

Appendix 9.1

LANDSCAPING WORKS STATUS – June 2019

Landscape Works	FYE 2019 Budget	Detailed Design	City of Wanneroo Approval	Proposed Construction Commencement	Proposed Completion	Comments
Biodiversity Conservation Area (South)	\$331,325	Complete	Issued	June 2019	September 2019	Construction/installation of interpretive signage anticipated to be complete by July 2019. Minor revegetation works to be undertaken in winter 2019.
Biodiversity Conservation Area (North)	\$128,000	Complete	Issued	June 2019	September 2019	Construction/installation of interpretive signage anticipated to be complete by July 2019. Minor revegetation works to be undertaken in winter 2019.
Stage 17B Verge Landscaping Works	\$505,769	Under Review	Pending	July 2019	September 2019	Concept design is being reviewed prior to progressing to detailed design.
Stage 11 POS (Phase 2)	\$750,000	Under Review	Pending	July 2019	September 2019	Phase 2 Concept design has been completed. Detailed design being finalised.

Appendix 9.2

TAMALA PARK REGIONAL COUNCIL
MONTHLY STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019

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**TAMALA PARK REGIONAL COUNCIL
STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019**

<u>Operating</u>	NOTE	30 April 2019 Actual \$	30 April 2019 Y-T-D Budget \$	2018/19 Amended Budget \$	Variances Budget to Actual Y-T-D %
Revenues					
Interest Earnings		979,816	966,254	1,100,000	1.40%
Other Revenue		13,462	2,673	2,673	0.00%
		993,278	968,927	1,102,673	2.51%
Expenses					
Employee Costs		(504,038)	(603,540)	(725,924)	(16.49%)
Materials and Contracts Other		(126,994)	(337,401)	(404,895)	(62.36%)
Depreciation		0	0	(25,381)	0.00%
Utilities		0	(5,375)	(6,450)	0.00%
Insurance		(13,026)	(13,209)	(13,209)	(1.39%)
Other Expenditure		(133,488)	(140,668)	(186,390)	(5.10%)
		(777,546)	(1,100,193)	(1,362,249)	(29.33%)
Adjustments for Non-Cash (Revenue) and Expenditure					
Depreciation on Assets		0	0	25,381	0.00%
Profit/(loss) on Disposal of Assets	4	(5,852)	(5,852)	(5,852)	0.00%
Capital Revenue and (Expenditure)					
Plant and Equipment	3	(63,101)	(66,000)	(79,000)	0.00%
Proceeds on disposal	4	40,909	45,000	46,760	0.00%
LESS MEMBERS EQUITY					
Payment for Rates Equivalent					
Development of Land for Resale					
Income Sale of Lots - Subdivision		8,669,781	6,493,438	8,017,281	33.52%
Income other - Subdivision		0	1,410,945	1,410,945	100.00%
Development Costs - Subdivision		(4,374,799)	(12,100,323)	(12,861,663)	(63.85%)
Contribution Refund		(110,528)	0	(209,337)	0.00%
Profit Distributions		(2,000,000)	(2,000,000)	(4,000,000)	0.00%
Members equity - GST withheld		(312,410)	0	0	0.00%
Change in Contributed Equity	6	1,872,044	(6,195,940)	(7,642,774)	(130.21%)
Net Current Assets July 1 B/Fwd	7	43,807,751	43,807,751	43,807,751	0.00%
Net Current Assets Year to Date	7	45,873,335	37,459,545	35,898,542	

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019

1. SIGNIFICANT ACCOUNTING POLICIES

(a) Basis of Accounting

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

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

Critical Accounting Estimates

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

(b) The Local Government Reporting Entity

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

(c) Rounding Off Figures

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

(d) Rates, Grants, Donations and Other Contributions

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

(e) Goods and Services Tax

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

(f) Cash and Cash Equivalents

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

**TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019**

1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(g) Trade and Other Receivables

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

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

(h) Inventories

General

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

Land Held for Resale

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

(i) Fixed Assets

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019

1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(j) Depreciation of Non-Current Assets

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

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

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

(k) Trade and Other Payables

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

(l) Employee Benefits

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

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

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

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

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019

1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(m) Interest-bearing Loans and Borrowings

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

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

Borrowing Costs

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

(n) Provisions

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

(o) Current and Non-Current Classification

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

**TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019**

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 April 2019 Actual \$	Amended 2018/19 Budget \$
<u>By Program</u>		
Other Property and Services		
Furniture and equipment	0	16,000
Motor Vehicle	63,101	63,000
	63,101	79,000
<u>By Class</u>		
Plant and Equipment	63,101	79,000
	63,101	79,000

4. DISPOSALS OF ASSETS

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

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 30 APRIL 2019

5. INFORMATION ON BORROWINGS

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

6. CONTRIBUTED EQUITY

	30 April 2019 Actual \$	30 June 2018 Actual \$
Town of Victoria Park	3,834,210	3,660,229
City of Perth	3,834,210	3,660,229
Town of Cambridge	3,834,210	3,660,229
City of Joondalup	7,668,421	7,320,458
City of Wanneroo	7,668,421	7,320,458
Town of Vincent	3,834,210	3,660,229
City of Stirling	15,336,839	14,640,914
TOTAL	46,010,522	43,922,746
Total Movement in equity	2,087,776	

Movement in Contributed Equity Represented by:

	GST Withheld 30 April 2019 \$	Development Expenses 30 April 2019 \$	Land Sales 30 April 2019 \$	Return of Contribution 30 April 2019 \$	Contributed Equity 30 April 2019 \$
Town of Victoria Park	(26,034)	(364,566)	722,482	(166,667)	(9,211)
City of Perth	(26,034)	(364,566)	722,482	(166,667)	(9,211)
Town of Cambridge	(26,034)	(364,566)	722,482	(166,667)	(9,211)
City of Joondalup	(52,068)	(729,134)	1,444,963	(333,333)	(18,421)
City of Wanneroo	(52,068)	(729,134)	1,444,963	(333,333)	(18,421)
Town of Vincent	(26,034)	(364,566)	722,482	(166,667)	(9,211)
City of Stirling	(104,137)	(1,458,267)	2,889,927	(666,666)	(36,842)
	(312,410)	(4,374,799)	8,669,781	(2,000,000)	(110,528)
Members Contributed Equity Movements		1,872,044			
TPRC Net Result		215,732			
Total Movement in equity		2,087,776			

TAMALA PARK REGIONAL COUNCIL
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7. NET CURRENT ASSETS

Composition of Estimated Net Current Asset Position	30 April 2019 Actual \$	Brought Forward 1-Jul \$
CURRENT ASSETS		
Cash - Unrestricted	45,961,195	43,846,407
Receivables	212,539	251,049
Settlement Bonds	1,000	400
	46,174,734	44,097,856
LESS: CURRENT LIABILITIES		
Payables and Provisions	(301,399)	(290,105)
	45,873,335	43,807,751

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
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STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 31 MARCH 2019**

<u>Operating</u>	NOTE	31 March 2019 Actual \$	31 March 2019 Y-T-D Budget \$	2018/19 Amended Budget \$	Variances Budget to Actual Y-T-D %
Revenues					
Interest Earnings		901,301	873,364	1,100,000	3.20%
Other Revenue		673	2,673	2,673	0.00%
		901,974	876,037	1,102,673	2.96%
Expenses					
Employee Costs		(467,840)	(544,423)	(725,924)	(14.07%)
Materials and Contracts Other		(121,114)	(303,654)	(404,895)	(60.11%)
Depreciation		0	0	(25,381)	0.00%
Utilities		0	(4,300)	(6,450)	0.00%
Insurance		(13,026)	(13,209)	(13,209)	(1.39%)
Other Expenditure		(133,052)	(139,793)	(186,390)	(4.82%)
		(735,032)	(1,005,379)	(1,362,249)	(26.89%)
Adjustments for Non-Cash (Revenue) and Expenditure					
Depreciation on Assets		0	0	25,381	0.00%
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Plant and Equipment	3	(63,101)	(66,000)	(79,000)	0.00%
Proceeds on disposal	4	40,909	45,000	46,760	0.00%
LESS MEMBERS EQUITY					
Payment for Rates Equivalent					
Development of Land for Resale					
Income Sale of Lots - Subdivision		8,393,255	8,324,090	8,017,281	0.83%
Income other - Subdivision		0	1,815,236	1,410,945	100.00%
Development Costs - Subdivision		(4,086,605)	(11,360,511)	(12,861,663)	(64.03%)
Contribution Refund		(110,528)	0	(209,337)	0.00%
Profit Distributions		(2,000,000)	(2,000,000)	(4,000,000)	0.00%
Members equity - GST withheld		(292,880)	0	0	0.00%
Change in Contributed Equity	6	1,903,242	(3,221,185)	(7,642,774)	(159.09%)
Net Current Assets July 1 B/Fwd	7	43,807,751	43,807,751	43,807,751	0.00%
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NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
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1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(g) Trade and Other Receivables

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(h) Inventories

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(i) Fixed Assets

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 31 MARCH 2019

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:

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

(k) Trade and Other Payables

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

(l) Employee Benefits

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

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

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

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

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 31 MARCH 2019

1. SIGNIFICANT ACCOUNTING POLICIES (Continued)

(m) Interest-bearing Loans and Borrowings

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

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

Borrowing Costs

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

(n) Provisions

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

(o) Current and Non-Current Classification

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

**TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 31 MARCH 2019**

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 March 2019 Actual \$	Amended 2018/19 Budget \$
<u>By Program</u>		
Other Property and Services		
Furniture and equipment	0	16,000
Motor Vehicle	63,101	63,000
	63,101	79,000
<u>By Class</u>		
Plant and Equipment	63,101	79,000
	63,101	79,000

4. DISPOSALS OF ASSETS

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

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

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 31 MARCH 2019

5. INFORMATION ON BORROWINGS

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

6. CONTRIBUTED EQUITY

	31 March 2019 Actual \$	30 June 2018 Actual \$
Town of Victoria Park	3,832,744	3,660,229
City of Perth	3,832,744	3,660,229
Town of Cambridge	3,832,744	3,660,229
City of Joondalup	7,665,489	7,320,458
City of Wanneroo	7,665,489	7,320,458
Town of Vincent	3,832,744	3,660,229
City of Stirling	15,330,975	14,640,914
TOTAL	45,992,930	43,922,746
Total Movement in equity	2,070,184	

Movement in Contributed Equity Represented by:

	GST Withheld 31 March 2019 \$	Development Expenses 31 March 2019 \$	Land Sales 31 March 2019 \$	Return of Contribution 31 March 2019 \$	Contributed Equity 31 March 2019 \$
Town of Victoria Park	(24,407)	(340,550)	699,438	(166,667)	(9,211)
City of Perth	(24,407)	(340,550)	699,438	(166,667)	(9,211)
Town of Cambridge	(24,407)	(340,550)	699,438	(166,667)	(9,211)
City of Joondalup	(48,813)	(681,101)	1,398,876	(333,333)	(18,421)
City of Wanneroo	(48,813)	(681,101)	1,398,876	(333,333)	(18,421)
Town of Vincent	(24,407)	(340,550)	699,438	(166,667)	(9,211)
City of Stirling	(97,627)	(1,362,203)	2,797,751	(666,666)	(36,842)
	(292,880)	(4,086,605)	8,393,255	(2,000,000)	(110,528)
Members Contributed Equity Movements		1,903,242			
TPRC Net Result		166,942			
Total Movement in equity		2,070,184			

TAMALA PARK REGIONAL COUNCIL
NOTES TO AND FORMING PART OF THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD 1 JULY 2018 TO 31 MARCH 2019

7. NET CURRENT ASSETS

Composition of Estimated Net Current Asset Position	31 March 2019 Actual \$	Brought Forward 1-Jul \$
CURRENT ASSETS		
Cash - Unrestricted	45,900,165	43,846,407
Receivables	249,641	251,049
Settlement Bonds	1,000	400
	46,150,806	44,097,856
LESS: CURRENT LIABILITIES		
Payables and Provisions	(295,063)	(290,105)
	45,855,743	43,807,751

8. RATING INFORMATION

The Regional Council does not levy rates on property.

9. TRUST FUNDS

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

Appendix 9.3

Tamala Park Regional Council
Summary Payment List
April 2019

Date	Num	Name	Description	Amount
2/04/2019	CON-145	City of Wanneroo	GST owing February 2019	-1,486.60
11/04/2019	ET-4632	Employee costs	Wages for period 28/03/19 - 11/04/19	-11,187.13
11/04/2019		Ben Trager Homes	Display Home Rebate - Lot 2125	-9,375.00
11/04/2019		Bowen, Tim	Sales Office/Display Village Opening - DJ	-770.00
11/04/2019		Burgess Rawson	GST Valuations (March 2019)	-220.00
11/04/2019		Capital Transport Services	Courier charges (19/03/19 - 20/03/19)	-22.99
11/04/2019		City of Stirling	GST February 2019 & Office Rent	-6,249.40
11/04/2019		City of Wanneroo	Interim Rates - Sales Office 3	-278.70
11/04/2019		Cossill & Webley	Engineering services	-9,491.70
11/04/2019		Dominic Carbone & Assoc.	GST Accounting Services (March 2019)	-396.00
11/04/2019		EventPro Perth	Sales Office/Display Village Opening - Event Management	-10,356.50
11/04/2019		Graffik	Stage 26 Press Release	-154.00
11/04/2019		Imagesource	Sales Office/Display Village Opening - Signs	-925.10
11/04/2019		Jones, Nige	UDIA National Congress Expenses (N Jones)	-398.61
11/04/2019		Kevin Smith Cleaning Services	TPRC Office Cleaning (March 2019)	-198.00
11/04/2019		Kyocera Mita	Printing charges (March 2019)	-82.02
11/04/2019		LD Total	Landscaping services	-56,676.40
11/04/2019		Marketforce	Statutory advertising	-735.44
11/04/2019		McMullen Nolan Group	Stage 26 Sales Plan	-1,100.00
11/04/2019		Moore Stephens	Accounting services (February 2019)	-2,062.50
11/04/2019		New Living Cleaning	Sales Office 3 Cleaning	-450.00
11/04/2019		QTM Engineering	Sales Office/Display Village Opening - Traffic Management PI	-653.40
11/04/2019		Quinns Men's Shed Inc.	Sales Office/Display Village Opening - Food Vouchers	-125.00
11/04/2019		Rotary Club of Mindarie	Paint the Town REaD Sponsorship	-1,100.00
11/04/2019		Satterley Property Group	Community Development (February 2019)	-1,082.40
11/04/2019		Scott Printers Pty Ltd	Easter social flyers	-139.70
11/04/2019		Signs & Lines	Signage	-2,210.14
11/04/2019		Stantons International	Probity advisory services (March 2019)	-477.40
11/04/2019		Treacy Fencing	Fencing (Lot 2105)	-2,132.57
11/04/2019		Webb & Brown-Neaves	Display Home Rebate - Lot 2123	-9,375.00
11/04/2019		Zest Soft Serve Ice Cream	Sales Office/Display Village Opening - Ice cream vouchers	-103.50
11/04/2019	ET-4636	Synergy	Power bills x 3	-2,081.90
11/04/2019	ET-4637	Water Corporation	Sales Offices 2 & 3	-698.21
11/04/2019		celebration homes	WELS Rebate - Lot 2132	-1,000.00
11/04/2019		City of Wanneroo	Stage 9 Additional Carbays - Engineering Assessment Fee	-208.76
11/04/2019		Spectur Ltd	Security cameras monthly fee	-176.00
11/04/2019	ET-4644	Australian Super	Superannuation for period 28/03/19 - 10/04/19	-573.01
11/04/2019	ET-4645	National Australia Bank	Superannuation for period 28/03/19 - 10/04/19	-1,141.77
15/04/2019	ET-4643	Westpac Bank	Payment of credit card charges (CEO & EA) - April 2019	-1,517.08
23/04/2019	CON-144	City of Wanneroo	GST owing March 2019	-2,533.02
24/04/2019	ET-4638	Employee costs	Wages for period 11/04/19 - 24/04/19	-8,476.74
24/04/2019	ET-4640	Australian Super	Superannuation for period 11/04/19 - 24/04/19	-230.06
24/04/2019	ET-4641	National Australia Bank	Sperannuation for period 11/04/19 - 24/04/19	-1,022.83
24/04/2019		Ballan, Joshua & Hayley	Solar Panel Rebate - Lot 947	-2,000.00
24/04/2019		Capital Transport Services	Courier charges (08/04/19)	-13.77
24/04/2019		City of Vincent - Supplier	GST February & March 2019	-2,010.00
24/04/2019		Creative Design + Planning	Monthly retainer (March 2019)	-10,890.00
24/04/2019		Domain Glass + Aluminium	Sales Office 2 - replacement of shower door	-330.00
24/04/2019		Home Group WA	WELS Rebate - Lot 2135	-1,000.00
24/04/2019		LD Total	Landscaping services	-12,618.55
24/04/2019		McMullen Nolan Group	Stage 26 surveying (March 2019)	-5,522.00
24/04/2019		Neverfail	Annual cooler rental + 2 x bottled water	-182.25
24/04/2019		Plan E	Landscape architect	-10,450.00
24/04/2019		R J Vincent & Co	Stage 26 Civil Works (Cert 1)	-112,626.78
24/04/2019		Redmond, Joshua P.	Solar Panel Rebate - Lot 777	-2,000.00
24/04/2019		Signs & Lines	Sales Office 2 "For Sale" sign	-334.55
24/04/2019		Social Garden	\$20K Campaign (April 2019)	-3,300.00
24/04/2019		St John Ambulance WA Ltd	Sales Office Opening First Aid	-387.20
24/04/2019		Stephen Heath Photography	Sales Office Opening Photography	-515.00
24/04/2019		Tangibility Pty Ltd	Sales Office opening merchandise giveaway	-401.50
24/04/2019		Tracc Civil Pty Ltd	Lot 2121 stairs	-11,078.10
24/04/2019		Van Vugt, Peter & Marie	Solar Panel Rebate - Lot 765	-2,000.00
24/04/2019	ET-4642	Synergy	Power bills x 6	-3,546.10
30/04/2019	ET-4351	National Australia Bank	Bank charges NAB At-Call AC	-20.00
Total				-330,900.38

**Tamala Park Regional Council
Summary Payment List
March 2019**

Date	Num	Name	Description	Amount
4/03/2019	ET-4629	Grant, Aaron & Nicole	Lot 171 (24th instalment over a 5 year period)	-2,887.50
6/03/2019	CON-141	Town of Cambridge	GST owing January 2019	-441.58
12/03/2019	CON-142	City of Wanneroo	GST owing January 2019	-883.17
12/03/2019	ET-4628	Westpac Bank	Payment of credit card charges (CEO & EA) - March 20	-830.51
14/03/2019	ET-4616	Australian Taxation Office	IAS (February 2019)	-27,940.00
14/03/2019	ET-4617	Employee costs	Wages for period 28/02/19 - 13/03/19	-12,349.01
14/03/2019		Andrews, Rebecca	Solar Panel Rebate - Lot 774	-2,000.00
14/03/2019		Arias, T	Parking (CEO)	-34.15
14/03/2019		Burgess Rawson	GST valuations (February 2019)	-165.00
14/03/2019		City of Stirling	TPRC office rent	-3,375.04
14/03/2019		City of Vincent	GST Sept 2018 - Jan 2019	-442.00
14/03/2019		Cossill & Webley	Engineering services	-2,174.78
14/03/2019		Kevin Smith Cleaning Services	TPRC office cleaning (February 2019)	-132.00
14/03/2019		Kyocera Mita	Printing (February 2019)	-83.58
14/03/2019		LD Total	Landscaping services	-61,872.80
14/03/2019		Marketforce	Disposal of Property - Lot 2118	-224.67
14/03/2019		McLeods Barristers & Solicitors	Legal advice re CEO Employment Contract	-3,352.25
14/03/2019		Moore Stephens	Accounting services (January 2019)	-2,062.50
14/03/2019		Murphy, Jimmy	Alternate member attendance fee 20 October 2018 - 19	-236.00
14/03/2019		New Living Cleaning	Sales Office 3 Cleaning (February 2019)	-450.00
14/03/2019		Satterley Property Group	Community development recharges (May - December 20	-4,564.46
14/03/2019		Scott Printers Pty Ltd	Printing services	-246.40
14/03/2019		Tiplady, K & E	Solar Panel Rebate - Lot 921	-2,000.00
14/03/2019		Total Eden	Stages 12/13 & 26 Bore Drilling	-81,898.19
14/03/2019		Treacy Fencing	Fencing	-7,216.99
14/03/2019		UDIA (WA)	UDIA WA Industry Breakfast (March 2019)	-297.00
14/03/2019		Zappa, Domenic	Alternate member attendance fee 20 October 2018 - 19	-236.00
14/03/2019	CON-143	City of Perth - Supplier	GST Sept 2018 - Jan 2019	-3,855.04
14/03/2019	ET-4630	Australian Super	Superannuation for period 28/02/19 - 13/03/19	-705.08
14/03/2019	ET-4631	National Australia Bank	Superannuation for period 28/02/19 - 13/03/19	-1,141.77
20/03/2019		City of Wanneroo - Supplier	Fee for LSP 79 Amendment 5	-6,604.69
20/03/2019		Imagesource	Community Garden closure signs	-93.50
20/03/2019		Maxwell, Janet	WELS Rebate - Lot 1021	-1,000.00
20/03/2019		Quinns Men's Shed Inc.	DV 3 Opening Sausage Sizzle	-200.00
20/03/2019		Treacy Fencing	Fencing - Lot 969	-4,546.41
28/03/2019	ET-4622	Employee costs	Wages for period 14/03/19 - 27/03/19	-11,303.10
28/03/2019	ET-4625	Australian Super	Superannuation for period 14/03/19 - 27/03/19	-595.46
28/03/2019	ET-4626	National Australia Bank	Superannuation for period 14/03/19 - 27/03/19	-1,141.77
28/03/2019		Atlantis Indoor Play Centre	DV3 Opening Event - Kids Zone	-880.00
28/03/2019		Bright Light Signs	DV3 Opening Event - Sign Hire	-1,210.00
28/03/2019		Burgess Rawson	Valuation - Lot 898	-55.00
28/03/2019		Capital Transport Services	Courier charges (06/03/19)	-13.77
28/03/2019		Coterra Environment	Environmental Consulting Services (January 2019)	-704.00
28/03/2019		Creative Design + Planning	Monthly Retainer (March 2019) & Structure Plan Amend	-30,690.00
28/03/2019		Digital Meal	SEO - Catalina website	-1,691.80
28/03/2019		Docushred	Security bin	-51.70
28/03/2019		Dominic Carbone & Assoc.	GST Accountancy Services (February 2019)	-462.00
28/03/2019		Draper Family Trust	Clean-up prior to DV3 opening	-484.00
28/03/2019		Homebuyers Centre	Waste Rebate x 2	-660.00
28/03/2019		Ideal Homes	Early Construction Rebate (Lot 883)	-8,000.00
28/03/2019		LD Total	Stage 25 Carpark Landscaping (February 2019)	-62,602.98
28/03/2019		Neverfail	Bottled water	-68.75
28/03/2019		Painted Dog Research	Market Research - Final Payment	-10,324.60
28/03/2019		Plan E	Landscape architect	-24,519.00
28/03/2019		Pollock, Ben & Erin	Solar Panel Rebate (Lot 905)	-2,000.00
28/03/2019		Sarkoski Group Pty Ltd	Sales Office furniture relocation	-720.00
28/03/2019		Social Garden	\$20K Campaign Media Management (January - March 2	-5,500.00
28/03/2019		Swann Rubbish Removal	Rubbish removal	-2,200.00
28/03/2019		Town of Victoria Park	GST January 2019	-442.00

28/03/2019		Tracc Civil Pty Ltd	Carpark demolition	-64,865.01
28/03/2019		Treacy Fencing	Fencing services	-8,104.47
28/03/2019		Webb & Brown-Neaves	WELS Rebate (Lot 2123)	-1,000.00
28/03/2019	ET-4627	Alinta Energy	Sales Office 2 gas charges for period 03/12/18 - 11/03/1	-28.15
Total				<u><u>-476,859.63</u></u>

Appendix 9.4

21 May 2019

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

Dear Tony

Catalina Financial Report for April 2019

Please find attached the Catalina Financial Report for April 2019. This report has been prepared on a cash basis and compares actual income and expenditure to the June 2018 approved budget for the period 1 April 2019 to 30 April 2019.

Residential settlement revenue for the financial year to 30 April 2019 is \$7.3m which is \$4.4m behind the approved 'June 2018' budget.

Sales for FYE2019 are \$7.7m unfavourable to budget due to 22 less residential lot sales for the year.

Overall FYE2019 expenditure is \$13.1m under budget per the approved 'June 2018' budget, with \$3.6m spent against a budget of \$16.7m. The main areas of variances are summarised below:

- Lot Production is \$2.8m under budget, noting the following variances:
 - Stage 17B \$0.4m under budget due to timing of the construction of a group housing site, which is unlikely to commence this year;
 - Stage 18A \$0.3m under budget due to cost savings;
 - Stage 26 \$1.6m under budget due to timing, works now commenced;
 - \$0.5m combined minor variances.

- Landscaping is \$2.3m under budget, noting the following variances:
 - Stage 14A \$0.2m under budget due to cost savings;
 - Stage 17 \$0.5m under budget as works are yet to commence, with designs sitting with the City of Wanneroo for approval;
 - Stage 10 BCA \$0.2m under budget as works are yet to commence, recommendation with the TPRC;
 - Stage 25 Greenlink \$0.2m under budget due to timing;
 - Stage 11 Phase 2 \$0.3m under budget as works yet to commence;
 - \$0.9m combined minor variances.

- Infrastructure is \$1.0m under budget, noting the following variances:
 - Connolly Drive Greenlink Intersection \$0.3m below budget as works postponed to next financial year;
 - Aviator Blvd Extension \$0.5m below budget as works postponed to next financial year;
 - \$0.2m combined minor variances.

- Indirect Consultants \$231k under budget due to the construction program being slowed down in line with sales.

- WAPC Land Acquisition \$5.1m under budget as settlement not yet required, now forecast for Dec-19.

- P&L expenditure is \$1.4m under budget, noting the following variances:
 - Marketing \$0.2m under budget due to timing of invoice payments and approval pending on new initiatives;
 - Community Development \$0.1m under budget due to timing of invoice payments;
 - Central Cell Sales Office Carpark Makegood \$0.1m under budget due to timing of the completion of the Beach Sales Office;
 - Contingency \$0.8m not required;
 - \$0.2m 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 FY2019		Actual MTD Vs Budget Apr 2019			Year to date Vs Budget to Apr 2019			Full Year		Project to date Vs Budget to Apr 2019			Bud Comparison: Jun 18 Approved
Job Description	Account Description	Actual 1 month to Apr 2019	Budget 1 month to Apr 2019	Variance	YTD to Apr 2019	YTD budget	Variance	Budget 2019	YTD Act vs Full Year Budget Variance	PTD to Apr 2019	PTD budget	Variance	Comments regarding variance
REVENUE													
Settlements	Settlement revenue	279,000	1,746,492	(1,467,492)	7,267,000	11,667,722	(4,400,722)	14,405,835	(7,138,835)	235,814,500	240,215,222	(4,400,722)	24 settlements YTD ex GST Margin scheme. GST Margin as detailed in Burgess Rawson valuations
Margin GST	Margin GST	(1,676)	(22,727)	21,051	(65,913)	(163,636)	97,723	(200,000)	134,087	(3,498,036)	(3,585,869)	87,832	
Direct Selling Costs		(12,609)	(79,972)	67,364	(395,815)	(622,771)	226,956	(748,279)	352,464	(10,726,787)	(10,907,058)	180,271	Includes Commission and Management Fees Penalty interest income on settlements
Interest Income		113	0	113	11,058	0	11,058	0	11,058	85,114	74,056	11,058	
Forfeited Deposits		0	0	0	1,818	0	1,818	0	1,818	22,727	20,909	1,818	Stage 11 Local Centre settled in Aug Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
Other Income	Special sites revenue	0	0	0	1,373,209	1,772,727	(399,518)	1,772,727	(399,518)	3,290,721	3,690,239	(399,518)	
Rebate Allowance		(34,962)	(174,519)	139,556	(351,980)	(2,347,106)	1,995,127	(2,700,807)	2,348,827	(5,676,918)	(7,752,911)	2,075,993	
		229,866	1,469,274	(1,239,408)	7,839,377	10,306,935	(2,467,558)	12,529,477	(4,690,099)	219,311,321	221,754,588	(2,443,267)	
LOT PRODUCTION													
Earthworks Stages 1-4, 6	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,122,407	2,122,407	0	
	Direct Consultants	0	0	0	0	0	0	0	0	157,827	157,827	0	
Total Earthworks Stages 1-4, 6		0	0	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	0	0	2,368,798	2,368,798	0	
	Direct Consultants	0	0	0	0	0	0	0	0	121,827	121,827	0	
Total Earthworks Stages 5 & 7		0	0	0	0	0	0	0	0	2,490,625	2,490,625	0	
Earthworks Stage 8	Siteworks / Earthworks	0	0	0	0	0	0	0	0	1,265,418	1,265,418	0	
	Direct Consultants	0	0	0	0	0	0	0	0	63,366	63,366	0	
Total Earthworks Stage 8		0	0	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	0	0	4,066,094	4,066,094	0	
	Direct Consultants	0	0	0	0	0	0	0	0	99,325	99,325	0	
Total Earthworks Stages 9-11		0	0	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	0	0	1,139,937	1,139,937	0	
	Direct Consultants	0	0	0	0	0	0	0	0	108,025	108,025	0	
Total Earthworks Stage 12-13		0	0	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	0	0	1,738,744	1,738,744	0	
	Direct Consultants	0	0	0	0	0	0	0	0	250,660	250,660	0	
Total Earthworks Stage 14-18		0	0	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	0	0	27,113	27,113	0	
Total Earthworks Stage 20-24		0	0	0	0	0	0	0	0	27,113	27,113	0	
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	0	0	0	0	0	3,603,087	3,603,087	(0)	
	Direct Consultants	0	0	0	0	2,655	2,655	2,655	2,655	186,216	192,859	6,643	
Total Earthworks Stage 25-27		0	0	0	0	2,655	2,655	2,655	2,655	3,789,303	3,795,945	6,643	
Earthworks Stages 36-40	Direct Consultants	0	13,375	13,375	0	53,500	53,500	76,250	76,250	0	53,500	53,500	
Total Earthworks Stage 36-40		0	13,375	13,375	0	53,500	53,500	76,250	76,250	0	53,500	53,500	
Stage 1	Siteworks / Earthworks	0	0	0	0	0	0	0	0	3,208,532	3,208,532	0	
	Authorities Fees	0	0	0	0	0	0	0	0	158,201	158,201	(0)	
	Direct Consultants	0	0	0	0	0	0	0	0	214,916	214,916	0	
Total Stage 1		0	0	0	0	0	0	0	0	3,581,649	3,581,649	(0)	
Stage 2	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,691,287	2,691,287	0	
	Authorities Fees	0	0	0	0	0	0	0	0	210,292	210,292	0	
	Direct Consultants	0	0	0	0	2,400	2,400	2,400	2,400	164,171	166,571	2,400	
Total Stage 2		0	0	0	0	2,400	2,400	2,400	2,400	3,065,749	3,068,150	2,400	
Stage3	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,010,933	2,010,933	0	
	Authorities Fees	0	0	0	0	0	0	0	0	284,155	284,155	(0)	
	Direct Consultants	0	0	0	0	0	0	0	0	187,648	187,648	0	
Total Stage 3		0	0	0	0	0	0	0	0	2,482,736	2,482,736	(0)	
Stage 4	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,298,741	2,298,741	0	
	Authorities Fees	0	0	0	0	0	0	0	0	284,471	284,471	0	
	Direct Consultants	0	0	0	0	0	0	0	0	219,983	219,983	0	
Total Stage 4		0	0	0	0	0	0	0	0	2,803,195	2,803,195	0	
Stage 5	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,796,102	2,796,102	(0)	
	Authorities Fees	0	0	0	0	0	0	0	0	392,082	392,082	0	
	Direct Consultants	0	0	0	0	0	0	0	0	388,371	388,371	0	
Total Stage 5		0	0	0	0	0	0	0	0	3,576,555	3,576,555	(0)	
Stage 6A	Siteworks / Earthworks	0	0	0	0	0	0	0	0	297,465	297,465	0	
	Authorities Fees	0	0	0	0	0	0	0	0	50,207	50,207	0	
	Direct Consultants	0	0	0	0	0	0	0	0	39,033	39,033	0	
Total Stage 6A		0	0	0	0	0	0	0	0	386,705	386,705	0	
Stage 6B	Siteworks / Earthworks	0	0	0	0	0	0	0	0	708,104	708,104	0	
	Authorities Fees	0	0	0	0	0	0	0	0	202,417	202,417	0	
	Direct Consultants	0	0	0	0	490	490	490	490	121,160	121,650	490	
Total Stage 6B		0	0	0	0	490	490	490	490	1,031,681	1,032,171	490	

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Tamala Park Cashflow FY2019		Actual MTD Vs Budget Apr 2019			Year to date Vs Budget to Apr 2019			Full Year		Project to date Vs Budget to Apr 2019			Bud Comparison: Jun 18 Approved
Job Description	Account Description	Actual 1 month to Apr 2019	Budget 1 month to Apr 2019	Variance	YTD to Apr 2019	YTD budget	Variance	Budget 2019	YTD Act vs Full Year Budget Variance	PTD to Apr 2019	PTD budget	Variance	Comments regarding variance
Stage 6C	Siteworks / Earthworks	0	0	0	0	0	0	0	0	484,386	484,386	0	
	Authorities Fees	0	0	0	0	0	0	0	0	90,611	90,611	0	
	Direct Consultants	0	0	0	0	0	0	0	0	52,015	52,015	0	
Total Stage 6C		0	0	0	0	0	0	0	0	627,012	627,012	0	
Stage 7	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,257,683	2,257,684	1	
	Authorities Fees	0	0	0	0	0	0	0	0	425,907	425,907	0	
	Direct Consultants	0	0	0	0	0	0	0	0	290,878	290,878	(0)	
Total Stage 7		0	0	0	0	0	0	0	0	2,974,468	2,974,469	1	
Stage 8	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,494,187	2,494,187	0	
	Authorities Fees	0	0	0	0	0	0	0	0	314,992	314,992	0	
	Direct Consultants	0	0	0	0	0	0	0	0	251,105	251,105	0	
Total Stage 8		0	0	0	0	0	0	0	0	3,060,284	3,060,284	0	
Stage 9	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,418,198	2,418,198	0	
	Authorities Fees	0	0	0	0	0	0	0	0	406,804	406,804	0	
	Direct Consultants	0	0	0	0	0	0	0	0	236,848	236,848	0	
Total Stage 9		0	0	0	0	0	0	0	0	3,061,850	3,061,850	0	
Stage 10	Siteworks / Earthworks	0	0	0	0	0	0	0	0	1,229,760	1,229,760	0	
	Authorities Fees	0	0	0	0	0	0	0	0	160,060	160,060	0	
	Direct Consultants	0	0	0	0	0	0	0	0	141,355	141,355	0	
Total Stage 10		0	0	0	0	0	0	0	0	1,531,175	1,531,175	0	
Stage 11	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,778,422	2,778,422	(0)	
	Authorities Fees	0	0	0	0	0	0	0	0	463,449	463,449	0	
	Direct Consultants	0	0	0	0	0	0	0	0	336,976	336,976	0	
Total Stage 11		0	0	0	0	0	0	0	0	3,578,848	3,578,848	(0)	
Stage 12	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,077,002	2,077,002	0	
	Authorities Fees	0	0	0	0	0	0	0	0	258,204	258,204	0	
	Direct Consultants	0	0	0	0	535	535	535	535	247,233	247,768	535	
Total Stage 12		0	0	0	0	535	535	535	535	2,582,440	2,582,975	535	
Stage 13A	Siteworks / Earthworks	0	0	0	0	0	0	0	0	1,932,316	1,932,316	0	
	Authorities Fees	0	0	0	0	0	0	0	0	264,752	264,752	0	
	Direct Consultants	0	0	0	0	5,445	5,445	5,445	5,445	172,787	178,231	5,444	
Total Stage 13A		0	0	0	0	5,445	5,445	5,445	5,445	2,369,855	2,375,300	5,444	
Stage 13B	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,115,792	2,115,792	0	
	Authorities Fees	0	0	0	0	0	0	0	0	195,434	195,434	0	
	Direct Consultants	0	0	0	0	464	464	464	464	241,636	242,101	465	
Total Stage 13B		0	0	0	0	464	464	464	464	2,552,862	2,553,327	465	
Stage 14A	Siteworks / Earthworks	0	0	0	0	0	0	0	0	2,221,820	2,221,820	0	
	Authorities Fees	0	0	0	0	0	0	0	0	467,540	467,540	0	
	Direct Consultants	0	0	0	0	42,530	42,530	42,530	42,530	301,549	344,079	42,530	
Total Stage 14A		0	0	0	0	42,530	42,530	42,530	42,530	2,990,908	3,033,438	42,530	
Stage 14B	Siteworks / Earthworks	0	0	0	0	64,011	64,011	64,011	64,011	482,855	564,861	82,006	
	Authorities Fees	0	0	0	0	3,985	3,985	3,985	3,985	110,991	114,976	3,985	
	Direct Consultants	0	0	0	0	35,100	35,100	35,100	35,100	17,639	52,739	35,100	
Total Stage 14B		0	0	0	0	103,096	103,096	103,096	103,096	611,485	732,576	121,091	
Stage 15	Siteworks / Earthworks	0	0	0	0	0	0	0	0	1,999,681	1,999,681	0	
	Authorities Fees	0	0	0	0	0	0	0	0	357,841	357,841	0	
	Direct Consultants	0	0	0	0	3,820	3,820	3,820	3,820	263,241	267,061	3,820	
Total Stage 15		0	0	0	0	3,820	3,820	3,820	3,820	2,620,763	2,624,583	3,820	
Stage 16A	Authorities Fees	0	0	0	0	0	0	0	0	9,844	9,844	0	
	Direct Consultants	0	15,850	15,850	0	63,398	63,398	95,097	95,097	17,605	81,003	63,398	
Total Stage 16A		0	15,850	15,850	0	63,398	63,398	95,097	95,097	27,449	90,847	63,398	
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	5,000	5,000	5,000	5,000	110,250	115,250	5,000	
Total Stage 17A		0	0	0	0	5,000	5,000	5,000	5,000	1,003,563	1,008,563	5,000	
Stage 17B	Siteworks / Earthworks	0	0	0	(11,630)	357,441	369,072	357,441	369,072	1,273,015	1,642,087	369,072	
	Authorities Fees	0	0	0	0	973	973	973	973	194,411	195,384	973	
	Direct Consultants	0	1,507	1,507	1,832	12,057	10,224	13,564	11,731	180,869	191,093	10,224	
Total Stage 17B		0	1,507	1,507	(9,798)	370,471	380,269	371,978	381,776	1,648,295	2,028,564	380,269	
Stage 18A	Siteworks / Earthworks	0	0	0	0	173,979	173,979	173,979	173,979	871,358	1,045,337	173,979	
	Authorities Fees	0	0	0	0	0	0	0	0	216,537	216,537	0	
	Direct Consultants	0	0	0	0	170,536	170,536	170,536	170,536	125,664	296,200	170,536	
Total Stage 18A		0	0	0	0	344,515	344,515	344,515	344,515	1,213,559	1,558,074	344,515	
Stage 18B	Siteworks / Earthworks	0	0	0	0	0	0	751,219	751,219	1,486,381	1,486,381	(0)	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2019		Actual MTD Vs Budget Apr 2019			Year to date Vs Budget to Apr 2019			Full Year		Project to date Vs Budget to Apr 2019			Bud Comparison: Jun 18 Approved
Job Description	Account Description	Actual 1 month to Apr 2019	Budget 1 month to Apr 2019	Variance	YTD to Apr 2019	YTD budget	Variance	Budget 2019	YTD Act vs Full Year Budget Variance	PTD to Apr 2019	PTD budget	Variance	Comments regarding variance
	Authorities Fees	0	0	0	0	0	0	3,510	3,510	267,438	267,438	0	
	Direct Consultants	0	0	0	0	0	0	8,600	8,600	191,390	191,390	(0)	
Total Stage 18B		0	0	0	0	0	0	763,329	763,329	1,945,209	1,945,209	(0)	
Stage 25	Siteworks / Earthworks	10,071	0	(10,071)	10,071	65,321	55,250	65,321	55,250	5,523,981	5,579,231	55,250	
	Authorities Fees	0	0	0	0	0	0	0	0	212,929	212,929	0	
	Direct Consultants	0	0	0	0	21,020	21,020	21,020	21,020	280,279	297,991	17,713	
Total Stage 25		10,071	0	(10,071)	10,071	86,341	76,270	86,341	76,270	6,017,188	6,090,150	72,962	
Stage 26	Siteworks / Earthworks	102,388	234,773	132,385	109,752	1,408,636	1,298,885	1,408,636	1,298,885	126,115	1,199,122	1,073,007	
	Authorities Fees	0	0	0	0	257,650	257,650	257,650	257,650	226,228	483,878	257,650	
	Direct Consultants	7,633	0	(7,633)	7,633	84,125	76,492	84,125	76,492	86,008	162,500	76,492	
Total Stage 26		110,020	234,773	124,752	117,384	1,750,411	1,633,027	1,750,411	1,633,027	438,351	1,845,500	1,407,149	
Stage 27	Direct Consultants	0	0	0	0	0	0	24,611	24,611	0	0	0	
Total Stage 27		0	0	0	0	0	0	24,611	24,611	0	(0)	(0)	
Various Stages	Clearance Bonds	0	0	0	(20,264)	86,868	107,132	86,868	107,132	242,868	350,000	107,132	
TOTAL LOT PRODUCTION		120,091	265,504	145,413	97,393	2,921,939	2,824,546	3,765,835	3,668,442	75,371,545	77,988,888	2,617,343	Within budget
LANDSCAPING													
Stage 7 Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	169,816	169,816	0	Within total FY19 Lanscaping budget
Stage 7 Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	7,193	7,193	0	
Stage 8 Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	412,952	412,952	0	
Stage 8 Landscaping	Landscape Consulting	0	0	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	0	0	104,134	104,134	0	
Stage 9 Landscaping Aviator Blvd Greenlink	Landscape Consulting	0	0	0	0	0	0	0	0	11,489	11,489	0	
Stage 10 POS (10.1)	Landscape Construction	0	0	0	0	0	0	0	0	198,747	198,747	0	
Stage 10 POS (10.1)	Landscape Consulting	0	0	0	0	0	0	0	0	14,417	14,417	0	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	0	0	0	0	0	1,331,874	1,331,874	0	
Stage 11 Landscape Consultancy	Landscape Consulting	570	0	(570)	22,610	38,746	16,136	38,746	16,136	147,539	163,675	16,136	
Stage 12 Landscaping	Landscape Construction	0	0	0	21,452	27,817	6,365	27,817	6,365	236,650	243,015	6,365	
Stage 12 Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	27,377	27,377	0	
Stage 13 Landscaping	Landscape Construction	0	1,865	1,865	6,693	13,470	6,777	17,200	10,507	789,993	796,770	6,777	
Stage 13 Landscaping	Landscape Consulting	0	0	0	18,575	18,575	18,575	18,575	18,575	61,433	80,009	18,575	
Stage 14A Landscaping	Landscape Construction	0	0	0	282,344	403,000	120,656	403,000	120,656	542,704	663,360	120,656	
Stage 14A Landscaping	Landscape Consulting	0	0	0	(4,639)	53,267	57,906	53,267	57,906	12,013	66,336	54,323	
Stage 14B Landscaping	Landscape Construction	0	0	0	28,732	31,506	2,775	31,506	2,775	213,926	216,701	2,775	
Stage 14B Landscaping	Landscape Consulting	0	0	0	0	17,213	17,213	17,213	17,213	15,457	32,670	17,213	
Stage 15 Landscaping	Landscape Construction	0	0	0	0	985	985	985	985	114,948	115,933	985	
Stage 15 Landscaping	Landscape Consulting	0	0	0	0	0	0	0	0	18,838	18,838	0	
Stage 16A Landscaping	Landscape Consulting	0	13,281	13,281	0	106,251	106,251	132,814	132,814	11,303	117,554	106,251	
Stage 17 Landscaping	Landscape Construction	0	0	0	0	505,769	505,769	505,769	505,769	0	505,769	505,769	
Stage 17 Landscaping	Landscape Consulting	0	0	0	210	212	2	212	2	2,720	2,722	2	
Stage 18 Landscaping	Landscape Construction	0	0	0	265,611	267,780	2,169	267,780	2,169	265,611	267,780	2,169	
Stage 18 Landscaping	Landscape Consulting	0	0	0	7,280	9,807	2,527	9,807	2,527	46,251	48,778	2,527	
Stage 8 Landscaping Verge Landscaping Lot 475	Landscape Construction	0	0	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	0	0	63,552	63,552	0	
Stage 8 Landscaping Street Trees / Streetscapes	Landscape Consulting	0	0	0	0	0	0	0	0	2,587	2,587	0	
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	149,627	300,000	150,373	300,000	150,373	225,263	375,636	150,373	
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	10,000	19,552	9,552	19,552	9,552	28,012	37,564	9,552	
Stage 9 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	0	0	40,000	40,000	0	
Stage 9 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	0	0	3,120	3,120	0	
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	0	0	116,647	116,647	0	
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	0	0	7,918	7,918	0	
Seed Collection	Landscape Construction	0	0	0	0	12,750	12,750	12,750	12,750	7,250	20,000	12,750	
Stage 8 Medium Density Lot Verges	Landscape Construction	0	0	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	0	0	1,346	1,346	0	
Stage 9 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	0	0	95,700	95,700	0	
Stage 9 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	6,371	6,371	6,371	6,371	5,500	11,871	6,371	
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	6,303	29,559	23,256	29,559	23,256	269,451	292,707	23,256	
Marmion Ave Eastern Verge Upgrade	Landscape Consulting	0	0	0	0	19,583	19,583	19,583	19,583	19,688	39,271	19,583	
Western Cell Long Beach Prom Entry Statement	Landscape Consulting	0	0	0	0	1,838	1,838	1,838	1,838	19,164	21,001	1,838	
Western Cell Long Beach Prom Greenlink	Landscape Consulting	0	0	0	0	0	0	0	0	11,880	11,880	(0)	
Western Cell Marmion Ave Verge	Landscape Consulting	0	0	0	0	11,517	11,517	11,517	11,517	19,196	30,713	11,517	
Western Cell POS	Landscape Consulting	0	0	0	4,417	20,909	16,492	20,909	16,492	83,145	101,137	17,992	
Western Cell POS2	Landscape Consulting	0	890	890	0	30,283	30,283	32,063	32,063	64,091	94,374	30,283	
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Construction	0	0	0	0	37,592	37,592	37,592	37,592	112,408	150,000	37,592	
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Consulting	0	0	0	0	5,534	5,534	5,534	5,534	9,466	15,000	5,534	
Western Cell Long Beach Prom Medians	Landscape Consulting	0	0	0	0	0	0	0	0	19,357	19,357	(0)	

Catalina Actual vs Budget Analysis

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Catalina Beach Greenlink Stage 25	Landscape Construction	9,620	90,000	80,380	539,665	720,000	180,335	900,000	360,335	3,809,138	3,989,473	180,335	
Catalina Beach Greenlink Stage 25	Landscape Consulting	570	0	(570)	42,851	100,001	57,150	100,001	57,150	108,249	163,658	55,409	
Preliminary Landscaping Consultancy	Landscape Consulting	8,360	9,464	1,104	85,177	90,032	4,854	106,187	21,009	150,423	155,278	4,854	
Northern Biodiversity Conservation Area	Landscape Construction	0	0	0	0	118,080	118,080	118,080	118,080	330,479	448,559	118,080	
Northern Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	10,750	10,750	10,750	10,750	19,093	29,843	10,750	
Neerabup Road Verge Treatment - West	Landscape Construction	0	0	0	0	0	0	0	0	795,713	795,713	0	
Neerabup Road Verge Treatment - West	Landscape Consulting	0	0	0	0	0	0	0	0	47,056	47,056	0	
Neerabup Road Verge Treatment - East	Landscape Construction	0	0	0	0	0	0	0	0	180,487	180,487	0	
Neerabup Road Verge Treatment - East	Landscape Consulting	0	0	0	0	0	0	0	0	23,134	23,134	0	
Neerabup Entry Statement	Landscape Construction	0	0	0	0	0	0	0	0	87,605	87,605	0	
Neerabup Entry Statement	Landscape Consulting	0	0	0	0	0	0	0	0	1,927	1,927	0	
Public Open Space 1	Landscape Construction	0	0	0	0	0	0	0	0	369,509	369,509	0	
Public Open Space 1	Landscape Consulting	0	0	0	0	0	0	0	0	46,158	46,158	0	
Public Open Space - Lot 8009	Landscape Construction	0	0	0	0	4,168	4,168	4,168	4,168	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	
Sales Centre Landscaping	Landscape Construction	0	0	0	0	0	0	0	0	1,700	1,700	0	
Streetscape To Stage 1	Landscape Construction	0	0	0	7,619	25,611	17,992	25,611	17,992	251,365	269,357	17,992	
Public Open Space - Lot 8007	Landscape Construction	0	0	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	0	0	76,262	76,262	0	
Irrigation System	Landscape Construction	0	0	0	0	0	0	0	0	76,010	76,010	0	
Irrigation System	Landscape Consulting	0	0	0	0	0	0	0	0	4,801	4,801	0	
Public Art	Landscape Construction	0	4,167	4,167	18,288	41,667	23,379	50,000	31,713	155,801	179,180	23,379	
Public Art	Landscape Consulting	0	0	0	8,000	5,245	(2,755)	5,245	(2,755)	13,105	10,350	(2,755)	
Streescapes Stg 2 Consultancy	Landscape Construction	0	0	0	0	0	0	0	0	164,882	164,882	0	
Streescapes Stg 2 Consultancy	Landscape Consulting	0	0	0	0	0	0	0	0	11,980	11,980	0	
Streetscape To Stage 3	Landscape Construction	0	0	0	0	0	0	0	0	40,537	40,537	0	
Aviator Blvd Greenlink (5.2)	Landscape Consulting	0	0	0	0	0	0	0	0	6,072	6,072	0	
Neerabup Road Verge Treatment Stg4	Landscape Construction	0	0	0	0	0	0	0	0	206,713	206,713	0	
Neerabup Road Verge Treatment Stg4	Landscape Consulting	0	0	0	0	0	0	0	0	12,759	12,759	0	
Neerabup Road Verge Treatment Stg5	Landscape Construction	0	0	0	0	0	0	0	0	157,346	157,346	0	
Neerabup Road Verge Treatment Stg5	Landscape Consulting	0	0	0	0	0	0	0	0	14,093	14,093	0	
Public Open Space Stage 6	Landscape Construction	0	0	0	1,356	13,516	12,160	13,516	12,160	145,252	157,412	12,160	
Public Open Space Stage 6	Landscape Consulting	0	0	0	0	8,973	8,973	8,973	8,973	6,768	15,741	8,973	
Sales Centre Landscaping Stg 2	Landscape Construction	0	0	0	0	0	0	0	0	6,798	6,798	(0)	
Sales Centre Landscaping Stg 2	Landscape Consulting	0	0	0	0	0	0	0	0	7,527	7,527	0	
Public Access Way 2.1	Landscape Construction	0	0	0	0	0	0	0	0	150,700	150,700	0	
Public Access Way 2.1	Landscape Consulting	0	0	0	0	0	0	0	0	11,232	11,232	0	
Aviator Blvd Entry Stmt	Landscape Construction	0	0	0	3,992	4,583	591	4,583	591	511,858	512,449	591	
Aviator Blvd Entry Stmt	Landscape Consulting	0	0	0	820	10,740	9,920	10,740	9,920	27,897	37,817	9,920	
Roundabout	Landscape Construction	0	0	0	0	0	0	0	0	7,162	7,162	0	
Roundabout	Landscape Consulting	0	0	0	0	0	0	0	0	1,035	1,035	0	
Fauna Relocation	Landscape Construction	0	1,111	1,111	0	8,889	8,889	10,000	10,000	37,080	45,969	8,889	
Western Cell Entry Statement & Greenlink	Landscape Construction	0	0	0	0	0	0	0	0	59,051	59,051	0	
Stage 11 Landscape Phase 2	Landscape Construction	0	66,667	66,667	0	266,667	266,667	400,000	400,000	0	266,667	266,667	
Catalina Grove Initial Scoping Works	Landscape Consulting	0	0	0	0	3,197	3,197	3,197	3,197	16,803	20,000	3,197	
Catalina Central Landscape Upgrade	Landscape Construction	10,988	24,407	13,418	86,376	195,253	108,877	219,659	133,283	820,749	929,625	108,877	
Catalina Central Landscape Upgrade	Landscape Consulting	0	0	0	9,441	9,441	1	9,441	1	63,128	63,128	1	
Stage 12/13 Greenlink New Bore	Landscape Construction	0	22,222	22,222	43,547	177,778	134,231	200,000	156,453	43,547	177,778	134,231	
Catalina Beach Display Village Verge Landscaping	Landscape Construction	0	0	0	49,257	70,000	20,743	70,000	20,743	49,257	70,000	20,743	
Bore 6	Landscape Construction	0	0	0	30,906	0	(30,906)	0	(30,906)	30,906	0	(30,906)	
Catalina Beach Stage 26 Landscaping	Landscape Construction	0	0	0	0	0	0	20,000	20,000	0	0	0	
Neerabup Rd Median - Roulettes to Marmion	Landscape Construction	0	11,750	11,750	0	94,000	94,000	117,500	117,500	0	94,000	94,000	
Early Stock Procurement	Landscape Consulting	0	8,333	8,333	0	83,333	83,333	100,000	100,000	0	83,333	83,333	
TOTAL LANDSCAPING		30,109	254,158	224,049	1,727,933	4,051,807	2,323,875	4,529,608	2,801,676	16,498,441	18,818,492	2,320,050	Within budget
INDIRECT CONSULTANTS													
Planning - indirect	Planning	9,900	19,292	9,392	204,205	192,917	(11,288)	231,500	27,295	2,230,372	2,215,584	(14,788)	Within total FY19 Consultants budget
	Architect	0	1,288	1,288	5,200	12,880	7,680	15,456	10,256	15,100	23,780	8,680	
	Environmental	0	4,040	4,040	45,484	40,405	(5,079)	48,486	3,002	318,065	314,219	(3,846)	
	Geotechnical	0	1,700	1,700	5,900	7,739	1,839	9,771	3,871	12,300	14,139	1,839	
	Title - Survey & Legal fees	0	2,500	2,500	9,000	25,000	16,000	30,000	21,000	152,820	168,820	16,000	
	Engineering fees	4,475	8,574	4,099	19,746	85,741	65,994	102,889	83,142	184,046	250,040	65,994	
	Traffic planning	0	850	850	2,000	3,869	1,869	4,885	2,885	84,181	86,051	1,869	
	Landscaping consultancy	0	0	0	0	0	0	0	0	1,000	0	(1,000)	
	Miscellaneous Consultants	0	4,167	4,167	20	41,667	41,647	50,000	49,980	3,920	45,567	41,647	
	Planning - fire & safety	0	0	0	150	20,000	19,850	20,000	19,850	150	20,000	19,850	
	Planning - Hydrology	0	3,750	3,750	6,422	37,500	31,078	45,000	38,578	113,847	144,925	31,078	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2019		Actual MTD Vs Budget Apr 2019			Year to date Vs Budget to Apr 2019			Full Year		Project to date Vs Budget to Apr 2019			Bud Comparison: Jun 18 Approved	
Job Description	Account Description	Actual 1 month to Apr 2019	Budget 1 month to Apr 2019	Variance	YTD to Apr 2019	YTD budget	Variance	Budget 2019	YTD Act vs Full Year Budget Variance	PTD to Apr 2019	PTD budget	Variance	Comments regarding variance	
	Planning - Sustainability	0	3,000	3,000	0	24,000	24,000	30,000	30,000	26,805	50,805	24,000	Comments regarding variance ↓	
	Acoustic & Noise Consult	0	833	833	0	18,333	18,333	20,000	20,000	0	18,333	18,333		
	Tree Mapping	0	0	0	0	19,500	19,500	19,500	19,500	806	20,306	19,500		
	TOTAL INDIRECT CONSULTANTS	14,375	49,994	35,619	298,127	529,550	231,423	627,487	329,359	3,143,413	3,372,569	229,156		Within budget
INFRASTRUCTURE														
	Marmion relocation services	0	0	0	0	0	0	0	0	450,680	450,680	0	Within total FY19 Infrastructure budget ↓	
	Marmion relocation services	0	0	0	0	0	0	0	0	48,750	48,750	0		
	Neerabup Road Key Largo Intersection	0	0	0	0	0	0	0	0	974,127	974,127	0		
	Neerabup Road Key Largo Intersection Eng	0	0	0	0	0	0	0	0	54,024	54,024	0		
	Neerabup Rd Maroochydore Way Intersection	0	0	0	0	0	0	0	0	1,498,274	1,480,279	(17,995)		
	Neerabup Rd Maroochydore Way Intersection	0	0	0	0	0	0	0	0	97,321	97,321	0		
	Connolly Drive Green Link Intersection	750	0	(750)	6,700	300,000	293,300	300,000	293,300	6,700	300,000	293,300		
	Connolly Drive Green Link Intersection	0	8,302	8,302	0	8,302	8,302	24,905	24,905	99,619	107,920	8,302		
	Neerabup Road Green Link Underpass	0	0	0	42,534	103,066	60,531	103,066	60,531	2,296,934	2,400,000	103,066		
	EPBC Offset - foraging	0	0	0	0	0	0	0	0	490,000	490,000	0		
	Gravity Sewer	0	0	0	0	0	0	0	0	1,518,761	1,518,761	0		
	Gravity Sewer Engineering	0	0	0	0	0	0	0	0	100,778	100,778	0		
	Marmion Avenue Green Link Intersection	0	0	0	0	0	0	0	0	3,041,955	3,041,955	0		
	Marmion Avenue Green Link Intersection Eng	0	0	0	0	0	0	0	0	151,585	151,585	0		
	Asbestos and rubbish removal - Gen Allowance	403	1,667	1,264	6,982	13,333	6,352	16,667	9,685	21,900	49,437	27,537		
	UXO - Search Western Cell Phase 2	0	0	0	0	0	0	0	0	14,500	14,500	0		
	UXO - Search Western Cell Phase 2	0	0	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	519,000	519,000	778,500	778,500	1,500	520,500	519,000		
	Aviator Blvd Extension St 25 to Long Beach Prom incl services extensions (exc Beach Access Tr	0	0	0	0	21,008	21,008	21,008	21,008	29,692	50,700	21,008		
	Housing Auth Dist Plan Scheme 2	0	0	0	0	0	0	0	0	162,919	162,919	0		
	Raise existing bore on Connolly Drive	0	0	0	0	2,004	2,004	2,004	2,004	0	2,004	2,004		
	Waste Water Pump Station (West)	0	0	0	9,619	66,188	56,568	66,188	56,568	1,797,149	1,853,717	56,568		
	Rubbish removal - General Allowance	1,731	8,256	6,525	6,060	66,050	59,990	82,562	76,502	16,448	76,438	59,990		
	INFRASTRUCTURE	2,884	147,974	145,091	71,895	1,098,950	1,027,055	1,394,899	1,323,003	12,875,241	13,948,020	1,072,779	Within budget	
INFRASTRUCTURE REFUNDS														
	Neerabup Road Reimbursement	0	0	0	0	0	0	0	0	(432,548)	(432,548)	0	Within budget	
	Waste Water Pump Station (West)	0	0	0	0	0	0	(1,247,117)	(1,247,117)	0	0	0		
	INFRASTRUCTURE REFUNDS	0	0	0	0	0	0	(1,247,117)	(1,247,117)	(432,548)	(432,548)	0		
	TOTAL INFRASTRUCTURE	2,884	147,974	145,091	71,895	1,098,950	1,027,055	147,782	75,886	12,442,693	13,515,472	1,072,779	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	Within budget	
	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	300	0	(300)	300	30,000	29,700	30,000	29,700	300	30,000	29,700		
	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	4,528	44,910	40,383	340,533	449,104	108,571	465,771	125,238	624,762	733,333	108,571		
	Sales office carparks Western	0	0	0	231,095	236,617	5,522	236,617	5,522	234,478	240,000	5,522		
	Security Cameras	0	1,250	1,250	0	12,500	12,500	15,000	15,000	19,560	32,060	12,500		
	TOTAL SPECIAL SITES & FIXED ASSETS	4,828	46,160	41,333	571,928	728,221	156,293	747,388	175,460	1,735,467	1,892,692	157,225		Within budget
	TOTAL CONSTRUCTION	172,286	763,791	591,504	2,767,276	9,330,467	6,563,191	9,818,099	7,050,823	109,191,558	115,588,113	6,396,554		Within budget
LAND														
		0	5,103,000	5,103,000	0	5,103,000	5,103,000	5,103,000	5,103,000	0	5,103,000	5,103,000		
PROFIT & LOSS EXPENDITURE														
Sales & Marketing														
	Brand Development	0	10,833	10,833	68,010	108,333	40,323	130,000	61,990	203,903	244,227	40,323	Within budget	
	Sales Office & Builder Rel.	182	2,500	2,318	24,603	25,000	397	30,000	5,997	110,761	117,705	6,943		
	Brochures	1,000	2,833	1,833	2,850	28,333	25,483	34,000	31,150	139,835	165,169	25,333		
	Advertising	3,809	9,583	5,775	64,955	95,833	30,878	115,000	50,045	758,042	807,264	49,222		
	Signage	2,131	7,500	5,369	59,428	75,000	15,573	90,000	30,573	390,274	406,081	15,807		
	Website	0	2,500	2,500	0	25,000	25,000	30,000	30,000	9,891	35,516	25,625		
	Promotions	0	5,000	5,000	0	50,000	50,000	60,000	60,000	19,550	78,903	59,353		
	Public Relations	0	417	417	0	4,167	4,167	5,000	5,000	5,764	16,005	10,241		
	Total Sales and Marketing	7,122	41,167	34,045	219,846	411,667	191,821	494,000	274,154	1,638,020	1,870,868	232,848		Within budget
	Total Community Development	15,192	16,042	850	64,599	160,417	95,818	192,500	127,901	354,911	451,673	96,761		Within budget
Administration														
	Audit and Tax	794	0	(794)	8,226	10,000	1,775	10,000	1,775	223,929	222,805	(1,123)	Within budget	
	Cleaning	450	1,000	550	2,250	10,000	7,750	12,000	9,750	29,883	37,207	7,323		
	Computer Costs	0	500	500	0	5,000	5,000	6,000	6,000	0	5,163	5,163		
	Couriers	0	300	300	0	3,000	3,000	3,600	3,600	1,338	11,825	10,487		
	Electricity & Gas	5,120	1,000	(4,120)	14,593	10,000	(4,593)	12,000	(2,593)	92,411	87,850	(4,561)		
	Insurance	0	500	500	0	5,000	5,000	6,000	6,000	0	5,000	5,000		
	Legal fees	0	4,167	4,167	4,092	41,667	37,575	50,000	45,908	182,614	220,198	37,584		

