

Appendix 8.1



Halloween Trick or Treat, Meet & Greet

Catalina residents were invited to Trick or Treat through the estate and join their neighbours at a Meet & Greet event at Drimmie Park to encourage socialisation and celebrate Halloween.

The Trick or Treat, Meet & Greet event took place from 4pm - 7pm on Saturday 31 October 2020. Kids and adults dressed up in costume and visited homes around the estate that were decorated for Halloween. Drimmie Park was also decorated for the occasion and residents enjoyed a sausage sizzle, kids activities and competitions.

- Zero safety incidents
- Over 100 residents came to the event at Drimmie Park, many in Halloween fancy dress
- The Catalina Working Residents Group set up the Facebook event, responded to resident's questions and asked for volunteers to help Satterley at the event. 3 residents helped set up, assist with kids games and event pack up
- Quinns Men's Shed ran the sausage sizzle and the Little Sunshine Coffee Co coffee van gave away free coffees/hot drinks for the first 50 residents
- Delivered under budget - actual spend of \$ 1,514 against an approved budget of \$3,000
- Strong eDM engagement:
 - Invite eDM: 302 opens (39.04% open rate)
 - Reminder eDM: 209 opens (30.87% open rate)
 - Real Estate Industry average open rate is 21.04%
- 73 event responses for Facebook event (52 going, 9 maybe, 12 invited)
- There was a lot of interaction between residents on Facebook, asking what time the event was to start, who was decorating their home, and posting photos of their kids trick or treating in their Halloween costumes.

"Well done team, it was amazing" | "Awesome show. Well done Team Satterley"

"Thank you Catalina for the event today, I definitely enjoyed it and hope to see more events soon"



Appendix 8.2

26 October 2020

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

Dear Tony

Catalina Financial Report for September 2020

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

Residential settlement revenue for the year to date to 30 September 2020 is \$7.3m which is \$0.2m favourable to the approved 'July 2020' budget due to 1 more settlement.

Sales for FYE2021 are \$290k behind budget due to 5 less sales mostly offset by higher prices.

Overall FYE2021 expenditure is \$3.0m under budget per the approved 'July 2020' budget, with \$671k spent against a budget of \$3.7m. The main areas of variances are summarised below:

- Lot Production is \$1.5m under budget, noting the following variances:
 - Stage 16A \$341k under budget due to timing of invoice payments;
 - Stage 27A \$365k under budget due to timing of invoice payments;
 - Clearance Bonds not yet required \$700k;
 - \$137k combined minor variances.

- Landscaping is \$40k under budget due to minor variances across multiple stages.

- Infrastructure Spend is \$794k under budget, noting the following variances:
 - Catalina Beach Dual Use Path \$765k under budget as works yet to be completed;
 - \$29k combined minor variances.

- Indirect Consultants \$45k under budget due to timing of invoice payments.

- P&L expenditure is \$583k under budget, noting the following variances:
 - Sales & Marketing \$37k under budget due to current favourable selling conditions;
 - Community and Development \$28k under budget due timing of invoice payments;
 - Maintenance \$134k under budget due to timing of invoice payments;
 - Rates & Taxes \$154k under budget as full provisional amounts not yet required;
 - Contingency \$142k not required;
 - \$88k Combined minor variances for other Overheads.



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

Yours faithfully

A handwritten signature in black ink, appearing to read 'Ross Carmichael'.

Ross Carmichael
General Manager - Finance

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2021		Actual MTD Vs Budget Sep 2020			Year to date Vs Budget to Sep 2020			Full Year		Project to date Vs Budget to Sep 2020			Bud Comparison: Jul 20 Approved
Job Description	Account Description	Actual 1 month to Sep 2020	Budget 1 month to Sep 2020	Variance	YTD to Sep 2020	YTD budget	Variance	Budget 2021	YTD Act vs Full Year Budget Variance	PTD to Sep 2020	PTD budget	Variance	Comments regarding variance
REVENUE													
Settlements	Settlement revenue	3,391,000	3,404,491	(13,491)	7,299,000	7,078,361	220,639	34,688,724	(27,389,724)	251,682,500	251,461,861	220,639	23 settlements YTD ex GST Margin scheme. GST Margin as detailed in Burgess Rawson valuations
Margin GST	Margin GST	(31,232)	(45,455)	14,222	(69,753)	(100,000)	30,247	(531,818)	462,065	(3,654,389)	(3,693,035)	38,646	
Direct Selling Costs		(154,688)	(156,095)	1,407	(334,130)	(325,509)	(8,621)	(1,602,560)	1,268,430	(11,494,818)	(11,453,175)	(41,643)	Includes Commission and Management Fees
Interest Income		0	0	0	0	0	0	0	0	85,114	85,114	0	Penalty interest income on settlements
Forfeited Deposits		0	0	0	4,545	0	4,545	0	4,545	27,273	22,727	4,545	
Other Income	Special sites revenue	0	0	0	0	0	0	0	0	3,728,594	3,728,594	0	
Rebate Allowance		(41,389)	(58,700)	17,311	(66,138)	(198,840)	132,702	(757,320)	691,182	(6,004,648)	(8,107,078)	2,102,431	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		3,163,691	3,144,241	19,450	6,833,525	6,454,012	379,513	31,797,026	(24,963,501)	234,369,625	232,045,008	2,324,618	
LOT PRODUCTION													
Completed Earthworks													
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	0	0	0	0	0	13,529,541	13,529,541	(0)	
	Direct Consultants	0	0	0	0	0	0	0	0	3,603,087	3,603,087	(0)	
Total Earthworks Stage 25-27		0	0	0	0	0	0	0	0	186,216	192,859	6,643	
Earthworks Stages 28-31	Siteworks / Earthworks	0	0	0	0	0	0	1,366,981	1,366,981	0	0	0	
	Direct Consultants	0	20,321	20,321	0	43,975	43,975	118,592	118,592	0	47,308	47,308	
Total Earthworks Stage 28-31		0	20,321	20,321	0	43,975	43,975	1,485,573	1,485,573	0	47,308	47,308	
Earthworks Stages 36-40	Siteworks / Earthworks	0	0	0	0	0	0	737,323	737,323	0	0	0	
	Direct Consultants	0	2,500	2,500	0	2,500	2,500	95,000	95,000	0	2,500	2,500	
Total Earthworks Stage 36-40		0	2,500	2,500	0	2,500	2,500	832,323	832,323	0	2,500	2,500	
Completed Stages													
Stage 14B	Siteworks / Earthworks	0	0	0	0	0	0	0	0	46,092,294	46,092,295	1	
	Authorities Fees	0	0	0	0	0	0	0	0	482,855	500,850	17,995	
	Direct Consultants	0	0	0	0	0	0	0	0	110,991	110,991	0	
Total Stage 14B		0	0	0	0	0	0	0	0	611,485	629,480	17,995	
Stage 16A	Siteworks / Earthworks	211,295	530,280	318,985	211,295	530,280	318,985	2,651,400	2,440,105	211,295	530,280	318,985	
	Authorities Fees	0	0	0	0	0	0	336,256	336,256	9,844	9,844	0	
	Direct Consultants	15,113	12,679	(2,433)	15,539	38,038	22,499	76,077	60,538	33,145	106,362	73,217	
Total Stage 16A		226,408	542,959	316,552	226,834	568,318	341,484	3,063,733	2,836,899	254,283	646,485	392,202	
Stage 16B	Direct Consultants	0	0	0	0	0	0	0	0	26,000	26,000	0	
Total Stage 16B		0	0	0	0	0	0	0	0	26,000	26,000	0	
Stage 17A	Siteworks / Earthworks	0	0	0	0	0	0	0	0	732,033	732,033	0	
	Authorities Fees	0	0	0	0	0	0	0	0	161,279	161,279	0	
	Direct Consultants	0	0	0	0	0	0	0	0	110,250	115,250	5,000	
Total Stage 17A		0	0	0	0	0	0	0	0	1,003,563	1,008,563	5,000	
Stage 17B	Siteworks / Earthworks	0	0	0	0	0	0	0	0	1,273,015	1,273,015	0	
	Authorities Fees	0	0	0	0	0	0	0	0	194,411	194,411	0	
	Direct Consultants	0	1,415	1,415	0	4,245	4,245	4,245	4,245	180,869	192,189	11,320	
Total Stage 17B		0	1,415	1,415	0	4,245	4,245	4,245	4,245	1,648,295	1,659,615	11,320	
Stage 18B	Siteworks / Earthworks	0	0	0	0	0	0	0	0	1,486,381	1,968,290	481,909	
	Authorities Fees	0	0	0	0	0	0	0	0	267,438	270,948	3,510	
	Direct Consultants	0	0	0	0	0	0	0	0	191,390	191,390	0	
Total Stage 18B		0	0	0	0	0	0	0	0	1,945,209	2,430,628	485,419	
Stage 18C	Siteworks / Earthworks	0	0	0	0	0	0	915,900	915,900	0	0	0	
	Authorities Fees	0	0	0	0	0	0	281,100	281,100	0	0	0	
	Direct Consultants	0	24,156	24,156	0	72,467	72,467	144,933	144,933	0	144,933	144,933	
Total Stage 18C		0	24,156	24,156	0	72,467	72,467	1,341,933	1,341,933	0	144,933	144,933	
Stage 25	Siteworks / Earthworks	0	0	0	0	0	0	0	0	5,523,981	5,587,247	63,266	
	Authorities Fees	0	0	0	0	0	0	0	0	212,929	212,929	0	
	Direct Consultants	0	0	0	0	0	0	0	0	280,279	297,991	17,713	
Total Stage 25		0	0	0	0	0	0	0	0	6,017,188	6,098,167	80,979	
Stage 26	Siteworks / Earthworks	0	0	0	2,202	0	(2,202)	0	(2,202)	1,273,228	1,199,122	(74,106)	
	Authorities Fees	0	0	0	0	0	0	0	0	239,777	498,507	258,729	
	Direct Consultants	0	0	0	0	6,830	6,830	6,830	6,830	144,968	162,500	17,532	
Total Stage 26		0	0	0	2,202	6,830	4,628	6,830	4,628	1,657,973	1,860,129	202,155	
Stage 27A	Siteworks / Earthworks	0	353,199	353,199	0	353,199	353,199	1,765,993	1,765,993	0	353,199	353,199	
	Authorities Fees	0	0	0	0	0	0	205,450	205,450	10,175	0	(10,175)	
	Direct Consultants	26,923	13,106	(13,818)	27,373	39,317	11,944	65,433	38,060	27,373	78,633	51,260	
Total Stage 27A		26,923	366,304	339,381	27,373	392,515	365,142	2,036,876	2,009,503	37,548	431,832	394,284	
	Direct Consultants	0	0	0	0	0	0	105,911	105,911	0	0	0	
Total Stage 27B		0	0	0	0	0	0	105,911	105,911	0	0	0	
Stage 28	Siteworks / Earthworks	0	0	0	0	0	0	2,352,602	2,352,602	0	1,636	1,636	
	Authorities Fees	458	0	(458)	458	0	(458)	286,100	285,642	458	0	(458)	

