$776,038	\$1,428,804	\$2,611,748	\$4,343,905	\$5,897,510	\$6,761,974	\$6,903,913	\$7,318,933	\$7,582,424	\$7,248,449	\$753,726	(\$229,568)
	LESS FUNDING FROM														
43,994,530	Opening Funds	43,994,530	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510	45,224,510
(33,249,962)	Closing Funds	(45,224,510)	(44,994,942)	(46,000,548)	(46,653,314)	(47,836,258)	(49,568,415)	(51,122,020)	(51,986,484)	(52,128,423)	(52,543,443)	(52,806,934)	(52,472,959)	(45,978,239)	(44,994,942)
\$10,744,568		(\$1,229,980)	\$229,568	(\$776,038)	(\$1,428,804)	(\$2,611,748)	(\$4,343,905)	(\$5,897,510)	(\$6,761,974)	(\$6,903,913)	(\$7,318,933)	(\$7,582,424)	(\$7,248,449)	(\$753,726)	\$229,568
(\$0)	NET (SURPLUS)DEFICIT	(\$0)	\$0	\$0	(\$0)	\$0	\$0	(\$0)	\$0	(\$0)	(\$0)	\$0	(\$0)	\$0	\$0

Tamala Park Regional Council
Adopted Budget 2020-2021

Details By function Under The Following Programme Titles
And Type Of Activities Within The Programme

	ACTUAL 2019-20		Adopted Budget 2019-2020		Draft Budget 2020-2021	
	Income	Expenditure	Income	Expenditure	Income	Expenditure
Proceeds Sale of Assets						
00000 Proceeds Sale of Assets - Motor Vehicle CEO	\$0	\$0	\$0	\$0	(\$47,400)	\$0
Written Down Value						
00000 Written Down Value - Motor Vehicle CEO	\$0	\$0	\$0	\$0	\$0	\$46,615
Sub Total - GAIN/LOSS ON DISPOSAL OF ASSET	\$0	\$0	\$0	\$0	(\$47,400)	\$46,615
Total - GAIN/LOSS ON DISPOSAL OF ASSET	\$0	\$0	\$0	\$0	(\$47,400)	\$46,615
ABNORMAL ITEMS						
Sub Total - ABNORMAL ITEMS	\$0	\$0	\$0	\$0	\$0	\$0
Total - ABNORMAL ITEMS	\$0	\$0	\$0	\$0	\$0	\$0
Total - OPERATING STATEMENT	\$0	\$0	\$0	\$0	(\$47,400)	\$46,615
OTHER GENERAL PURPOSE FUNDING						
OPERATING EXPENDITURE						
Sub Total - OTHER GENERAL PURPOSE FUNDING OP/EXP	\$0	\$0	\$0	\$0	\$0	\$0
OPERATING INCOME						
I032030 · Interest on Investment	(\$800,969)	\$0	(\$966,153)	\$0	(\$645,000)	\$0
Sub Total - OTHER GENERAL PURPOSE FUNDING OP/INC	(\$800,969)	\$0	(\$966,153)	\$0	(\$645,000)	\$0
Total - OTHER GENERAL PURPOSE FUNDING	(\$800,969)	\$0	(\$966,153)	\$0	(\$645,000)	\$0
Total - GENERAL PURPOSE FUNDING	(\$800,969)	\$0	(\$966,153)	\$0	(\$645,000)	\$0
GOVERNANCE						
MEMBERS OF COUNCIL						
OPERATING EXPENDITURE						
E041005 · Chairman Allowance	\$0	\$19,964	\$0	\$21,391	\$0	\$20,063
E041010 · Deputy Chair Allowance	\$0	\$4,991	\$0	\$5,348	\$0	\$5,016
E041018 · Composite Allowance	\$0	\$131,343	\$0	\$140,736	\$0	\$131,999
E041019 · Alternative Member Meeting Fee	\$0	\$0	\$0	\$2,050	\$0	\$0
E041020 · Conference Expenses	\$0	\$722	\$0	\$10,763	\$0	\$10,000
E041030 · Other Costs	\$0	\$1,516	\$0	\$10,763	\$0	\$10,000
Sub Total - MEMBERS OF COUNCIL OP/EXP	\$0	\$158,535	\$0	\$191,050	\$0	\$177,078
OPERATING INCOME						
	\$0	\$0	\$0	\$0	\$0	\$0
Sub Total - MEMBERS OF COUNCIL OP/INC	\$0	\$0	\$0	\$0	\$0	\$0
Total - GOVERNANCE	\$0	\$158,535	\$0	\$191,050	\$0	\$177,078
Total - GOVERNANCE	\$0	\$158,535	\$0	\$191,050	\$0	\$177,078
OTHER PROPERTY AND SERVICES						
SALARIES AND WAGES						
OPERATING EXPENDITURE						
New · Gross Total Salaries and Wages	\$0	\$544,547	\$0	\$631,969	\$0	\$640,000
New · Gross Total Salaries and Wages Allocated	\$0	(\$544,547)	\$0	(\$631,969)	\$0	(\$640,000)
Sub Total - SALARIES AND WAGES OP/EXP	\$0	\$0	\$0	\$0	\$0	\$0
Total - SALARIES AND WAGES	\$0	\$0	\$0	\$0	\$0	\$0
UNCLASSIFIED						
OPERATING EXPENDITURE						
Administration						
E145005 · Salaries - Basic Costs	\$0	\$544,547	\$0	\$631,969	\$0	\$640,000
E145007 · Salaries Occ. Superannuation	\$0	\$44,376	\$0	\$60,037	\$0	\$60,800
E145011 · Advertising Staff Vacancies	\$0	\$0	\$0	\$5,657	\$0	\$5,000
E145015 · Insurance W/comp.	\$0	\$7,920	\$0	\$8,250	\$0	\$7,660
E145017 · Medical Exam. Costs	\$0	\$40	\$0	\$308	\$0	\$300
E145019 · Staff Training & Dev.	\$0	\$180	\$0	\$5,000	\$0	\$5,000
E145020 · Conference Expenses	\$0	\$1,035	\$0	\$10,000	\$0	\$10,000

Tamala Park Regional Council
Adopted Budget 2020-2021

Details By function Under The Following Programme Titles
And Type Of Activities Within The Programme

	ACTUAL 2019-20		Adopted Budget 2019-2020		Draft Budget 2020-2021	
	Income	Expenditure	Income	Expenditure	Income	Expenditure
E145024 · Travel Expenses CEO	\$0	\$55	\$0	\$5,000	\$0	\$5,000
E145025 · Other Accom & Property Costs	\$0	(\$2,030)	\$0	\$44,075	\$0	\$4,619
E145027 · Advertising General	\$0	\$1,604	\$0	\$5,000	\$0	\$2,000
E145031 · Graphics Consumables	\$0	\$0	\$0	\$2,000	\$0	\$1,000
E145033 · Photocopying	\$0	\$535	\$0	\$2,050	\$0	\$1,500
E145037 · Postage, Courier & Freight	\$0	\$606	\$0	\$1,200	\$0	\$1,000
E145039 · Printing	\$0	\$0	\$0	\$2,000	\$0	\$1,000
E145043 · Stationery	\$0	\$497	\$0	\$2,000	\$0	\$1,000
E145045 · Other Admin Expenses	\$0	\$3,857	\$0	\$5,000	\$0	\$5,000
E145047 · Office Telephones & Faxes	\$0	\$0	\$0	\$2,000	\$0	\$1,000
E145049 · Mobile Phones	\$0	\$917	\$0	\$2,000	\$0	\$2,000
E145053 · Bank Charges	\$0	\$38	\$0	\$2,263	\$0	\$500
E145055 · Credit Charges	\$0	\$90	\$0	\$205	\$0	\$500
E145057 · Audit Fees	\$0	\$8,876	\$0	\$10,711	\$0	\$12,000
E145059 · Membership Fees	\$0	\$5,976	\$0	\$8,077	\$0	\$6,000
E145061 · Legal Expenses (General)	\$0	\$7,425	\$0	\$20,000	\$0	\$20,000
E145069 · Valuation Fees	\$0	\$0	\$0	\$20,000	\$0	\$15,000
E145075 · Promotions	\$0	\$0	\$0	\$8,000	\$0	\$5,000
E145077 · Business Hospitality Expenses	\$0	\$344	\$0	\$10,000	\$0	\$2,000
E145079 · Consultancy	\$0	\$4,350	\$0	\$20,000	\$0	\$20,000
E145083 · Research	\$0	\$6,000	\$0	\$20,000	\$0	\$18,000
E145100 · Safety Clothes and Equipment	\$0	\$82	\$0	\$1,000	\$0	\$1,000
E145087 · Computer Software Mtce	\$0	\$726	\$0	\$5,000	\$0	\$5,000
E145088 · Accounting Management	\$0	\$38,740	\$0	\$51,250	\$0	\$40,000
E145089 · Computer Software Purchase	\$0	\$2,590	\$0	\$20,500	\$0	\$10,000
E145091 · Computer Sundries	\$0	\$734	\$0	\$5,000	\$0	\$2,000
E145092 · Data Communication Links	\$0	\$545	\$0	\$5,000	\$0	\$0
E145093 · Internet Provider Costs	\$0	\$10,088	\$0	\$7,688	\$0	\$15,000
E145094 · Plant & Equipment Purchase Non-Capital	\$0	\$8,596	\$0	\$2,000	\$0	\$2,000
E145095 · Furniture & Equipment Purchase	\$0	\$0	\$0	\$5,000	\$0	\$5,000
E145097 · Hire of Equipment	\$0	\$0	\$0	\$1,500	\$0	\$1,500
E145099 · Vehicle Operating Expense	\$0	\$3,175	\$0	\$6,150	\$0	\$8,000
E145013 · Fringe Benefit Tax - Motor Vehicle	\$0	\$6,543	\$0	\$10,000	\$0	\$8,000
E145101 · Consumable Stores	\$0	\$827	\$0	\$1,025	\$0	\$1,000
E145103 · Newspapers & Periodicals	\$0	\$0	\$0	\$205	\$0	\$200
E145105 · Publications & Brochures	\$0	\$0	\$0	\$500	\$0	\$200
E145107 · Subscriptions	\$0	\$0	\$0	\$513	\$0	\$500
E145109 · Parking Expenses	\$0	\$179	\$0	\$205	\$0	\$250
E145113 · Emergency Services	\$0	\$0	\$0	\$10,000	\$0	\$5,000
E145117 · Electricity	\$0	\$0	\$0	\$6,611	\$0	\$6,500
E145121 · Insurance - Public Liability	\$0	\$2,250	\$0	\$2,894	\$0	\$3,200
E145123 · Insurance - Property (ISR)	\$0	\$12,304	\$0	\$12,948	\$0	\$9,252
E145126 · Insurance - Personal Accident	\$0	\$1,275	\$0	\$1,403	\$0	\$1,175
E145127 · Insurance - Other	\$0	\$2,544	\$0	\$3,844	\$0	\$2,835
E145222 · Depreciation	\$0	\$55,288	\$0	\$25,578	\$0	\$55,287
E145452 · Recruitment Human Resources	\$0	\$7,000	\$0	\$0	\$0	\$5,000
E145455 · Performance Review - CEO	\$0	\$0	\$0	\$0	\$0	\$10,000
0000000- Record Management Consultancy	\$0	\$0	\$0	\$10,000	\$0	\$0
0000000- Interest Expense ROU asset	\$0	\$957	\$0	\$0	\$0	\$511
Sub Total - UNCLASSIFIED OP/EXP	\$0	\$791,682	\$0	\$1,108,615	\$0	\$1,051,289
OPERATING INCOME						
I145012 · Reimbursements	\$0	\$0	(\$2,050)	\$0	(\$2,101)	\$0
I145012 · Income Other	(\$6,242)	\$0	\$0	\$0	(\$21,834)	\$0
Sub Total - UNCLASSIFIED OP/INC	(\$6,242)	\$0	(\$2,050)	\$0	(\$23,935)	\$0
Total - UNCLASSIFIED	(\$6,242)	\$791,682	(\$2,050)	\$1,108,615	(\$23,935)	\$1,051,289
Total - OTHER PROPERTY AND SERVICES	(\$6,242)	\$791,682	(\$2,050)	\$1,108,615	(\$23,935)	\$1,051,289
	(\$807,211)	\$950,217	-968203	1299664.615	(\$716,335)	\$1,274,982
MEMBERS EQUITY						
EXPENDITURE						
Contribution Refund	\$0	\$225,710	\$0	\$154,491	\$0	\$150,000
Profit Distributions	\$0	\$3,000,000	\$0	\$3,000,000	\$0	\$3,000,000
Sub Total - MEMBERS EQUITY	\$0	\$3,225,710	\$0	\$3,154,491	\$0	\$3,150,000
INCOME						
I145011 · Income Sale on Lots	(\$6,636,138)	\$0	(\$9,073,874)	\$0	(\$34,688,724)	\$0
I145012 · Income Other	(\$1,398,250)	\$0	\$0	\$0	\$0	\$0
Sub Total - MEMBERS EQUITY	(\$8,034,388)	\$0	(\$9,073,874)	\$0	(\$34,688,724)	\$0
Total - MEMBERS EQUITY	(\$8,034,388)	\$0	(\$9,073,874)	\$3,154,491	(\$34,688,724)	\$3,150,000

Tamala Park Regional Council
Adopted Budget 2020-2021

Details By function Under The Following Programme Titles
And Type Of Activities Within The Programme

	ACTUAL 2019-20		Adopted Budget 2019-2020		Draft Budget 2020-2021	
	Income	Expenditure	Income	Expenditure	Income	Expenditure
Total - MEMBERS EQUITY	(\$8,034,388)	\$3,225,710	(\$9,073,874)	\$3,154,491	(\$34,688,724)	\$3,150,000
SURPLUS						
New (Surplus) / Deficit - Brought Forward	(\$43,994,530)	\$0	(\$43,994,530)	\$0	(\$45,224,510)	\$0
New (Surplus) / Deficit - Carried Forward	\$0	\$0	\$0	\$33,249,962	\$0	\$44,994,942
Sub Total - SURPLUS C/FWD	(\$43,994,530)	\$0	(\$43,994,530)	\$33,249,962	(\$45,224,510)	\$44,994,942
Total - SURPLUS	(\$43,994,530)	\$0	(\$43,994,530)	\$33,249,962	(\$45,224,510)	\$44,994,942
DEPRECIATION						
New - Depreciation Written Back	\$0	(\$55,288)	\$0	(\$25,578)	\$0	(\$55,287)
New - Employee Provisions	\$0	(\$3,699)	\$0	\$0	\$0	\$0
Payment for Principal Portion of lease Liabilities	\$0	\$34,202	\$0	\$0	\$0	\$34,870
New - Book Value of Assets Written Back	\$0	\$0	\$0	\$0	\$0	(\$46,615)
Sub Total - DEPRECIATION WRITTEN BACK	\$0	(\$24,785)	\$0	(\$25,578)	\$0	(\$67,032)
Total - DEPRECIATION	\$0	(\$24,785)	\$0	(\$25,578)	\$0	(\$67,032)
FURNITURE AND EQUIPMENT						
OTHER PROPERTY AND SERVICES						
EXPENDITURE						
E168513 - General Office Equipment	\$0	\$0	\$0	\$5,000	\$0	\$0
E168566 - Computer Equipment - Server	\$0	\$0	\$0	\$10,000	\$0	\$15,000
E168524 - Conference Room TV	\$0	\$0	\$0	\$0	\$0	\$2,000
Sub Total - CAPITAL WORKS	\$0	\$0	\$0	\$15,000	\$0	\$17,000
Total - OTHER PROPERTY AND SERVICES	\$0	\$0	\$0	\$15,000	\$0	\$17,000
Total - FURNITURE AND EQUIPMENT	\$0	\$0	\$0	\$15,000	\$0	\$17,000
LAND AND BUILDINGS						
OTHER PROPERTY AND SERVICES						
EXPENDITURE						
Sub Total - CAPITAL WORKS	\$0	\$0	\$0	\$0	\$0	\$0
Total - OTHER PROPERTY AND SERVICES	\$0	\$0	\$0	\$0	\$0	\$0
Total - LAND AND BUILDINGS	\$0	\$0	\$0	\$0	\$0	\$0
PLANT AND EQUIPMENT						
OTHER PROPERTY AND SERVICES						
EXPENDITURE						
0000000 Motor Vehicle - CEO	\$0	\$0	\$0	\$0	\$0	\$69,300
Sub Total - CAPITAL WORKS	\$0	\$0	\$0	\$0	\$0	\$69,300
Total - OTHER PROPERTY AND SERVICES	\$0	\$0	\$0	\$0	\$0	\$69,300
Total - PLANT AND EQUIPMENT	\$0	\$0	\$0	\$0	\$0	\$69,300
INFRASTRUCTURE ASSETS - OTHER						
Land Development Costs						
New-Land & Special Sites Development	\$0	\$777	\$0	\$5,221,297	\$0	\$5,113,000
99.4 - Land Develop - Consultants	\$0	\$160,126	\$0	\$575,247	\$0	\$415,819
99.5 - Land Develop - Landscape	\$0	\$1,084,333	\$0	\$2,906,368	\$0	\$1,669,700
99.1 - Land Develop - Infrastructure	\$0	\$41,591	\$0	\$1,409,141	\$0	\$5,772,557
99.9 - Land Develop - Bulk Earthworks	\$0	\$0	\$0	\$0	\$0	\$2,317,896
99.2 - Land Develop - Lot Production	\$0	\$774,696	\$0	\$1,930,449	\$0	\$9,378,726
99.6 - Land Develop - Admin Land Dev	\$0	\$529,355	\$0	\$1,127,427	\$0	\$1,283,020
New-Community Development	\$0	\$56,494	\$0	\$192,500	\$0	\$178,500
New-Contingency	\$0	\$0	\$0	\$685,621	\$0	\$1,326,461
New-finance	\$0	\$0	\$0	\$50,000	\$0	\$350,000
Debtors /Creditors Movement	\$0	\$0	\$0	\$0	\$0	\$0
Consultancy						
-Env Innovation Consultancies						
-Admin-Operational Consultancies						
E145451 - GST management	\$0	\$4,560	\$0	\$15,000	\$0	\$20,000
E145452 - Recruitment Human Resources	\$0	\$0	\$0	\$5,000	\$0	\$5,000
Property Development Services						
-Property Admin and Approvals						

Tamala Park Regional Council
Adopted Budget 2020-2021

Details By function Under The Following Programme Titles
 And Type Of Activities Within The Programme

	ACTUAL 2019-20		Adopted Budget 2019-2020		Draft Budget 2020-2021	
	Income	Expenditure	Income	Expenditure	Income	Expenditure
E145041 · Signage/Decals	\$0	\$0	\$0	\$5,000	\$0	\$2,000
E145042 · Branding/Marketing	\$0	\$0	\$0	\$10,000	\$0	\$5,000
-Mtce Services-Land						
E145204 · Fences/Walls	\$0	\$0	\$0	\$3,000	\$0	\$2,000
E145206 · Mtce Services-Land	\$0	\$0	\$0	\$5,000	\$0	\$2,000
-Sales Expenditure						
E145216 · Direct Selling Expenses	\$0	\$642,322	\$0	\$1,795,018	\$0	\$2,891,698
E145218 · Sales and Marketing	\$0	\$135,414	\$0	\$350,000	\$0	\$400,000
-Other Expenditure						
E145029 · Advertising Public/Statutory	\$0	\$9,488	\$0	\$17,000	\$0	\$17,000
E145061 · Legal Expenses (General)	\$0	\$19,198	\$0	\$30,000	\$0	\$30,000
E145086 · Probity Auditor	\$0	\$2,122	\$0	\$10,000	\$0	\$10,000
Sub Total - CAPITAL WORKS	\$0	\$3,460,477	\$0	\$16,343,068	\$0	\$31,190,377
Total - OTHER	\$0	\$3,460,477	\$0	\$16,343,068	\$0	\$31,190,377
Total - INFRASTRUCTURE ASSETS - OTHER	\$0	\$3,460,477	\$0	\$16,343,068	\$0	\$31,190,377
GRAND TOTALS	(\$52,836,129)	\$7,611,619	(\$54,036,607)	\$54,036,607	(\$80,629,569)	\$80,629,569
		(\$45,224,510)		\$0		(\$0)

Appendix 9.2

POLICY MANUAL

Payment of Accounts & Security of Payment Instruments Policy **(~~July 2019~~ August 2020)**

POLICY

1. Objectives

- To safeguard the funds of the Council and to provide a transparent record for authorisation of expenditures which reflect good accounting practice and the requirements of local government legislation.
- To facilitate communication to representatives of TPRC and to the public about probity practices associated with the payment of accounts of the Council.

2. Delegation of Authority

The Council has delegated authority to the Chief Executive Officer to make payment of accounts in accordance with Regulation 13.1 of the financial management regulation.

3. Risk Profile

When exercising functions relating to payment of accounts, the following matters should be considered:

- That relevant delegations are current and complete;
- That bank authorisations are current and complete;
- That chequebooks, bank tokens and passwords are adequately secured;
- That procedures in relation to the use of credit cards, chequebooks, bank tokens and passwords are documented;
- That procedures for recording obligations for expenditure and for authorising payments prior to payments being made are adequate and appropriately recorded and communicated; and
- That all accounts and expenditures are made consistent with the Council's Procurement, Purchasing & Investment Policies.

4. Guidelines

(a) Securing TPRC Cheque Instruments

- Only one chequebook will be maintained at any one time;
- A secure location will be identified for retention of the chequebook;
- Only authorised staff signatories will be advised of the location of the chequebook;

POLICY MANUAL

Payment of Accounts & Security of Payment Instruments Policy (~~July 2019~~August 2020)

- A monthly reconciliation of cheque instruments recorded on bank statements and the balance of cheque instruments maintained in the chequebook will be made by the Executive Assistant and approved by the CEO;
- The External Auditor will be required to verify the retention practices and check that the balance of cheque instruments reconciles to instruments recorded in the bank statement.