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2019		Actual MTD Vs Budget Apr 2019			Year to date Vs Budget to Apr 2019			Full Year		Project to date Vs Budget to Apr 2019			Bud Comparison: Jun 18 Approved
Job Description	Account Description	Actual 1 month to Apr 2019	Budget 1 month to Apr 2019	Variance	YTD to Apr 2019	YTD budget	Variance	Budget 2019	YTD Act vs Full Year Budget Variance	PTD to Apr 2019	PTD budget	Variance	Comments regarding variance
	Licenses & Fees	0	500	500	550	5,000	4,450	6,000	5,450	470	5,647	5,177	
	Postage, Print & Stationery	0	500	500	0	5,000	5,000	6,000	6,000	2,244	33,991	31,748	
	Rent - Sales Office & Cprk	0	6,667	6,667	56,044	66,667	10,623	80,000	23,956	467,350	462,573	(4,777)	
	Sundry Office Expenses	0	1,500	1,500	0	15,000	15,000	18,000	18,000	1,076	19,308	18,231	
	Training	0	2,083	2,083	0	20,833	20,833	25,000	25,000	0	20,833	20,833	
	Valuations	200	3,333	3,133	6,350	33,333	26,983	40,000	33,650	146,913	173,896	26,983	
	Rates & Taxes	977	0	(977)	113,877	159,390	45,513	159,390	45,513	472,823	788,986	316,164	
	Maintenance	28,547	33,333	4,787	307,241	338,930	31,689	405,597	98,355	1,417,374	1,428,456	11,082	
	Maint- Carpark Makegood	0	0	0	53,798	171,913	118,114	171,913	118,114	53,798	171,913	118,114	
	Security	160	3,000	2,840	1,929	30,000	28,071	36,000	34,071	23,847	52,338	28,492	
Total Administration		36,248	58,383	22,136	568,950	930,733	361,783	1,047,499	478,550	3,116,069	3,747,989	631,920	Within budget
	Contingency	0	299,119	299,119	13,027	791,819	778,793	827,760	814,734	2,096,631	778,793	(1,317,838)	Actual Contingency spend applied to cost types above.
	Contingency Offset Transfer	0	0	0	(13,027)	(13,027)	0	(13,027)	0	(2,096,631)	0	2,096,631	
Total Finance		0	299,119	299,119	0	778,793	778,793	814,734	814,734	0	778,793	778,793	
Total P&L Expenditure		58,561	414,711	356,150	853,394	2,281,609	1,428,215	2,548,733	1,695,339	5,109,001	6,849,323	1,740,322	
Grand Expense Total		230,847	6,281,501	6,050,654	3,620,670	16,715,076	13,094,406	17,469,832	13,849,162	114,300,559	127,540,435	13,239,876	Within budget

Contingency Summary

YTD Budget	791,819
Contingency Transferred (Actual & Budget)	(13,027)
Contingency not yet used	778,793

List of Contingency items transferred year to date

Period	Job Description	Amount
Jul-18	Bore Replacement	5,597
Sep-18	Stage 12/13 Streetscapes	830
Dec-18	Waste Water Pump Station Engineering	6,600
		13,027

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

CATALINA
FINANCE REPORT
APRIL 2019

1.0 Management Accounts

1.1 KEY STATISTICS

1.1.1 RESIDENTIAL LOTS & DISTRIBUTIONS

	<u>Lots Produced (titles)</u>		<u>Sales</u>		<u>Settlements</u>		<u>Distributions</u>	
	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>	<u>Actual</u>	<u>Budget</u>
Prior Years	966	966	901	901	886	886	71,000,000	71,000,000
Jul-2018	-	-	2	4	1	1	-	-
Aug-2018	-	-	4	4	3	3	-	-
Sep-2018	-	-	4	4	2	1	-	-
Sep Qtr	-	-	10	12	6	5	-	-
Oct-2018	-	-	1	4	1	9	-	-
Nov-2018	-	-	3	4	6	3	-	-
Dec-2018	-	-	(3)	3	1	4	2,000,000	2,000,000
Dec Qtr	-	-	1	11	8	16	2,000,000	2,000,000
Jan-2019	-	-	1	3	2	2	-	-
Feb-2019	-	38	-	4	3	3	-	-
Mar-2019	-	-	2	5	4	5	-	-
Mar Qtr	-	38	3	12	9	10	-	-
Apr-2019	-	-	4	5	1	5	-	-
May-2019	-	-	-	5	-	4	-	-
Jun-2019	-	-	-	5	-	4	-	2,000,000
Jun Qtr	-	-	4	15	1	13	-	2,000,000
PTD	966	1,004	919	941	910	922	73,000,000	73,000,000
Full 2018/19 Year	-	38	18	50	24	44	2,000,000	4,000,000
2019/20		45		60		48		5,000,000
2020/21		52		75		66		13,000,000

- 1 residential lot settled in April comprising:

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

1.2 Sales & Settlements

	<u>MTH Act</u>	<u>MTH Bgt</u>	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>PTD Act</u>	<u>PTD Bgt</u>				
Residential										
- Sales #	4	5	18	40	919	941				
- Sales \$	1,452,000	1,647,359	5,743,000	13,395,198	238,758,500	246,410,698				
- Sales \$/lot	363,000	329,472	319,056	334,880	259,803	261,860				
- Settlements #	1	5	24	36	910	922				
- Settlements \$	279,000	1,746,492	7,267,000	11,667,720	235,814,500	240,215,220				
- Settlements \$/lot	279,000	349,298	302,792	324,103	259,137	260,537				
Special Sites										
- Sales #	-	-	-	-	3	3				
- Sales \$	-	-	-	-	3,295,000	3,295,000				
- Sales \$/lot	-	-	-	-	1,098,333	1,098,333				
- Settlements #	-	-	1	1	3	3				
- Settlements \$	-	-	1,400,000	1,400,000	3,295,000	3,295,000				
- Settlements \$/lot	-	-	1,400,000	1,400,000	1,098,333	1,098,333				
Lots Under Contract										
- Unsettled sales #	9									
- Unsettled sales \$	2,944,000									
- Unsettled sales \$/lot	327,111									
			<table> <tr> <td>Unconditional</td> <td>2</td> </tr> <tr> <td>Conditional</td> <td>7</td> </tr> </table>	Unconditional	2	Conditional	7		Titled	
Unconditional	2									
Conditional	7									
					971 incl. Spec sites					

- The month of April achieved 4 sales.

1.3 Cashflow - MTD Actuals to budget

	<u>MTD Act</u>	<u>MTD Bgt</u>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	279,000	1,746,492	(1,467,492)
Margin GST	(1,676)	(22,727)	21,051
Direct selling costs	(12,609)	(79,972)	67,364
Interest Income	113	-	113
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(34,962)	(174,519)	139,556
	<u>229,866</u>	<u>1,469,274</u>	<u>(1,239,408)</u>
<u>Development costs</u>			
WAPC Land Acq.	-	5,103,000	5,103,000
Lot production	120,091	265,504	145,413
Landscaping	30,109	254,158	224,049
Consultants	14,375	49,994	35,619
Infrastructure	2,884	147,974	145,091
Sales office building	4,828	46,160	41,333
	<u>172,286</u>	<u>5,866,791</u>	<u>5,694,504</u>
<u>Overheads</u>			
Sales & marketing	7,122	41,167	34,045
Community Develop.	15,192	16,042	850
Administration	36,248	58,383	22,136
Finance/Contingency	-	299,119	299,119
	<u>58,561</u>	<u>414,711</u>	<u>356,150</u>
Net Cashflow	<u>(981)</u>	<u>(4,812,228)</u>	<u>4,811,246</u>

1.4 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	7,267,000	11,667,722	(4,400,722)
Margin GST	(65,913)	(163,636)	97,723
Direct selling costs	(395,815)	(622,771)	226,956
Interest Income	11,058	-	11,058
Forfeited Deposits	1,818	-	1,818
Other Income	1,373,209	1,772,727	(399,518)
Rebate Allowance	(351,980)	(2,347,106)	1,995,127
	<u>7,839,377</u>	<u>10,306,935</u>	<u>(2,467,558)</u>
<u>Development costs</u>			
WAPC Land Acq.	-	5,103,000	5,103,000
Lot production	97,393	2,921,939	2,824,546
Landscaping	1,727,933	4,051,807	2,323,875
Consultants	298,127	529,550	231,423
Infrastructure	71,895	1,098,950	1,027,055
Sales office building	571,928	728,221	156,293
	<u>2,767,276</u>	<u>14,433,467</u>	<u>11,666,191</u>
<u>Overheads</u>			
Sales & marketing	219,846	411,667	191,821
Community Develop.	64,599	160,417	95,818
Administration	568,950	930,733	361,783
Finance/Contingency	-	778,793	778,793
	<u>853,394</u>	<u>2,281,609</u>	<u>1,428,215</u>
Net Cashflow	<u>4,218,707</u>	<u>(6,408,141)</u>	<u>10,626,848</u>

1.5 Bonds

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

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

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)	279,000	1,746,492	(1,467,492)	7,267,000	11,667,720	(4,400,720)	235,814,500	240,215,220
- Revenue \$/lot	279,000	349,298		302,792	324,103		259,137	260,537
- Selling & GST \$	46,058	175,299	129,242	877,215	1,295,305	418,090	21,864,207	22,282,297
- Selling & GST \$/lot	46,058	35,060		36,551	35,981		24,027	24,167
- Cost of sales \$	77,173	533,323	456,150	2,534,076	3,772,286	1,238,210	84,447,245	85,685,455
- Cost of sales \$/lot	77,173	106,665		105,586	104,786		92,799	92,934
- Gross profit \$	155,769	1,037,870	(882,100)	3,855,709	6,600,129	(2,744,420)	129,503,048	132,247,468
- Gross profit \$/lot	155,769	207,574		160,655	183,337		142,311	143,435
- Gross profit Mgn %	55.83%	59.43%		53.06%	56.57%		54.92%	55.05%
- Special Sites \$	-	-	-	799,660	406,256	393,404	2,114,938	1,721,534
- Other income \$	113	-	113	12,876	-	12,876	255,411	242,535
- Sales & Marketing \$	23,083	63,600	40,517	255,285	636,000	380,715	1,970,797	2,351,512
- Administration \$	39,435	71,627	32,192	599,006	898,041	299,034	3,581,975	3,881,009
- Finance \$	-	-	-	-	-	-	-	-
- Contingency \$	-	44,097	44,097	-	536,981	536,981	-	536,981
- Net profit \$	93,364	858,546	(765,182)	3,813,954	4,935,364	(1,121,410)	126,320,625	127,442,035
- Net profit \$/lot	93,364	171,709		158,915	137,093		138,814	138,223

- YTD Gross profit is \$2.7m unfavourable to budget due to 12 fewer settlements to date.
- YTD Special Sites budget includes the sale of the Central Cell Sales Office at a loss of \$412k.
- YTD Overheads are \$1.2m below budget due to Marketing costs \$0.4m favourable (timing of invoice payments and pending approvals for new initiatives), Admin \$0.3m favourable (central cell carpark remediation costs yet to be paid; full legal fees, security, training and valuation provisions not yet required), and unused Contingency \$0.5m.

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>FY19 Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	7,267,000	14,405,834	(7,138,834)
- Revenue \$/lot	302,792	327,405	
- Selling & GST \$	877,215	1,577,937	700,722
- Selling & GST \$/lot	36,551	35,862	
- Cost of sales \$	2,534,076	4,583,187	2,049,111
- Cost of sales \$/lot	105,586	104,163	
- Gross profit \$	3,855,709	8,244,710	(4,389,000)
- Gross profit \$/lot	160,655	187,380	
- Gross profit Mgn %	53.06%	57.23%	
- Special Sites \$	799,660	406,256	393,404
- Other income \$	12,876	-	12,876
- Sales & Marketing \$	255,285	763,200	507,915
- Administration \$	599,006	869,382	270,376
- Finance \$	-	-	-
- Contingency \$	-	572,937	572,937
- Net profit \$	3,813,954	6,445,447	(2,631,493)
- Net profit \$/lot	158,915	146,487	

2.1 GROSS PROFIT ANALYSIS

Actual

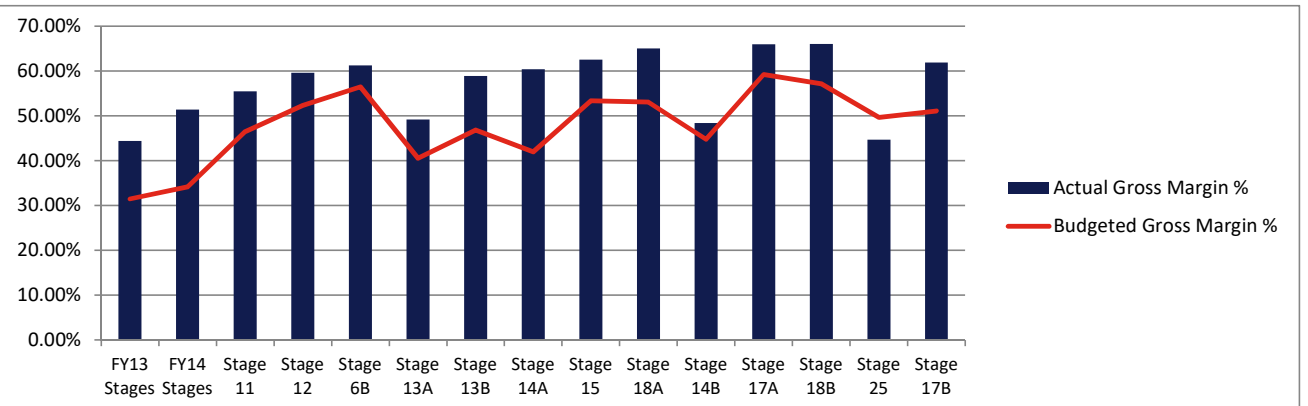
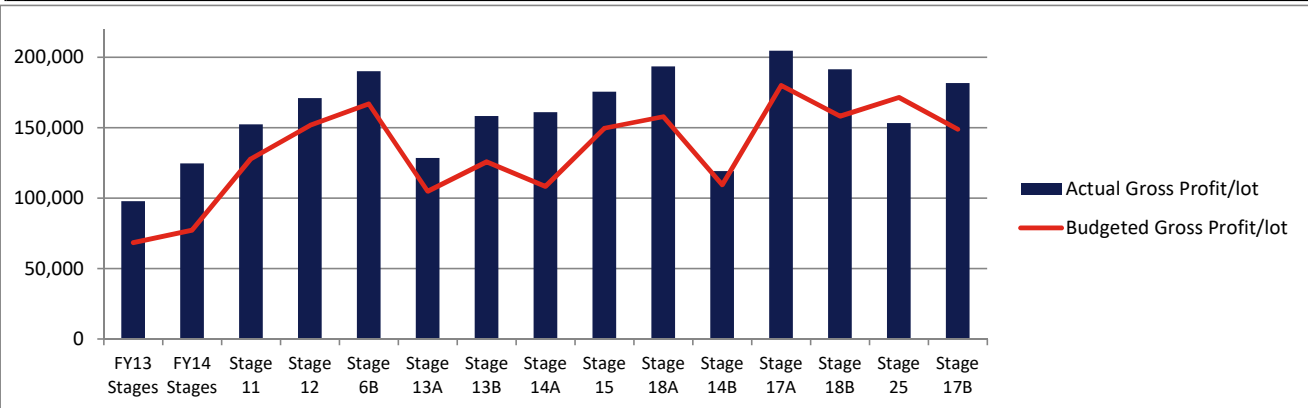
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)		Direct Costs/lot	Actual Gross		Actual Gross Profit/lot	Actual Gross Margin %
							Profit			
Incentives Writeback					-2,876,710			2,876,710		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159		122,619	22,805,341	97,877		44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309		118,248	25,847,691	124,868		51.36%
Stage 11	1-Oct-14	17,611,000	275,172	7,850,538		122,665	9,760,462	152,507		55.42%
Stage 12	3-Dec-14	14,063,000	287,000	5,678,128		115,880	8,384,872	171,120		59.62%
Stage 6B	19-Jan-15	7,452,000	310,500	2,892,006		120,500	4,559,994	190,000		61.19%
Stage 13A	30-Mar-15	9,675,000	261,486	4,919,669		132,964	4,755,331	128,522		49.15%
Stage 13B	11-May-15	12,103,000	268,956	4,978,879		110,642	7,124,121	158,314		58.86%
Stage 14A	4-Jun-15	16,784,000	266,413	6,644,189		105,463	10,139,811	160,949		60.41%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567		105,301	9,652,433	175,499		62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429		103,980	5,610,571	193,468		65.04%
Stage 14B	28-Oct-16	2,219,000	246,556	1,144,525		127,169	1,074,475	119,386		48.42%
Stage 17A	20-Feb-17	7,135,000	310,217	2,429,862		105,646	4,705,138	204,571		65.94%
Stage 18B	13-Jun-17	6,675,000	290,217	2,269,709		98,683	4,405,291	191,534		66.00%
Stage 25	8-Aug-17	13,393,000	343,410	7,409,055		189,976	5,983,945	153,434		44.68%
Stage 17B	22-May-18	2,934,000	293,400	1,117,139		111,714	1,816,861	181,686		61.92%
		<u>235,814,500</u>		<u>106,311,451</u>			<u>129,503,049</u>			

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

Budget

Stages	Budget Version	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)		Direct Costs/lot	Budgeted Gross		Budgeted Gross Profit/lot	Budgeted Gross Margin %
							Profit			
FY13 Stages	May-12	51,358,953	217,623	35,200,675		149,155	16,158,278	68,467		31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421		149,360	16,014,514	77,365		34.12%
Stage 11	Aug-14	17,645,281	275,708	9,444,658		147,573	8,200,623	128,135		46.47%
Stage 12	Aug-14	14,221,581	290,236	6,787,551		138,521	7,434,030	151,715		52.27%
Stage 6B	Aug-14	7,098,672	295,778	3,089,032		128,710	4,009,640	167,068		56.48%
Stage 13A	Aug-14	9,585,882	259,078	5,703,355		154,145	3,882,527	104,933		40.50%
Stage 13B	Aug-14	12,111,408	269,142	6,443,000		143,178	5,668,408	125,965		46.80%
Stage 14A	Aug-14	15,504,265	258,404	9,001,574		150,026	6,502,690	108,378		41.94%
Stage 15	Aug-15	15,433,000	280,600	7,203,599		130,975	8,229,401	149,625		53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854		139,616	4,577,146	157,833		53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232		135,223	1,095,855	109,585		44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430		124,046	5,582,326	180,075		59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414		118,626	4,907,276	158,299		57.16%
Stage 25	Aug-17	19,696,448	345,552	9,915,141		173,950	9,781,307	171,602		49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807		142,550	5,364,687	149,019		51.11%
		<u>249,170,452</u>		<u>141,761,744</u>			<u>107,408,709</u>			

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



Catalina

Finished Lots & Cost of Lots Sold calculations to 30 April 2019

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	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	
Direct costs											
Civil Construction			3,402,538	633,835	795,104	794,550	4,918,686	83,260	253,163	968,747	
Sewer headwks			215,092	51,015	116,369	136,672	261,837	4,514	4,514	174,117	
Local authority fees			165,796	1,911	6,839	10,835	35,653	615	615	12,684	
Local authority scheme costs			102,782	27,000	67,500	83,700	156,600	-	-	97,200	
Survey & legal fees			38,096	13,139	25,550	29,762	54,801	945	945	35,586	
Engineering fees			211,164	18,200	85,250	97,962	159,500	2,750	12,341	100,839	
Finished Goods Adjustments	- 31,206	- 1,282,787	- 1,073,048	- 11,250	- 25,549						
Earthworks Allocation	420,826	43,233,645	3,062,420	733,850	1,071,063	1,153,481	5,587,077	92,084	271,578	1,389,173	
	260,179	11,806,198	459,466	50,570	123,078	152,616	1,077,304	18,574	66,681	166,059	
Indirect Costs											
Land	-	-	-	-	-	-	-	-	-	-	
Infrastructure	84,898	6,012,456	272,271	70,224	235,295	282,496	620,746	7,879	31,674	351,671	
Landscape	118,628	8,518,643	342,232	154,123	495,646	594,017	1,308,860	16,613	66,785	871,324	
TOTAL COST	884,530	69,570,942	4,136,389	1,008,767	1,925,082	2,182,610	8,593,987	135,150	436,718	2,778,227	
Lots	3	769	38	10	25	31	58	1	1	36	
COST PER LOT	294,843	90,469	108,852	100,877	77,003	70,407	148,172	135,150	436,718	77,173	
Lots settled	3	769	37	9	23	23	39	-	-	10	913
COST OF LOTS SETTLED	884,530	69,570,942	4,027,536	907,890	1,771,075	1,619,356	5,778,715	-	-	771,730	85,331,775
Stage Area (m2)	10,900	261,394	13,481	2,926	10,128	11,236	11,236	255	1,795	13,154	
Cost per m2	81	266	307	345	190	194	765	530	243	211	
Avg lot size	3,633	340	355	293	405	362	194	255	1,795	365	

Other cash expenditure

Direct Selling & Proj Mgt Costs
Marketing costs
Administration
Finance
Contingency

22,159,740
1,970,797
3,581,975
0
0

TOTAL COSTS

113,044,287

PERIODIC ANALYSIS

	Month	YTD	PTD	PY Jun-18
Lots settled	1	25	913	888
Cost of lots settled	77,173	3,046,725	85,331,774	82,285,049
Direct selling costs	46,058	964,906	22,159,740	21,194,834
Marketing costs	23,083	255,285	1,970,797	1,715,512
Administration	39,435	599,006	3,581,975	2,982,968
Finance	-	-	-	-
Contingency	-	-	-	-
TOTAL COSTS	185,749	4,865,922	113,044,286	108,178,364

Catalina COGS Calc

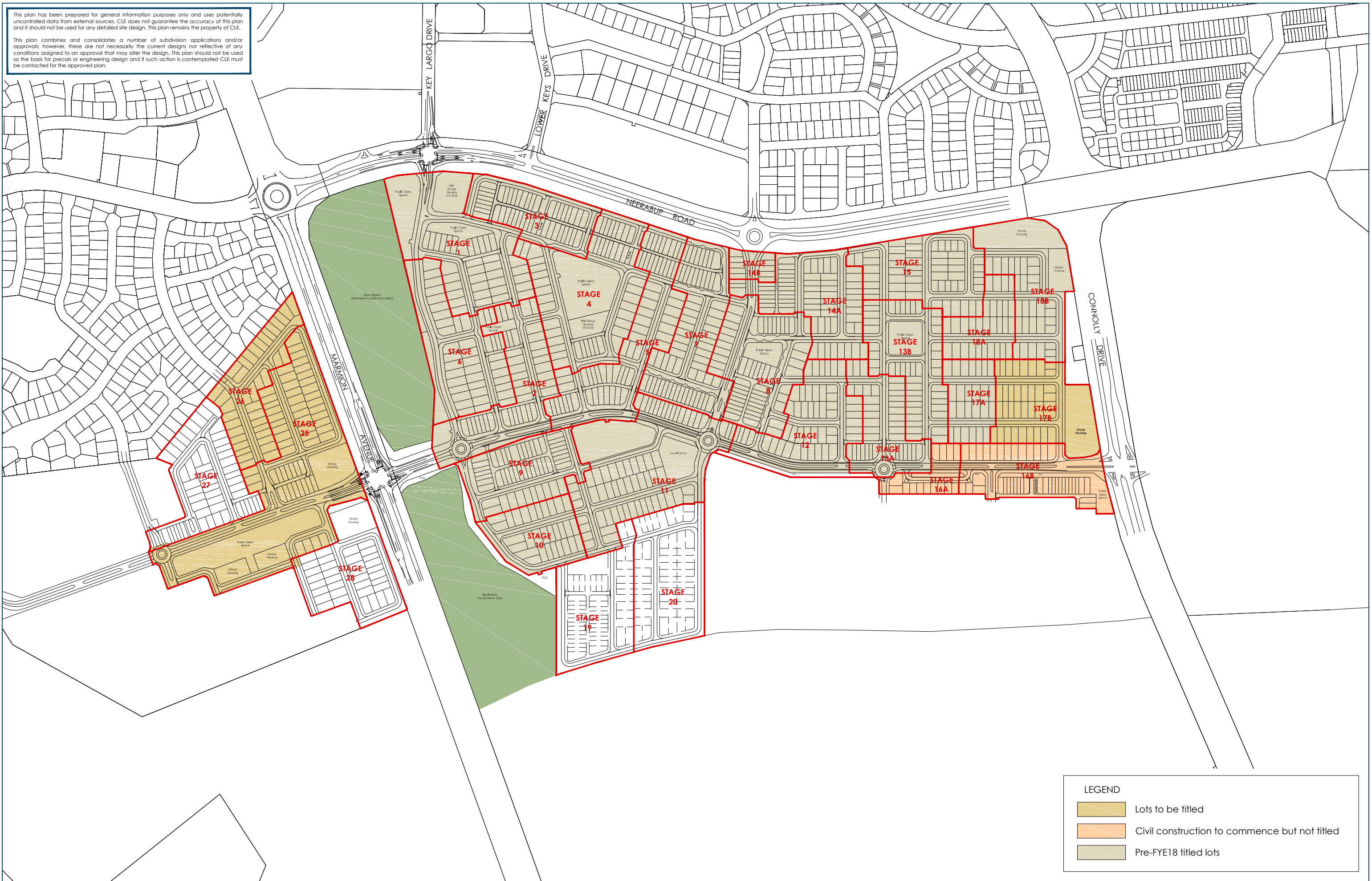
30-Apr-19

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	3,521,886	614,504	4,136,389	38	38	-	108,852	37	4,027,537	108,852	108,852
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	9	907,890	100,877	100,877
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	1,306,098	876,513	2,182,611	31	31	-	70,407	23	1,619,356	563,254	70,407
140-02-025	8-Aug-2017	6,664,381	1,929,606	8,593,987	58	58	-	148,172	39	5,778,715	2,815,271	148,172
140-01-17B	22-May-2018	1,555,232	1,222,995	2,778,227	36	36	-	77,173	10	771,730	2,006,497	77,173
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
71,195,918		20,456,482	91,652,400	972	972	-			913	85,331,774	6,320,626	

Appendix 9.5

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

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



LEGEND

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

Appendix 9.6

14 May 2019

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

Dear Tony,

Proposed Catalina FY2020 Budget

Please find attached the FY2020 Catalina Budget. The budget has incorporated the request received from TPRC on 29 April which instructed;

- i. WAPC Land – deferral of payment for the acquisition of WAPC land to FYE2020 and FYE2021;
- ii. Distribution to Member Local Governments – provision of information on the viability of the inclusion of a distribution to local governments in FYE2020;
- iii. Grove Earthworks – deferral of Earthworks to FYE2021

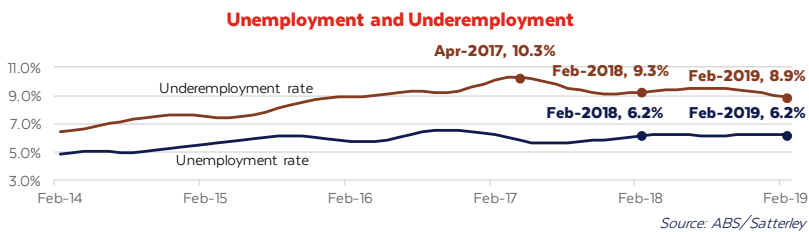
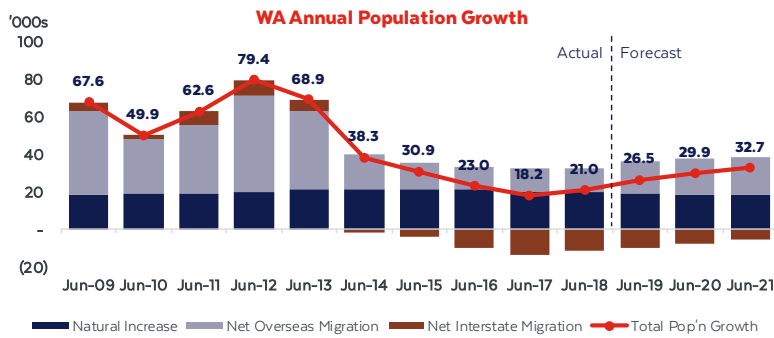
The review is discussed under the following headings:

1. WA Market Overview
2. Budget Comparisons
3. Financial Year Ending 2019 (FY2019)
4. Operations for Financial Year Ending 2020 (FY2020)
5. Review of FY2020
6. Key Risks for Achieving FY2020 Budget
7. Overview of Financial Year Ending 2021 (FY2021)
8. Project Forecast
9. Assumptions
10. Civil Construction Triggers
11. Cash Requirement, Capital Return and Profit Distributions

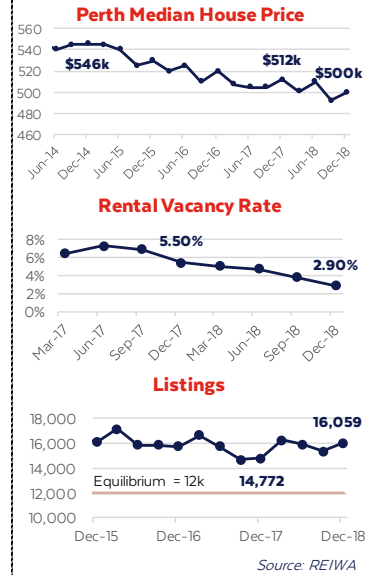
1. WA Market Overview

The graphic below provides a snapshot of the state of the WA property market at present and a brief history leading up to this point. It provides some context to the assumptions used in the Proposed Catalina FY2020 Budget.

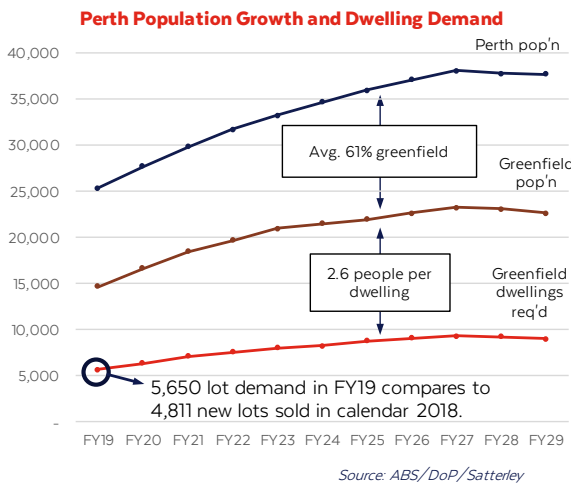
WA ECONOMY



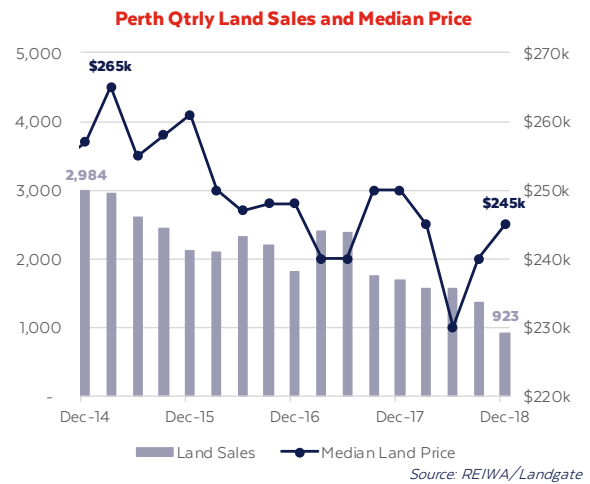
WA PROPERTY MARKET



DWELLING DEMAND



WA LAND MARKET



Summary

- Population growth improving. Some economists predicting net interstate migration figures to return to neutral by the end of FY21, but the consensus is for FY23.
- Overseas migration significantly lower than a decade ago, subject to Government intakes.
- Trend unemployment largely unchanged in 12 months, underemployment improving.
- Increased mining activity will help the overall jobs market and will be a key factor of wages growth. New jobs will drive interstate migration improvements.

- › Long term population growth forecasts for Perth suggests an almost doubling of new lot demand from around 5,000 lots per year to nearly 9,500 lots p.a. over the next decade.
- › High stock levels with over 17,000 houses, units and lots available in April 2019 (up from ~16,000 in Dec-18), well above the equilibrium of circa 12,000. Hard to see a quick turnaround in prices anytime soon.
- › Median rents stable with slight uptick in the Dec-18 quarter to \$360 per week. Low vacancy rate of just under 3%. Movement in total property listings suggests investors are choosing to sell their rentals, which could be finance related and a switch to principal and interest.
- › The outlook for the WA land market is low volumes with slow improvement. Population growth projections are encouraging, however excess land stock and difficulty for purchasers obtaining credit will ensure conditions remain tough.

2. Budget Comparisons

Budget review and analysis in this document for FY2019 compares to the budget approved in August 2018.

Budget review and analysis in this document for FY2020 and subsequent years, including the life-of-project forecast compares to the 2018 Project Forecast approved in June 2018.

3. Financial Year Ending 2019 (FY2019)

The key operations for the 2019 financial year as forecast in this review are as follows:

This review forecasts a cashflow before distributions of \$0.4m, which is \$5.2m higher than the budget approved in August 2018. The high-level areas of variance are summarised below:

- › 24 sales are forecast in FY2019, (26) lots less than the approved budget after a further deterioration in market conditions.
- › Gross income is forecast to be (\$4.6m) lower, which is driven by 16 fewer lot settlements and deferral of the Catalina Central sales office settlement, partially offset by reduced direct selling costs. The \$2.2m reduction in direct selling costs includes a \$0.75m saving on unused rebates taken up, \$0.6m reduction on fees from lower income and \$0.85m of rebates deferred.
- › Development costs are forecast to be \$9.8m lower than the budget approved in August 2018, driven by deferral of the first \$5.1m WAPC Land Acquisition payment to FY2020 and lower production costs. Lot production is \$2.1m lower driven by \$1.8m of deferred Stage 26 costs and \$0.1m savings in final claims for completed stages. Landscaping is lower by \$1.8m, driven by deferrals across several jobs including \$0.4m of Stage 11 Landscaping Phase 2, \$0.25m for

stage 17 landscaping, \$0.15m for the stage 25 Greenlink in Catalina Beach, \$0.1m for BCA North and \$0.1m for BCA South. The FY2019 forecast sees a \$0.6m reduction in contingency through deferred works.

- › Distributions for FY2019 are forecast as \$4m as per the budget approved in August 2018.

4. Operations for Financial Year Ending 2020 (FY2020)

The key operations for the 2020 financial year as forecast in this review are as follows:

1. Distributions are (\$11m) lower from the 2018 Project Forecast at \$3m.
2. Forecast sales of 31 lots (-99 from the 2018 Project Forecast).
3. Forecast settlements of 26 lots (-87 from the 2018 Project Forecast).
4. Forecast gross income of \$7.3m.
5. 38 forecast titles to be issued for stage 26.
6. Total earthworks and civil construction costs for the year of \$1.9m.
7. Landscaping in Catalina Central will include \$0.8m for Stage 11 Landscaping Phase Two, \$0.3m for Stage 17 Landscaping, \$0.2m for BCA North and South, \$0.1m for Central upgrades and \$0.1m for Greenlink Bore. Catalina Beach landscaping will include \$0.3m for completion of the stage 25 Greenlink works and \$0.3m for the Foreshore Reserve Interface. Overall costs include \$0.2m in consultancy fees and \$0.1m in Marmion Avenue Planting. Total landscaping of \$2.9m budgeted.
8. Net infrastructure costs of \$1.4m are forecast for FY2020 with costs including \$1.0m for the Catalina Beach North/South Dual Use Path, \$0.7m for initial Foreshore Access Road works, \$0.4m to begin the Portofino Promenade Extension and \$0.4m for initial Connolly Drive Intersection costs, offset by a \$1.3m refund due for the waste water pump station in Catalina Beach.

5. Review of FY2020

This review forecasts a cashflow before distributions of (\$7.2m) for the year to 30 June 2020, compared to \$12.3m cashflow in the 2018 Project Forecast, with the net variance driven by reduced settlement volumes and deferral of the WAPC land acquisition. The main areas of variance are summarised below:

- › Annual sales for FY2020 have reduced by (99) lots to 31 for the year, with the 2018 Project Forecast forecasting sales in stage 16B in Catalina Central, stage 27 in Catalina Beach and stage 36 in Catalina Grove which have all been deferred.
- › Forecast settlements have reduced by (87) lots to 26 lots in FY2020 following the lower sales forecast. Lot income is (\$19.8m) lower than the 2018 Project Forecast, with the most notable reductions from stage 36 (\$9.3m), stage 26 (\$5.7m) and stage 16B (\$4.6m). Total lot income is forecast at \$8.6m in FY2020.

- › Other income has decreased by (\$3.2m) from the 2018 Project Forecast. The proposed budget forecasts only the \$0.5m settlement of the Catalina Central sales office. Previously, the 2018 Project Forecast assumed settlement of two School Site GHS lots for \$2.2m, a stage 25 GHS lot in Catalina Beach for \$0.7m and \$0.8m for the Catalina Central Demonstration/Innovation lot.
- › The first of two \$5.1m payments for the WAPC land acquisition is now budgeted for in FY2020 (previously one \$10.2m payment in FY2018).
- › Infrastructure costs have increased by (\$0.5m), which is the net result of the following:
 - (\$1.1m) costs included for North/South Dual Use Path (new item);
 - (\$0.7m) costs for Foreshore Access Road deferred from FY2019;
 - (\$0.5m) Primary School Site reimbursements deferred to FY2023/FY2024;
 - (\$0.4m) costs for Portofino Promenade deferred from FY2019;
 - (\$0.4m) costs for Connolly Drive Intersection deferred from FY2018/FY2019; offset by
 - \$1.4m deferral of Catalina Grove Pump Station to FY2025; and
 - \$1.2m Catalina Beach Pump Station refund deferred from FY2019.
- › Special site and other development costs are \$1.4m lower due to the deferral of \$0.5m in build costs for a demonstration lot (now FY2021) and \$0.9m of cost for the group housing school sites (now FY2023).
- › Lot production costs in total for FY2020 are \$6.5m lower compared to the 2018 Project Forecast, with variances including the following differences:
 - \$2.9m of costs for Stage 27 in Catalina Beach deferred to FY2022;
 - \$2.7m costs for Stage 36 in Catalina Grove deferred to FY2023;
 - \$2.5m costs for Stage 37 in Catalina Grove deferred to FY2024/FY2025;
 - \$0.2m deferred earthworks costs for stages 29-31 and 41-44;
 - \$0.1m costs for Stage 38 in Catalina Grove deferred to FY2025; offset by
 - (\$1.5m) costs for Stage 26 deferred from FY2018/FY2019;
 - Inclusion of (\$0.4m) costs for stage 18C residential, previously two stage 18B group housing sites but now developed as residential lots.
- › Landscaping works have increased by (\$0.5m) overall compared to the 2018 Project Forecast, with variances including the following notable differences:
 - (\$0.8m) costs for Stage 11 Phase 2 deferred from FY2018;
 - (\$0.3m) for Stage 17 landscaping deferred from FY2018;
 - (\$0.3m) for Catalina Beach Greenlink Stage 25 deferred from FY2018;
 - (\$0.3m) for Catalina Beach Foreshore Reserve Interface brought forward from FY2022;
 - (\$0.3m) for BCA North and South and Marmion Shrub Planting deferred from FY2017/FY2018; offset by
 - \$1.1m costs for Catalina Grove landscaping deferred to FY2024; and
 - \$0.4m for Connolly Drive Median Upgrades deferred to FY2023/FY2024.

6. Key Risks for Achieving FY2020 Budget

The following are key risks for TPRC receiving budgeted revenue in accordance with this review:

- › Achieving forecast sales rates;
- › Settlements forecast for FY2020 being deferred to FY2021, resulting in lower revenue being achieved in FY2020;
- › Acquisition of WAPC land does not occur in FY20 or full settlement costs are required in FY20;
- › WAPC request a larger purchase price for the acquisition of their land than budgeted;
- › Achieving anticipated sales prices; and
- › Higher than expected fallover rates for sales resulting in delayed settlements.

7. Overview of Financial Year Ending 2021

This review forecasts cashflow before distributions of (\$2.3m) for the year to 30 June 2021, which is (\$23.5m) lower than the 2018 Project Forecast. The high-level areas of variance are summarised below:

- › Gross income has decreased by (\$27.5m) due to (\$29m) lower lot income from 101 fewer settlements, a (\$1.5m) reduction in special sites income through deferred settlements, partially offset by \$3m deferred direct selling costs.
- › Overall development costs are \$4m lower in FY2021 than previously forecast, driven by \$10.5m of deferred lot production costs and \$2.2m deferred landscaping, partially offset by the second (\$5.1m) WAPC land acquisition payment deferred from the prior year and (\$3.6m) higher net infrastructure due to (\$1m) deferred costs from prior years and the (\$2.6m) refund for the Catalina Grove Pump Station deferred to FY2027.
- › Forecast distributions for FY2021 are (\$18m) lower than the 2018 Project Forecast, however the forecast cash balance is \$9.5m higher at \$24.8m at 30 June 2021.

Due to excess land stock and the current issues for some purchasers obtaining credit Satterley have prepared the budget based on low sales volumes and a slow improvement in the WA land market. If these factors change and sales increase the project is well positioned to capitalise on any potential increase in sales. Subdivision approval for approximately 100 lots is held for Catalina Central and approximately 120 lots held for Catalina Beach.

8. Project Forecast

Market conditions seen in the preceding years have led to a significant decline in sales and lot prices on the project. The decline in sales volumes and prices have had a compounding effect on the overall project forecast. A snapshot of some of these factors and relevant market commentary are;

- Annual population growth peaked at nearly 80,000 in June 2012, dropped to just over 18,000 in the twelve months to June 2017 (ABS)
- Post-GFC trend unemployment rate low of 3.8% in June 2012. 2012 trend unemployment rate averaged 4%, compared to 6.2% in 2018. (ABS)
- Median land price of \$261,000 in 2014, median of \$222,000 in 2018. Perth lot sales of 11,805 in 2014, 4,811 in 2018 – a 59% reduction (UDIA State of The Land Report, March 2019)

- Median Perth house price of \$550k in March 2014 quarter, median price of \$500k in December 2018 quarter (REIWA)
- “Housing prices in Perth have been declining for some years. The peak in housing prices in Perth was in the middle of 2014. This followed a period of strong housing price growth as the population of Western Australia increased strongly during the mining investment boom and housing construction took longer to ramp up. When housing construction did respond, however, population growth had slowed markedly and housing prices started to fall. Median housing prices have fallen by around 12 per cent since 2014. This has clearly been a difficult time for many homeowners in Western Australia. There are some households that are having difficulty meeting repayments, as evidenced by a rising arrears rate in Western Australia.” – Michele Bullock, Assistant Governor, Reserve Bank of Australia (March 2019)
- “The continuation of challenging market conditions in Perth is underscored by another year of modest output with a total of 6,670 releases which while only 5% lower than 2017 represented a 24% decline on the ten-year average.” – UDIA State of The Land Report, March 2019
- “Despite the improving broader economy, the property market continues to face headwinds in 2018. The tightening of lending criteria by the banking sector, coupled with recent rate increases in the retail mortgage sector and lower property valuations, continues to make accessing the housing market difficult, particularly for those on low to moderate incomes. As a result, First Home Buyers (FHB) have been particularly hard-hit, with WA finance commitments for owner-occupier FHBs (excluding refinancing) falling 13% to 27,294 for the year, as compared to 31,460 in 2017.” – UDIA State of The Land Report, March 2019

This review forecasts an overall net cash profit of \$326.8m for the life of the project which is (\$13.7m) lower than the 2018 Project Forecast.

9. Assumptions

Achieving title dates, and therefore the revenue streams, as described in this review are dependent on obtaining planning and engineering approvals. Any deferment of the commencement of works will result in titles being deferred, which could impact the current distribution profile for FY2020 and FY2021.

Additionally, the timeframes provided by the engineers are dependent on the civil contractor being able to achieve these timeframes.

Stage	Lots	Titles
26	38	Sep-19

Escalation onset has been deferred two years from the previous approved budget and is now assumed from July 2021 onwards at the reduced rates shown below.

CATALINA | Escalation Rates

INCOME					
From	Jan-11	Jul-18	Jul-19	Jul-20	Jul-21
To	Jun-18	Jun-19	Jun-20	Jun-21	End
Current - May-19	0.0%	0.0%	0.0%	0.0%	3.0%
2018 Project Forecast	0.0%	0.0%	4.0%	4.0%	4.0%
COST					
From	Jan-11	Jul-18	Jul-19	Jul-20	Jul-21
To	Jun-18	Jun-19	Jun-20	Jun-21	End
Current - May-19	0.0%	0.0%	0.0%	0.0%	2.0%
2018 Project Forecast	0.0%	0.0%	2.5%	2.5%	2.5%

10. Civil Construction Triggers

Civil construction triggers remain in place to ensure the project does not overcommit civil construction to protect against any further downturn in market conditions. The triggers ensure the risk to the project is minimised by only committing to construction if stock reduces to a certain level.

As the Central and Beach precincts appeal to different target markets and will have different sales rates, we continue to recommend separate sales triggers for each.

The recommended trigger closing stock level for this budget review remains unchanged from previously advised - 20 lots for Catalina Central and 20 lots for Catalina Beach. A lot is no longer considered stock once an offer is received from a purchaser at or above the list price or a lot is withheld from release by the TPRC.

11. Cash Requirement, Capital Return and Profit Distributions

This review forecasts a minimum cash balance for the project of \$30.1m in FY2020 and \$24.8m in FY2021. Approximately \$15m is maintained as a minimum ongoing cash throughout the duration of the project.

The ability to pay dividends is limited by the volume of settlements being achieved, the amount of development costs incurred, and the cash balance remaining above \$15m. Satterley believe that the ability to provide a distribution of \$3m is available in FY2020. However, would suggest a more conservative approach of \$1m in December and subject to a review in the mid-year budget the further \$2m is distributed in June.

Life of project distributions are now forecast as follows;

CATALINA | Profit Distribution Capacity

FINANCIAL YEAR	CURRENT MAY-19	2018 PROJECT FORECAST	VARIANCE	CUMULATIVE VARIANCE
PTD FY17	53,700,000	53,700,000	-	-
FY18	4,000,000	3,000,000	1,000,000	1,000,000
FY19	4,000,000	7,000,000	(3,000,000)	(2,000,000)
FY20	3,000,000	14,000,000	(11,000,000)	(13,000,000)
FY21	3,000,000	21,000,000	(18,000,000)	(31,000,000)
FY22	8,000,000	24,000,000	(16,000,000)	(47,000,000)
FY23	-	23,000,000	(23,000,000)	(70,000,000)
FY24	10,000,000	28,000,000	(18,000,000)	(88,000,000)
FY25	13,000,000	34,000,000	(21,000,000)	(109,000,000)
FY26	28,000,000	31,000,000	(3,000,000)	(112,000,000)
FY27	26,000,000	46,000,000	(20,000,000)	(132,000,000)
FY28	28,000,000	39,000,000	(11,000,000)	(143,000,000)
FY29	28,000,000	16,000,000	12,000,000	(131,000,000)
FY30	26,000,000	794,729	25,205,271	(105,794,729)
FY31	45,000,000	-	45,000,000	(60,794,729)
FY32	34,000,000	-	34,000,000	(26,794,729)
FY33	-	-	-	(26,794,729)
FY34	13,050,225	-	13,050,225	(13,744,504)
TOTAL	326,750,225	340,494,729	(13,744,504)	(13,744,504)

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

Yours sincerely



Carl Buckley
Project Director

CATALINA | Summary

CATEGORY	CURRENT MAY-19	2018 PROJECT FORECAST	VARIANCE
Total Lots	2,525	2,489	36
Residential area	787,054m ²	786,761m ²	293m ²
Special sites area	100,503m ²	110,748m ²	(10,245m ²)
GROSS INCOME			
Income - Lots	711,953,573	724,700,240	(12,746,667)
Income - Special Sites	37,587,761	40,506,393	(2,918,632)
Income - Other	255,298	230,717	24,581
Direct Selling Expenses	82,578,942	83,661,510	1,082,568
GROSS INCOME	667,217,690	681,775,840	(14,558,151)
DEVELOPMENT COSTS			
Land	10,206,000	10,206,000	-
Consultants	9,690,793	9,106,160	(584,633)
Infrastructure	15,910,404	15,821,974	(88,430)
Special Sites/Other Development	4,802,964	4,853,544	50,581
Lot Production	208,266,542	213,183,896	4,917,353
Landscape	55,417,451	52,971,398	(2,446,052)
Marketing	7,924,475	8,664,422	739,947
Community Development	2,634,059	2,224,981	(409,077)
Administration	14,854,996	12,722,435	(2,132,561)
Finance/Bonds	-	-	-
Contingency	10,759,781	11,526,301	766,520
DEVELOPMENT COSTS	340,467,465	341,281,111	813,646
PROJECT PROFIT	326,750,225	340,494,729	(13,744,504)
Project IRR	15.6%	18.4%	(2.9%)
Profit on Cost	96.0%	99.8%	(3.8%)
Profit /Lot	129,406	136,800	(7,394)

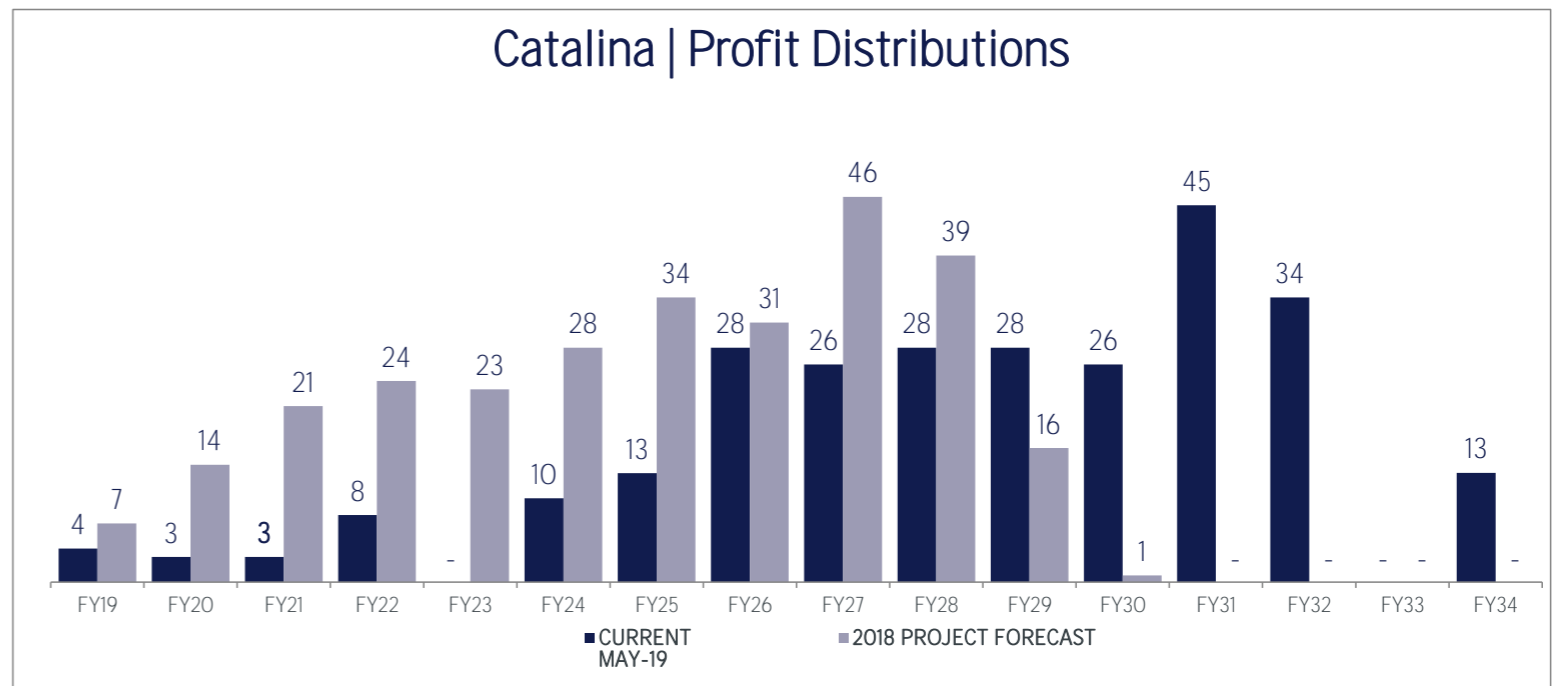
CURRENT MAY-19 PER LOT	2018 PROJECT FORECAST PER LOT	PER LOT VARIANCE
2,525	2,489	36
312m ²	316m ²	(4m ²)
281,962	291,161	(9,199)
14,886	16,274	(1,388)
32,705	33,612	908
264,245	273,916	(9,679)
4,042	4,100	58
3,838	3,659	(179)
6,301	6,357	56
1,902	1,950	48
82,482	85,650	3,169
21,948	21,282	(665)
3,138	3,481	343
1,043	894	(149)
5,883	5,111	(772)
-	-	-
4,261	4,631	370
134,839	137,116	2,277
129,406	134,849	(5,443)

Note: All IRR calculations assume a notional land payment of \$77.4m at commencement of the project.