Catalina Actual vs Budget Analysis

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Job Description	Account Description	Actual 1 month to Sep 2020	Budget 1 month to Sep 2020	Variance	YTD to Sep 2020	YTD budget	Variance	Budget 2021	YTD Act vs Full Year Budget Variance	PTD to Sep 2020	PTD budget	Variance	Comments regarding variance
	Direct Consultants	42,443	16,989	(25,454)	42,443	50,967	8,524	118,922	76,480	42,443	84,944	42,502	
Total Stage 28		42,901	16,989	(25,912)	42,901	50,967	8,066	2,757,624	2,714,723	42,901	86,581	43,680	
Stage 36	Direct Consultants	0	0	0	0	0	0	61,574	61,574	0	(0)	(0)	
Total Stage 36		0	0	0	0	0	0	61,574	61,574	0	(0)	(0)	
Various Stages	Clearance Bonds	0	350,000	350,000	0	700,000	700,000	350,000	350,000	242,868	842,625	599,757	
TOTAL LOT PRODUCTION		296,232	1,324,644	1,028,412	299,310	1,841,817	1,542,507	12,046,623	11,747,313	76,898,451	79,332,626	2,434,176	Within budget
LANDSCAPING													
Completed Landscaping		0	0	0	0	0	0	0	0	7,149,264	7,149,264	0	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	0	0	0	1,332,634	1,328,968	0	1,328,968	(3,666)	Within total FY21 Landscaping budget
Stage 11 Landscape Consultancy	Landscape Consulting	228	0	(228)	570	0	(570)	0	(570)	162,929	154,949	(7,980)	
Stage 12 Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	236,650	243,203	6,553	
Stage 12 Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	27,377	27,377	0	
Stage 14A Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	553,652	553,652	0	
Stage 14A Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	12,013	8,430	(3,583)	
Stage 14B Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	216,700	216,700	0	
Stage 14B Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	15,457	15,457	0	
Stage 15 Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	115,933	115,933	0	
Stage 15 Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	18,838	18,838	0	
Stage 16A Landscaping	Landscape Construction	0	0	0	0	0	0	568,933	568,933	0	0	0	
Stage 16A Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	11,303	11,303	0	
Stage 17 Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	203,449	314,317	110,868	
Stage 17 Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	2,720	2,720	0	
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	6,160	6,160	6,160	6,160	228,092	265,053	36,961	
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	0	0	28,012	28,012	0	
Seed Collection	Landscape Construction	0	0	0	10,697	0	(10,697)	0	(10,697)	22,797	0	(22,797)	
School Oval	Landscape Construction	0	0	0	0	0	0	0	0	44,219	44,219	0	
Marmion Ave Eastern Verge Upgrade	Landscape Construction	0	0	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	0	0	19,688	19,688	0	
Western Cell POS2	Landscape Consulting	0	0	0	0	0	0	0	0	64,091	87,253	23,162	
Catalina Beach Greenlink Stage 25	Landscape Construction	0	0	0	0	0	0	0	0	3,941,448	4,107,543	166,095	
Catalina Beach Greenlink Stage 25	Landscape Consulting	0	0	0	0	0	0	0	0	118,249	118,508	259	
Preliminary Landscaping Consultancy	Landscape Consulting	0	3,942	3,942	13,570	10,776	(2,794)	151,791	138,221	276,313	331,529	55,216	
Northern Biodiversity Conservation Area	Landscape Construction	5,735	0	(5,735)	5,735	0	(5,735)	0	(5,735)	354,111	405,802	51,691	
Northern Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	0	0	19,093	19,093	0	
Public Open Space - Lot 8009	Landscape Construction	0	0	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	0	0	11,504	11,504	0	
Streetscape To Stage 1	Landscape Construction	0	25,421	25,421	0	25,421	25,421	50,842	50,842	251,365	326,016	74,651	
Public Art	Landscape Construction	0	0	0	0	0	0	200,000	200,000	156,764	170,400	13,636	
Public Art	Landscape Consulting	0	0	0	0	0	0	0	0	13,105	13,105	0	
Fauna Relocation	Landscape Construction	0	0	0	0	0	0	0	0	37,080	0	(37,080)	
Stage 11 Landscape Phase 2	Landscape Construction	0	0	0	47,579	48,179	600	65,679	18,100	743,690	744,290	600	
Catalina Grove Initial Scoping Works	Landscape Consulting	0	0	0	0	0	0	0	0	16,803	20,000	3,197	
Catalina Central Landscape Upgrade	Landscape Construction	0	0	0	0	0	0	59,458	59,458	821,012	895,334	74,322	
Catalina Central Landscape Upgrade	Landscape Consulting	0	0	0	0	0	0	0	0	63,128	63,128	0	
Stage 12/13 Greenlink New Bore	Landscape Construction	0	0	0	0	0	0	129,646	129,646	70,354	70,354	0	
Marmion Ave Shrub Planting	Landscape Construction	0	0	0	0	0	0	0	0	17,282	56,910	39,628	
Bore 6	Landscape Construction	0	0	0	0	0	0	42,274	42,274	30,906	30,906	0	
Catalina Beach Stage 26 Landscaping	Landscape Construction	0	14,000	14,000	0	28,000	28,000	42,000	42,000	40,000	28,000	(12,000)	
Catalina Beach Stage 27 Landscaping	Landscape Construction	0	0	0	0	0	0	272,917	272,917	0	0	0	
Catalina Beach Stage 28 Landscaping	Landscape Construction	0	0	0	0	0	0	20,000	20,000	0	0	0	
Aviator Blvd Roundabouts Upgrade	Landscape Construction	0	0	0	0	0	0	60,000	60,000	0	0	0	
TOTAL LANDSCAPING		5,963	43,363	37,400	78,150	118,536	40,386	1,669,700	1,591,549	17,884,203	18,481,360	597,157	Within budget
INDIRECT CONSULTANTS													
Planning - indirect	Planning	0	21,281	21,281	43,675	63,844	20,169	255,375	211,700	2,425,460	2,558,565	133,106	
	Architect	0	620	620	0	1,860	1,860	7,439	7,439	15,100	32,838	17,738	
	Environmental	2,468	1,577	(890)	4,854	4,732	(122)	18,927	14,073	342,743	375,455	32,712	
	Geotechnical	0	535	535	0	1,605	1,605	6,421	6,421	12,300	15,630	3,330	
	Title - Survey & Legal fees	750	1,250	500	750	3,750	3,000	15,000	14,250	155,670	186,910	31,240	
	Engineering fees	0	4,204	4,204	7,726	12,611	4,884	50,442	42,716	246,986	309,874	62,888	
	Traffic planning	0	76	76	0	227	227	907	907	84,181	85,270	1,089	
	Landscaping consultancy	0	0	0	0	0	0	0	0	1,000	0	(1,000)	
	Miscellaneous Consultants	0	2,082	2,082	0	6,247	6,247	24,990	24,990	5,512	60,329	54,818	
	Planning - fire & safety	0	208	208	1,755	625	(1,130)	2,500	745	1,905	25,775	23,870	
	Planning - Hydrology	0	1,870	1,870	448	5,611	5,163	22,444	21,996	119,523	165,358	45,835	
	Planning - Sustainability	0	781	781	0	2,344	2,344	9,375	9,375	26,805	65,149	38,344	
	Acoustic & Noise Consult	0	0	0	0	0	0	0	0	0	20,000	20,000	