(b) Security of Tokens and Passwords

- On an annual, or more frequent basis (if required), financial institutions will be requested to supply to external auditors details covering the number of passwords and number of tokens issued to TPRC elected and staff representatives. The External Auditor will be asked to reconcile information provided by banks with information provided by elected and staff members.
- Relevant elected members and staff members are to be advised of the procedures for operating bank accounts with tokens and passwords and the limits of delegation from the TPRC Council and in respect of tokens and passwords.
- Relevant elected members and staff are to be acquainted with bank requirements and TPRC requirements relating to reporting of forgotten or lost passwords and tokens.
- Relevant elected and staff representatives are to be acquainted with procedures for reporting potential breach of security in respect of passwords or tokens.
- A compliance checklist covering the points above is to be provided to and completed by elected members and staff members provided with passwords and tokens to ensure current knowledge of requirements and responsibilities.

(c) Purchasing and Credit Cards

Refer to the Credit Card Policy for further information.

(d) Incurrence of Expenditure/Liability on Behalf of TPRC

- All monetary liabilities incurred on behalf of TPRC must conform to the Council Procurement Policy or otherwise be specifically resolved by the TPRC Council.
- In brief, incurrence of expenditure is to be:
 - In accordance with allocations in the TPRC budget;
 - If not in budget, in reference to specific Council resolutions;
 - Subject of tender or quotation as required by TPRC Purchasing Policy;
 - Subject of an order issued on behalf of TPRC by a person authorised under delegation and otherwise in accordance with the Council's Purchasing Policy.

POLICY MANUAL

Payment of Accounts & Security of Payment Instruments Policy (~~July 2019~~August 2020)

(e) Reporting of Payment Activity

All expenditures incurred or payments made are to be reported to the Council in reference to budget and statutory requirements including:

- Annual budget
- Statutory budget review (by 31 March)
- Financial Management Regulations, particularly relating to lists of payments for Council information (Regulation 13)
- Monthly financial statements (Regulation 14)

(f) Petty Cash

Should the TPRC utilise petty cash it will be in accordance with the Petty Cash Policy.

(g) Receipt of Goods and Services

- A delivery docket and/or account must accompany all goods purchased by TPRC (except minor purchases covered by a detailed receipt).
- Goods and services will be checked to purchase orders, investment instructions, letters of commission or contracts as appropriate.
- The person checking receipt of goods will endorse the appropriate instrument with verification that goods or services have been received and note any variation in supply to requirements.
- Where there is no variation in supply, the receiving officer shall also authorise payment for goods and services.
- Where there is a variation in supply regulations, the variation will be noted together with an appropriate adjustment to the payment obligation of the TPRC.
- In the event that the value of the variation exceeds 10% (plus or minus) of the initial amount, a variation docket will be prepared and attached with the original order or other instrument.

This Payment of Accounts & Security of Payment Instruments Policy is authorised by the Chief Executive Officer on ~~17 October 2019~~12 August 2020.

Signature:

Name: JOHN ANTHONY ARIAS

Date: ~~17 October 2019~~12 August 2020

Adopted by Council: ~~17 October 2019~~20 August 2020

Appendix 9.3

POLICY MANUAL

Credit Card Policy **(~~July August 2019~~2020)**

1. POLICY

This policy is to ensure effective controls, policies and procedures are in place with respect to the use of corporate credit cards.

2. PRINCIPLES

- Ensure transparency in Council's operations concerning the use of corporate credit cards.
- Ensure Council's resources are managed with integrity and diligence.

3. OBJECTIVES

- Fulfil all statutory requirements of the *Local Government Act* with respect to the use of corporate credit cards.
- To adopt best practice in developing a clear and comprehensive policy on the use of corporate credit cards.

4. STRATEGIES

Purpose of Corporate Credit Cards

Corporate credit cards have been implemented to allow the Council to transact its business in an efficient manner and, at the same time, provide Council officers with a more convenient method to meet costs they incur on Council's behalf.

Corporate credit cards should be recognised as a valuable tool for the efficient and effective operation of Council's daily business and not as a benefit assigned to specific individuals. The use of corporate credit cards will create savings in staff administration time in matters such as arranging transport, accommodation and registration for attendance at conferences. It will also reduce the number of creditor creations that are required for one-off purchases.

It is intended to save time and paperwork in making purchases while still maintaining control of purchase through a monthly reconciliation process as well as reducing the need for Council staff to use their private credit card to conduct Council business.

Staff members are not to use their private credit card to conduct Council business over the amount of \$100 in any one transaction, without CEO approval.

POLICY MANUAL

Credit Card Policy (~~July August 2019~~2020)

Issuing of Cards

The Chief Executive Officer will be responsible for maintaining a register of the individual corporate credit cards including their associated limits and expiry dates.

The Chief Executive Officer will be responsible for obtaining approval of the Chair for the issue of a card and this will be recorded on a 'Cardholder Approval and Acknowledgement' form. Each cardholder will be required to sign this form on receipt of the corporate credit card and acknowledge these policies and procedures.

Monthly Limit and Authorisations

Each corporate credit card will have a monthly limit on expenditure and the expenditure is to be authorised by the person as indicated in the following table.

	<i>Monthly Limit</i>	<i>Expenditure Authorisation</i>
Chief Executive Officer	56 ,000	Chair
Manager Project Coordination	2,000	Chief Executive Officer
Executive Assistant	42 ,000	Chief Executive Officer

Restrictions

Corporate credit cards are not to be used for personal expenses under any circumstances.

Corporate credit cards are not to be used for purchases of fuel unless authorised by the Chief Executive Officer.

Use of the corporate credit cards for purchases over the internet should be restricted to trusted secure sites.

The cardholder will be personally liable for expenditure that cannot be shown to be related to the business of TPRC.

Use of Cards

Corporate credit cards are to be used as a normal credit card, with the valid PIN required to make any purchase.

No cash advances are available from ATMs or over the counter and BPAY facilities are not available.

POLICY MANUAL

Credit Card Policy **(~~July August 2019~~2020)**

The card is for official Council business only and may not be used for personal items under any circumstances. The card is not linked to any form of award points and any personal award card or membership should not be used in conjunction with the use of the corporate credit card.

A tax invoice is required to be obtained for every purchase made by the credit card holder. This is required in reconciliations of the corporate credit card statement at the end of each month.

If a transaction is done by telephone or by mail order, the cardholder will need to ensure that an appropriate tax invoice is obtained from the supplier and included with the monthly reconciliation.

Tax invoices must contain the following components in order to comply with taxation law and allow Council to claim an input tax credit for the GST paid:

- Name of creditor;
- The ABN of the creditor;
- Date of issue;
- The quantity and a brief description of what is being supplied;
- The words 'tax invoice';
- The GST as a separate component OR the invoice total with a statement that 'Total includes GST'.

All details of the purchase, including tax invoices are required to be obtained and retained to support the appropriate allocation of purchases at the end of each month.

Use of a corporate credit card will require the user to abide by Council's Code of Conduct and purchasing policies including purchasing from Council's preferred suppliers wherever possible.

Where any expenditure is incurred relating to business hospitality or other purposes involving staff the cardholder must write on the receipt, or a receipt attached statement, the names of employees and non-employees, detail of expenditures and other sufficient information to make an assessment of fringe benefits tax payable in total and per employee.

The credit limit of the individual cards is not to be exceeded.

Payment of Monthly Account

The outstanding balance of each corporate credit card will be automatically debited to Council's bank account around the 14th day of each month.

POLICY MANUAL

Credit Card Policy **(~~July August 2019~~2020)**

Reconciling Monthly Statements

1. Each cardholder will be issued with a monthly statement listing all their transactions. It is the responsibility of the cardholder to match their supporting documentation to the monthly statement.
2. Monthly statements must be reconciled and returned to the Executive Assistant within seven days of receiving the statement.
3. When the monthly statement is received, a check is required to ensure all purchases are supported by invoices.
4. Record next to each transaction:
 - The reason for the purchase;
 - The account number the purchase is to be allocated to.
5. Attach tax invoices for all the purchases with GST and normal invoices for purchases without GST.
6. For FBT purposes, expenses relating to the provision of entertainment must provide details of the function, the total number of staff who attended, and the total number of attendees.
7. Sign and date the monthly corporate credit card statement at completion of the reconciliation.
8. The monthly corporate credit card statement, with all invoices attached, should then be authorised by the appropriate person as described in the Monthly Limit and Authorisation section of this policy.
9. The corporate credit card statement and all attachments are then to be provided to the Chief Executive Officer.
10. After processing, all corporate credit card statements will be kept by the Executive Assistant.
11. The CEO's corporate credit card statements are to be presented to the Audit Committee every four months.
12. Copies of all statements and supporting documents are to be filed for audit review.
13. The Council Auditor will include as part of the annual work plan, a periodic review of the supporting documentation in respect of the monthly corporate credit card statement.

POLICY MANUAL

Credit Card Policy **(~~July August 2019~~2020)**

Disputed Purchases

The Chief Executive Officer is to be notified of all disputed transactions. The cardholder must complete the 'disputed transactions' form and include it with the monthly reconciliation.

When a dispute occurs, the cardholder should attempt to correct the situation with the merchant. If unable to correct the situation, the matter is to be referred to the Chief Executive Officer. The Chief Executive Officer will attempt to resolve the matter and may have to contact the bank for assistance.

The bank can assist with resolving some disputes with merchants, particularly those involving duplicated charges, non receipt of goods ordered or credits not processed after refund vouchers have been issued.

Terminating or Ceasing Employment

Any cardholder, who is leaving the services of Council, should return any Cards, no later than 5 working days prior to the last day of employment.

Reporting Lost or Stolen Cards

If a card is lost or stolen it is the cardholder's responsibility to immediately to report the loss to the relevant bank.

The Chief Executive Officer should be contacted immediately and advised by the next business day and the cardholder should then complete a 'Lost or Stolen Cards' form and forward it to the Chief Executive Officer.

Replacement Cards

The card is valid for the period shown on the face of the card and the relevant Bank will automatically reissue replacement cards to the Chief Executive Officer one month prior to the expiry date. The Executive Assistant will then update the register details in regard to the replacement card and issue it to the cardholder.

The cardholder will need to complete a 'Replacement Cards' form and sign the form on receipt of the new card.

POLICY MANUAL

Credit Card Policy **(~~July~~ August 20192020)**

This Credit Card Policy is authorised by the Chief Executive Officer on ~~17 October 2019~~20 August 2020.

Signature:

Name: JOHN ANTHONY ARIAS

Date: ~~17 October 2019~~20 August 2020

Appendix 9.4

POLICY MANUAL

Petty Cash Policy **(~~July 2019~~August 2020)**

POLICY

1. Objective

To provide a cash advance to pay authorised expenditure of a minor nature.

2. Local Government Reference

- *Local Government Act 1995* – Section 6.10
- *Local Government (Financial Management) Regulation 11*

3. Petty Cash

- Sum advanced shall be limited to \$100.
- Officers who have received an advance to use such funds to pay for authorised expenditure for each item shall be limited to \$100 (excluding GST).
- Expenditure for each advance shall be recouped by the Reckon accounting system software.
- Annual audit of all cash advances to be conducted.

This Petty Cash Policy is authorised by the Chief Executive Officer on ~~17 October 2019~~20 August 2020.

Signature:

Name: JOHN ANTHONY ARIAS

Date: ~~17 October 2019~~20 August 2020

Appendix 9.5



WORKFORCE PLAN 2021-2024

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1. Tamala Park Regional Council Purpose and Overview

Tamala Park Regional Council (TPRC) is the corporate entity representing the interests of seven local governments:

- Town of Cambridge
- City of Perth
- Town of Victoria Park
- City of Vincent
- City of Joondalup
- City of Wanneroo
- City of Stirling

The participants are joint owners of Lot 9504, which has an area of 432 hectares situated in the local authority district of the City of Wanneroo. Part of the land is used by another Regional Council – the Mindarie Regional Council, as a refuse landfill. The Tamala Park Regional Council has been established for the specific purpose of creating an urban development on 170 hectares of portion of Lot 9504, immediately south of Neerabup Road. When the land is fully developed the Tamala Park Regional Council will have completed its charter.

The purpose for which the TPRC was established -

“to undertake, in accordance with the objectives, the rezoning, subdivision, development, marketing and sale of the Tamala Park Land; and to carry out and do all other acts and things which are reasonably necessary for the bringing into effect of the matters referred to above.”

The objectives of the TPRC are:

- to develop and improve the value of the Land
- to maximise, within prudent risk parameters, the financial return to the Participants
- to balance economic, social and environmental issues; and
- to produce a quality development demonstrating the best urban design and development practice.

The Tamala Park Project, marketed as Catalina is a new urban development in the suburbs of Clarkson and Mindarie, which when complete will comprise around 2,500 lots and be home to approximately 6,000 people. The first phase of construction and development commenced in 2011, with the first lots in Stage 1 released for sale to the market in March 2012. To date over 1,000 lots have been completed, 950 lots sold and 890 new homes constructed at Catalina.

1.1. Current Services

The regional purpose and the activities of the Tamala Park Regional Council are prescribed by an Establishment Agreement (2006). The Tamala Park Regional Council is established under the Local Government Act 1995 and operates as a local government with normal obligations and requirements. Unlike other local governments it has a regional purpose to undertake the rezoning, subdivision, development, marketing and sale of the Tamala Park landholding.

As a result, the normal service delivery arrangements do not apply, however Tamala Park Regional Council provides for its member local governments services detailed below and each service has been classified according to the following legend:

SERVICE FREQUENCY (SF)		SERVICE DELIVERY (SD)		CHARGING ARRANGEMENT (CA)	
A	Ad-hoc	FO	Fully Outsourced	U	Full Fee for Service
D	Daily	PO	Partially Outsourced	UP	Partial Fee for Service
W	Weekly	RLG	Regional Local Gvt.	S	Subsidised Service
FN	Fortnightly	V	Volunteer	F	Free at point of use
M	Monthly			N/A	Not Applicable
Y	Yearly				

SERVICE	DESCRIPTION	CLASSIFICATION		
		SF	SD	CA
Members of Council	Services to member Council in so far as the terms of the establishment agreement.	D	RLG	N/A
Unclassified/Administration	Administration of the Regional Council and management of projects.	D	RLG	N/A

Consultants and contractors are engaged to provide support to the administration in delivering the outcomes and objectives of the Regional Council.

2. Integrated Workforce Planning

2.1. Legislative Obligations

Tamala Park Regional Council is required under Section 5.56 of the Local Government Act 1995 to plan for the future of its district. In doing so the Council needs to comply with Regulation 19C of the Local Government (Financial Management) Regulations 1996, which states in part;

- (c) develop and integrate matters relating to resources including asset management, workforce planning, and long term financial planning.

2.2. Overview

Workforce planning is a key aspect of the Integrated Planning and Reporting framework being undertaken nationally by Local Governments to assist in the management of the diverse existing and future challenges within their respective communities.

Having the right people in the right place at the right time with the right skills for the right cost is a perpetual and not a one-off process or a single set of actions. Therefore, workforce planning must have the ability to continually develop and adapt through the linking with organisational objectives and the ability to anticipate future changes and workforce requirements.

3. Strategic Workforce Planning Objectives

In undertaking this Workforce Plan the Tamala Park Regional Council desires to be seen as a place of work with a healthy culture and secure work environment, and its work to be viewed as a valuable contribution to its member local governments.

In order to meet current and future obligations Council require appropriately skilled and trained employees in order to undertake work. Workforce planning is a way of ensuring this process is continuous and perpetual.

The Workforce Plan is to be revisited and updated on a systematic and regular basis in order to provide Council and management with a sustainable framework for staffing decisions based upon the:

- Strategic Community Plan,
- Corporate Plan
- Long Term Financial Plan

4. Strategic Alignment

The Tamala Park Regional Council's Strategic Community Plan (SCP) is a visionary document for the next 10 years, based upon input from its member local governments. The Workforce Plan activates the Strategic Community Plan priorities around the workforce and in turn informs the Long Term Financial Plan in relation to the resources required to make appropriate funding available.

5. Operating Environment

The unemployment rate in WA has risen to 6.0 per cent (April 2020), an increase from 5.1 per cent in April 2019. The youth unemployment rate in WA is 12.7% (April 2020). The Central Metropolitan – Employment by Occupation statistics for February 2020 indicate, Professionals, Managers and Clerical / Administrative Workers to be amongst the highest employment occupation rates.

The impact of CoVid-19 on the state economy has been extensive. CoVid-19 will continue to affect the number of people employed and unemployment numbers are expected to increase in the coming months before peak unemployment is reached.

For Tamala Park Regional Council CoVid-19 has impacted on normal business operations, and also has increased focus on occupational health and safety measures, particularly in the form of social distancing with the public, potential purchasers, contractors, and remote working for employees. Management will continue to monitor CoVid-19 health information, and respond to State Government recommendations in relation to further risk measures, as staff health, safety and welfare is of paramount importance.

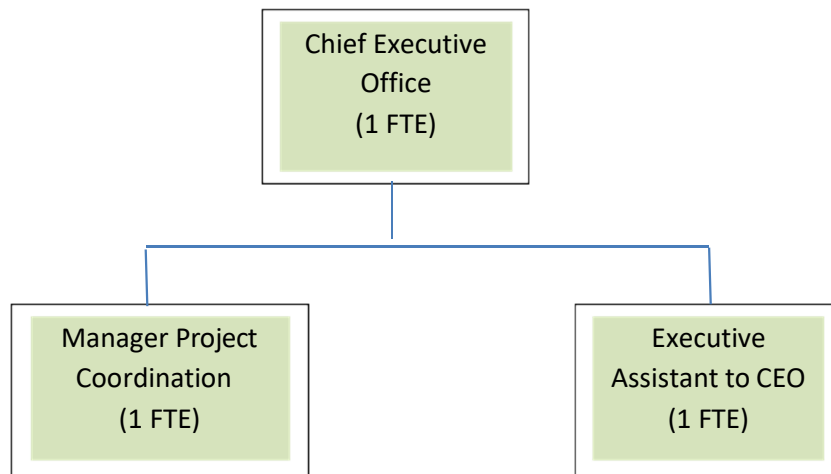
6. Current Workforce Profile

The following table provides an overview of the Council's workforce and identifies by position title the number of full time equivalent employees based on a 38 hour week. Total number of employees is 3, full time equivalent of 3.0. There are 3 full time employees, of which one works only 0.8 FTE (based on 30.4 hours per week). The Council currently has no casual or part time employees.

6.1 Current Staffing Levels

Tamala Park Regional Council – Workforce Profile										
Position	Full Time		Part Time		Casual		Totals		%	%
	F	M	F	M	F	M	F	M	F	M
CEO	0	1	0	0	0	0	0	1	0	33.3%
Manager Project Coordination	0	1	0	0	0	0	0	1	0	33.3%
Exec. Assistant to CEO	1	0	0	0	0	0	1	0	33.3%	0
SUB-TOTAL	1	2	0	0	0	0	1	2	33.3%	66.7%
GRAND TOTAL	3		0		0		3		100%	

6.2 Organisational Chart

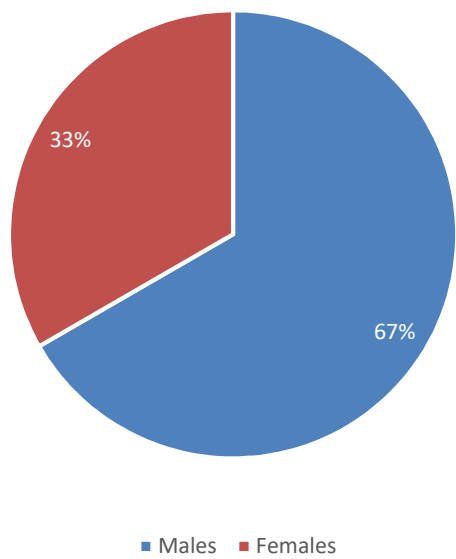


6.3 Indigenous Employees

There are no employees at Tamala Park Regional Council who identify themselves as indigenous.

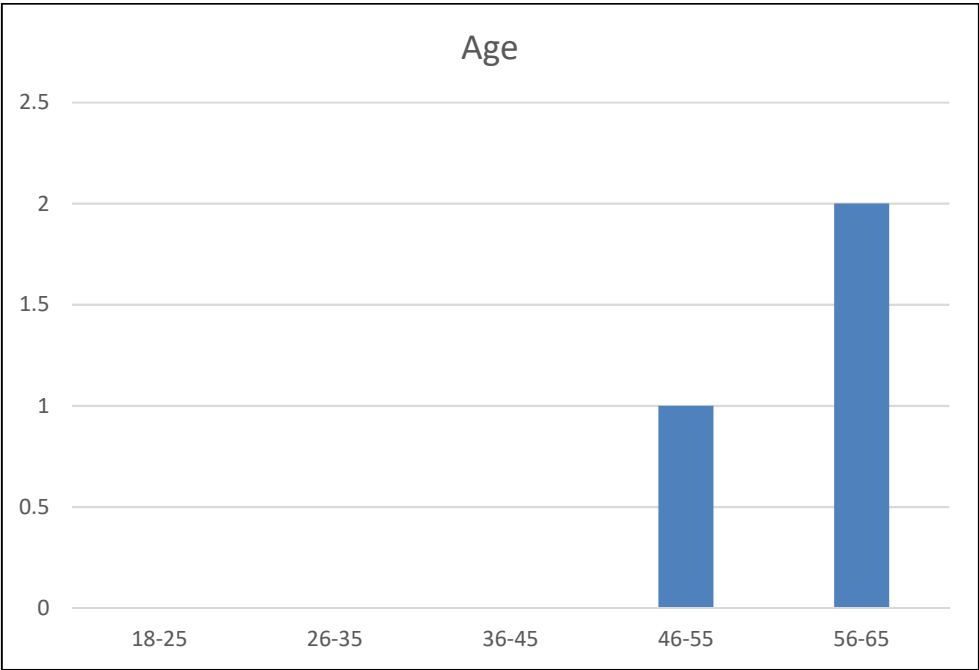
6.4 Gender

Female employees comprise 33% of the workforce.