FEASIBILITY	VARIANCE
2,310	215
828,075m ²	(41,021m ²)
7,826m ²	92,677m ²
797,371,531	(85,417,958)
2,997,655	34,590,106
130,908,852	48,329,910
669,460,334	(2,497,942)
-	(10,206,000)
5,672,600	(4,018,193)
26,107,961	10,197,557
935,121	(3,867,843)
245,536,927	37,270,384
36,363,281	(19,054,169)
11,234,127	3,309,652
2,904,656	270,597
11,881,589	(2,973,407)
-	-
17,031,813	6,272,032
357,668,075	17,200,610
311,792,259	14,957,966
18.2%	(2.7%)
87.2%	8.8%
134,975	(5,569)

CATALINA | Profit Distributions

FINANCIAL YEAR	CURRENT MAY-19	2018 PROJECT FORECAST	VARIANCE	CUMULATIVE VARIANCE
PTD FY17	53,700,000	53,700,000	-	-
FY18	4,000,000	3,000,000	1,000,000	1,000,000
FY19	4,000,000	7,000,000	(3,000,000)	(2,000,000)
FY20	3,000,000	14,000,000	(11,000,000)	(13,000,000)
FY21	3,000,000	21,000,000	(18,000,000)	(31,000,000)
FY22	8,000,000	24,000,000	(16,000,000)	(47,000,000)
FY23	-	23,000,000	(23,000,000)	(70,000,000)
FY24	10,000,000	28,000,000	(18,000,000)	(88,000,000)
FY25	13,000,000	34,000,000	(21,000,000)	(109,000,000)
FY26	28,000,000	31,000,000	(3,000,000)	(112,000,000)
FY27	26,000,000	46,000,000	(20,000,000)	(132,000,000)
FY28	28,000,000	39,000,000	(11,000,000)	(143,000,000)
FY29	28,000,000	16,000,000	12,000,000	(131,000,000)
FY30	26,000,000	794,729	25,205,271	(105,794,729)
FY31	45,000,000	-	45,000,000	(60,794,729)
FY32	34,000,000	-	34,000,000	(26,794,729)
FY33	-	-	-	(26,794,729)
FY34	13,050,225	-	13,050,225	(13,744,504)
TOTAL	326,750,225	340,494,729	(13,744,504)	(13,744,504)



CATALINA | Escalation Rates

INCOME					
From	Jan-11	Jul-18	Jul-19	Jul-20	Jul-21
To	Jun-18	Jun-19	Jun-20	Jun-21	End
Current - May-19	0.0%	0.0%	0.0%	0.0%	3.0%
2018 Project Forecast	0.0%	0.0%	4.0%	4.0%	4.0%
COST					
From	Jan-11	Jul-18	Jul-19	Jul-20	Jul-21
To	Jun-18	Jun-19	Jun-20	Jun-21	End
Current - May-19	0.0%	0.0%	0.0%	0.0%	2.0%
2018 Project Forecast	0.0%	0.0%	2.5%	2.5%	2.5%

CATALINA | Sales Rates

SALES RATES	CURRENT MAY-19	2018 PROJECT FORECAST	VARIANCE
PTD FY2017	849	849	-
FYE2018	52	85	(33)
FYE2019	24	100	(76)
FYE2020	31	130	(99)
FYE2021	47	150	(103)
FYE2022	64	163	(99)
FYE2023	84	203	(119)
FYE2024	103	193	(90)
FYE2025	120	195	(75)
FYE2026	156	199	(43)
FYE2027	176	185	(9)
FYE2028	194	37	157
FYE2029	194	-	194
FYE2030	193	-	193
FYE2031	168	-	168
FYE2032	70	-	70
Total	2,525	2,489	36
Final Sale	Dec-31	Mar-28	+45 Mths
Final Settlement	May-32	Aug-28	+45 Mths

FEASIBILITY	VARIANCE
972	(123)
180	(128)
180	(156)
180	(149)
180	(133)
180	(116)
180	(96)
180	(77)
78	42
-	156
-	176
-	194
-	194
-	193
-	168
-	70
2,310	215
Dec-24	+84 Mths
Mar-25	+86 Mths

CATALINA | Annual Cashflow (May 2019)

CATEGORY	PROJECT TOTAL	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
STOCK											
Sales Release	2,525	908	31	51	45	52	49	75	131	78	126
Sales	2,525	849	52	24	31	47	64	84	103	120	156
Titles	2,525	872	94	-	38	35	97	75	35	144	108
Settlements	2,525	815	70	28	26	37	65	74	95	114	136
Closing Stock	-	59	38	65	79	84	69	60	88	46	16
Contracts on Hand	-	34	16	12	17	27	26	36	44	50	70
<i>Settled Area - Residential</i>											
<i>Settled Area - Special Sites</i>											
AVERAGE SETTLEMENT PRICE	281,962	253,101	318,143	290,763	330,534	254,777	265,039	260,252	262,640	285,740	279,112
GROSS INCOME											
Income - Lots	711,953,573	206,277,500	22,270,000	8,141,357	8,593,874	9,426,750	17,227,508	19,258,637	24,950,829	32,574,372	37,959,248
Income - Special Sites	37,587,761	2,602,500	-	1,400,000	480,000	2,412,350	2,265,135	-	2,249,788	3,518,302	12,876,495
Income - Other	255,298	230,717	11,818	12,763	-	-	-	-	-	-	-
Direct Selling Expenses	82,578,942	17,335,831	2,022,444	1,499,309	1,795,018	1,692,927	2,193,926	2,641,335	2,908,013	3,902,058	5,854,844
GROSS INCOME	667,217,690	191,774,886	20,259,374	8,054,812	7,278,856	10,146,173	17,298,717	16,617,302	24,292,604	32,190,617	44,980,899
<i>Average Gross Income /m² - Residential</i>	-	-	-	-	-	-	-	-	-	-	-
<i>Average Gross Income /m² - Special Sites</i>	-	-	-	-	-	-	-	-	-	-	-
DEVELOPMENT COSTS											
Land	10,206,000	-	-	-	5,103,000	5,103,000	-	-	-	-	-
Consultants	9,690,793	2,483,674	362,844	486,616	575,247	576,570	598,925	595,394	625,343	604,741	634,966
Infrastructure	15,910,404	10,610,685	1,805,837	134,185	1,409,141	1,055,020	714,213	1,596,039	(1,307,154)	1,602,284	620,528
Special Sites/Other Development	4,802,964	880,242	284,229	795,482	118,297	666,667	133,472	899,769	527,829	496,977	-
Lot Production	208,266,542	72,838,671	2,191,024	1,675,105	1,930,449	1,190,215	9,908,791	8,402,822	4,375,371	12,500,072	10,857,749
Landscape	55,417,451	9,467,966	5,298,719	2,752,327	2,906,368	1,723,842	4,528,571	2,938,956	7,289,699	2,015,601	2,028,201
Marketing	7,924,475	1,887,005	216,406	494,000	350,000	400,000	353,815	220,858	276,281	328,377	435,507
Community Development	2,634,059	205,959	85,599	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500
Administration	14,854,996	2,314,892	521,855	731,953	1,127,427	1,006,080	1,008,553	1,016,914	1,023,507	1,025,919	1,024,287
Finance/Bonds	-	(1,827,575)	859,820	183,419	50,000	(42,189)	(350,000)	700,000	-	-	-
Contingency	10,759,781	-	(0)	210,285	685,621	595,695	871,942	793,163	650,169	938,324	789,687
DEVELOPMENT COSTS	340,467,465	98,861,518	11,626,334	7,655,872	14,448,050	12,467,399	17,960,783	17,356,415	13,653,545	19,704,795	16,583,425
<i>Average Cost/m² - Developments</i>	-	-	-	-	-	-	-	-	-	-	-
<i>Average Cost/m² - Overheads</i>	-	-	-	-	-	-	-	-	-	-	-
CASHFLOW	326,750,225	92,913,368	8,633,040	398,939	(7,169,194)	(2,321,226)	(662,065)	(739,113)	10,639,060	12,485,822	28,397,474
<i>Average Net Cashflow/m²</i>	-	-	-	-	-	-	-	-	-	-	-
Capital Calls	(13,300,000)	(13,300,000)	-	-	-	-	-	-	-	-	-
Capital Returns	13,300,000	13,300,000	-	-	-	-	-	-	-	-	-
PROFIT DISTRIBUTIONS	326,750,225	53,700,000	4,000,000	4,000,000	3,000,000	3,000,000	8,000,000	-	10,000,000	13,000,000	28,000,000
Cash Balance at Year End	-	39,213,368	43,846,407	40,245,347	30,076,153	24,754,927	16,092,862	15,353,748	15,992,808	15,478,630	15,876,104

CATEGORY	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
STOCK								
Sales Release	204	204	168	205	138	60	-	-
Sales	176	194	194	193	168	70	-	-
Titles	174	204	174	229	139	107	-	-
Settlements	166	193	191	193	187	135	-	-
Closing Stock	44	54	28	40	10	-	-	-
Contracts on Hand	80	81	84	84	65	-	-	-
<i>Settled Area - Residential</i>								
<i>Settled Area - Special Sites</i>								
AVERAGE SETTLEMENT PRICE	278,020	280,343	289,270	282,700	357,830	357,703	-	-
GROSS INCOME								
Income - Lots	46,151,393	54,106,232	55,250,590	54,561,146	66,914,164	48,289,972	-	-
Income - Special Sites	675,305	1,607,012	421,705	1,644,530	987,526	4,447,113	-	-
Income - Other	-	-	-	-	-	-	-	-
Direct Selling Expenses	5,186,514	6,341,584	6,678,033	6,918,795	7,299,111	6,331,566	1,977,635	-
GROSS INCOME	41,640,184	49,371,661	48,994,263	49,286,881	60,602,578	46,405,519	(1,977,635)	-
<i>Average Gross Income /m² - Residential</i>	-	-	-	-	-	-	-	-
<i>Average Gross Income /m² - Special Sites</i>	-	-	-	-	-	-	-	-
DEVELOPMENT COSTS								
Land	-	-	-	-	-	-	-	-
Consultants	600,195	531,940	336,997	340,868	172,513	163,958	-	-
Infrastructure	(2,330,375)	-	-	-	-	-	-	-
Special Sites/Other Development	-	-	-	-	-	-	-	-
Lot Production	13,138,386	15,400,863	16,646,729	18,426,492	12,005,191	6,778,613	-	-
Landscape	2,022,546	2,332,112	2,025,616	2,142,295	1,839,439	4,105,194	-	-
Marketing	501,258	563,676	575,053	583,636	518,290	220,313	-	-
Community Development	192,500	192,500	192,500	100,000	75,000	50,000	-	-
Administration	972,716	827,957	566,017	536,900	505,944	429,077	151,131	63,868
Finance/Bonds	350,000	350,000	-	(700,000)	-	426,524	-	-
Contingency	754,861	992,452	1,017,146	1,106,510	755,819	587,358	7,557	3,193
DEVELOPMENT COSTS	16,202,088	21,191,500	21,360,058	22,536,701	15,872,195	12,761,037	158,688	67,062
<i>Average Cost/m² - Developments</i>	-	-	-	-	-	-	-	-
<i>Average Cost/m² - Overheads</i>	-	-	-	-	-	-	-	-
CASHFLOW	25,438,096	28,180,160	27,634,204	26,750,181	44,730,383	33,644,482	(2,136,323)	(67,062)
<i>Average Net Cashflow/m²</i>	-	-	-	-	-	-	-	-
Capital Calls	-	-	-	-	-	-	-	-
Capital Returns	-	-	-	-	-	-	-	-
PROFIT DISTRIBUTIONS	26,000,000	28,000,000	28,000,000	26,000,000	45,000,000	34,000,000	-	13,050,225
Cash Balance at Year End	15,314,199	15,494,360	15,128,564	15,878,745	15,609,127	15,253,610	13,117,286	-

CATALINA | FY19 Cashflow (May 2019)

CATEGORY	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	FY19 TOTAL	APPROVED (AUG-18)	VARIANCE
Sales - Stage 17A	1	-	1	(2)	-	-	-	-	-	-	-	1	1	2	(1)
Sales - Stage 17B	-	1	2	2	1	(2)	-	-	1	-	-	1	6	15	(9)
Sales - Stage 18B	-	1	-	-	1	-	-	-	(1)	-	1	-	2	8	(6)
Sales - Stage 25	1	2	1	2	1	(1)	1	-	2	3	-	-	12	15	(3)
Sales - Stage 26	-	-	-	-	-	-	-	-	-	1	1	1	3	10	(7)
Total Sales	2	4	4	2	3	(3)	1	-	2	4	2	3	24	50	(26)
Titles	-	-	-	-	-	-	-	-	-	-	-	-	-	38	(38)
Settlements	2	3	2	1	6	1	2	3	4	1	1	2	28	44	(16)
Contracts on hand	16	17	19	19	16	12	11	8	6	9	11	12	12	21	(9)
Average Settlement Price	149,000	260,667	300,000	298,000	335,500	298,000	288,500	278,000	294,050	279,000	357,971	314,093	290,763	327,405	(36,643)
GROSS INCOME															
Income - Stage 14B	-	-	-	-	-	-	-	-	-	-	-	-	-	245,000	(245,000)
Income - Stage 17A	-	-	-	-	-	-	-	257,000	-	-	-	-	257,000	927,000	(670,000)
Income - Stage 17B	298,000	-	335,000	-	257,000	298,000	577,000	-	335,000	279,000	-	-	2,379,000	2,366,720	12,280
Income - Stage 18A	-	-	-	-	335,000	-	-	-	-	-	-	-	335,000	335,000	-
Income - Stage 18B	-	298,000	265,000	298,000	-	-	-	335,000	-	-	-	270,214	1,466,214	2,939,628	(1,473,414)
Income - Stage 25	-	484,000	-	-	1,421,000	-	-	242,000	841,200	-	357,971	357,971	3,704,143	4,840,934	(1,136,791)
Income - Stage 26	-	-	-	-	-	-	-	-	-	-	-	-	-	2,751,553	(2,751,553)
Income - Lots Total	298,000	782,000	600,000	298,000	2,013,000	298,000	577,000	834,000	1,176,200	279,000	357,971	628,186	8,141,357	14,405,835	(6,264,477)
Income - Special Sites	-	1,400,000	-	-	-	-	-	-	-	-	-	-	1,400,000	1,950,000	(550,000)
Income - Other	-	10,945	-	-	-	-	1,818	-	-	-	-	-	12,763	-	12,763
Direct Selling Expenses	61,886	167,771	57,358	34,589	203,975	52,602	73,032	92,720	230,987	145,922	202,917	175,550	1,499,309	3,734,358	2,235,050
GROSS INCOME	236,114	2,025,174	542,642	263,411	1,809,025	245,398	505,786	741,280	945,213	133,078	155,054	452,635	8,054,812	12,621,476	(4,566,665)
DEVELOPMENT COSTS															
Land	-	-	-	-	-	-	-	-	-	-	-	-	-	5,103,000	5,103,000
Consultants	23,444	7,500	5,457	10,580	11,035	15,706	146,722	36,503	92,962	43,440	46,633	46,633	486,616	627,487	140,871
Infrastructure	3,805	2,335	824	800	1,115	6,600	780	2,408	20,160	20,160	47,930	27,269	134,185	141,181	6,996
Special Sites/Other Development	-	-	37,223	79,762	14	349,829	6,041	93,526	22,995	22,995	91,549	91,549	795,482	919,300	123,818
Catalina Beach Bulk Earthworks Stgs 25-28	(680)	-	-	-	-	-	-	-	1,668	1,668	-	-	2,655	2,655	-
Catalina Grove Cell Bulk Earthworks Stgs 36-40	-	-	-	-	-	-	-	-	-	-	-	-	-	76,250	76,250
Lot Production - Completed Stages (final claims)	-	-	-	-	-	-	-	-	49,170	2,650	-	-	51,820	158,780	106,960
Lot Production - Stage 16A	-	-	-	-	-	-	-	-	-	-	-	-	-	95,097	95,097
Lot Production - Stage 17A	-	-	-	-	-	-	-	-	2,500	2,500	-	-	5,000	5,000	-
Lot Production - Stage 17B	1,832	-	5,630	740	-	-	(18,000)	-	185,951	185,951	2,439	1,466	366,010	371,978	5,969
Lot Production - Stage 18A	-	-	-	-	-	-	-	-	1,845	1,845	1,845	-	5,536	344,515	338,979
Lot Production - Stage 18B	-	-	-	-	-	-	-	-	-	-	552,909	549,399	1,102,308	763,329	(338,979)
Lot Production - Stage 25	-	-	-	-	-	-	-	-	32,661	32,661	10,510	10,510	86,341	86,341	(1)
Lot Production - Stage 26	-	-	7,364	-	-	-	-	-	12,018	12,018	12,018	12,018	55,435	1,750,411	1,694,976
Lot Production - Stage 27	-	-	-	-	-	-	-	-	-	-	-	-	-	24,611	24,611
Landscape	81,687	178,992	387,127	212,870	62,374	15,921	407,857	182,809	323,626	267,137	314,401	317,527	2,752,327	4,528,779	1,776,452
Marketing	7,876	9,938	5,619	50,900	9,906	45,746	37,608	16,541	77,466	77,466	77,466	77,466	494,000	494,000	-
Community Development	14,389	7,065	1,200	295	3,618	17,632	1,459	5,317	35,382	35,382	35,382	35,382	192,500	192,500	-
Administration	10,892	95,446	19,561	68,387	42,596	127,442	10,698	77,798	69,783	69,783	69,783	69,783	731,953	869,990	138,037
Finance/Bonds	-	-	(20)	20	(37)	(20,227)	-	-	(0)	-	199,757	-	179,493	86,868	(92,625)
Debtor/Creditor Movement	(138,380)	131,937	21,853	(28,433)	(15,062)	(71,150)	151,194	(48,032)	-	-	-	-	3,926	-	(3,926)
Contingency	-	-	-	-	-	-	-	-	46,409	38,783	63,143	61,950	210,285	827,760	617,475
DEVELOPMENT COSTS	4,865	433,213	491,836	395,921	115,560	487,498	744,359	366,869	974,594	814,437	1,525,767	1,300,953	7,655,872	17,469,832	9,813,960
CASHFLOW	231,249	1,591,961	50,806	(132,510)	1,693,465	(242,100)	(238,573)	374,411	(29,381)	(681,359)	(1,370,712)	(848,318)	398,939	(4,848,356)	5,247,295
Capital Calls	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Returns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Distributions	-	-	-	-	-	2,000,000	-	-	-	-	-	2,000,000	4,000,000	4,000,000	-
Cumulative Cash Balance	44,077,657	45,669,618	45,720,424	45,587,914	47,281,379	45,039,279	44,800,706	45,175,117	45,145,736	44,464,377	43,093,665	40,245,347	40,245,347	35,375,498	4,869,848
Cumulative Cash Balance Forecast (FY19 Budget)	44,864,061	45,310,145	43,208,436	43,742,761	43,068,747	40,963,190	39,970,892	39,658,456	40,685,441	35,884,713	35,984,530	35,375,498	35,375,498		
Cumulative Cash Balance Variance	(786,404)	359,474	2,511,988	1,845,153	4,212,632	4,076,088	4,829,814	5,516,661	4,460,295	8,579,664	7,109,134	4,869,848	4,869,848		

CATALINA | FY20 Cashflow (May 2019)

CATEGORY	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	FY20 TOTAL	2018 PROJECT FORECAST	VARIANCE
Sales - Stage 16B	-	-	-	-	-	-	-	-	-	-	-	-	-	5	(5)
Sales - Stage 17A	1	-	-	-	-	-	-	-	-	-	-	-	1	-	1
Sales - Stage 17B	-	-	1	-	1	-	1	1	1	1	1	1	8	-	8
Sales - Stage 18B	-	1	-	1	-	1	-	1	-	1	1	-	6	-	6
Sales - Stage 18C	-	-	-	-	-	-	-	-	-	-	2	2	4	-	4
Sales - Stage 25	-	1	-	1	-	1	-	1	-	1	-	1	6	10	(4)
Sales - Stage 26	1	-	1	-	1	-	1	-	1	-	1	-	6	22	(16)
Sales - Stage 27	-	-	-	-	-	-	-	-	-	-	-	-	-	18	(18)
Sales - Stage 36	-	-	-	-	-	-	-	-	-	-	-	-	-	48	(48)
Sales - Stage 37	-	-	-	-	-	-	-	-	-	-	-	-	-	27	(27)
Total Sales	2	2	2	2	2	2	2	3	2	3	5	4	31	130	(99)
Titles	-	-	38	-	-	-	-	-	-	-	-	-	38	124	(86)
Settlements	2	4	1	2	2	3	2	2	1	3	1	3	26	113	(87)
Contracts on hand	12	10	11	11	11	10	10	11	12	12	16	17	17	57	(40)
Average Settlement Price	357,971	324,729	275,321	343,109	343,109	341,592	319,851	329,176	371,684	310,330	374,339	310,472	330,534	250,859	79,675
GROSS INCOME															
Income - Stage 14B	-	225,000	-	-	-	-	-	-	-	-	-	-	225,000	-	225,000
Income - Stage 16A	-	-	-	-	-	-	-	-	-	-	-	-	-	1,312,691	(1,312,691)
Income - Stage 16B	-	-	-	-	-	-	-	-	-	-	-	-	-	4,550,538	(4,550,538)
Income - Stage 17A	-	-	-	322,500	322,500	-	-	-	-	-	-	-	645,000	-	645,000
Income - Stage 17B	-	-	-	-	-	-	272,000	-	-	272,000	-	272,000	816,000	-	816,000
Income - Stage 18B	-	-	275,321	-	-	277,875	-	279,152	-	279,790	-	280,216	1,392,354	-	1,392,354
Income - Stage 25	715,943	1,073,914	-	-	-	379,200	-	379,200	-	379,200	-	379,200	3,306,657	5,265,463	(1,958,806)
Income - Stage 26	-	-	-	363,719	363,719	367,701	367,701	-	371,684	-	374,339	-	2,208,863	7,876,999	(5,668,136)
Income - Stage 36	-	-	-	-	-	-	-	-	-	-	-	-	-	9,341,361	(9,341,361)
Income - Lots Total	715,943	1,298,914	275,321	686,219	686,219	1,024,776	639,701	658,352	371,684	930,990	374,339	931,416	8,593,874	28,347,052	(19,753,178)
Income - Special Sites	-	480,000	-	-	-	-	-	-	-	-	-	-	480,000	3,638,256	(3,158,256)
Income - Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Direct Selling Expenses	183,608	276,894	138,015	183,155	175,075	189,387	158,221	158,133	87,654	89,554	54,649	100,673	1,795,018	3,404,139	1,609,120
GROSS INCOME	532,335	1,502,020	137,306	503,064	511,144	835,389	481,480	500,219	284,030	841,436	319,690	830,743	7,278,856	28,581,169	(21,302,313)
DEVELOPMENT COSTS															
Land	-	-	-	-	-	5,103,000	-	-	-	-	-	-	5,103,000	-	(5,103,000)
Consultants	51,863	46,863	46,863	46,863	47,111	47,111	54,611	47,606	47,111	47,156	46,045	46,045	575,247	613,480	38,233
Infrastructure	37,410	37,410	11,644	11,644	11,644	(176,476)	11,644	11,644	11,644	356,061	356,061	728,811	1,409,141	928,586	(480,555)
Special Sites Development	78,177	10,873	10,873	10,873	1,250	1,250	1,250	1,250	1,250	1,250	-	-	118,297	1,533,792	1,415,495
Catalina Beach Bulk Earthworks Stgs 29-31	-	-	-	-	-	-	-	-	-	-	-	-	-	20,577	20,577
Catalina Grove Bulk Earthworks Stgs 41-44	-	-	-	-	-	-	-	-	-	-	-	-	-	172,496	172,496
Lot Production - Stage 17B	1,466	1,466	1,466	1,466	51	51	-	-	-	-	-	-	5,969	-	(5,969)
Lot Production - Stage 18C	-	15,933	15,933	15,933	15,933	15,933	15,933	15,933	15,933	15,933	152,650	152,650	448,700	-	(448,700)
Lot Production - Stage 26	362,336	400,790	362,336	350,318	-	-	-	-	-	-	-	-	1,475,780	-	(1,475,780)
Lot Production - Stage 27	-	-	-	-	-	-	-	-	-	-	-	-	-	2,895,832	2,895,832
Lot Production - Stage 28	-	-	-	-	-	-	-	-	-	-	-	-	-	18,797	18,797
Lot Production - Stage 36	-	-	-	-	-	-	-	-	-	-	-	-	-	2,713,825	2,713,825
Lot Production - Stage 37	-	-	-	-	-	-	-	-	-	-	-	-	-	2,508,034	2,508,034
Lot Production - Stage 38	-	-	-	-	-	-	-	-	-	-	-	-	-	149,658	149,658
Landscape	454,535	454,535	309,691	309,691	212,204	140,013	134,925	134,925	206,425	191,758	178,833	178,833	2,906,368	2,352,646	(553,722)
Marketing	29,167	29,167	29,167	29,167	29,167	29,167	29,167	29,167	29,167	29,167	29,167	29,167	350,000	401,803	51,803
Community Development	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	192,500	205,304	12,804
Administration	69,217	69,217	379,377	69,217	69,217	69,217	69,217	69,217	69,217	69,217	62,550	62,550	1,127,427	990,252	(137,175)
Finance/Bonds	-	-	-	-	-	-	-	-	-	50,000	-	-	50,000	-	(50,000)
Debtor/Creditor Movement	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Contingency	55,011	54,115	59,170	43,061	20,131	262,265	16,639	16,289	19,839	36,329	42,067	60,705	685,621	775,254	89,633
DEVELOPMENT COSTS	1,155,224	1,136,411	1,242,561	904,274	422,750	5,507,573	349,428	342,073	416,628	812,912	883,415	1,274,802	14,448,050	16,280,338	1,832,288
CASHFLOW	(622,888)	365,609	(1,105,255)	(401,210)	88,395	(4,672,184)	132,052	158,147	(132,598)	28,523	(563,725)	(444,059)	(7,169,194)	12,300,832	(19,470,025)
Capital Calls	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Returns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Distributions	-	-	-	-	-	-	-	-	-	-	-	3,000,000	3,000,000	14,000,000	(11,000,000)
Cumulative Cash Balance	39,622,458	39,988,067	38,882,813	38,481,603	38,569,997	33,897,814	34,029,866	34,188,012	34,055,414	34,083,938	33,520,212	30,076,153	30,076,153	15,036,130	15,040,023
Cumulative Cash Balance Forecast (2018 Project Forecast)	17,822,436	17,113,187	16,343,985	16,745,244	17,700,892	15,983,965	20,167,127	21,274,285	23,462,589	24,555,665	24,948,372	15,036,130	15,036,130		
Cumulative Cash Balance Variance	21,800,023	22,874,881	22,538,827	21,736,359	20,869,105	17,913,849	13,862,739	12,913,727	10,592,826	9,528,272	8,571,840	15,040,023	15,040,023		

CATALINA | FY21 Cashflow (May 2019)

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	2018 PROJECT FORECAST	VARIANCE
Sales - Stage 17B	1	1	1	1	1	1	1	1	1	1	1	1	12	-	12
Sales - Stage 18C	1	1	2	2	1	1	1	2	1	2	1	2	17	-	17
Sales - Stage 25	-	1	-	1	-	-	-	-	-	-	-	-	2	-	2
Sales - Stage 26	1	-	1	-	1	1	2	2	2	2	2	2	16	-	16
Sales - Stage 27	-	-	-	-	-	-	-	-	-	-	-	-	-	34	(34)
Sales - Stage 28	-	-	-	-	-	-	-	-	-	-	-	-	-	16	(16)
Sales - Stage 37	-	-	-	-	-	-	-	-	-	-	-	-	-	21	(21)
Sales - Stage 38	-	-	-	-	-	-	-	-	-	-	-	-	-	48	(48)
Sales - Stage 39	-	-	-	-	-	-	-	-	-	-	-	-	-	31	(31)
Total Sales	3	3	4	4	3	3	4	5	4	5	4	5	47	150	(103)
Titles	-	-	35	-	-	-	-	-	-	-	-	-	35	100	(65)
Settlements	1	3	3	4	4	3	3	4	4	2	3	3	37	138	(101)
Contracts on hand	19	19	20	20	19	19	20	21	21	24	25	27	27	69	(42)
Average Settlement Price	376,109	310,472	309,835	228,529	228,247	260,886	260,773	228,529	228,556	201,729	260,968	260,980	254,777	151,630	103,147
GROSS INCOME															
Income - Stage 17B	-	272,000	272,000	272,000	272,000	272,000	272,000	272,000	272,000	272,000	272,000	272,000	2,992,000	-	2,992,000
Income - Stage 18B	-	280,216	280,216	-	-	-	-	-	-	-	-	-	560,432	-	560,432
Income - Stage 18C	-	-	-	262,914	262,914	131,457	131,457	262,914	262,914	131,457	131,457	131,457	1,708,943	-	1,708,943
Income - Stage 25	-	379,200	-	379,200	-	379,200	-	379,200	-	-	-	-	1,516,800	-	1,516,800
Income - Stage 26	376,109	-	377,289	-	378,075	-	378,862	-	379,312	-	379,446	379,483	2,648,576	3,150,800	(502,224)
Income - Stage 27	-	-	-	-	-	-	-	-	-	-	-	-	-	16,924,031	(16,924,031)
Income - Stage 36	-	-	-	-	-	-	-	-	-	-	-	-	-	850,098	(850,098)
Income - Stage 37	-	-	-	-	-	-	-	-	-	-	-	-	-	10,435,323	(10,435,323)
Income - Stage 38	-	-	-	-	-	-	-	-	-	-	-	-	-	7,113,650	(7,113,650)
Income - Lots Total	376,109	931,416	929,504	914,114	912,990	782,657	782,319	914,114	914,226	403,457	782,904	782,940	9,426,750	38,473,902	(29,047,152)
Income - Special Sites	682,100	-	-	-	-	-	-	-	-	-	-	1,730,250	2,412,350	3,925,688	(1,513,338)
Income - Other	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Direct Selling Expenses	157,407	131,073	89,490	114,966	134,617	124,102	103,287	114,966	113,871	102,561	125,813	380,776	1,692,927	4,773,800	3,080,873
GROSS INCOME	900,802	800,343	840,015	799,148	778,373	658,555	679,032	799,148	800,355	300,896	657,091	2,132,415	10,146,173	37,625,790	(27,479,617)
DEVELOPMENT COSTS															
Land	-	-	-	-	-	5,103,000	-	-	-	-	-	-	5,103,000	-	(5,103,000)
Consultants	57,874	46,393	46,393	46,393	46,397	46,397	47,111	47,753	47,758	48,204	48,132	47,765	576,570	633,359	56,789
Infrastructure	345,919	345,919	345,919	1,503	1,503	1,503	1,503	1,503	-	3,250	3,250	3,250	1,055,020	(2,592,158)	(3,647,178)
Special Sites/Other Development	-	-	-	-	83,333	83,333	83,333	83,333	83,333	83,333	83,333	83,333	666,667	-	(666,667)
Catalina Beach Bulk Earthworks Stgs 29-31	-	-	-	-	-	-	-	-	-	-	3,333	3,333	6,667	-	(6,667)
Catalina Grove Bulk Earthworks Stgs 41-44	-	-	-	-	-	-	-	-	-	-	-	-	-	2,699,971	2,699,971
Catalina Grove Bulk Earthworks Stgs 45-47	-	-	-	-	-	-	-	-	-	-	-	-	-	128,458	128,458
Scheme costs - Stages 1-18	-	-	-	-	-	-	-	-	-	-	-	-	-	351,383	-
Lot Production - Stage 16A	-	-	-	-	-	-	-	15,850	15,850	15,850	15,850	15,850	79,248	-	(79,248)
Lot Production - Stage 18C	152,650	424,850	152,650	152,650	-	-	-	-	-	-	-	-	882,800	-	(882,800)
Lot Production - Stage 25	-	-	-	-	-	-	-	-	-	-	-	-	-	21,039	-
Lot Production - Stage 26	-	-	-	-	-	-	-	-	-	-	-	-	-	93,256	93,256
Lot Production - Stage 27	-	-	-	24,611	24,611	24,611	24,611	24,611	24,611	24,611	24,611	24,611	221,500	1,096,427	874,927
Lot Production - Stage 28	-	-	-	-	-	-	-	-	-	-	-	-	-	2,186,198	2,186,198
Lot Production - Stage 29	-	-	-	-	-	-	-	-	-	-	-	-	-	123,551	123,551
Lot Production - Stage 36	-	-	-	-	-	-	-	-	-	-	-	-	-	112,215	112,215
Lot Production - Stage 37	-	-	-	-	-	-	-	-	-	-	-	-	-	530,445	530,445
Lot Production - Stage 38	-	-	-	-	-	-	-	-	-	-	-	-	-	2,987,628	2,987,628
Lot Production - Stage 39	-	-	-	-	-	-	-	-	-	-	-	-	-	1,509,097	1,509,097
Lot Production - Stage 40	-	-	-	-	-	-	-	-	-	-	-	-	-	178,830	178,830
Lot Production - Stage 41	-	-	-	-	-	-	-	-	-	-	-	-	-	51,360	51,360
Landscape	284,840	284,840	227,915	145,415	255,415	255,415	118,333	118,333	8,333	8,333	8,333	8,333	1,723,842	3,933,140	2,209,298
Marketing	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	33,333	400,000	475,344	75,344
Community Development	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	16,042	192,500	205,304	12,804
Administration	58,383	58,383	363,863	58,383	58,383	58,383	58,383	58,383	58,383	58,383	58,383	58,383	1,006,080	943,045	(63,035)
Finance/Bonds	-	-	-	-	-	-	(350,000)	-	(142,625)	-	-	350,000	(142,625)	-	142,625
Debtor/Creditor Movement	100,436	-	-	-	-	-	-	-	-	-	-	-	100,436	-	(100,436)
Contingency	47,452	60,488	59,306	23,917	25,951	281,101	19,132	19,957	14,382	14,567	14,730	14,712	595,695	783,395	187,700
DEVELOPMENT COSTS	1,096,930	1,270,249	1,245,422	502,247	544,969	5,903,119	51,782	419,098	159,401	305,907	309,331	658,946	12,467,399	16,451,287	3,983,888
CASHFLOW	(196,128)	(469,906)	(405,407)	296,902	233,404	(5,244,563)	627,250	380,050	640,954	(5,011)	347,760	1,473,469	(2,321,226)	21,174,503	(23,495,729)
Capital Calls	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital Returns	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Distributions	-	-	-	-	-	-	-	-	-	-	-	3,000,000	3,000,000	21,000,000	(18,000,000)
Cumulative Cash Balance	29,880,025	29,410,119	29,004,712	29,301,614	29,535,018	24,290,455	24,917,705	25,297,755	25,938,709	25,933,698	26,281,458	24,754,927	24,754,927	15,210,631	9,544,296
Cumulative Cash Balance Forecast (2018 Project Forecast)	16,380,432	19,176,956	19,873,648	23,787,778	24,719,605	15,510,216	16,360,465	16,671,714	17,892,225	22,916,160	24,507,986	15,210,631	15,210,631	-	-
Cumulative Cash Balance Variance	13,499,593	10,233,163	9,131,064	5,513,836	4,815,413	8,780,238	8,557,239	8,626,041	8,046,484	3,017,538	1,773,472	9,544,296	9,544,296	-	-

CATALINA | Cashflow | May-19 Review

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
ACTUAL OR FORECAST																				
OPENING STOCK																				
											0	12	24	36	48	60	72	84	96	108
140-01-001	Catalina Central	Stage 1	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	Catalina Central								1	1	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B	Catalina Central								3	3	-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15	Catalina Central								1	1	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A	Catalina Central								-	-	-	-	-	26	-	-	-	-
140-01-16B	Catalina Central	Stage 16B	Catalina Central								-	-	-	-	-	-	16	-	-	-
140-01-017	Catalina Central	Stage 17A	Catalina Central								4	4	2	1	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B	Catalina Central								-	-	13	15	17	5	-	-	-	-
140-01-18A	Catalina Central	Stage 18A	Catalina Central								1	1	-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B	Catalina Central								17	17	8	6	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C	Catalina Central								-	-	-	-	31	14	-	-	-	-
140-01-019	Catalina Central	Stage 19	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-020	Catalina Central	Stage 20	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-021	Catalina Central	Stage 21	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-022	Catalina Central	Stage 22	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-023	Catalina Central	Stage 23	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-01-024	Catalina Central	Stage 24	Catalina Central								-	-	-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25	Catalina Beach								32	32	15	8	2	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26	Catalina Beach								-	-	-	35	29	13	2	-	-	-
140-02-027	Catalina Beach	Stage 27	Catalina Beach								-	-	-	-	-	52	41	7	-	-
140-02-028	Catalina Beach	Stage 28	Catalina Beach								-	-	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29	Catalina Beach								-	-	-	-	-	-	-	-	44	-
140-02-030	Catalina Beach	Stage 30	Catalina Beach								-	-	-	-	-	-	-	-	-	26
140-02-031	Catalina Beach	Stage 31	Catalina Beach								-	-	-	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32	Catalina Beach								-	-	-	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33	Catalina Beach								-	-	-	-	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34	Catalina Beach								-	-	-	-	-	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35	Catalina Beach								-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS10	Catalina Beach								-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS11	Catalina Beach								-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS12	Catalina Beach								-	-	-	-	-	-	-	-	-	-
140-03-036	Catalina Grove	Stage 36	Catalina Grove								-	-	-	-	-	-	37	-	-	-
140-03-037	Catalina Grove	Stage 37	Catalina Grove								-	-	-	-	-	-	-	44	-	-
140-03-038	Catalina Grove	Stage 38	Catalina Grove								-	-	-	-	-	-	-	-	-	20
140-03-039	Catalina Grove	Stage 39	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47	Catalina Grove								-	-	-	-	-	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land	WAPC								-	-	-	-	-	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land	WAPC								-	-	-	-	-	-	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land	WAPC								-	-	-	-	-	-	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land	WAPC								-	-	-	-	-	-	-	-	-	-
TOTAL OPENING STOCK																				
SALES RELEASE																				
			TOTALLOTS	FtoC	OFFSET	SALE	RELEASE				59	59	38	65	79	84	69	60	88	46
140-01-001	Catalina Central	Stage 1	35	0		Apr-12	Mar-12	35	35	35	-	-	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	37	0		Apr-12	Apr-12	37	37	37	-	-	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	43	0		Sep-12	Aug-12	43	43	43	-	-	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	47	0		Nov-12	Nov-12	47	47	47	-	-	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	63	0		Mar-13	Feb-13	63	63	63	-	-	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	8	0		Nov-12	Oct-12	8	8	8	-	-	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	10	0		Mar-14	Feb-14	10	10	10	-	-	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	24	0		Dec-14	Nov-14	24	24	24	-	-	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	63	0		Jun-13	May-13	63	63	63	-	-	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	53	0		Sep-13	Aug-13	53	53	53	-	-	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	51	0		Jan-14	Dec-13	51	51	51	-	-	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	30	0		Mar-14	Feb-14	30	30	30	-	-	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	64	0		Apr-14	Mar-14	64	64	64	-	-	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	49	0		Jun-14	May-14	49	49	49	-	-	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	37	0		Sep-14	Aug-14	37	37	37	-	-	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	45	0		Nov-14	Oct-14	45	45											

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
140-01-022	Catalina Central	Stage 22		47	47	1	Apr-31	Mar-31	47	-	-	-	-	-	-	-	-	-	-	
140-01-023	Catalina Central	Stage 23		60	60	1	Aug-31	Jul-31	60	-	-	-	-	-	-	-	-	-	-	
140-01-024	Catalina Central	Stage 24							-	-	-	-	-	-	-	-	-	-	-	
140-02-025	Catalina Beach	Stage 25		58	22	0	Jun-17	May-17	58	54	36	13	5	-	-	-	-	-	-	
140-02-026	Catalina Beach	Stage 26		38	38	1	Apr-19	Mar-19	38	-	-	-	-	-	-	-	-	-	-	
140-02-027	Catalina Beach	Stage 27		52	52	1	Jul-21	Jun-21	52	-	-	-	-	-	-	-	-	-	-	
140-02-028	Catalina Beach	Stage 28		35	35	1	Sep-23	Aug-23	35	-	-	-	-	-	-	-	-	-	-	
140-02-029	Catalina Beach	Stage 29		48	48	1	Jun-24	May-24	48	-	-	-	-	-	-	-	-	-	-	
140-02-030	Catalina Beach	Stage 30		30	30	1	Jun-25	May-25	30	-	-	-	-	-	-	-	-	-	-	
140-02-031	Catalina Beach	Stage 31		30	30	1	Jan-26	Dec-25	30	-	-	-	-	-	-	-	-	-	-	
140-02-032	Catalina Beach	Stage 32		30	30	1	Sep-26	Aug-26	30	-	-	-	-	-	-	-	-	-	-	
140-02-033	Catalina Beach	Stage 33		30	30	1	Apr-27	Mar-27	30	-	-	-	-	-	-	-	-	-	-	
140-02-034	Catalina Beach	Stage 34		30	30	1	Dec-27	Nov-27	30	-	-	-	-	-	-	-	-	-	-	
140-02-035	Catalina Beach	Stage 35		30	30	1	Jul-28	Jun-28	30	-	-	-	-	-	-	-	-	-	-	
TBA	Catalina Beach	GHS10		10	10	1	Mar-29	Feb-29	10	-	-	-	-	-	-	-	-	-	-	
TBA	Catalina Beach	GHS11		14	14	1	May-29	Apr-29	14	-	-	-	-	-	-	-	-	-	-	
TBA	Catalina Beach	GHS12		58	58	1	Sep-29	Aug-29	58	-	-	-	-	-	-	-	-	-	-	
140-03-036	Catalina Grove	Stage 36		48	48	1	Jan-23	Dec-22	48	-	-	-	-	-	-	-	-	-	-	
140-03-037	Catalina Grove	Stage 37		48	48	1	Jun-24	May-24	48	-	-	-	-	-	-	-	-	-	-	
140-03-038	Catalina Grove	Stage 38		48	48	1	Feb-25	Jan-25	48	-	-	-	-	-	-	-	-	-	-	
140-03-039	Catalina Grove	Stage 39		48	48	1	Oct-25	Sep-25	48	-	-	-	-	-	-	-	-	-	-	
140-03-040	Catalina Grove	Stage 40		48	48	1	Mar-26	Feb-26	48	-	-	-	-	-	-	-	-	-	-	
140-03-041	Catalina Grove	Stage 41		48	48	1	Aug-26	Jul-26	48	-	-	-	-	-	-	-	-	-	-	
140-03-042	Catalina Grove	Stage 42		48	48	1	Jan-27	Dec-26	48	-	-	-	-	-	-	-	-	-	-	
140-03-043	Catalina Grove	Stage 43		48	48	1	May-27	Apr-27	48	-	-	-	-	-	-	-	-	-	-	
140-03-044	Catalina Grove	Stage 44		48	48	1	Sep-27	Aug-27	48	-	-	-	-	-	-	-	-	-	-	
140-03-045	Catalina Grove	Stage 45		48	48	1	Jan-28	Dec-27	48	-	-	-	-	-	-	-	-	-	-	
140-03-046	Catalina Grove	Stage 46		48	48	1	May-28	Apr-28	48	-	-	-	-	-	-	-	-	-	-	
140-03-047	Catalina Grove	Stage 47		48	48	1	Sep-28	Aug-28	48	-	-	-	-	-	-	-	-	-	-	
140-04-048	WAPC Land	Stage 48 - WAPC Land		48	48	1	Jan-29	Dec-28	48	-	-	-	-	-	-	-	-	-	-	
140-04-049	WAPC Land	Stage 49 - WAPC Land		48	48	1	May-29	Apr-29	48	-	-	-	-	-	-	-	-	-	-	
140-04-050	WAPC Land	Stage 50 - WAPC Land		48	48	1	Sep-29	Aug-29	48	-	-	-	-	-	-	-	-	-	-	
140-04-051	WAPC Land	Stage 51 - WAPC Land		51	51	1	Jan-30	Dec-29	51	-	-	-	-	-	-	-	-	-	-	
		TOTAL SALES RELEASE		2,525	1,617				2,525	944	908	31	51	45	52	49	75	131	78	126
		CUMULATIVE SALES RELEASE							19,571	908	939	990	1,035	1,087	1,136	1,211	1,342	1,420	1,546	
		TITLES	TOTALLOTS	1ST SETT DATE	OFFSET		TITLES													
140-01-001	Catalina Central	Stage 01		35	Jun-13		May-12	35	35	35	-	-	-	-	-	-	-	-	-	
140-01-002	Catalina Central	Stage 02		37	Jun-13		Oct-12	37	37	37	-	-	-	-	-	-	-	-	-	
140-01-003	Catalina Central	Stage 03		43	Jun-13		Jan-13	43	43	43	-	-	-	-	-	-	-	-	-	
140-01-004	Catalina Central	Stage 04		47	Jul-13		Mar-13	47	47	47	-	-	-	-	-	-	-	-	-	
140-01-005	Catalina Central	Stage 05		63	Jul-13		May-13	63	63	63	-	-	-	-	-	-	-	-	-	
140-01-06A	Catalina Central	Stage 6A		8	Jan-14		Jan-13	8	8	8	-	-	-	-	-	-	-	-	-	
140-01-06C	Catalina Central	Stage 6C		10	May-14		Mar-14	10	10	10	-	-	-	-	-	-	-	-	-	
140-01-06B	Catalina Central	Stage 6B		24	Feb-15		Jan-15	24	24	24	-	-	-	-	-	-	-	-	-	
140-01-007	Catalina Central	Stage 07		63	Nov-13		Oct-13	63	63	63	-	-	-	-	-	-	-	-	-	
140-01-008	Catalina Central	Stage 08		53	Feb-14		Jan-14	53	53	53	-	-	-	-	-	-	-	-	-	
140-01-009	Catalina Central	Stage 09		51	May-14		Apr-14	51	51	51	-	-	-	-	-	-	-	-	-	
140-01-010	Catalina Central	Stage 10		30	May-14		Apr-14	30	30	30	-	-	-	-	-	-	-	-	-	
140-01-011	Catalina Central	Stage 11		64	Oct-14		Sep-14	64	64	64	-	-	-	-	-	-	-	-	-	
140-01-012	Catalina Central	Stage 12		49	Dec-14		Nov-14	49	49	49	-	-	-	-	-	-	-	-	-	
140-01-13A	Catalina Central	Stage 13A		37	Apr-15		Mar-15	37	37	37	-	-	-	-	-	-	-	-	-	
140-01-13B	Catalina Central	Stage 13B		45	May-15		Apr-15	45	45	45	-	-	-	-	-	-	-	-	-	
140-01-014	Catalina Central	Stage 14A		63	Jun-15		May-15	63	63	63	-	-	-	-	-	-	-	-	-	
140-01-14B	Catalina Central	Stage 14B		10	Nov-16		Oct-16	10	10	10	-	-	-	-	-	-	-	-	-	
140-01-015	Catalina Central	Stage 15		55	Dec-15		Dec-15	55	55	55	-	-	-	-	-	-	-	-	-	
140-01-16A	Catalina Central	Stage 16A		45	Jan-22	1	Dec-21	45	-	-	-	-	-	-	45	-	-	-	-	
140-01-16B	Catalina Central	Stage 16B		27	Jul-23	1	Jun-23	27	-	-	-	-	-	-	-	27	-	-	-	
140-01-017	Catalina Central	Stage 17A		25	Mar-17		Feb-17	25	25	25	-	-	-	-	-	-	-	-	-	
140-01-17B	Catalina Central	Stage 17B		36	Jun-18		May-18	36	36	36	36	-	-	-	-	-	-	-	-	
140-01-18A	Catalina Central	Stage 18A		29	Jun-16		May-16	29	29	29	-	-	-	-	-	-	-	-	-	
140-01-18B	Catalina Central	Stage 18B		31	Jul-17		Jun-17	31	31	31	-	-	-	-	-	-	-	-	-	
140-01-18C	Catalina Central	Stage 18C		35	Oct-20	1	Sep-20	35	-	-	-	-	-	35	-	-	-	-	-	
140-01-019	Catalina Central	Stage 19		48	Oct-30	1	Sep-30	48	-	-	-	-	-	-	-	-	-	-	-	
140-01-020	Catalina Central	Stage 20		50	Feb-31	1	Jan-31	50	-	-	-	-	-	-	-	-	-	-	-	
140-01-021	Catalina Central	Stage 21		41	Jun-31	1	May-31	41	-	-	-	-	-	-	-	-	-	-	-	
140-01-022	Catalina Central	Stage 22		47	Sep-31	1	Aug-31	47	-	-	-	-	-	-	-	-	-	-	-	
140-01-023	Catalina Central	Stage 23		60	Jan-32	1	Dec-31	60	-	-	-	-	-	-	-	-	-	-	-	
140-01-024	Catalina Central	Stage 24						-	-	-	-	-	-	-	-	-	-	-	-	
140-02-025	Catalina Beach	Stage 25		58	Aug-17		Aug-17	58	58	-	58	-	-	-	-	-	-	-	-	
140-02-026	Catalina Beach	Stage 26		38	Oct-19	1	Sep-19	38	-	-	-	-	38	-	-	-	-	-	-	
140-02-027	Catalina Beach	Stage 27		52	Dec-21	1	Nov-21	52	-	-	-	-	-	-	52	-	-	-	-	
140-02-028	Catalina Beach	Stage 28		35	Feb-24	1	Jan-24	35	-	-	-	-	-	-	-	-	35	-	-	
140-02-029	Catalina Beach	Stage 29		48	Nov-24	1	Oct-24	48	-	-	-	-	-	-	-	-	-	48	-	
140-02-030	Catalina Beach	Stage 30		30	Nov-25	1	Oct-25	30	-	-	-	-	-	-	-	-	-	-	30	
140-02-031	Catalina Beach	Stage 31		30	Jun-26	1	May-26	30	-	-	-	-	-	-	-	-	-	-	30	
140-02-032	Catalina Beach	Stage 32		30	Feb-27	1	Jan-27	30	-	-	-	-	-	-	-	-	-	-	-	
140-02-033	Catalina Beach	Stage 33		30	Sep-27	1	Aug-27	30	-	-	-	-	-	-	-	-	-	-	-	
140-02-034	Catalina Beach	Stage 34		30	May-28	1	Apr-28	30	-	-	-	-	-	-	-	-	-	-	-	
140-02-035	Catalina Beach	Stage 35		30	Dec-28	1	Nov-28	30	-	-	-	-	-	-	-	-	-	-	-	
TBA	Catalina Beach	GHS10		10	Aug-29	1	Jul-29	10	-	-	-	-	-	-	-	-	-	-	-	
TBA	Catalina Beach	GHS11		14	Oct-29	1	Sep-29	14	-	-	-	-	-	-	-	-	-	-	-	
TBA	Catalina Beach	GHS12		58	Feb-30	1	Jan-30	58	-	-	-	-	-	-	-	-	-	-	-	
140-03-036	Catalina Grove	Stage 36		48	Jun-23	1	May-23	48	-	-	-	-	-	-	-	48	-	-	-	
140-03-037	Catalina Grove	Stage 37		48	Nov-24	1	Oct-24	48	-	-	-	-	-	-	-	-	-	48	-	
140-03-038	Catalina Grove	Stage 38		48	Jul-25	1	Jun-25	48	-	-	-	-	-	-	-	-	-	48	-	
140-03-039	Catalina Grove	Stage 39		48	Mar-26	1	Feb-26	48	-	-	-	-	-	-	-	-	-	-	48	
140-03-040	Catalina Grove	Stage 40		48	Aug-26	1	Jul-26	48	-	-	-	-	-	-	-	-	-	-	-	
140-03-041	Catalina Grove	Stage 41		48	Jan-27	1	Dec-26	48	-	-	-	-	-	-	-	-	-	-	-	
140-03-042	Catalina Grove	Stage 42		48	Jun-27	1	May-27	48	-	-	-	-	-	-	-	-	-	-	-	
140-03-043	Catalina Grove	Stage 43		48	Oct-27	1	Sep-27	48	-	-	-	-	-							

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
		TOTAL TITLES	2,525					2,525	966	872	94		38	35	97	75	35	144	108
		CUMULATIVE TITLES						2,525		872	966	966	1,004	1,039	1,136	1,211	1,246	1,390	1,498
		SALES	TOTALLOTS	ERROR CHECK	1ST SALE														
140-01-001	Catalina Central	Stage 1	35	-	Apr-12 11 Demo			35	35	35	-	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	37	-	Apr-12			37	37	37	-	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	43	-	Sep-12 43 Builders			43	43	43	-	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	47	-	Nov-12 23 Builders			47	47	47	-	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	63	-	Mar-13 39 Builders			63	63	63	-	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	8	-	Nov-12			8	8	8	-	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	10	-	Mar-14			10	10	10	-	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	24	-	Dec-14			24	24	24	-	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	63	-	Jun-13			63	63	63	-	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	53	-	Sep-13			53	53	53	-	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	51	-	Jan-14			51	51	51	-	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	30	-	Mar-14			30	30	30	-	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	64	-	Apr-14			64	64	64	-	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	49	-	Jun-14			49	49	48	1	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	37	-	Sep-14			37	37	37	-	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	45	-	Nov-14			45	45	45	-	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A	63	-	Feb-15			63	63	63	-	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B	10	-	Aug-16			10	9	7	3	-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15	55	-	Aug-15			55	55	54	1	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A	45	-	Aug-21			45	-	-	-	-	-	-	19	26	-	-	-
140-01-16B	Catalina Central	Stage 16B	27	-	Jan-23			27	-	-	-	-	-	-	-	11	16	-	-
140-01-017	Catalina Central	Stage 17A	25	-	Nov-16			25	23	21	2	1	1	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B	36	-	Nov-17			36	9	-	5	6	8	12	5	-	-	-	-
140-01-18A	Catalina Central	Stage 18A	29	-	Mar-16			29	29	28	1	-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B	31	-	Mar-17			31	25	14	9	2	6	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C	35	-	May-20			35	-	-	-	-	4	17	14	-	-	-	-
140-01-019	Catalina Central	Stage 19	48	-	May-30			48	-	-	-	-	-	-	-	-	-	-	-
140-01-020	Catalina Central	Stage 20	50	-	Sep-30			50	-	-	-	-	-	-	-	-	-	-	-
140-01-021	Catalina Central	Stage 21	41	-	Jan-31			41	-	-	-	-	-	-	-	-	-	-	-
140-01-022	Catalina Central	Stage 22	47	-	Apr-31			47	-	-	-	-	-	-	-	-	-	-	-
140-01-023	Catalina Central	Stage 23	60	-	Aug-31			60	-	-	-	-	-	-	-	-	-	-	-
140-01-024	Catalina Central	Stage 24		-				-	-	-	-	-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25	58	-	Jun-17			58	41	4	30	12	6	2	4	-	-	-	-
140-02-026	Catalina Beach	Stage 26	38	-	Apr-19			38	-	-	-	3	6	16	11	2	-	-	-
140-02-027	Catalina Beach	Stage 27	52	-	Jul-21			52	-	-	-	-	-	-	11	34	7	-	-
140-02-028	Catalina Beach	Stage 28	35	-	Sep-23			35	-	-	-	-	-	-	-	-	35	-	-
140-02-029	Catalina Beach	Stage 29	48	-	Jun-24			48	-	-	-	-	-	-	-	-	4	44	-
140-02-030	Catalina Beach	Stage 30	30	-	Jun-25			30	-	-	-	-	-	-	-	-	-	4	26
140-02-031	Catalina Beach	Stage 31	30	-	Jan-26			30	-	-	-	-	-	-	-	-	-	-	22
140-02-032	Catalina Beach	Stage 32	30	-	Sep-26			30	-	-	-	-	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33	30	-	Apr-27			30	-	-	-	-	-	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34	30	-	Dec-27			30	-	-	-	-	-	-	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35	30	-	Jul-28			30	-	-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS10	10	-	Mar-29			10	-	-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS11	14	-	May-29			14	-	-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS12	58	-	Sep-29			58	-	-	-	-	-	-	-	-	-	-	-
140-03-036	Catalina Grove	Stage 36	48	-	Jan-23			48	-	-	-	-	-	-	-	11	37	-	-
140-03-037	Catalina Grove	Stage 37	48	-	Jun-24			48	-	-	-	-	-	-	-	-	4	44	-
140-03-038	Catalina Grove	Stage 38	48	-	Feb-25			48	-	-	-	-	-	-	-	-	-	28	20
140-03-039	Catalina Grove	Stage 39	48	-	Oct-25			48	-	-	-	-	-	-	-	-	-	-	48
140-03-040	Catalina Grove	Stage 40	48	-	Mar-26			48	-	-	-	-	-	-	-	-	-	-	40
140-03-041	Catalina Grove	Stage 41	48	-	Aug-26			48	-	-	-	-	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42	48	-	Jan-27			48	-	-	-	-	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43	48	-	May-27			48	-	-	-	-	-	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44	48	-	Sep-27			48	-	-	-	-	-	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45	48	-	Jan-28			48	-	-	-	-	-	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46	48	-	May-28			48	-	-	-	-	-	-	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47	48	-	Sep-28			48	-	-	-	-	-	-	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land	48	-	Jan-29			48	-	-	-	-	-	-	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land	48	-	May-29			48	-	-	-	-	-	-	-	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land	48	-	Sep-29			48	-	-	-	-	-	-	-	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land	51	-	Jan-30			51	-	-	-	-	-	-	-	-	-	-	-
		TOTAL SALES	2,525	Dec-31	<-- FINAL SALE			2,525	913	849	52	24	31	47	64	84	103	120	156
		CUMULATIVE SALES								849	901	925	956	1,003	1,067	1,151	1,254	1,374	1,530
		SALES VALUE	TOTALLOTS	STARTING															
140-01-001	Catalina Central	Stage 1	35	0	244,514	244,514		8,558,000	8,558,000	8,558,000	-	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	37	0	220,473	220,473		8,157,500	8,157,500	8,157,500	-	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	43	0	173,605	173,605		7,465,000	7,465,000	7,465,000	-	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	47	0	228,638	228,638		10,746,000	10,746,000	10,746,000	-	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	63	0	218,635	218,635		13,774,000	13,774,000	13,774,000	-	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	8	0	334,375	334,375		2,675,000	2,675,000	2,675,000	-	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	10	0	No Esc	370,800		3,708,000	3,708,000	3,708,000	-	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	24	0	No Esc	310,500		7,452,000	7,452,000	7,452,000	-	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	63	0	213,524	213,524		13,452,000	13,452,000	13,452,000	-	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	53	0	No Esc	229,170													