Catalina Actual vs Budget Analysis

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	Tree Mapping	0	167	167	0	500	500	2,000	2,000	1,616	28,306	26,690	
TOTAL INDIRECT CONSULTANTS		3,218	34,652	31,434	59,208	103,955	44,746	415,819	356,611	3,438,802	3,929,460	490,658	Within budget
INFRASTRUCTURE													
Completed Infrastructure		0	0	0	0	0	0	0	0	11,110,854	11,110,854	-0	Within total FY21 Infrastructure budget
Neerabup Rd Maroochydyore Way Intersection		0	0	0	0	0	0	0	0	1,498,274	1,480,279	(17,995)	↓ Within total FY21 Infrastructure budget
Neerabup Rd Maroochydyore Way Intersection		0	0	0	0	0	0	0	0	97,321	97,321	0	
Connolly Drive Green Link Intersection		0	0	0	0	0	0	1,981,600	1,981,600	9,400	9,400	0	
Connolly Drive Green Link Intersection		0	0	0	0	0	0	32,948	32,948	99,619	99,619	0	
Asbestos and rubbish removal - Gen Allowance		0	0	0	0	0	0	0	0	25,801	63,928	38,127	
West Beach Access		0	0	0	0	0	0	1,282,040	1,282,040	2,600	5,960	3,360	
West Beach Access		4,009	5,581	1,572	7,016	16,744	9,728	55,813	48,798	34,076	44,651	10,574	
Aviator Blvd Extension St 25 to Long Beach Prom incl services extensions (exc Beach Access Tr		0	0	0	0	0	0	778,500	778,500	1,500	1,500	(0)	
Aviator Blvd Extension St 25 to Long Beach Prom incl services extensions (exc Beach Access Tr		0	1,401	1,401	2,363	4,202	1,839	14,005	11,643	42,292	40,896	(1,396)	
Catalina Beach North/South Dual Use Path		0	0	0	0	730,000	730,000	730,000	730,000	0	730,000	730,000	
Catalina Beach North/South Dual Use Path		0	0	0	0	35,000	35,000	35,000	35,000	0	35,000	35,000	
Catalina Beach LED Lighting		0	0	0	0	0	0	810,000	810,000	0	0	0	
Catalina Beach LED Lighting		0	5,850	5,850	0	17,550	17,550	52,650	52,650	0	17,550	17,550	
Rubbish removal - General Allowance		0	0	0	0	0	0	0	0	17,314	17,314	(0)	
INFRASTRUCTURE		4,009	12,832	8,823	9,378	803,496	794,117	5,772,557	5,763,178	12,996,071	13,754,271	758,199	Within budget
INFRASTRUCTURE REFUNDS													
Neerabup Road Reimbursement		0	0	0	0	0	0	0	0	(432,548)	(432,548)	0	
Waste Water Pump Station (West)		0	0	0	0	0	0	0	0	(1,397,613)	(1,392,655)	4,958	
INFRASTRUCTURE REFUNDS		0	0	0	0	0	0	0	0	(1,830,161)	(1,825,203)	4,958	
TOTAL INFRASTRUCTURE		4,009	12,832	8,823	9,378	803,496	794,117	5,772,557	5,763,178	11,165,910	11,929,067	763,157	Within budget
SPECIAL SITES & FIXED ASSETS													
Lot 1 Group Housing Site Construction		0	0	0	0	0	0	0	0	172,782	172,782	0	
Removal of temp sales office		0	0	0	0	0	0	0	0	8,636	8,636	0	
Sales Office Building		0	0	0	0	0	0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	0	0	0	0	0	11,186	3,440	(7,746)	
Sales Office Carparks		0	0	0	0	0	0	0	0	98,087	98,087	0	
Temp Sales office services		0	0	0	0	0	0	0	0	3,812	3,812	0	
Sales Office Construction Western		0	0	0	0	0	0	0	0	624,762	625,505	744	
Sales office carparks Western		0	0	0	0	0	0	0	0	240,000	237,239	(2,761)	
Security Cameras		0	1,667	1,667	0	5,000	5,000	10,000	10,000	19,560	29,560	10,000	
TOTAL SPECIAL SITES & FIXED ASSETS		0	1,667	1,667	0	5,000	5,000	10,000	10,000	1,751,875	1,753,043	1,169	
TOTAL CONSTRUCTION		309,421	1,417,157	1,107,736	446,047	2,872,803	2,426,756	19,914,698	19,468,651	111,139,240	115,425,557	4,286,317	Within budget
LAND		0	0	0	0	0	0	5,103,000	5,103,000	0	0	0	
PROFIT & LOSS EXPENDITURE													
Sales & Marketing													
Brand Development		0	5,000	5,000	0	15,000	15,000	80,000	80,000	219,854	298,340	78,486	
Sales Office & Builder Rel.		0	1,071	1,071	0	3,214	3,214	17,143	17,143	110,761	135,522	24,761	
Brochures		0	1,000	1,000	0	3,000	3,000	16,000	16,000	139,893	156,835	16,942	
Advertising		6,971	12,214	5,243	33,007	36,643	3,635	195,429	162,421	896,157	980,789	84,632	
Signage		1,356	4,286	2,930	4,728	12,857	8,129	68,571	63,844	446,594	473,573	26,979	
Website		0	1,429	1,429	0	4,286	4,286	22,857	22,857	9,891	35,137	25,246	
Promotions		0	0	0	0	0	0	0	0	19,550	28,903	9,353	
Public Relations		0	0	0	0	0	0	0	0	7,124	13,198	6,075	
Total Sales and Marketing		8,327	25,000	16,673	37,735	75,000	37,265	400,000	362,265	1,849,824	2,122,297	272,474	Within budget
Total Community Development	Comm Dev - Resident Dev	3,468	11,156	7,688	4,999	33,469	28,469	178,500	173,501	432,225	510,853	78,629	Within budget
Administration													
Audit and Tax		0	20,000	20,000	1,710	20,000	18,290	20,000	18,290	251,790	274,245	22,456	
Cleaning		563	1,000	437	1,971	3,000	1,029	12,000	10,029	40,535	43,631	3,096	
Computer Costs		0	500	500	0	1,500	1,500	6,000	6,000	0	5,960	5,960	
Couriers		0	300	300	0	900	900	3,600	3,600	1,338	11,998	10,660	
Electricity & Gas		0	1,000	1,000	1,866	3,000	1,134	12,000	10,134	113,332	111,555	(1,777)	
Insurance		0	500	500	0	1,500	1,500	6,000	6,000	3,184	7,184	4,000	
Legal fees		0	4,167	4,167	0	12,500	12,500	50,000	50,000	199,392	227,786	28,394	
Licenses & Fees		0	500	500	0	1,500	1,500	6,000	6,000	470	5,282	4,812	
Postage, Print & Stationery		0	500	500	0	1,500	1,500	6,000	6,000	2,244	32,991	30,748	
Rent - Sales Office & Cprk		0	6,667	6,667	0	20,000	20,000	40,000	40,000	467,350	520,683	53,333	
Sundry Office Expenses		0	1,500	1,500	0	4,500	4,500	18,000	18,000	1,076	19,277	18,200	
Training		0	2,083	2,083	0	6,250	6,250	25,000	25,000	0	27,084	27,084	
Valuations		500	3,333	2,833	1,600	10,000	8,400	40,000	38,400	169,163	207,397	38,234	
Rates & Taxes		128,582	282,420	153,838	128,800	282,420	153,620	282,420	153,620	721,046	1,316,526	595,480	
Maintenance		1,960	60,000	58,040	46,297	180,000	133,703	720,000	673,703	1,922,330	2,285,326	362,996	
Maint- Carpark Makegood		0	0	0	0	0	0	0	0	53,798	53,798	0	
Security		80	3,000	2,920	80	9,000	8,920	36,000	35,920	28,637	53,057	24,421	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2021		Actual MTD Vs Budget Sep 2020			Year to date Vs Budget to Sep 2020			Full Year		Project to date Vs Budget to Sep 2020			Bud Comparison: Jul 20 Approved
Job Description	Account Description	Actual 1 month to Sep 2020	Budget 1 month to Sep 2020	Variance	YTD to Sep 2020	YTD budget	Variance	Budget 2021	YTD Act vs Full Year Budget Variance	PTD to Sep 2020	PTD budget	Variance	Comments regarding variance
Total Administration		131,686	387,470	255,784	182,325	557,570	375,245	1,283,020	1,100,695	3,975,684	5,203,782	1,228,098	Within budget
Finance	Contingency	0	74,539	74,539	0	141,942	141,942	1,326,461	1,326,461	2,175,330	284,292	(1,891,037)	Actual Contingency spend applied to cost types above.
	Contingency Offset Transfer	0	0	0	0	0	0	0	0	(2,175,330)	0	2,175,330	
Total Finance		0	74,539	74,539	0	141,942	141,942	1,326,461	1,326,461	0	284,292	284,292	
Total P&L Expenditure		143,481	498,165	354,685	225,059	807,981	582,921	3,187,981	2,962,921	6,257,732	8,121,225	1,863,493	
Grand Expense Total		452,902	1,915,322	1,462,421	671,106	3,680,784	3,009,678	28,205,679	27,534,573	117,396,972	123,546,781	6,149,809	Within budget