6.5 Age

With two of the 3 existing employees appearing in the age bracket 56-65 it is not possible to draw any useful comparisons to populations. None of the employees are at an age where retirement could be a consideration should the employee wish to retire.



7. Current Employment Costs

Employment costs are based upon:

- CPI - 2.50%
- WALGA Cost Index - 2.70%
- Wage Index - 3.50%

The Table below summarises the costs currently incorporated into the Long Term Financial Plan.

Item	Adopted Budget	Proposed Estimate	Proposed Estimate	Proposed Estimate	Proposed Estimate
	2019-20	2020-21	2021-22	2022-23	2023-24
TOTAL EMPLOYMENT COSTS	750,759	776,446	803,019	830,508	858,943

7.1. Industrial Environment

None of the Employees are respondent to an Enterprise Agreement, however the Local Government Award 2010 is the relevant Award.

Contracts for the CEO, Manager Project Coordination and Executive Assistant are maximum term contracts which expire in 2022, 2024 and 2024, respectively.

7.2. Turnover / Recruitment

Tamala Park Regional Council has a healthy and stable workplace environment. There have been only four turnovers in employees since the establishment of the Council in 2006. The most recent employee, being the Manager Project Coordination, commenced in May 2019.

Recruitment for the Manager Project Coordination position was undertaken by an independent consultant under the supervision of the CEO. Recruitment for the CEO will be undertaken by an independent consultant under the supervision of the Council. Other positions are to be undertaken in house under the supervision and direction of the CEO. Immediate competitors for the employment market are adjoining Councils.

8. Future Workforce

8.1 Workforce Projection Profile

It is envisaged that due to the nature of the TPRC operations and increasing requirements on governance and probity a full time Governance/Administration Officer will be required for governance duties and responsibilities and to assist in corporate governance, project co-ordination, research and office management.

It is expected that recruitment for this position will be undertaken in the next 12 month period.

Description	Current	2020-21 FTE	2021-22 FTE	2022-23 FTE	2023-24 FTE
Chief Executive Officer	1.00	1.00	1.00	1.00	1.00
Manager Project Coordination	1.00	1.00	1.00	1.00	1.00
Executive Assistant to the CEO	1.00	1.00	1.00	1.00	1.00
New - Governance/Administration Officer	0.00	1.00	1.00	1.00	1.00
TOTAL	3.00	4.00	4.00	4.00	4.00

Consultants for specialised projects will be engaged as and when required.

8.2 Workforce Projection Financial Costings

Total estimated employment costs to be incorporated into the Long Term Financial Plan resulting from the projections outlined in section 8.1 are detailed in the table below.

Description	Current	2020-21	2021-22	2022-23	2023-24
Governance/Administration Officer Salary	\$0	\$80,000	\$82,800	\$85,698	\$88,697
Governance/Administration Officer Superannuation	\$0	\$7,600	\$7,866	\$8,141	\$8,426
Governance/Administration Officer Workers Compensation Insurance	\$0	\$1,200	\$1,242	\$1,285	\$1,330
Governance/Administration Officer Training & Development	\$0	\$1,800	\$1,863	\$1,928	\$1,996
Total Employment Costs	\$0	\$90,600	\$93,771	\$97,053	\$100,450

9. Workforce Issues

Many of the workforce issues related to Tamala Park Regional Council are dominated by circumstances central to the fact that there are minimal employee numbers.

The following are identified workforce issues:

- Succession planning
- Coverage for employees who are absent on leave / training
- Coverage for employees who are absent due to workplace injury
- Minimal employees to cover a range of professional skills needed to achieve objectives
- Consequences as a result of employee turnover, such as loss of corporate knowledge (exacerbated by the fact that one employee constitutes 33% of the entire workforce)

10. Organisational Risk

A group of workforce issues have been identified that may impact on the Councils ability to deliver its primary objective. These issues have been assessed from an organisational risk perspective under the AS4360 standard.

RISK MATRIX

Measure of Consequence / Impact	1. Insignificant	Low	Low	Low	Low	Moderate
	2. Minor	Low	Low	Moderate	Moderate	Moderate
	3. Medium	Low	Moderate	Moderate	Significant	Significant
	4. Major	Moderate	Moderate	Significant	High	High
	5. Catastrophic	Moderate	Significant	High	High	High
		1. Rare	2. Unlikely	3. Possible	4. Likely	5. Almost Certain
		Measures of Likelihood				

CRITERIA FOR MANAGING RISK

LEVEL OF RISK	CRITERIA FOR MANAGEMENT OF RISK	REPORTING TO	WHO IS RESPONSIBLE
Low	Acceptable with adequate controls (subject to alignment with risk tolerance and appetite)	Annual reporting to Audit Committee	Risk Owner
Moderate	Acceptable with adequate controls (subject to alignment with risk tolerance and appetite)	Annual reporting to Audit Committee	Risk Owner
Significant	Refer to CEO for acceptance decision	Monthly reporting to CEO, 4 monthly reporting to Audit Committee and Council.	CEO
High	Refer to Council/CEO for acceptance decision	Immediate and ongoing reporting to CEO & Council	Council Chair/CEO

Succession planning

Risk Rating	Moderate Risk – Planned Action Required
Likelihood	Possible
CONSEQUENCES	Medium

Coverage for employees who are absent on leave / training

Risk Rating	Moderate Risk – Planned Action Required
Likelihood	Possible
CONSEQUENCES	Minor

Coverage for employees who are absent due to workplace injury

Risk Rating	Moderate Risk – Planned Action Required
Likelihood	Unlikely
CONSEQUENCES	Medium

Minimal employees to cover a range of professional skills needed to achieve objectives

Risk Rating	Moderate Risk – Planned Action Required
Likelihood	Possible
CONSEQUENCES	Minor

Consequences as a result of employee turnover, such as loss of corporate knowledge (exacerbated by the fact that one employee constitutes 33% of the entire workforce)

Risk Rating	Moderate Risk – Planned Action Required
Likelihood	Possible
CONSEQUENCES	Medium

11. Action Plan

In order that Council recognises its responsibility for its work force through its workforce planning, the following action plan has been developed showing the Priorities, the Objectives / Actions and the Performance Measures in each case.

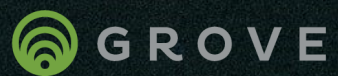
ACTION PLAN			
Priority	Objective / Actions	\$ Cost	Performance Measure
Ensure that our work force is structured to meet the future needs in accordance with the Future, Community Strategic and Corporate Plans	Review of organisational structure.	In house staff cost only	Review to be conducted 3 / 4 years.
	Develop employee policies to improve and maintain training and development with a view to meeting any current or future skills gap.	In house staff cost only	CEO to arrange for skills gap analysis and policy protocols.
	Develop a succession planning strategy in order to relieve or replace exiting employees.	In house staff cost only	Review of opportunities for coaching and mentoring.

ACTION PLAN			
Priority	Objective / Actions	\$ Cost	Performance Measure
Ensure that our work force is structured to meet the future needs in accordance with the Future, Community Strategic and Corporate Plans	Develop employee policies to cover: <ul style="list-style-type: none"> • Recruitment & Selection • Safety & Health • EEO / Anti bullying • IT / Social Media 	In house staff cost only	Research and develop contemporary documents.
Employment Contract Review	Review of Employment Contracts in accordance with expiry dates.	In house staff cost only	Current and compliant contracts of employment.
Health & Safety	Workforce Planning will include a review of EEO and work safety issues.	In house staff cost only	Policies and process review.
	Ensure all staff are aware of their obligations to work safe and in a safe environment.	In house staff cost only	Induction Review Training.
Continuous Evaluation	Regular and systematic review of Workforce Plan will be undertaken to ensure all elements are meeting the needs of the Community Expectations.	\$4,000	Review 24 months.

Appendix 9.6



Catalina



DEVELOPMENT STRATEGY

ISSUE 1.3 | July 2020

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Catalina



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1.0 Executive Summary

This report outlines the vision, aspirations and guiding principles that have been endorsed by the Tamala Park Regional Council and how these inform the design and development of Catalina Grove.

Catalina has reached a level of maturity and stock position that requires the development of its third and final precinct, Catalina Grove. Approvals are in place to facilitate the design and subdivision lodgement of the first stages.

The overarching vision along with the design philosophy and guiding principles advocated by the TPRC have provided the aspirations and goals for Catalina Grove. The goals relate to a diversity of product (including density), retention and creation of a green canopy and strong connections to the surrounding area.

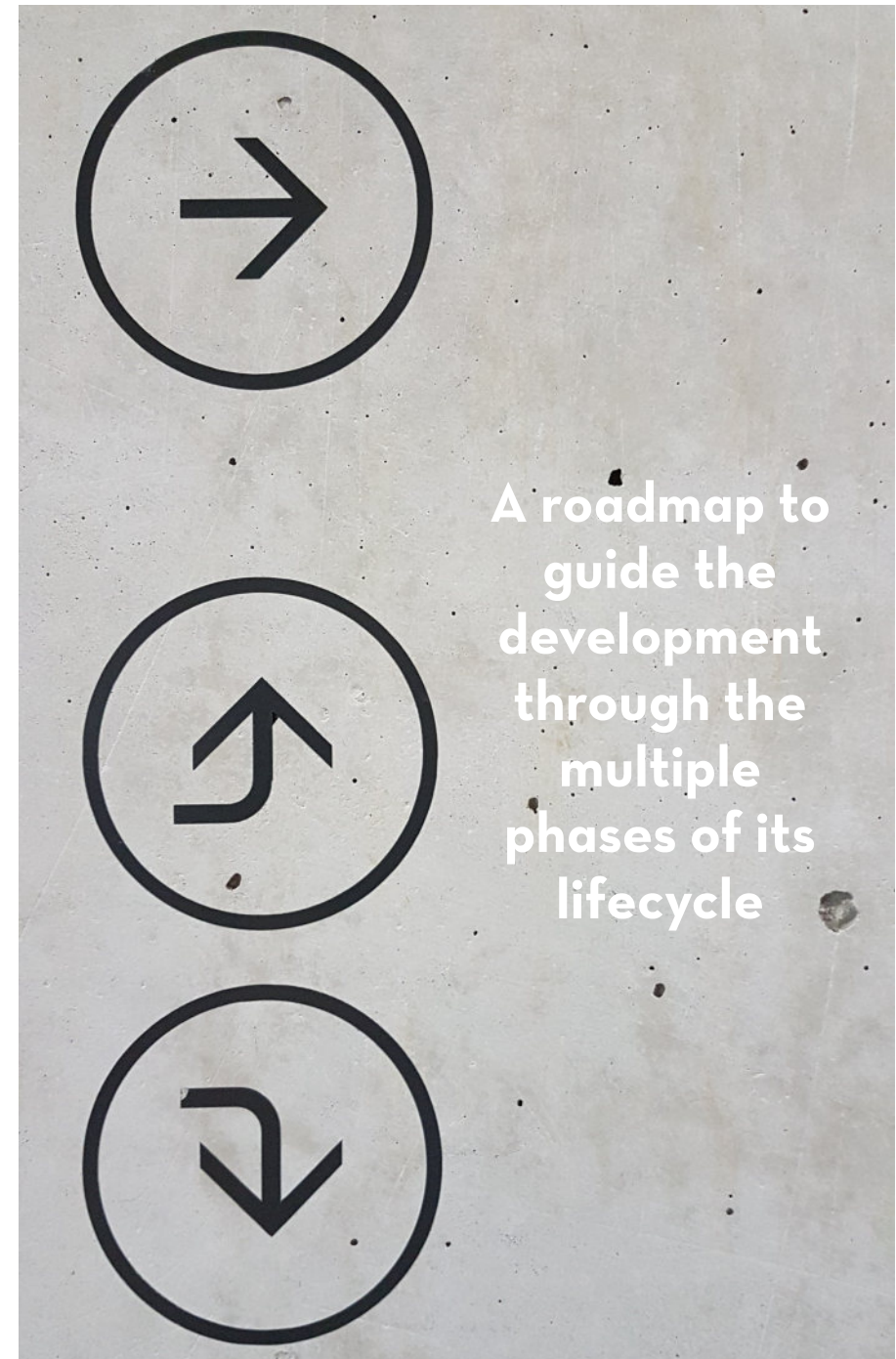
Some of the Design Considerations and outcomes are;

- The Local Centre Site will capitalise on a highly visible location next to Connolly Drive to assist its viability and provide convenient access for the community to a range of services.
- Tree retention in parks and road reserves will be a major focus for the precinct.
- Achieve density and diversity supported by amenity, such as the Local Centre Site, Clarkson Train Station and local parks.
- The average lot size will be smaller than its two sister precincts.
- Landscaping and civil works budgets will be managed to achieve a greater focus on greening.
- The precinct has an opportunity to produce a highly desirable display village.

The project roll out has been broken into phases to optimise capital expenditure whilst delivering the key elements of the project upfront.

The financial impacts of achieving the vision and aspirations are also provided as a guide in this strategy. However, these are likely to change over the life of the project.

This document will be used as a roadmap to guide the development through the multiple phases of its lifecycle.



2.0 Introduction and Background

Catalina has been designed to be delivered in three precincts. The first of these precincts started with sales back in 2012 in Catalina Central. This precinct has been designed to be family-orientated, community focused and offers a wide choice of traditional family sized lots and low maintenance cottage lots. Catalina Central has proven to be popular with families and first homebuyers looking to establish a home to start a family. In 2017 the second precinct of Catalina was launched to the public. Catalina Beach has established one of the busiest new home display villages in the Perth metro area and has provided a premium option for purchasers wishing to live in Catalina. Located within the suburb of Mindarie, Catalina Beach has a coastal appeal that has attracted many downsizers, families and more aspirational purchasers.

To date over 1000 lots have been sold at Catalina. To continue sales the project needs to launch the final precinct, Catalina Grove. Available land within Catalina Central that can be developed within the short to medium term has been exhausted. Catalina Grove is now required for the project to continue to provide affordable housing opportunities to market.

The Tamala Park Regional Council (TPRC) passed a resolution at its meeting held in August 2017 that endorsed the philosophy and principles to progress the design for Catalina Grove [This included an objective to maximise the extent of existing vegetation to be retained within the context of the planned development].

The design changes required Federal Approval (Department of Environment and Energy) and a subsequent Local Structure Plan Amendment. In June 2020 approvals have been granted that will enable the development of the site in accordance with the aspirations set out by the Council.

The Catalina Grove Development Strategy will outline the already established visions and aspirations of TPRC for this precinct and detail how these will be used as the guiding principles to deliver the site.



**over 1000 lots have been
sold at Catalina**

3.0 Vision

‘To create a sustainable urban community offering diverse housing choice, social connectivity and employment opportunities.’

The vision of TPRC, and in turn Catalina, has been created around five key strategic pillars being, Built Environment, Environment, Social, Economic and Governance. The overarching vision, the strategic pillars along with the design philosophy and guiding principles advocated by the TPRC have provided the aspirations and goals for Catalina Grove. These include (but not limited to);

- Configure development design to maximise existing tree retention in public open space and streetscapes
- Achieve an ultimate tree canopy target of 20% or above
- Provide a range of housing options and leverage Clarkson Train Station and the Local Centre to achieve density and diversity around amenity
- Ensure strong movement corridors are created to Clarkson Train Station
- The continuation and promotion of the Green Link from the Beach to the Station
- Development of the Local Centre to leverage Connolly Drive and create a viable amenity for the community and opportunities for business and local employment

Catalina Grove has a strong focus on tree retention, connections to surrounding infrastructure and amenity, and the ability to provide a wide variety of housing options including higher density. The anticipated buyer profile for Grove is singles, couples and downsizers. Families may still be attracted to the precinct due to its highly connected location and provision to be made for lots of sufficient size to cater for traditional housing product.



4.0 Design Considerations

This section of the Development Strategy summarises a number of the key design considerations for Catalina Grove. These considerations have been informed by Satterley's market experience, the development consultancy team, industry advice and key stakeholder input. The inputs have all been aligned to the overarching aspirations and principles established by TPRC. These consider the projects location, aspirations and vision, market acceptance, demand, development servicing and site opportunities and constraints.

4.1 Local Centre Site

The Local Centre site has been identified as an opportunity to provide for people to prosper and local businesses to thrive. Development principles have been shaped by discussions with a number of key stakeholders.

The City of Wanneroo have expressed an apprehension based on deficiencies and failure of other 'Main Street' shopping precincts within the City. These concerns have been addressed and the design amended.

Consultations have been held with a number of commercial site developers. The overwhelming feedback is to make the Local Centre Site accessible and highly visible from Connolly Drive. During these consultations it has been established that demand exists from developers to secure a Local Centre Site in this location. However, no commitments regarding delivery timeframes could be confirmed.

The Local Centre Site location and design was amended in the Local Structure Plan to address the comments from stakeholders. The amendments are consistent with the TPRC aspirations for the site. The design locates the Local Centre Site in a highly visible location next to Connolly Drive to ensure the viability of the future business.



Opportunities for people to prosper and local businesses to thrive

4.2 Tree Retention

Catalina Grove will create a connection to the natural environment through tree retention and canopy cover. Retention of mature trees will celebrate the existing land and with new landscaping provide a unique character, sense of place and form a large part of the Catalina Grove identity.

Detailed environmental investigations and tree surveys have been completed on the site. The project team has identified all significant existing trees. Development design has been configured to protect the best quality trees and vegetation on the site through the following:

- Public Open Space to be located in strategic positions to enable clusters or larger trees to be retained with minimal disturbance.
- Alignment and dimensions of road reserves and designated crossover locations to preserve trees within the streetscape of the project.
- Seek to plant large canopy tree species that will compliment the retained trees and over time add to the green canopy of the development.
- Establish strong connections to surrounding amenity and infrastructure that can be reached via a canopy covered network of paths.

Below are a two examples of how these principles have guided the design to date.

1. The interface of Catalina Grove to Neerabup Road has been amended to facilitate the retention of significant trees located on the northern boundary of the precinct within an area of POS. The vegetated park land will facilitate the Council's vision to create an aesthetically appealing northern edge to the project offering attractive, recreational spaces.
2. The use of island blisters, single carriageways and widened road reserves are proposed to provide further opportunities for tree retention.

The guiding principles will continue to influence the design as it evolves over time.





Achieve density and
diversity supported by
amenity

4.3 High Density Locations

To ensure a diverse range of housing opportunities are provided within Catalina Grove three areas have been identified to achieve density and diversity supported by amenity. These locations of high density will be supported and complimented by a variety of surrounding green titled lots. The three locations are;

1. **Close proximity to Clarkson Train Station**

In the north east corner of Catalina Grove the project will benefit from an underpass connection through to Clarkson Train Station. Being within walking distance of a major piece of infrastructure will support the creation of sites suitable for apartments. This location of the project also has a number of established trees that will facilitate the creation of a local park. This park will support the high density and meet the needs of residents to have access green space.

2. **Surrounding the Local Centre Site**

A viable Local Centre Site will need to be supported by density and population. Sites surrounding the Local Centre will provide for compact forms of housing in ranging configurations. This will not only provide support for the centre but also produce affordable housing options and diversity of choice for Catalina Grove.

3. **Strong Movement Corridors (Catalina Green Link)**

Smaller high density executive sized homes will be located along key movement corridors. These homes will provide a strong linear section of density to connect key amenity and infrastructure within Catalina Grove.



**research will be completed
on the viability and demand
for different density options**

These three high density areas are considered within the Local Structure Plan and will be incorporated in the detailed design. To ensure their success these sites will not be constructed within Phase One. This will enable a greater understanding of the demand and likely timing of the Local Centre Site along with buyer profiles achieved in Precinct One.

During Phase One research will be completed on the viability and demand for different density options in the precinct. The information from this research, the buyer profiles achieved and sales feedback in Phase One will be used to establish design guidelines and objectives for each site. These guidelines will then be used to establish a request for tenders to take the sites to market.

The research will identify any opportunities for aged care, health care and other mixed use operations outside of standard residential. These opportunities can be presented to TPRC as an alternative delivery option that will achieve and provide a greater diversity of offerings within the precinct.

4.4 Lot Mix


The composition of the lot mix proposed for Catalina Grove was informed by a number of factors.

One being the vision, aspirations and goals endorsed by TRPC which highlight the need to cater for different lifestyle choices and affordable housing opportunities. Of all the three precincts Catalina Grove is uniquely placed to not only offer a range of lot sizes and housing types but also provide affordable housing opportunities. These affordable housing options can be achieved via more compact lot options, group housing and apartments.

Liveable Neighbourhoods, Directions 2031 and the Local Structure Plan set out density targets which need to be achieved, and demonstrated to be achievable, with each stage of subdivision. The minimum total dwellings needed across Grove is 643 with a higher end target of 753. The current lot mix achieves 743. The lot mix and density proposed for Grove has been increased due to the transport node of Clarkson Train Station and location of the Local Centre Site. The table contained on the left of this page shows the average lot size constructed in Beach and Central compared to the proposed average lot size in Grove. These comparisons exclude all grouped housing sites or apartments and reflect only green titled individual residential lots.

Using the factors above, along with the Local Structure Plan, Satterley have met in house, with the consultancy team and with various project home builders to produce a balanced and saleable lot mix. In particular input from the Satterley sales team and project home builders have supported the decreased lot size. Some of the reasons are;

- Many indicating a demand from first homebuyers that live in the area that would like a new home in this location but can't afford it. These buyers are currently purchasing further north in suburbs such as Alkimos. Creating a comparable price point via a smaller lot mix is forecast to capture some of these purchasers.
- Downsizers who live in the area will be attracted to a low maintenance home in the close proximity whilst taking some capital out of there existing larger home.
- Easy transport linkages and small lock and leave product should appeal to fly-in-fly-out buyers.
- Walkable catchment of the train station should drive density over time.