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-01-001	Catalina Central	Stage 1	35	0		May-12	Catalina Central	35	35	35	-	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	37	0		Oct-12	Catalina Central	37	37	37	-	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	43	0		Jan-13	Catalina Central	43	43	43	-	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	47	0		Mar-13	Catalina Central	47	47	47	-	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	63	0		May-13	Catalina Central	63	63	63	-	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	8	0		Jan-13	Catalina Central	8	8	8	-	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	10	0		Mar-14	Catalina Central	10	10	10	-	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	24	0		Jan-15	Catalina Central	24	24	24	-	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	63	0		Oct-13	Catalina Central	63	63	63	-	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	53	0		Jan-14	Catalina Central	53	53	53	-	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	51	0		Apr-14	Catalina Central	51	51	51	-	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	30	0		Apr-14	Catalina Central	30	30	30	-	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	64	0	4	Sep-14	Catalina Central	64	64	64	-	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	49	0	4	Nov-14	Catalina Central	49	49	48	1	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	37	0		Mar-15	Catalina Central	37	37	37	-	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	45	0	4	Apr-15	Catalina Central	45	45	43	2	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A	63	0	4	May-15	Catalina Central	63	63	63	-	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B	10	0	3	Oct-16	Catalina Central	10	9	5	4	-	1	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15	55	0	5	Dec-15	Catalina Central	55	55	51	4	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A	45	0	5	Dec-21	Catalina Central	45	-	-	-	-	-	-	9	36	-	-	-
140-01-16B	Catalina Central	Stage 16B	27	0	6	Jun-23	Catalina Central	27	-	-	-	-	-	-	-	-	26	1	-
140-01-017	Catalina Central	Stage 17A	25	0	4	Feb-17	Catalina Central	25	23	14	8	1	2	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B	36	0	7	May-18	Catalina Central	36	8	2	8	3	11	12	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A	29	0	3	May-16	Catalina Central	29	29	26	2	1	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B	31	0	4	Jun-17	Catalina Central	31	23	-	18	6	5	2	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C	35	0	5	Sep-20	Catalina Central	35	-	-	-	-	-	13	17	5	-	-	-
140-01-019	Catalina Central	Stage 19	48	0	5	Sep-30	Catalina Central	48	-	-	-	-	-	-	-	-	-	-	-
140-01-020	Catalina Central	Stage 20	50	0	5	Jan-31	Catalina Central	50	-	-	-	-	-	-	-	-	-	-	-
140-01-021	Catalina Central	Stage 21	41	0	5	May-31	Catalina Central	41	-	-	-	-	-	-	-	-	-	-	-
140-01-022	Catalina Central	Stage 22	47	0	5	Aug-31	Catalina Central	47	-	-	-	-	-	-	-	-	-	-	-
140-01-023	Catalina Central	Stage 23	60	0	5	Dec-31	Catalina Central	60	-	-	-	-	-	-	-	-	-	-	-
140-01-024	Catalina Central	Stage 24	0	0	5	Jan-00	Catalina Central	-	-	-	-	-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25	58	0	4	Aug-17	Catalina Beach	58	36	-	29	12	9	4	4	-	-	-	-
140-02-026	Catalina Beach	Stage 26	38	0	6	Sep-19	Catalina Beach	38	-	-	-	-	6	7	17	8	-	-	-
140-02-027	Catalina Beach	Stage 27	52	0	5	Nov-21	Catalina Beach	52	-	-	-	-	-	-	6	24	22	-	-
140-02-028	Catalina Beach	Stage 28	35	0	5	Jan-24	Catalina Beach	35	-	-	-	-	-	-	-	-	19	16	-
140-02-029	Catalina Beach	Stage 29	48	0	5	Oct-24	Catalina Beach	48	-	-	-	-	-	-	-	-	-	32	16
140-02-030	Catalina Beach	Stage 30	30	0	5	Oct-25	Catalina Beach	30	-	-	-	-	-	-	-	-	-	-	30
140-02-031	Catalina Beach	Stage 31	30	0	5	May-26	Catalina Beach	30	-	-	-	-	-	-	-	-	-	-	2
140-02-032	Catalina Beach	Stage 32	30	0	5	Jan-27	Catalina Beach	30	-	-	-	-	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33	30	0	5	Aug-27	Catalina Beach	30	-	-	-	-	-	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34	30	0	5	Apr-28	Catalina Beach	30	-	-	-	-	-	-	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35	30	0	5	Nov-28	Catalina Beach	30	-	-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS10	10	0	5	Jul-29	Catalina Beach	10	-	-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS11	14	0	5	Sep-29	Catalina Beach	14	-	-	-	-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS12	58	0	5	Jan-30	Catalina Beach	58	-	-	-	-	-	-	-	-	-	-	-
140-03-036	Catalina Grove	Stage 36	48	0	5	May-23	Catalina Grove	48	-	-	-	-	-	-	-	1	28	19	-
140-03-037	Catalina Grove	Stage 37	48	0	5	Oct-24	Catalina Grove	48	-	-	-	-	-	-	-	-	-	46	2
140-03-038	Catalina Grove	Stage 38	48	0	5	Jun-25	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	48
140-03-039	Catalina Grove	Stage 39	48	0	5	Feb-26	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	38
140-03-040	Catalina Grove	Stage 40	48	0	5	Jul-26	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41	48	0	5	Dec-26	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42	48	0	5	May-27	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43	48	0	5	Sep-27	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44	48	0	5	Jan-28	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45	48	0	5	May-28	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46	48	0	5	Sep-28	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47	48	0	5	Jan-29	Catalina Grove	48	-	-	-	-	-	-	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land	48	0	5	May-29	WAPC	48	-	-	-	-	-	-	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land	48	0	5	Sep-29	WAPC	48	-	-	-	-	-	-	-	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land	48	0	5	Jan-30	WAPC	48	-	-	-	-	-	-	-	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land	51	0	5	May-30	WAPC	51	-	-	-	-	-	-	-	-	-	-	-
TOTAL SETTLEMENTS			2,525		May-32 --> FINAL SETTLEMENT			2,525	905	815	70	28	26	37	65	74	95	114	136
CUMULATIVE SETTLEMENTS										815	885	913	939	976	1,041	1,115	1,210	1,324	1,460
SETTLEMENT AREA			TOTAL AREA	AVG AREA	AVG REMAIN														
140-01-001	Catalina Central	Stage 1	14,753 m²	422 m²	-			14,753m²	14,753m²	14,753m²	-	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	13,161 m²	356 m²	-			13,161m²	13,161m²	13,161m²	-	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	11,481 m²	267 m²	-			11,481m²	11,481m²	11,481m²	-	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	17,531 m²	373 m²	-			17,531m²	17,531m²	17,531m²	-	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	21,385 m²	339 m²	-			21,385m²	21,385m²	21,385m²	-	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	4,151 m²	519 m²	-			4,151m²	4,151m²	4,151m²	-	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	4,789 m²	479 m²	-			4,789m²	4,789m²	4,789m²	-	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	9,319 m²	388 m²	-			9,319m²	9,319m²	9,319m²	-	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	19,069 m²	303 m²	-			19,069m²	19,069m²	19,069m²	-	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	16,509 m²	311 m²	-			16,509m²	16,509m²	16,509m²	-	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	14,553 m²	285 m²	-			14,553m²	14,553m²	14,553m²	-	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	11,840 m²	395 m²	-			11,840m²	11,840m²	11,840m²	-	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	21,915 m²	342 m²	-			21,915m²	21,915m²	21,915m²	-	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	17,797 m²	363 m²	-			17,797m²	17,797m²	17,350m²	447m²	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	11,586 m²	313 m²	-			11,586m²	11,586m²	11,586m²	-	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	14,186 m²	315 m²	-			14,186m²	14,186m²	13,736m²	450m²	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A	19,990 m²	317 m²	-			19,990m²	19,990m²	19,990m²	-	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B	2,926 m²	293 m²	290 m²			2,926m²	2,636m²	1,469m²	1,167m²	290m²	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15	19,028 m²	346 m²	-			19,028m²	19,028m²	17,453m²	1,576m²	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A	11,125 m²	247 m²	247 m²			11,125m²	-	-	-	-	-	-	2,225m²	8,900m²	-	-	-</

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-01-004	Catalina Central	Stage 04		47															
140-01-005	Catalina Central	Stage 05		63															
140-01-06A	Catalina Central	Stage 6A		8															
140-01-06C	Catalina Central	Stage 6C		10															
140-01-06B	Catalina Central	Stage 6B		24															
140-01-007	Catalina Central	Stage 07		63															
140-01-008	Catalina Central	Stage 08		53															
140-01-009	Catalina Central	Stage 09		51															
140-01-010	Catalina Central	Stage 10		30															
140-01-011	Catalina Central	Stage 11		64															
140-01-012	Catalina Central	Stage 12		49						1									
140-01-13A	Catalina Central	Stage 13A		37								6							
140-01-13B	Catalina Central	Stage 13B		45						2									
140-01-014	Catalina Central	Stage 14A		63															
140-01-14B	Catalina Central	Stage 14B		10						5	1	1							
140-01-015	Catalina Central	Stage 15		55						4									
140-01-16A	Catalina Central	Stage 16A		45											36				
140-01-16B	Catalina Central	Stage 16B		27												27	1		
140-01-017	Catalina Central	Stage 17A		25						11	3	2							
140-01-17B	Catalina Central	Stage 17B		36							34	26	23	12					
140-01-18A	Catalina Central	Stage 18A		29						3	1								
140-01-18B	Catalina Central	Stage 18B		31						31	13	7	2						
140-01-18C	Catalina Central	Stage 18C		35										22	5				
140-01-019	Catalina Central	Stage 19		48															
140-01-020	Catalina Central	Stage 20		50															
140-01-021	Catalina Central	Stage 21		41															
140-01-022	Catalina Central	Stage 22		47															
140-01-023	Catalina Central	Stage 23		60															
140-01-024	Catalina Central	Stage 24		0															
140-02-025	Catalina Beach	Stage 25		58							29	17	8	4					
140-02-026	Catalina Beach	Stage 26		38									32	25	8				
140-02-027	Catalina Beach	Stage 27		52											46	22			
140-02-028	Catalina Beach	Stage 28		35													16		
140-02-029	Catalina Beach	Stage 29		48														16	
140-02-030	Catalina Beach	Stage 30		30															
140-02-031	Catalina Beach	Stage 31		30															28
140-02-032	Catalina Beach	Stage 32		30															
140-02-033	Catalina Beach	Stage 33		30															
140-02-034	Catalina Beach	Stage 34		30															
140-02-035	Catalina Beach	Stage 35		30															
TBA	Catalina Beach	GHS10		10															
TBA	Catalina Beach	GHS11		14															
TBA	Catalina Beach	GHS12		58															
140-03-036	Catalina Grove	Stage 36		48												47	19		
140-03-037	Catalina Grove	Stage 37		48														2	
140-03-038	Catalina Grove	Stage 38		48														48	
140-03-039	Catalina Grove	Stage 39		48															10
140-03-040	Catalina Grove	Stage 40		48															
140-03-041	Catalina Grove	Stage 41		48															
140-03-042	Catalina Grove	Stage 42		48															
140-03-043	Catalina Grove	Stage 43		48															
140-03-044	Catalina Grove	Stage 44		48															
140-03-045	Catalina Grove	Stage 45		48															
140-03-046	Catalina Grove	Stage 46		48															
140-03-047	Catalina Grove	Stage 47		48															
140-04-048	WAPC Land	Stage 48 - WAPC Land		48															
140-04-049	WAPC Land	Stage 49 - WAPC Land		48															
140-04-050	WAPC Land	Stage 50 - WAPC Land		48															
140-04-051	WAPC Land	Stage 51 - WAPC Land		51															
		TOTAL TITLES ON HAND		2,525						57	81	59	65	63	95	96	36	66	38
OCK		TITLED UNSOLD STOCK																	
140-01-001	Catalina Central	Stage 01																	
140-01-002	Catalina Central	Stage 02																	
140-01-003	Catalina Central	Stage 03																	
140-01-004	Catalina Central	Stage 04																	
140-01-005	Catalina Central	Stage 05																	
140-01-06A	Catalina Central	Stage 6A																	
140-01-06C	Catalina Central	Stage 6C																	
140-01-06B	Catalina Central	Stage 6B																	
140-01-007	Catalina Central	Stage 07																	
140-01-008	Catalina Central	Stage 08																	
140-01-009	Catalina Central	Stage 09																	
140-01-010	Catalina Central	Stage 10																	
140-01-011	Catalina Central	Stage 11																	
140-01-012	Catalina Central	Stage 12								1									
140-01-13A	Catalina Central	Stage 13A																	
140-01-13B	Catalina Central	Stage 13B																	
140-01-014	Catalina Central	Stage 14A																	
140-01-14B	Catalina Central	Stage 14B								1									
140-01-015	Catalina Central	Stage 15								1									
140-01-16A	Catalina Central	Stage 16A													22				
140-01-16B	Catalina Central	Stage 16B														14			
140-01-017	Catalina Central	Stage 17A								4	1								
140-01-17B	Catalina Central	Stage 17B									31	25	16	3					
140-01-18A	Catalina Central	Stage 18A								1									
140-01-18B	Catalina Central	Stage 18B								14	8	6							
140-01-18C	Catalina Central	Stage 18C												13					
140-01-019	Catalina Central	Stage 19																	
140-01-020	Catalina Central	Stage 20																	
140-01-021	Catalina Central	Stage 21																	
140-01-022	Catalina Central	Stage 22																	
140-01-023	Catalina Central	Stage 23																	
140-01-024	Catalina Central	Stage 24																	
140-02-025	Catalina Beach	Stage 25									23	12	6	4					
140-02-026	Catalina Beach	Stage 26											28	12					
140-02-027	Catalina Beach	Stage 27													40	4			
140-02-028	Catalina Beach	Stage 28																	
140-02-029	Catalina Beach	Stage 29																	

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
140-02-030	Catalina Beach	Stage 30																		
140-02-031	Catalina Beach	Stage 31																		
140-02-032	Catalina Beach	Stage 32																	4	
140-02-033	Catalina Beach	Stage 33																		
140-02-034	Catalina Beach	Stage 34																		
140-02-035	Catalina Beach	Stage 35																		
TBA	Catalina Beach	GHS10																		
TBA	Catalina Beach	GHS11																		
TBA	Catalina Beach	GHS12																		
140-03-036	Catalina Grove	Stage 36																		
140-03-037	Catalina Grove	Stage 37														34				
140-03-038	Catalina Grove	Stage 38																		
140-03-039	Catalina Grove	Stage 39																14		
140-03-040	Catalina Grove	Stage 40																		
140-03-041	Catalina Grove	Stage 41																		
140-03-042	Catalina Grove	Stage 42																		
140-03-043	Catalina Grove	Stage 43																		
140-03-044	Catalina Grove	Stage 44																		
140-03-045	Catalina Grove	Stage 45																		
140-03-046	Catalina Grove	Stage 46																		
140-03-047	Catalina Grove	Stage 47																		
140-04-048	WAPC Land	Stage 48 - WAPC Land																		
140-04-049	WAPC Land	Stage 49 - WAPC Land																		
140-04-050	WAPC Land	Stage 50 - WAPC Land																		
140-04-051	WAPC Land	Stage 51 - WAPC Land																		
OCC		TOTAL UNSOLD STOCK									22	63	43	50	32	62	52	-	14	4
		CLOSING STOCK																		
140-01-001	Catalina Central	Stage 1																		
140-01-002	Catalina Central	Stage 2																		
140-01-003	Catalina Central	Stage 3																		
140-01-04A	Catalina Central	Stage 4A																		
140-01-005	Catalina Central	Stage 5																		
140-01-06A	Catalina Central	Stage 6A																		
140-01-06C	Catalina Central	Stage 6C																		
140-01-06B	Catalina Central	Stage 6B																		
140-01-007	Catalina Central	Stage 7																		
140-01-008	Catalina Central	Stage 8																		
140-01-009	Catalina Central	Stage 9																		
140-01-010	Catalina Central	Stage 10																		
140-01-011	Catalina Central	Stage 11																		
140-01-012	Catalina Central	Stage 12								1										
140-01-13A	Catalina Central	Stage 13A																		
140-01-13B	Catalina Central	Stage 13B																		
140-01-014	Catalina Central	Stage 14A																		
140-01-14B	Catalina Central	Stage 14B								3										
140-01-015	Catalina Central	Stage 15								1										
140-01-16A	Catalina Central	Stage 16A													26					
140-01-16B	Catalina Central	Stage 16B														16				
140-01-017	Catalina Central	Stage 17A								4	2	1								
140-01-17B	Catalina Central	Stage 17B									13	15	17	5						
140-01-18A	Catalina Central	Stage 18A								1										
140-01-18B	Catalina Central	Stage 18B								17	8	6								
140-01-18C	Catalina Central	Stage 18C											31	14						
140-01-019	Catalina Central	Stage 19																		
140-01-020	Catalina Central	Stage 20																		
140-01-021	Catalina Central	Stage 21																		
140-01-022	Catalina Central	Stage 22																		
140-01-023	Catalina Central	Stage 23																		
140-01-024	Catalina Central	Stage 24																		
140-02-025	Catalina Beach	Stage 25								32	15	8	2							
140-02-026	Catalina Beach	Stage 26										35	29	13	2					
140-02-027	Catalina Beach	Stage 27												52	41	7				
140-02-028	Catalina Beach	Stage 28																		
140-02-029	Catalina Beach	Stage 29															44			
140-02-030	Catalina Beach	Stage 30																26		
140-02-031	Catalina Beach	Stage 31																	8	
140-02-032	Catalina Beach	Stage 32																		
140-02-033	Catalina Beach	Stage 33																		
140-02-034	Catalina Beach	Stage 34																		
140-02-035	Catalina Beach	Stage 35																		
TBA	Catalina Beach	GHS10																		
TBA	Catalina Beach	GHS11																		
TBA	Catalina Beach	GHS12																		
140-03-036	Catalina Grove	Stage 36														37				
140-03-037	Catalina Grove	Stage 37															44			
140-03-038	Catalina Grove	Stage 38																20		
140-03-039	Catalina Grove	Stage 39																		
140-03-040	Catalina Grove	Stage 40																	8	
140-03-041	Catalina Grove	Stage 41																		
140-03-042	Catalina Grove	Stage 42																		
140-03-043	Catalina Grove	Stage 43																		
140-03-044	Catalina Grove	Stage 44																		
140-03-045	Catalina Grove	Stage 45																		
140-03-046	Catalina Grove	Stage 46																		
140-03-047	Catalina Grove	Stage 47																		
140-04-048	WAPC Land	Stage 48 - WAPC Land																		
140-04-049	WAPC Land	Stage 49 - WAPC Land																		
140-04-050	WAPC Land	Stage 50 - WAPC Land																		
140-04-051	WAPC Land	Stage 51 - WAPC Land																		
		TOTAL CLOSING STOCK									59	38	65	79	84	69	60	88	46	16
		LOT INCOME																		
			TOTALLOTS																	
				UNESCALATED AVG.																
					ESCALATED AVG.															
						UNESCALATED TOTAL														
140-01-001	10-01-01	Stage 1	35		244,514	0		8,558,000	8,558,000	8,558,000										
140-01-002	10-01-01	Stage 2	37		220,473	0		8,157,500	8,157,500	8,157,500										
140-01-003	10-01-01	Stage 3	43		173,605	0		7,465,000	7,465,000	7,465,000										
140-01-004	10-01-01	Stage 4	47		228,638	0		10,746,000	10,746,000	10,746,000										
140-01-005	10-01-01	Stage 5	63		218,635	0		13,774,000	13,774,000	13,774,000										
140-01-06A	10-01-01	Stage 6A	8		334,375	0		2,675,000	2,675,000	2,675,000										
140-01-06C	10-01-01	Stage 6C	10		370,800	0		3,708,000	3,708,000	3,708,000										

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-01-004	10-01-10	Stage 4 Margin GST		4,545	\$50,000 improvements per lot				146,683	146,683	146,683	-	-	-	-	-	-	-	-	-
140-01-005	10-01-10	Stage 5 Margin GST		4,545	\$50,000 improvements per lot				250,563	250,563	250,563	-	-	-	-	-	-	-	-	-
140-01-06A	10-01-10	Stage 6A Margin GST		4,545	\$50,000 improvements per lot				24,565	24,565	24,565	-	-	-	-	-	-	-	-	-
140-01-06C	10-01-10	Stage 6C Margin GST		4,545	\$50,000 improvements per lot				37,258	37,258	37,258	-	-	-	-	-	-	-	-	-
140-01-06B	10-01-10	Stage 6B Margin GST		4,545	\$50,000 improvements per lot				76,325	76,325	76,325	-	-	-	-	-	-	-	-	-
140-01-007	10-01-10	Stage 7 Margin GST		4,545	\$50,000 improvements per lot				160,984	160,984	160,984	-	-	-	-	-	-	-	-	-
140-01-008	10-01-10	Stage 8 Margin GST		4,545	\$50,000 improvements per lot				193,475	193,475	193,475	-	-	-	-	-	-	-	-	-
140-01-009	10-01-10	Stage 9 Margin GST		4,545	\$50,000 improvements per lot				202,014	202,014	202,014	-	-	-	-	-	-	-	-	-
140-01-010	10-01-10	Stage 10 Margin GST		4,545	\$50,000 improvements per lot				114,915	114,915	114,915	-	-	-	-	-	-	-	-	-
140-01-011	10-01-10	Stage 11 Margin GST		4,545	\$50,000 improvements per lot				260,782	260,782	260,782	-	-	-	-	-	-	-	-	-
140-01-012	10-01-10	Stage 12 Margin GST		4,545	\$50,000 improvements per lot				159,262	159,262	155,504	3,758	-	-	-	-	-	-	-	-
140-01-13A	10-01-10	Stage 13A Margin GST		4,545	\$50,000 improvements per lot				134,008	134,008	134,008	-	-	-	-	-	-	-	-	-
140-01-13B	10-01-10	Stage 13B Margin GST		4,545	\$50,000 improvements per lot				138,215	138,215	133,673	4,542	-	-	-	-	-	-	-	-
140-01-14	10-01-10	Stage 14A Margin GST		4,545	\$50,000 improvements per lot				181,081	181,081	181,081	-	-	-	-	-	-	-	-	-
140-01-14B	10-01-10	Stage 14B Margin GST		4,545	\$50,000 improvements per lot				32,788	28,242	15,748	12,494	-	4,545	-	-	-	-	-	-
140-01-015	10-01-10	Stage 15 Margin GST		4,545	\$50,000 improvements per lot				158,048	158,048	144,541	13,507	-	-	-	-	-	-	-	-
140-01-16A	10-01-10	Stage 16A Margin GST		4,545	\$50,000 improvements per lot				213,654	-	-	-	-	-	-	41,944	171,710	-	-	-
140-01-16B	10-01-10	Stage 16B Margin GST		4,545	\$50,000 improvements per lot				132,719	-	-	-	-	-	-	-	-	127,734	4,985	-
140-01-017	10-01-10	Stage 17A Margin GST		4,545	\$50,000 improvements per lot				78,253	69,162	43,109	24,576	1,477	9,091	-	-	-	-	-	-
140-01-17B	10-01-10	Stage 17B Margin GST		4,545	\$50,000 improvements per lot				145,137	17,016	-	4,882	21,225	13,636	50,000	55,393	-	-	-	-
140-01-18A	10-01-10	Stage 18A Margin GST		4,545	\$50,000 improvements per lot				89,733	89,733	80,400	5,734	3,599	-	-	-	-	-	-	-
140-01-18B	10-01-10	Stage 18B Margin GST		4,545	\$50,000 improvements per lot				102,715	66,352	-	55,150	15,748	22,727	9,091	-	-	-	-	-
140-01-18C	10-01-10	Stage 18C Margin GST		4,545	\$50,000 improvements per lot				161,115	-	-	-	-	-	59,091	78,477	23,548	-	-	-
140-01-019	10-01-10	Stage 19 Margin GST		4,545	\$50,000 improvements per lot				289,576	-	-	-	-	-	-	-	-	-	-	-
140-01-020	10-01-10	Stage 20 Margin GST		4,545	\$50,000 improvements per lot				304,718	-	-	-	-	-	-	-	-	-	-	-
140-01-021	10-01-10	Stage 21 Margin GST		4,545	\$50,000 improvements per lot				252,161	-	-	-	-	-	-	-	-	-	-	-
140-01-022	10-01-10	Stage 22 Margin GST		4,545	\$50,000 improvements per lot				291,506	-	-	-	-	-	-	-	-	-	-	-
140-01-023	10-01-10	Stage 23 Margin GST		4,545	\$50,000 improvements per lot				376,214	-	-	-	-	-	-	-	-	-	-	-
140-01-024	10-01-10	Stage 24 Margin GST		4,545	\$50,000 improvements per lot				-	-	-	-	-	-	-	-	-	-	-	-
140-02-025	10-01-10	Stage 25 Margin GST		4,545	\$50,000 improvements per lot				248,210	147,727	-	123,465	46,990	40,909	18,182	18,665	-	-	-	-
140-02-026	10-01-10	Stage 26 Margin GST		4,545	\$50,000 improvements per lot				175,241	-	-	-	-	27,273	31,818	78,269	37,882	-	-	-
140-02-027	10-01-10	Stage 27 Margin GST		4,545	\$50,000 improvements per lot				249,830	-	-	-	-	-	-	27,858	114,680	107,292	-	-
140-02-028	10-01-10	Stage 28 Margin GST		4,545	\$50,000 improvements per lot				174,107	-	-	-	-	-	-	-	-	94,041	-	-
140-02-029	10-01-10	Stage 29 Margin GST		4,545	\$50,000 improvements per lot				245,052	-	-	-	-	-	-	-	-	-	162,551	82,501
140-02-030	10-01-10	Stage 30 Margin GST		4,545	\$50,000 improvements per lot				156,935	-	-	-	-	-	-	-	-	-	-	156,935
140-02-031	10-01-10	Stage 31 Margin GST		4,545	\$50,000 improvements per lot				159,888	-	-	-	-	-	-	-	-	-	-	10,560
140-02-032	10-01-10	Stage 32 Margin GST		4,545	\$50,000 improvements per lot				162,924	-	-	-	-	-	-	-	-	-	-	-
140-02-033	10-01-10	Stage 33 Margin GST		4,545	\$50,000 improvements per lot				165,990	-	-	-	-	-	-	-	-	-	-	-
140-02-034	10-01-10	Stage 34 Margin GST		4,545	\$50,000 improvements per lot				169,142	-	-	-	-	-	-	-	-	-	-	-
140-02-035	10-01-10	Stage 35 Margin GST		4,545	\$50,000 improvements per lot				172,325	-	-	-	-	-	-	-	-	-	-	-
TBA	10-01-10	GHS10 Margin GST		4,545	\$50,000 improvements per lot				58,172	-	-	-	-	-	-	-	-	-	-	-
TBA	10-01-10	GHS11 Margin GST		4,545	\$50,000 improvements per lot				82,036	-	-	-	-	-	-	-	-	-	-	-
TBA	10-01-10	GHS12 Margin GST		4,545	\$50,000 improvements per lot				347,643	-	-	-	-	-	-	-	-	-	-	-
140-03-036	10-01-10	Stage 36 Margin GST		4,545	\$50,000 improvements per lot				237,495	-	-	-	-	-	-	-	4,826	137,471	95,197	-
140-03-037	10-01-10	Stage 37 Margin GST		4,545	\$50,000 improvements per lot				244,030	-	-	-	-	-	-	-	-	-	233,755	10,274
140-03-038	10-01-10	Stage 38 Margin GST		4,545	\$50,000 improvements per lot				248,953	-	-	-	-	-	-	-	-	-	-	248,953
140-03-039	10-01-10	Stage 39 Margin GST		4,545	\$50,000 improvements per lot				252,866	-	-	-	-	-	-	-	-	-	-	199,933
140-03-040	10-01-10	Stage 40 Margin GST		4,545	\$50,000 improvements per lot				255,936	-	-	-	-	-	-	-	-	-	-	-
140-03-041	10-01-10	Stage 41 Margin GST		4,545	\$50,000 improvements per lot				259,151	-	-	-	-	-	-	-	-	-	-	-
140-03-042	10-01-10	Stage 42 Margin GST		4,545	\$50,000 improvements per lot				262,133	-	-	-	-	-	-	-	-	-	-	-
140-03-043	10-01-10	Stage 43 Margin GST		4,545	\$50,000 improvements per lot				264,765	-	-	-	-	-	-	-	-	-	-	-
140-03-044	10-01-10	Stage 44 Margin GST		4,545	\$50,000 improvements per lot				267,339	-	-	-	-	-	-	-	-	-	-	-
140-03-045	10-01-10	Stage 45 Margin GST		4,545	\$50,000 improvements per lot				270,022	-	-	-	-	-	-	-	-	-	-	-
140-03-046	10-01-10	Stage 46 Margin GST		4,545	\$50,000 improvements per lot				272,732	-	-	-	-	-	-	-	-	-	-	-
140-03-047	10-01-10	Stage 47 Margin GST		4,545	\$50,000 improvements per lot				275,556	-	-	-	-	-	-	-	-	-	-	-
140-04-048	10-01-10	Stage 48 Margin GST - WAPC Land		4,545	\$50,000 improvements per lot				278,322	-	-	-	-	-	-	-	-	-	-	-
140-04-049	10-01-10	Stage 49 Margin GST - WAPC Land		4,545	\$50,000 improvements per lot				280,940	-	-	-	-	-	-	-	-	-	-	-
140-04-050	10-01-10	Stage 50 Margin GST - WAPC Land		4,545	\$50,000 improvements per lot				283,849	-	-	-	-	-	-	-	-	-	-	-
140-04-051	10-01-10	Stage 51 Margin GST - WAPC Land		4,545	\$50,000 improvements per lot				304,689	-	-	-	-	-	-	-	-	-	-	-
140-70-001	10-01-12	Sales Office GST							43,636	-	-	-	-	43,636	-	-	-	-	-	-
140-70-005	10-01-12	Catalina Beach Sales Office Land & Building GST			Assumed full GST				84,331	-	-	-	-	-	-	-	-	-	84,331	-
140-70-037	10-01-12	Catalina Grove Sales Office Land & Building GST			Assumed full GST				83,280	-	-	-	-	-	-	-	-	-	-	-
140-70-006	10-01-12	Charity Home Margin GST			Assumed full GST				64,318	64,318	64,318	-	-	-	-	-	-	-	-	-
140-70-003	10-01-12	Charity Home 2019 GST			Assumed full GST				-	-	-	-	-	-	-	-	-	-	-	-
140-70-007	10-01-12	GHS R60 Stage 1 Margin GST			Complete				109,091	109,091	109,091	-	-	-	-	-	-	-	-	-
140-70-004	10-01-12	GHS R60 Stage 4 Margin GST			Complete				15,967	15,967	15,967	-	-	-	-	-	-	-	-	-
140-70-008	10-01-12	Stage 11 Local Centre GST			Complete				26,791	26,791	-	-								

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-99-999	80-04-06	Waterwise Landscaping Package	\$5,000 /Lot	Offset 12mth				12 Mths	12,098,398	2,347,378	1,810,900	399,058	271,753	308,667	130,000	187,079	335,401	389,556	510,233	624,408
140-99-999	80-04-14	WELS Rebate	\$1,000 /Lot	Offset 3mth				3 Mths	1,269,097	140,032	135,123	-	24,309	11,200	9,600	17,828	24,771	49,717	88,525	108,658
140-99-999	80-04-13	Sustainability Rebate	\$700 /Lot	Offset 3mth	80% Beach & Grove stlmts			3 Mths	821,354	909	-	-	44,589	7,840	6,720	17,339	34,802	61,968	76,061	-
140-99-999	80-04-03	Energy Audit Rebate	\$300 /Lot	Offset 3mth	80% Beach & Grove stlmts			3 Mths	779,005	-	-	-	2,240	7,840	6,720	12,480	17,339	34,802	61,968	76,061
140-99-999	80-04-11	Solar Package	\$2,000 /Lot	Offset 12mth				12 Mths	4,749,208	582,000	458,000	94,000	172,667	301,333	52,000	74,832	134,160	155,822	204,093	249,763
		TOTAL DIRECT SELLING COSTS							82,578,942	20,102,208	17,335,831	2,022,444	1,499,309	1,795,018	1,692,927	2,193,926	2,641,335	2,908,013	3,902,058	5,854,844
		GROSS INCOME							667,217,690	218,403,090	191,774,886	20,259,374	8,054,812	7,278,856	10,146,173	17,298,717	16,617,302	24,292,604	32,190,617	44,980,899
		LAND																		
140-98-999	05-01-01	Land							-	-	-	-	-	-	-	-	-	-	-	-
140-98-999	05-02-01	Land Stamp Duty & Legals			1 Lots				-	-	-	-	-	-	-	-	-	-	-	-
140-98-999	05-02-03	Land Tax and Rates at Settlement			1 Lots				-	-	-	-	-	-	-	-	-	-	-	-
140-98-999	05-02-02	Land Due Diligence			1 Lots				-	-	-	-	-	-	-	-	-	-	-	-
140-98-999	05-01-01	WAPC Land Acquisition	10,206,000		11.34 Hectares	50% Dec-19	50% Dec-20		10,206,000	-	-	-	-	5,103,000	5,103,000	-	-	-	-	-
		TOTAL LAND							10,206,000	-	-	-	-	5,103,000	5,103,000	-	-	-	-	-
		CONSULTANTS																		
140-95-001	01-03-02	Planning							5,695,274	2,195,867	1,801,172	224,994	243,700	224,750	228,875	241,984	250,349	263,688	276,658	291,276
140-95-001	01-03-07	Environmental							686,289	317,989	245,255	28,560	60,336	48,486	48,486	49,014	50,004	51,013	52,043	53,093
140-95-001	01-03-18	Sustainability	36,000 PA			May-19	Jun-24	62 Mths	216,201	26,805	26,805	-	6,000	36,000	36,000	36,392	37,127	37,876	-	-
140-95-001	01-03-05	Geotechnical	100 /Lot	252,500					126,648	12,300	6,400	-	6,845	1,607	8,942	9,122	7,548	9,847	15,466	17,263
140-95-001	01-03-06	Traffic Planning	50 /Lot	126,250					99,457	84,181	72,181	10,000	2,472	804	7,000	7,000	-	-	-	-
140-95-001	01-03-03	General Surveying	30,000 PA			Mar-19	Feb-28	108 Mths	437,272	153,160	122,228	21,592	19,340	30,000	30,327	30,939	31,564	32,201	32,851	
140-95-001	01-03-04	Engineering Consultants	925,000			Mar-19	Feb-28	108 Mths	1,152,740	178,340	102,476	61,823	48,337	102,889	102,889	104,010	106,110	108,251	110,436	112,666
140-95-001	01-03-13	Architect	150,000			Mar-19	Feb-28	108 Mths	156,999	16,100	10,900	-	10,159	14,878	15,040	15,344	15,653	15,969	16,291	
140-95-001	01-03-15	Fire	10,000						30,150	150	-	-	20,150	5,000	2,500	2,500	-	-	-	-
140-95-001	01-03-24	Arboret & Tree Mapping	7,500 ev. 2 yrs						52,306	806	-	806	19,500	7,500	2,000	7,500	-	-	-	7,500
140-95-001	01-03-23	Acoustic & Noise Consultants	10,000			May-19	Apr-20	12 Mths	20,000	-	-	-	11,667	8,333	-	-	-	-	-	-
140-95-001	01-03-11	Miscellaneous Consultants	50,000 PA			Mar-19	Feb-28	108 Mths	477,440	3,920	-	3,900	16,687	50,000	50,000	50,545	51,565	52,606	53,668	54,751
140-95-001	01-03-17	Hydrology	45,000 PA			Mar-19	Feb-28	108 Mths	540,015	113,847	96,257	11,168	21,422	45,000	45,000	45,490	46,409	47,345	48,301	49,276
		TOTAL CONSULTANTS							9,690,793	3,103,466	2,483,674	362,844	486,616	575,247	576,570	598,925	595,394	625,343	604,741	634,966
		INFRASTRUCTURE																		
		INFRASTRUCTURE COSTS	AMOUNT	START	FINISH	DURATION														
140-95-006	01-01-05	Marmion Avenue Green Link Intersection		Complete					450,680	450,680	450,680	-	-	-	-	-	-	-	-	-
140-95-006	01-03-04	Marmion Avenue Green Link Intersection Engineering		Complete					48,750	48,750	48,750	-	-	-	-	-	-	-	-	-
140-95-015	01-01-05	Marmion Avenue Green Link Intersection Balance		Complete					3,041,955	3,041,955	3,041,955	-	-	-	-	-	-	-	-	-
140-95-015	01-03-04	Marmion Avenue Green Link Intersection Balance Engineering		Complete					151,585	151,585	151,585	-	-	-	-	-	-	-	-	-
140-95-008	01-01-06	Neerabup Road Key Largo Intersection		Complete					974,127	974,127	974,127	-	-	-	-	-	-	-	-	-
140-95-008	01-03-04	Neerabup Road Key Largo Intersection Engineering		Complete					54,024	54,024	54,024	-	-	-	-	-	-	-	-	-
140-95-009	01-01-06	Neerabup Rd Maroochydhore Way Intersection		Complete					1,480,279	1,480,279	1,480,279	-	-	-	-	-	-	-	-	-
140-95-009	01-03-04	Neerabup Rd Maroochydhore Way Intersection Engineering		Complete					97,321	97,321	97,321	-	-	-	-	-	-	-	-	-
140-95-026	01-01-08	Catalina Beach North/South Dual Use Path	1,000,000		Dec-19	Dec-19	1 Mths		1,000,000	-	-	-	-	1,000,000	-	-	-	-	-	-
140-95-026	01-03-04	Catalina Beach North/South Dual Use Path Engineering	65,000		Dec-19	Dec-19	1 Mths		65,000	-	-	-	-	65,000	-	-	-	-	-	-
140-95-010	01-01-08	Connolly Drive Green Link Intersection	1,675,000	\$350k FY20	Jan-23	Jun-23	6 Mths		2,086,036	780	-	-	780	350,000	-	-	1,735,256	-	-	-
140-95-010	01-03-04	Connolly Drive Green Link Intersection Engineering	110,075		Oct-22	Mar-23	6 Mths		133,152	99,619	19,924	79,695	-	22,750	-	-	10,783	-	-	-
140-95-025	01-01-08	Raise existing bore on Connolly Drive	2,004		May-19	May-19	1 Mths		2,004	-	-	-	2,004	-	-	-	-	-	-	-
140-95-011	01-01-08	Neerabup Road Green Link Underpass part 1	2,400,000		May-19	Aug-19	4 Mths		2,400,000	2,296,934	2,212,100	84,834	51,533	51,533	-	-	-	-	-	-
140-95-016	01-01-08	Additional allowance to scheme underpass	400,000		Jul-21	Jan-22	7 Mths		402,676	-	-	-	-	-	-	402,676	-	-	-	-
140-95-012	01-01-08	Waste Water Pump Station (West)	1,723,532		Mar-19	May-19	3 Mths		1,723,532	1,667,561	88,081	1,576,461	58,991	-	-	-	-	-	-	-
140-95-012	01-03-04	Waste Water Pump Station (West) Engineering	111,518		Mar-19	May-19	3 Mths		129,588	129,588	96,168	26,821	6,600	-	-	-	-	-	-	-
140-95-021	01-01-08	Portofino Pmde Extension	780,000		Apr-20	Sep-20	6 Mths		780,000	1,500	-	-	-	389,250	389,250	-	-	-	-	-
140-95-021	01-03-04	Portofino Pmde Extension Engineering	50,700		Jul-19	Jun-20	12 Mths		50,700	29,692	4,454	25,238	-	21,008	-	-	-	-	-	-
140-95-022	01-02-04	Housing Authority Scheme Contribution		Complete					162,919	162,919	162,919	-	-	-	-	-	-	-	-	-
140-95-019	01-01-08	Foreshore Access Road	1,288,000		Apr-20	Sep-20	6 Mths		1,288,000	-	-	-	-	644,000	644,000	-	-	-	-	-
140-95-019	01-03-04	Foreshore Access Road Engineering	83,720		Jul-19	Jun-20	12 Mths		83,720	-	-	-	-	83,720	-	-	-	-	-	-
140-95-027	01-01-08	Catalina Beach LED Lighting	300,000		Jul-21	Dec-21	6 Mths		301,755	-	-	-	-	-	-	301,755	-	-	-	-
140-95-027	01-03-04	Catalina Beach LED Lighting Engineering	19,500		Apr-21	Sep-21	6 Mths		19,533	-	-	-	-	-	9,750	9,783	-	-	-	-
140-96-017	01-01-08	Waste Water Pump Station (East)	2,000,000		Feb-25	Aug-25	7 Mths		2,162,837	-	-	-	-	-	-	-	-	-	1,542,309	620,528
140-96-017	01-03-04	Waste Water Pump Station (East) Engineering	159,000		Aug-23	Jan-25	18 Mths		167,538	14,717	-	10,388	4,329	-	-	-	-	-	92,846	59,975
140-95-014	01-01-08	Extension of services Stg 5-Connolly Drive		Complete					1,518,761	1,518,761	1,518,761	-	-	-	-	-	-	-	-	-
140-95-014	01-03-04	Extension of services Stg 5-Connolly Drive Engineering		Complete					100,778	100,778	100,778	-	-	-	-	-	-	-	-	-
140-95-020	01-01-08	UXO - Search Catalina Beach Phase 2		Complete					14,500	14,500	14,500	-	-	-	-	-	-	-	-	-
140-95-020	01-03-04	UXO - Search Catalina Beach Phase 2 Engineering		Complete					1,625	1,625	1,625	-	-	-	-	-	-	-	-	-
140-95-017	01-01-08	Rubbish removal - General Allowance	76,104		Mar-19	Feb-21	24 Mths		93,074	40,043	33,704	2,400	9,94							

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-01-020	01-02-03	Stage 20 Local Auth Sprvision & WC plng	20,163	403 /Lot	Dec-30	Dec-30	1 Mths	24,378	-	-	-	-	-	-	-	-	-	-	-	-
140-01-020	01-02-09	Stage 20 Western Power Fees	100,000	2,000 /Lot	Dec-30	Dec-30	1 Mths	120,906	-	-	-	-	-	-	-	-	-	-	-	-
140-01-020	01-02-07	Stage 20 Local Auth Scheme Costs	67,625	1,352 /Lot	May-30	May-30	1 Mths	80,815	-	-	-	-	-	-	-	-	-	-	-	-
140-01-020	01-03-03	Stage 20 Survey / Titles	62,400	1,200 /Lot	Dec-29	Aug-30	9 Mths	74,447	-	-	-	-	-	-	-	-	-	-	-	-
140-01-020	01-03-04	Stage 20 Engineering Consultants	167,093	3,342 /Lot	Dec-29	Aug-30	9 Mths	199,354	-	-	-	-	-	-	-	-	-	-	-	-
		STAGE 20 TOTAL	3,482,809	69,656	84,069		50 Lots	4,203,466	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-01-01	Stage 21 Civils	2,322,717	56,652 /Lot	Jan-31	Jun-31	6 Mths	2,824,727	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-01-08	Stage 21 Underground Power	0	/Lot	Jan-31	Jun-31	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-02-01	Stage 21 Headworks	191,017	4,659 /Lot	Apr-31	Apr-31	1 Mths	232,494	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-02-03	Stage 21 Local Auth Sprvision & WC plng	16,533	403 /Lot	Apr-31	Apr-31	1 Mths	20,123	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-02-09	Stage 21 Western Power Fees	82,000	2,000 /Lot	Apr-31	Apr-31	1 Mths	99,805	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-02-07	Stage 21 Local Auth Scheme Costs	55,452	1,352 /Lot	May-30	May-30	1 Mths	66,268	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-03-03	Stage 21 Survey / Titles	51,600	1,200 /Lot	Apr-30	Dec-30	9 Mths	61,974	-	-	-	-	-	-	-	-	-	-	-	-
140-01-021	01-03-04	Stage 21 Engineering Consultants	137,017	3,342 /Lot	Apr-30	Dec-30	9 Mths	164,563	-	-	-	-	-	-	-	-	-	-	-	-
		STAGE 21 TOTAL	2,856,336	69,667	84,633		41 Lots	3,469,955	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-01-01	Stage 22 Civils	2,662,626	56,652 /Lot	Apr-31	Sep-31	6 Mths	3,254,320	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-01-08	Stage 22 Underground Power	0	/Lot	Apr-31	Sep-31	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-02-01	Stage 22 Headworks	218,970	4,659 /Lot	Jul-31	Jul-31	1 Mths	267,852	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-02-03	Stage 22 Local Auth Sprvision & WC plng	18,953	403 /Lot	Jul-31	Jul-31	1 Mths	23,184	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-02-09	Stage 22 Western Power Fees	94,000	2,000 /Lot	Jul-31	Jul-31	1 Mths	114,984	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-02-07	Stage 22 Local Auth Scheme Costs	63,567	1,352 /Lot	May-30	May-30	1 Mths	75,966	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-03-03	Stage 22 Survey / Titles	58,800	1,200 /Lot	Jul-30	Mar-31	9 Mths	70,975	-	-	-	-	-	-	-	-	-	-	-	-
140-01-022	01-03-04	Stage 22 Engineering Consultants	157,068	3,342 /Lot	Jul-30	Mar-31	9 Mths	189,590	-	-	-	-	-	-	-	-	-	-	-	-
		STAGE 22 TOTAL	3,273,985	69,659	85,040		47 Lots	3,996,870	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-01-01	Stage 23 Civils	3,399,098	56,652 /Lot	Aug-31	Jan-32	6 Mths	4,182,216	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-01-08	Stage 23 Underground Power	0	/Lot	Aug-31	Jan-32	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-02-01	Stage 23 Headworks	279,537	4,659 /Lot	Nov-31	Nov-31	1 Mths	344,224	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-02-03	Stage 23 Local Auth Sprvision & WC plng	24,195	403 /Lot	Nov-31	Nov-31	1 Mths	29,794	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-02-09	Stage 23 Western Power Fees	120,000	2,000 /Lot	Nov-31	Nov-31	1 Mths	147,769	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-02-07	Stage 23 Local Auth Scheme Costs	81,150	1,352 /Lot	May-30	May-30	1 Mths	96,978	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-03-03	Stage 23 Survey / Titles	74,400	1,200 /Lot	Nov-30	Jul-31	9 Mths	90,405	-	-	-	-	-	-	-	-	-	-	-	-
140-01-023	01-03-04	Stage 23 Engineering Consultants	200,512	3,342 /Lot	Nov-30	Jul-31	9 Mths	243,647	-	-	-	-	-	-	-	-	-	-	-	-
		STAGE 23 TOTAL	4,178,891	69,648	85,584		60 Lots	5,135,034	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-01-01	Stage 24 Civils	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-01-08	Stage 24 Underground Power	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-02-01	Stage 24 Headworks	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-02-03	Stage 24 Local Auth Sprvision & WC plng	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-02-09	Stage 24 Western Power Fees	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-02-07	Stage 24 Local Auth Scheme Costs	0	335 /Lot	Oct-24	Oct-24	1 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-03-03	Stage 24 Survey / Titles	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
140-01-024	01-03-04	Stage 24 Engineering Consultants	0	/Lot				-	-	-	-	-	-	-	-	-	-	-	-	-
		STAGE 24 TOTAL	0	#DIV/0!	#DIV/0!		Lots	-	-	-	-	-	-	-	-	-	-	-	-	-
140-02-025	01-01-01	Stage 25 Civils	Complete	8,197 /Lot	Mar-19	Apr-19	2 Mths	5,095,636	5,095,636	5,079,818	15,818	-	-	-	-	-	-	-	-	-
140-02-025	01-01-08	Stage 25 Underground Power	483,595	8,197 /Lot	Mar-19	Apr-19	2 Mths	483,595	418,274	349,063	102,349	65,321	-	-	-	-	-	-	-	-
140-02-025	01-02-01	Stage 25 Headworks	Complete	279,895				279,895	279,895	279,895	-	-	-	-	-	-	-	-	-	-
140-02-025	01-02-03	Stage 25 Local Auth Sprvision & WC plng	Complete	48,673				48,673	48,673	38,112	11,661	-	-	-	-	-	-	-	-	-
140-02-025	01-02-07	Stage 25 Local Auth Scheme Costs	19,449	335 /Lot	Oct-24	Oct-24	1 Mths	20,788	-	-	-	-	-	-	-	-	-	-	-	20,788
140-02-025	01-02-09	Stage 25 Western Power Fees	Complete. CR received.	(115,639)				(115,639)	(115,639)	(115,639)	-	-	-	-	-	-	-	-	-	-
140-02-025	01-03-03	Stage 25 Survey / Titles	79,600	1,349 /Lot	May-19	Jun-19	2 Mths	79,600	58,580	58,580	21,020	-	-	-	-	-	-	-	-	-
140-02-025	01-03-04	Stage 25 Engineering Consultants	Complete	218,391				218,391	218,391	215,661	8,190	-	-	-	-	-	-	-	-	-
		STAGE 25 TOTAL	582,644	9,875	103,575		59 Lots	6,110,939	6,003,810	6,021,130	22,378	86,341	-	-	-	-	-	-	-	20,788
140-02-026	01-01-01	Stage 26 Civils	1,425,000	37,500 /Lot	Jul-19	Oct-19	4 Mths	1,425,000	23,727	8,182	8,182	7,364	1,401,273	-	-	-	-	-	-	-
140-02-026	01-01-02	Stage 26 Earthworks	0	/Lot	May-19	Aug-19	4 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-02-026	01-01-08	Stage 26 Underground Power	0	/Lot	Jul-19	Oct-19	4 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-02-026	01-02-01	Stage 26 Headworks	177,000	4,658 /Lot	Aug-19	Aug-19	1 Mths	183,682	183,682	-	183,682	-	-	-	-	-	-	-	-	-
140-02-026	01-02-03	Stage 26 Local Auth Sprvision & WC plng	5,000	132 /Lot	Aug-19	Aug-19	1 Mths	5,000	350	-	350	-	4,650	-	-	-	-	-	-	-
140-02-026	01-02-07	Stage 26 Local Auth Scheme Costs	12,742	335 /Lot	Oct-24	Oct-24	1 Mths	13,620	-	-	-	-	-	-	-	-	-	-	-	13,620
140-02-026	01-02-09	Stage 26 Western Power Fees	76,000	2,000 /Lot	Aug-19	Aug-19	1 Mths	76,000	42,196	-	42,196	-	33,804	-	-	-	-	-	-	-
140-02-026	01-03-03	Stage 26 Survey / Titles	48,000	1,200 /Lot	Mar-19	Sep-19	7 Mths	48,000	-	-	27,429	-	20,571	-	-	-	-	-	-	-
140-02-026	01-03-04	Stage 26 Engineering Consultants	114,500	3,013 /Lot	Mar-19	Sep-19	7 Mths	114,500	78,375	62,700	15,675	20,643	15,482	-	-	-	-	-	-	-
		STAGE 26 TOTAL	1,858,242	48,901	49,100		38 Lots	1,865,802	328,330	70,882	250,085	55,435	1,475,780	-	-	-	-	-	-	13,620
140-02-027	01-01-01	Stage 27 Civils	3,591,349	69,064 /Lot	Jul-21	Dec-21	6 Mths	3,612,357	-	-	-	-	-	-	-	3,612,357	-	-	-	-
140-02-027	01-01-02	Stage 27 Earthworks	0	/Lot	Jan-21	Jun-21	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-02-027	01-01-08	Stage 27 Underground Power	0	/Lot	Jul-21	Dec-21	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-02-027	01-02-01	Stage 27 Headworks	242,300	4,660 /Lot	Oct-21	Oct-21	1 Mths	243,919	-	-	-	-	-	-	243,919	-	-	-	-	-
140-02-027	01-02-03	Stage 2																		