Contingency Summary	
YTD Budget	141,942
Contingency Transferred (Actual & Budget)	0
Contingency not yet used	<u>141,942</u>
List of Contingency items transferred year to date	
<u>Period</u>	<u>Job Description</u>
	<u>Amount</u>
	<u>0</u>

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

CATALINA
FINANCE REPORT
SEPTEMBER 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 (Jul-20)</u>	<u>Actual</u>	<u>Budget (Jul-20)</u>	<u>Actual</u>	<u>Budget (Jul-20)</u>	<u>Actual</u>	<u>Budget (Jul-20)</u>
Prior Years	1,004	1,004	960	960	935	936	78,000,000	78,000,000
Jul-2020	-	-	34	35	3	7	-	-
Aug-2020	-	-	3	15	9	5	-	-
Sep-2020	-	-	17	9	11	10	-	-
Sep Qtr	-	-	54	59	23	22	-	-
Oct-2020	-	-	-	7	-	11	-	-
Nov-2020	-	-	-	6	-	22	-	-
Dec-2020	-	37	-	5	-	9	-	-
Dec Qtr	-	37	-	18	-	42	-	-
Jan-2021	-	-	-	7	-	14	-	-
Feb-2021	-	35	-	7	-	12	-	-
Mar-2021	-	-	-	7	-	11	-	-
Mar Qtr	-	35	-	21	-	37	-	-
Apr-2021	-	-	-	7	-	4	-	-
May-2021	-	35	-	7	-	5	-	-
Jun-2021	-	-	-	7	-	7	-	3,000,000
Jun Qtr	-	35	-	21	-	16	-	3,000,000
PTD	1,004	1,004	1,014	1,019	958	958	78,000,000	78,000,000
Full 2019/20 Year	-	107	54	119	23	117	-	3,000,000
2021/22	-	78	-	96	-	86	-	3,000,000
2022/23	-	91	-	96	-	92	-	27,000,000

- There were 17 sales and 11 residential settlements for September.

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>
		<u>(Jul-20)</u>		<u>(Jul-20)</u>		<u>(Jul-20)</u>
Residential						
- Sales #	17	9	54	59	1,014	1,019
- Sales \$	5,050,000	2,323,784	17,469,000	17,759,308	269,151,000	269,561,308
- Sales \$/lot	297,059	258,198	323,500	301,005	265,435	264,535
- Settlements #	11	10	23	22	959	958
- Settlements \$	3,391,000	3,404,491	7,299,000	7,078,361	251,682,500	251,461,861
- Settlements \$/lot	308,273	340,449	317,348	321,744	262,443	262,486
Special Sites						
- Sales #	-	-	-	-	4	4
- Sales \$	-	-	-	-	3,772,000	3,772,000
- Sales \$/lot	-	-	-	-	943,000	943,000
- Settlements #	-	-	-	-	4	4
- Settlements \$	-	-	-	-	3,772,000	3,772,000
- Settlements \$/lot	-	-	-	-	943,000	943,000
Lots Under Contract						
- Unsettled sales #	55			9	Titled	
- Unsettled sales \$	17,468,500			46	1,010 incl. Spec sites	
- Unsettled sales \$/lot	317,609					

1.3 Cashflow - MTD Actuals to budget

	<u>MTD Act</u>	<u>MTD Bgt</u> (Jul-20)	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	3,391,000	3,404,491	(13,491)
Margin GST	(31,232)	(45,455)	14,222
Direct selling costs	(154,688)	(156,095)	1,407
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(41,389)	(58,700)	17,311
	<u>3,163,691</u>	<u>3,144,241</u>	<u>19,450</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	296,232	1,324,644	1,028,412
Landscaping	5,963	43,363	37,400
Consultants	3,218	34,652	31,434
Infrastructure	4,009	12,832	8,823
Sales office building	-	1,667	1,667
	<u>309,421</u>	<u>1,417,157</u>	<u>1,107,736</u>
<u>Overheads</u>			
Sales & marketing	8,327	25,000	16,673
Community Develop.	3,468	11,156	7,688
Administration	131,686	387,470	255,784
Finance/Contingency	-	74,539	74,539
	<u>143,481</u>	<u>498,165</u>	<u>354,685</u>
Net Cashflow	<u>2,710,789</u>	<u>1,228,918</u>	<u>1,481,871</u>

1.4 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u> (Jul-20)	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	7,299,000	7,078,361	220,639
Margin GST	(69,753)	(100,000)	30,247
Direct selling costs	(334,130)	(325,509)	(8,621)
Interest Income	-	-	-
Forfeited Deposits	4,545	-	4,545
Other Income	-	-	-
Rebate Allowance	(66,138)	(198,840)	132,702
	<u>6,833,525</u>	<u>6,454,012</u>	<u>379,513</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	299,310	1,841,817	1,542,507
Landscaping	78,150	118,536	40,386
Consultants	59,208	103,955	44,746
Infrastructure	9,378	803,496	794,117
Sales office building	-	5,000	5,000
	<u>446,047</u>	<u>2,872,803</u>	<u>2,426,756</u>
<u>Overheads</u>			
Sales & marketing	37,735	75,000	37,265
Community Develop.	4,999	33,469	28,469
Administration	182,325	557,570	375,245
Finance/Contingency	-	141,942	141,942
	<u>225,059</u>	<u>807,981</u>	<u>582,921</u>
Net Cashflow	<u>6,162,419</u>	<u>2,773,228</u>	<u>3,389,191</u>

1.5 Bonds

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

Bonds relate to stage 25 early clearances.

CATALINA
FINANCE REPORT
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2.0 PROFIT & LOSS

	<u>MTH Act</u>	<u>MTH Bgt</u> (Jul-20)	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> (Jul-20)	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> (Jul-20)
- Revenue \$ (Stlmnts)	3,391,000	3,404,491	(13,491)	7,299,000	7,078,361	220,639	251,682,500	251,461,861
- Revenue \$/lot	308,273	340,449		317,348	321,744		262,443	262,486
- Selling & GST \$	434,970	332,883	(102,087)	915,533	714,441	(201,092)	22,428,147	22,941,647
- Selling & GST \$/lot	39,543	33,288		39,806	32,475		23,387	23,947
- Cost of sales \$	967,201	986,386	19,185	2,134,164	2,086,381	(47,783)	89,446,119	89,392,544
- Cost of sales \$/lot	87,927	98,639		92,790	94,836		93,270	93,312
- Gross profit \$	1,988,829	2,085,222	(96,393)	4,249,303	4,277,539	(28,236)	139,808,234	139,127,669
- Gross profit \$/lot	180,803	208,522		184,752	194,434		145,785	145,227
- Gross profit Mgn %	58.65%	61.25%		58.22%	60.43%		55.55%	55.33%
- Special Sites \$	-	-	-	-	-	-	2,091,959	2,092,428
- Other income \$	-	-	-	4,545	-	4,545	259,957	255,411
- Sales & Marketing \$	7,995	36,455	28,460	40,120	109,364	69,244	2,263,518	2,576,145
- Administration \$	112,489	128,155	15,665	172,877	344,862	171,985	4,492,116	5,146,600
- Finance/Other \$	-	-	-	-	-	-	198,181	224,674
- Contingency \$	-	74,539	74,539	-	141,942	141,942	-	284,293
- Net profit \$	1,868,344	1,846,073	22,271	4,040,851	3,681,371	359,480	135,206,335	133,243,796
- Net profit \$/lot	169,849	184,607		175,689	167,335		140,987	139,085

- Year to date Gross profit is \$28k unfavourable to budget due to the lot mix of settlements and higher selling incentives.
- Year to date Overheads are \$383k below budget due to:
 - Admin \$172k favourable (full provisional amounts for Rates & Taxes and Repairs & Maintenance not yet required);
 - Unused Contingency \$142k.

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>FY20</u> <u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	7,299,000	34,688,726	(27,389,726)
- Revenue \$/lot	317,348	296,485	
- Selling & GST \$	915,533	3,732,201	2,816,668
- Selling & GST \$/lot	39,806	31,899	
- Cost of sales \$	2,134,164	13,220,251	11,086,087
- Cost of sales \$/lot	92,790	112,994	
- Gross profit \$	4,249,303	17,736,274	(13,486,972)
- Gross profit \$/lot	184,752	151,592	
- Gross profit Mgn %	58.22%	51.13%	
- Special Sites \$	-	-	-
- Other income \$	4,545	-	4,545
- Sales & Marketing \$	40,120	583,277	543,157
- Administration \$	172,877	1,281,133	1,108,256
- Finance \$	-	-	-
- Contingency \$	-	1,071,313	1,071,313
- Net profit \$	4,040,851	14,800,551	(10,759,700)
- Net profit \$/lot	175,689	126,500	