Precinct	Average Lot Size
Beach	383sqm
Central	343sqm
Grove	312sqm



4.4 Lot Mix

The following lot mix is proposed for Phase One of Catalina Grove.

Lot Type	Lot Size	Example Dimensions	% of Lot Mix
Micro Lots	80sqm–145sqm	8m x 10m 10m x 15m 7m x 20m	5%
Squat Lots	250sqm–300sqm	12.5m x 20m 15m x 20m	10%
Cottage Lots	190sqm–380sqm	7.5m x 25m 10.5m x 25m 12.5m x 25m 15m x 25m	20%
Terrace	180sqm–230sqm	6m x 30m 7.5m x 30m	30%
Conventional	325sqm–520sqm	10.5m x 30m 12.5 x 30m 15m x 30m 17m x 30m	35%

This lot mix provides opportunities for diverse housing product ranging from 80sqm to 520sqm. Sites suitable for group housing, apartment developments or mixed use have been identified and do not form part of this lot mix. The delivery of these sites in Catalina Grove will be located close to adequate amenity and infrastructure to support the residents. In total over 1.5ha of net developable land has been identified for development for this purpose.

Development cells and road networks to create the proposed lot mix are flexible and provide opportunity to optimise the lot variety in accordance with market demand. The design is flexible and robust and may be readily adapted over time should market conditions and buyer preferences change. A range of densities has been proposed to satisfy the housing requirements of a broad demographic.

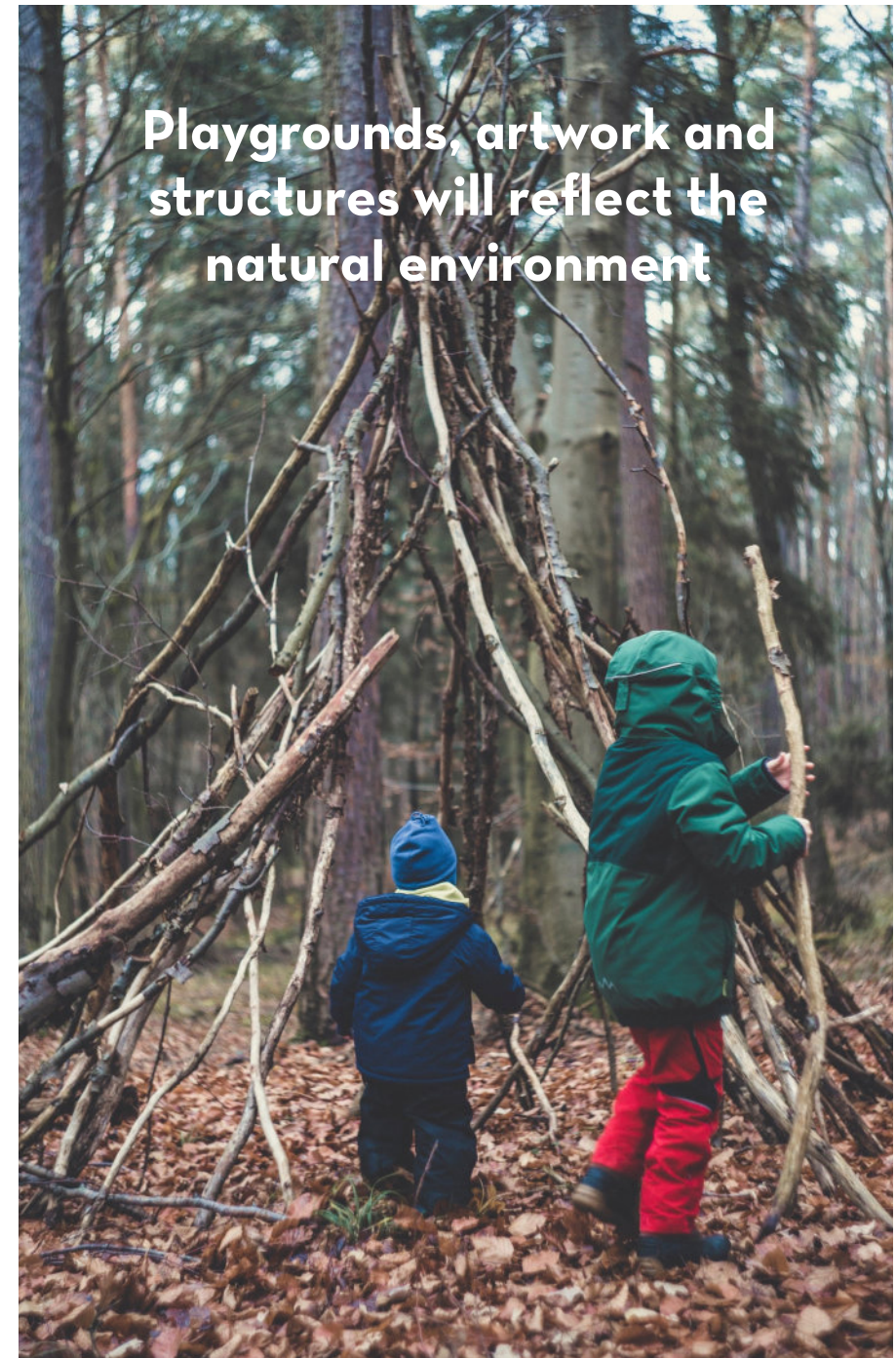
4.5 Estate Thematic

CIVIL AND LANDSCAPING

To ensure a green and natural connection is achieved throughout the precinct the following principles will be used to inform the landscaping and civil design.

- Grove will have a very distinct focus on greening streetscapes, with retained trees and increased tree numbers and sizes to streetscapes to ensure the canopy targets are achieved.
- The pavement, road pavement and lot wall materiality will be low key to enable a refocus of budget to enable highly vegetated streetscapes.
- Existing site levels will be retained where possible to enable the retention of trees.
- Road networks will be positioned to maximise solar orientation of lots where possible.
- Existing gravity sewer catchments are taken into account to ensure an efficient development rollout and the deferment of the construction of the required sewer pump station until necessary.
- Playgrounds, artwork and structures will reflect the natural environment. Emphasis will be given to recycled or sustainable materials. Designs will be created that tie into the natural environment aesthetic.
- Colours and materials of built form will be neutral and reflective of the natural setting.
- Opportunity to include modern sustainability practices or industry leading technology will be explored.

Catalina Grove residents will have a strong connection to the natural environment. Whether it is a stroll through pedestrian friendly shaded streets, stopping to admire the natural form in artwork or taking the kids down to the park to use their imagination in a vast nature play.



BUILT FORM

Prior to the commencement of Phase One new residential design guidelines will be established for Catalina Grove. They will ensure the vision, principles and overall theme of the precinct is achieved. The design guidelines will have a strong sustainability focus whilst ensuring the overall design quality and kerb appeal of the homes are still achieved. Creating a fine balance between affordability and aspirational designs will be critical. Whilst addressing similar criteria as the other precincts these design guidelines will also look to include information on the following;

- Opportunities to provide 'eyes on the street' and contribute to community safety.
- Creating opportunities for interactions with neighbours and passers-by.
- A precinct palette to inspire materials colours and treatments used in the house design.
- Climate responsive design advice which will provide design and construction principles to improve the comfort of the home and minimise the energy and water usage.

The current sustainability incentives will also be reviewed with the opportunity to provide a more distinct sustainability package for the residents of Catalina Grove. The incentives will be tailored towards smaller dwellings.

During Phase One research will be undertaken on the density sites located within the precinct. The research will inform the highest and best use, market value, mixed use potential, employment opportunities and potential built form outcomes. This will then be used by the project team to prepare design principles and guidelines for the sites located within Phase Two. Design elements similar to those in the residential design guidelines, minimum sustainability targets, guidance on icon elements and structures, and the design principles and guidelines will be used to prepare the sites for tender. Based on the maturity of the precinct in Phase Two the market may not be ready for the sales of these sites. However, they will be prepared and ready for when the market conditions change. This will enable the sites to be fast tracked should any opportunity arise.

4.0 DESIGN CONSIDERATIONS



**Climate responsive design
advice**

4.6 Display Village

Creating high quality display homes fronting a major road has been a great success in Catalina Beach and an opportunity exists to replicate a similar setup in Catalina Grove. The approach of opening up the estate to Connolly Drive to support the Local Centre Site also supports the creation of a display village. The creation of a display village in the first stage of Catalina Grove has the following advantages;

- High quality homes will be constructed and frame the entry of the development
- These high quality homes will act as a design benchmark for residents to achieve
- The presale of lots to builders offers security of sales for the large initial costs to construct stage 1
- Builders will generate enquiry and traffic to the development that can be leveraged by the project
- Builders will look to establish homes quickly and in turn create early activation of the precinct

Satterley has spoken with a number of leading project home builders to establish the level of demand that may exist for this opportunity. All builders that were contacted indicated a strong desire to be involved with a display village in this location. Most builders indicated they would look to showcase smaller lot homes and use their first homebuyer brands that are not currently represented in Catalina Beach.



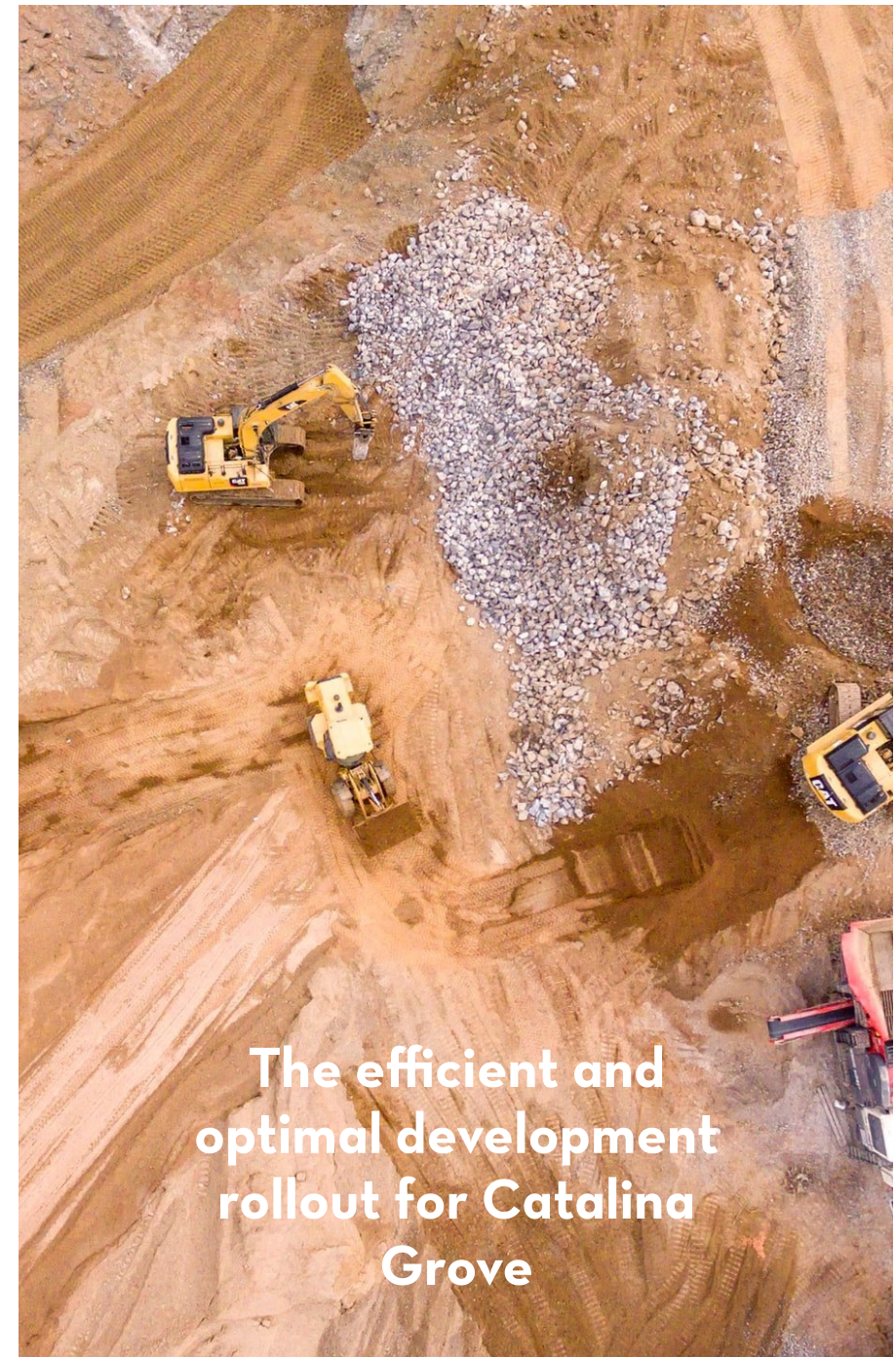
High quality homes
framing the entry
of the development

5.0 Development

In consultation with the project consultancy team Satterley has identified the efficient and optimal development rollout for Catalina Grove. Site constraints, key infrastructure, approvals, staging and budgets have helped to inform the development rollout.

The major challenge for the civil construction and design of Catalina Grove will be the retention of existing trees, and the impact this will have on earthworks and site levels. Natural low points and the overall site drainage layout is well advanced through design and is assisted by the free draining sandy conditions. Interface works with the surrounding road networks require detailed design but major connection locations have been agreed through the Local Structure Plan. The north west of the site can utilise existing sewer infrastructure, with a new pump station required for the later stages of development of the precinct. The design and documentation of this pump station is significantly progressed and can be finalised upon completion of the design of the precinct road network.

The delivery of Catalina Grove is proposed to be completed in multiple phases. To make an efficient use of capital and provide development efficiencies.



**The efficient and
optimal development
rollout for Catalina
Grove**



**facilitate a broader strategy
for tree retention and
achieve greater economy
and flexibility to respond to
market conditions**

5.1 Phased Construction

Breaking up the construction of Catalina Grove up into phases will enable an effective use of capital and achieve development efficiencies. This approach is similar to that taken in Catalina Central, Catalina Beach and the development industry as a whole. Multiple stages of approximately 25-50 lots will then be further developed out of each phase.

PHASE ONE

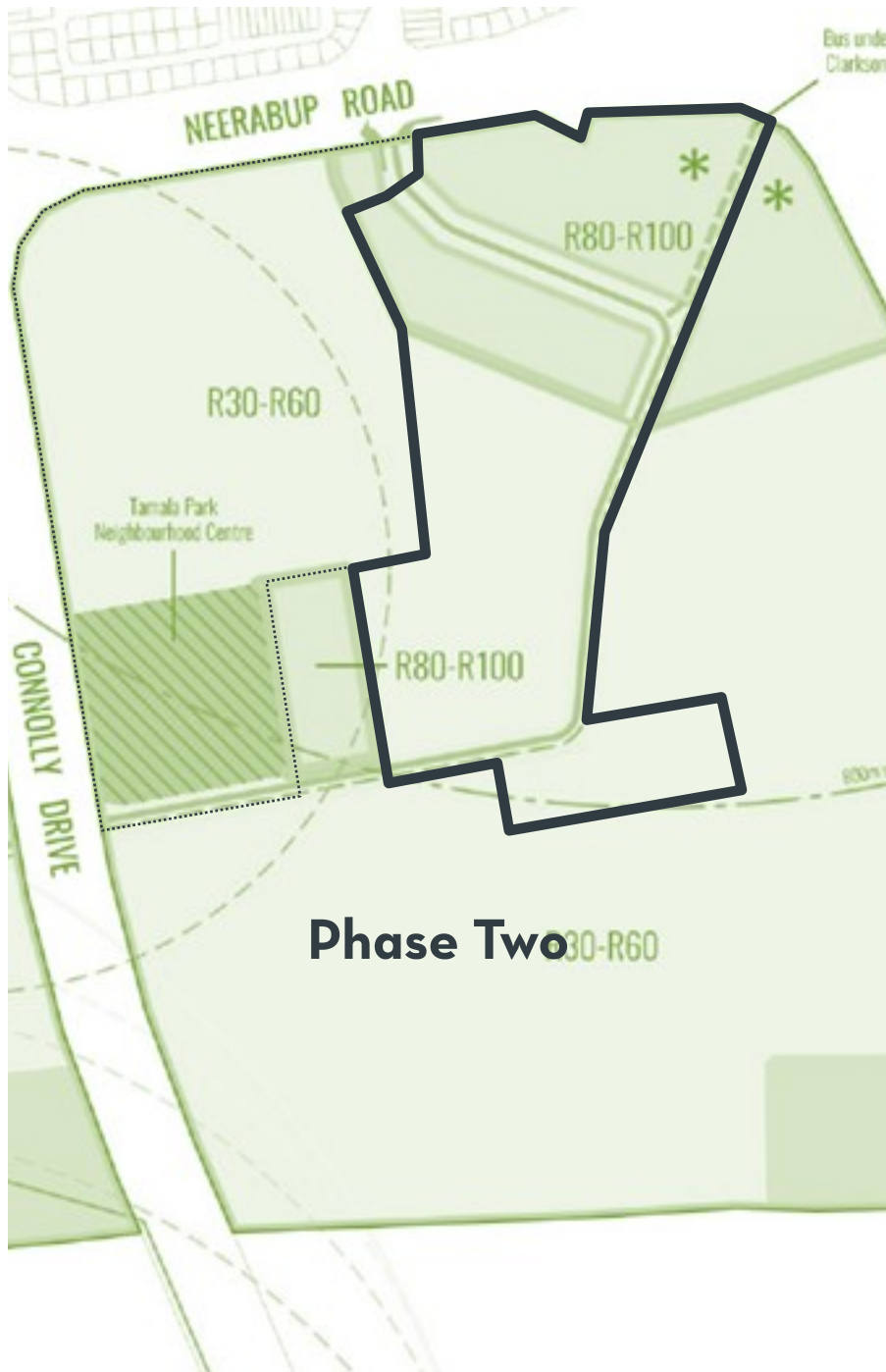
The first phase of earthworks in Catalina Grove will include an area that can yield approximately 140 lots, in the north west corner of the site. This approach of earth working a large area will facilitate a broader strategy for tree retention and achieve greater economy and flexibility to respond to market conditions. The location of Phase One considers the following;

- Responds to the sewer limitations by leveraging the existing gravity sewer network. This will enable the capital cost to construct a new pump station to be deferred.
- Opportunity for a builder's display village with maximum exposure to passing traffic along Connolly Drive.
- Opportunity for product diversity (density and housing typologies).
- The creation of access / egress from Neerabup Road and Connolly Drive.
- Opportunity for landscaped entry statement along Connolly Drive (north of Aviator Boulevard) including POS / drainage at the intersection of Connolly Drive and Neerabup Road).
- Opportunity to create a linear woodland along the northern boundary adjoining Neerabup Road to showcase and create a connection to nature and the retention of trees.
- Opportunity to create and divest the Local Centre Site in recognition that this process and the process for the development of the centre may take several years to complete.



PHASE ONE (Continued)

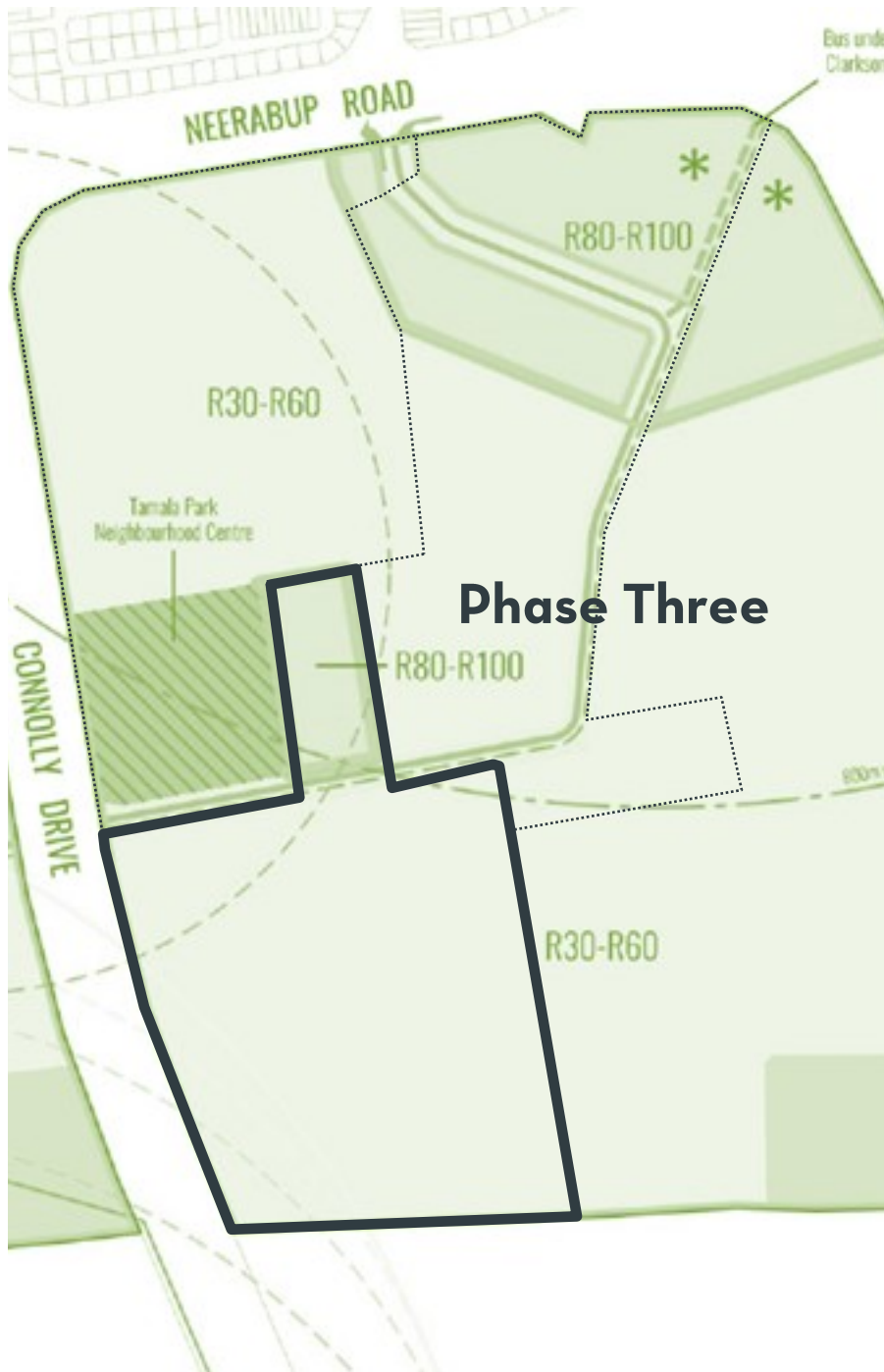
- Construction and landscaping of a highly visible roundabout along Connolly Drive
- Project exposure and marketing opportunities along both Connolly Drive and Neerabup Road.
- The retention of major trees at multiple POS and road reserve locations to establish the project aesthetic and vision.
- The opportunity to install public art or iconic structures at the permanent entry points of the project.
- A focus of presenting out towards its surrounds. The design will embrace Neerabup Road and Connolly Drive to welcome people in.
 - The use of existing trees and new landscaping will create a linear parkland along Neerabup Road.
 - Opening the development to present to Connolly Drive and locating a high quality display village to address this high traffic road.
 - Creation of the Local Centre Site to encourage commercial operators to active the site early.
 - Creating three entry points in and out of the precinct to enable greater vehicular, and pedestrian connections to its surrounds.