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-03-037	01-02-07	Stage 37 Local Auth Scheme Costs	16,095	335 /Lot	Oct-24	Oct-24	1 Mths	17,204	-	-	-	-	-	-	-	-	-	-	17,204	-
140-03-037	01-02-09	Stage 37 Western Power Fees	97,494	2,031 /Lot	Sep-24	Sep-24	1 Mths	104,036	-	-	-	-	-	-	-	-	-	-	104,036	-
140-03-037	01-03-03	Stage 37 Survey / Titles	60,000	1,200 /Lot	Sep-23	May-24	9 Mths	63,179	-	-	-	-	-	-	-	-	-	63,179	-	-
140-03-037	01-03-04	Stage 37 Engineering Consultants	145,781	3,037 /Lot	Sep-23	May-24	9 Mths	153,505	-	-	-	-	-	-	-	-	-	153,505	-	-
		STAGE 37 TOTAL	2,753,593	57,367	61,116		48 Lots	2,933,549										604,760	2,328,788	
140-03-038	01-01-01	Stage 38 Civils	2,192,965	45,687 /Lot	Feb-25	Jul-25	6 Mths	2,369,536	-	-	-	-	-	-	-	-	-	-	1,972,967	396,569
140-03-038	01-01-02	Stage 38 Earthworks	0	/Lot	Aug-24	Jan-25	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-038	01-01-08	Stage 38 Underground Power	0	/Lot	Feb-25	Jul-25	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-038	01-02-01	Stage 38 Headworks	227,113	4,732 /Lot	May-25	May-25	1 Mths	245,603	-	-	-	-	-	-	-	-	-	-	245,603	-
140-03-038	01-02-03	Stage 38 Local Auth Sprvision & WC plng	14,145	295 /Lot	May-25	May-25	1 Mths	15,296	-	-	-	-	-	-	-	-	-	-	15,296	-
140-03-038	01-02-07	Stage 38 Local Auth Scheme Costs	64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	-	-
140-03-038	01-02-09	Stage 38 Western Power Fees	97,494	2,031 /Lot	May-25	May-25	1 Mths	105,431	-	-	-	-	-	-	-	-	-	-	105,431	-
140-03-038	01-03-03	Stage 38 Survey / Titles	60,000	1,200 /Lot	May-24	Jan-25	9 Mths	64,027	-	-	-	-	-	-	-	-	-	14,145	49,881	-
140-03-038	01-03-04	Stage 38 Engineering Consultants	145,781	3,037 /Lot	May-24	Jan-25	9 Mths	155,564	-	-	-	-	-	-	-	-	-	34,369	121,195	-
		STAGE 38 TOTAL	2,802,417	58,384	63,188		48 Lots	3,033,039										48,514	2,510,374	396,569
140-03-039	01-01-01	Stage 39 Civils	2,192,965	45,687 /Lot	Oct-25	Mar-26	6 Mths	2,401,314	-	-	-	-	-	-	-	-	-	-	-	2,401,314
140-03-039	01-01-02	Stage 39 Earthworks	0	/Lot	Apr-25	Sep-25	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-039	01-01-08	Stage 39 Underground Power	0	/Lot	Oct-25	Mar-26	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-039	01-02-01	Stage 39 Headworks	227,113	4,732 /Lot	Jan-26	Jan-26	1 Mths	248,897	-	-	-	-	-	-	-	-	-	-	-	248,897
140-03-039	01-02-03	Stage 39 Local Auth Sprvision & WC plng	14,145	295 /Lot	Jan-26	Jan-26	1 Mths	15,501	-	-	-	-	-	-	-	-	-	-	-	15,501
140-03-039	01-02-07	Stage 39 Local Auth Scheme Costs	64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	-	-
140-03-039	01-02-09	Stage 39 Western Power Fees	97,494	2,031 /Lot	Jan-26	Jan-26	1 Mths	106,845	-	-	-	-	-	-	-	-	-	-	-	106,845
140-03-039	01-03-03	Stage 39 Survey / Titles	60,000	1,200 /Lot	Jan-25	Sep-25	9 Mths	64,885	-	-	-	-	-	-	-	-	-	-	43,149	21,737
140-03-039	01-03-04	Stage 39 Engineering Consultants	145,781	3,037 /Lot	Jan-25	Sep-25	9 Mths	157,650	-	-	-	-	-	-	-	-	-	-	104,837	52,813
		STAGE 39 TOTAL	2,802,417	58,384	64,014		48 Lots	3,072,676											147,986	2,847,107
140-03-040	01-01-01	Stage 40 Civils	2,192,965	45,687 /Lot	Mar-26	Aug-26	6 Mths	2,421,392	-	-	-	-	-	-	-	-	-	-	-	1,611,572
140-03-040	01-01-02	Stage 40 Earthworks	0	/Lot	Sep-25	Feb-26	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-040	01-01-08	Stage 40 Underground Power	0	/Lot	Mar-26	Aug-26	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-040	01-02-01	Stage 40 Headworks	227,113	4,732 /Lot	Jun-26	Jun-26	1 Mths	250,978	-	-	-	-	-	-	-	-	-	-	-	250,978
140-03-040	01-02-03	Stage 40 Local Auth Sprvision & WC plng	14,145	295 /Lot	Jun-26	Jun-26	1 Mths	15,631	-	-	-	-	-	-	-	-	-	-	-	15,631
140-03-040	01-02-07	Stage 40 Local Auth Scheme Costs	64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	-	-
140-03-040	01-02-09	Stage 40 Western Power Fees	97,494	2,031 /Lot	Jun-26	Jun-26	1 Mths	107,739	-	-	-	-	-	-	-	-	-	-	-	107,739
140-03-040	01-03-03	Stage 40 Survey / Titles	60,000	1,200 /Lot	Jun-25	Feb-26	9 Mths	65,428	-	-	-	-	-	-	-	-	-	-	7,221	58,206
140-03-040	01-03-04	Stage 40 Engineering Consultants	145,781	3,037 /Lot	Jun-25	Feb-26	9 Mths	158,969	-	-	-	-	-	-	-	-	-	-	17,546	141,423
		STAGE 40 TOTAL	2,802,417	58,384	64,536		48 Lots	3,097,718											24,767	2,185,548
140-03-041	01-01-01	Stage 41 Civils	2,192,965	45,687 /Lot	Aug-26	Jan-27	6 Mths	2,441,638	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-01-02	Stage 41 Earthworks	0	/Lot	Feb-26	Jul-26	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-01-08	Stage 41 Underground Power	0	/Lot	Aug-26	Jan-27	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-02-01	Stage 41 Headworks	227,113	4,732 /Lot	Nov-26	Nov-26	1 Mths	253,076	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-02-03	Stage 41 Local Auth Sprvision & WC plng	14,145	295 /Lot	Nov-26	Nov-26	1 Mths	15,762	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-02-07	Stage 41 Local Auth Scheme Costs	64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-02-09	Stage 41 Western Power Fees	97,494	2,031 /Lot	Nov-26	Nov-26	1 Mths	108,640	-	-	-	-	-	-	-	-	-	-	-	-
140-03-041	01-03-03	Stage 41 Survey / Titles	60,000	1,200 /Lot	Nov-25	Jul-26	9 Mths	65,975	-	-	-	-	-	-	-	-	-	-	-	58,595
140-03-041	01-03-04	Stage 41 Engineering Consultants	145,781	3,037 /Lot	Nov-25	Jul-26	9 Mths	160,298	-	-	-	-	-	-	-	-	-	-	-	142,368
		STAGE 41 TOTAL	2,802,417	58,384	65,062		48 Lots	3,122,970											24,767	2,185,548
140-03-042	01-01-01	Stage 42 Civils	2,192,965	45,687 /Lot	Jan-27	Jun-27	6 Mths	2,462,053	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-01-02	Stage 42 Earthworks	0	/Lot	Jul-26	Dec-26	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-01-08	Stage 42 Underground Power	0	/Lot	Jan-27	Jun-27	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-02-01	Stage 42 Headworks	227,113	4,732 /Lot	Apr-27	Apr-27	1 Mths	255,192	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-02-03	Stage 42 Local Auth Sprvision & WC plng	14,145	295 /Lot	Apr-27	Apr-27	1 Mths	15,894	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-02-07	Stage 42 Local Auth Scheme Costs	64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-02-09	Stage 42 Western Power Fees	97,494	2,031 /Lot	Apr-27	Apr-27	1 Mths	109,548	-	-	-	-	-	-	-	-	-	-	-	-
140-03-042	01-03-03	Stage 42 Survey / Titles	60,000	1,200 /Lot	Apr-26	Dec-26	9 Mths	66,527	-	-	-	-	-	-	-	-	-	-	-	22,065
140-03-042	01-03-04	Stage 42 Engineering Consultants	145,781	3,037 /Lot	Apr-26	Dec-26	9 Mths	161,638	-	-	-	-	-	-	-	-	-	-	-	53,610
		STAGE 42 TOTAL	2,802,417	58,384	65,592		48 Lots	3,148,433											75,675	2,772,758
140-03-043	01-01-01	Stage 43 Civils	2,192,965	45,687 /Lot	May-27	Oct-27	6 Mths	2,478,508	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-01-02	Stage 43 Earthworks	0	/Lot	Nov-26	Apr-27	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-01-08	Stage 43 Underground Power	0	/Lot	May-27	Oct-27	6 Mths	-	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-02-01	Stage 43 Headworks	227,113	4,732 /Lot	Aug-27	Aug-27	1 Mths	256,898	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-02-03	Stage 43 Local Auth Sprvision & WC plng	14,145	295 /Lot	Aug-27	Aug-27	1 Mths	16,000	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-02-07	Stage 43 Local Auth Scheme Costs	64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-02-09	Stage 43 Western Power Fees	97,494	2,031 /Lot	Aug-27	Aug-27	1 Mths	110,280	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-03-03	Stage 43 Survey / Titles	60,000	1,200 /Lot	Aug-26	Apr-27	9 Mths	66,971	-	-	-	-	-	-	-	-	-	-	-	-
140-03-043	01-03-04	Stage 43 Engineering Consultants																		

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26	
140-03-047	01-02-01	Stage 47 Headworks		227,113	4,732 /Lot		Dec-28	Dec-28	1 Mths	263,835	-	-	-	-	-	-	-	-	-	-	
140-03-047	01-02-03	Stage 47 Local Auth Sprvsn & WC plng		14,145	295 /Lot		Dec-28	Dec-28	1 Mths	16,432	-	-	-	-	-	-	-	-	-	-	
140-03-047	01-02-07	Stage 47 Local Auth Scheme Costs		64,920	1,352 /Lot		May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	
140-03-047	01-02-09	Stage 47 Western Power Fees		97,494	2,031 /Lot		Dec-28	Dec-28	1 Mths	113,258	-	-	-	-	-	-	-	-	-	-	
140-03-047	01-03-03	Stage 47 Survey / Titles		60,000	1,200 /Lot		Dec-27	Aug-28	9 Mths	68,780	-	-	-	-	-	-	-	-	-	-	
140-03-047	01-03-04	Stage 47 Engineering Consultants		145,781	3,037 /Lot		Dec-27	Aug-28	9 Mths	167,112	-	-	-	-	-	-	-	-	-	-	
		STAGE 47 TOTAL		2,802,417	58,384				48 Lots	3,252,432											
140-04-048	01-01-01	Stage 48 Civils		2,192,965	45,687 /Lot		Feb-29	Jun-29	5 Mths	2,564,577	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-01-02	Stage 48 Earthworks		0	/Lot		Sep-28	Jan-29	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-01-08	Stage 48 Underground Power		0	/Lot		Feb-29	Jun-29	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-02-01	Stage 48 Headworks		227,113	4,732 /Lot		Apr-29	Apr-29	1 Mths	265,598	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-02-03	Stage 48 Local Auth Sprvsn & WC plng		14,145	295 /Lot		Apr-29	Apr-29	1 Mths	16,542	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-02-07	Stage 48 Local Auth Scheme Costs		64,920	1,352 /Lot		May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-02-09	Stage 48 Western Power Fees		97,494	2,031 /Lot		Apr-29	Apr-29	1 Mths	114,015	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-03-03	Stage 48 Survey / Titles		60,000	1,200 /Lot		May-28	Jan-29	9 Mths	69,355	-	-	-	-	-	-	-	-	-	-	
140-04-048	01-03-04	Stage 48 Engineering Consultants		145,781	3,037 /Lot		May-28	Jan-29	9 Mths	168,509	-	-	-	-	-	-	-	-	-	-	
		STAGE 48 - WAPC LAND TOTAL		2,802,417	58,334				48 Lots	3,276,177											
140-04-049	01-01-01	Stage 49 Civils		2,192,965	45,687 /Lot		Jun-29	Oct-29	5 Mths	2,581,717	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-01-02	Stage 49 Earthworks		0	/Lot		Jan-29	May-29	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-01-08	Stage 49 Underground Power		0	/Lot		Jun-29	Oct-29	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-02-01	Stage 49 Headworks		227,113	4,732 /Lot		Aug-29	Aug-29	1 Mths	267,373	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-02-03	Stage 49 Local Auth Sprvsn & WC plng		14,145	295 /Lot		Aug-29	Aug-29	1 Mths	16,652	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-02-07	Stage 49 Local Auth Scheme Costs		64,920	1,352 /Lot		May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-02-09	Stage 49 Western Power Fees		97,494	2,031 /Lot		Aug-29	Aug-29	1 Mths	114,777	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-03-03	Stage 49 Survey / Titles		60,000	1,200 /Lot		Sep-28	May-29	9 Mths	69,818	-	-	-	-	-	-	-	-	-	-	
140-04-049	01-03-04	Stage 49 Engineering Consultants		145,781	3,037 /Lot		Sep-28	May-29	9 Mths	169,636	-	-	-	-	-	-	-	-	-	-	
		STAGE 49 - WAPC LAND TOTAL		2,802,417	58,334				48 Lots	3,297,555											
140-04-050	01-01-01	Stage 50 Civils		2,192,965	45,687 /Lot		Oct-29	Feb-30	5 Mths	2,598,971	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-01-02	Stage 50 Earthworks		0	/Lot		May-29	Sep-29	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-01-08	Stage 50 Underground Power		0	/Lot		Oct-29	Feb-30	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-02-01	Stage 50 Headworks		227,113	4,732 /Lot		Dec-29	Dec-29	1 Mths	269,160	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-02-03	Stage 50 Local Auth Sprvsn & WC plng		14,145	295 /Lot		Dec-29	Dec-29	1 Mths	16,763	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-02-07	Stage 50 Local Auth Scheme Costs		64,920	1,352 /Lot		May-30	May-30	1 Mths	77,582	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-02-09	Stage 50 Western Power Fees		97,494	2,031 /Lot		Dec-29	Dec-29	1 Mths	115,544	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-03-03	Stage 50 Survey / Titles		60,000	1,200 /Lot		Jan-29	Sep-29	9 Mths	70,285	-	-	-	-	-	-	-	-	-	-	
140-04-050	01-03-04	Stage 50 Engineering Consultants		145,781	3,037 /Lot		Jan-29	Sep-29	9 Mths	170,769	-	-	-	-	-	-	-	-	-	-	
		STAGE 50 - WAPC LAND TOTAL		2,802,417	58,334				48 Lots	3,319,075											
140-04-051	01-01-01	Stage 51 Civils		2,330,025	45,687 /Lot		Feb-30	Jun-30	5 Mths	2,779,863	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-01-02	Stage 51 Earthworks		0	/Lot		Sep-29	Jan-30	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-01-08	Stage 51 Underground Power		0	/Lot		Feb-30	Jun-30	5 Mths	-	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-02-01	Stage 51 Headworks		241,307	4,732 /Lot		Apr-30	Apr-30	1 Mths	287,894	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-02-03	Stage 51 Local Auth Sprvsn & WC plng		15,029	295 /Lot		Apr-30	Apr-30	1 Mths	17,930	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-02-07	Stage 51 Local Auth Scheme Costs		68,977	1,352 /Lot		May-30	May-30	1 Mths	82,431	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-02-09	Stage 51 Western Power Fees		103,588	2,031 /Lot		Apr-30	Apr-30	1 Mths	123,586	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-03-03	Stage 51 Survey / Titles		63,600	1,200 /Lot		May-29	Jan-30	9 Mths	75,000	-	-	-	-	-	-	-	-	-	-	
140-04-051	01-03-04	Stage 51 Engineering Consultants		154,892	3,037 /Lot		May-29	Jan-30	9 Mths	182,655	-	-	-	-	-	-	-	-	-	-	
		STAGE 51 - WAPC LAND TOTAL		2,977,418	58,334				51 Lots	3,549,358											
		TOTAL LOT PRODUCTION		127,508,868						208,266,542	75,026,581	72,838,671	2,191,024	1,675,105	1,930,449	1,190,215	9,908,791	8,402,822	4,375,371	12,500,072	10,857,749
		LANDSCAPE		AMOUNT			START	FINISH	DURATION												
140-80-102	01-01-15	Drainage Space and Neerabup Road		Complete						795,713	795,713	795,713	-	-	-	-	-	-	-	-	
140-80-102	01-03-10	Drainage Space and Neerabup Road Consultancy		Complete						47,056	47,056	47,056	-	-	-	-	-	-	-	-	
140-80-114	01-01-15	Aviator Blvd Greenlink (2.4)		Complete						164,882	164,882	164,882	-	-	-	-	-	-	-	-	
140-80-114	01-03-10	Aviator Blvd Greenlink (2.4) Consultancy		Complete						11,980	11,980	11,980	-	-	-	-	-	-	-	-	
140-80-125	01-01-15	Roundabout		Complete						7,162	7,162	7,162	-	-	-	-	-	-	-	-	
140-80-125	01-03-10	Roundabout Consultancy		Complete						1,035	1,035	1,035	-	-	-	-	-	-	-	-	
140-80-115	01-01-15	Public Access Way Lot 8005 (3.1)		Complete						40,537	40,537	40,537	-	-	-	-	-	-	-	-	
140-80-117	01-03-10	Aviator Blvd Greenlink (5.2) Consultancy		Complete						6,072	6,072	6,072	-	-	-	-	-	-	-	-	
140-80-103	01-01-15	Neerabup Road Verge Treatment Stg3		Complete						180,487	180,487	180,487	-	-	-	-	-	-	-	-	
140-80-103	01-03-10	Neerabup Road Verge Treatment Stg3 Consultancy		Complete						23,134	23,134	23,134	-	-	-	-	-	-	-	-	
140-80-118	01-01-15	Neerabup Road Verge Treatment Stg4		Complete						206,713	206,713	206,713	-	-	-	-	-	-	-	-	
140-80-118	01-03-10	Neerabup Road Verge Treatment Stg4 Consultancy		Complete						12,759	12,759	12,759	-	-	-	-	-	-	-	-	
140-80-119	01-01-15	Neerabup Road Verge Treatment Stg5		Complete						157,346	157,346	157,346	-	-	-	-	-	-	-	-	
140-80-119	01-03-10	Neerabup Road Verge Treatment Stg5 Consultancy		Complete						14,093	14,093	14,093	-	-	-	-	-	-	-	-	
140-80-104	01-01-15	Neerabup Entry Statement		Complete						87,605	87,605	87,605	-	-	-	-	-	-	-	-	
140-80-104	01-03-10	Neerabup Entry Statement Consultancy		Complete						1,927	1,927	1,927	-	-	-	-	-	-	-	-	
140-80-107	01-01-15	Public Open Space 1		Complete						369,509	369,509	369,509	-	-	-	-	-	-	-	-	
140-80-107	01-03-10	Public Open Space 1 Consultancy		Complete																	

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-80-101	01-03-10	Biodiversity Conservation Area (North) Consultancy		Complete					29,843	19,093	17,489	1,604	10,750	-	-	-	-	-	-	-
140-80-124	01-01-15	Aviator Blvd Entry Stmt	512,449	see Catalina Central Landscape Upgrade		May-19	May-19	1 Mths	512,449	511,858	483,286	24,580	4,583	-	-	-	-	-	-	-
140-80-124	01-03-10	Aviator Blvd Entry Stmt Consultancy							38,637	27,897	26,157	920	11,560	-	-	-	-	-	-	-
140-80-120	01-01-15	Stage 6 McCallister Blvd Verge	157,412			Mar-19	Apr-19	2 Mths	157,412	145,252	118,134	25,762	13,516	-	-	-	-	-	-	-
140-80-120	01-03-10	Stage 6 McCallister Blvd Verge Consultancy		Moved to main consultancy line above					6,768	6,768	6,768	-	-	-	-	-	-	-	-	-
140-80-110	01-01-15	Grasstree relocation	250,555	Not in OPC		Mar-19	May-19	3 Mths	275,067	256,265	219,305	24,441	31,321	-	-	-	-	-	-	-
140-80-128	01-01-15	Fauna Relocation	47,080	Not in OPC		Mar-19	Nov-19	9 Mths	47,080	37,080	37,080	-	4,444	5,556	-	-	-	-	-	-
140-80-113	01-01-15	Public Art		\$100,000 every 2 yrs					786,188	155,801	137,514	-	50,000	100,000	101,090	-	-	105,212	-	109,502
140-80-113	01-03-10	Public Art Consultancy							18,350	13,105	5,105	-	13,245	-	-	-	-	-	-	-
140-80-058	01-01-15	Seed Collection	35,000	Not in OPC		Jul-19	Dec-19	6 Mths	35,000	7,250	-	7,250	-	27,750	-	-	-	-	-	-
140-80-064	01-01-15	Stage 9 Medium Density Lot Verges		Complete					95,700	95,700	10,235	85,465	-	-	-	-	-	-	-	-
140-80-064	01-03-10	Stage 9 Medium Density Lot Verges Consultancy		Complete					5,500	5,500	4,689	811	-	-	-	-	-	-	-	-
140-80-138	01-01-15	Catalina Central Landscape Upgrade	954,764			Mar-19	Nov-19	9 Mths	954,764	809,760	249,350	485,023	139,834	80,558	-	-	-	-	-	-
140-80-138	01-03-10	Catalina Central Landscape Upgrade Consultancy		Moved to main consultancy line above					61,465	61,465	-	53,687	7,778	-	-	-	-	-	-	-
140-80-142	01-01-15	Marmion Ave Shrub Planting	120,000			Jul-19	Mar-20	9 Mths	120,000	-	-	-	-	120,000	-	-	-	-	-	-
140-80-051	01-01-15	Stage 10 Biodiversity Conservation Area (South) (10.3)	375,636			Jun-19	Nov-19	6 Mths	375,636	225,263	73,491	2,145	174,689	125,311	-	-	-	-	-	-
140-80-051	01-03-10	Stage 10 Biodiversity Conservation Area (South) (10.3) Consultancy		Moved to main consultancy line above					28,012	28,012	18,012	-	10,000	-	-	-	-	-	-	-
140-80-011	01-01-15	Stage 11 Landscaping	1,331,874			Mar-19	Mar-19	1 Mths	1,331,874	1,328,208	1,331,874	-	(0)	-	-	-	-	-	-	-
140-80-011	01-03-10	Stage 11 Landscaping Consultancy	163,675			Mar-19	May-19	3 Mths	163,675	143,169	124,929	-	38,746	-	-	-	-	-	-	-
140-80-130	01-01-15	Stage 11 Landscaping Phase 2	800,000			Jul-19	Jun-20	12 Mths	800,000	-	-	-	-	800,000	-	-	-	-	-	-
140-80-012	01-01-15	Stage 12 Landscaping	242,601			Mar-19	May-19	3 Mths	242,601	236,650	-	215,199	27,402	-	-	-	-	-	-	-
140-80-012	01-03-10	Stage 12 Landscaping Consultancy		Moved to main consultancy line above					27,377	27,377	18,495	8,882	-	-	-	-	-	-	-	-
140-80-139	01-01-15	Stage 12 Landscaping - Greenlink	938,028			Jan-23	Jun-23	6 Mths	972,225	-	-	-	-	-	-	-	972,225	-	-	-
140-80-013	01-01-15	Stage 13 Landscaping	800,085			Mar-19	Nov-19	9 Mths	800,085	789,993	645,607	137,692	11,179	5,607	-	-	-	-	-	-
140-80-013	01-03-10	Stage 13 Landscaping Consultancy		Moved to main consultancy line above					61,433	61,433	56,304	5,129	-	-	-	-	-	-	-	-
140-80-140	01-01-15	Stage 13 Landscaping - Greenlink	153,354			Jan-23	Jun-23	6 Mths	158,945	-	-	-	-	-	-	-	158,945	-	-	-
140-80-141	01-01-15	Stage 12/13 Greenlink Bore 5	200,000			Mar-19	Nov-19	9 Mths	200,000	-	-	-	88,889	111,111	-	-	-	-	-	-
140-80-141	01-01-15	Stage 14A Landscaping	663,360			Mar-19	Apr-19	2 Mths	663,360	526,607	-	260,360	403,000	-	-	-	-	-	-	-
140-80-14A	01-03-10	Stage 14A Landscaping Consultancy		Moved to main consultancy line above					8,430	8,430	7,382	5,687	(4,639)	-	-	-	-	-	-	-
140-80-14B	01-01-15	Stage 14B Landscaping	216,701			Mar-19	Jun-19	4 Mths	216,701	213,926	-	185,195	31,506	-	-	-	-	-	-	-
140-80-14B	01-03-10	Stage 14B Landscaping Consultancy		Moved to main consultancy line above					15,457	15,457	15,457	-	-	-	-	-	-	-	-	-
140-80-015	01-01-15	Stage 15 Landscaping		incl. in 14A landscaping					115,933	114,948	-	114,948	985	-	-	-	-	-	-	-
140-80-015	01-03-10	Stage 15 Landscaping Consultancy							18,838	18,838	14,329	4,509	-	-	-	-	-	-	-	-
140-80-16A	01-01-15	Stage 16 Landscaping	1,706,800			Feb-22	Apr-22	3 Mths	1,732,575	-	-	-	-	-	-	1,732,575	-	-	-	-
140-80-16A	01-03-10	Stage 16 Landscaping Consultancy		Moved to main consultancy line above					11,303	11,303	11,303	-	-	-	-	-	-	-	-	-
140-80-017	01-01-15	Stage 17 Landscaping	505,769			May-19	Aug-19	4 Mths	505,769	-	-	-	252,885	252,885	-	-	-	-	-	-
140-80-017	01-03-10	Stage 17 Landscaping Consultancy							2,932	2,720	-	2,510	422	-	-	-	-	-	-	-
140-80-018	01-01-15	Stage 18 Landscaping	267,780			Mar-19	Jun-19	4 Mths	267,780	265,611	-	-	267,780	-	-	-	-	-	-	-
140-80-018	01-03-10	Stage 18 Landscaping Consultancy		Moved to main consultancy line above					46,001	46,001	27,052	11,919	7,030	-	-	-	-	-	-	-
140-80-18C	01-01-15	Stage 18C Landscaping	400,000			Nov-20	Feb-21	4 Mths	400,000	-	-	-	-	-	-	400,000	-	-	-	-
140-80-019	01-01-15	Stage 19 Landscaping	666,640			Nov-30	Dec-30	2 Mths	805,336	-	-	-	-	-	-	-	-	-	-	-
140-80-020	01-01-15	Stage 20 Landscaping	60,000			Mar-31	Apr-31	2 Mths	72,968	-	-	-	-	-	-	-	-	-	-	-
140-80-021	01-01-15	Stage 21 Landscaping	543,650			Jul-31	Aug-31	2 Mths	665,566	-	-	-	-	-	-	-	-	-	-	-
140-80-022	01-01-15	Stage 22 Landscaping	2,492,250			Oct-31	Nov-31	2 Mths	3,066,429	-	-	-	-	-	-	-	-	-	-	-
140-80-023	01-01-15	Stage 23 Landscaping	80,000			Aug-23	Jan-24	6 Mths	83,889	-	-	-	-	-	-	-	-	83,889	-	-
140-80-066	01-01-15	School Oval	1,000,000			Jan-23	Apr-23	4 Mths	1,033,194	44,219	44,219	-	-	-	-	-	988,975	-	-	-
140-80-067	01-01-15	School Oval Passive POS	450,000			Jan-23	Apr-23	4 Mths	465,628	-	-	-	-	-	-	-	465,628	-	-	-
140-80-068	01-01-15	Marmion Ave Eastern Verge Upgrade	292,707			Mar-19	Apr-19	2 Mths	292,707	269,451	71,363	191,786	29,559	-	-	-	-	-	-	-
140-80-068	01-03-10	Marmion Ave Eastern Verge Upgrade Consultancy		Moved to main consultancy line above					19,688	19,688	16,726	2,962	-	-	-	-	-	-	-	-
140-80-069	01-01-15	Marmion Ave Median Upgrade	103,500			Jul-20	Aug-20	2 Mths	103,500	-	-	-	-	-	103,500	-	-	-	-	-
140-80-070	01-01-15	Connolly Dve Eastern Verge Upgrade	0	Removed					-	-	-	-	-	-	-	-	-	-	-	-
140-80-071	01-01-15	Connolly Dve Median Upgrade	341,100			Feb-23	Nov-23	10 Mths	355,309	-	-	-	-	-	-	-	176,915	178,394	-	-
140-80-149	01-01-15	Aviator Blvd Roundabouts Upgrade	60,000			Jul-19	Jun-20	12 Mths	60,000	-	-	-	-	60,000	-	-	-	-	-	-
140-80-150	01-01-15	Neerabup Rd Median - Roulettes to Marmion	141,000			May-19	Apr-20	12 Mths	141,000	-	-	-	23,500	117,500	-	-	-	-	-	-
140-80-144	01-01-15	Bore 6	200,000			Mar-22	Jun-22	4 Mths	203,528	-	-	-	-	-	-	203,528	-	-	-	-
140-80-093	01-01-15	Catalina Beach Greenlink Stage 25	4,295,473			Mar-19	Oct-19	8 Mths	4,295,473	3,742,636	94,454	3,175,019	749,581	276,419	-	-	-	-	-	-
140-80-093	01-03-10	Catalina Beach Greenlink Stage 25 Consultancy	163,658			Mar-19	Jun-19	4 Mths	163,658	104,798	-	63,658	100,001	-	-	-	-	-	-	-
140-80-072	01-03-10	Catalina Beach Portofino Entry Statement Consultancy		Moved to main consultancy line above					19,164	19,164	17,373	1,791	-	-	-	-	-	-	-	-
140-80-074	01-03-10	Catalina Beach Portofino Greenlink Consultancy		Moved to main consultancy line above					11,880	11,880	8,516	3,364	-	-	-	-	-	-	-	-
140-80-075	01-03-10	Catalina Beach Marmion Ave Verge Consultancy		Moved to main consultancy line above					19,196	19,196	19,196	0	-	-	-	-	-	-	-	-
140-80-076	01-03-10	Catalina Beach POS Consultancy		Moved to main consultancy line above					83,145	83,145	63,264	16,964	2,917	-	-	-	-	-	-	-
140-80-077	01-01-15	Catalina Beach POS2	747,720			Jul-20	Dec-20	6 Mths	747,720	-	-	-	-	-	747,720	-	-	-	-	-
140-80-077	01-03-10	Catalina Beach POS2 Consultancy		Moved to main consultancy line above					87,253	64,091	52,942	11,149	23,162	-	-	-	-	-	-	-
140-80-078	01-01-15	Catalina Beach Bore, Pump, Electrics																		

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	PTD ACTUALS	PTD FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24	FY25	FY26
140-80-050	01-01-15	Stage 50 Landscaping			\$/Lot	Mar-30	May-30	3 Mths	-	-	-	-	-	-	-	-	-	-	-	-
140-80-057	01-01-15	Stage 51 Landscaping			\$/Lot	Jul-30	Sep-30	3 Mths	-	-	-	-	-	-	-	-	-	-	-	-
		TOTAL LANDSCAPE		42,335,969					55,417,451	16,296,320	9,467,966	5,298,719	2,752,327	2,906,368	1,723,842	4,528,571	2,938,956	7,289,699	2,015,601	2,028,201
		MARKETING																		
140-99-999	32-01-98	Brand Development			SM Schedule				1,051,751	193,623	135,468	425	130,000	51,633	59,009	52,195	32,581	40,757	48,443	64,247
140-99-999	32-02-98	Sales Office and Builder Relations			SM Schedule				856,171	117,126	92,705	-	30,000	48,190	55,075	48,716	30,409	38,040	45,213	59,964
140-99-999	32-03-98	Brochures			SM Schedule				499,847	138,835	129,464	7,372	34,000	21,617	24,705	21,852	13,641	17,064	20,281	26,898
140-99-999	32-04-98	Advertising			SM Schedule				2,063,873	754,809	627,537	84,921	115,000	81,235	92,840	82,121	51,261	64,125	76,217	101,081
140-99-999	32-05-98	Signage			SM Schedule				1,971,839	388,377	207,393	123,688	90,000	101,888	116,444	102,999	64,294	80,428	95,594	126,780
140-99-999	32-06-98	Website			SM Schedule				291,990	10,851	10,516	-	30,000	16,522	18,883	16,703	10,426	13,042	15,502	20,559
140-99-999	32-07-03	Sponsorship							226,562	7,000	7,000	-	10,000	13,769	15,736	13,919	8,688	10,869	12,918	17,132
140-99-999	32-07-98	Promotions			SM Schedule				903,690	665,084	665,084	-	50,000	12,392	14,162	12,527	7,820	9,782	11,626	15,419
140-99-999	33-01-01	Promotions: Charity Home							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	32-08-98	Public Relations			SM Schedule				58,751	11,838	11,838	-	5,000	2,754	3,147	2,784	1,738	2,174	2,584	3,426
140-99-999	32-11-98	Sales and Marketing Contingency			SM Schedule				-	-	-	-	-	-	-	-	-	-	-	-
		TOTAL MARKETING						1.11%	7,924,475	2,287,545	1,887,005	216,406	494,000	350,000	400,000	353,815	220,858	276,281	328,377	435,507
		DEVELOPMENT																		
		COMMUNITY DEVELOPMENT																		
140-99-999	31-08-01	Comm Devmt - Resident Development			CD Schedule				2,587,067	298,385	198,318	58,479	180,270	192,500	192,500	192,500	192,500	192,500	192,500	192,500
140-99-999	31-08-02	Comm Devmt - Youth and Over 50's							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	31-08-03	Comm Devmt - Community Events							31,742	29,564	4,702	20,425	6,614	-	-	-	-	-	-	-
140-99-999	31-08-04	Comm Devmt - Communications							14,250	13,584	2,939	5,695	5,616	-	-	-	-	-	-	-
140-99-999	31-08-05	Comm Devmt - Sponsorship							1,000	1,000	-	1,000	-	-	-	-	-	-	-	-
140-99-999	31-08-06	Comm Devmt - Internal Consultants							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	31-08-07	Comm Devmt - External Consultants							-	-	-	-	-	-	-	-	-	-	-	-
		TOTAL COMMUNITY DEVELOPMENT						0.37%	2,634,059	342,532	205,959	85,599	192,500	192,500	192,500	192,500	192,500	192,500	192,500	192,500
		ADMINISTRATION																		
140-99-999	40-05-01	Audit and Tax							505,000	220,177	188,157	25,008	7,012	20,000	20,000	20,100	20,506	20,920	21,342	21,773
140-99-999	40-10-01	Cleaning		\$1,000/Mth	\$1,000/Mth		Mar-19	Until final settlement	202,272	29,007	21,792	5,415	5,800	12,000	12,000	12,131	12,376	12,625	12,880	13,140
140-99-999	40-15-01	Computer Costs		\$500/Mth	\$500/Mth		Mar-19	Until final settlement	87,092	459	163	-	2,297	6,000	6,000	6,065	6,188	6,313	6,440	6,570
140-99-999	40-20-01	Couriers		\$300/Mth	\$300/Mth		Mar-19	Until final settlement	61,115	9,136	8,338	504	1,494	3,600	3,600	3,639	3,713	3,788	3,864	3,942
140-99-999	40-30-01	Electricity & Gas		\$1,000/Mth	\$1,000/Mth		Mar-19	Until final settlement	261,113	87,848	59,426	18,424	13,998	12,000	12,131	12,376	12,625	12,880	13,140	
140-99-999	40-35-01	Insurance		\$500/Mth	\$500/Mth		Mar-19	Until final settlement	86,633	-	-	-	2,000	6,000	6,000	6,065	6,188	6,313	6,440	6,570
140-99-999	40-40-01	Legal fees		\$4,167/Mth	\$4,167/Mth		Mar-19	Until final settlement	904,562	182,623	173,750	4,781	20,759	50,000	50,000	50,545	51,565	52,606	53,668	54,751
140-99-999	40-45-01	Licences and Fees		\$500/Mth	\$500/Mth		Mar-19	Until final settlement	87,915	1,282	647	-	2,635	6,000	6,000	6,065	6,188	6,313	6,440	6,570
140-99-999	40-50-01	Postage, Print & Stationery		\$500/Mth	\$500/Mth		Mar-19	Until final settlement	115,624	28,991	28,991	-	2,000	6,000	6,000	6,065	6,188	6,313	6,440	6,570
140-99-999	40-65-01	Rent - Temp Sales Office					Complete		19,000	19,000	19,000	-	-	-	-	-	-	-	-	-
140-99-999	40-65-02	Rent - Carpark lots Stg 2		\$6,667/Mth	\$6,667/Mth		6 Lots currently		538,796	445,463	317,581	74,725	79,823	66,667	-	-	-	-	-	-
140-99-999	40-65-01	Rent - Sales Office					Removed - all sales offices held until sale at end of useful life		-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	40-80-01	Sundry Office Expenses		\$1,500/Mth	\$1,500/Mth		Mar-19	Until final settlement	267,098	7,200	3,833	3,169	6,198	18,000	18,000	18,196	18,563	18,938	19,320	19,710
140-99-999	40-89-01	OSH Audit		\$2,083/Mth	\$2,083/Mth		Mar-19	Until final settlement	360,969	-	-	-	8,333	25,000	25,000	25,272	25,783	26,303	26,834	27,376
140-99-999	40-90-01	Travel & Accommodation		\$0/Mth	n/a				-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	40-95-01	Valuations		\$400,000/PA	\$3,333/Mth			Until final settlement	724,064	146,513	128,963	11,600	19,283	40,000	40,000	40,436	41,252	42,085	42,934	43,801
140-99-999	40-55-01	Rates & Taxes		\$400,000/PA	Reduces from \$400k per year as land is developed			Until final settlement	3,379,037	743,897	521,541	109,074	113,282	290,160	285,480	280,216	273,876	265,472	252,583	235,342
140-99-999	40-70-01	Maintenance		\$40,000/Mth	\$40,000/Mth		Mar-19	Nov-33	6,710,803	1,343,864	820,553	268,972	433,271	530,000	480,000	485,232	495,026	505,018	515,211	525,610
140-99-999	40-75-01	Security		\$3,000/Mth	\$3,000/Mth				543,903	24,107	22,156	182	13,769	36,000	36,000	36,392	37,127	37,876	38,641	39,421
		TOTAL ADMINISTRATION							14,854,996	3,289,567	2,314,892	521,855	731,953	1,127,427	1,006,080	1,008,553	1,016,914	1,023,507	1,025,919	1,024,287
		FINANCE																		
140-99-999	50-05-01	Bank Charges		2,000,000	0.75%				-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	80-03-01	GST Paid							-	520,895	648,166	(90,737)	(36,534)	-	-	-	-	-	-	-
140-99-999	80-03-02	GST Collected							-	(476,246)	(480,064)	1,754	2,065	-	-	-	-	-	-	-
140-99-999	60-01-04	Bonds						Per bond schedule - \$350k per stage, timed with civils to titles +3 mths.	-	242,868	539,029	(275,897)	179,493	50,000	(142,625)	(350,000)	700,000	-	-	-
140-99-999	80-01-01	Creditors							-	(100,436)	(1,333,434)	1,177,974	55,024	-	100,436	-	-	-	-	-
140-99-999	80-01-01	TPRC Cash Adjustment		0			Mar-19	Sep-30	139 Mths	-	(1,119,755)	(1,164,421)	44,666	-	-	-	-	-	-	-
140-99-999	60-03-10	Receivables							-	1,000	(0)	1,000	-	-	-	-	-	-	-	-
140-99-999	75-01-02	Depreciation							-	177,498	130,378	23,876	23,244	-	-	-	-	-	-	-
140-99-999	75-01-02	Depreciation BS							-	(139,059)	(91,939)	(23,876)	(23,244)	-	-	-	-	-	-	-
140-99-999	60-02-04	Prefunds							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	60-01-04	Trade Debtors							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	80-03-05	BAS Refund Due							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	60-03-04	Prepayments							-	-	-	-	-	-	-	-	-	-	-	-
140-99-999	80-01-02	Accruals							-	(0)	(31,686)	31,686	-	-	-	-	-	-	-	-
140-99-999	80-01-07	Loans							-	0	0	(0)	-	-</						

CATALINA | Cashflow | May-19 Review

JOB CODE	COST CODE	DESCRIPTION	MISCDESC	MISCDESC	MISCDESC	MISCDESC	MISCDESC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34		
		ACTUAL OR FORECAST																
		OPENING STOCK							120	132	144	156	168	180	192	204		
140-01-001	Catalina Central	Stage 1	Catalina Central															
140-01-002	Catalina Central	Stage 2	Catalina Central															
140-01-003	Catalina Central	Stage 3	Catalina Central															
140-01-004	Catalina Central	Stage 4	Catalina Central															
140-01-005	Catalina Central	Stage 5	Catalina Central															
140-01-06A	Catalina Central	Stage 6A	Catalina Central															
140-01-06C	Catalina Central	Stage 6C	Catalina Central															
140-01-06B	Catalina Central	Stage 6B	Catalina Central															
140-01-007	Catalina Central	Stage 7	Catalina Central															
140-01-008	Catalina Central	Stage 8	Catalina Central															
140-01-009	Catalina Central	Stage 9	Catalina Central															
140-01-010	Catalina Central	Stage 10	Catalina Central															
140-01-011	Catalina Central	Stage 11	Catalina Central															
140-01-012	Catalina Central	Stage 12	Catalina Central															
140-01-13A	Catalina Central	Stage 13A	Catalina Central															
140-01-13B	Catalina Central	Stage 13B	Catalina Central															
140-01-014	Catalina Central	Stage 14A	Catalina Central															
140-01-14B	Catalina Central	Stage 14B	Catalina Central															
140-01-015	Catalina Central	Stage 15	Catalina Central															
140-01-16A	Catalina Central	Stage 16A	Catalina Central															
140-01-16B	Catalina Central	Stage 16B	Catalina Central															
140-01-017	Catalina Central	Stage 17A	Catalina Central															
140-01-17B	Catalina Central	Stage 17B	Catalina Central															
140-01-18A	Catalina Central	Stage 18A	Catalina Central															
140-01-18B	Catalina Central	Stage 18B	Catalina Central															
140-01-18C	Catalina Central	Stage 18C	Catalina Central															
140-01-019	Catalina Central	Stage 19	Catalina Central										22					
140-01-020	Catalina Central	Stage 20	Catalina Central															
140-01-021	Catalina Central	Stage 21	Catalina Central															
140-01-022	Catalina Central	Stage 22	Catalina Central											10				
140-01-023	Catalina Central	Stage 23	Catalina Central															
140-01-024	Catalina Central	Stage 24	Catalina Central															
140-02-025	Catalina Beach	Stage 25	Catalina Beach															
140-02-026	Catalina Beach	Stage 26	Catalina Beach															
140-02-027	Catalina Beach	Stage 27	Catalina Beach															
140-02-028	Catalina Beach	Stage 28	Catalina Beach															
140-02-029	Catalina Beach	Stage 29	Catalina Beach															
140-02-030	Catalina Beach	Stage 30	Catalina Beach															
140-02-031	Catalina Beach	Stage 31	Catalina Beach					8										
140-02-032	Catalina Beach	Stage 32	Catalina Beach															
140-02-033	Catalina Beach	Stage 33	Catalina Beach						20									
140-02-034	Catalina Beach	Stage 34	Catalina Beach							2								
140-02-035	Catalina Beach	Stage 35	Catalina Beach							30								
TBA	Catalina Beach	GHS10	Catalina Beach															
TBA	Catalina Beach	GHS11	Catalina Beach								8							
TBA	Catalina Beach	GHS12	Catalina Beach									18						
140-03-036	Catalina Grove	Stage 36	Catalina Grove															
140-03-037	Catalina Grove	Stage 37	Catalina Grove															
140-03-038	Catalina Grove	Stage 38	Catalina Grove															
140-03-039	Catalina Grove	Stage 39	Catalina Grove															
140-03-040	Catalina Grove	Stage 40	Catalina Grove					8										
140-03-041	Catalina Grove	Stage 41	Catalina Grove															
140-03-042	Catalina Grove	Stage 42	Catalina Grove															
140-03-043	Catalina Grove	Stage 43	Catalina Grove						24									
140-03-044	Catalina Grove	Stage 44	Catalina Grove															
140-03-045	Catalina Grove	Stage 45	Catalina Grove															
140-03-046	Catalina Grove	Stage 46	Catalina Grove							22								
140-03-047	Catalina Grove	Stage 47	Catalina Grove															
140-04-048	WAPC Land	Stage 48 - WAPC Land	WAPC															
140-04-049	WAPC Land	Stage 49 - WAPC Land	WAPC															
140-04-050	WAPC Land	Stage 50 - WAPC Land	WAPC									20						
140-04-051	WAPC Land	Stage 51 - WAPC Land	WAPC															
		TOTAL OPENING STOCK							16	44	54	28	40	10	-	-	-	
		SALES RELEASE						TOTALLOTS	FtoC	OFFSET	SALE	RELEASE						
140-01-001	Catalina Central	Stage 1		35	0			Apr-12	Mar-12	35	-	-	-	-	-	-		
140-01-002	Catalina Central	Stage 2		37	0			Apr-12	Apr-12	37	-	-	-	-	-	-		
140-01-003	Catalina Central	Stage 3		43	0			Sep-12	Aug-12	43	-	-	-	-	-	-		
140-01-004	Catalina Central	Stage 4		47	0			Nov-12	Nov-12	47	-	-	-	-	-	-		
140-01-005	Catalina Central	Stage 5		63	0			Mar-13	Feb-13	63	-	-	-	-	-	-		
140-01-06A	Catalina Central	Stage 6A		8	0			Nov-12	Oct-12	8	-	-	-	-	-	-		
140-01-06C	Catalina Central	Stage 6C		10	0			Mar-14	Feb-14	10	-	-	-	-	-	-		
140-01-06B	Catalina Central	Stage 6B		24	0			Dec-14	Nov-14	24	-	-	-	-	-	-		
140-01-007	Catalina Central	Stage 7		63	0			Jun-13	May-13	63	-	-	-	-	-	-		
140-01-008	Catalina Central	Stage 8		53	0			Sep-13	Aug-13	53	-	-	-	-	-	-		
140-01-009	Catalina Central	Stage 9		51	0			Jan-14	Dec-13	51	-	-	-	-	-	-		
140-01-010	Catalina Central	Stage 10		30	0			Mar-14	Feb-14	30	-	-	-	-	-	-		
140-01-011	Catalina Central	Stage 11		64	0			Apr-14	Mar-14	64	-	-	-	-	-	-		
140-01-012	Catalina Central	Stage 12		49	0			Jun-14	May-14	49	-	-	-	-	-	-		
140-01-13A	Catalina Central	Stage 13A		37	0			Sep-14	Aug-14	37	-	-	-	-	-	-		
140-01-13B	Catalina Central	Stage 13B		45	0			Nov-14	Oct-14	45	-	-	-	-	-	-		
140-01-014	Catalina Central	Stage 14A		63	0			Feb-15	Jan-15	63	-	-	-	-	-	-		
140-01-14B	Catalina Central	Stage 14B		10	0			Aug-16	Jul-16	10	-	-	-	-	-	-		
140-01-015	Catalina Central	Stage 15		55	0			Aug-15	Jul-15	55	-	-	-	-	-	-		
140-01-16A	Catalina Central	Stage 16A		45	45	1		Aug-21	Jul-21	45	-	-	-	-	-	-		
140-01-16B	Catalina Central	Stage 16B		27	27	1		Jan-23	Dec-22	27	-	-	-	-	-	-		
140-01-017	Catalina Central	Stage 17A		25	0			Nov-16	Oct-16	25	-	-	-	-	-	-		
140-01-17B	Catalina Central	Stage 17B		36	36	0		Nov-17	Nov-17	36	-	-	-	-	-	-		
140-01-18A	Catalina Central	Stage 18A		29	0			Mar-16	Feb-16	29	-	-	-	-	-	-		
140-01-18B	Catalina Central	Stage 18B		31	0	1		Mar-17	Mar-17	31	-	-	-	-	-	-		
140-01-18C	Catalina Central	Stage 18C		35	35	1		May-20	Apr-20	35	-	-	-	-	-	-		
140-01-019	Catalina Central	Stage 19		48	48	1		May-30	Apr-30	48	-	-	48	-	-	-		
140-01-020	Catalina Central	Stage 20		50	50	1		Sep-30	Aug-30	50	-	-	-	50	-	-		
140-01-021	Catalina Central	Stage 21		41	41	1		Jan-31	Dec-30	41	-	-	-	41	-	-		

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-01-022	Catalina Central	Stage 22		47	47	1	Apr-31	Mar-31	47	-	-	-	-	-	47	-	-
140-01-023	Catalina Central	Stage 23		60	60	1	Aug-31	Jul-31	60	-	-	-	-	-	60	-	-
140-01-024	Catalina Central	Stage 24															
140-02-025	Catalina Beach	Stage 25		58	22	0	Jun-17	May-17	58	-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26		38	38	1	Apr-19	Mar-19	38	-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27		52	52	1	Jul-21	Jun-21	52	-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28		35	35	1	Sep-23	Aug-23	35	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29		48	48	1	Jun-24	May-24	48	-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30		30	30	1	Jun-25	May-25	30	-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31		30	30	1	Jan-26	Dec-25	30	-	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32		30	30	1	Sep-26	Aug-26	30	30	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33		30	30	1	Apr-27	Mar-27	30	30	-	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34		30	30	1	Dec-27	Nov-27	30	-	30	-	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35		30	30	1	Jul-28	Jun-28	30	-	30	-	-	-	-	-	-
TBA	Catalina Beach	GHS10		10	10	1	Mar-29	Feb-29	10	-	-	10	-	-	-	-	-
TBA	Catalina Beach	GHS11		14	14	1	May-29	Apr-29	14	-	-	14	-	-	-	-	-
TBA	Catalina Beach	GHS12		58	58	1	Sep-29	Aug-29	58	-	-	-	58	-	-	-	-
140-03-036	Catalina Grove	Stage 36		48	48	1	Jan-23	Dec-22	48	-	-	-	-	-	-	-	-
140-03-037	Catalina Grove	Stage 37		48	48	1	Jun-24	May-24	48	-	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38		48	48	1	Feb-25	Jan-25	48	-	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39		48	48	1	Oct-25	Sep-25	48	-	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40		48	48	1	Mar-26	Feb-26	48	-	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41		48	48	1	Aug-26	Jul-26	48	48	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42		48	48	1	Jan-27	Dec-26	48	48	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43		48	48	1	May-27	Apr-27	48	48	-	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44		48	48	1	Sep-27	Aug-27	48	-	48	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45		48	48	1	Jan-28	Dec-27	48	-	48	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46		48	48	1	May-28	Apr-28	48	-	48	-	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47		48	48	1	Sep-28	Aug-28	48	-	-	48	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land		48	48	1	Jan-29	Dec-28	48	-	-	48	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land		48	48	1	May-29	Apr-29	48	-	-	48	-	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land		48	48	1	Sep-29	Aug-29	48	-	-	-	48	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land		51	51	1	Jan-30	Dec-29	51	-	-	-	51	-	-	-	-
TOTAL SALES RELEASE				2,525	1,617				2,525	204	204	168	205	138	60		
CUMULATIVE SALES RELEASE										1,750	1,954	2,122	2,327	2,465	2,525	2,525	2,525
TITLES				TOTALLOTS	1ST SETT DATE		OFFSET		TITLES								
140-01-001	Catalina Central	Stage 01		35	Jun-13			May-12	35	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 02		37	Jun-13			Oct-12	37	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 03		43	Jun-13			Jan-13	43	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 04		47	Jul-13			Mar-13	47	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 05		63	Jul-13			May-13	63	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A		8	Jan-14			Jan-13	8	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C		10	May-14			Mar-14	10	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B		24	Feb-15			Jan-15	24	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 07		63	Nov-13			Oct-13	63	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 08		53	Feb-14			Jan-14	53	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 09		51	May-14			Apr-14	51	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10		30	May-14			Apr-14	30	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11		64	Oct-14			Sep-14	64	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12		49	Dec-14			Nov-14	49	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A		37	Apr-15			Mar-15	37	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B		45	May-15			Apr-15	45	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A		63	Jun-15			May-15	63	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B		10	Nov-16			Oct-16	10	-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15		55	Dec-15			Dec-15	55	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A		45	Jan-22		1	Dec-21	45	-	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B		27	Jul-23		1	Jun-23	27	-	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A		25	Mar-17			Feb-17	25	-	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B		36	Jun-18			May-18	36	-	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A		29	Jun-16			May-16	29	-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B		31	Jul-17			Jun-17	31	-	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C		35	Oct-20		1	Sep-20	35	-	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19		48	Oct-30		1	Sep-30	48	-	-	-	-	48	-	-	-
140-01-020	Catalina Central	Stage 20		50	Feb-31		1	Jan-31	50	-	-	-	-	50	-	-	-
140-01-021	Catalina Central	Stage 21		41	Jun-31		1	May-31	41	-	-	-	-	41	-	-	-
140-01-022	Catalina Central	Stage 22		47	Sep-31		1	Aug-31	47	-	-	-	-	-	47	-	-
140-01-023	Catalina Central	Stage 23		60	Jan-32		1	Dec-31	60	-	-	-	-	-	60	-	-
140-01-024	Catalina Central	Stage 24															
140-02-025	Catalina Beach	Stage 25		58	Aug-17			Aug-17	58	-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26		38	Oct-19		1	Sep-19	38	-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27		52	Dec-21		1	Nov-21	52	-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28		35	Feb-24		1	Jan-24	35	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29		48	Nov-24		1	Oct-24	48	-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30		30	Nov-25		1	Oct-25	30	-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31		30	Jun-26		1	May-26	30	-	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32		30	Feb-27		1	Jan-27	30	30	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33		30	Sep-27		1	Aug-27	30	-	30	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34		30	May-28		1	Apr-28	30	-	30	-	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35		30	Dec-28		1	Nov-28	30	-	-	30	-	-	-	-	-
TBA	Catalina Beach	GHS10		10	Aug-29		1	Jul-29	10	-	-	-	10	-	-	-	-
TBA	Catalina Beach	GHS11		14	Oct-29		1	Sep-29	14	-	-	-	14	-	-	-	-
TBA	Catalina Beach	GHS12		58	Feb-30		1	Jan-30	58	-	-	-	58	-	-	-	-
140-03-036	Catalina Grove	Stage 36		48	Jun-23		1	May-23	48	-	-	-	-	-	-	-	-
140-03-037	Catalina Grove	Stage 37		48	Nov-24		1	Oct-24	48	-	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38		48	Jul-25		1	Jun-25	48	-	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39		48	Mar-26		1	Feb-26	48	-	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40		48	Aug-26		1	Jul-26	48	48	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41		48	Jan-27		1	Dec-26	48	48	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42		48	Jun-27		1	May-27	48	48	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43		48	Oct-27		1	Sep-27	48	-	48	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44		48	Feb-28		1	Jan-28	48	-	48	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45		48	Jun-28		1	May-28	48	-	48	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46		48	Oct-28		1	Sep-28	48	-	-	48	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47		48	Feb-29		1	Jan-29	48	-	-	48	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land		48	Jun-29		1	May-29	48	-	-	48	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land		48	Oct-29		1	Sep-29	48	-	-	-	48	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land		48	Feb-30		1	Jan-30	48	-	-	-	48	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land		51	Jun-30		1										

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
		TOTAL TITLES	2,525					2,525	174	204	174	229	139	107		
		CUMULATIVE TITLES						2,525	1,672	1,876	2,050	2,279	2,418	2,525	2,525	2,525
		SALES	TOTALLOTS	ERROR CHECK	1ST SALE											
140-01-001	Catalina Central	Stage 1	35	-	Apr-12 11 Demo			35	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	37	-	Apr-12			37	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	43	-	Sep-12 43 Builders			43	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	47	-	Nov-12 23 Builders			47	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	63	-	Mar-13 39 Builders			63	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	8	-	Nov-12			8	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	10	-	Mar-14			10	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	24	-	Dec-14			24	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	63	-	Jun-13			63	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	53	-	Sep-13			53	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	51	-	Jan-14			51	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	30	-	Mar-14			30	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	64	-	Apr-14			64	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	49	-	Jun-14			49	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	37	-	Sep-14			37	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	45	-	Nov-14			45	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A	63	-	Feb-15			63	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B	10	-	Aug-16			10	-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15	55	-	Aug-15			55	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A	45	-	Aug-21			45	-	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B	27	-	Jan-23			27	-	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A	25	-	Nov-16			25	-	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B	36	-	Nov-17			36	-	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A	29	-	Mar-16			29	-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B	31	-	Mar-17			31	-	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C	35	-	May-20			35	-	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19	48	-	May-30			48	-	-	-	26	22	-	-	-
140-01-020	Catalina Central	Stage 20	50	-	Sep-30			50	-	-	-	-	50	-	-	-
140-01-021	Catalina Central	Stage 21	41	-	Jan-31			41	-	-	-	-	41	-	-	-
140-01-022	Catalina Central	Stage 22	47	-	Apr-31			47	-	-	-	-	37	10	-	-
140-01-023	Catalina Central	Stage 23	60	-	Aug-31			60	-	-	-	-	-	60	-	-
140-01-024	Catalina Central	Stage 24		-					-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25	58	-	Jun-17			58	-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26	38	-	Apr-19			38	-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27	52	-	Jul-21			52	-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28	35	-	Sep-23			35	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29	48	-	Jun-24			48	-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30	30	-	Jun-25			30	-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31	30	-	Jan-26			30	8	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32	30	-	Sep-26			30	30	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33	30	-	Apr-27			30	10	20	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34	30	-	Dec-27			30	-	28	2	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35	30	-	Jul-28			30	-	-	30	-	-	-	-	-
TBA	Catalina Beach	GHS10	10	-	Mar-29			10	-	-	10	-	-	-	-	-
TBA	Catalina Beach	GHS11	14	-	May-29			14	-	-	6	8	-	-	-	-
TBA	Catalina Beach	GHS12	58	-	Sep-29			58	-	-	-	40	18	-	-	-
140-03-036	Catalina Grove	Stage 36	48	-	Jan-23			48	-	-	-	-	-	-	-	-
140-03-037	Catalina Grove	Stage 37	48	-	Jun-24			48	-	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38	48	-	Feb-25			48	-	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39	48	-	Oct-25			48	-	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40	48	-	Mar-26			48	8	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41	48	-	Aug-26			48	48	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42	48	-	Jan-27			48	48	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43	48	-	May-27			48	24	24	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44	48	-	Sep-27			48	-	48	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45	48	-	Jan-28			48	-	48	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46	48	-	May-28			48	-	26	22	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47	48	-	Sep-28			48	-	-	48	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land	48	-	Jan-29			48	-	-	48	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land	48	-	May-29			48	-	-	28	20	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land	48	-	Sep-29			48	-	-	-	48	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land	51	-	Jan-30			51	-	-	-	51	-	-	-	-
		TOTAL SALES	2,525		Dec-31 ← FINAL SALE			2,525	176	194	194	193	168	70	-	-
		CUMULATIVE SALES							1,706	1,900	2,094	2,287	2,455	2,525	2,525	2,525
		SALES VALUE	TOTALLOTS	STARTING												
140-01-001	Catalina Central	Stage 1	35	0	244,514	244,514		8,558,000	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2	37	0	220,473	220,473		8,157,500	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3	43	0	173,605	173,605		7,465,000	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4	47	0	228,638	228,638		10,746,000	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5	63	0	218,635	218,635		13,774,000	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A	8	0	334,375	334,375		2,675,000	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C	10	0	No Esc 370,800	370,800		3,708,000	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B	24	0	No Esc 310,500	310,500		7,452,000	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7	63	0	213,524	213,524		13,452,000	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8	53	0	No Esc 229,170	229,170		12,146,000	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9	51	0	No Esc 235,275	235,275		11,999,000	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10	30	0	No Esc 300,667	300,667		9,020,000	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11	64	0	No Esc 275,172	275,172		17,611,000	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12	49	0	No Esc 287,000	287,000		14,063,000	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A	37	0	No Esc 261,486	261,486		9,675,000	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B	45	0	No Esc 268,956	268,956		12,103,000	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A	63	0	No Esc 266,413	266,413		16,784,000	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B	10	225,000	No Esc 244,400	244,400		2,444,000	-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15	55	0	No Esc 280,800	280,800		15,444,000	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A	45	182,537	188,300	188,300		8,473,494	-	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B	27	1												