2.1 GROSS PROFIT ANALYSIS

Actual

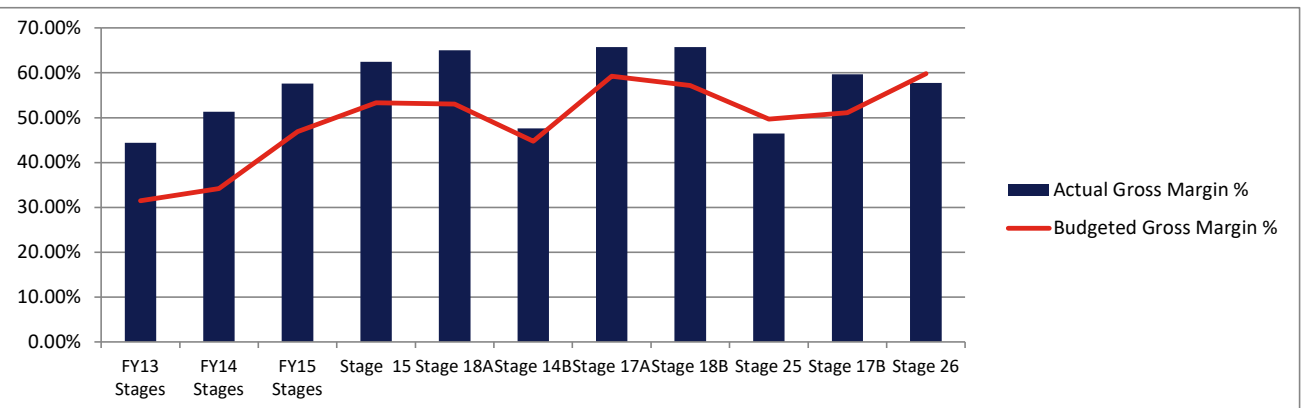
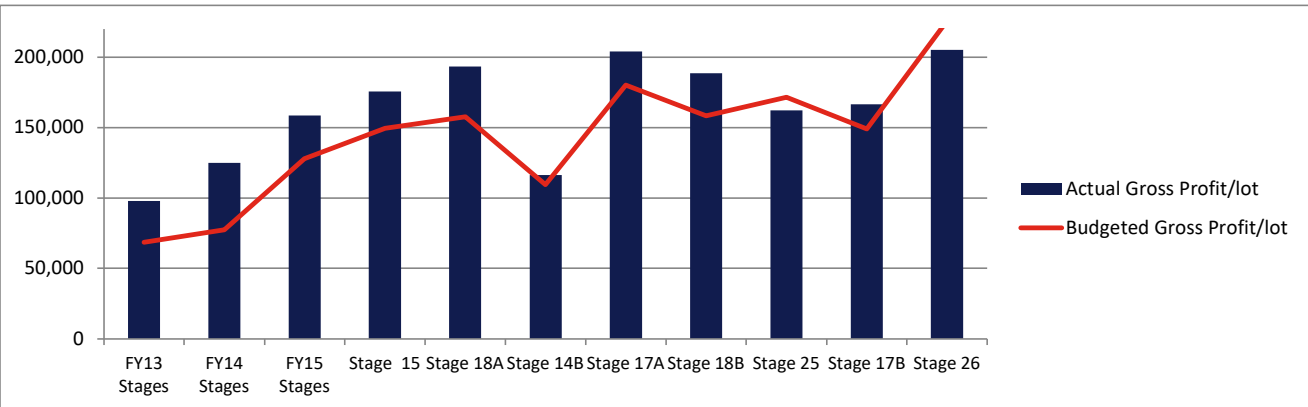
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
Incentives Writeback				-4,253,385		4,253,385		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159	122,619	22,805,341	97,877	44.39%
FY14 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	7,445,000	310,208	2,551,624	106,318	4,893,376	203,891	65.73%
Stage 18B	13-Jun-17	8,027,000	286,679	2,749,196	98,186	5,277,804	188,493	65.75%
Stage 25	8-Aug-17	18,128,000	348,615	9,701,010	186,558	8,426,990	162,058	46.49%
Stage 17B	22-May-18	6,140,000	279,091	2,476,046	112,548	3,663,954	166,543	59.67%
Stage 26	26-Sep-19	6,040,000	355,294	2,550,892	150,052	3,489,108	205,242	57.77%
		<u>251,682,500</u>		<u>111,874,265</u>		<u>139,808,235</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 \$21k below budget due to lot mix of settlements to date.

Catalina

Finished Lots & Cost of Lots Sold calculations to 30 Sep 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	24	28	52	-	-	22	17	1	963
COST OF LOTS SETTLED	884,530	69,570,942	4,027,536	1,008,767	1,848,078	1,935,732	7,507,659	-	-	1,697,805	1,849,598	439,633	90,770,280
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													22,784,026
Marketing costs													2,263,518
Administration													4,492,116
Finance													198,181
Contingency													0
TOTAL COSTS													120,508,121

PERIODIC ANALYSIS	Month	YTD	PTD	PY Jun-19
Lots settled	11	23	963	917
Cost of lots settled	967,201 *	2,134,164	90,770,281	88,636,117
Direct selling costs	434,970	915,533	22,784,026	21,868,493
Marketing costs	7,995	40,120	2,263,518	2,223,397
Administration	112,489	172,877	4,492,116	4,319,240
Finance	-	-	198,181	198,181
Contingency	-	-	-	-
TOTAL COSTS	1,522,656	3,262,694	120,508,122	117,245,424

*Stage 26 late cost increase from additional retaining walls.

Catalina COGS Calc

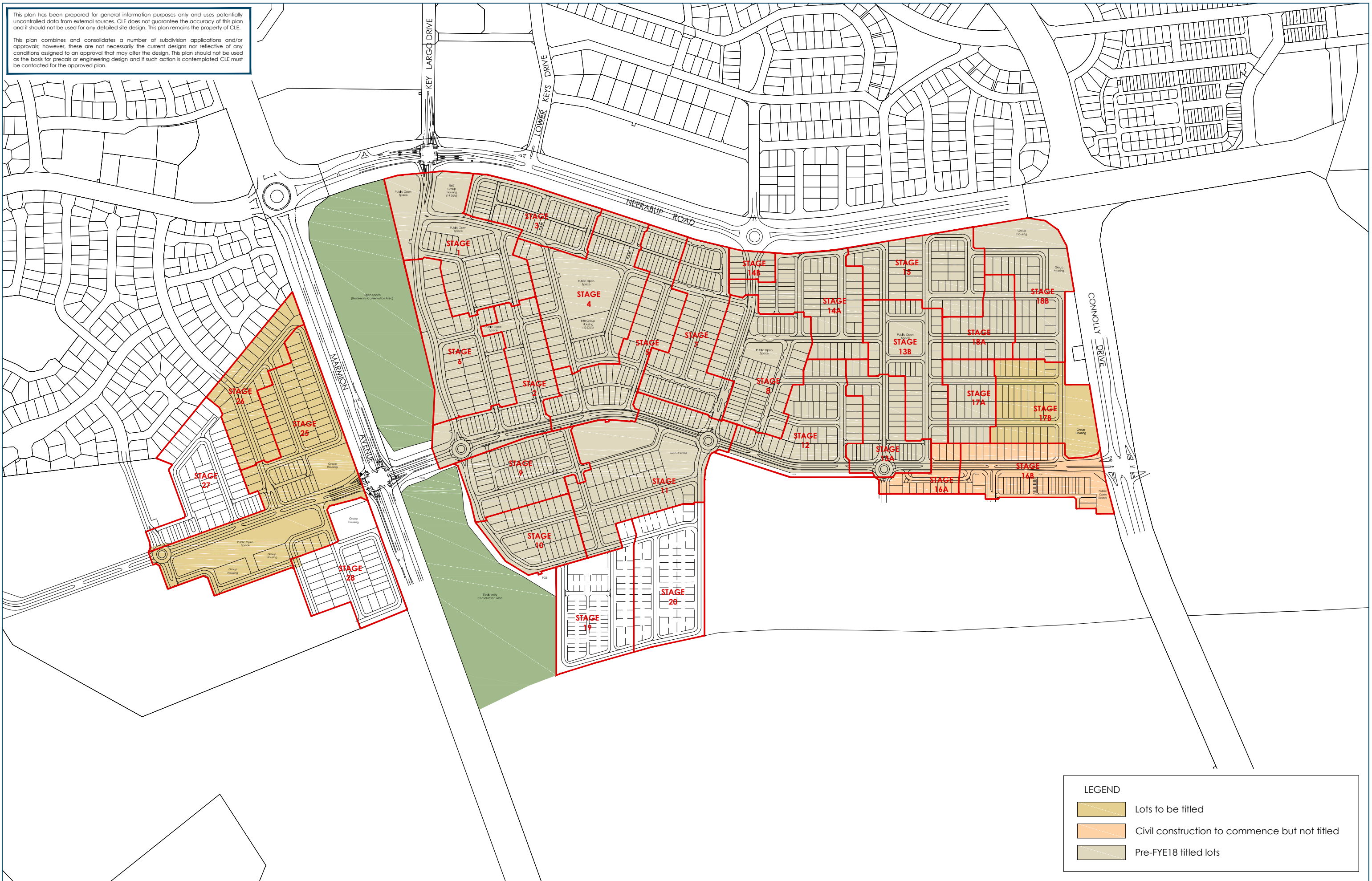
30-Sep-20

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	24	1,848,078	77,003	77,003
140-01-18B	13-Jun-2017	1,266,620	876,513	2,143,133	31	31	-	69,133	28	1,935,733	207,400	69,133
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	52	7,507,658	866,268	144,378
140-01-17B	22-May-2018	1,555,232	1,222,995	2,778,227	36	36	-	77,173	22	1,697,805	1,080,421	77,173
140-02-026	26-Sep-2019	2,342,687	1,791,711	4,134,398	38	38	-	108,800	17	1,849,599	2,284,799	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	-			963	90,770,281	5,087,759	