PHASE TWO

Phase Two of the development will move to the east of Phase One and will connect to the existing Neerabup Road underpass. This Phase continues on from the Phase One focus on connections by completing creating a major link through to Clarkson Train Station. Internalised amenity and the creation of sites for higher density development area also achieved during Phase Two. Phase Two has considered and will achieve the following;

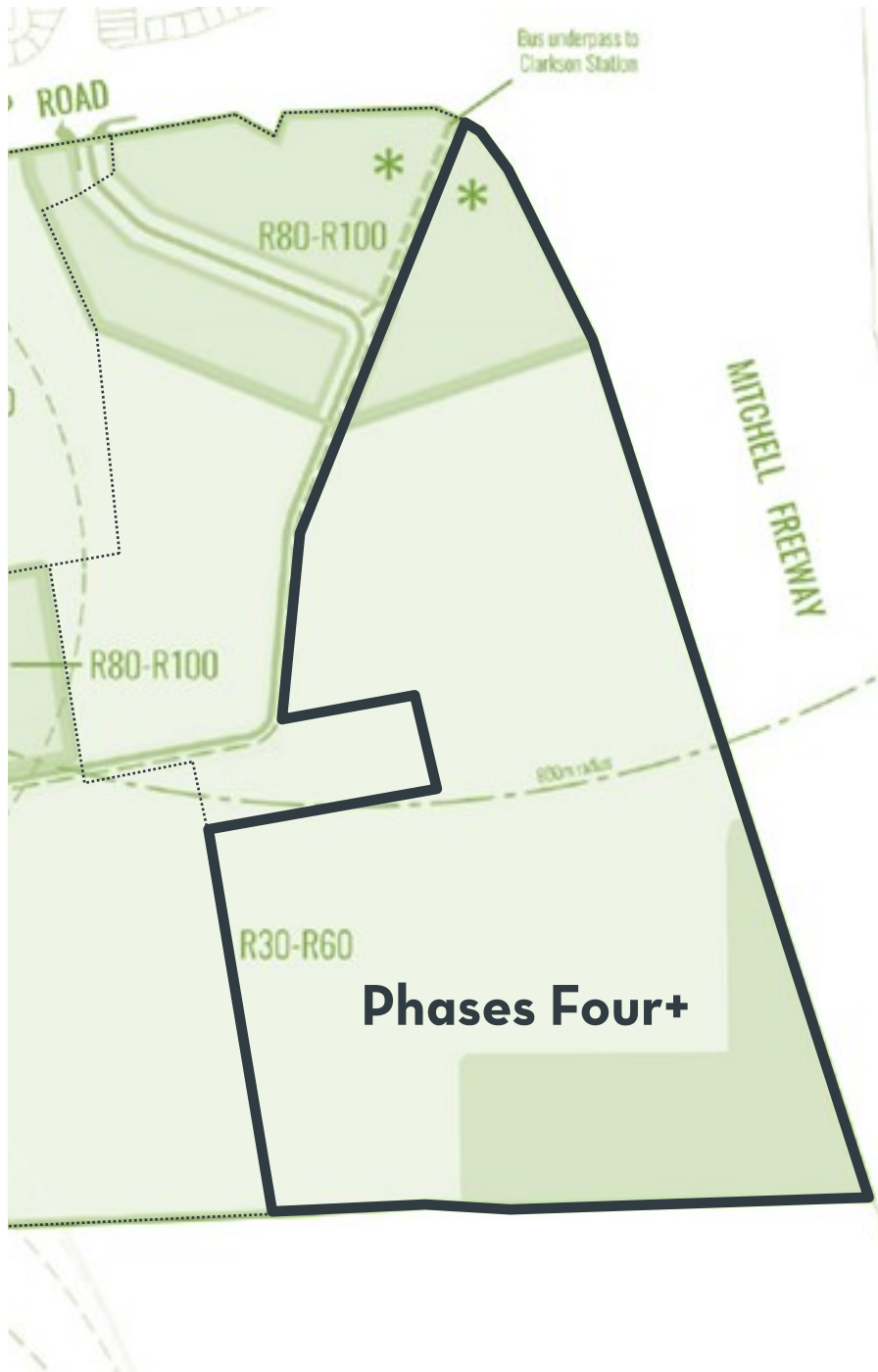
- Completing the final sections of the Green Link. This important connector will provide a landscaped connecting spine all the way from Clarkson Train Station through to the foreshore in Catalina Beach.
- The Public Transport Authority has committed to providing a bus service along Aviator Boulevard upon completion of the construction of the road. This bus service would provide efficient public transport throughout Catalina Beach, Catalina Central and Catalina Grove and activate the currently dormant (constructed) pedestrian and bus underpass. A bus service through the estate may assist with the saleability of lots (particularly smaller lot product within Catalina Grove).
- This phase has the opportunity to ready the highest density sites close to Clarkson Train Station for sale. Having these sites ready for sale will position the project to take advantage of any market upswing that may occur over time, fast tracking the development of these important sites.
- The construction of the major centralised park within Catalina Grove. This park will be a major attractor for the precinct and offer recreational opportunities to residents. The park will include a major nature based play area that will appeal to families.
- This phase will trigger the need to commit to the construction of a sewer pump station.



PHASE THREE

Phase Three of Catalina Grove will look to develop the area south of Phase One and continue to open the project up to and to further address Connolly Drive providing potential for;

- Another display village due to its exposure to high traffic volumes along Connolly Drive.
- Developing the area around the Local Centre including areas of higher density to support local employment and the commercial viability of the centre.
- Residential lots that will benefit from views and outlooks over the bushforever to the south.
- Exploration into an aged care site or health campus that is within close proximity of the local centre. This would provide additional diversity of housing options that Catalina does not have.
- The final entry and egress of the precinct on to Connolly Drive at the southern most boundary
- Continuing the approach taken in Phase One of presenting towards its surrounds. The project will not turn its back on Connolly Drive by putting long rows of rear boundary fencing hard against the boundary. Instead it will look for ways to present towards and soften the interface.



PHASES FOUR+

The remaining phases of Catalina Grove will see development progress to the eastern part of the precinct. These phases can and will be reviewed over time to ensure they are adapted to meet market needs and demands. Areas of significant opportunity are;

- Interface and potential views of bush land and conservation areas
- Integrating the cycle network to join with the established dual use path along the Mitchell Freeway
- Using the lessons learnt within Phase Two to construct high density sites that benefit from a walkable location to the Clarkson Train Station.
- The continuation of retention of significant existing trees within parks and streetscapes.
- Create a high connectivity from north to south across the estate to encourage pedestrian and cycle movement towards Clarkson Train Station.
- Frame the Southern Boundary of the Green Link with higher density green titled lots.

5.2 Sales and Marketing

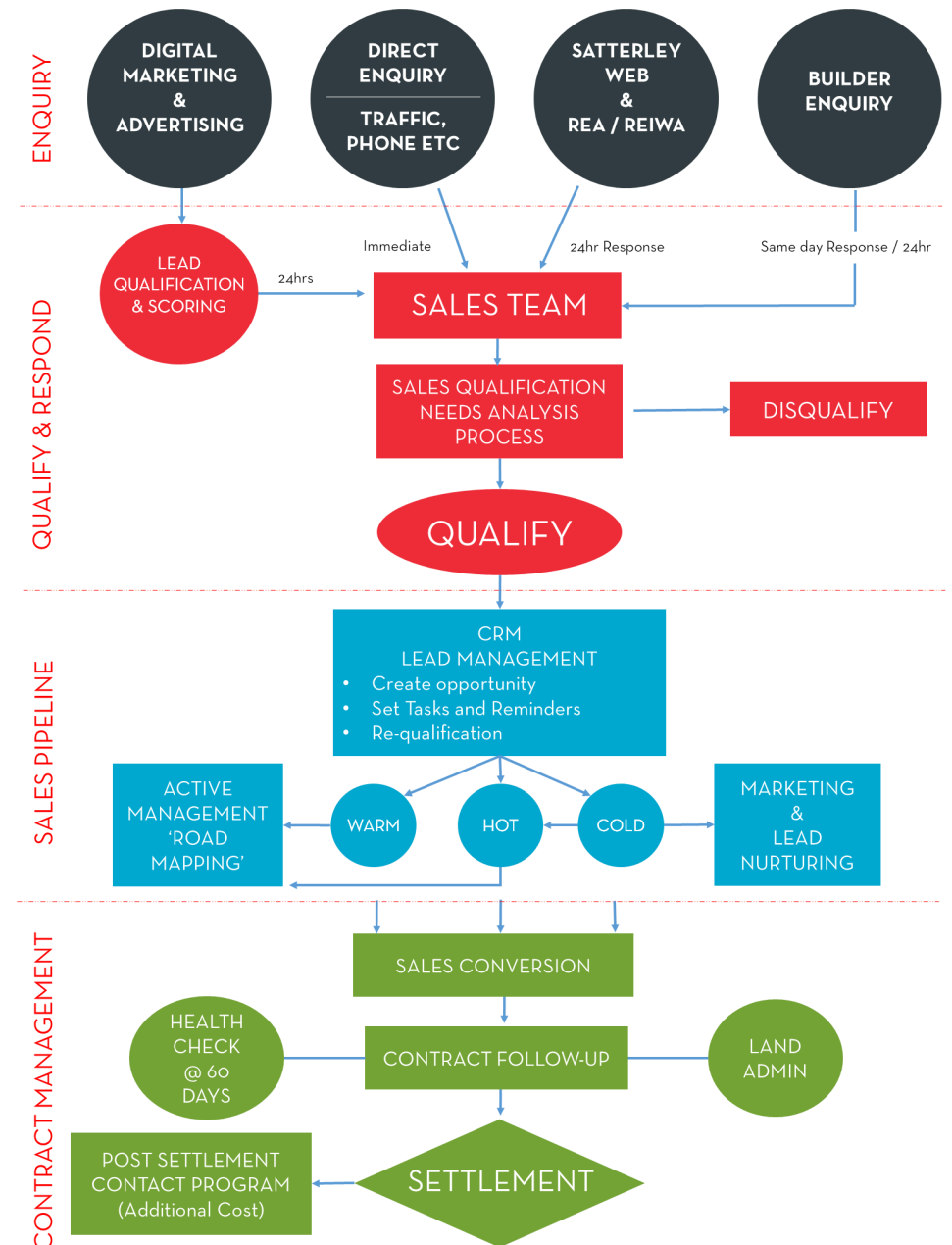
The impact of COVID-19 has highlighted the need and the desire of purchasers to access more information and project details at home and at anytime of the day. Whilst the role of the traditional sales agent and office is still an essential requirement to deliver Catalina Grove it is proposed that the project leverages the existing sales infrastructure in Catalina Beach. Signing clients and face to face meetings for Catalina Grove will take places at the existing Catalina sales office. This approach is currently used to sell Catalina Central and is an efficient use of capital and will enable Grove to focus on more innovative marketing and sales tools.

SALES

The sales process currently in place and proposed to be used for the launch of Catalina Grove is detailed in the flow chart on this page. Satterley continually review this sales process and seek to provide a leading sales experience to the purchasers of Catalina Grove. The lot sales and release strategy will be further defined within the project Annual Plan. However, an overview of the approach to sell and launch Phase One of Catalina Grove is provided later within this section of the strategy.

MARKETING

Marketing channels and functions are rapidly changing. To ensure that Catalina Grove is able to adapt to the market further details regarding the specific marketing of Catalina Grove will be reviewed and considered through the Annual Marketing Plan. The overarching strategy will be considered in the Economic and Marketing Strategy. However, an overview of the approach to market and advertise Phase One of Catalina Grove is provided later within this section of the strategy.



SALES – PHASE ONE

Sales in Catalina Grove Phase One will be targeted through two major channels. These channels are direct retail sales and home builder sales.

These two channels will require considered and careful strategies for engagement, communication and sales releases. An overview of the sales and engagement strategy is provided below.

Builder Engagement

Satterley have a strong relationship with all of the key builders that are active within the north west coastal corridor. Satterley will leverage relationships and engage with builders to ensure that Catalina Grove obtains and maintains their support for not only the display village but also a consistent stream of referrals into the estate. These builders will also ensure a diverse range of product is being delivered within the precinct.

Prior to the retail release of Catalina Grove an Expressions of Interest (EOI) process will be completed with builders for the display village located within stage one. In addition to being advertised Satterley will approach its strong database of builders to encourage responses to the EOI. Anecdotal advice from a number of leading builders has indicated a strong demand for a display village in this location. These sales will help underpin the construction of stage one and approximately 12 months from titles the display village will act as a major traffic driver to the precinct.

In addition to creating a leading display village, builders will provide retail referrals in to the estate. The following engagement strategy will be implemented to ensure these referrals are achieved at the start of the project.

- Weekly Electronic Direct Mail (eDM) communication to feature an introduction, and updates on Catalina Grove prior to release. WA builder database consists of 600 sales consultants. This communication will be consistent with the database communication.
- Produce hard copy sales collateral including estate brochure, pricing and sales documentation to be distributed to all builder head offices prior to initial sales release.
- Builder event to be held at the Catalina sales office prior to official launch to target sales consultants operating within the northern coastal corridor.
- Social media strategy to be implemented to engage with builders through at a management and sales consultant level.



**leverage relationships
and engage with builders**

Beyond the initial launch of Phase One a continuous program of events will ensure constant builder engagement. These include but are not limited to;

- The project Estate Manager and sales teams visiting builders head office sales teams to present and promote Catalina.
- The Estate Manager visiting the Catalina Beach, Catalina Grove and surrounding display villages to build a strong relationship and encourage referrals.
- The sales and marketing teams within Satterley working with a wide variety of builders to ensure a constant and varied options of house and land packages.
- Development updates will be provided to key management staff within builder groups to ensure buy in at the management level is achieved.

Retail Engagement

Retail sales are achieved through direct marketing and sales to the public or via builder partners that provide a referral to achieve a house and land package with a purchaser. The marketing brand and lead generation strategy will drive enquiry to register their interest. Driving people to register their interest for Phase One will enable a series of eDMs to be sent in the lead up to sales;

eDM 1: Upcoming project launch announced and database created

eDM 2: Release date, stage plan, price list and purchasing process distributed

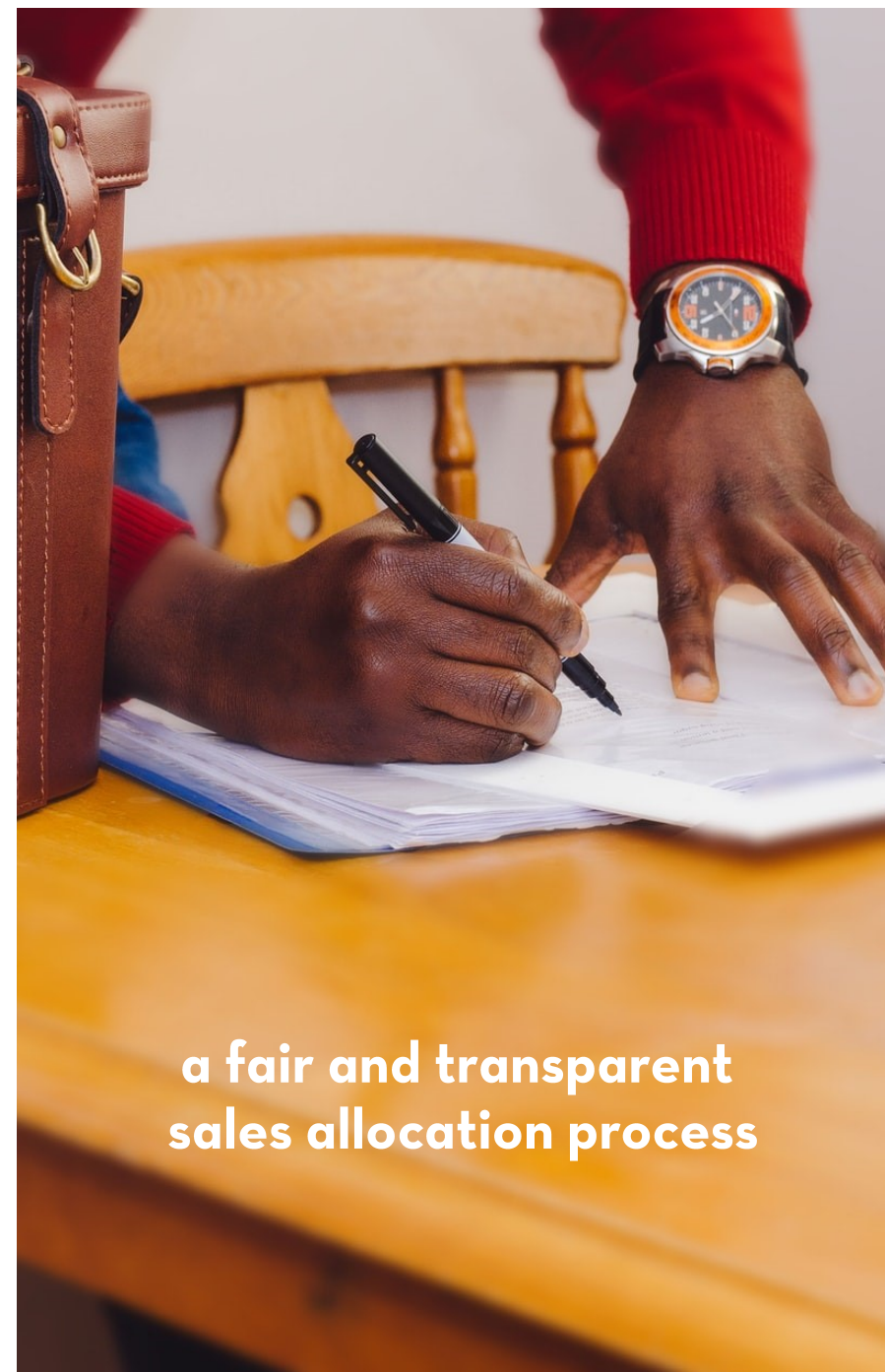
eDM 3: Prepare your letter of eligibility

eDM 4: On-line registration link is distributed (24h before the release time)

The initial and subsequent sales releases are proposed to occur via online registration (the same as Catalina Beach and Central). This allows for buyers to be properly financially qualified and produces a fair and transparent sales allocation process.

The ongoing sales to retail engagement will be as per the sales process previously in this document. The Catalina sales team will continue to operate from the Catalina sales office (located in Catalina Beach) for the foreseeable future. This is in a highly visible location, is well known by the builders operating within the corridor and has a display village attached that attracts walk in traffic, particularly on the weekend.

5.0 DEVELOPMENT



**a fair and transparent
sales allocation process**

MARKETING – PHASE ONE

Catalina Grove has the opportunity to provide a clear third brand under the overarching Catalina master brand. Prior to launch a brand health-check will review the Grove brand identity and its relevance to the current and projected market. The outcome of the brand health-check will direct the type of marketing assets necessary to generate Catalina Grove brand awareness (mobile app, CG renders, 3D modelling), and the tone of voice.

The tone of voice (brand language) and brand identity will be instrumental in informing content of key marketing communications and assets for the precinct: eDM, Media Releases, website, estate brochures.

Points of Difference

- Nature

Retained and mature vegetation enhanced by new planting and high quality public open spaces. Includes a number of sustainable building incentives and options. This will create a strong connection to nature.

- Connections

Convenient transport options with access to Clarkson Train Station, the Mitchell Freeway and will benefit from an early public bus route through the precinct.

Catalina Grove is a new precinct with all the benefits of an established suburb. Close location to schools, shops, marinas, beaches, existing communities and many public amenities.