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-01-023	Catalina Central	Stage 23		60	266,473			363,027	21,781,606	-	-	-	-	-	-	-	21,781,606
140-01-024	Catalina Central	Stage 24		0	0			#DIV/0!	-	-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25		58	379,200	No Esc		350,645	20,337,400	-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26		38	379,649	No Esc		377,553	14,347,000	-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27		52	341,834			356,827	18,554,980	-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28		35	364,963			394,455	13,805,924	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29		48	328,817			364,731	17,507,082	-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30		30	326,001			370,525	11,115,759	-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31		30	326,001			377,498	11,324,938	3,040,875	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32		30	326,001			384,666	11,539,974	11,539,974	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33		30	326,001			391,905	11,757,136	3,894,283	7,862,853	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34		30	326,001			399,346	11,980,379	-	11,174,219	806,160	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35		30	326,001			406,861	12,205,829	-	-	12,205,829	-	-	-	-	-
TBA	Catalina Beach	GHS10		10	201,426			254,584	2,545,835	-	-	2,545,835	-	-	-	-	-
TBA	Catalina Beach	GHS11		14	229,195			291,798	4,085,171	-	-	1,746,209	2,338,962	-	-	-	-
TBA	Catalina Beach	GHS12		58	341,391			444,588	25,786,126	-	-	-	17,683,014	8,103,112	-	-	-
140-03-036	Catalina Grove	Stage 36		48	202,688			217,892	10,458,821	-	-	-	-	-	-	-	-
140-03-037	Catalina Grove	Stage 37		48	202,688			223,888	10,746,608	-	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38		48	202,688			228,405	10,963,431	-	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39		48	202,688			231,995	11,135,739	-	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40		48	202,688			234,811	11,270,942	1,888,276	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41		48	202,688			237,761	11,412,535	11,412,535	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42		48	202,688			240,497	11,543,867	-	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43		48	202,688			242,911	11,659,739	5,815,313	5,844,426	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44		48	202,688			245,273	11,773,096	-	11,773,096	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45		48	202,688			247,735	11,891,269	-	11,891,269	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46		48	202,688			250,221	12,010,628	-	6,491,541	5,519,088	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47		48	202,688			252,812	12,134,976	-	-	12,134,976	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land		48	202,688			255,350	12,256,782	-	-	12,256,782	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land		48	202,688			257,752	12,372,076	-	-	7,203,525	5,168,551	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land		48	202,688			260,420	12,500,167	-	-	-	12,500,167	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land		51	202,688			263,097	13,417,946	-	-	-	13,417,946	-	-	-	-
TOTAL SALES VALUE				2,525					711,953,573	49,135,124	55,037,404	54,418,404	60,037,285	61,823,537	25,587,214	-	-
SALE AREA																	
140-01-001	Catalina Central	Stage 1		14,753 m ²	422 m ²				14,753m ²	-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2		13,161 m ²	356 m ²				13,161m ²	-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3		11,481 m ²	267 m ²				11,481m ²	-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4		17,531 m ²	373 m ²				17,531m ²	-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5		21,385 m ²	339 m ²				21,385m ²	-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A		4,151 m ²	519 m ²				4,151m ²	-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C		4,789 m ²	479 m ²				4,789m ²	-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B		9,319 m ²	388 m ²				9,319m ²	-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7		19,069 m ²	303 m ²				19,069m ²	-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8		16,509 m ²	311 m ²				16,509m ²	-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9		14,553 m ²	285 m ²				14,553m ²	-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10		11,840 m ²	395 m ²				11,840m ²	-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11		21,915 m ²	342 m ²				21,915m ²	-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12		17,797 m ²	363 m ²				17,797m ²	-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A		11,586 m ²	313 m ²				11,586m ²	-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B		14,186 m ²	315 m ²				14,186m ²	-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A		19,990 m ²	317 m ²				19,990m ²	-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B		2,926 m ²	293 m ²	290 m ²			2,926m ²	-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15		19,028 m ²	346 m ²				19,028m ²	-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A		11,125 m ²	247 m ²	247 m ²			11,125m ²	-	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B		4,429 m ²	164 m ²	164 m ²			4,429m ²	-	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A		10,128 m ²	405 m ²	450 m ²			10,128m ²	-	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B		13,154 m ²	365 m ²	363 m ²			13,154m ²	-	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A		10,971 m ²	378 m ²				10,971m ²	-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B		11,236 m ²	362 m ²	377 m ²			11,237m ²	-	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C		6,006 m ²	172 m ²	172 m ²			6,006m ²	-	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19		15,705 m ²	327 m ²	327 m ²			15,705m ²	-	-	-	8,507m ²	7,198m ²	-	-	-
140-01-020	Catalina Central	Stage 20		19,776 m ²	396 m ²	396 m ²			19,776m ²	-	-	-	-	19,776m ²	-	-	-
140-01-021	Catalina Central	Stage 21		11,468 m ²	280 m ²	280 m ²			11,468m ²	-	-	-	-	11,468m ²	-	-	-
140-01-022	Catalina Central	Stage 22		17,622 m ²	375 m ²	375 m ²			17,622m ²	-	-	-	-	13,873m ²	3,749m ²	-	-
140-01-023	Catalina Central	Stage 23		20,015 m ²	334 m ²	334 m ²			20,015m ²	-	-	-	-	-	20,015m ²	-	-
140-01-024	Catalina Central	Stage 24		-	-	-			-	-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25		20,887 m ²	360 m ²	408 m ²			20,886m ²	-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26		15,904 m ²	419 m ²	421 m ²			15,903m ²	-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27		18,918 m ²	364 m ²	364 m ²			18,918m ²	-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28		13,746 m ²	393 m ²	393 m ²			13,746m ²	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29		16,103 m ²	335 m ²	335 m ²			16,103m ²	-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30		9,906 m ²	330 m ²	330 m ²			9,906m ²	-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31		9,906 m ²	330 m ²	330 m ²			9,906m ²	2,642m ²	-	-	-	-	-	-	-
140-02-0																	

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-01-001	Catalina Central	Stage 1		35	0		May-12	Catalina Central	35	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2		37	0		Oct-12	Catalina Central	37	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3		43	0		Jan-13	Catalina Central	43	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4		47	0		Mar-13	Catalina Central	47	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5		63	0		May-13	Catalina Central	63	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A		8	0		Jan-13	Catalina Central	8	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C		10	0		Mar-14	Catalina Central	10	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B		24	0		Jan-15	Catalina Central	24	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7		63	0		Oct-13	Catalina Central	63	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8		53	0		Jan-14	Catalina Central	53	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9		51	0		Apr-14	Catalina Central	51	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10		30	0		Apr-14	Catalina Central	30	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11		64	0	4	Sep-14	Catalina Central	64	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12		49	0	4	Nov-14	Catalina Central	49	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A		37	0		Mar-15	Catalina Central	37	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B		45	0	4	Apr-15	Catalina Central	45	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A		63	0	4	May-15	Catalina Central	63	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B		10	0	3	Oct-16	Catalina Central	10	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15		55	0	5	Dec-15	Catalina Central	55	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A		45	0	5	Dec-21	Catalina Central	45	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B		27	0	6	Jun-23	Catalina Central	27	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A		25	0	4	Feb-17	Catalina Central	25	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B		36	0	7	May-18	Catalina Central	36	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A		29	0	3	May-16	Catalina Central	29	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B		31	0	4	Jun-17	Catalina Central	31	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C		35	0	5	Sep-20	Catalina Central	35	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19		48	0	5	Sep-30	Catalina Central	48	-	-	-	-	48	-	-
140-01-020	Catalina Central	Stage 20		50	0	5	Jan-31	Catalina Central	50	-	-	-	-	50	-	-
140-01-021	Catalina Central	Stage 21		41	0	5	May-31	Catalina Central	41	-	-	-	-	13	28	-
140-01-022	Catalina Central	Stage 22		47	0	5	Aug-31	Catalina Central	47	-	-	-	-	-	47	-
140-01-023	Catalina Central	Stage 23		60	0	5	Dec-31	Catalina Central	60	-	-	-	-	-	60	-
140-01-024	Catalina Central	Stage 24		0	0	5	Jan-00	Catalina Central	-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25		58	0	4	Aug-17	Catalina Beach	58	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26		38	0	6	Sep-19	Catalina Beach	38	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27		52	0	5	Nov-21	Catalina Beach	52	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28		35	0	5	Jan-24	Catalina Beach	35	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29		48	0	5	Oct-24	Catalina Beach	48	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30		30	0	5	Oct-25	Catalina Beach	30	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31		30	0	5	May-26	Catalina Beach	30	28	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32		30	0	5	Jan-27	Catalina Beach	30	20	10	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33		30	0	5	Aug-27	Catalina Beach	30	-	30	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34		30	0	5	Apr-28	Catalina Beach	30	-	8	22	-	-	-	-
140-02-035	Catalina Beach	Stage 35		30	0	5	Nov-28	Catalina Beach	30	-	-	26	4	-	-	-
TBA	Catalina Beach	GHS10		10	0	5	Jul-29	Catalina Beach	10	-	-	-	10	-	-	-
TBA	Catalina Beach	GHS11		14	0	5	Sep-29	Catalina Beach	14	-	-	-	14	-	-	-
TBA	Catalina Beach	GHS12		58	0	5	Jan-30	Catalina Beach	58	-	-	-	20	38	-	-
140-03-036	Catalina Grove	Stage 36		48	0	5	May-23	Catalina Grove	48	-	-	-	-	-	-	-
140-03-037	Catalina Grove	Stage 37		48	0	5	Oct-24	Catalina Grove	48	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38		48	0	5	Jun-25	Catalina Grove	48	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39		48	0	5	Feb-26	Catalina Grove	48	10	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40		48	0	5	Jul-26	Catalina Grove	48	48	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41		48	0	5	Dec-26	Catalina Grove	48	48	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42		48	0	5	May-27	Catalina Grove	48	12	36	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43		48	0	5	Sep-27	Catalina Grove	48	-	48	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44		48	0	5	Jan-28	Catalina Grove	48	-	48	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45		48	0	5	May-28	Catalina Grove	48	-	13	35	-	-	-	-
140-03-046	Catalina Grove	Stage 46		48	0	5	Sep-28	Catalina Grove	48	-	-	48	-	-	-	-
140-03-047	Catalina Grove	Stage 47		48	0	5	Jan-29	Catalina Grove	48	-	-	48	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land		48	0	5	May-29	WAPC	48	-	-	12	36	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land		48	0	5	Sep-29	WAPC	48	-	-	-	48	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land		48	0	5	Jan-30	WAPC	48	-	-	-	48	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land		51	0	5	May-30	WAPC	51	-	-	-	13	38	-	-
TOTAL SETTLEMENTS				2,525		May-32 -> FINAL SETTLEMENT			2,525	166	193	191	193	187	135	-
CUMULATIVE SETTLEMENTS										1,626	1,819	2,010	2,203	2,390	2,525	2,525
SETTLEMENT AREA				TOTAL AREA	AVG AREA	AVG REMAIN										
140-01-001	Catalina Central	Stage 1		14,753 m ²	422 m ²	-			14,753m ²	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 2		13,161 m ²	356 m ²	-			13,161m ²	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 3		11,481 m ²	267 m ²	-			11,481m ²	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 4		17,531 m ²	373 m ²	-			17,531m ²	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 5		21,385 m ²	339 m ²	-			21,385m ²	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A		4,151 m ²	519 m ²	-			4,151m ²	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C		4,789 m ²	479 m ²	-			4,789m ²	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B		9,319 m ²	388 m ²	-			9,319m ²	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 7		19,069 m ²	303 m ²	-			19,069m ²	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 8		16,509 m ²	311 m ²	-			16,509m ²	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 9		14,553 m ²	285 m ²	-			14,553m ²	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10		11,840 m ²	395 m ²	-			11,840m ²	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11		21,915 m ²	342 m ²	-			21,915m ²	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12		17,797 m ²	363 m ²	-			17,797m ²	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A		11,586 m ²	313 m ²	-			11,586m ²	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B		14,186 m ²	315 m ²	-			14,186m ²	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A		19,990 m ²	317 m ²	-			19,990m ²	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B		2,926 m ²	293 m ²	290 m ²			2,926m ²	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15		19,028 m ²	346 m ²	-			19,028m ²	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A		11,125 m ²	247 m ²	247 m ²			11,125m ²	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B		4,429 m ²	164 m ²	164 m ²			4,429m ²	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A		10,128 m ²	405 m ²	450 m ²			10,128m ²	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B		13,154 m ²	365 m ²	363 m ²			13,154m ²	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A		10,971 m ²	378 m ²	-			10,971m ²	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B		11,236 m ²	362 m ²	369 m ²			11,236m ²	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C		6,006 m ²	172 m ²	172 m ²			6,006m ²	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19		15,705 m ²	327 m ²	327 m ²			15,705m ²	-	-	-	-	15,705m ²	-	-
140-01-020	Catalina Central	Stage 20		19,776 m ²	396 m ²	396 m ²			19,776m ²	-	-	-	-	19,776m ²	-	-
140-01-021	Catalina Central	Stage 21		11,468 m ²	280 m ²	280 m ²			11,468m ²	-	-	-	-	3,636m ²	7,832m ²	-
140-01-022	Catalina Central	Stage 22		17,622 m ²	375 m											

JOB CODE	COST CODE	DESCRIPTION	MISCDESC	MISCDESC	MISCDESC	MISCDESC	MISCDESC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-02-026	Catalina Beach	Stage 26	15,904 m ²	419 m ²	419 m ²			15,904m ²	-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27	18,918 m ²	364 m ²	364 m ²			18,918m ²	-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28	13,746 m ²	393 m ²	393 m ²			13,746m ²	-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29	16,103 m ²	335 m ²	335 m ²			16,103m ²	-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30	9,906 m ²	330 m ²	330 m ²			9,906m ²	-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31	9,906 m ²	330 m ²	330 m ²			9,906m ²	9,245m ²	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32	9,906 m ²	330 m ²	330 m ²			9,906m ²	6,604m ²	3,302m ²	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33	9,906 m ²	330 m ²	330 m ²			9,906m ²	-	9,906m ²	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34	9,906 m ²	330 m ²	330 m ²			9,906m ²	-	2,642m ²	7,264m ²	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35	9,906 m ²	330 m ²	330 m ²			9,906m ²	-	-	8,585m ²	1,321m ²	-	-	-	-
TBA	Catalina Beach	GHS10	1,957 m ²	196 m ²	196 m ²			1,957m ²	-	-	-	1,957m ²	-	-	-	-
TBA	Catalina Beach	GHS11	3,340 m ²	239 m ²	239 m ²			3,340m ²	-	-	-	3,340m ²	-	-	-	-
TBA	Catalina Beach	GHS12	21,409 m ²	369 m ²	369 m ²			21,409m ²	-	-	-	7,382m ²	14,027m ²	-	-	-
140-03-036	Catalina Grove	Stage 36	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	-	-	-	-	-	-
140-03-037	Catalina Grove	Stage 37	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39	12,685 m ²	264 m ²	264 m ²			12,685m ²	2,643m ²	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40	12,685 m ²	264 m ²	264 m ²			12,685m ²	12,685m ²	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41	12,685 m ²	264 m ²	264 m ²			12,685m ²	12,685m ²	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42	12,685 m ²	264 m ²	264 m ²			12,685m ²	3,171m ²	9,514m ²	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	12,685m ²	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	12,685m ²	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	3,436m ²	9,250m ²	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	12,685m ²	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	12,685m ²	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	-	9,514m ²	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	-	12,685m ²	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land	12,685 m ²	264 m ²	264 m ²			12,685m ²	-	-	-	12,685m ²	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land	13,478 m ²	264 m ²	264 m ²			13,478m ²	-	-	-	3,436m ²	10,043m ²	-	-	-
AND		TOTAL SETTLEMENT AREA	793,060 m ²					793,060m ²	47,034m ²	54,169m ²	53,641m ²	52,320m ²	63,186m ²	45,469m ²		
AND		CONTRACTS ON HAND	TOTALLOTS													
140-01-001	Catalina Central	Stage 1		35												
140-01-002	Catalina Central	Stage 2		37												
140-01-003	Catalina Central	Stage 3		43												
140-01-004	Catalina Central	Stage 4		47												
140-01-005	Catalina Central	Stage 5		63												
140-01-06A	Catalina Central	Stage 6A		8												
140-01-06C	Catalina Central	Stage 6C		10												
140-01-06B	Catalina Central	Stage 6B		24												
140-01-007	Catalina Central	Stage 7		63												
140-01-008	Catalina Central	Stage 8		53												
140-01-009	Catalina Central	Stage 9		51												
140-01-010	Catalina Central	Stage 10		30												
140-01-011	Catalina Central	Stage 11		64												
140-01-012	Catalina Central	Stage 12		49												
140-01-13A	Catalina Central	Stage 13A		37												
140-01-13B	Catalina Central	Stage 13B		45												
140-01-014	Catalina Central	Stage 14A		63												
140-01-14B	Catalina Central	Stage 14B		10												
140-01-015	Catalina Central	Stage 15		55												
140-01-16A	Catalina Central	Stage 16A		45												
140-01-16B	Catalina Central	Stage 16B		27												
140-01-017	Catalina Central	Stage 17A		25												
140-01-17B	Catalina Central	Stage 17B		36												
140-01-18A	Catalina Central	Stage 18A		29												
140-01-18B	Catalina Central	Stage 18B		31												
140-01-18C	Catalina Central	Stage 18C		35												
140-01-019	Catalina Central	Stage 19		48								26				
140-01-020	Catalina Central	Stage 20		50												
140-01-021	Catalina Central	Stage 21		41									28			
140-01-022	Catalina Central	Stage 22		47									37			
140-01-023	Catalina Central	Stage 23		60												
140-01-024	Catalina Central	Stage 24		0												
140-02-025	Catalina Beach	Stage 25		58												
140-02-026	Catalina Beach	Stage 26		38												
140-02-027	Catalina Beach	Stage 27		52												
140-02-028	Catalina Beach	Stage 28		35												
140-02-029	Catalina Beach	Stage 29		48												
140-02-030	Catalina Beach	Stage 30		30												
140-02-031	Catalina Beach	Stage 31		30												
140-02-032	Catalina Beach	Stage 32		30					10							
140-02-033	Catalina Beach	Stage 33		30					10							
140-02-034	Catalina Beach	Stage 34		30						20						
140-02-035	Catalina Beach	Stage 35		30							4					
TBA	Catalina Beach	GHS10		10							10					
TBA	Catalina Beach	GHS11		14							6					
TBA	Catalina Beach	GHS12		58								20				
140-03-036	Catalina Grove	Stage 36		48												
140-03-037	Catalina Grove	Stage 37		48												
140-03-038	Catalina Grove	Stage 38		48												
140-03-039	Catalina Grove	Stage 39		48												
140-03-040	Catalina Grove	Stage 40		48												
140-03-041	Catalina Grove	Stage 41		48												
140-03-042	Catalina Grove	Stage 42		48												
140-03-043	Catalina Grove	Stage 43		48					36							
140-03-044	Catalina Grove	Stage 44		48					24							
140-03-045	Catalina Grove	Stage 45		48							35					
140-03-046	Catalina Grove	Stage 46		48							26					
140-03-047	Catalina Grove	Stage 47		48												
140-04-048	WAPC Land	Stage 48 - WAPC Land		48								36				
140-04-049	WAPC Land	Stage 49 - WAPC Land		48								28				
140-04-050	WAPC Land	Stage 50 - WAPC Land		48												
140-04-051	WAPC Land	Stage 51 - WAPC Land		51								38				
AND		TOTAL CONTRACTS ON HAND		2,525						80	81	84	84	65		
AND		TITLES ON HAND		TOTALLOTS												
140-01-001	Catalina Central	Stage 01		35												
140-01-002	Catalina Central	Stage 02		37												
140-01-003	Catalina Central	Stage 03		43												

JOB CODE	COST CODE	DESCRIPTION	MISCDESC	MISCDESC	MISCDESC	MISCDESC	MISCDESC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-01-004	Catalina Central	Stage 04		47					-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 05		63					-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A		8					-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C		10					-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B		24					-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 07		63					-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 08		53					-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 09		51					-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10		30					-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11		64					-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12		49					-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A		37					-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B		45					-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A		63					-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B		10					-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15		55					-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A		45					-	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B		27					-	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A		25					-	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B		36					-	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A		29					-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B		31					-	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C		35					-	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19		48					-	-	-	-	-	-	-	-
140-01-020	Catalina Central	Stage 20		50					-	-	-	-	-	-	-	-
140-01-021	Catalina Central	Stage 21		41					-	-	-	-	28	-	-	-
140-01-022	Catalina Central	Stage 22		47					-	-	-	-	-	-	-	-
140-01-023	Catalina Central	Stage 23		60					-	-	-	-	-	-	-	-
140-01-024	Catalina Central	Stage 24		0					-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25		58					-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26		38					-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27		52					-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28		35					-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29		48					-	-	-	-	-	-	-	-
140-02-030	Catalina Beach	Stage 30		30					-	-	-	-	-	-	-	-
140-02-031	Catalina Beach	Stage 31		30					-	-	-	-	-	-	-	-
140-02-032	Catalina Beach	Stage 32		30					10	-	-	-	-	-	-	-
140-02-033	Catalina Beach	Stage 33		30					-	-	-	-	-	-	-	-
140-02-034	Catalina Beach	Stage 34		30					-	22	-	-	-	-	-	-
140-02-035	Catalina Beach	Stage 35		30					-	-	4	-	-	-	-	-
TBA	Catalina Beach	GHS10		10					-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS11		14					-	-	-	-	-	-	-	-
TBA	Catalina Beach	GHS12		58					-	-	-	-	-	-	-	-
140-03-036	Catalina Grove	Stage 36		48					-	-	-	38	-	-	-	-
140-03-037	Catalina Grove	Stage 37		48					-	-	-	-	-	-	-	-
140-03-038	Catalina Grove	Stage 38		48					-	-	-	-	-	-	-	-
140-03-039	Catalina Grove	Stage 39		48					-	-	-	-	-	-	-	-
140-03-040	Catalina Grove	Stage 40		48					-	-	-	-	-	-	-	-
140-03-041	Catalina Grove	Stage 41		48					-	-	-	-	-	-	-	-
140-03-042	Catalina Grove	Stage 42		48					-	-	-	-	-	-	-	-
140-03-043	Catalina Grove	Stage 43		48					36	-	-	-	-	-	-	-
140-03-044	Catalina Grove	Stage 44		48					-	-	-	-	-	-	-	-
140-03-045	Catalina Grove	Stage 45		48					-	35	-	-	-	-	-	-
140-03-046	Catalina Grove	Stage 46		48					-	-	-	-	-	-	-	-
140-03-047	Catalina Grove	Stage 47		48					-	-	-	-	-	-	-	-
140-04-048	WAPC Land	Stage 48 - WAPC Land		48					-	-	36	-	-	-	-	-
140-04-049	WAPC Land	Stage 49 - WAPC Land		48					-	-	-	-	-	-	-	-
140-04-050	WAPC Land	Stage 50 - WAPC Land		48					-	-	-	-	-	-	-	-
140-04-051	WAPC Land	Stage 51 - WAPC Land		51					-	-	-	38	-	-	-	-
		TOTAL TITLES ON HAND		2,525						46	57	40	76	28	-	-
OCK		TITLED UNSOLD STOCK														
140-01-001	Catalina Central	Stage 01							-	-	-	-	-	-	-	-
140-01-002	Catalina Central	Stage 02							-	-	-	-	-	-	-	-
140-01-003	Catalina Central	Stage 03							-	-	-	-	-	-	-	-
140-01-004	Catalina Central	Stage 04							-	-	-	-	-	-	-	-
140-01-005	Catalina Central	Stage 05							-	-	-	-	-	-	-	-
140-01-06A	Catalina Central	Stage 6A							-	-	-	-	-	-	-	-
140-01-06C	Catalina Central	Stage 6C							-	-	-	-	-	-	-	-
140-01-06B	Catalina Central	Stage 6B							-	-	-	-	-	-	-	-
140-01-007	Catalina Central	Stage 07							-	-	-	-	-	-	-	-
140-01-008	Catalina Central	Stage 08							-	-	-	-	-	-	-	-
140-01-009	Catalina Central	Stage 09							-	-	-	-	-	-	-	-
140-01-010	Catalina Central	Stage 10							-	-	-	-	-	-	-	-
140-01-011	Catalina Central	Stage 11							-	-	-	-	-	-	-	-
140-01-012	Catalina Central	Stage 12							-	-	-	-	-	-	-	-
140-01-13A	Catalina Central	Stage 13A							-	-	-	-	-	-	-	-
140-01-13B	Catalina Central	Stage 13B							-	-	-	-	-	-	-	-
140-01-014	Catalina Central	Stage 14A							-	-	-	-	-	-	-	-
140-01-14B	Catalina Central	Stage 14B							-	-	-	-	-	-	-	-
140-01-015	Catalina Central	Stage 15							-	-	-	-	-	-	-	-
140-01-16A	Catalina Central	Stage 16A							-	-	-	-	-	-	-	-
140-01-16B	Catalina Central	Stage 16B							-	-	-	-	-	-	-	-
140-01-017	Catalina Central	Stage 17A							-	-	-	-	-	-	-	-
140-01-17B	Catalina Central	Stage 17B							-	-	-	-	-	-	-	-
140-01-18A	Catalina Central	Stage 18A							-	-	-	-	-	-	-	-
140-01-18B	Catalina Central	Stage 18B							-	-	-	-	-	-	-	-
140-01-18C	Catalina Central	Stage 18C							-	-	-	-	-	-	-	-
140-01-019	Catalina Central	Stage 19							-	-	-	-	-	-	-	-
140-01-020	Catalina Central	Stage 20							-	-	-	-	-	-	-	-
140-01-021	Catalina Central	Stage 21							-	-	-	-	-	-	-	-
140-01-022	Catalina Central	Stage 22							-	-	-	-	-	-	-	-
140-01-023	Catalina Central	Stage 23							-	-	-	-	-	-	-	-
140-01-024	Catalina Central	Stage 24							-	-	-	-	-	-	-	-
140-02-025	Catalina Beach	Stage 25							-	-	-	-	-	-	-	-
140-02-026	Catalina Beach	Stage 26							-	-	-	-	-	-	-	-
140-02-027	Catalina Beach	Stage 27							-	-	-	-	-	-	-	-
140-02-028	Catalina Beach	Stage 28							-	-	-	-	-	-	-	-
140-02-029	Catalina Beach	Stage 29							-	-	-	-	-	-	-	-

JOB CODE	COST CODE	DESCRIPTION	MISCDESC	MISCDESC	MISCDESC	MISCDESC	MISCDESC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-02-030	Catalina Beach	Stage 30														
140-02-031	Catalina Beach	Stage 31														
140-02-032	Catalina Beach	Stage 32														
140-02-033	Catalina Beach	Stage 33														
140-02-034	Catalina Beach	Stage 34														
140-02-035	Catalina Beach	Stage 35														
TBA	Catalina Beach	GHS10														
TBA	Catalina Beach	GHS11														
TBA	Catalina Beach	GHS12										14				
140-03-036	Catalina Grove	Stage 36														
140-03-037	Catalina Grove	Stage 37														
140-03-038	Catalina Grove	Stage 38														
140-03-039	Catalina Grove	Stage 39														
140-03-040	Catalina Grove	Stage 40														
140-03-041	Catalina Grove	Stage 41														
140-03-042	Catalina Grove	Stage 42														
140-03-043	Catalina Grove	Stage 43														
140-03-044	Catalina Grove	Stage 44														
140-03-045	Catalina Grove	Stage 45														
140-03-046	Catalina Grove	Stage 46														
140-03-047	Catalina Grove	Stage 47														
140-04-048	WAPC Land	Stage 48 - WAPC Land														
140-04-049	WAPC Land	Stage 49 - WAPC Land														
140-04-050	WAPC Land	Stage 50 - WAPC Land														
140-04-051	WAPC Land	Stage 51 - WAPC Land														
LOCK		TOTAL UNSOLD STOCK										14				
		CLOSING STOCK														
140-01-001	Catalina Central	Stage 1														
140-01-002	Catalina Central	Stage 2														
140-01-003	Catalina Central	Stage 3														
140-01-04A	Catalina Central	Stage 4A														
140-01-005	Catalina Central	Stage 5														
140-01-06A	Catalina Central	Stage 6A														
140-01-06C	Catalina Central	Stage 6C														
140-01-06B	Catalina Central	Stage 6B														
140-01-007	Catalina Central	Stage 7														
140-01-008	Catalina Central	Stage 8														
140-01-009	Catalina Central	Stage 9														
140-01-010	Catalina Central	Stage 10														
140-01-011	Catalina Central	Stage 11														
140-01-012	Catalina Central	Stage 12														
140-01-13A	Catalina Central	Stage 13A														
140-01-13B	Catalina Central	Stage 13B														
140-01-014	Catalina Central	Stage 14A														
140-01-14B	Catalina Central	Stage 14B														
140-01-015	Catalina Central	Stage 15														
140-01-16A	Catalina Central	Stage 16A														
140-01-16B	Catalina Central	Stage 16B														
140-01-017	Catalina Central	Stage 17A														
140-01-17B	Catalina Central	Stage 17B														
140-01-18A	Catalina Central	Stage 18A														
140-01-18B	Catalina Central	Stage 18B														
140-01-18C	Catalina Central	Stage 18C														
140-01-019	Catalina Central	Stage 19										22				
140-01-020	Catalina Central	Stage 20														
140-01-021	Catalina Central	Stage 21														
140-01-022	Catalina Central	Stage 22											10			
140-01-023	Catalina Central	Stage 23														
140-01-024	Catalina Central	Stage 24														
140-02-025	Catalina Beach	Stage 25														
140-02-026	Catalina Beach	Stage 26														
140-02-027	Catalina Beach	Stage 27														
140-02-028	Catalina Beach	Stage 28														
140-02-029	Catalina Beach	Stage 29														
140-02-030	Catalina Beach	Stage 30														
140-02-031	Catalina Beach	Stage 31														
140-02-032	Catalina Beach	Stage 32														
140-02-033	Catalina Beach	Stage 33							20							
140-02-034	Catalina Beach	Stage 34														
140-02-035	Catalina Beach	Stage 35								30						
TBA	Catalina Beach	GHS10														
TBA	Catalina Beach	GHS11									8					
TBA	Catalina Beach	GHS12										18				
140-03-036	Catalina Grove	Stage 36														
140-03-037	Catalina Grove	Stage 37														
140-03-038	Catalina Grove	Stage 38														
140-03-039	Catalina Grove	Stage 39														
140-03-040	Catalina Grove	Stage 40														
140-03-041	Catalina Grove	Stage 41														
140-03-042	Catalina Grove	Stage 42														
140-03-043	Catalina Grove	Stage 43							24							
140-03-044	Catalina Grove	Stage 44														
140-03-045	Catalina Grove	Stage 45														
140-03-046	Catalina Grove	Stage 46								22						
140-03-047	Catalina Grove	Stage 47														
140-04-048	WAPC Land	Stage 48 - WAPC Land														
140-04-049	WAPC Land	Stage 49 - WAPC Land														
140-04-050	WAPC Land	Stage 50 - WAPC Land									20					
140-04-051	WAPC Land	Stage 51 - WAPC Land														
		TOTAL CLOSING STOCK							44	54	28	40	10			
		LOT INCOME														
		TOTALLOTS														
		UNESCALATED AVG.														
		ESCALATED AVG.														
		UNESCALATED TOTAL														
140-01-001	10-01-01	Stage 1	35			244,514	0	8,558,000								
140-01-002	10-01-01	Stage 2	37			220,473	0	8,157,500								
140-01-003	10-01-01	Stage 3	43			173,605	0	7,465,000								
140-01-004	10-01-01	Stage 4	47			228,638	0	10,746,000								
140-01-005	10-01-01	Stage 5	63			218,635	0	13,774,000								
140-01-06A	10-01-01	Stage 6A	8			334,375	0	2,675,000								
140-01-06C	10-01-01	Stage 6C	10			370,800	0	3,708,000								

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-01-004	10-01-10	Stage 4 Margin GST	4,545	\$50,000 improvements per lot				146,683	-	-	-	-	-	-	-	-
140-01-005	10-01-10	Stage 5 Margin GST	4,545	\$50,000 improvements per lot				250,563	-	-	-	-	-	-	-	-
140-01-06A	10-01-10	Stage 6A Margin GST	4,545	\$50,000 improvements per lot				24,565	-	-	-	-	-	-	-	-
140-01-06C	10-01-10	Stage 6C Margin GST	4,545	\$50,000 improvements per lot				37,258	-	-	-	-	-	-	-	-
140-01-06B	10-01-10	Stage 6B Margin GST	4,545	\$50,000 improvements per lot				76,325	-	-	-	-	-	-	-	-
140-01-007	10-01-10	Stage 7 Margin GST	4,545	\$50,000 improvements per lot				160,984	-	-	-	-	-	-	-	-
140-01-008	10-01-10	Stage 8 Margin GST	4,545	\$50,000 improvements per lot				193,475	-	-	-	-	-	-	-	-
140-01-009	10-01-10	Stage 9 Margin GST	4,545	\$50,000 improvements per lot				202,014	-	-	-	-	-	-	-	-
140-01-010	10-01-10	Stage 10 Margin GST	4,545	\$50,000 improvements per lot				114,915	-	-	-	-	-	-	-	-
140-01-011	10-01-10	Stage 11 Margin GST	4,545	\$50,000 improvements per lot				260,782	-	-	-	-	-	-	-	-
140-01-012	10-01-10	Stage 12 Margin GST	4,545	\$50,000 improvements per lot				159,262	-	-	-	-	-	-	-	-
140-01-13A	10-01-10	Stage 13A Margin GST	4,545	\$50,000 improvements per lot				134,008	-	-	-	-	-	-	-	-
140-01-13B	10-01-10	Stage 13B Margin GST	4,545	\$50,000 improvements per lot				138,215	-	-	-	-	-	-	-	-
140-01-014	10-01-10	Stage 14A Margin GST	4,545	\$50,000 improvements per lot				181,081	-	-	-	-	-	-	-	-
140-01-14B	10-01-10	Stage 14B Margin GST	4,545	\$50,000 improvements per lot				32,788	-	-	-	-	-	-	-	-
140-01-015	10-01-10	Stage 15 Margin GST	4,545	\$50,000 improvements per lot				158,048	-	-	-	-	-	-	-	-
140-01-16A	10-01-10	Stage 16A Margin GST	4,545	\$50,000 improvements per lot				213,654	-	-	-	-	-	-	-	-
140-01-16B	10-01-10	Stage 16B Margin GST	4,545	\$50,000 improvements per lot				132,719	-	-	-	-	-	-	-	-
140-01-017	10-01-10	Stage 17A Margin GST	4,545	\$50,000 improvements per lot				78,253	-	-	-	-	-	-	-	-
140-01-17B	10-01-10	Stage 17B Margin GST	4,545	\$50,000 improvements per lot				145,137	-	-	-	-	-	-	-	-
140-01-18A	10-01-10	Stage 18A Margin GST	4,545	\$50,000 improvements per lot				89,733	-	-	-	-	-	-	-	-
140-01-18B	10-01-10	Stage 18B Margin GST	4,545	\$50,000 improvements per lot				102,715	-	-	-	-	-	-	-	-
140-01-18C	10-01-10	Stage 18C Margin GST	4,545	\$50,000 improvements per lot				161,115	-	-	-	-	-	-	-	-
140-01-019	10-01-10	Stage 19 Margin GST	4,545	\$50,000 improvements per lot				289,576	-	-	-	-	289,576	-	-	-
140-01-020	10-01-10	Stage 20 Margin GST	4,545	\$50,000 improvements per lot				304,718	-	-	-	-	304,718	-	-	-
140-01-021	10-01-10	Stage 21 Margin GST	4,545	\$50,000 improvements per lot				252,161	-	-	-	-	79,735	172,427	-	-
140-01-022	10-01-10	Stage 22 Margin GST	4,545	\$50,000 improvements per lot				291,506	-	-	-	-	-	291,506	-	-
140-01-023	10-01-10	Stage 23 Margin GST	4,545	\$50,000 improvements per lot				376,214	-	-	-	-	-	376,214	-	-
140-01-024	10-01-10	Stage 24 Margin GST	4,545	\$50,000 improvements per lot				-	-	-	-	-	-	-	-	-
140-02-025	10-01-10	Stage 25 Margin GST	4,545	\$50,000 improvements per lot				248,210	-	-	-	-	-	-	-	-
140-02-026	10-01-10	Stage 26 Margin GST	4,545	\$50,000 improvements per lot				175,241	-	-	-	-	-	-	-	-
140-02-027	10-01-10	Stage 27 Margin GST	4,545	\$50,000 improvements per lot				249,830	-	-	-	-	-	-	-	-
140-02-028	10-01-10	Stage 28 Margin GST	4,545	\$50,000 improvements per lot				174,107	-	-	-	-	-	-	-	-
140-02-029	10-01-10	Stage 29 Margin GST	4,545	\$50,000 improvements per lot				245,052	-	-	-	-	-	-	-	-
140-02-030	10-01-10	Stage 30 Margin GST	4,545	\$50,000 improvements per lot				156,935	-	-	-	-	-	-	-	-
140-02-031	10-01-10	Stage 31 Margin GST	4,545	\$50,000 improvements per lot				159,888	149,328	-	-	-	-	-	-	-
140-02-032	10-01-10	Stage 32 Margin GST	4,545	\$50,000 improvements per lot				162,924	108,272	54,652	-	-	-	-	-	-
140-02-033	10-01-10	Stage 33 Margin GST	4,545	\$50,000 improvements per lot				165,990	-	165,990	-	-	-	-	-	-
140-02-034	10-01-10	Stage 34 Margin GST	4,545	\$50,000 improvements per lot				169,142	-	44,793	124,348	-	-	-	-	-
140-02-035	10-01-10	Stage 35 Margin GST	4,545	\$50,000 improvements per lot				172,325	-	-	149,160	23,164	-	-	-	-
TBA	10-01-10	GHS10 Margin GST	4,545	\$50,000 improvements per lot				58,172	-	-	-	58,172	-	-	-	-
TBA	10-01-10	GHS11 Margin GST	4,545	\$50,000 improvements per lot				82,036	-	-	-	82,036	-	-	-	-
TBA	10-01-10	GHS12 Margin GST	4,545	\$50,000 improvements per lot				347,643	-	-	-	118,455	229,188	-	-	-
140-03-036	10-01-10	Stage 36 Margin GST	4,545	\$50,000 improvements per lot				237,495	-	-	-	-	-	-	-	-
140-03-037	10-01-10	Stage 37 Margin GST	4,545	\$50,000 improvements per lot				244,030	-	-	-	-	-	-	-	-
140-03-038	10-01-10	Stage 38 Margin GST	4,545	\$50,000 improvements per lot				248,953	-	-	-	-	-	-	-	-
140-03-039	10-01-10	Stage 39 Margin GST	4,545	\$50,000 improvements per lot				252,866	52,933	-	-	-	-	-	-	-
140-03-040	10-01-10	Stage 40 Margin GST	4,545	\$50,000 improvements per lot				255,936	255,936	-	-	-	-	-	-	-
140-03-041	10-01-10	Stage 41 Margin GST	4,545	\$50,000 improvements per lot				259,151	259,151	-	-	-	-	-	-	-
140-03-042	10-01-10	Stage 42 Margin GST	4,545	\$50,000 improvements per lot				262,133	65,288	196,845	-	-	-	-	-	-
140-03-043	10-01-10	Stage 43 Margin GST	4,545	\$50,000 improvements per lot				264,765	-	264,765	-	-	-	-	-	-
140-03-044	10-01-10	Stage 44 Margin GST	4,545	\$50,000 improvements per lot				267,339	-	267,339	-	-	-	-	-	-
140-03-045	10-01-10	Stage 45 Margin GST	4,545	\$50,000 improvements per lot				270,022	-	72,880	197,142	-	-	-	-	-
140-03-046	10-01-10	Stage 46 Margin GST	4,545	\$50,000 improvements per lot				272,732	-	-	272,732	-	-	-	-	-
140-03-047	10-01-10	Stage 47 Margin GST	4,545	\$50,000 improvements per lot				275,556	-	-	275,556	-	-	-	-	-
140-04-048	10-01-10	Stage 48 Margin GST - WAPC Land	4,545	\$50,000 improvements per lot				278,322	-	-	69,320	209,002	-	-	-	-
140-04-049	10-01-10	Stage 49 Margin GST - WAPC Land	4,545	\$50,000 improvements per lot				280,940	-	-	-	280,940	-	-	-	-
140-04-050	10-01-10	Stage 50 Margin GST - WAPC Land	4,545	\$50,000 improvements per lot				283,849	-	-	-	283,849	-	-	-	-
140-04-051	10-01-10	Stage 51 Margin GST - WAPC Land	4,545	\$50,000 improvements per lot				304,689	-	-	-	77,381	227,308	-	-	-
140-70-001	10-01-12	Sales Office GST						43,636	-	-	-	-	-	-	-	-
140-70-005	10-01-12	Catalina Beach Sales Office Land & Building GST		Assumed full GST				84,331	-	-	-	-	-	-	-	-
140-70-037	10-01-12	Catalina Grove Sales Office Land & Building GST		Assumed full GST				83,280	-	-	-	-	-	83,280	-	-
140-70-006	10-01-12	Charity Home Margin GST		Assumed full GST				64,318	-	-	-	-	-	-	-	-
140-70-003	10-01-12	Charity Home 2019 GST		Assumed full GST				-	-	-	-	-	-	-	-	-
140-70-007	10-01-12	GHS R60 Stage 1 Margin GST		Complete				109,091	-	-	-	-	-	-	-	-
140-70-004	10-01-12	GHS R60 Stage 4 Margin GST		Complete				15,967	-	-	-	-	-	-	-	-
140-70-008	10-01-12	Stage 11 Local Centre GST		Complete				26,791	-	-	-	-	-	-	-	-
140-70-021	10-01-12	GHS Stage 17B - Lot 341 GST		Assumed full GST		55 DUE's		157,295	-	-	-	-	-	-	-	-
140-70-023	10-01-12	GHS Stage 18B - Lot 995 GST		Assumed full GST				-	-	-	-	-	-	-	-	-
140-70-024	10-01-12	GHS Stage 18B - Lot 996 GST		Assumed full GST				-	-	-	-	-	-	-	-	-
140-70-037	10-01-12	Stage 18C Demonstration Lot 1 (Land & Building) GST		Assumed full GST				73,092	-	-	-	-	-	-	-	-
140-70-030	10-01-12	GHS - School Site 1 GST		Assumed full GST		18 DUE's		170,332	-	-	-	-	-	-	-	-
140-70-031	10-01-12	GHS - School Site 2 GST		Assumed full GST		4 DUE's		34,194	-	-	-	-	-	-	-	-
140-70-026	10-01-12	GHS Stage 25 - Lot 2137 GST		Assumed full GST		28 DUE's		168,902	-	-	-	-	-	-	-	-
140-70-028	10-01-12	GHS Stage 25 - Lot 2179 GST		Assumed full GST		12 DUE's		62,009	-	-	-	-	-	-	-	-
140-70-027	10-01-12	GHS Stage 28 - Lot 2138 GST		Assumed full GST		23 DUE's		132,830	-	-	-	-	-	-	-	-
140-70-029	10-01-12	GHS Stage 28 (formerly GHS 9) GST		Assumed full GST		10 DUE's		66,612	-	-	-	-	-	-	-	-
140-70-014	10-01-12	GHS 1 Catalina Grove GST		Assumed full GST		173 DUE's		374,230	-	-	-	-	-	-	-	-
140-70-015	10-01-12	GHS 2 Catalina Grove GST		Assumed full GST		23 DUE's		51,150	-	-	-	-	-	-	-	-
140-70-016	10-01-12	GHS 3 Catalina Grove GST		Assumed full GST		27 DUE's		61,391	61,391	-	-	-	-	-	-	-
140-70-017	10-01-12	GHS 4 Catalina Grove GST		Assumed full GST		49 DUE's		108,514	-	108,514	-	-	-	-	-	-
140-70-018	10-01-12	GHS 5 Catalina Grove GST		Assumed full GST		16 DUE's		37,578	-	37,578	-	-	-	-	-	-
140-70-019	10-01-12	GHS 6 Catalina Grove GST		Assumed full GST		16 DUE's		38,337	-	-	38,337	-	-	-	-	-
140-70-032	10-01-12	GHS 7 Catalina Grove GST		Assumed full GST		18 DUE's		41,949	-	-	-	41,949	-	-	-	-
140-70-033	10-01-12	GHS 8 Catalina Grove GST		Assumed full GST		46 DUE's		107,554	-	-	-	107,554	-	-	-	-
140-70-034	10-01-12	GHS 9 Catalina Grove GST		Assumed full GST		38 DUE's		89,775	-	-	-	-	89,775	-	-	-
140-70-035	10-01-12	GHS 10 Catalina Grove GST		Assumed full GST		52 DUE's		124,260	-	-	-	-	-	124,260	-	-
140-70-036	10-01-12	GHS 11 Catalina Grove GST		Assumed full GST		36 DUE's		196,743	-	-	-	-	-	196,743	-	-
140-70-009	10-01-12	Catalina Grove Retail Site GST		Assumed full GST				745,210	-	-	-	-	-	-	-	-
140-99-999	30-01-01	Selling Commission	2.10%					14,951,025	969,179	1,136,231	1,160,262	1,145,784	1,405,197	1,014,089	-	-
140-99-999	30-01-08	Project Management	2.25%					16,018,955	1,038,406	1,217,390	1,243,138	1,2				

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-99-999	80-04-06	Waterwise Landscaping Package	\$5,000 /Lot	Offset 12mth			12 Mths	12,098,398	760,240	945,957	1,121,977	1,132,713	1,167,607	1,153,706	849,142	-
140-99-999	80-04-14	WELS Rebate	\$1,000 /Lot	Offset 3mth			3 Mths	1,269,097	148,347	171,466	176,721	184,086	116,789	1,957	-	-
140-99-999	80-04-13	Sustainability Rebate	\$700 /Lot	Offset 3mth		80% Beach & Grove stlmts	3 Mths	821,354	103,843	120,026	123,704	128,860	81,752	1,370	-	-
140-99-999	80-04-03	Energy Audit Rebate	\$300 /Lot	Offset 3mth		80% Beach & Grove stlmts	3 Mths	779,005	103,843	120,026	123,704	128,860	81,752	1,370	-	-
140-99-999	80-04-11	Solar Package	\$2,000 /Lot	Offset 12mth			12 Mths	4,749,208	304,096	378,383	448,791	453,085	467,043	461,482	339,657	-
		TOTAL DIRECT SELLING COSTS						82,578,942	5,186,514	6,341,584	6,678,033	6,918,795	7,299,111	6,331,566	1,977,635	-
		GROSS INCOME						667,217,690	41,640,184	49,371,661	48,994,263	49,286,881	60,602,578	46,405,519	(1,977,635)	-
		LAND														
140-98-999	05-01-01	Land						-	-	-	-	-	-	-	-	-
140-98-999	05-02-01	Land Stamp Duty & Legals				1 Lots		-	-	-	-	-	-	-	-	-
140-98-999	05-02-03	Land Tax and Rates at Settlement				1 Lots		-	-	-	-	-	-	-	-	-
140-98-999	05-02-02	Land Due Diligence				1 Lots		-	-	-	-	-	-	-	-	-
140-98-999	05-01-01	WAPC Land Acquisition	10,206,000			11.34 Hectares		10,206,000	-	-	-	-	-	-	-	-
		TOTAL LAND						10,206,000								
		CONSULTANTS														
140-95-001	01-03-02	Planning				refer Consultants schedule		5,695,274	309,723	327,513	333,252	340,868	172,513	163,958	-	-
140-95-001	01-03-07	Environmental				refer Consultants schedule		686,289	-	-	-	-	-	-	-	-
140-95-001	01-03-18	Sustainability	36,000 PA				May-19 Jun-24	216,201	-	-	-	-	-	-	-	-
140-95-001	01-03-05	Geotechnical	100 /Lot			252,500		126,648	19,272	20,592	3,745	-	-	-	-	-
140-95-001	01-03-06	Traffic Planning	50 /Lot			126,250		99,457	-	-	-	-	-	-	-	-
140-95-001	01-03-03	General Surveying	30,000 PA				Mar-19 Feb-28	437,272	33,514	22,717	-	-	-	-	-	-
140-95-001	01-03-04	Engineering Consultants	926,000			EPR Study	Mar-19 Feb-28	1,152,740	114,940	77,912	-	-	-	-	-	-
140-95-001	01-03-13	Architect	150,000				Mar-19 Feb-28	156,999	16,620	11,266	-	-	-	-	-	-
140-95-001	01-03-15	Fire	10,000					30,150	-	-	-	-	-	-	-	-
140-95-001	01-03-24	Arborist & Tree Mapping	7,500 ev. 2 yrs					52,306	-	-	-	-	-	-	-	-
140-95-001	01-03-23	Acoustic & Noise Consultants	10,000				May-19 Apr-20	20,000	-	-	-	-	-	-	-	-
140-95-001	01-03-11	Miscellaneous Consultants	50,000 PA				Mar-19 Feb-28	477,440	55,856	37,862	-	-	-	-	-	-
140-95-001	01-03-17	Hydrology	45,000 PA				Mar-19 Feb-28	540,015	50,271	34,076	-	-	-	-	-	-
		TOTAL CONSULTANTS						9,690,793	600,195	531,940	336,997	340,868	172,513	163,958	-	-
		INFRASTRUCTURE COSTS														
		INFRASTRUCTURE COSTS	AMOUNT			START	FINISH	DURATION								
140-95-006	01-01-05	Marmion Avenue Green Link Intersection				Complete			450,680	-	-	-	-	-	-	-
140-95-006	01-03-04	Marmion Avenue Green Link Intersection Engineering				Complete			48,750	-	-	-	-	-	-	-
140-95-015	01-01-05	Marmion Avenue Green Link Intersection Balance				Complete			3,041,955	-	-	-	-	-	-	-
140-95-015	01-03-04	Marmion Avenue Green Link Intersection Balance Engineering				Complete			151,585	-	-	-	-	-	-	-
140-95-008	01-01-06	Neerabup Road Key Largo Intersection				Complete			974,127	-	-	-	-	-	-	-
140-95-008	01-03-04	Neerabup Road Key Largo Intersection Engineering				Complete			54,024	-	-	-	-	-	-	-
140-95-009	01-01-06	Neerabup Rd Maroochydore Way Intersection				Complete			1,480,279	-	-	-	-	-	-	-
140-95-009	01-03-04	Neerabup Rd Maroochydore Way Intersection Engineering				Complete			97,321	-	-	-	-	-	-	-
140-95-026	01-01-08	Catalina Beach North/South Dual Use Path	1,000,000			Dec-19 Dec-19		1 Mths	1,000,000	-	-	-	-	-	-	-
140-95-026	01-03-04	Catalina Beach North/South Dual Use Path Engineering	65,000			Dec-19 Dec-19		1 Mths	65,000	-	-	-	-	-	-	-
140-95-010	01-01-08	Connolly Drive Green Link Intersection	1,675,000			\$350K FY20	Jan-23 Jun-23	6 Mths	2,086,036	-	-	-	-	-	-	-
140-95-010	01-03-04	Connolly Drive Green Link Intersection Engineering	110,075			Oct-22 Mar-23		6 Mths	133,152	-	-	-	-	-	-	-
140-95-025	01-01-08	Raise existing bore on Connolly Drive	2,004			May-19 May-19		1 Mths	2,004	-	-	-	-	-	-	-
140-95-011	01-01-08	Neerabup Road Green Link Underpass part 1	2,400,000			May-19 Aug-19		4 Mths	2,400,000	-	-	-	-	-	-	-
140-95-016	01-01-08	Additional allowance to scheme underpass	400,000			Jul-21 Jan-22		7 Mths	402,676	-	-	-	-	-	-	-
140-96-012	01-01-08	Waste Water Pump Station (West)	1,723,532			Mar-19 May-19		3 Mths	1,723,532	-	-	-	-	-	-	-
140-96-012	01-03-04	Waste Water Pump Station (West) Engineering	111,518			Mar-19 May-19		3 Mths	129,588	-	-	-	-	-	-	-
140-95-021	01-01-08	Portofino Pmde Extension	780,000			Apr-20 Sep-20		6 Mths	780,000	-	-	-	-	-	-	-
140-95-021	01-03-04	Portofino Pmde Extension Engineering	50,700			Jul-19 Jun-20		12 Mths	50,700	-	-	-	-	-	-	-
140-95-022	01-02-04	Housing Authority Scheme Contribution				Complete			162,919	-	-	-	-	-	-	-
140-95-019	01-01-08	Foreshore Access Road	1,288,000			Apr-20 Sep-20		6 Mths	1,288,000	-	-	-	-	-	-	-
140-95-019	01-03-04	Foreshore Access Road Engineering	83,720			Jul-19 Jun-20		12 Mths	83,720	-	-	-	-	-	-	-
140-95-027	01-01-08	Catalina Beach LED Lighting	300,000			Jul-21 Dec-21		6 Mths	301,755	-	-	-	-	-	-	-
140-95-027	01-03-04	Catalina Beach LED Lighting Engineering	19,500			Apr-21 Sep-21		6 Mths	19,533	-	-	-	-	-	-	-
140-96-017	01-01-08	Waste Water Pump Station (East)	2,000,000			Feb-25 Aug-25		7 Mths	2,162,837	-	-	-	-	-	-	-
140-96-017	01-03-04	Waste Water Pump Station (East) Engineering	159,000			Aug-23 Jan-25		18 Mths	167,538	-	-	-	-	-	-	-
140-95-014	01-01-08	Extension of services Stg 5-Connolly Drive				Complete			1,518,761	-	-	-	-	-	-	-
140-95-014	01-03-04	Extension of services Stg 5-Connolly Drive Engineering				Complete			100,778	-	-	-	-	-	-	-
140-95-020	01-01-08	UXO - Search Catalina Beach Phase 2				Complete			14,500	-	-	-	-	-	-	-
140-95-020	01-03-04	UXO - Search Catalina Beach Phase 2 Engineering				Complete			1,625	-	-	-	-	-	-	-
140-95-017	01-01-08	Rubbish removal - General Allowance	76,104			Mar-19 Feb-21		24 Mths	93,074	-	-	-	-	-	-	-
140-95-013	01-01-08	EPBC Offset - foraging & nesting				Complete			490,000	-	-	-	-	-	-	-
		TOTAL INFRASTRUCTURE COSTS	12,244,153						21,476,448							
		INFRASTRUCTURE REFUNDS														
140-96-101	01-02-05	Neerabup Road Green Link Underpass Credit				Complete			(432,548)	-	-	-	-	-	-	-
140-96-112	01-02-05	Waste Water Pump Station (West) Refund	(1,253,120)			Dec-19 Dec-19		1 Mths	(1,253,120)	-	-	-	-	-	-	-
140-96-117	01-02-05	Waste Water Pump Station (East) Refund	(2,330,375)			Aug-26 Aug-26		1 Mths	(2,330,375)	(2,330,375)	-	-	-	-	-	-
140-96-103	01-02-05	School Site Carpark reimbursement	(150,000)			Jan-23 Jan-23		1 Mths	(150,000)	-	-	-	-	-	-	-
140-96-121	01-02-05	Primary School Earthworks Reimbursement	(1,100,000)			Aug-23 Aug-23		1 Mths	(1,100,000)	-	-	-	-	-	-	-
140-96-102	01-02-05	Primary School Site Services Reimbursement	(300,000)			Oct-23 Oct-23		1 Mths	(300,000)	-	-	-	-	-	-	-
		TOTAL INFRASTRUCTURE REFUNDS	(5,133,495)						(5,566,043)	(2,330,375)						
		TOTAL INFRASTRUCTURE	7,110,657			180			15,910,404	(2,330,375)						
		SPECIAL SITE AND OTHER DEVELOPMENT COSTS														
140-70-010	01-01-19	Removal of temp sales office from site				Complete			8,636	-	-	-	-	-	-	-
140-97-004	01-01-19	Temp Sales office services				Complete			3,812	-	-	-	-	-	-	-
140-97-001	04-01-19	Special Sites: Sales Office Construction				Complete			512,396	-	-	-	-	-	-	-
140-97-002	04-01-19	Special Sites: Sales Office Retrofit & Maintenance	30,000			Central sales office retrofit	May-19 Jul-19	3 Mths	30,000	-	-	-	-	-	-	-
140-97-001	75-01-01	Special Sites: Sales Office Furniture & Fitout				Complete			61,586	-	-	-	-	-	-	-
140-97-003	04-01-19	Sales office carparks	98,087			Complete			98,087	-	-	-	-	-	-	-
140-99-999	40-70-07	Sales office carparks makegood	171,913			100 bays</										