Appendix 8.3

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

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



LEGEND

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

Appendix 8.4

3 November 2020

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

Dear Tony

CATALINA ESTATE - REVIEW OF PURCHASER TERMS AND CONDITIONS

During its meeting on the 5 December 2019, the Tamala Park Regional Council considered the Review of the Purchaser Terms and Conditions. During this meeting the Council resolved to:

1. APPROVE the following Purchaser Terms/Conditions and Incentives for all public and builder release lots for the period December 2019 to December 2020:
 - 1.1 Use of the REIWA Offer and Acceptance Contract with Special Conditions and Annexure.
 - 1.2 A \$2,000 deposit to be used in the Sales Contracts for Catalina Central and a \$5,000 deposit to be used in the Sales Contracts for Catalina Beach.
 - 1.3 A finance approval period of 60 days for Catalina Central and 45 days for Catalina Beach, where finance is required.
 - 1.4 A 21-day settlement period from finance approval or the issue of titles, whichever is the later.
 - 1.5 A post occupancy Home Energy Assessment for all new homes (up to 31 August 2020, after which time its continuation will be considered following the conclusion of the 12-month trial of this initiative).
 - 1.6 A waterwise landscaping package to the front garden, as per the package values approved by Council in the Front Landscaping Tender 02/2019 LD Total Proposal (dated February 2019).
 - 1.7 A \$2,000 rebate for all homes constructed with a minimum 1.5kW capacity photovoltaic solar power system.
 - 1.8 Side and rear boundary fencing (behind the building line).
 - 1.9 A \$1,000 rebate for all homes in Catalina Central and Beach Precincts which include appropriate WELS rated fittings and fixtures.
 - 1.10 Sales incentives (Items 1.6 – 1.9) subject to homes being constructed in accordance with the approved Catalina Design Guidelines within 18 months of settlement for single storey homes and 24 months of settlement for two storey homes.



Further to the above the council requested Satterley to review the purchaser terms and conditions.

As requested, Satterley have reviewed the terms and conditions currently being implemented for the sale of lots at Catalina Central and Catalina Beach.

CATALINA CENTRAL **DEPOSIT, FINANCE APPROVALS AND SETTLEMENT**

The existing terms and conditions for lots sold via public release and through builder release are:

- Deposit - \$2,000
- Period for finance approval > 3 months before title - 60 days
- Period for finance approval < 3 months before title - 60 days
- Period for finance extensions - 28 days
- Settlement within 21 days of issue of titles and / or acceptance / formal finance approval.

It is proposed that the above terms are maintained for Catalina Central.

Finance Approval Period

Current sales at Catalina Central are comparatively slow with a managed supply of lots available to the market. Many sales are being sourced through builder contracts on the basis of the purchaser obtaining finance for a house and land package.

The current finance approval terms have had the effect of attracting builders to sell house and land packages at Catalina. Builders are generally requesting up to 90 day finance approval period based on an 8 week period to prepare and finalise building plans and a further 4 weeks to obtain finance approval.

Deposit

The \$2,000 deposit has been well received by prospective purchasers and key stakeholders since the TRPC approved a reduction from \$5,000 at the 15 August 2015 Council meeting. The reduced deposit has brought Catalina into line with a number of competing estates. The \$2,000 facilitates entry level purchasers securing a lot. It is recommended the \$2,000 deposit continues for Catalina Central.

Settlement Period

Following the August 2013 TPRC Management Committee meeting, the settlement period was reduced from 28 days after the issue of titles or finance approval (whichever is the later) to 21 days after the issue of titles or finance approval (whichever is the later). This revised settlement period has worked well and resulted in quicker settlements, improving the TPRC's cashflow. It is proposed this settlement period remains unchanged.

CATALINA BEACH
DEPOSIT, FINANCE APPROVALS AND SETTLEMENT

The following terms and conditions for lots sold via public release and through builder release in the Catalina Beach Estate are:

- Deposit - \$5,000
- Period for finance approval > 3 months before title - 45 days
- Period for finance approval < 3 months before title - 45 days
- Period for finance extensions - 28 days
- Settlement within 21 days of issue of titles and / or acceptance / formal finance approval.

It is proposed that the above terms are maintained for Catalina Beach.

Finance Approval Period

Satterley consider that Catalina Beach sales should remain subject to a 45 day finance term. 45 day finance terms are comparative to other premium coastal estates, including Beaumaris, who offer 28 day finance terms. The timeframes for obtaining finance approval will assist in identifying qualified and finance ready purchasers. The Catalina Beach Estate appeals to a different buyer profile than lots available within Catalina Central. The median house and land value in Catalina Beach is considerably higher than in Catalina Central with purchasers having greater finance capacity.

Deposit

The \$5,000 deposit has been implemented within the Catalina Beach Estate. The \$5,000 deposit within the Catalina Beach Estate ensures that committed and qualified purchasers with sufficient finance capacity will register for lots and mitigate the risk of prospective purchasers with insufficient borrowing capacity registering for lots and subsequently being unable to obtain finance approvals.

Settlement Period

The revised settlement period from 28 days to 21 days after the issue of titles or finance approval (whichever is the later) has worked well at Catalina Central and resulted in quicker settlements, improving the TPRC's cashflow. It is proposed this settlement period remains the same at 21 days for Catalina Beach.

SALES INCENTIVES – CATALINA CENTRAL, BEACH AND GROVE**Public Releases**

The following sales incentives are available to purchasers of lots sold directly by the TPRC who build a single storey house within 18 months or a double storey house within 24 months of settlement:

- Colourbond side (behind the front building line) and rear fencing to all lots, with brushwood fencing (Catalina Central and Grove) and solid masonry fencing (Catalina Beach) to the side boundary of lots abutting a road;

- Water wise landscaping to front garden and verge areas, including the side boundary of lots abutting a road;
- A post occupancy Home Energy Assessment for all new homes (up to 31 August 2020, after which time its continuation will be considered following the conclusion of the 12-month trial of this initiative)
- \$2,000 rebate to all purchasers who install a minimum 1.5 kw solar PV system.
- \$1,000 WEL's rebate to all purchasers within Catalina Beach and Grove who install WEL's fixtures, fittings and appliances with the following minimum WEL's ratings to qualify for the rebate:
 - 3 star rated shower head/s
 - 4 star rated toilet/s
 - 6 star rated taps
 - 6 star rated dishwasher
 - 4 star rated washing machine

The sales incentives have been generally well received by purchasers, encourage the early construction of homes, encourage sustainability and ensure a high quality of streetscape through landscaping and fencing. The only incentive which has not been well received by purchasers is the Home Energy Assessment, with zero homes participating during the 12 month trial period. Based on this Satterley recommend that the Home Energy Assessment incentive trial not be extended and be removed from the purchaser terms and conditions. Satterley recommends that all the other above mentioned incentives remain unchanged.

The release of lots within Catalina Grove is forecast to occur within 2021 and it is recommended that the purchaser terms and conditions for this precinct are reviewed closer to the launch of the precinct, when greater detail is known regarding the sustainability initiatives that will be proposed for Catalina Grove.

Should you wish to discuss further please contact the undersigned.

Yours sincerely

Carl Buckley
Project Director

Appendix 8.5

3 November 2020

Mr. Tony Arias
 Chief Executive Officer
 Tamala Park Regional Council
 Unit 2, 369 Scarborough Beach Road
 INNALOO WA 6019

Dear Tony,

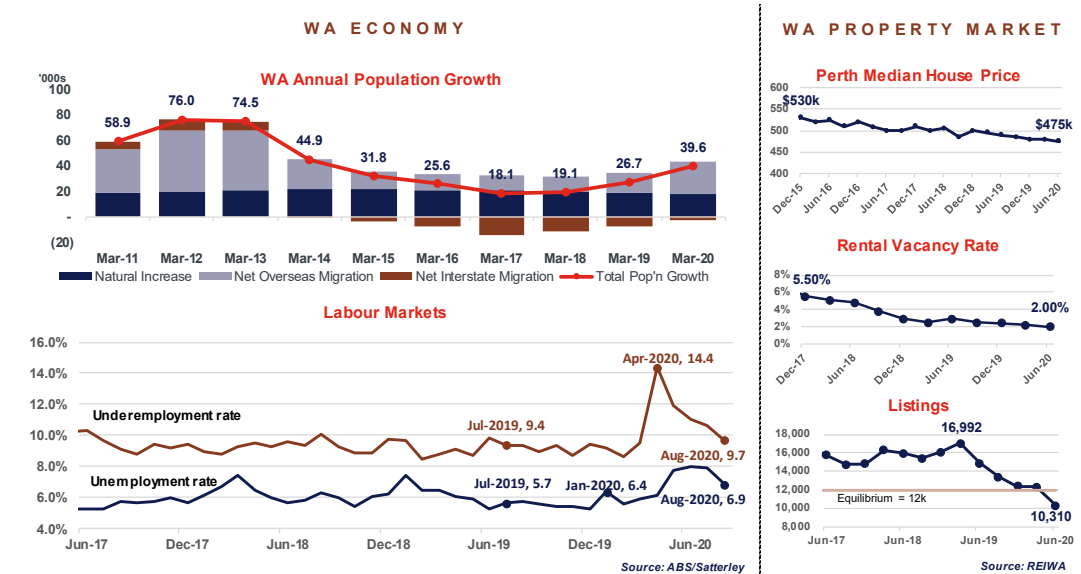
Catalina FY21 Mid-Year Budget Review

Please find attached the FY21 Mid-Year Catalina Budget. The review is discussed under the following headings:

1. Market Commentary
2. Budget Comparisons
3. Operations for Financial Year Ending 2021 (FY21)
4. Review of FY21
5. Key Risks for Achieving FY21 Budget
6. Cash Requirement, Capital Return and Profit Distribution Capacity

1. Market Commentary

KEY STATISTICS

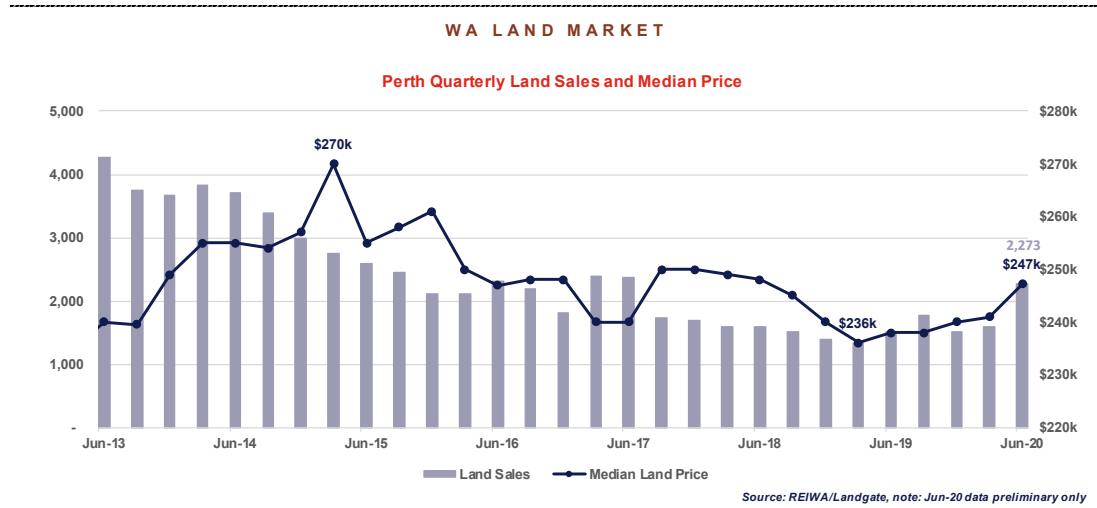


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SUMMARY

- › Government stimulus measures for housing construction have significantly boosted land sales, the initial rush has reduced.
- › Extension of HomeBuilder grant deadlines being sought by key stakeholder groups. First Home Loan Deposit Scheme has been extended for an additional 10,000 buyers.
- › Surge in demand has resulted in time delays for builders/valuers/financing.
- › Sharp spike in unemployment rate has now reduced to 6.9%, however this ignores those who have lost their jobs but are not currently looking for work. Underemployment spike has snapped back from 14.4% to 9.7%, although much will depend on the ongoing health situation and restrictions to business operations.
- › Population growth had turned the corner prior to COVID-19. Hard border measures have halted migration flows.
- › Reduced stock levels in WA down to 10,310, under the equilibrium of 12,000 at the end of the Jun-20 quarter.
- › Significant uncertainty will remain in the absence of a COVID-19 vaccine. Although being wound back, JobSeeker and JobKeeper will continue to support the economy. Recent tax cuts will help, but how much will be spent and how much saved?

2. Budget Comparisons

Budget review and analysis in this document for FY21 compares the FY21 Mid-Year Budget Review (this review) to the FY21 Approved Budget.

3. Operations for Financial Year Ending 2021 (FY21)

The key operations for the 2021 financial year as forecast in this review are as follows:

1. Distributions remain unchanged at \$3m, with a \$0.5m increase in the closing cash balance to \$43.2m at June 2021.
2. Forecast sales of 94 lots (a reduction of 25 lots from the approved budget).
3. Forecast settlements of 95 lots (a reduction of 22 lots from the approved budget).
4. Forecast gross income of \$27.3m.
5. 72 titles are forecast including 17 lots for stage 16A in Dec-20, 20 lots for stage 27A in Jan-21 and 35 lots for stage 28 in Apr-21. 35 lots for stage 18C have been deferred from FY21 in the approved budget to FY22 (Sep-21).
6. First 50% payment of \$5.3m for the acquisition of WAPC land forecast for May-21.
7. Total earthworks and civil construction costs for the year of \$11.5m.
8. Total infrastructure costs of \$4.7m, with \$1.1m of costs from the approved budget deferred to FY22.
9. Total landscaping of \$1.2m budgeted including \$0.7m of works across Catalina Central and \$0.4m in Catalina Beach.

4. Review of Financial Year Ending 2021

This review forecasts a net cashflow before distributions of \$0.9m for the year to 30 June 2021, which is (\$2.6m) lower than the approved budget. The main areas of variance are summarised below:

- › Annual sales are (25) lower at 94 for FY21, having a flow on effect to settlements which have reduced from 117 lots to 95.
- › Lot income has reduced by (\$4.2m) due to (22) fewer settlements than previously forecast.
- › Direct selling expenses are \$0.2m higher due to unused rebates in FY20 carried forward to this financial year, with a realised saving of \$0.5m in FY20 from lapsed rebates. Campaign incentives remain unchanged from the approved budget - budgeted at \$10,000 per lot sold between Jan-21 and Jun-22, timed with settlement.
- › FY21 infrastructure costs have reduced from the approved budget by \$1.1m with final payments for the Connolly Drive Green Link Intersection, Portofino Promenade Extension and Foreshore Access Road now falling into FY22. This review now forecasts \$4.6m of FY21 infrastructure spend for the following items:
 - \$0.8m for the Catalina Beach North/South Dual Use Path
 - \$1.6m for the Connolly Drive Green Link Intersection
 - \$0.5m for the Portofino Promenade Extension
 - \$0.8m for the Longreach Promenade Extension
 - \$0.9m for the Foreshore Access Road.

- › Lot production costs in total for FY21 are \$0.2m lower compared to the approved budget due to the following factors:
 - (\$0.9m) in costs carried over from FY20 across stages 16A, 17A, 17B, 18B and 25-28;
 - \$0.3m costs for stages 29-31 bulk earthworks deferred to FY22;
 - \$0.8m costs for stage 18C deferred to FY22.

- › Landscaping works have decreased by \$0.5m, with \$0.6m of stage 16 landscape and Bore 6 works deferred to FY22, partly offset by (\$0.1m) of costs for BCA North and BCA South carried over from FY20. A total of \$0.3m in realised savings has been taken up in FY20 for jobs no longer required in Catalina Central.

- › Marketing and community development budgets for FY21 are unchanged.

5. Key Risks for Achieving Financial Year Ending 2021 Budget

The following are key risks to achieving the outcomes in this review:

- › The impact of COVID-19. This could affect the project in various forms;
 - Increased fallover rates of contracts on hand through job losses.
 - Reduced borrowing capacity of purchasers from tightened lending criteria and lower incomes.
 - Reduced interstate and overseas migration, impacting overall market demand.
 - Higher rates of unemployment, particularly some of the target market sections such as first home buyers.

- › Planning risk – Catalina Grove needed soon for stock levels, Catalina Central buffer zone (although mitigated by deferred stage 16B).

6. Cash Requirement, Capital Return and Profit Distribution Capacity

This review forecasts a minimum cash balance for the project of \$43.2m in FY21, with \$3m forecast to be distributed in Jun-21 per the approved budget.

Should you have any queries on this report, please do not hesitate to contact me.

Yours sincerely



Carl Buckley
Project Director

Appendix 8.6

2 November 2020

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

Via email: tony.arias@tamalapark.wa.gov.au

Dear Mr Arias,

RE: CATALINA GROVE DEVELOPMENT STRATEGY ADDITIONAL INFORMATION

At the Tamala Park Regional Council (TPRC) Meeting held on 20 August council resolved to approve the Catalina Development Strategy and requested additional advice on several items prior to the development of Phase 1. This letter will provide further detail and advice on the elements requested by council.

Commencement of Sales - rationale for sales commencing prior to Phase 1 civil works and the Connolly Drive and Neerabup Road landscaping being completed.

The recent amendment and advice regarding the contamination buffer to the south of Catalina Central has seen the next stage of development and future supply of approximately 70 lots deferred for the foreseeable future. This will now cause a supply issue for the project east of Marmion Avenue and requires the acceleration of the development program for Catalina Grove. In recent months, the success of sales generated by the State and Federal stimulus grants has further elevated the need to bring forward sales in Catalina Grove.

This new precinct will provide much needed supply and continuity for the project. The unforeseen change to the Catalina Central development program will produce a pent-up demand for affordable lots and new land supply in Clarkson. This has been reflected in the Catalina Grove Development Strategy with the proposed sale of lots prior to the creation of any major landscaping or infrastructure within the precinct.