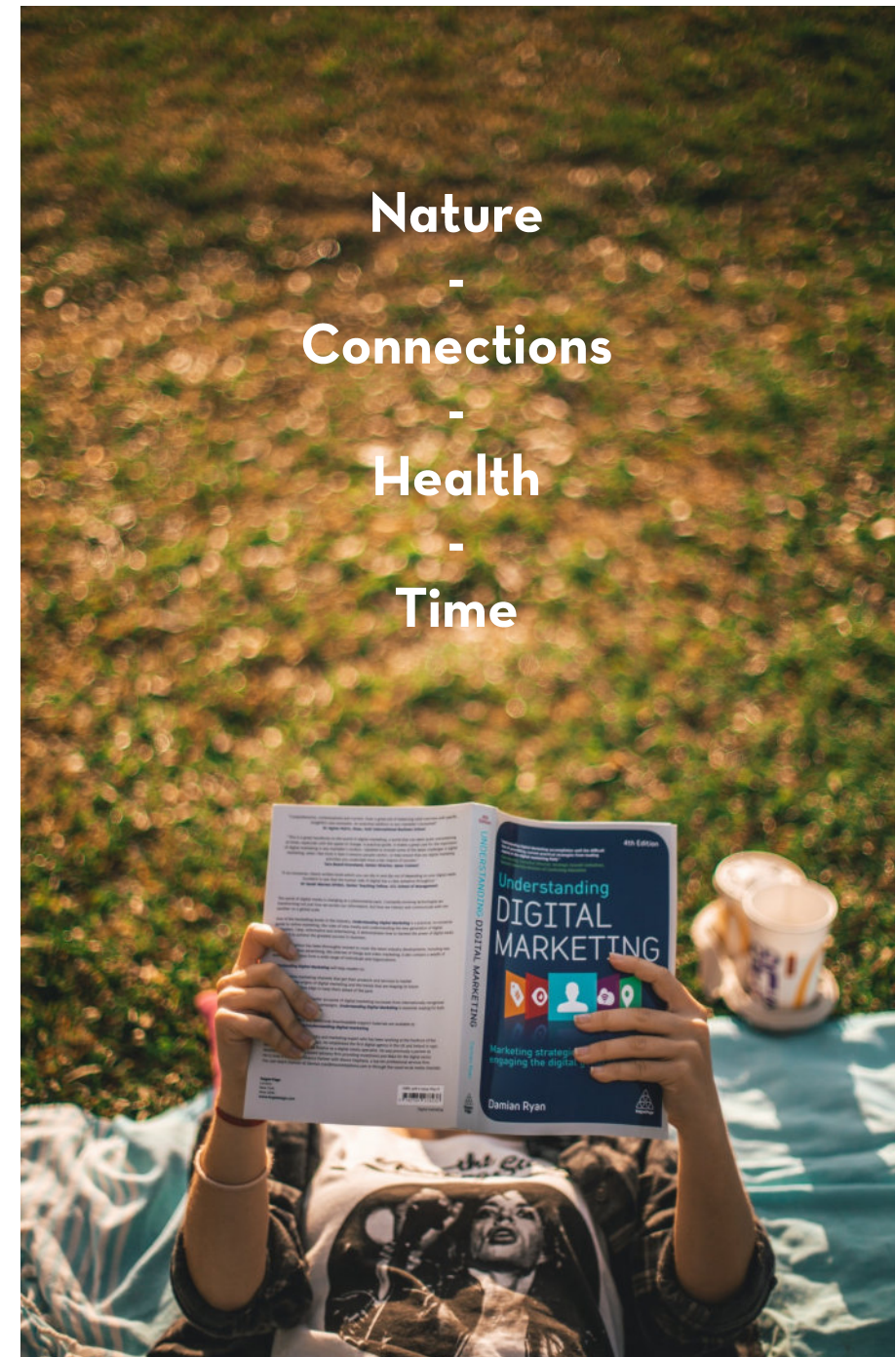
- Health

Designs and principles that will ensure house designs address the street and encourage people to walk and use the public open spaces. Catalina Grove will promote and encourage the use of the Green Link to connect through the Catalina development. Being connected with your neighbours will be easier in Catalina Grove.

- Time

Smaller convenient lower maintenance homes free up time for you to do the things you love. Spend less time getting places (freeway, train and bus connections). Everything is already on your doorstep so why wait.

5.0 DEVELOPMENT



Target Audience

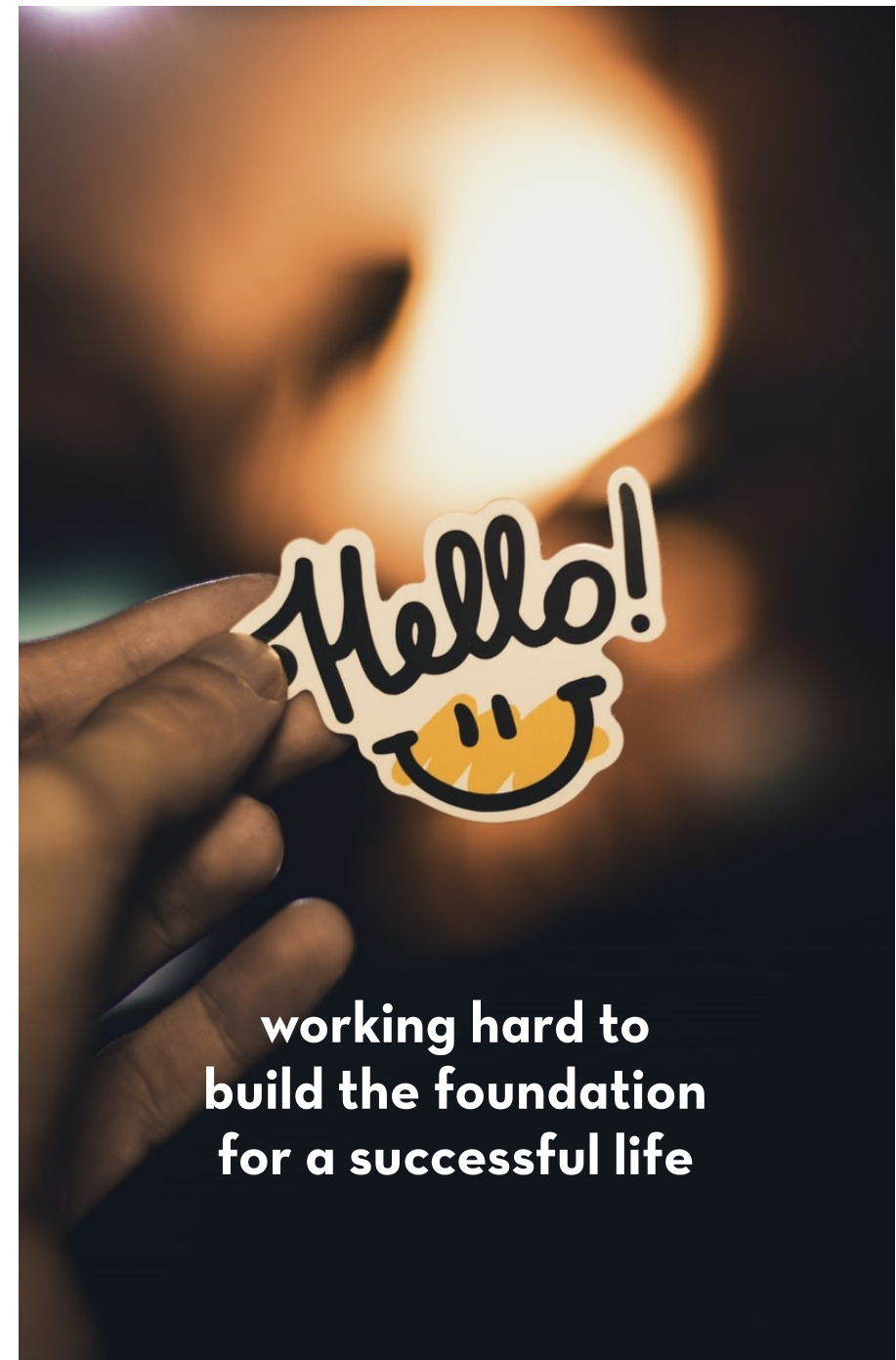
The following target audiences have been identified for this precinct ;

- Young professional couples and singles (most likely without children)
- Downsizers
- Empty nesters
- Easy-care property seekers

Due to the property sizes and convenient location investors may also join the purchasers organically but are not identified as being a target audience.

Using Helix Personas the following values, beliefs and attitudes have been identified for the target audience. These will inform the marketing launch though elements such as tone of voice and marketing channels.

- Future Focus: a mix of single and young families who are intending on working hard to build the foundation for a successful life.
- High Life: highly techy, culture and nightlife loving young couples and singles (sometimes living in shared households).
- Libertarians: socially aware, progressive and open minded, Possibly born in UK, Asia or New Zealand.
- Aspirational Family: highly ambitious and culturally diverse up-and-comers. Careful spenders, they are working hare to create a more successful tomorrow.
- Lifestyle Seekers: The majority are Australian born. Likely married, this persona skews to the older (a significant number are aged 50+), and as a result boasts a higher proportion of outright home ownership.



Marketing Launch

Phase One launch campaign will work at two levels: brand and lead generation. Brand campaign will explore alternative digital modes and platforms, while utilising traditional channels, such as print and radio. Lead-generation will take a proven data-driven approach of focusing on Google and social media advertising.

Grove will appeal to the right demographic through connection at the value, beliefs and attitudinal level. This is proposed to be achieved at three levels:

1. Integrating technological solutions in the customer journey (especially when researching the market) and the marketing tools used (potentially, a mobile application with 3D model of the precinct); some existing assets will need to be reviewed and updated (estate brochure, 360-degree virtual tour, etc.);
2. Tone of voice (brand language) and brand identity, and
3. Launch campaign, focusing in brand awareness and lead-generation.



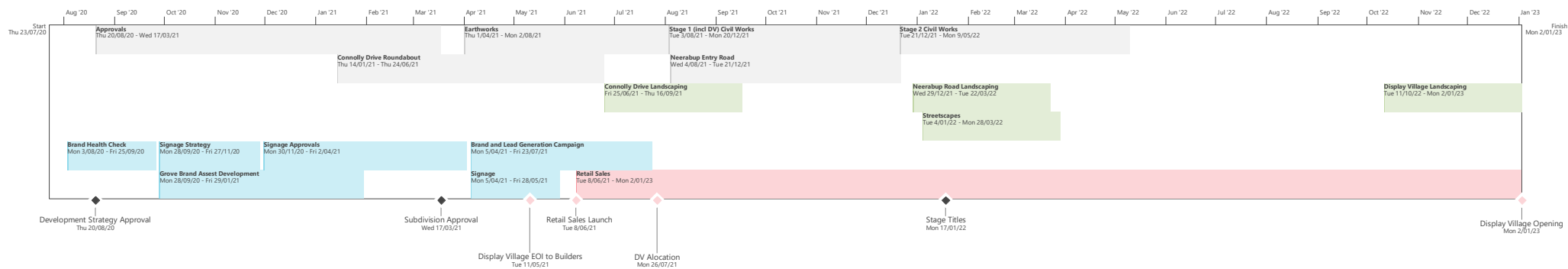
5.3 Budget

The financial impacts of achieving the vision and aspirations are provided as a guide in this strategy. However, these are likely to change over the life of the project.

Should opportunities arise to develop or achieve a greater financial return for the project they will be explored at the point of being identified.

CATALINA GROVE UNESCALATED CASHFLOW	INPUT	CATALINA GROVE JUN-20
Total Lots		743
Residential Area		231,474m ²
Special Sites Area		34,300m ²
GROSS INCOME		
Income - Lots		153,440,471
Income - Special Sites		11,740,000
Income - Other		-
Direct Selling Expenses		21,734,696
GROSS INCOME		143,445,775
DEVELOPMENT COSTS		
Land		10,206,000
Infrastructure		-
Special Sites/Other Development		840,000
Lot Production		54,122,334
Landscape		13,018,885
Contingency	5.00%	3,909,361
DEVELOPMENT COSTS		82,096,580
CONTRIBUTION TO PROFIT		61,349,195

A high level timeline of events to start works within Phase One which supports the budget is provided below.



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TAMALA PARK
REGIONAL COUNCIL



SATTERLEY

CATALINA GROVE DEVELOPMENT STRATEGY | ISSUE 1.3 | July 2020



CATALINA GROVE MASTER PLAN (027A)

For Satterley Property Group (A Tamala Park Regional Council Project)

NORTH

Scale: 1:3000 @ A3

0

30

60

90

PLAN: TAMCA-1-031

REVISION:

DATE: 29/07/2020

DRAWN: JDP

PROJECTION: PCG 94

PLANNER: JH

DATUM: AHD

CHECK: JH

cdp

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Annexure G - Variation B (Vegetation Retention Area Relocated)

This plan has no formal approval status and has been prepared by CLE to demonstrate one potential land use scenario for the land which could be by the client. Implementation in any form would be subject to the receipt of all appropriate approvals. The plan may be changed without notice and should not be relied upon. This plan remains the property of CLE.



Appendix 9.7

CATALINA | FY21 Cashflow (July 2020)

CATEGORY	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	FY21 TOTAL
Sales - Stage 16A	-	6	3	3	3	2	-	-	-	-	-	-	17
Sales - Stage 17A	2	-	-	-	-	-	-	-	-	-	-	-	2
Sales - Stage 17B	11	-	-	-	-	-	-	-	-	-	-	-	11
Sales - Stage 18B	2	-	-	-	-	-	-	-	-	-	-	-	2
Sales - Stage 18C	-	-	-	-	-	-	2	2	2	2	2	2	12
Sales - Stage 25	2	-	-	-	-	-	1	1	1	1	-	-	6
Sales - Stage 26	18	5	-	-	-	-	-	-	-	-	-	-	23
Sales - Stage 27A	-	4	6	4	3	3	-	-	-	-	-	-	20
Sales - Stage 28	-	-	-	-	-	-	4	4	4	4	5	5	26
Total Sales	35	15	9	7	6	5	7	7	7	7	7	7	119
Titles	-	-	-	-	-	37	-	35	-	-	35	-	107
Settlements	7	5	10	11	22	9	14	12	11	4	5	7	117
Contracts on hand	52	62	61	57	41	37	30	25	21	24	26	26	26
Average Settlement Price	306,193	306,104	340,449	332,509	306,036	360,421	242,466	230,666	238,175	354,089	353,478	287,141	296,485
GROSS INCOME													
Income - Stage 16A	-	-	-	-	-	-	888,426	888,426	740,355	-	-	-	2,517,207
Income - Stage 17A	-	-	-	-	586,000	-	-	-	-	-	-	-	586,000
Income - Stage 17B	832,227	531,394	531,394	1,062,788	2,922,668	-	-	-	-	-	-	-	5,880,472
Income - Stage 18B	559,500	278,282	278,282	-	278,282	278,282	-	-	-	-	-	-	1,672,627
Income - Stage 18C	-	-	-	-	-	-	-	-	-	-	-	242,593	242,593
Income - Stage 25	395,000	351,038	-	-	351,038	-	-	-	-	-	351,038	351,038	1,799,151
Income - Stage 26	356,625	369,804	2,594,815	2,594,815	2,594,815	2,965,503	-	-	-	-	-	-	11,476,377
Income - Stage 27A	-	-	-	-	-	-	2,506,094	1,879,571	1,879,571	-	-	-	6,265,236
Income - Stage 28	-	-	-	-	-	-	-	-	-	1,416,354	1,416,354	1,416,354	4,249,062
Income - Lots Total	2,143,352	1,530,518	3,404,491	3,657,603	6,732,802	3,243,785	3,394,520	2,767,997	2,619,926	1,416,354	1,767,392	2,009,985	34,688,724
Income - Special Sites	-	-	-	-	-	-	-	-	-	-	-	-	-
Income - Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Direct Selling Expenses	202,194	161,905	260,250	310,746	524,617	270,954	257,838	221,813	219,627	130,153	150,229	181,373	2,891,698
GROSS INCOME	1,941,158	1,368,613	3,144,241	3,346,858	6,208,185	2,972,831	3,136,682	2,546,183	2,400,299	1,286,201	1,617,163	1,828,612	31,797,026
DEVELOPMENT COSTS													
Land	-	-	-	-	-	-	-	-	-	-	5,103,000	-	5,103,000
Consultants	34,652	34,652	34,652	34,652	34,652	34,652	34,652	34,652	34,652	34,652	34,652	34,652	415,819
Infrastructure	777,832	12,832	12,832	12,832	12,832	12,832	759,165	759,165	759,165	1,023,315	1,016,333	613,423	5,772,557
Special Sites/Other Development	1,667	1,667	1,667	1,667	1,667	1,667	-	-	-	-	-	-	10,000
Catalina Beach Bulk Earthworks Stgs 29-31	3,333	20,321	20,321	20,321	20,321	16,988	16,988	273,396	273,396	273,396	273,396	273,396	1,485,573
Catalina Grove Cell Bulk Earthworks Stgs 36-40	-	-	2,500	2,500	11,875	11,875	11,875	11,875	11,875	11,875	378,037	378,037	832,323
Lot Production - Stage 16A	12,679	12,679	542,959	542,959	879,216	542,959	530,280	-	-	-	-	-	3,063,733
Lot Production - Stage 17B	1,415	1,415	1,415	-	-	-	-	-	-	-	-	-	4,245
Lot Production - Stage 18C	24,156	24,156	24,156	24,156	24,156	24,156	152,650	152,650	152,650	433,750	152,650	152,650	1,341,933
Lot Production - Stage 26	3,415	3,415	-	-	-	-	-	-	-	-	-	-	6,830
Lot Production - Stage 27A	13,106	13,106	366,304	361,904	567,354	361,904	353,199	-	-	-	-	-	2,036,876
Lot Production - Stage 28	16,989	16,989	16,989	16,989	487,509	487,509	773,609	470,520	470,520	-	-	-	2,757,624
Lot Production - Stage 27B	-	-	-	-	13,239	13,239	13,239	13,239	13,239	13,239	13,239	13,239	105,911
Lot Production - Stage 36	-	-	-	-	-	-	-	-	-	20,525	20,525	20,525	61,574
Landscape	54,273	20,900	43,363	43,363	13,200	13,200	29,551	95,093	142,630	222,013	499,325	492,789	1,669,700
Marketing	25,000	25,000	25,000	25,000	25,000	25,000	41,667	41,667	41,667	41,667	41,667	41,667	400,000
Community Development	11,156	11,156	11,156	11,156	11,156	11,156	18,594	18,594	18,594	18,594	18,594	18,594	178,500
Administration	85,050	85,050	387,470	85,050	85,050	85,050	78,383	78,383	78,383	78,383	78,383	78,383	1,283,020
Finance/Bonds	-	350,000	350,000	350,000	2,289,650	350,000	-	-	-	(700,000)	-	(2,639,650)	350,000
Debtor/Creditor Movement	-	-	-	-	-	-	-	-	-	-	-	-	-
Contingency	53,236	14,167	74,539	59,127	109,361	82,109	140,693	97,462	99,839	108,570	381,490	105,868	1,326,461
DEVELOPMENT COSTS	1,117,958	647,503	1,915,322	1,591,676	4,586,237	2,074,295	2,954,543	2,046,695	2,096,609	1,579,978	8,011,290	(416,428)	28,205,679
CASHFLOW	823,200	721,110	1,228,918	1,755,182	1,621,948	898,535	182,139	499,489	303,690	(293,777)	(6,394,127)	2,245,040	3,591,348
Capital Calls	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Returns	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Distributions	-	-	-	-	-	-	-	-	-	-	-	3,000,000	3,000,000
Cumulative Cash Balance	42,994,345	43,715,454	44,944,373	46,699,555	48,321,503	49,220,038	49,402,178	49,901,666	50,205,357	49,911,579	43,517,452	42,762,492	42,762,492

Appendix 9.8

Catalina

Annual Marketing Strategy FY21

This Annual Marketing Strategy provides an overview of how Catalina will progress towards its overall vision throughout FY21 from the marketing perspective.

Contents

- 1.0** Introduction
- 2.0** Marketing Insights
- 3.0** SWOT
- 4.0** Key Marketing Objectives
- 5.0** Key Marketing Strategies
- 6.0** Budget (Marketing)
- 7.0** Marketing Activity Plan

1.0 Introduction

This Annual Marketing Strategy for Catalina Estate outlines the key marketing and communication activities for 1 July 2020 – 30 June 2021 period. The purpose of the Annual Marketing Strategy is to provide an overview of the market conditions and a strategic overview for key marketing activities planned for the above-mentioned period.

The key objectives for the overarching Catalina Estate brand, as well as the Central, Beach and Grove sub-brands (precincts), vastly remain the same as in previous years, where the focus is placed on increasing brand awareness. Additionally, FY21 will see the early stages of the Catalina Grove and Catalina Beach brand health check, positioning both precincts to resonate with respective target audiences.

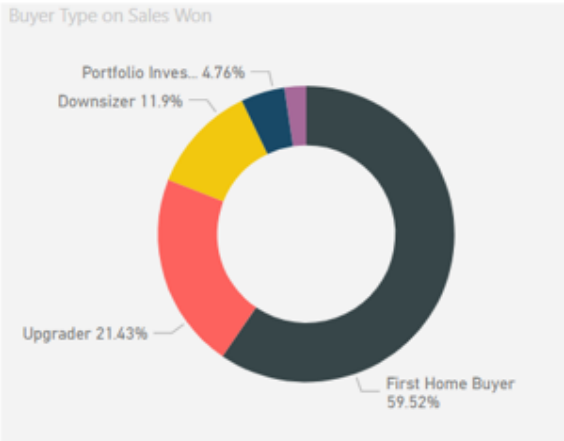
With the annual sales target set at 78 sales across Catalina Central and Catalina Beach on-going lead generation, lead nurture, SEO, content and advocacy activities will have to be put in place to enable the possibility of meeting the goal. The economic conditions are changing and best attempts were made to reflect these in the marketing strategy and budget allocation.

This Annual Marketing Strategy is subject to approval by the Tamala Park Regional Council (TPRC) and the achievement of the key project milestones.