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-70-032	01-01-19	GHS 7 Catalina Grove Construction			1,300 m²		May-29 Oct-29	6 Mths	-	-	-	-	-	-	-	-
140-70-033	01-01-19	GHS 8 Catalina Grove Construction			3,300 m²		Nov-29 Apr-30	6 Mths	-	-	-	-	-	-	-	-
140-70-034	01-01-19	GHS 9 Catalina Grove Construction			2,700 m²		Nov-30 Apr-31	6 Mths	-	-	-	-	-	-	-	-
140-70-035	01-01-19	GHS 10 Catalina Grove Construction			3,700 m²		May-31 Oct-31	6 Mths	-	-	-	-	-	-	-	-
140-70-036	01-01-19	GHS 11 Catalina Grove Construction			5,800 m²		Nov-31 Apr-32	6 Mths	-	-	-	-	-	-	-	-
140-70-009	01-01-19	Catalina Grove Retail Site Construction							-	-	-	-	-	-	-	-
140-70-020	01-01-19	Catalina Grove Retirement Village Construction							-	-	-	-	-	-	-	-
		TOTAL SPECIAL SITE AND OTHER DEVELOPMENT COSTS							4,802,964	-	-	-	-	-	-	-
		LOT PRODUCTION	AMOUNT				START	FINISH	DURATION							
140-01-000	01-01-02	Main 01 Bulk Earthworks stgs 1-4,6				Complete				2,122,407	-	-	-	-	-	-
140-01-000	01-03-03	Main 01 Survey / Titles				Complete				24,940	-	-	-	-	-	-
140-01-000	01-03-04	Main 01 Engineering Consultants				Complete				132,887	-	-	-	-	-	-
140-61-005	01-01-02	Main 01 Bulk Earthworks Stgs 5 & 7				Complete				2,368,798	-	-	-	-	-	-
140-61-005	01-03-04	Main 01 Engineering Consultants Stgs 5 & 7				Complete				121,827	-	-	-	-	-	-
140-61-008	01-01-02	Main 01 Bulk Earthworks Stg 8				Complete				1,265,418	-	-	-	-	-	-
140-61-008	01-03-04	Main 01 Engineering Consultants Stg 8				Complete				63,366	-	-	-	-	-	-
140-61-009	01-01-02	Main 01 Bulk Earthworks Stgs 9-11 Cell B				Complete				4,066,094	-	-	-	-	-	-
140-61-009	01-03-04	Main 01 Engineering Consultants Stgs 9-11 Cell B				Complete				99,325	-	-	-	-	-	-
140-61-012	01-01-02	Main 01 Bulk Earthworks Stgs 12 & 13 Cell B				Complete				1,139,937	-	-	-	-	-	-
140-61-012	01-03-04	Main 01 Engineering Consultants Stgs 12 & 13 Cell B				Complete				108,025	-	-	-	-	-	-
140-61-014	01-01-02	Main 01 Bulk Earthworks Stgs 14-18 Cell B				Complete				1,738,744	-	-	-	-	-	-
140-61-014	01-03-04	Main 01 Engineering Consultants Stgs 14-18 Cell B				Complete				250,660	-	-	-	-	-	-
140-95-023	01-01-02	Main 01 Bulk Earthworks Stg 19-23 Primary School & GHS	2,085,000				Aug-22	Nov-22	4 Mths	2,139,522	-	-	-	-	-	-
140-61-020	01-01-02	Main 01 Bulk Earthworks Stg 19-23	4,548,900		198 Lots		Nov-28	Aug-29	10 Mths	5,315,359	-		4,245,194	1,070,165	-	-
140-61-020	01-03-03	Main 01 Survey / Titles Stgs 19-23	20,000				Mar-28	Dec-28	10 Mths	23,061	-	9,178	13,882	-	-	-
140-61-020	01-03-04	Main 01 Engineering Consultants Stgs 19-23 Cell	149,490		755 /Lot		May-28	Feb-29	10 Mths	168,688	-	28,127	113,449	-	-	-
140-62-025	01-01-02	Catalina Beach Bulk Earthworks Stgs 25-28	3,603,086		19,689 /Lot					3,603,087	-	-	-	-	-	-
140-62-025	01-03-03	Catalina Beach Survey / Titles Stgs 25-28	20,000		183 Lots		Mar-19	Apr-19	2 Mths	20,000	-	-	-	-	-	-
140-62-025	01-03-04	Catalina Beach Engineering Consultants Stgs 25-28				Complete				172,859	-	-	-	-	-	-
140-62-029	01-01-02	Catalina Beach Bulk Earthworks Stgs 29-31	1,310,005		12,130 /Lot		Jan-22	Jun-22	6 Mths	1,330,900	-	-	-	-	-	-
140-62-029	01-03-03	Catalina Beach Survey / Titles Stgs 29-31	20,000		108 Lots		May-21	Oct-21	6 Mths	20,056	-	-	-	-	-	-
140-62-029	01-03-04	Catalina Beach Engineering Consultants Stgs 29-31	81,540		755 /Lot		Jul-21	Dec-21	6 Mths	82,017	-	-	-	-	-	-
140-62-032	01-01-02	Catalina Beach Bulk Earthworks Stgs 32-35	2,450,195		20,418 /Lot		Mar-25	Aug-25	6 Mths	2,651,889	-	-	-	-	-	-
140-62-032	01-03-03	Catalina Beach Survey / Titles Stgs 32-35	20,000		120 Lots		Jul-24	Dec-24	6 Mths	21,360	-	-	-	-	-	-
140-62-032	01-03-04	Catalina Beach Engineering Consultants Stgs 32-35	90,600		755 /Lot		Sep-24	Feb-25	6 Mths	97,083	-	-	-	-	-	-
140-63-036	01-01-02	Catalina Grove Bulk Earthworks Stgs 36-40	2,965,759		12,357 /Lot		May-22	Dec-22	8 Mths	3,038,265	-	-	-	-	-	-
140-63-036	01-03-03	Catalina Grove Survey / Titles Stgs 36-40	20,000		240 Lots		Sep-21	Apr-22	8 Mths	20,218	-	-	-	-	-	-
140-63-036	01-03-04	Catalina Grove Engineering Consultants Stgs 36-40	112,500		469 /Lot		Nov-21	Oct-22	12 Mths	114,486	-	-	-	-	-	-
140-63-040	01-01-02	Catalina Grove Bulk Earthworks Stgs 41-44	2,372,607		12,357 /Lot		Feb-25	Jul-25	6 Mths	2,563,642	-	-	-	-	-	-
140-63-040	01-03-03	Catalina Grove Survey / Titles Stgs 41-44	20,000		192 Lots		Jun-24	Nov-24	6 Mths	21,324	-	-	-	-	-	-
140-63-040	01-03-04	Catalina Grove Engineering Consultants Stgs 41-44	150,720		785 /Lot		Feb-24	Jul-24	6 Mths	159,633	-	-	-	-	-	-
140-63-045	01-01-02	Catalina Grove Bulk Earthworks Stgs 45-47	1,779,455		12,357 /Lot		Jul-26	Dec-26	6 Mths	1,977,941	1,977,941	-	-	-	-	-
140-63-045	01-03-03	Catalina Grove Survey / Titles Stgs 45-47	20,000		144 Lots		Nov-25	Apr-26	6 Mths	21,937	-	-	-	-	-	-
140-63-045	01-03-04	Catalina Grove Engineering Consultants Stgs 45-47	113,040		785 /Lot		Jul-25	Dec-25	6 Mths	123,163	-	-	-	-	-	-
140-64-048	01-01-02	WAPC Land Bulk Earthworks Stgs 48-51	2,409,679		12,357 /Lot		Aug-27	Jan-28	6 Mths	2,737,079	-	2,737,079	-	-	-	-
140-64-048	01-03-03	WAPC Land Survey / Titles Stgs 48-51	20,000		195 Lots		Dec-26	May-27	6 Mths	22,417	-	22,417	-	-	-	-
140-64-048	01-03-04	WAPC Land Engineering Consultants Stgs 48-51	153,075		785 /Lot		Aug-26	Jan-27	6 Mths	170,433	-	170,433	-	-	-	-
		BULK EARTHWORKS TOTAL	24,535,651							40,118,847	2,170,791	2,774,384	4,372,525	1,070,165	-	-
140-01-001	01-01-01	Stage 01 Civils				Complete				2,785,128	-	-	-	-	-	-
140-01-001	01-01-08	Stage 01 Underground Power				Complete				419,465	-	-	-	-	-	-
140-01-001	01-01-14	Stage 01 Third Pipe				Complete				-	-	-	-	-	-	-
140-01-001	01-01-11	Stage 01 FTTH				Complete				3,940	-	-	-	-	-	-
140-01-001	01-02-01	Stage 01 Headworks				Complete				135,481	-	-	-	-	-	-
140-01-001	01-02-03	Stage 01 Local Auth Sprvion & WC plng				Complete				22,720	-	-	-	-	-	-
140-01-001	01-02-07	Stage 01 Local Auth Scheme Costs	11,736		335 /Lot		Oct-24	Oct-24	1 Mths	12,545	-	-	-	-	-	-
140-01-001	01-03-03	Stage 01 Survey / Titles				Complete				57,604	-	-	-	-	-	-
140-01-001	01-03-04	Stage 01 Engineering Consultants				Complete				157,313	-	-	-	-	-	-
		STAGE 01 TOTAL	11,736		335		102,691		35 Lots	3,594,194	-	-	-	-	-	-
140-01-002	01-01-01	Stage 02 Civils				Complete				2,060,894	-	-	-	-	-	-
140-01-002	01-01-08	Stage 02 Underground Power				Complete				539,490	-	-	-	-	-	-
140-01-002	01-01-14	Stage 02 Third Pipe				Complete				-	-	-	-	-	-	-
140-01-002	01-01-11	Stage 02 FTTH				Complete				90,903	-	-	-	-	-	-
140-01-002	01-02-01	Stage 02 Headworks				Complete				215,092	-	-	-	-	-	-
140-01-002	01-02-03	Stage 02 Local Auth Sprvion & WC plng				Complete				41,852	-	-	-	-	-	-
140-01-002	01-02-07	Stage 02 Local Auth Scheme Costs	12,407		335 /Lot		Oct-24	Oct-24	1 Mths	13,261	-	-	-	-	-	-
140-01-002	01-02-09	Stage 02 Western Power Fees				Complete				(46,652)	-	-	-	-	-	-
140-01-002	01-03-03	Stage 02 Survey / Titles				Complete				34,366	-	-	-	-	-	-
140-01-002	01-03-04	Stage 02 Engineering Consultants				Complete				132,205	-	-	-	-	-	-
		STAGE 02 TOTAL	12,407		335		83,281		37 Lots	3,081,411	-	-	-	-	-	-
140-01-003	01-01-01	Stage 03 Civils				Complete				1,944,190	-	-	-	-	-	-
140-01-003	01-01-08	Stage 03 Underground Power				Complete				63,023	-	-	-	-	-	-
140-01-003	01-01-14	Stage 03 Third Pipe				Complete				-	-	-	-	-	-	-
140-01-003	01-01-11	Stage 03 FTTH				Complete				3,720	-	-	-	-	-	-
140-01-003	01-02-01	Stage 03 Headworks				Complete				237,710	-	-	-	-	-	-
140-01-003	01-02-03	Stage 03 Local Auth Sprvion & WC plng				Complete				46,445	-	-	-	-	-	-
140-01-003	01-02-07	Stage 03 Local Auth Scheme Costs	14,419		335 /Lot		Oct-24	Oct-24	1 Mths	15,412	-	-	-	-	-	-
140-01-003	01-03-03	Stage 03 Survey / Titles				Complete				33,694	-	-	-	-	-	-
140-01-003	01-03-04	Stage 03 Engineering Consultants				Complete				153,954	-	-	-	-	-	-
		STAGE 03 TOTAL	14,419		335		58,096		43 Lots	2,498,147	-	-	-	-	-	-
140-01-004	01-01-01	Stage 04 Civils				Complete				2,292,288	-	-	-	-	-	-
140-01-004	01-01-08	Stage 04 Underground Power				Complete				-	-	-	-	-	-	-
140-01-004	01-01-14	Stage 04 Third Pipe				Complete										

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
		STAGE 6A TOTAL	2,683	335	48,697		8 Lots	389,572								
140-01-06C	01-01-01	Stage 6C Civils						484,386	-	-	-	-	-	-	-	-
140-01-06C	01-02-01	Stage 6C Headworks						60,796	-	-	-	-	-	-	-	-
140-01-06C	01-02-03	Stage 6C Local Auth Sprvion & WC plng						29,815	-	-	-	-	-	-	-	-
140-01-06C	01-02-07	Stage 6C Local Auth Scheme Costs	3,353	335 /Lot	Oct-24	Oct-24	1 Mths	3,584	-	-	-	-	-	-	-	-
140-01-06C	01-03-03	Stage 6C Survey / Titles						10,765	-	-	-	-	-	-	-	-
140-01-06C	01-03-04	Stage 6C Engineering Consultants						41,250	-	-	-	-	-	-	-	-
		STAGE 6C TOTAL	3,353	335	63,060		10 Lots	630,596								
140-01-06B	01-01-01	Stage 6B Civils						708,104	-	-	-	-	-	-	-	-
140-01-06B	01-02-01	Stage 6B Headworks						143,643	-	-	-	-	-	-	-	-
140-01-06B	01-02-03	Stage 6B Local Auth Sprvion & WC plng						5,352	-	-	-	-	-	-	-	-
140-01-06B	01-02-07	Stage 6B Local Auth Scheme Costs	8,048	335 /Lot	Oct-24	Oct-24	1 Mths	8,602	-	-	-	-	-	-	-	-
140-01-06B	01-02-09	Stage 6B Western Power Fees						53,422	-	-	-	-	-	-	-	-
140-01-06B	01-03-03	Stage 6B Survey / Titles						21,025	-	-	-	-	-	-	-	-
140-01-06B	01-03-04	Stage 6B Engineering Consultants						100,625	-	-	-	-	-	-	-	-
		STAGE 6B TOTAL	8,048	322	41,631		25 Lots	1,040,773								
140-01-005	01-01-01	Stage 05 Civils						2,796,102	-	-	-	-	-	-	-	-
140-01-005	01-01-08	Stage 05 Underground Power						-	-	-	-	-	-	-	-	-
140-01-005	01-01-11	Stage 05 FTTH						-	-	-	-	-	-	-	-	-
140-01-005	01-02-01	Stage 05 Headworks						337,806	-	-	-	-	-	-	-	-
140-01-005	01-02-03	Stage 05 Local Auth Sprvion & WC plng						54,276	-	-	-	-	-	-	-	-
140-01-005	01-02-07	Stage 05 Local Auth Scheme Costs	21,125	335 /Lot	Oct-24	Oct-24	1 Mths	22,580	-	-	-	-	-	-	-	-
140-01-005	01-03-03	Stage 05 Survey / Titles						55,569	-	-	-	-	-	-	-	-
140-01-005	01-03-04	Stage 05 Engineering Consultants						332,802	-	-	-	-	-	-	-	-
		STAGE 05 TOTAL	21,125	335	57,129		63 Lots	3,599,135								
140-01-007	01-01-01	Stage 07 Civils						2,184,857	-	-	-	-	-	-	-	-
140-01-007	01-01-08	Stage 07 Underground Power						70,334	-	-	-	-	-	-	-	-
140-01-007	01-01-14	Stage 07 Third Pipe						2,493	-	-	-	-	-	-	-	-
140-01-007	01-01-11	Stage 07 FTTH						-	-	-	-	-	-	-	-	-
140-01-007	01-02-01	Stage 07 Headworks						348,434	-	-	-	-	-	-	-	-
140-01-007	01-02-03	Stage 07 Local Auth Sprvion & WC plng						77,473	-	-	-	-	-	-	-	-
140-01-007	01-02-07	Stage 07 Local Auth Scheme Costs	21,125	335 /Lot	Oct-24	Oct-24	1 Mths	22,580	-	-	-	-	-	-	-	-
140-01-007	01-03-03	Stage 07 Survey / Titles						59,353	-	-	-	-	-	-	-	-
140-01-007	01-03-04	Stage 07 Engineering Consultants						231,525	-	-	-	-	-	-	-	-
		STAGE 07 TOTAL	21,125	335	47,572		63 Lots	2,997,049								
140-01-008	01-01-01	Stage 08 Civils						2,494,187	-	-	-	-	-	-	-	-
140-01-008	01-02-01	Stage 08 Headworks						295,827	-	-	-	-	-	-	-	-
140-01-008	01-02-03	Stage 08 Local Auth Sprvion & WC plng						19,165	-	-	-	-	-	-	-	-
140-01-008	01-02-07	Stage 08 Local Auth Scheme Costs	17,772	335 /Lot	Oct-24	Oct-24	1 Mths	18,996	-	-	-	-	-	-	-	-
140-01-008	01-03-03	Stage 08 Survey / Titles						56,330	-	-	-	-	-	-	-	-
140-01-008	01-03-04	Stage 08 Engineering Consultants						194,775	-	-	-	-	-	-	-	-
		STAGE 08 TOTAL	17,772	335	58,100		53 Lots	3,079,280								
140-01-009	01-01-01	Stage 09 Civils						2,418,198	-	-	-	-	-	-	-	-
140-01-009	01-02-01	Stage 09 Headworks						287,395	-	-	-	-	-	-	-	-
140-01-009	01-02-03	Stage 09 Local Auth Sprvion & WC plng						112,197	-	-	-	-	-	-	-	-
140-01-009	01-02-07	Stage 09 Local Auth Scheme Costs	17,101	335 /Lot	Oct-24	Oct-24	1 Mths	18,279	-	-	-	-	-	-	-	-
140-01-009	01-02-09	Stage 09 Western Power Fees						7,212	-	-	-	-	-	-	-	-
140-01-009	01-03-03	Stage 09 Survey / Titles						49,423	-	-	-	-	-	-	-	-
140-01-009	01-03-04	Stage 09 Engineering Consultants						187,425	-	-	-	-	-	-	-	-
		STAGE 09 TOTAL	17,101	335	60,395		51 Lots	3,080,129								
140-01-010	01-01-01	Stage 10 Civils						1,229,760	-	-	-	-	-	-	-	-
140-01-010	01-02-01	Stage 10 Headworks						168,052	-	-	-	-	-	-	-	-
140-01-010	01-02-03	Stage 10 Local Auth Sprvion & WC plng						13,874	-	-	-	-	-	-	-	-
140-01-010	01-02-07	Stage 10 Local Auth Scheme Costs	10,060	335 /Lot	Oct-24	Oct-24	1 Mths	10,753	-	-	-	-	-	-	-	-
140-01-010	01-02-09	Stage 10 Western Power Fees						-	-	-	-	-	-	-	-	-
140-01-010	01-03-03	Stage 10 Survey / Titles						31,105	-	-	-	-	-	-	-	-
140-01-010	01-03-04	Stage 10 Engineering Consultants						110,250	-	-	-	-	-	-	-	-
		STAGE 10 TOTAL	10,060	335	52,126		30 Lots	1,563,793								
140-01-011	01-01-01	Stage 11 Civils						2,778,422	-	-	-	-	-	-	-	-
140-01-011	01-01-14	Stage 11 Third Pipe						-	-	-	-	-	-	-	-	-
140-01-011	01-02-01	Stage 11 Headworks						376,003	-	-	-	-	-	-	-	-
140-01-011	01-02-03	Stage 11 Local Auth Sprvion & WC plng						19,076	-	-	-	-	-	-	-	-
140-01-011	01-02-07	Stage 11 Local Auth Scheme Costs	21,461	335 /Lot	Oct-24	Oct-24	1 Mths	22,939	-	-	-	-	-	-	-	-
140-01-011	01-02-09	Stage 11 Western Power Fees						46,505	-	-	-	-	-	-	-	-
140-01-011	01-03-03	Stage 11 Survey / Titles						60,802	-	-	-	-	-	-	-	-
140-01-011	01-03-04	Stage 11 Engineering Consultants						276,174	-	-	-	-	-	-	-	-
		STAGE 11 TOTAL	21,461	325			66 Lots	3,579,921								
140-01-012	01-01-01	Stage 12 Civils						2,077,002	-	-	-	-	-	-	-	-
140-01-012	01-01-14	Stage 12 Third Pipe						-	-	-	-	-	-	-	-	-
140-01-012	01-02-01	Stage 12 Headworks						278,224	-	-	-	-	-	-	-	-
140-01-012	01-02-03	Stage 12 Local Auth Sprvion & WC plng						19,124	-	-	-	-	-	-	-	-
140-01-012	01-02-07	Stage 12 Local Auth Scheme Costs	16,431	335 /Lot	Oct-24	Oct-24	1 Mths	17,562	-	-	-	-	-	-	-	-
140-01-012	01-02-09	Stage 12 Western Power Fees						(39,144)	-	-	-	-	-	-	-	-
140-01-012	01-03-03	Stage 12 Survey / Titles						48,085	-	-	-	-	-	-	-	-
140-01-012	01-03-04	Stage 12 Engineering Consultants						199,683	-	-	-	-	-	-	-	-
		STAGE 12 TOTAL	16,431	335	53,072		49 Lots	2,600,537								
140-01-13A	01-01-01	Stage 13A Civils						1,932,316	-	-	-	-	-	-	-	-
140-01-13A	01-01-08	Stage 13A Underground Power						-	-	-	-	-	-	-	-	-
140-01-13A	01-02-01	Stage 13A Headworks						206,473	-	-	-	-	-	-	-	-
140-01-13A	01-02-03	Stage 13A Local Auth Sprvion & WC plng						12,164	-	-	-	-	-	-	-	-
140-01-13A	01-02-07	Stage 13A Local Auth Scheme Costs	12,407	335 /Lot	Oct-24	Oct-24	1 Mths	13,261	-	-	-	-	-	-	-	-
140-01-13A	01-02-09	Stage 13A Western Power Fees						46,116	-	-	-	-	-	-	-	-
140-01-13A	01-03-03	Stage 13A Survey / Titles	33,036	893 /Lot	Mar-19	Apr-19	2 Mths	33,036	-	-	-	-	-	-	-	-
140-01-13A	01-03-04	Stage 13A Engineering Consultants						151,714	-	-	-	-	-	-	-	-
		STAGE 13A TOTAL	45,443	1,228	64,732		37 Lots	2,395,080								
140-01-13B	01-01-01	Stage 13B Civils						2,115,792	-	-	-	-	-	-	-	-
140-01-13B	01-01-08	Stage 13B Underground Power						-	-	-	-	-	-	-	-	-
140-01-13B	01-02-01	Stage 13B Headworks														

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-01-014	01-02-09	Stage 14A Western Power Fees		Complete				106,167	-	-	-	-	-	-	-	-
140-01-014	01-02-07	Stage 14A Local Auth Scheme Costs	21,125		335 /Lot	Oct-24	Oct-24	1 Mths	22,580	-	-	-	-	-	-	-
140-01-014	01-03-03	Stage 14A Survey / Titles	68,679		1,000 /Lot	Mar-19	Mar-19	1 Mths	68,679	-	-	-	-	-	-	-
140-01-014	01-03-04	Stage 14A Engineering Consultants	275,400		3,918 /Lot	Mar-19	Mar-19	1 Mths	275,400	-	-	-	-	-	-	-
		STAGE 14A TOTAL	365,204		5,797	48,508		63 Lots	3,056,019							
140-01-14B	01-01-01	Stage 14B Civils		Complete				500,000	-	-	-	-	-	-	-	-
140-01-14B	01-01-08	Stage 14B Underground Power		Complete				850	-	-	-	-	-	-	-	-
140-01-14B	01-02-01	Stage 14B Headworks		Complete				51,015	-	-	-	-	-	-	-	-
140-01-14B	01-02-03	Stage 14B Local Auth Sprvision & WC plng		Complete				1,691	-	-	-	-	-	-	-	-
140-01-14B	01-02-09	Stage 14B Western Power Fees		Complete				58,285	-	-	-	-	-	-	-	-
140-01-14B	01-02-07	Stage 14B Local Auth Scheme Costs	3,353		335 /Lot	Oct-24	Oct-24	1 Mths	3,584	-	-	-	-	-	-	-
140-01-14B	01-03-03	Stage 14B Survey / Titles	12,739		1,098 /Lot	Mar-19	Mar-19	1 Mths	12,739	-	-	-	-	-	-	-
140-01-14B	01-03-04	Stage 14B Engineering Consultants		Complete				5,000	-	-	-	-	-	-	-	-
		STAGE 14B TOTAL	16,092		1,609	63,316		10 Lots	633,164							
140-01-015	01-01-01	Stage 15 Civils		Complete				1,999,681	-	-	-	-	-	-	-	-
140-01-015	01-01-08	Stage 15 Underground Power		Complete				-	-	-	-	-	-	-	-	-
140-01-015	01-02-01	Stage 15 Headworks		Complete				305,351	-	-	-	-	-	-	-	-
140-01-015	01-02-03	Stage 15 Local Auth Sprvision & WC plng		Complete				11,192	-	-	-	-	-	-	-	-
140-01-015	01-02-09	Stage 15 Western Power Fees		Complete				41,298	-	-	-	-	-	-	-	-
140-01-015	01-02-07	Stage 15 Local Auth Scheme Costs	18,443		335 /Lot	Oct-24	Oct-24	1 Mths	19,713	-	-	-	-	-	-	-
140-01-015	01-03-03	Stage 15 Survey / Titles	60,511		1,000 /Lot	Mar-19	Apr-19	2 Mths	60,511	-	-	-	-	-	-	-
140-01-015	01-03-04	Stage 15 Engineering Consultants		Complete				206,550	-	-	-	-	-	-	-	-
		STAGE 15 TOTAL	78,954		1,436	48,078		55 Lots	2,644,296							
140-01-16A	01-01-01	Stage 16A Civils	3,161,900		70,264 /Lot	Aug-21	Jan-22	6 Mths	3,185,696	-	-	-	-	-	-	-
140-01-16A	01-01-08	Stage 16A Underground Power	0		/Lot	Aug-21	Jan-22	6 Mths	-	-	-	-	-	-	-	-
140-01-16A	01-02-01	Stage 16A Headworks	205,000		4,556 /Lot	Nov-21	Nov-21	1 Mths	206,714	-	-	-	-	-	-	-
140-01-16A	01-02-03	Stage 16A Local Auth Sprvision & WC plng	18,600		413 /Lot	Nov-21	Nov-21	1 Mths	18,686	-	-	-	-	-	-	-
140-01-16A	01-02-09	Stage 16A Western Power Fees	88,000		1,956 /Lot	Nov-21	Nov-21	1 Mths	88,723	-	-	-	-	-	-	-
140-01-16A	01-02-07	Stage 16A Local Auth Scheme Costs	15,089		335 /Lot	Oct-24	Oct-24	1 Mths	16,129	-	-	-	-	-	-	-
140-01-16A	01-03-03	Stage 16A Survey / Titles	56,400		1,200 /Lot	Feb-21	Oct-21	9 Mths	56,505	-	-	-	-	-	-	-
140-01-16A	01-03-04	Stage 16A Engineering Consultants	132,600		2,947 /Lot	Feb-21	Jan-22	12 Mths	133,049	-	-	-	-	-	-	-
		STAGE 16A TOTAL	3,677,589		81,724	82,344		45 Lots	3,705,502							
140-01-16B	01-01-01	Stage 16B Civils	873,800		32,363 /Lot	Feb-23	Jul-23	6 Mths	907,165	-	-	-	-	-	-	-
140-01-16B	01-01-08	Stage 16B Underground Power	0		/Lot	Feb-23	Jul-23	6 Mths	-	-	-	-	-	-	-	-
140-01-16B	01-02-01	Stage 16B Headworks	130,400		4,830 /Lot	May-23	May-23	1 Mths	135,491	-	-	-	-	-	-	-
140-01-16B	01-02-03	Stage 16B Local Auth Sprvision & WC plng	8,400		311 /Lot	May-23	May-23	1 Mths	8,728	-	-	-	-	-	-	-
140-01-16B	01-02-09	Stage 16B Western Power Fees	56,000		2,074 /Lot	May-23	May-23	1 Mths	58,186	-	-	-	-	-	-	-
140-01-16B	01-02-07	Stage 16B Local Auth Scheme Costs	9,054		335 /Lot	Oct-24	Oct-24	1 Mths	9,677	-	-	-	-	-	-	-
140-01-16B	01-03-03	Stage 16B Survey / Titles	34,800		1,200 /Lot	Aug-22	Apr-23	9 Mths	35,859	-	-	-	-	-	-	-
140-01-16B	01-03-04	Stage 16B Engineering Consultants	90,000		3,333 /Lot	Aug-22	Jul-23	12 Mths	92,113	-	-	-	-	-	-	-
		STAGE 16B TOTAL	1,202,454		44,535	46,193		27 Lots	1,247,221							
140-01-017	01-01-01	Stage 17A Civils		Complete				732,033	-	-	-	-	-	-	-	-
140-01-017	01-01-08	Stage 17A Underground Power		Complete				-	-	-	-	-	-	-	-	-
140-01-017	01-02-01	Stage 17A Headworks		Complete				116,369	-	-	-	-	-	-	-	-
140-01-017	01-02-03	Stage 17A Local Auth Sprvision & WC plng		Complete				6,839	-	-	-	-	-	-	-	-
140-01-017	01-02-09	Stage 17A Western Power Fees		Complete				38,071	-	-	-	-	-	-	-	-
140-01-017	01-02-07	Stage 17A Local Auth Scheme Costs	8,383		335 /Lot	Oct-24	Oct-24	1 Mths	8,960	-	-	-	-	-	-	-
140-01-017	01-03-03	Stage 17A Survey / Titles	30,000		1,200 /Lot	Mar-19	Apr-19	2 Mths	30,000	-	-	-	-	-	-	-
140-01-017	01-03-04	Stage 17A Engineering Consultants		Complete				85,250	-	-	-	-	-	-	-	-
		STAGE 17A TOTAL	38,383		1,535	40,701		25 Lots	1,017,523							
140-01-17B	01-01-01	Stage 17B Civils	1,642,087		65,683 /Lot	Mar-19	Apr-19	2 Mths	1,642,087	-	-	-	-	-	-	-
140-01-17B	01-01-08	Stage 17B Underground Power		Incl in civils				-	-	-	-	-	-	-	-	-
140-01-17B	01-02-01	Stage 17B Headworks	175,000		7,000 /Lot	May-19	May-19	1 Mths	175,000	-	-	-	-	-	-	-
140-01-17B	01-02-03	Stage 17B Local Auth Sprvision & WC plng	10,000		400 /Lot	May-19	May-19	1 Mths	12,684	-	-	-	-	-	-	-
140-01-17B	01-02-09	Stage 17B Western Power Fees	7,700		308 /Lot	May-19	May-19	1 Mths	7,700	-	-	-	-	-	-	-
140-01-17B	01-02-07	Stage 17B Local Auth Scheme Costs	12,072		335 /Lot	Oct-24	Oct-24	1 Mths	12,903	-	-	-	-	-	-	-
140-01-17B	01-03-03	Stage 17B Survey / Titles	45,600		1,200 /Lot	Mar-19	Oct-19	8 Mths	45,600	-	-	-	-	-	-	-
140-01-17B	01-03-04	Stage 17B Engineering Consultants	147,000		5,880 /Lot	May-19	Dec-19	8 Mths	147,000	-	-	-	-	-	-	-
		STAGE 17B TOTAL	2,039,459		56,652	56,749		36 Lots	2,042,974							
140-01-18A	01-01-01	Stage 18A Civils		Complete				871,358	-	-	-	-	-	-	-	-
140-01-18A	01-01-08	Stage 18A Underground Power		Incl in civils				-	-	-	-	-	-	-	-	-
140-01-18A	01-02-01	Stage 18A Headworks		Complete		May-19	May-19	1 Mths	161,333	-	-	-	-	-	-	-
140-01-18A	01-02-03	Stage 18A Local Auth Sprvision & WC plng		Complete		May-19	May-19	1 Mths	4,072	-	-	-	-	-	-	-
140-01-18A	01-02-09	Stage 18A Western Power Fees		Complete		May-19	May-19	1 Mths	51,132	-	-	-	-	-	-	-
140-01-18A	01-02-07	Stage 18A Local Auth Scheme Costs	9,724		335 /Lot	Oct-24	Oct-24	1 Mths	10,394	-	-	-	-	-	-	-
140-01-18A	01-03-03	Stage 18A Survey / Titles	37,200		1,200 /Lot	Mar-19	May-19	3 Mths	37,200	-	-	-	-	-	-	-
140-01-18A	01-03-04	Stage 18A Engineering Consultants		Complete				94,000	-	-	-	-	-	-	-	-
		STAGE 18A TOTAL	46,924		1,618	42,396		29 Lots	1,229,489							
140-01-18B	01-01-01	Stage 18B Civils	2,411,579		83,158 /Lot	May-19	Jun-19	2 Mths	2,411,579	-	-	-	-	-	-	-
140-01-18B	01-01-08	Stage 18B Underground Power		Incl in civils				-	-	-	-	-	-	-	-	-
140-01-18B	01-02-01	Stage 18B Headworks	149,000		5,138 /Lot	May-19	May-19	1 Mths	149,000	-	-	-	-	-	-	-
140-01-18B	01-02-03	Stage 18B Local Auth Sprvision & WC plng		Complete				14,252	-	-	-	-	-	-	-	-
140-01-18B	01-02-09	Stage 18B Western Power Fees		Complete				107,696	-	-	-	-	-	-	-	-
140-01-18B	01-02-07	Stage 18B Local Auth Scheme Costs	10,395		335 /Lot	Oct-24	Oct-24	1 Mths	11,111	-	-	-	-	-	-	-
140-01-18B	01-03-03	Stage 18B Survey / Titles	39,600		1,200 /Lot	May-19	Jun-19	2 Mths	39,600	-	-	-	-	-	-	-
140-01-18B	01-03-04	Stage 18B Engineering Consultants	325,390			May-19	Jun-19	2 Mths	325,390	-	-	-	-	-	-	-
		STAGE 18B TOTAL	2,935,964		94,709	98,665		31 Lots	3,058,628							
140-01-18C	01-01-01	Stage 18C Civils	915,900		56,652 /Lot	May-20	Oct-20	6 Mths	915,900	-	-	-	-	-	-	-
140-01-18C	01-01-08	Stage 18C Underground Power	0		/Lot	May-20	Oct-20	6 Mths	-	-	-	-	-			

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-02-030	01-03-03	Stage 30 Survey / Titles	38,400		1,200 /Lot	Sep-24	May-25	9 Mths	41,251	-	-	-	-	-	-	-	-
140-02-030	01-03-04	Stage 30 Engineering Consultants	95,739		3,191 /Lot	Sep-24	May-25	9 Mths	102,847	-	-	-	-	-	-	-	-
		STAGE 30 TOTAL	1,888,479		62,949	68,563		30 Lots	2,056,903				48,489				
140-02-031	01-01-01	Stage 31 Civils	1,505,643		45,547 /Lot	Jan-26	Jun-26	6 Mths	1,656,949	-	-	-	-	-	-	-	-
140-02-031	01-01-02	Stage 31 Earthworks	0		/Lot	Jul-25	Dec-25	6 Mths	-	-	-	-	-	-	-	-	-
140-02-031	01-01-08	Stage 31 Underground Power	0		/Lot	Jan-26	Jun-26	6 Mths	-	-	-	-	-	-	-	-	-
140-02-031	01-02-01	Stage 31 Headworks	139,316		4,644 /Lot	Apr-26	Apr-26	1 Mths	153,443	-	-	-	-	-	-	-	-
140-02-031	01-02-03	Stage 31 Local Auth Sprvision & WC plng	9,000		300 /Lot	Apr-26	Apr-26	1 Mths	9,913	-	-	-	-	-	-	-	-
140-02-031	01-02-07	Stage 31 Local Auth Scheme Costs	40,575		1,352 /Lot	May-30	May-30	1 Mths	48,489	-	-	-	-	-	-	-	-
140-02-031	01-02-09	Stage 31 Western Power Fees	59,806		1,994 /Lot	Apr-26	Apr-26	1 Mths	65,871	-	-	-	48,489	-	-	-	-
140-02-031	01-03-03	Stage 31 Survey / Titles	38,400		1,200 /Lot	Apr-25	Dec-25	9 Mths	41,735	-	-	-	-	-	-	-	-
140-02-031	01-03-04	Stage 31 Engineering Consultants	95,739		3,191 /Lot	Apr-25	Dec-25	9 Mths	104,053	-	-	-	-	-	-	-	-
		STAGE 31 TOTAL	1,888,479		62,949	69,348		30 Lots	2,080,452				48,489				
140-02-032	01-01-01	Stage 32 Civils	1,505,643		45,547 /Lot	Sep-26	Feb-27	6 Mths	1,679,171	1,679,171	-	-	-	-	-	-	-
140-02-032	01-01-02	Stage 32 Earthworks	0		/Lot	Mar-26	Aug-26	6 Mths	-	-	-	-	-	-	-	-	-
140-02-032	01-01-08	Stage 32 Underground Power	0		/Lot	Sep-26	Feb-27	6 Mths	-	-	-	-	-	-	-	-	-
140-02-032	01-02-01	Stage 32 Headworks	139,316		4,644 /Lot	Dec-26	Dec-26	1 Mths	155,501	155,501	-	-	-	-	-	-	-
140-02-032	01-02-03	Stage 32 Local Auth Sprvision & WC plng	9,000		300 /Lot	Dec-26	Dec-26	1 Mths	10,046	10,046	-	-	-	-	-	-	-
140-02-032	01-02-07	Stage 32 Local Auth Scheme Costs	40,575		1,352 /Lot	May-30	May-30	1 Mths	48,489	-	-	-	48,489	-	-	-	-
140-02-032	01-02-09	Stage 32 Western Power Fees	59,806		1,994 /Lot	Dec-26	Dec-26	1 Mths	66,755	66,755	-	-	-	-	-	-	-
140-02-032	01-03-03	Stage 32 Survey / Titles	38,400		1,200 /Lot	Dec-25	Aug-26	9 Mths	42,294	-	-	-	-	-	-	-	-
140-02-032	01-03-04	Stage 32 Engineering Consultants	95,739		3,191 /Lot	Dec-25	Aug-26	9 Mths	105,448	23,570	-	-	-	-	-	-	-
		STAGE 32 TOTAL	1,888,479		62,949	70,257		30 Lots	2,107,703	1,944,495			48,489				
140-02-033	01-01-01	Stage 33 Civils	1,505,643		45,547 /Lot	Apr-27	Sep-27	6 Mths	1,698,859	847,308	851,551	-	-	-	-	-	-
140-02-033	01-01-02	Stage 33 Earthworks	0		/Lot	Oct-26	Mar-27	6 Mths	-	-	-	-	-	-	-	-	-
140-02-033	01-01-08	Stage 33 Underground Power	0		/Lot	Apr-27	Sep-27	6 Mths	-	-	-	-	-	-	-	-	-
140-02-033	01-02-01	Stage 33 Headworks	139,316		4,644 /Lot	Jul-27	Jul-27	1 Mths	157,325	-	157,325	-	-	-	-	-	-
140-02-033	01-02-03	Stage 33 Local Auth Sprvision & WC plng	9,000		300 /Lot	Jul-27	Jul-27	1 Mths	10,163	-	10,163	-	-	-	-	-	-
140-02-033	01-02-07	Stage 33 Local Auth Scheme Costs	40,575		1,352 /Lot	May-30	May-30	1 Mths	48,489	-	-	-	48,489	-	-	-	-
140-02-033	01-02-09	Stage 33 Western Power Fees	59,806		1,994 /Lot	Jul-27	Jul-27	1 Mths	67,537	-	67,537	-	-	-	-	-	-
140-02-033	01-03-03	Stage 33 Survey / Titles	38,400		1,200 /Lot	Jul-26	Mar-27	9 Mths	42,790	42,790	-	-	-	-	-	-	-
140-02-033	01-03-04	Stage 33 Engineering Consultants	95,739		3,191 /Lot	Jul-26	Mar-27	9 Mths	106,684	106,684	-	-	-	-	-	-	-
		STAGE 33 TOTAL	1,888,479		62,949	71,062		30 Lots	2,131,848	996,782	1,086,577		48,489				
140-02-034	01-01-01	Stage 34 Civils	1,505,643		45,547 /Lot	Dec-27	May-28	6 Mths	1,721,643	-	1,721,643	-	-	-	-	-	-
140-02-034	01-01-02	Stage 34 Earthworks	0		/Lot	Jun-27	Nov-27	6 Mths	-	-	-	-	-	-	-	-	-
140-02-034	01-01-08	Stage 34 Underground Power	0		/Lot	Dec-27	May-28	6 Mths	-	-	-	-	-	-	-	-	-
140-02-034	01-02-01	Stage 34 Headworks	139,316		4,644 /Lot	Mar-28	Mar-28	1 Mths	159,435	-	159,435	-	-	-	-	-	-
140-02-034	01-02-03	Stage 34 Local Auth Sprvision & WC plng	9,000		300 /Lot	Mar-28	Mar-28	1 Mths	10,300	-	10,300	-	-	-	-	-	-
140-02-034	01-02-07	Stage 34 Local Auth Scheme Costs	40,575		1,352 /Lot	May-30	May-30	1 Mths	48,489	-	-	-	48,489	-	-	-	-
140-02-034	01-02-09	Stage 34 Western Power Fees	59,806		1,994 /Lot	Mar-28	Mar-28	1 Mths	68,443	-	68,443	-	-	-	-	-	-
140-02-034	01-03-03	Stage 34 Survey / Titles	38,400		1,200 /Lot	Mar-27	Nov-27	9 Mths	43,364	19,193	24,171	-	-	-	-	-	-
140-02-034	01-03-04	Stage 34 Engineering Consultants	95,739		3,191 /Lot	Mar-27	Nov-27	9 Mths	108,115	47,851	60,264	-	-	-	-	-	-
		STAGE 34 TOTAL	1,888,479		62,949	71,993		30 Lots	2,159,789	67,044	2,044,256		48,489				
140-02-035	01-01-01	Stage 35 Civils	1,505,643		45,547 /Lot	Jul-28	Dec-28	6 Mths	1,741,830	-	-	1,741,830	-	-	-	-	-
140-02-035	01-01-02	Stage 35 Earthworks	0		/Lot	Jan-28	Jun-28	6 Mths	-	-	-	-	-	-	-	-	-
140-02-035	01-01-08	Stage 35 Underground Power	0		/Lot	Jul-28	Dec-28	6 Mths	-	-	-	-	-	-	-	-	-
140-02-035	01-02-01	Stage 35 Headworks	139,316		4,644 /Lot	Oct-28	Oct-28	1 Mths	161,304	-	-	161,304	-	-	-	-	-
140-02-035	01-02-03	Stage 35 Local Auth Sprvision & WC plng	9,000		300 /Lot	Oct-28	Oct-28	1 Mths	10,420	-	-	10,420	-	-	-	-	-
140-02-035	01-02-07	Stage 35 Local Auth Scheme Costs	40,575		1,352 /Lot	May-30	May-30	1 Mths	48,489	-	-	-	48,489	-	-	-	-
140-02-035	01-02-09	Stage 35 Western Power Fees	59,806		1,994 /Lot	Oct-28	Oct-28	1 Mths	69,245	-	-	69,245	-	-	-	-	-
140-02-035	01-03-03	Stage 35 Survey / Titles	38,400		1,200 /Lot	Oct-27	Jun-28	9 Mths	43,873	-	43,873	-	-	-	-	-	-
140-02-035	01-03-04	Stage 35 Engineering Consultants	95,739		3,191 /Lot	Oct-27	Jun-28	9 Mths	109,383	-	109,383	-	-	-	-	-	-
		STAGE 35 TOTAL	1,888,479		62,949	72,818		30 Lots	2,184,544		153,255	1,982,800	48,489				
TBA	01-01-01	GHS10 Civils	501,881		45,547 /Lot	Mar-29	Aug-29	6 Mths	588,397	-	-	391,611	196,786	-	-	-	-
TBA	01-01-02	GHS10 Earthworks	0		/Lot	Sep-28	Feb-29	6 Mths	-	-	-	-	-	-	-	-	-
TBA	01-01-08	GHS10 Underground Power	0		/Lot	Mar-29	Aug-29	6 Mths	-	-	-	-	-	-	-	-	-
TBA	01-02-01	GHS10 Headworks	46,439		4,644 /Lot	Jun-29	Jun-29	1 Mths	54,489	-	-	54,489	-	-	-	-	-
TBA	01-02-03	GHS10 Local Auth Sprvision & WC plng	3,000		300 /Lot	Jun-29	Jun-29	1 Mths	3,520	-	-	3,520	-	-	-	-	-
TBA	01-02-07	GHS10 Local Auth Scheme Costs	13,525		1,352 /Lot	May-30	May-30	1 Mths	16,163	-	-	-	16,163	-	-	-	-
TBA	01-02-09	GHS10 Western Power Fees	19,935		1,994 /Lot	Jun-29	Jun-29	1 Mths	23,391	-	-	23,391	-	-	-	-	-
TBA	01-03-03	GHS10 Survey / Titles	14,400		1,200 /Lot	Jun-28	Feb-29	9 Mths	16,673	-	1,840	14,833	-	-	-	-	-
TBA	01-03-04	GHS10 Engineering Consultants	31,913		3,191 /Lot	Jun-28	Feb-29	9 Mths	36,950	-	4,078	32,872	-	-	-	-	-
		GHS10 TOTAL	631,093		63,109	73,958		10 Lots	739,583		5,918	520,716	212,949				
TBA	01-01-01	GHS11 Civils	702,634		45,547 /Lot	May-29	Oct-29	6 Mths	826,504	-	-	274,584	551,919	-	-	-	-
TBA	01-01-02	GHS11 Earthworks	0		/Lot	Nov-28	Apr-29	6 Mths	-	-	-	-	-	-	-	-	-
TBA	01-01-08	GHS11 Underground Power	0		/Lot	May-29	Oct-29	6 Mths	-	-	-	-	-	-	-	-	-
TBA	01-02-01	GHS11 Headworks	65,014		4,644 /Lot	Aug-29	Aug-29	1 Mths	76,539	-	-	-	76,539	-	-	-	-
TBA	01-02-03	GHS11 Local Auth Sprvision & WC plng	4,200		300 /Lot	Aug-29	Aug-29	1 Mths	4,945	-	-	-	4,945	-	-	-	-
TBA	01-02-07	GHS11 Local Auth Scheme Costs	18,935		1,352 /Lot	May-30	May-30	1 Mths	22,628	-	-	-	22,628	-	-	-	-
TBA	01-02-09	GHS11 Western Power Fees	27,910		1,994 /Lot	Aug-29	Aug-29	1 Mths	32,857	-	-	-	32,857	-	-	-	-
TBA	01-03-03	GHS11 Survey / Titles	19,200		1,200 /Lot	Aug-28	Apr-29	9 Mths	22,305	-	-	22,305	-	-	-	-	-
TBA	01-03-04																

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-03-037	01-02-07	Stage 37 Local Auth Scheme Costs		16,095	335 /Lot	Oct-24	Oct-24	1 Mths	17,204	-	-	-	-	-	-	-
140-03-037	01-02-09	Stage 37 Western Power Fees		97,494	2,031 /Lot	Sep-24	Sep-24	1 Mths	104,036	-	-	-	-	-	-	-
140-03-037	01-03-03	Stage 37 Survey / Titles		60,000	1,200 /Lot	Sep-23	May-24	9 Mths	63,179	-	-	-	-	-	-	-
140-03-037	01-03-04	Stage 37 Engineering Consultants		145,781	3,037 /Lot	Sep-23	May-24	9 Mths	153,505	-	-	-	-	-	-	-
		STAGE 37 TOTAL		2,753,593	57,367	61,116		48 Lots	2,933,549							
140-03-038	01-01-01	Stage 38 Civils		2,192,965	45,687 /Lot	Feb-25	Jul-25	6 Mths	2,369,536	-	-	-	-	-	-	-
140-03-038	01-01-02	Stage 38 Earthworks		0	/Lot	Aug-24	Jan-25	6 Mths	-	-	-	-	-	-	-	-
140-03-038	01-01-08	Stage 38 Underground Power		0	/Lot	Feb-25	Jul-25	6 Mths	-	-	-	-	-	-	-	-
140-03-038	01-02-01	Stage 38 Headworks		227,113	4,732 /Lot	May-25	May-25	1 Mths	245,603	-	-	-	-	-	-	-
140-03-038	01-02-03	Stage 38 Local Auth Sprvsn & WC plng		14,145	295 /Lot	May-25	May-25	1 Mths	15,296	-	-	-	-	-	-	-
140-03-038	01-02-07	Stage 38 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-038	01-02-09	Stage 38 Western Power Fees		97,494	2,031 /Lot	May-25	May-25	1 Mths	105,431	-	-	-	-	-	-	-
140-03-038	01-03-03	Stage 38 Survey / Titles		60,000	1,200 /Lot	May-24	Jan-25	9 Mths	64,027	-	-	-	-	-	-	-
140-03-038	01-03-04	Stage 38 Engineering Consultants		145,781	3,037 /Lot	May-24	Jan-25	9 Mths	155,564	-	-	-	-	-	-	-
		STAGE 38 TOTAL		2,802,417	58,384	63,188		48 Lots	3,033,039			77,582				
140-03-039	01-01-01	Stage 39 Civils		2,192,965	45,687 /Lot	Oct-25	Mar-26	6 Mths	2,401,314	-	-	-	-	-	-	-
140-03-039	01-01-02	Stage 39 Earthworks		0	/Lot	Apr-25	Sep-25	6 Mths	-	-	-	-	-	-	-	-
140-03-039	01-01-08	Stage 39 Underground Power		0	/Lot	Oct-25	Mar-26	6 Mths	-	-	-	-	-	-	-	-
140-03-039	01-02-01	Stage 39 Headworks		227,113	4,732 /Lot	Jan-26	Jan-26	1 Mths	248,897	-	-	-	-	-	-	-
140-03-039	01-02-03	Stage 39 Local Auth Sprvsn & WC plng		14,145	295 /Lot	Jan-26	Jan-26	1 Mths	15,501	-	-	-	-	-	-	-
140-03-039	01-02-07	Stage 39 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-039	01-02-09	Stage 39 Western Power Fees		97,494	2,031 /Lot	Jan-26	Jan-26	1 Mths	106,845	-	-	-	-	-	-	-
140-03-039	01-03-03	Stage 39 Survey / Titles		60,000	1,200 /Lot	Jan-25	Sep-25	9 Mths	64,885	-	-	-	-	-	-	-
140-03-039	01-03-04	Stage 39 Engineering Consultants		145,781	3,037 /Lot	Jan-25	Sep-25	9 Mths	157,650	-	-	-	-	-	-	-
		STAGE 39 TOTAL		2,802,417	58,384	64,014		48 Lots	3,072,676			77,582				
140-03-040	01-01-01	Stage 40 Civils		2,192,965	45,687 /Lot	Mar-26	Aug-26	6 Mths	2,421,392	809,820	-	-	-	-	-	-
140-03-040	01-01-02	Stage 40 Earthworks		0	/Lot	Sep-25	Feb-26	6 Mths	-	-	-	-	-	-	-	-
140-03-040	01-01-08	Stage 40 Underground Power		0	/Lot	Mar-26	Aug-26	6 Mths	-	-	-	-	-	-	-	-
140-03-040	01-02-01	Stage 40 Headworks		227,113	4,732 /Lot	Jun-26	Jun-26	1 Mths	250,978	-	-	-	-	-	-	-
140-03-040	01-02-03	Stage 40 Local Auth Sprvsn & WC plng		14,145	295 /Lot	Jun-26	Jun-26	1 Mths	15,631	-	-	-	-	-	-	-
140-03-040	01-02-07	Stage 40 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-040	01-02-09	Stage 40 Western Power Fees		97,494	2,031 /Lot	Jun-26	Jun-26	1 Mths	107,739	-	-	-	-	-	-	-
140-03-040	01-03-03	Stage 40 Survey / Titles		60,000	1,200 /Lot	Jun-25	Feb-26	9 Mths	65,428	-	-	-	-	-	-	-
140-03-040	01-03-04	Stage 40 Engineering Consultants		145,781	3,037 /Lot	Jun-25	Feb-26	9 Mths	158,969	-	-	-	-	-	-	-
		STAGE 40 TOTAL		2,802,417	58,384	64,536		48 Lots	3,097,718	809,820		77,582				
140-03-041	01-01-01	Stage 41 Civils		2,192,965	45,687 /Lot	Aug-26	Jan-27	6 Mths	2,441,638	2,441,638	-	-	-	-	-	-
140-03-041	01-01-02	Stage 41 Earthworks		0	/Lot	Feb-26	Jul-26	6 Mths	-	-	-	-	-	-	-	-
140-03-041	01-01-08	Stage 41 Underground Power		0	/Lot	Aug-26	Jan-27	6 Mths	-	-	-	-	-	-	-	-
140-03-041	01-02-01	Stage 41 Headworks		227,113	4,732 /Lot	Nov-26	Nov-26	1 Mths	253,076	253,076	-	-	-	-	-	-
140-03-041	01-02-03	Stage 41 Local Auth Sprvsn & WC plng		14,145	295 /Lot	Nov-26	Nov-26	1 Mths	15,762	15,762	-	-	-	-	-	-
140-03-041	01-02-07	Stage 41 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-041	01-02-09	Stage 41 Western Power Fees		97,494	2,031 /Lot	Nov-26	Nov-26	1 Mths	108,640	108,640	-	-	-	-	-	-
140-03-041	01-03-03	Stage 41 Survey / Titles		60,000	1,200 /Lot	Nov-25	Jul-26	9 Mths	65,975	7,379	-	-	-	-	-	-
140-03-041	01-03-04	Stage 41 Engineering Consultants		145,781	3,037 /Lot	Nov-25	Jul-26	9 Mths	160,298	17,930	-	-	-	-	-	-
		STAGE 41 TOTAL		2,802,417	58,384	65,062		48 Lots	3,122,970	2,844,424		77,582				
140-03-042	01-01-01	Stage 42 Civils		2,192,965	45,687 /Lot	Jan-27	Jun-27	6 Mths	2,462,053	2,462,053	-	-	-	-	-	-
140-03-042	01-01-02	Stage 42 Earthworks		0	/Lot	Jul-26	Dec-26	6 Mths	-	-	-	-	-	-	-	-
140-03-042	01-01-08	Stage 42 Underground Power		0	/Lot	Jan-27	Jun-27	6 Mths	-	-	-	-	-	-	-	-
140-03-042	01-02-01	Stage 42 Headworks		227,113	4,732 /Lot	Apr-27	Apr-27	1 Mths	255,192	255,192	-	-	-	-	-	-
140-03-042	01-02-03	Stage 42 Local Auth Sprvsn & WC plng		14,145	295 /Lot	Apr-27	Apr-27	1 Mths	15,894	15,894	-	-	-	-	-	-
140-03-042	01-02-07	Stage 42 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-042	01-02-09	Stage 42 Western Power Fees		97,494	2,031 /Lot	Apr-27	Apr-27	1 Mths	109,548	109,548	-	-	-	-	-	-
140-03-042	01-03-03	Stage 42 Survey / Titles		60,000	1,200 /Lot	Apr-26	Dec-26	9 Mths	66,527	44,462	-	-	-	-	-	-
140-03-042	01-03-04	Stage 42 Engineering Consultants		145,781	3,037 /Lot	Apr-26	Dec-26	9 Mths	161,638	108,028	-	-	-	-	-	-
		STAGE 42 TOTAL		2,802,417	58,384	65,592		48 Lots	3,148,433	2,995,176		77,582				
140-03-043	01-01-01	Stage 43 Civils		2,192,965	45,687 /Lot	May-27	Oct-27	6 Mths	2,478,508	823,419	1,655,088	-	-	-	-	-
140-03-043	01-01-02	Stage 43 Earthworks		0	/Lot	Nov-26	Apr-27	6 Mths	-	-	-	-	-	-	-	-
140-03-043	01-01-08	Stage 43 Underground Power		0	/Lot	May-27	Oct-27	6 Mths	-	-	-	-	-	-	-	-
140-03-043	01-02-01	Stage 43 Headworks		227,113	4,732 /Lot	Aug-27	Aug-27	1 Mths	256,898	-	256,898	-	-	-	-	-
140-03-043	01-02-03	Stage 43 Local Auth Sprvsn & WC plng		14,145	295 /Lot	Aug-27	Aug-27	1 Mths	16,000	-	16,000	-	-	-	-	-
140-03-043	01-02-07	Stage 43 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-043	01-02-09	Stage 43 Western Power Fees		97,494	2,031 /Lot	Aug-27	Aug-27	1 Mths	110,280	-	110,280	-	-	-	-	-
140-03-043	01-03-03	Stage 43 Survey / Titles		60,000	1,200 /Lot	Aug-26	Apr-27	9 Mths	66,971	66,971	-	-	-	-	-	-
140-03-043	01-03-04	Stage 43 Engineering Consultants		145,781	3,037 /Lot	Aug-26	Apr-27	9 Mths	162,718	162,718	-	-	-	-	-	-
		STAGE 43 TOTAL		2,802,417	58,384	66,020		48 Lots	3,168,956	1,053,109	2,038,266		77,582			
140-03-044	01-01-01	Stage 44 Civils		2,192,965	45,687 /Lot	Sep-27	Feb-28	6 Mths	2,495,072	-	2,495,072	-	-	-	-	-
140-03-044	01-01-02	Stage 44 Earthworks		0	/Lot	Mar-27	Aug-27	6 Mths	-	-	-	-	-	-	-	-
140-03-044	01-01-08	Stage 44 Underground Power		0	/Lot	Sep-27	Feb-28	6 Mths	-	-	-	-	-	-	-	-
140-03-044	01-02-01	Stage 44 Headworks		227,113	4,732 /Lot	Dec-27	Dec-27	1 Mths	258,615	-	258,615	-	-	-	-	-
140-03-044	01-02-03	Stage 44 Local Auth Sprvsn & WC plng		14,145	295 /Lot	Dec-27	Dec-27	1 Mths	16,107	-	16,107	-	-	-	-	-
140-03-044	01-02-07	Stage 44 Local Auth Scheme Costs		64,920	1,352 /Lot	May-30	May-30	1 Mths	77,582	-	-	77,582	-	-	-	-
140-03-044	01-02-09	Stage 44 Western Power Fees		97,494	2,031 /Lot	Dec-27	Dec-27	1 Mths	111,017	-	111,017	-	-	-	-	-
140-03-044	01-03-03	Stage 44 Survey / Titles		60,000	1,200 /Lot	Dec-26	Aug-27	9 Mths	67,419	52,349	15,069	-	-	-	-	-
140-03-044	01-03-04	Stage 44 Engineering Consultants</														