The approach of selling lots prior to the completion of onsite development is normal within the development industry. Satterley currently has several projects actively selling whilst the first stage of development is under construction. This approach enables strong cashflow management and the ability to enable early activation of the site. Catalina Grove is even more suited to this approach as it can leverage the already established sister precincts of Catalina Central and Catalina Grove. Sales can operate from the already established Catalina Sales Office located within Catalina Beach and the precinct vision can be marketed and sold from this more premium location. Marketing tools, techniques and approaches that will be implemented to enable the vision of Catalina Grove to marketed are further detailed later in this document.

Satterley would strongly advise that selling Catalina Grove prior to completion of any major construction on site represents a minimal risk and provides many advantages to the project. Satterley recommend that the approach of commencing sales prior to Phase 1 civil works is adopted as per the Grove Development Strategy.

Local Centre Site - recommendations on the timing for the marketing, sale and development of the site.

Opportunities to create and divest the Local Centre Site should be completed as part of Phase 1 of the development. The early activation of this site will provide significant amenity for the precinct and the early development and activation of the site should be sought. If early activation can be achieved, it will provide confidence to potential purchasers and assist sales in Catalina Grove.

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.

Based on the above feedback Satterley recommends preparing an Expressions of Interest (EOI) campaign for the Local Centre Site. The impact of COVID-19 on retail confidence should be monitored prior to release but provided that an underlying demand is in the market it is forecast that this should occur in Q4 FY21. Furthermore, Satterley recommend that the assessment criteria of this EOI has a high weighting towards the commitment to activate the site early. Conditions of sale for the site should include sustainability and design outcomes, and milestones related to the development of the site.

Builders' Display Village - seeking commitment from builders for the potential display village and interest in building demonstration housing, particularly the proposed micro-lots and terrace housing.

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.

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 highly visible display village. This proposed location also provides a flexible village size ranging from 10 -14 lots and providing sizes from 180sqm to 450sqm. The variety of product and flexibility of size will enable it to appeal to the highest number of builders whilst remaining adaptable. The Catalina Grove display village will differ from Catalina Beach with a greater focus on smaller lot living and sustainability. It is proposed that the Display Village EOI is prepared and taken to the builders in Q4 FY21. The timing will enable the project design guidelines to be prepared, works to commence on site and adequate time for the builders to recover from the current high volumes of work created by the State and Federal grants.

Lot sizes and configuration - further information, including market research, confirming market acceptance to the proposed lot sizes, particularly the proposed micro lots and terrace housing lots.

The table below details the proposed product mix for 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%

Satterley have met in house, with the consultancy team and with various project home builders to produce this 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

The lot mix identified in Phase 1 has been prepared based on current market information and building trends, both of which adjust over time. However, Satterley can confirm that the 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.

Market research has been commissioned to provide further clarity around market acceptance of the proposed product mix but is anticipated to compliment and enable refinement of the proposed product lot mix.

Marketing Strategy - advice on the timing for the preparation of the Grove Marketing Strategy, in particular detail on how the marketing approach will emphasise the Grove Precinct point of difference with the other Catalina Precincts

The marketing strategy for Catalina Grove will be based on the following.

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.

The launch of Catalina Grove is proposed to happen 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;

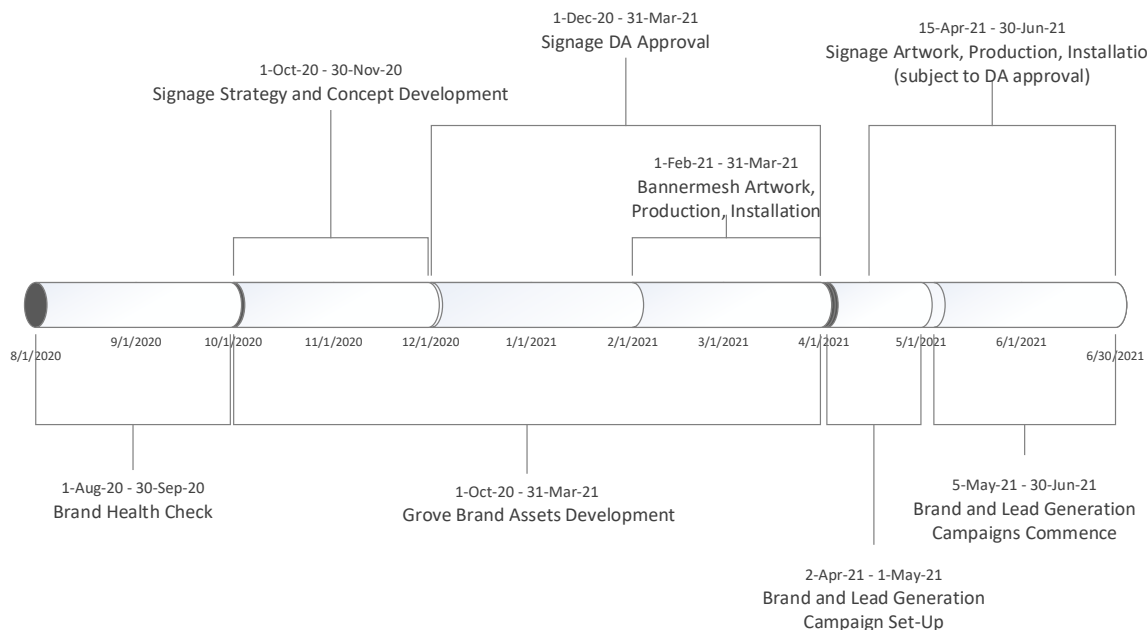
1. Integrating technological solutions in the customer journey (especially when researching the market) and the marketing tools used (potentially, an mobile application with 3D model of the precinct); some existing assets will need to be reviewed and updated (estate brochure, 360-degree virtual tour, 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

The brand health-check identified with the Grove Development Strategy will review the Catalina Grove brand identity and its relevance to the current and projected market. The brand health check is anticipated to support the identified points of difference and provide guidance on the type of marketing assets necessary to generate Catalina Grove brand awareness, 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. This critical piece of research has been commissioned and will facilitate the Catalina Annual Market Plan FY21 to detail the marketing approach and points of difference that will be developed for Catalina Grove.

The below details the Catalina Grove launch strategy. The Brand Health Check has been awarded and the Signage Strategy has commenced.



Preparation of Design Guidelines - advice on the timing for the preparation of the design guidelines

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 first draft of design guidelines for the project team review has been prepared. Advice notes and recommendations will be provided in the design guidelines to guide buyers on the aspirations and built form requirements of Catalina Grove. Similar to Catalina Central a number of mandatory requirements will be in place to ensure a minimum level of design is achieved. In addition the following mandatory elements are currently being considered. Please note these are draft and will be refined prior to completion.

Item	Mandatory/Recommendation
Site Responsive Design - Solar orientation Locations of living areas and major openings.	Mandatory
Front Elevation - Providing eyes on the street / kerb appeal Porch/Verandah and one additional architectural element Corner lots must incorporate major openings and extend primary street material around to the secondary street,	Mandatory
Sustainability Minimum Requirements - Fixtures, fittings and addons These items will be guided by the sustainability review to be completed. This may include items such as PV cells, WELS ratings, energy efficiency etc.	Mandatory

The Catalina Grove Design Guidelines are forecast to be complete it Q3 Fy21.

Innovation/sustainability - advice on the timing for the preparation of information outlining the innovation/sustainability principles/approaches to be incorporated in the Grove Precinct.

Many sustainability and innovation principles have been embedded within the creation of Catalina Grove, from the retention of existing trees to the already accredited EnviroDevelopment 6 elements. To achieve the highest accreditation from the Urban Development Institute of Australia - EnviroDevelopment a significant number of innovation and sustainability initiatives have been committed to in the Precinct. A few highlights of these items are summarised below.

Master Planning

Community education, site responsive design, identifying and planning for existing vegetation, recycle and reuse vegetation, erosion control, efficient site delivery, provision for high speed internet.

Ecosystems

Efficient water treatment, biofiltration systems, native planting, weed and pest management, soil health, minimise access to conservation areas, protect areas of ecological significance, reduce urban heat island effect (streetscapes, POS and design controls), propagation of seeds from site for replanting.

Waste

Waste recycling program, retention and reuse of topsoil.

Energy

PV rebates, solar orientation, microclimate POS design, solar and wind powered lighting.

Materials

Use of warm asphalt, turfed temporary carparking, reuse of felled trees and boulders in landscaping. Environmental materials used during the construction of the Catalina Sales Office,

Water

WELS rebates, water wise landscaping packages,

Community

Clear vision, engaging with community, comprehensive community feedback, community led public art programs, community grants, support and foster location groups and organisations, provision for bikes and fitness, encouraging public transport, community garden.

Information regarding all the included elements will be prepared following a specialist sustainability consultant review of current market leading practices and possible inclusions for the project. This is anticipated to be completed in Q3 FY21 and the information collated and presented to TPRC in Q4 FY21.

Should you have any questions or issues regarding the above please do not hesitate to contact the undersigned.

Kind Regards



Carl Buckley
PROJECT DIRECTOR