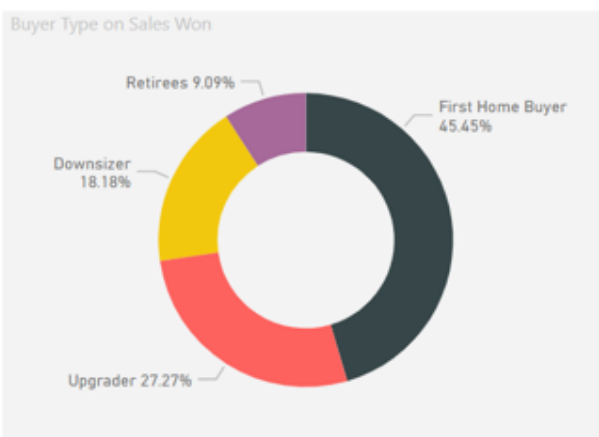
**the project needs to be
the first to react and
establish momentum**

2.0 Marketing Insights

Buyer Type, FY19



Buyer Type, FYTD20



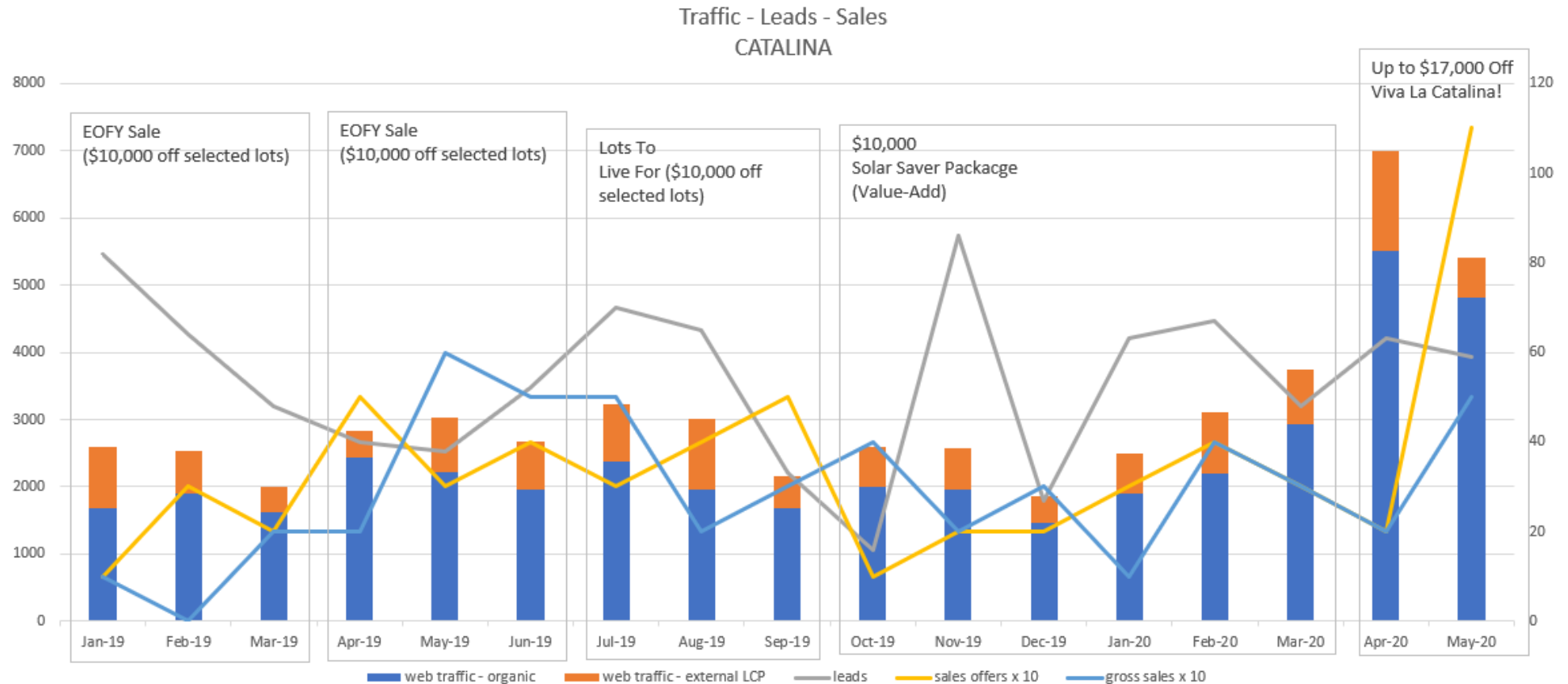
Source: Catalina Estate sales data, customer relationship management system (CRM)

Place	Sales share by suburb, FY19	Sales share by suburb, FYTD20
1	Clarkson	Clarkson
2	Joondalup	Mindarie
3	Burns Beach	Iluka
4	Mindarie	Mandurah
5	Currambine	Ocean Reef

Buyer Type and Location

- The share of first home buyers has shrunk, giving way to Upgraders, Downsizers and Retirees. This is most likely due to Catalina Central stock falling outside of the purchasers budget while Catalina Beach development has generated sufficient interest among second homebuyers.
- Most Catalina purchasers continue to come from Perth metropolitan northern suburbs, stretching from Perth CBD to Yanchep along the northern corridor, with Mandurah being an exception. This trend is likely to continue into FY21.
- The order of key suburbs buying into Catalina changed in FYTD20 compared to FY19 with the addition of Mindarie, Iluka and Ocean Reef (suburbs traditionally considered to be “more affluent” buyer suburbs).
- The emergence of Mandurah in the top five suburbs is unusual and can be assigned to the fact that the rest of the purchasers were evenly and thinly spread across variety of suburbs in the Northern Corridor (ie. two or three per suburb).

2.0 Marketing Insights



- Marketing strategies implemented in the FYTD, including sales incentive, lead generation, content and SEO program, contributed towards the upward trend in traffic and leads.
- “Discount off the price” incentive remains the most effective in the market that remains to be price-driven.
- Greater incentive of *Viva La Catalina!* helped convert new and existing customers (leads) into sales.
- This is likely to extend into the first months of FY21 supported by the Federal and State Government grants. However, a customer will still need to qualify for finance first. Therefore, competitive pricing is instrumental in achieving sales target.
- Downward trend in the gross sales and offers from February to April 2020 is vastly due to the effects of COVID19 restrictions and lower consumer confidence in general.
- Total leads to sale conversion rate for FY20 is 15 leads to 1 sale (15:1)

3.0 SWOT

STRENGTHS

SURROUNDING AMENITY

Mindarie Marina, Ocean Keys, Train Station, Freeway Entry

MINDARIE

Positive perceptions and association

SATTERLEY BRAND

Known and trusted developer of estates

ACTIVE DISPLAY VILLAGE

Catalina has a highly active display village (2nd highest visitations in WA)

WEAKNESSES

TAMALA PARK LAND FILL

Odour, Stigma

CLARKSON

Negative perceptions and associations

NO BEACH ACCESS

Competitors have direct beach access within the development

OPPORTUNITIES

DECISIVE RE-PRICING

Swiftly reprice lots to establish momentum

LEVERAGE SURROUNDING AMENITY

Promote a 'safe' investment by leveraging established amenity Mindarie Marina, Ocean Keys, Train Station, Freeway Entry

PRODUCT DIVERSITY

Three precincts, Ability to appeal to a broad range of purchasers

HIGH PROJECT VISITATIONS

Ensure the project presents well and seeks to convert visitors to the display village.

THREATS

ESTABLISHED HOMES

Significant price differential

NORTHERN AMENITY

Further amenity to the north reduces the impact of surrounding amenity

PRICING

Competing estates amend prices quickly to capture sales

4.0 Marketing Objectives

Catalina marketing objectives for FY21 were developed holistically, with the following factors duly considered: Catalina Annual Strategy FY21, Catalina Market Research (2019), historic primary and secondary data; Catalina FY21 sales targets; the state of the WA property market and a highly competitive sales environment predominantly driven by the product discounting and various incentives; the current status of the point of sale environment and project signage in comparison to other developments in the Northern corridor.

Development of each precinct within the Annual Plan FY21 was taken into consideration and will influence the course of marketing program throughout the year, among other factors. Building Catalina brand equity and improving brand position of the development as the preferred destination in the Northern Corridor will remain primary overarching objectives for Catalina and its precincts. The brand will form one level of the marketing objectives and strategy. To ensure that marketing qualified leads are converting into sales and a healthy marketing funnel of leads is maintained, product specific and incentive based campaigns will be required. This will form the second level of the marketing objectives and strategy. These two levels of marketing objectives and strategies will complement Catalina project vision and pillars below.

To create a sustainable urban community offering diverse housing choice, social connectivity and employment opportunities.



BUILT ENVIRONMENT

Provide marketing communications and activities that support diverse housing options that are attractive to a wide demographic and represent best practice urban design and development



ECONOMIC

Maximise return for member Councils whilst delivering environmental, social and economic objectives through data-driven approach to marketing expenditure and brand equity growth.



SOCIAL

Support the development of a connected, inclusive, safe and healthy community by directly engaging in existing community events within the primary and secondary catchment areas, and supporting Project's own community initiatives



ENVIRONMENT

Demonstrate high quality stewardship in environmental management and innovation in sustainability by embedding environmental messages and points of difference in marketing communications and strategies when practical.

4.1 Catalina Master Brand

Catalina master brand remains the main vehicle that drives and connects all precincts from the customer perspective. The below objectives cover areas that are relevant to all precincts.

Brand and Brand Assets Development

Improve brand awareness for Catalina in the northern corridor through on-going digital brand campaign, up-to-date signage and consistency across all advertising campaigns and marketing materials. Increase brand awareness and share of voice in the primary, secondary and tertiary catchment areas.

Lead Generation

Generate sales leads and traffic to the estate sales office and website, achieving the quality of leads at 17 : 1 conversion rate or better through traditional and digital advertising and builder relationships.

Project Signage

Maintain directional signage to ensure a smooth and enjoyable customer journey; enable customers' un-assisted exploration of the estate.

Market Research

Inform marketing and product decisions through current market insights specific to Catalina, its product and brand perception.

Digital Visibility – SEO, Search Engine Marketing (SEM), Social and Content

Maintain strong organic discoverability of Catalina website through on-going search engine optimisation (SEO) and Content programs; utilise digital platforms as the key driving tool for value proposition communications, in conjunction with lead generation.

Community Development

Support the Community Development function from a marketing perspective to deliver greater added value and build brand equity and advocacy amongst existing and future residents.





4.2 Catalina Central

These objectives are specific to Catalina Central and are set in addition to the overarching objectives, such as brand awareness, lead-generation, digital visibility, community development and market research.

- Catalina Central House and Land Packages. Engage with the audience through a competitive offering of land, and house and land packages specific to Catalina Central.
- Demonstration Housing – Sub-Brand Development. Develop sub-brand and positioning for the demonstration housing product in Catalina Central. Design designated marketing activities to drive sales enquires.
- Demonstration Housing – Sub-precinct Signage. Maintain directional signage to ensure smooth and enjoyable customer journey; enable customers' un-assisted exploration of the estate.
- Demonstration Housing – Lead-generation. Existing Catalina data base will be prospected via a series of eDMs to extract high intent leads specific to this sub-precinct product. This information will be used to target and acquire similar customers through Google and social platform.
- Parks and Recreation—Stage 11 Park. Activate and integrate the recently completed Aviation playground in Catalina Central precinct.

Customer Takeaway

“This is a family friendly precinct with parks and easy access to the coast and beach. Schools, shops and cafes are on the doorstep. It’s affordable.

We can grow our family here, next to the Mindarie Marina. With Joondalup hospital, Joondalup city centre and ECU within 10km distance away, it’s the most convenient lifestyle in the northern corridor.”

4.3 Catalina Beach

These objectives are specific to Catalina Beach and are set in addition to the overarching objectives, such as brand awareness, lead-generation, digital visibility, community development and market research.

- Foreshore Connection. Communicate the development of the foreshore connection as soon as practical to further strengthen precinct's brand value proposition.
- Brand position. 'Beach community' brand position, will replace 'coastal community'. Incremental re-positioning of the precinct will enable further alignment with the more affluent land and home buyers.
- House and Land packages. Engage with the audience through competitive offering of land, and house and land packages specific to Catalina Beach. Design designated marketing activities to drive sales enquires.
- Engage with local communities, festivals and events that align with Catalina Beach brand and increase geographical footprint through signage at various events within and outside of the primary catchment area.

Customer takeaway:

"Catalina Beach is precinct that offers premium beach lifestyle next to all amenities within an established suburb."

"I can easily and comfortably explore the land, house and land packages available, and all the amenities to chose the right option for my life stage. It's a place I will be proud to call home and invite my friends over"





4.4 Catalina Grove

These objectives are specific to Catalina Grove and are set in addition to the overarching objectives, such as brand awareness, lead-generation, digital visibility, community development and market research.

- Develop brand assets for the precinct, including 3D CG renders to enable target audience conduct research on-line and help visualise the precinct before it's developed.
- Design brand value proposition and launch the brand campaign to draw attention to the commencement of development of the precinct and its unique offering.
- Develop and launch a lead-generation campaign to invite registrations for variety of product that is coming soon. This will allow to build Grove specific data-base for future marketing, community and project development communications in the future.

Customer takeaway:

"While it might be some time before the streetscapes will take place at Catalina Grove, I can see (through 3D model and CG renders) that it offers easy-care living near a train station and freeway access.

I can live close to the coast yet be connected to the CBD and the City of Joondalup, where I may also be working. This connectivity will support my active and social lifestyle."

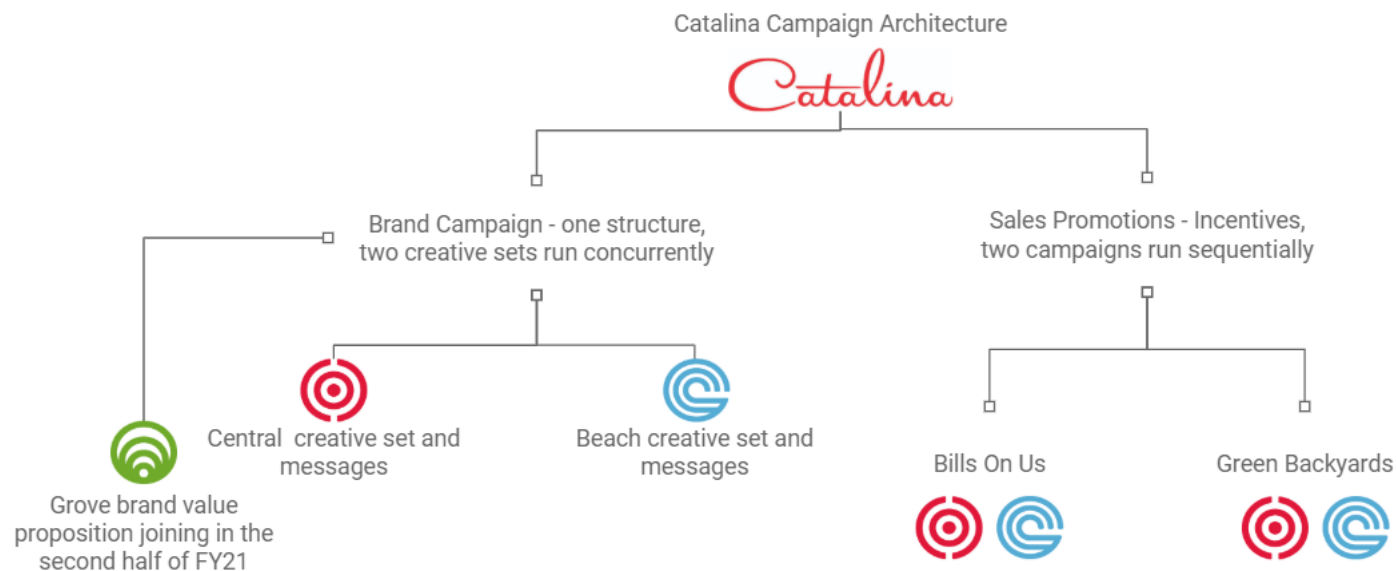
5. Marketing Strategies

These strategies are presented from the customer's purchasing journey point of view (purchasing funnel) and are justified by the Catalina Research 2019 conducted by Painted Dog Research and substantiated by the existing market and sales data.

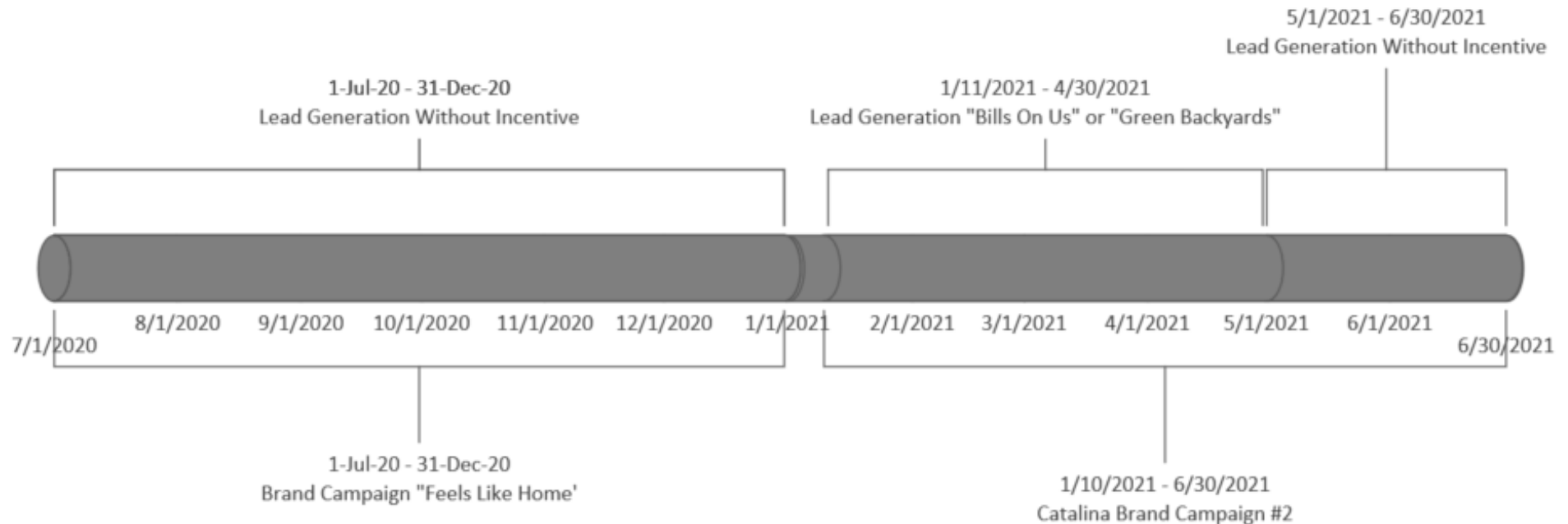
5.1. Brand Strategy Level. Identified as one of the key issues by the market qualitative and quantitative research, brand awareness and estate's value proposition will continue to be a key marketing focus in FY21. Existing brand assets will be updated and new assets will need to be created. Brand Campaigns may run concurrently or subsequently with Sales Promotion campaigns. This may include specific messaging and campaigns around:

- Catalina's 'safe' position as an investment due to its location, amenities, owners (TPRC) and Satterley involvement
- Catalina Beach access, that will shift the brand position from "coastal community" to "beach community"
- Catalina Grove development
- 'Local heroes' and testimonials to support community development and engagement program

5.2. Sales Promotion Strategy Level. This strategy works in conjunction with the SEO, Content and Advocacy strategies. There is a direct positive correlation between the sales promotion offer (incentive) communicated through a lead-generation activity. The data dictates to update such offers quarterly or twice a year to keep the market interested enough to generate leads. Following success of incentivised promotion (Viva La Catalina) in FY20 and to gain first mover advantage, the first campaign for FY21 will need to communicate the project repricing (as per this Annual Plan). This will allow the project to gain momentum ahead of its competitors and capture higher intent leads at the top, middle and bottom of the purchasing funnel. These campaigns will be supported by the Brand Campaigns, and vice versa.



5. Marketing Strategies



Brand

1 July –31 December 2020

Feels Like Home

When choosing an estate to live, the name you know is the way to go. The name that feels like home. Catalina feels like home.

The campaign message is flexible enough to incorporate the estate brand as a whole and highlight its individual assets and amenities. Generating initial interest, the campaign will enhance positive brand associations and assist with lead generation. Initially planned to run for six months, with an opportunity to extend for the full year.

Incentive Option 1

11 January–30 April 2021

Bills On Us

Many utilities offer environmental opt-ins to offset emissions, or source energy from cleaner sources. These opt-ins cost more, but we could cover these costs and then some if a customer signs-up to a more environmental contract. This will work together with the existing rebates and incentives.

Value: up to \$10,000 in energy rebates.

Incentive Option 2

11 January–30 April 2021

Green Backyards

Landscaping the rear of a property often gets pushed to the bottom of the priority list, leaving it with a small or zero budget and no interactive elements. We can provide landscaping advice and ideas to help our buyers budget correctly for landscaping.

Value: up to \$10,000 in landscaping rebates, or \$8,000 'discount-off-the-price'.

5. Marketing Strategies

5.3. SEO Strategy. This strategy addresses on-line visibility of the project when potential customers are searching for broad property terms. The strategy stimulates greater volume of traffic to the website, and engagement with the Project's product information provided.

5.4. Content Strategy. This strategy works closely with the SEO, Sales Promotion and Advocacy strategies. The output of this strategy is content of various formats (blog articles, video testimonials, how-to lists, etc.) which is estate specific and aims to capture audiences at different stages of the buyer journey, stimulating conversion.

5.5. Advocacy and Customer Reviews Strategy. This strategy aims to improve the Project's rating and reviews across global platforms for customer reviews (focus on Google and Facebook customer ratings), to which customers refer prior to making the purchasing decision. The strategy aims to generate brand advocates who will actively recommend Catalina as the best choice (will do so organically and free of charge).

5.6. Lead (Objection) Nurture. Existing leads who are not ready to purchase go through a tailored program, which stimulates further enquiries and helps remain in the customer's consideration set.

5.7. Experiential Marketing. This is subject to COVID19 management restrictions. Working with the existing community development strategy, experiential marketing takes things further aiming to represent Catalina through an interactive experience in areas of high foot traffic. In addition to inviting an audience to experience estate first hand in Mindarie/Clarkson – “bring” the estate to where people are found in high numbers.

This marketing activities are advertising extension and brand promotion, falling outside of TPRC's sponsorship policy.

Brand promotion and community engagement via third-party events, such as

- Mindarie Marina Festival(s)
- City of Joondalup Festival(s)
- Presence at expos that concern strategic life milestones and fit the estate's brand

5. Marketing Strategies

5.8. Catalina Grove Launch Strategy. Catalina Grove Brand health-check will review Grove brand identity and it's relevance to the current and projected market. The outcome of the brand health-check will direct the type of marketing assets necessary to generate Catalina Grove brand awareness (mobile app, CG renders, 3D modelling), and the tone of voice.

The tone of voice (brand language) and brand identity will be instrumental in informing content of key marketing communications and assets for the precinct: eDM, Media Releases, website, estate brochure.

Precinct launch campaign will work at two levels: brand and lead generation. Brand campaign will explore alternative digital modes and platforms, while utilizing traditional channels, such as print and radio. Lead-generation will take a proven data-driven approach of focusing on Google and social media advertising.

Points of Difference

New customers will enjoy easy access to Mitchell Freeway, Clarkson train station, parks and the easy-care lock-up-and-leave built-form when buying into Catalina Grove. While enjoying these Grove-specific points of differences, future residents will take advantage of the in-fill nature of the Pt and established community: shopping centre, schools, parks, playgrounds; access to local employment centres (Joondalup, Butler, etc.) and proximity to Mindarie Marina and beach. This can be captured in the following customer benefits:

1. Nature. Retained and mature vegetation enhanced by new and high quality parks will provide a welcoming feeling of an established suburb and will favourably position Grove in the norther corridor. This will encourage a more sophisticated buyer.
2. Connectivity. While being a new precinct, Grove will enjoy benefits of an established community: freeway and public transport access, schools, shops, restaurants and cafes, marina and beaches. This will ensure Grove appeals to a broad target audience.
3. Health. Grove design principles will encourage residents to walk and use the public open spaces, as well as the Green Link. Combined with the existing public transport, proximity to local sports facilities and beach, this will encourage a more active and healthy lifestyle.
4. Time. Grove product offering (low maintenance homes) and connectivity can free up more time to do things customers love.

Target Audience

Looking at the target audience from the 'buyer type' perspective, we are targeting Young professional couples and singles (most likely without kids), Down-sizers, Empty Nesters, Easy-care property seekers. Investors may join organically as well. From the values, beliefs and attitudes point of view, Grove has the potential to the follow Helix personas from the 200 Metrotechs Community:

208 Future Focus: a mix of singles and young families who are intending on working hard to build the foundation for a successful life.

204 High Life: highly techy, culture and nightlife loving young couples and singles (sometimes living a shared households)

205 Libertarians: socially aware, progressive and open minded. Possibly born in UK, Asia, New Zealand (or have respective background).

5. Marketing Strategies

There will be some representation of 300 Aspirational Community, who are highly ambitious and culturally diverse up-and-comers. Careful spenders, they're working hard to create a more successful tomorrow, as well as 100 Leading Lifestyle Community:

304 Lifestyle Seekers: The majority are Australian born. Likely married, this Persona skews older – a significant number are aged 50+, and as a result this Persona boasts a high proportion of outright home owners, and a similar proportion paying a mortgage.

110 Worldly and Wise: This Persona sits at the higher end of the Leading Lifestyles incomes scale and boasts one of community's highest proportions of outright home ownership.

Grove Launch Strategy and Timeline

Phase One will be launched through integrated, multi-channel data-driven approach and appeal to the right demographic through connection at the value, beliefs and attitudinal level. This is proposed to be achieved through developing appealing brand value proposition, brand assets, research tools and data-driven brand and lead generation campaigns. The strategy will work at the following three levels;

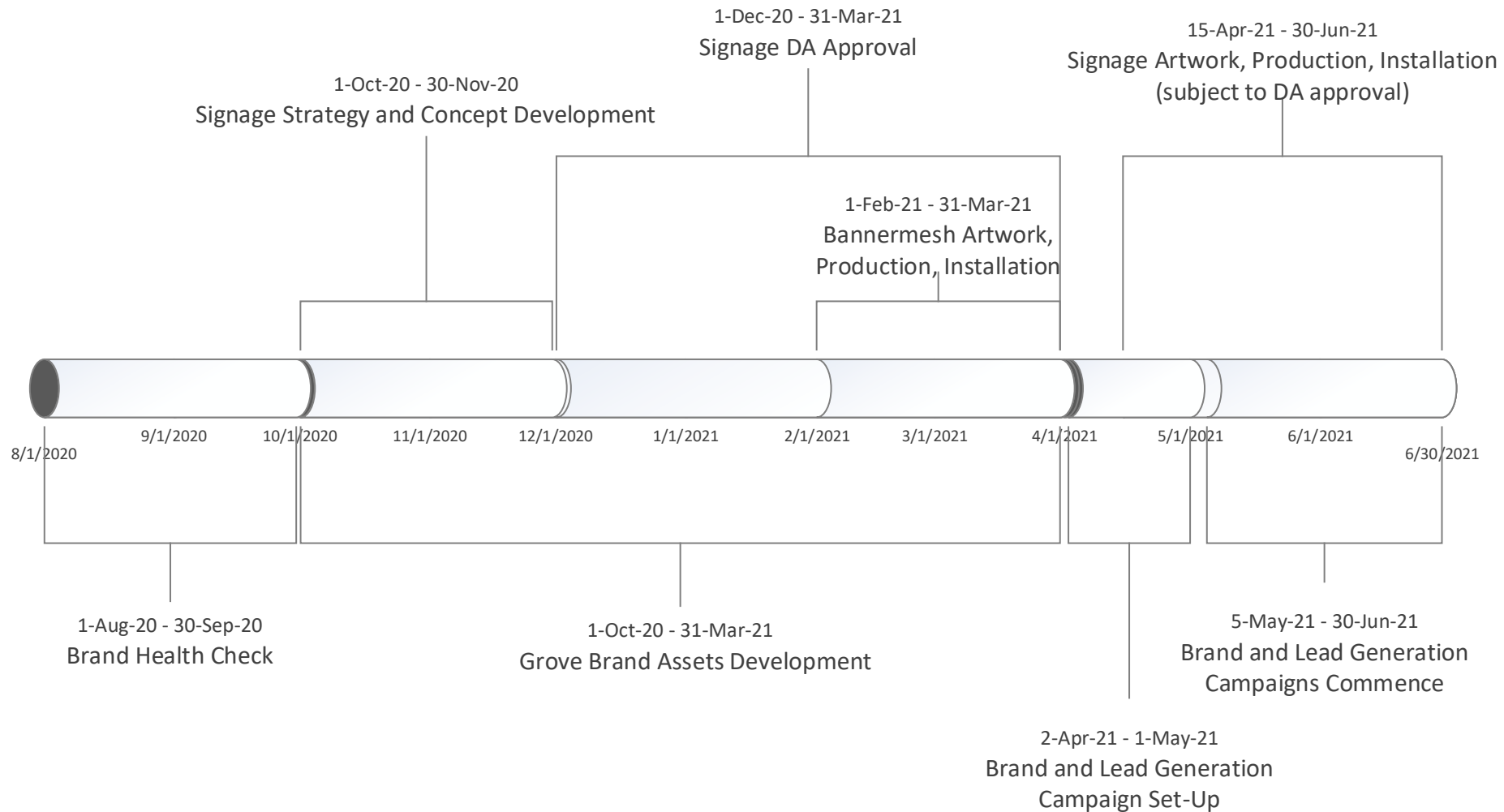
1. Integrating technological solutions in the customer journey (especially when researching the market) and the marketing tools used (potentially, an mobile application with 3D model of the precinct); some existing assets will need to be reviewed and updated (estate brochure, 360-degree virtual tour, etc.). These tools and assets will become instrumental during the early stages of the customer journey (identifying the need and research of alternatives), help understand the brand and its vision. These assets will be long-term assets that can be updated as the Precinct develops.
2. Tone of voice (brand language) and brand identity. As will be determined by the brand health-check, tone of voice and brand identity will be developed, informing launch campaign key message, channels and structure.
3. Launch campaign, focusing on brand awareness and lead-generation. Both, brand and lead generation campaigns, are planned to be launched at the time the earwork commences. Sufficient time needs to be allowed prior to the first Grove land release to build data base. The following channels have been identified based on historic performance and data currently available:
 - Google and relevant Social Media platforms
 - Signage
 - eDM
 - Point of Sale (Sales Office)
 - Print (local press)
 - Radio
 - Advertising via Event Sponsorship to reach target audience

Preparation for the Grove launch will commence in August 2020 and will follow the timeline presented below,

5. Marketing Strategies

5.8. Catalina Grove Launch Strategy (continued).

Catalina Grove Launch Timeline

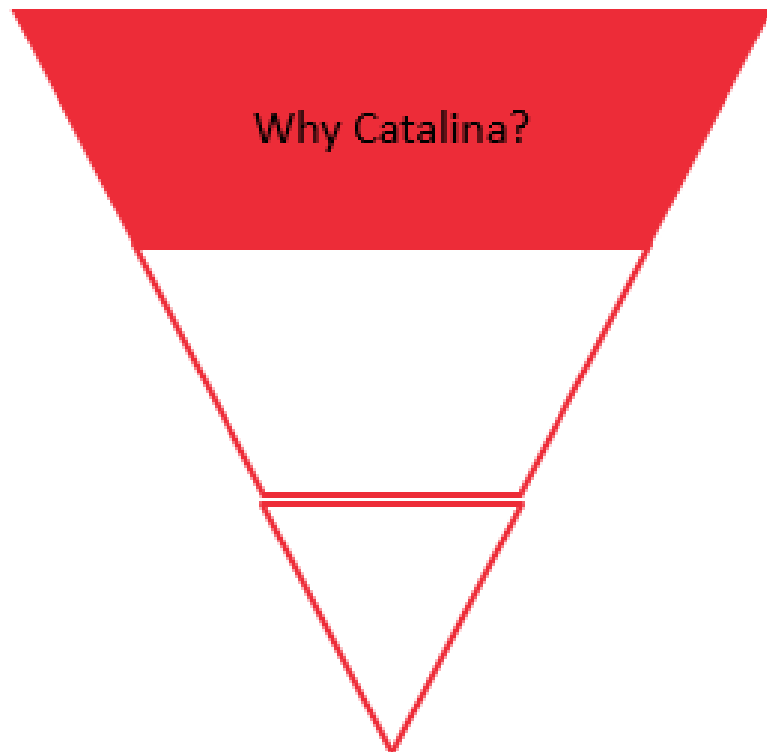


6. Purchasing Funnel Strategies Distribution

Customer View: **Why Catalina?**

Marketing Response:

Define and communicate project value proposition through a comprehensive brand campaign that gives each precinct its own voice.



Marketing Strategy

Brand Awareness Campaign

Launch multi-channel brand campaign communicating brand value proposition through tangible, substantiated positioning. Driven by the market research, supported by primary historic data

Experiential Marketing

Increase footprint in Mindarie and Clarkson area through sponsorship of strategically appropriate events and initiatives

Content Program

Progress with the project-specific content program to increase the digital footprint of Catalina and its precincts

SEO program

Be discoverable. Search words and content pages relevant to the top of the funnel

Experiential Marketing

Brand exposure and community engagement through third-party events with high-foot and/or strategic fit traffic.

Marketing Objective

Brand Awareness

Signage

Digital Visibility

Community

Demonstration Housing in Central
Foreshore Connection in Beach
Grove is Coming soon

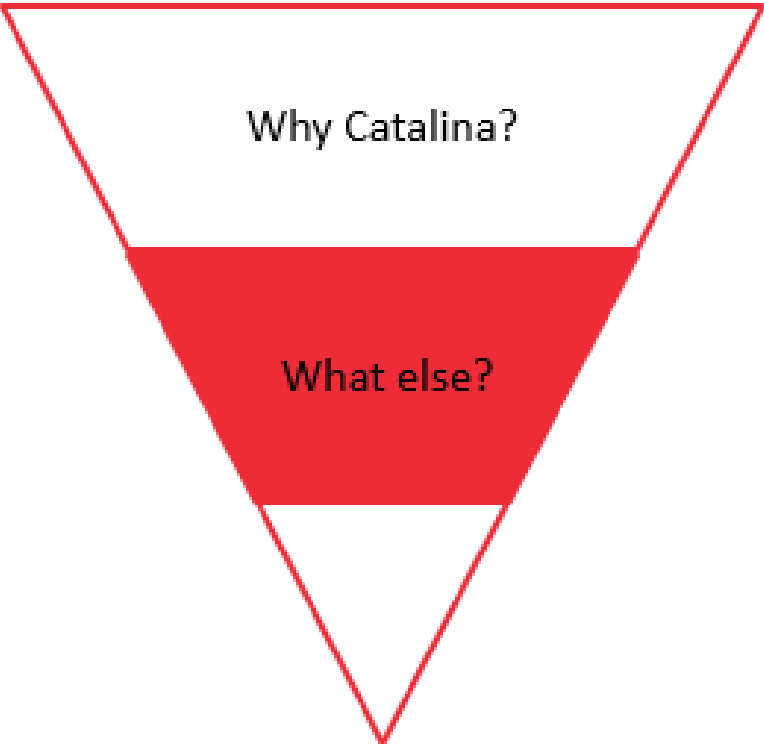


6. Purchasing Funnel Strategies Distribution

Customer View: **What else?**

Marketing Response:

Ensure lead generation. Provide greater specifics to engage and retain the lead: demonstrate amenities, give a chance to explore on-line and of line.



Marketing Strategy

Sales Promotions

Value-for-money incentivised promotions to support initial brand interest and generate sales enquiries

Content Program

Progress with the project-specific content program to increase digital footprint of Catalina and its precincts

SEO program

Be discoverable through the search words and content pages relevant to the middle of the funnel

Lead (Objection) Nurture Program

Launch Catalina-specific objection nurture program, work with the existing data-base

Marketing Objective

Lead Generation

Brand Awareness

Signage

Digital Visibility



6. Purchasing Funnel Strategies Distribution

Customer View: **Value for money?**

Marketing Response:

Provide incentive options (inc. sales promotion incentive). Ensure consistent and continuing communication to demonstrate variety of home options, eco benefits, community program, etc. to demonstrate value for money compared to the “next best option”.

Marketing Strategy

Sales Promotions

Value-for-money incentivised promotions to support initial brand interest and generate sales enquiries

Benefits Communications Program

Focus on customer benefits realised from specific Land and /or H&L offers (with or without incentive), transport facilities, parks, foreshore access, etc. communicated through paid and owned digital channels.

Content Program

Progress with the project-specific content specific to Catalina’s unique value proposition, attribute and features (bottom of the funnel)

SEO program

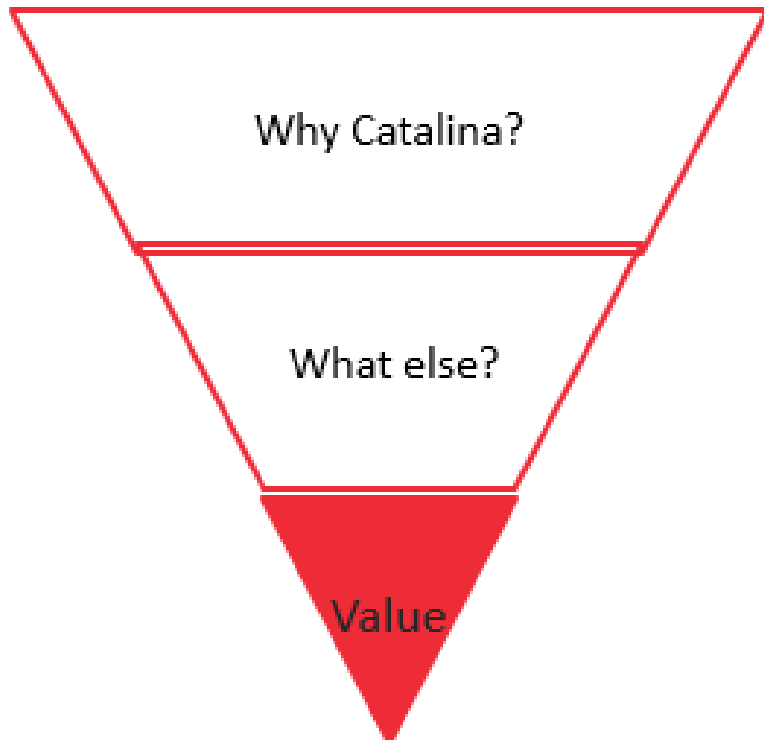
Be discoverable. Search words and content pages relevant to the bottom of the funnel

Marketing Objective

Lead Generation

Lead Retention and Conversion

Digital Visibility

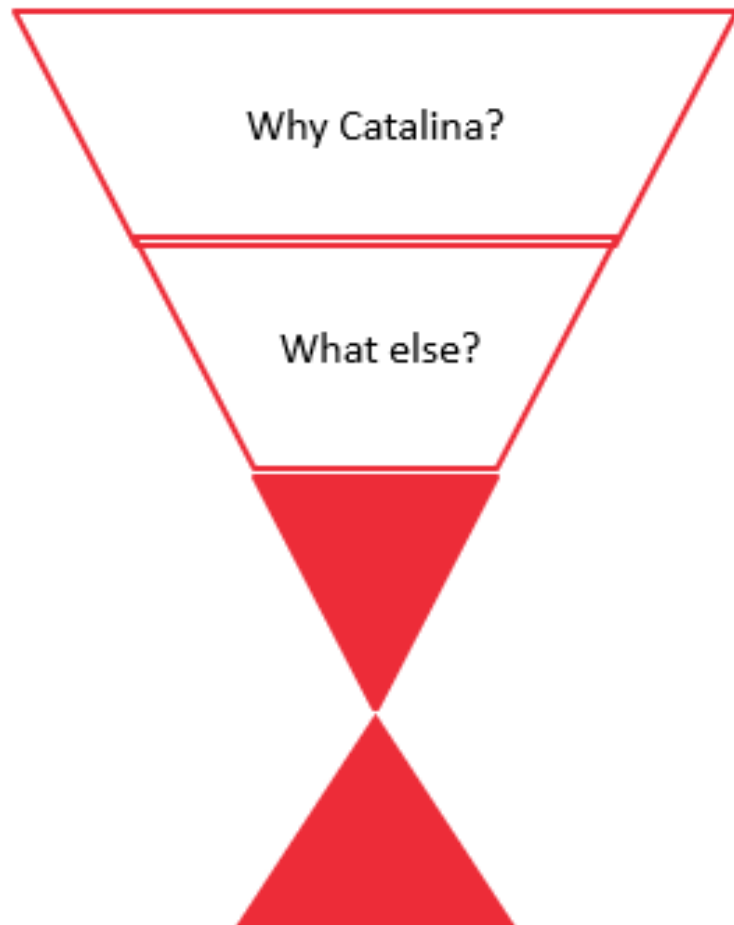


6. Purchasing Funnel Strategies Distribution

Customer View: **Would I recommend Catalina?**

Marketing Response:

Improve advocacy, share social proof through testimonials and success stories.



Marketing Strategy

Adoption and Advocacy

Discover positive and happy customers post-event and post-purchase. Create “social proof” assets (video, imagery, testimonials). Increase Catalina’s GMB review ratings

Integration with Brand and Lead Generation

Feature social proof assets in brand

Integration with Content Program

Include success stories into the project-specific content program

Community Events Amplification

Feed marketing program into community events where necessary, and vice versa. Identify and capture on video happy event attendants. Social proof can be based on event attendants’ intent to purchase in Catalina.

Marketing Objective

Brand Perception

Digital Visibility

Community Development



7. Marketing Budget

PROJECT BRAND	Brand Development	\$103,000
	Marketing Plans (consultants)	\$0
	Market Research	\$30,000
	Brand Identity	\$30,000
	Photography	\$5,000
	Animation, filming, VR, AI	\$35,000
	Consultants	\$0
	Merchandise	\$0
	Awards and submissions	\$3,000
	Brochures /Sales Maps	\$15,000
	Content and Public Relations	\$10,000
	Consultants fees (articles, video, graphics)	\$10,000
	PR Photography	\$0
	Media monitoring	\$0
MARKETING INFRASTRUCTURE	Signage	\$60,000
	Estate signage & lot signs	\$40,000
	New signs and lot plates	\$30,000
	Campaigns	\$10,000
	Estate maintenance	\$20,000
	Ongoing maintenance (i.e. update of Stage sign and relocation)	\$20,000
	Capitalised Assets	\$0
	<i>Estate Signage Strategy</i>	\$0
	Commercial lot signage	\$0
	Sales Office	\$15,000
	CRM & Website	\$12,000
ACQUISITION	Advertising	\$185,000
	Media - Television	\$0
	Media - Press	\$6,000
	Media - Radio	\$10,000
	Media - Magazine	\$0
	Media - Outdoor	\$10,000
	Advertising production - new press, radio, online	\$25,000
	Online advertising (lead-gen, SEO, Ratings, etc.)	\$104,000
	DM - design, printing and distribution	\$0
	EDM - design, distributing, reporting	\$0
	Cross-promotion (builtform)	\$0
	Merchandise	\$10,000
	Sponsorship (ie. Mindarie Marina festival)	\$20,000
TOTAL		\$400,000

8. Marketing Activity Plan

[illegible]

8. Marketing Activity Plan

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Appendix 9.9

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Appendix 9.10

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Appendix 9.11

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Appendix 9.12

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Appendix 9.13

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Appendix 9.14

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