JOB CODE	COST CODE	DESCRIPTION	MISCDISC	MISCDISC	MISCDISC	MISCDISC	MISCDISC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-80-101	01-03-10	Biodiversity Conservation Area (North) Consultancy		Complete				29,843	-	-	-	-	-	-	-	-
140-80-124	01-01-15	Aviator Blvd Entry Stmt	512,449	see Catalina Central Landscape Upgrade	May-19	May-19	1 Mths	512,449	-	-	-	-	-	-	-	-
140-80-124	01-03-10	Aviator Blvd Entry Stmt Consultancy						38,637	-	-	-	-	-	-	-	-
140-80-120	01-01-15	Stage 6 McCallister Blvd Verge	157,412		Mar-19	Apr-19	2 Mths	157,412	-	-	-	-	-	-	-	-
140-80-120	01-03-10	Stage 6 McCallister Blvd Verge Consultancy		Moved to main consultancy line above				6,768	-	-	-	-	-	-	-	-
140-80-110	01-01-15	Grasstree relocation	250,555	Not in OPC	Mar-19	May-19	3 Mths	275,067	-	-	-	-	-	-	-	-
140-80-128	01-01-15	Fauna Relocation	47,080	Not in OPC	Mar-19	Nov-19	9 Mths	47,080	-	-	-	-	-	-	-	-
140-80-113	01-01-15	Public Art		\$100,000 every 2 yrs				786,188	-	113,967	-	68,904	-	-	-	-
140-80-113	01-03-10	Public Art Consultancy						18,350	-	-	-	-	-	-	-	-
140-80-058	01-01-15	Seed Collection	35,000	Not in OPC	Jul-19	Dec-19	6 Mths	35,000	-	-	-	-	-	-	-	-
140-80-064	01-01-15	Stage 9 Medium Density Lot Verges		Complete				95,700	-	-	-	-	-	-	-	-
140-80-064	01-03-10	Stage 9 Medium Density Lot Verges Consultancy		Complete				5,500	-	-	-	-	-	-	-	-
140-80-138	01-01-15	Catalina Central Landscape Upgrade	954,764		Mar-19	Nov-19	9 Mths	954,764	-	-	-	-	-	-	-	-
140-80-138	01-03-10	Catalina Central Landscape Upgrade Consultancy		Moved to main consultancy line above				61,465	-	-	-	-	-	-	-	-
140-80-142	01-01-15	Marmion Ave Shrub Planting	120,000		Jul-19	Mar-20	9 Mths	120,000	-	-	-	-	-	-	-	-
140-80-051	01-01-15	Stage 10 Biodiversity Conservation Area (South) (10.3)	375,636		Jun-19	Nov-19	6 Mths	375,636	-	-	-	-	-	-	-	-
140-80-051	01-03-10	Stage 10 Biodiversity Conservation Area (South) (10.3) Consultancy		Moved to main consultancy line above				28,012	-	-	-	-	-	-	-	-
140-80-011	01-01-15	Stage 11 Landscaping	1,331,874		Mar-19	Mar-19	1 Mths	1,331,874	-	-	-	-	-	-	-	-
140-80-011	01-03-10	Stage 11 Landscaping Consultancy	163,675		Mar-19	May-19	3 Mths	163,675	-	-	-	-	-	-	-	-
140-80-130	01-01-15	Stage 11 Landscaping Phase 2	800,000		Jul-19	Jun-20	12 Mths	800,000	-	-	-	-	-	-	-	-
140-80-012	01-01-15	Stage 12 Landscaping	242,601		Mar-19	May-19	3 Mths	242,601	-	-	-	-	-	-	-	-
140-80-012	01-03-10	Stage 12 Landscaping Consultancy		Moved to main consultancy line above				27,377	-	-	-	-	-	-	-	-
140-80-139	01-01-15	Stage 12 Landscaping - Greenlink	938,028		Jan-23	Jun-23	6 Mths	972,225	-	-	-	-	-	-	-	-
140-80-013	01-01-15	Stage 13 Landscaping	800,085		Mar-19	Nov-19	9 Mths	800,085	-	-	-	-	-	-	-	-
140-80-013	01-03-10	Stage 13 Landscaping Consultancy		Moved to main consultancy line above				61,433	-	-	-	-	-	-	-	-
140-80-140	01-01-15	Stage 13 Landscaping - Greenlink	153,354		Jan-23	Jun-23	6 Mths	158,945	-	-	-	-	-	-	-	-
140-80-141	01-01-15	Stage 12/13 Greenlink Bore 5	200,000		Mar-19	Nov-19	9 Mths	200,000	-	-	-	-	-	-	-	-
140-80-14A	01-01-15	Stage 14A Landscaping	663,360		Mar-19	Apr-19	2 Mths	663,360	-	-	-	-	-	-	-	-
140-80-14A	01-03-10	Stage 14A Landscaping Consultancy		Moved to main consultancy line above				8,430	-	-	-	-	-	-	-	-
140-80-14B	01-01-15	Stage 14B Landscaping	216,701		Mar-19	Jun-19	4 Mths	216,701	-	-	-	-	-	-	-	-
140-80-14B	01-03-10	Stage 14B Landscaping Consultancy		Moved to main consultancy line above				15,457	-	-	-	-	-	-	-	-
140-80-015	01-01-15	Stage 15 Landscaping		incl. in 14A landscaping				115,933	-	-	-	-	-	-	-	-
140-80-015	01-03-10	Stage 15 Landscaping Consultancy						18,838	-	-	-	-	-	-	-	-
140-80-16A	01-01-15	Stage 16 Landscaping	1,706,800		Feb-22	Apr-22	3 Mths	1,732,575	-	-	-	-	-	-	-	-
140-80-16A	01-03-10	Stage 16 Landscaping Consultancy		Moved to main consultancy line above				11,303	-	-	-	-	-	-	-	-
140-80-017	01-01-15	Stage 17 Landscaping	505,769		May-19	Aug-19	4 Mths	505,769	-	-	-	-	-	-	-	-
140-80-017	01-03-10	Stage 17 Landscaping Consultancy						2,932	-	-	-	-	-	-	-	-
140-80-018	01-01-15	Stage 18 Landscaping	267,780		Mar-19	Jun-19	4 Mths	267,780	-	-	-	-	-	-	-	-
140-80-018	01-03-10	Stage 18 Landscaping Consultancy		Moved to main consultancy line above				46,001	-	-	-	-	-	-	-	-
140-80-18C	01-01-15	Stage 18C Landscaping	400,000		Nov-20	Feb-21	4 Mths	400,000	-	-	-	-	-	-	-	-
140-80-019	01-01-15	Stage 19 Landscaping	666,640		Nov-30	Dec-30	2 Mths	805,336	-	-	-	-	805,336	-	-	-
140-80-020	01-01-15	Stage 20 Landscaping	60,000		Mar-31	Apr-31	2 Mths	72,968	-	-	-	-	72,968	-	-	-
140-80-021	01-01-15	Stage 21 Landscaping	543,650		Jul-31	Aug-31	2 Mths	665,566	-	-	-	-	-	665,566	-	-
140-80-022	01-01-15	Stage 22 Landscaping	2,492,250		Oct-31	Nov-31	2 Mths	3,066,429	-	-	-	-	-	3,066,429	-	-
140-80-023	01-01-15	Stage 23 Landscaping	80,000		Aug-23	Jan-24	6 Mths	83,889	-	-	-	-	-	-	-	-
140-80-066	01-01-15	School Oval	1,000,000		Jan-23	Apr-23	4 Mths	1,033,194	-	-	-	-	-	-	-	-
140-80-067	01-01-15	School Oval Passive POS	450,000		Jan-23	Apr-23	4 Mths	465,628	-	-	-	-	-	-	-	-
140-80-068	01-01-15	Marmion Ave Eastern Verge Upgrade	292,707		Mar-19	Apr-19	2 Mths	292,707	-	-	-	-	-	-	-	-
140-80-068	01-03-10	Marmion Ave Eastern Verge Upgrade Consultancy		Moved to main consultancy line above				19,688	-	-	-	-	-	-	-	-
140-80-069	01-01-15	Marmion Ave Median Upgrade	103,500		Jul-20	Aug-20	2 Mths	103,500	-	-	-	-	-	-	-	-
140-80-070	01-01-15	Connolly Dve Eastern Verge Upgrade	0	Removed				-	-	-	-	-	-	-	-	-
140-80-071	01-01-15	Connolly Dve Median Upgrade	341,100		Feb-23	Nov-23	10 Mths	355,309	-	-	-	-	-	-	-	-
140-80-149	01-01-15	Aviator Blvd Roundabouts Upgrade	60,000		Jul-19	Jun-20	12 Mths	60,000	-	-	-	-	-	-	-	-
140-80-150	01-01-15	Neerabup Rd Median - Roulettes to Marmion	141,000		May-19	Apr-20	12 Mths	141,000	-	-	-	-	-	-	-	-
140-80-144	01-01-15	Bore 6	200,000		Mar-22	Jun-22	4 Mths	203,528	-	-	-	-	-	-	-	-
140-80-093	01-01-15	Catalina Beach Greenlink Stage 25	4,295,473		Mar-19	Oct-19	8 Mths	4,295,473	-	-	-	-	-	-	-	-
140-80-093	01-03-10	Catalina Beach Greenlink Stage 25 Consultancy	163,658		Mar-19	Jun-19	4 Mths	163,658	-	-	-	-	-	-	-	-
140-80-072	01-03-10	Catalina Beach Portofino Entry Statement Consultancy		Moved to main consultancy line above				19,164	-	-	-	-	-	-	-	-
140-80-074	01-03-10	Catalina Beach Portofino Greenlink Consultancy		Moved to main consultancy line above				11,880	-	-	-	-	-	-	-	-
140-80-075	01-03-10	Catalina Beach Marmion Ave Verge Consultancy		Moved to main consultancy line above				19,196	-	-	-	-	-	-	-	-
140-80-076	01-03-10	Catalina Beach POS Consultancy		Moved to main consultancy line above				83,145	-	-	-	-	-	-	-	-
140-80-077	01-01-15	Catalina Beach POS2	747,720		Jul-20	Dec-20	6 Mths	747,720	-	-	-	-	-	-	-	-
140-80-077	01-03-10	Catalina Beach POS2 Consultancy		Moved to main consultancy line above				87,253	-	-	-	-	-	-	-	-
140-80-078	01-01-15	Catalina Beach Bore, Pump, Electrics & Iron Filtration System Stg 25	150,000		Mar-19	May-19	3 Mths	150,000	-	-	-	-	-	-	-	-
140-80-078	01-03-10	Catalina Beach Bore, Pump, Electrics & Iron Filtration System Stg 25 Consultancy		Moved to main consultancy line above				9,466	-	-	-	-	-	-	-	-
140-80-145	01-01-15	Catalina Beach Stage 26 Landscaping	40,000		Nov-19	Feb-20	4 Mths	40,000	-	-	-	-	-	-	-	-
140-80-146	01-01-15	Catalina Beach Stage 27 Landscaping	655,000		Jan-22	Apr-22	4 Mths	664,339	-	-	-	-	-	-	-	-
140-80-080	01-03-10	Catalina Beach Portofino Medians Stg 27 Consultancy		Complete				19,357	-	-	-	-	-	-	-	-
140-80-147	01-01-15	Catalina Beach Stage 28 Landscaping	17,500		Jan-24	Apr-24	4 Mths	18,473	-	-	-	-	-	-	-	-
140-80-081	01-01-15	Catalina Beach Public Open Space / Greenlink	165,660	Balance of stages (post stg 28)	Jun-24	Sep-24	4 Mths	176,335	-	-	-	-	-	-	-	-
140-80-082	01-01-15	Catalina Beach Coastal Node Public Open Space / Greenlink	4,077,720		Mar-24	Jun-24	4 Mths	4,318,862	-	-	-	-	-	-	-	-
140-80-083	01-01-15	Catalina Beach Bore, Pump, Electrics & Iron Filtration System 5.3	200,000		Mar-24	Jun-24	4 Mths	211,827	-	-	-	-	-	-	-	-
140-80-084	01-01-15	Catalina Beach Foreshore Reserve Interface	525,000		Mar-20	Sep-20	7 Mths	525,000	-	-	-	-	-	-	-	-
140-80-085	01-01-15	Catalina Beach Foreshore Node / Beach Connection	1,500,000		Jul-21	Oct-21	4 Mths	1,506,260	-	-	-	-	-	-	-	-
140-80-087	01-01-15	Catalina Beach Southern Boundary Bush Forever Interface	176,750		Oct-27	Jan-28	4 Mths	201,099	-	201,099	-	-	-	-	-	-
140-80-092	01-01-15	Catalina Beach Portofino Medians	62,500		Jul-26	Oct-26	4 Mths	69,356	69,356	-	-	-	-	-	-	-
140-80-143	01-01-15	Catalina Beach Display Village Verge Landscaping	70,000		May-19	Aug-19	4 Mths	70,000	-	-	-	-	-	-	-	-
140-80-132	01-03-10	Catalina Grove Initial Scoping Works	20,000		Mar-19	Aug-19	6 Mths	20,000	-	-	-	-	-	-	-	-
140-80-148	01-01-15	Catalina Grove Landscaping	11,746,659		Jul-											

CashFlow

JOB CODE	COST CODE	DESCRIPTION	MISCDESC	MISCDESC	MISCDESC	MISCDESC	MISCDESC	CURRENT MAY-19	FY27	FY28	FY29	FY30	FY31	FY32	FY33	FY34
140-80-050	01-01-15	Stage 50 Landscaping				\$/Lot	Mar-30	May-30								
140-80-057	01-01-15	Stage 51 Landscaping				\$/Lot	Jul-30	Sep-30								
		TOTAL LANDSCAPE		42,335,969					55,417,451	2,022,546	2,332,112	2,025,616	2,142,295	1,839,439	4,105,194	
		MARKETING														
140-99-999	32-01-98	Brand Development			SM Schedule				1,051,751	73,946	83,154	84,833	86,099	76,459	32,501	
140-99-999	32-02-98	Sales Office and Builder Relations			SM Schedule				856,171	69,017	77,611	79,177	80,359	71,362	30,334	
140-99-999	32-03-98	Brochures			SM Schedule				499,847	30,959	34,814	35,517	36,047	32,011	13,607	
140-99-999	32-04-98	Advertising			SM Schedule				2,063,873	116,342	130,830	133,470	135,462	120,296	51,135	
140-99-999	32-05-98	Signage			SM Schedule				1,971,839	145,921	164,091	167,403	169,902	150,879	64,135	
140-99-999	32-06-98	Website			SM Schedule				291,990	23,663	26,609	27,146	27,552	24,467	10,400	
140-99-999	32-07-03	Sponsorship							226,562	19,719	22,175	22,622	22,960	20,389	8,667	
140-99-999	32-07-98	Promotions			SM Schedule				903,690	17,747	19,957	20,360	20,664	18,350	7,800	
140-99-999	33-01-01	Promotions: Charity Home				Removed										
140-99-999	32-08-98	Public Relations			SM Schedule				58,751	3,944	4,435	4,524	4,592	4,078	1,733	
140-99-999	32-11-98	Sales and Marketing Contingency			SM Schedule											
		TOTAL MARKETING							7,924,475	501,258	563,676	575,053	583,636	518,290	220,313	
		COMMUNITY DEVELOPMENT														
140-99-999	31-08-01	Comm Devmt - Resident Development			CD Schedule				2,587,067	192,500	192,500	192,500	100,000	75,000	50,000	
140-99-999	31-08-02	Comm Devmt - Youth and Over 50's														
140-99-999	31-08-03	Comm Devmt - Community Events							31,742							
140-99-999	31-08-04	Comm Devmt - Communications							14,250							
140-99-999	31-08-05	Comm Devmt - Sponsorship							1,000							
140-99-999	31-08-06	Comm Devmt - Internal Consultants														
140-99-999	31-08-07	Comm Devmt - External Consultants														
		TOTAL COMMUNITY DEVELOPMENT						0.37%	2,634,059	192,500	192,500	192,500	100,000	75,000	50,000	
		ADMINISTRATION		FY18	ONWARDS											
140-99-999	40-05-01	Audit and Tax				\$20,000/PA			505,000	22,212	22,661	23,118	23,585	24,061	24,546	
140-99-999	40-10-01	Cleaning				\$1,000/Mth	Mar-19	Until final settlement	202,272	13,405	13,676	13,952	14,234	14,521	12,324	
140-99-999	40-15-01	Computer Costs				\$500/Mth	Mar-19	Until final settlement	87,092	6,703	6,838	6,976	7,117	7,261	6,162	
140-99-999	40-20-01	Couriers				\$300/Mth	Mar-19	Until final settlement	61,115	4,022	4,103	4,186	4,270	4,356	3,697	
140-99-999	40-30-01	Electricity & Gas				\$1,000/Mth	Mar-19	Until final settlement	261,113	13,405	13,676	13,952	14,234	14,521	12,324	
140-99-999	40-35-01	Insurance				\$500/Mth	Mar-19	Until final settlement	86,633	6,703	6,838	6,976	7,117	7,261	6,162	
140-99-999	40-40-01	Legal fees				\$4,167/Mth	Mar-19	Until final settlement	904,562	55,856	56,984	58,134	59,307	60,504	51,352	
140-99-999	40-45-01	Licences and Fees				\$500/Mth	Mar-19	Until final settlement	87,915	6,703	6,838	6,976	7,117	7,261	6,162	
140-99-999	40-50-01	Postage, Print & Stationery				\$500/Mth	Mar-19	Until final settlement	115,624	6,703	6,838	6,976	7,117	7,261	6,162	
140-99-999	40-65-01	Rent - Temp Sales Office							19,000							
140-99-999	40-65-02	Rent - Carpark lots Stg 2				\$6,667/Mth	Mar-19	Apr-20	538,796							
140-99-999	40-65-01	Rent - Sales Office														
140-99-999	40-80-01	Sundry Office Expenses				\$1,500/Mth	Mar-19	Until final settlement	267,098	20,108	20,514	20,928	21,351	21,782	18,487	
140-99-999	40-89-01	OSH Audit				\$2,083/Mth	Mar-19	Until final settlement	360,969	27,928	28,492	29,067	29,654	30,252	25,676	
140-99-999	40-90-01	Travel & Accommodation				\$0/Mth	n/a									
140-99-999	40-95-01	Valuations				\$40,000/PA		Until final settlement	724,064	44,685	45,587	46,507	47,446	48,403	41,082	
140-99-999	40-55-01	Rates & Taxes				\$400,000/PA		Until final settlement	3,379,037	212,905	183,347	146,892	109,315	69,728	29,824	
140-99-999	40-70-01	Maintenance				\$40,000/Mth	Mar-19	Nov-33	6,710,803	491,162	370,538	139,521	142,337	145,210	148,141	151,131
140-99-999	40-75-01	Security				\$3,000/Mth			543,903	40,216	41,028	41,856	42,701	43,563	36,973	
		TOTAL ADMINISTRATION							14,854,996	972,716	827,957	566,017	536,900	505,944	429,077	151,131
		FINANCE														
140-99-999	50-05-01	Bank Charges				2,000,000										
140-99-999	80-03-01	GST Paid				0.75%										
140-99-999	80-03-02	GST Collected														
140-99-999	60-01-04	Bonds								350,000	350,000		(700,000)		(700,000)	
140-99-999	80-01-01	Creditors														
140-99-999	80-01-01	TPRC Cash Adjustment				0	Mar-19	Sep-30							1,119,755	
140-99-999	60-03-10	Receivables													(1,000)	
140-99-999	75-01-02	Depreciation													(177,498)	
140-99-999	75-01-02	Depreciation BS													139,059	
140-99-999	60-02-04	Prefunds														
140-99-999	60-01-04	Trade Debtors														
140-99-999	80-03-05	BAS Refund Due														
140-99-999	60-03-04	Prepayments														
140-99-999	80-01-02	Accruals													0	
140-99-999	80-01-07	Loans													(0)	
140-99-999	80-01-01	Creditors/Recharges Pending													90,857	
140-95-055	01-01-25	Catalina Beach Contingency				5.0%			1,443,462	150,416	164,204	99,140	14,547			
140-95-055	01-01-25	Contingency				5.0%			9,316,319	604,445	828,248	918,006	1,091,963	755,819	587,358	7,557
		TOTAL FINANCE							10,759,781	1,104,861	1,342,452	1,017,146	406,510	755,819	1,013,882	7,557
		TOTAL DEVELOPMENT COSTS							340,467,465	16,202,088	21,191,500	21,360,058	22,536,701	15,872,195	12,761,037	158,688
		CASHFLOW							326,750,225	25,438,096	28,180,160	27,634,204	26,750,181	44,730,383	33,644,482	(2,136,323)
		CAPITAL														
140-99-999		Opening: Cash at Bank / Interest Bearing Debt								17,721,008	17,830,519	18,615,534	17,491,281	19,527,507	17,289,144	15,051,220
140-99-999		Closing: Cash at Bank / Interest Bearing Debt								15,314,199	15,494,360	15,128,564	15,878,745	15,609,127	15,253,610	13,117,286
140-99-999	90-01-01	Capital Contributed								0	0	0	0	0	0	0
140-99-999	90-01-02	Capital Returns								0	0	0	0	0	0	0
140-99-999	90-02-02	PROFIT DISTRIBUTIONS								326,750,225	26,000,000	28,000,000	28,000,000	26,000,000	45,000,000	34,000,000

Appendix 9.7

Catalina

LOT SALES AND RELEASE STRATEGY FY20

1.0 Introduction

This document outlines the lot sales and release strategy proposed by Satterley for sales releases planned up to 30 June 2020. A strategy has not been provided beyond this date as it is likely the strategy would change prior to implementation.

Set out below is a recommended process for:

- Future builder releases;
- Future public releases;
- Lot release and staging strategy up to 30 June 2020.

The number of sales anticipated for the year of 31 lots consists of 19 lots within the Catalina Central and 12 lots within Catalina Beach. Selling from both precincts affords the project the ability to provide lots suitable for differing buyer profiles at different price points.

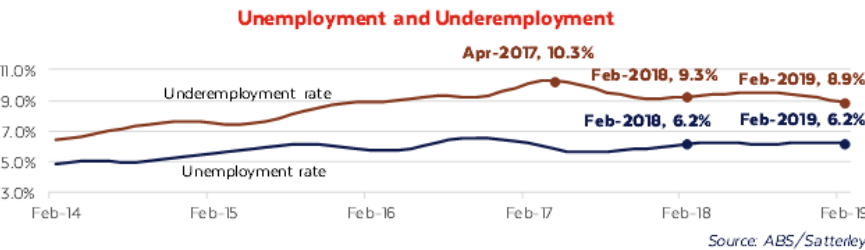
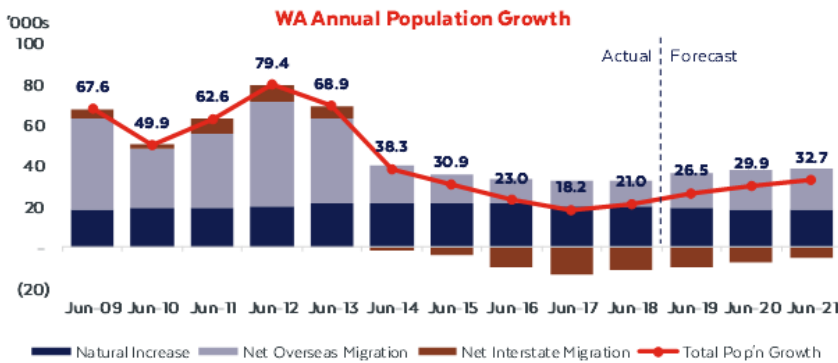
The strategy is consistent with the proposed FY20 Budget and Annual Plan.



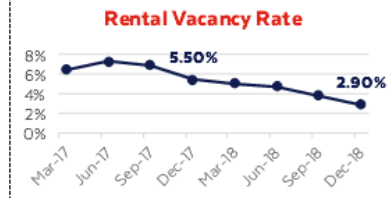
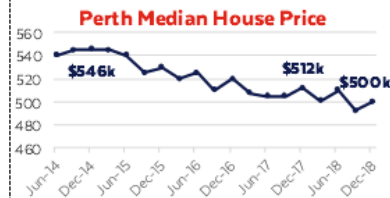
31 LOT SALES

2.0 Background

WA ECONOMY



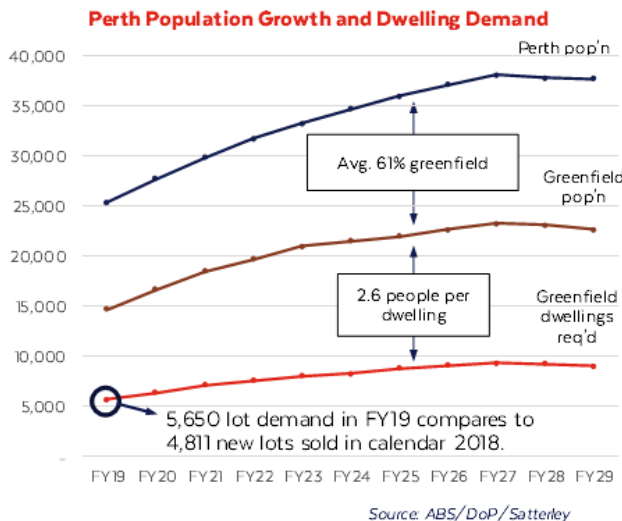
WA PROPERTY MARKET



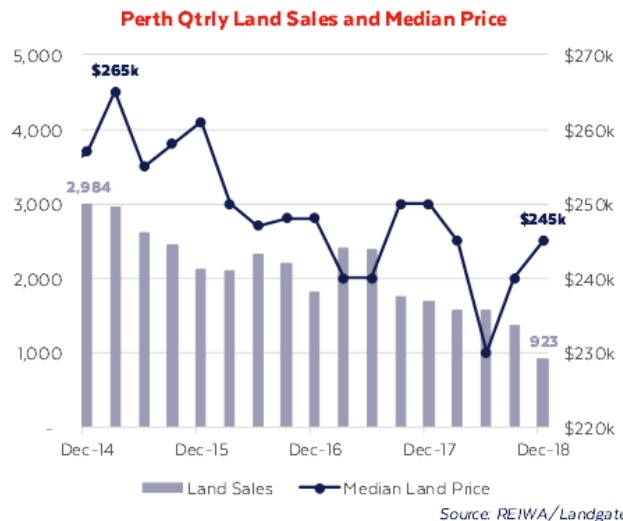
MARKET CONDITIONS

- Population growth improving. Some economists predicting net interstate migration figures to return to neutral by the end of FY21.
- Overseas migration significantly lower than a decade ago, subject to Government intakes.
- Trend unemployment largely unchanged in 12 months, underemployment improving.
- Increased mining activity will help the overall jobs market and will be a key factor of wages growth. New jobs will drive interstate migration improvements.
- Long term population growth forecasts for Perth suggests an almost doubling of new lot demand from around 5,000 lots per year to nearly 9,500 lots p.a. over the next decade.
- High stock levels with over 17,000 houses, units and lots available, well above the equilibrium of circa 12,000. Hard to see a quick turnaround in prices anytime soon.
- Median rents stable with slight uptick in the Dec-18 quarter to \$360 per week. Low vacancy rate of just under 3%. Movement in total property listings suggests investors are choosing to sell their rentals, could be finance related and a switch to principal and interest.
- The outlook for the WA land market is low volumes with slow improvement. Population growth projections are encouraging, however excess land stock and difficulty for purchasers obtaining credit will ensure conditions remain tough.

DWELLING DEMAND



WA LAND MARKET



COMPETITORS

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

Established Market

The established market price in Mindarie and Clarkson has been steadily decreasing since 2014. Landgate data for median house prices shows a reduction of \$70,000 and \$66,000 respectively over this period. Whilst the offering in Mindarie is somewhat different to the type and style of homes available in Catalina Beach the established homes in Clarkson are considered by potential purchasers for Catalina Central. Affordable established homes represent the largest competitor to Catalina Central with a median price in Clarkson for a 3 bedroom and 4 bedroom house sitting at \$345,000 and \$377,500. The comparable homes packaged up in house and land for the estate are \$430,000 and \$460,000. This large price point differential of over \$80,000 is making buyers look into the established market.

Kinross

Located a few kilometres south of Catalina Central/Grove Kinross is the closest estate to Catalina. Previously being held for a future school site the small subdivision sits within an established suburb and is surrounded by existing infrastructure. The total project comprises of 67 lots ranging in size from 315–733sqm. The project is approximately 55% sold with ~30 lots remaining. The location of the project has attracted many surrounding residents who are looking to build new. These buyers were traditionally drawn to Catalina as the closest new development to the existing residential areas. These buyers generally can not afford to buy a home/land in a coastal location and consider the stages for sale at Kinross as a better location to those currently on sale in Catalina Central.

Burns Beach

Located south of Catalina Beach this mature project has been selling for many years and has an established community and facilities. All lots on the market are located within a few hundred metres of the beach and is considered to be one of the most premium estates in the corridor. Purchasers with a significant budget do consider Catalina Beach with this project. With sales coming from those who can not afford to purchase in Burns Beach but still want a new home in a coastal setting.

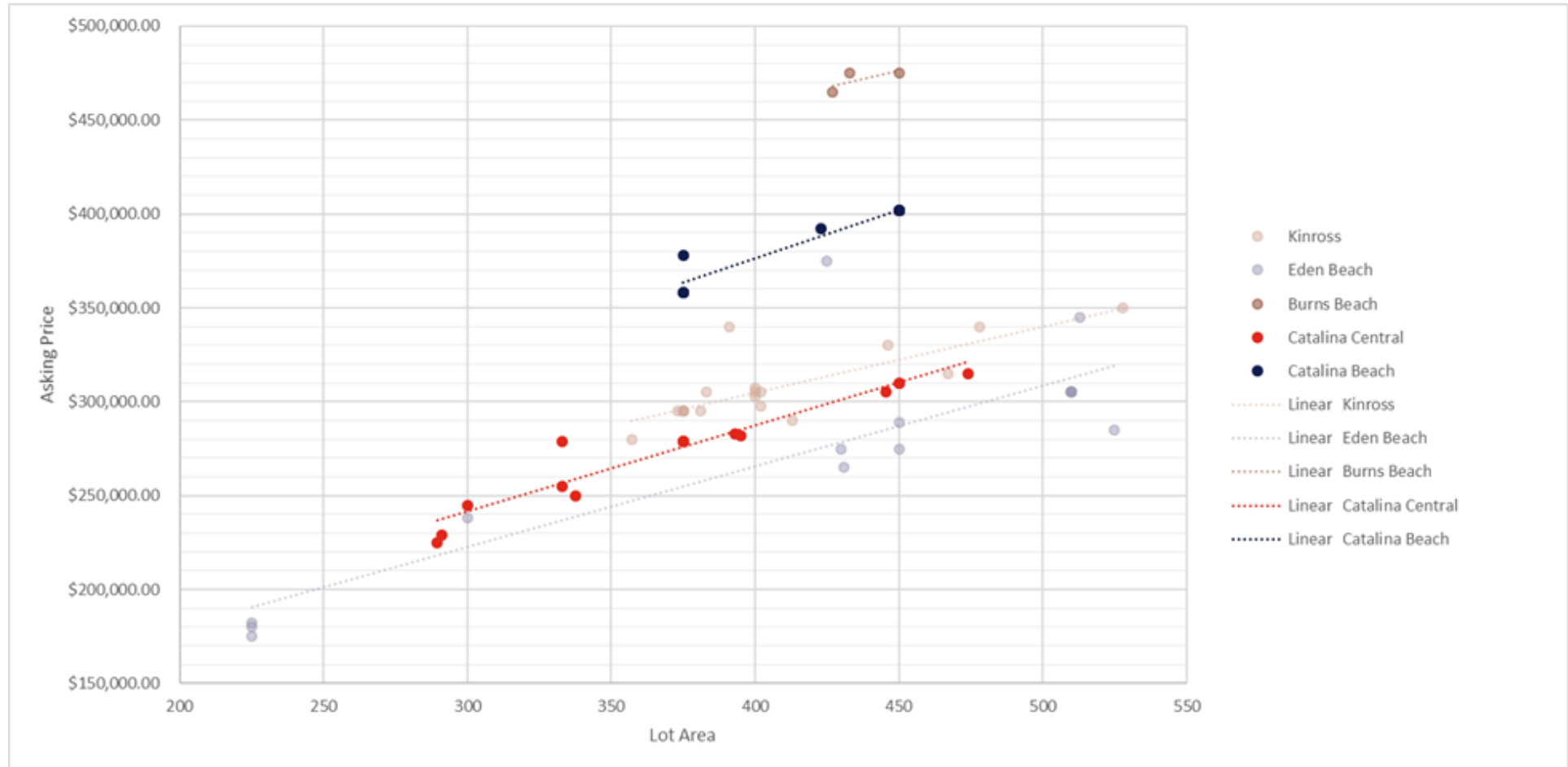
Eden Beach

Located in the suburb of Jindalee, Eden Beach is the closest land estate to the north that offers purchasers direct access to the beach. The estate offers a considerable price point advantage over land for sale in Catalina. Potential Catalina Central purchasers are comparing the more coastal location and approximate \$30,000 saving as a large incentive to move further north. Catalina Beach purchasers are contemplating the \$125,000 price differential against the locational benefits of Catalina, with some choosing to upgrade the house design and save the remainder of money off the mortgage.

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

LOT PRICING

In the second half of FY19 TPRC approved lot pricing, shown in the chart below, that is commensurate with the surrounding competing estates. In FY20 it is proposed to continue this approach and price the lots based on valuation and Satterley pricing recommendations, that take into account the surrounding projects.



3.0 Public Release

The sale procedure for public releases (Private Purchaser Lots), was approved by the TPRC Council in April 2014. Public Releases have been carried out via an online sales release process to ensure transparency of process from a probity perspective.

In recent times the public releases have received limited registrations. This reflects the soft market conditions being experienced in Perth and the lack of urgency from purchasers to make an immediate decision to purchase.

For the Public Releases it is proposed that:

- Public advertising occur a minimum of 7 days prior to a release, advising the public that a release is to occur. Public advertising may utilise a variety of mediums, including state wide press, local press, website, direct mail or signage;
- Registrants will be able to register online for a 48 hour period from the commencement of the release. Registrations will include the registrant nominating three preferred lots and state if the offer is cash unconditional or subject to finance;
- Registrants will then be allocated a lot based on the following:
 - Firstly, by the finance status of the registration with cash unconditional given preference, followed by offers being subject to finance.
 - Secondly, by the time of registration, the earlier the registration the higher the preference.
- Subject to availability registrants will be allocated a lot in accordance with their preferences;
- Following the completion of allocations, any registrants who were not allocated a lot will be offered first preference of any remaining lots, before the remaining lots are released to the market;
- Purchasers are required to sign an offer and acceptance within 7 days of being notified of their allocation.

4.0 Builder Partnerships

Two group housing sites located within Stage 18B have been taken to the market in previous financial years with no submissions for the purchase of the sites received. As no demand or interest was shown for the sites a design exercise has been undertaken to seek to achieve elements of the vision and strategic pillars that are not exclusively economic. It is proposed that Tamala Park Regional Council (TPRC) tender the opportunity to partner with a builder to create a small sub-precinct within Catalina Central with a focus on liveability and sustainability.

The objectives of the tender will be confirmed closer to the time with TPRC, however Satterley believe that the basis of the tender should be prepared on the following ;

Development Objectives

- Seek to produce new product in Catalina.
- The objectives of the site will be established with TPRC prior to the tender but may include aspirations related to health and happiness, equity and local economy, culture and community, land use and wildlife, sustainable water, local and sustainable food, sustainable materials, sustainable transport, zero waste and zero carbon.
- Demonstrate how best practice built form could be achieved.
- Provide opportunities for leading design and innovation to be trialled. Encouraging further commitment to these sites to produce a demonstration housing project through the possible use of the innovation fund (\$750k).
- Experience and ability to partner with other industry organisations to further showcase innovation in sustainability (i.e western power, water corp)
- Leverage the demonstration housing to further promote the Social and Environmental aspirations of the project.

Commercial Terms

Should a successful tenderer be selected it is proposed that TPRC work exclusively for a 45 day period to explore development opportunities, progress design concepts and determine commercial terms. Commercial terms to achieve the desired development objectives should be considered, such as;

- Deferred settlement;
- Profit share;
- Staged payment terms;
- Joint Advertising and Marketing of House and Land Packages; or
- Other terms presented by Tenderers.

Selection Criteria

The selection criteria for the tender should be balanced between the following;

- Vision and approach to achieve the Development Objectives
- Experience
- Financial Capability
- Commercial Terms

For the basis of this report it has been forecast that the site will be subdivided into 36 micro lots and put to sale in late FY20 under a house and land partnership agreement.

5.0 Lot Release

Lot releases have been forecast throughout the year however will need to be fluid and driven by market demand and stock levels. Maximum stock levels triggers will be used in FY20 to ensure that the market is not oversupplied whilst still providing adequate variety of stock for potential purchasers. Catalina Beach and Catalina Central will have separate triggers to ensure that they can operate independently should market demand be higher for one over the other. The maximum level of unsold available lots to be held in each precinct before a new release can occur are;

Catalina Central 20 lots

Catalina Beach 20 lots

Release sizes will also be limited to 8 lots or fewer allowing regular communication to be provided to the database of potential purchasers.

Release yields and lot typologies are subject to statutory approvals, changes to stage boundaries, and authority from TPRC to commence construction. These factors may lead to some variations in staging and yields.

Stage 26 - Public Release

Date of Release July 2019

Forecast Release 8 lots

Forecast Title Date October 2019

Method of Sale Public Release

Stage 17B - Public Release

Date of Release October 2019

Forecast Release 8 lots

Forecast Title Date Titles Issued

Method of Sale Public Release

Stage 26 - Public Release

Date of Release January 2020

Forecast Stock 8 lots

Forecast Title Date Titles Issued

Method of Sale Public Release

Stage 18C - Public Release*

Date of Release May 2020

Forecast Stock 8 lots

Forecast Title Date September 2020

Method of Sale Public Release

*Assumes the subdivision approach with a builder partner in Stage 18C. Should this not occur a release in Stage 17B will be made available.



FY20 LOT SALES AND RELEASE STRATEGY

31 Lot Sales

1 Builder Partner Tender

4 Public Releases

Appendix 9.8



ANNUAL MARKETING STRATEGY

FY20

Introduction

This Annual Marketing Strategy for Catalina outlines the key marketing and communication activities for 1 July 2019 – 30 June 2020 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 brand, as well as the Central and Beach sub-brands, vastly remain the same as in previous years, where the focus is placed on increasing brand awareness. Additionally, FY20 will see early stages of the Catalina Grove brand work development.

With the annual sales target set at 31 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 will remain similar to those in FY19, which is reflected 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 Annual Marketing Strategy for July 2019 – June 2020 includes:

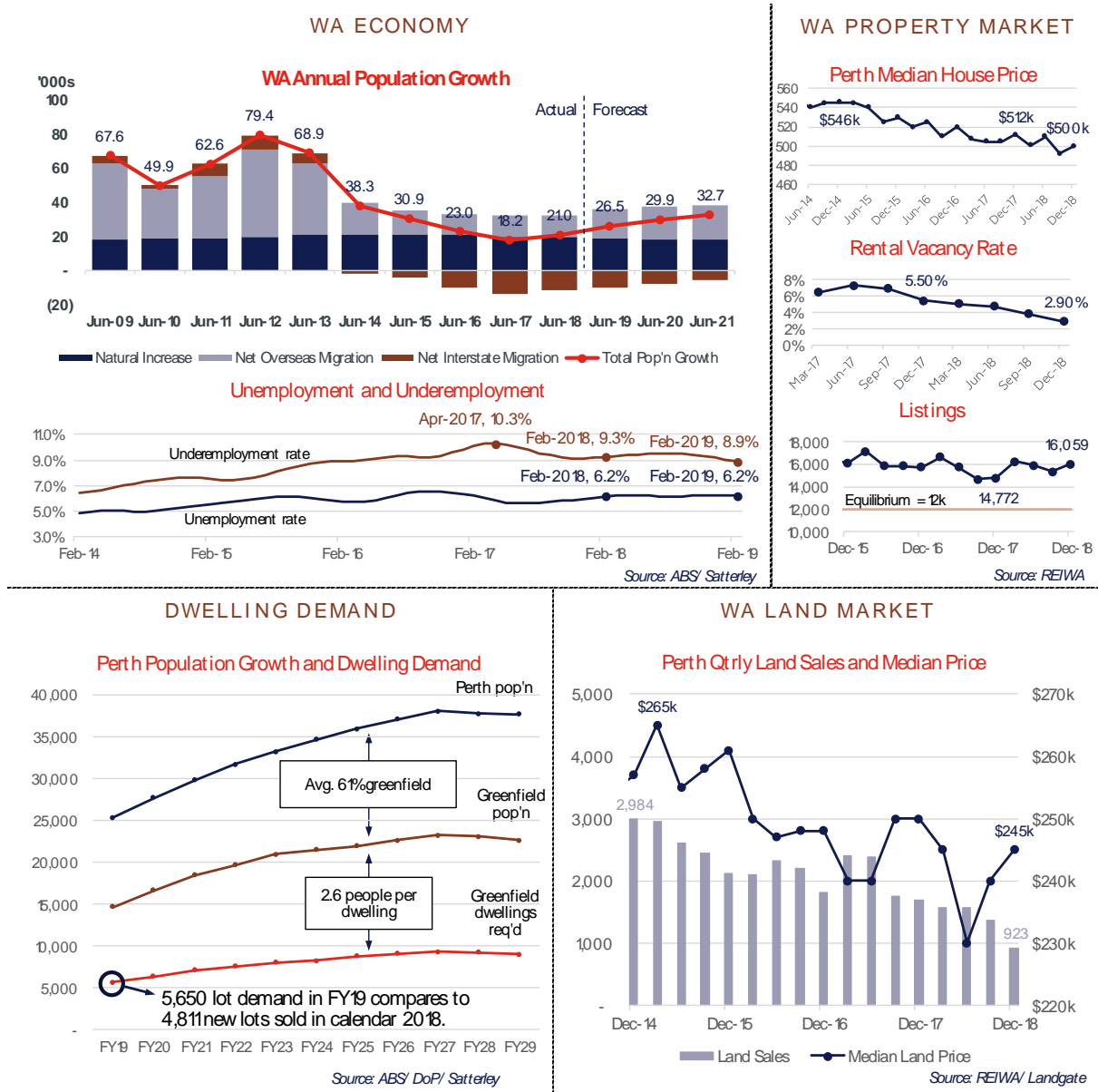
1. Market Conditions Overview
2. Sales Summary – Catchment Area
3. Key Marketing Objectives
4. Key Marketing Strategies
5. FY20 Marketing Budget

Appendices

1. Swot Analysis
2. Additional Market Conditions
3. Competitor Report FYTD18
4. Catalina Marketing Activity Plan FY19

1. MARKET CONDITIONS OVERVIEW

The WA property market remains affected by concerns over job security as the transition of the economy from the mining construction boom continues. With the unemployment rate trending upwards, albeit with a slight reduction in recent months, people remain cautious about making large financial purchases including new homes. Relevant economic data with descriptions is presented below.



Population growth improving. Some economists predicting net interstate migration figures to return to neutral by the end of FY21. However, overseas migration significantly lower than a decade ago, subject to Government intakes.

Trend unemployment largely unchanged in 12 months, underemployment improving. Increased mining activity will help the overall jobs market and will be a key factor of wages growth. New jobs will drive interstate migration improvements.

Long term population growth forecasts for Perth suggests an almost doubling of new lot demand from around 5,000 lots per year to nearly 9,500 lots p.a. over the next decade.

High stock levels with over 17,000 houses, units and lots available, well above the equilibrium of circa 12,000. Hard to see a quick turnaround in prices anytime soon.

Median rents stable with slight uptick in the Dec-18 quarter to \$360 per week. Low vacancy rate of just under 3%. Movement in total property listings suggests investors are choosing to sell their rentals, could be finance related and a switch to principal and interest.

The outlook for the WA land market is low volumes with slow improvement. Population growth projections are encouraging, however excess land stock and difficulty for purchasers obtaining credit will ensure conditions remain tough.

Market research looking into the primary and secondary catchment area of the Catalina Estate was conducted in 2018/19 and provided specific insights into Catalina's perception in the market, how it compares to housing options, drivers and obstacles to purchasing within the Catalina Estate. These highlights are available in the Appendix 2.

2. Sales Summary – Catchment Area

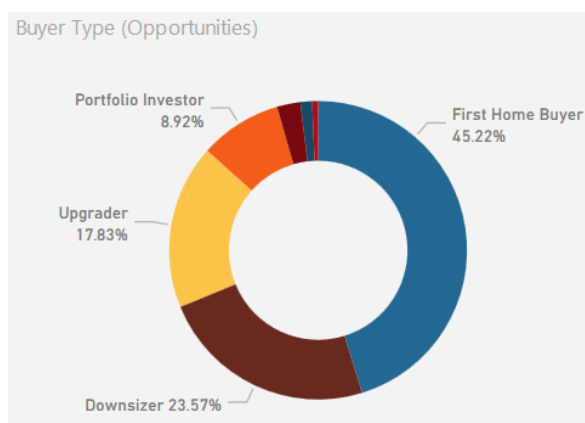
The map below shows the geographical location of key sales clusters (red dots) and sales enquiries (leads), shown in blue colour. Looking at Perth metropolitan area, sales clusters remain very similar to FY18, albeit less dispersed. Note that the *sales* clusters in FYTD19 follow from the previous financial year *lead* clusters.

Most Catalina purchasers continue to come from Perth metropolitan northern suburbs, stretching from Perth CBD to Yanchep along the northern corridor. This trend is likely to continue into FY20.

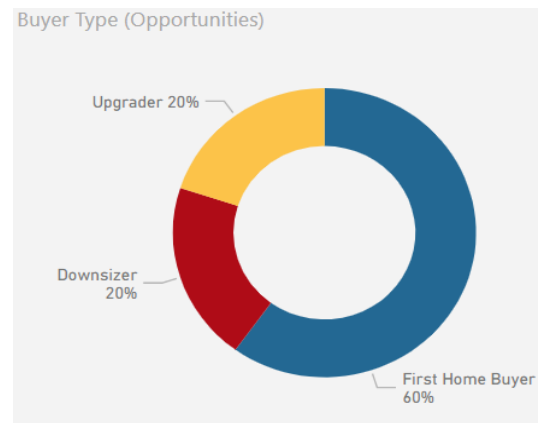
The dominating buyer type for FYTD19 is represented by the first home buyers. This segment grew since the last financial year from 45% to 60%. Share of upgraders increased marginally from 18% to 20%, which could be due to variety of products available in Catalina Beach during the FYTD. Downsizer segment dropped 3.5%, which is likely due to the market conditions, in which this customer segment is unable to sell their existing properties at the desired price.

This is the first financial year in the past three years, where no portfolio investors purchased into Catalina (FYTD). This is a sign of the state of the WA property market and Catalina product pricing.

Buyer Type, FY18



Buyer Type, FYTD19



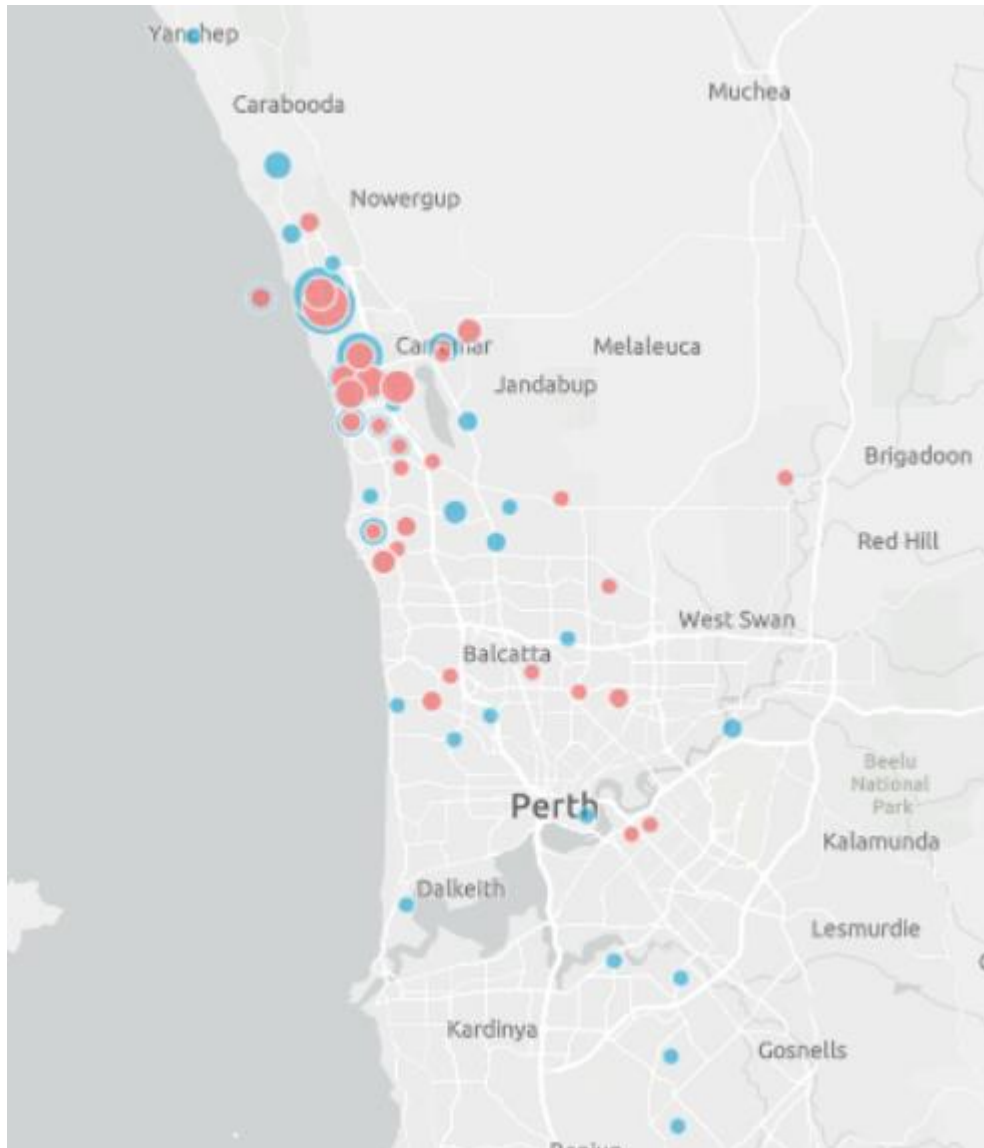
Source: Catalina Estate sales data, customer relationship management system (CRM)

The top five suburbs in FY18 purchasing into the Catalina Estate in order of relative sales share are presented below. While the order changed slightly in FYTD19, it represents the same primary sales catchment area.

Place	Sales share by suburb, FY18	Sales share by suburb, FYTD19
1	Clarkson	Clarkson
2	Currabine	Joondalup
3	Iluka	Mindarie
4	Kinross	Burns Beach
5	Joondalup	Currabine

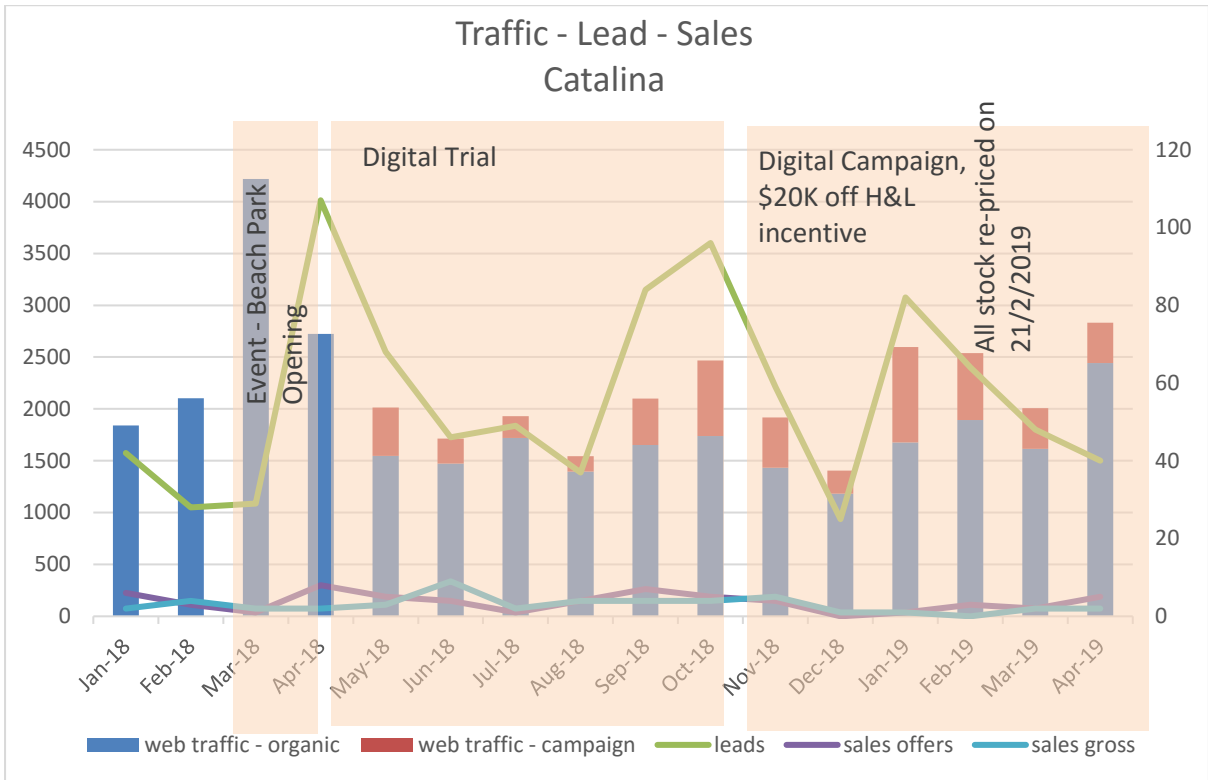
Since 1 June 2017 the Catalina Estate acquired leads from a broad geographical spectrum, including variety of suburbs south of the river. This is likely the result of the current economic conditions, in which the customers are searching for a suitable property option within their budget and consider location trade-off.

Leads vs Purchase FY18 – FYTD19



Source: Catalina Estate sales data, customer relationship management system (CRM), 1/6/2018 – 1/5/2019

Marketing strategies implemented in the FYTD, including sales incentive, lead generation, and SEO program, contributed to toward the upward trend in traffic and leads, although sales conversions are yet to eventuate. This is an indication that the re-pricing approved in February 2019 has been insufficient, even with the incentive, to deliver value- for money to the customers.



3. Key Marketing Objectives

1st July 2019 – 30th June 2020

MARKET RESEARCH

The primary marketing objectives for the Catalina project and its precincts for the 1st July 2019 – 30th June 2020 period are outlined in detail below. These marketing objectives were developed holistically, with the following factors fully considered:

- Catalina Vision and Annual Strategy;
- Catalina Market Research (2019) (Appendix 2);
- Catalina SWOT Analysis (Appendix 1);
- Catalina FY20 sales targets;
- the state of the WA property market and a highly competitive sales environment predominantly driven by the product discounting and various incentives available to purchasers and builders' representatives that are traditionally referring business to land developers;
- the current status of our point of sale environment and project signage in comparison to other developments in the Northern corridor; and
- the current level of lead enquiries generated directly by the project's marketing activities.

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



BUILT ENVIRONMENT



ECONOMIC



SOCIAL

























ENVIRONMENT









GOVERNANCE

Marketing objective FY20 presented in the table below are split per precinct and support project's vision and pillars (pictured above). These objectives are interdependent. Each marketing activity for a specific precinct will contribute to the "Land Without Compromise" brand positioning while highlighting points of difference of the given sub-brand (Beach, Central or Grove).

Marketing Objectives Catalina Central and Master Brand	Strategic Fit
<p>1. Brand and Brand Assets Development</p> <p>Based on Catalina market research and aligned to the economic and social pillars of the project’s vision, strengthen brand equity for Catalina master brand and sub-brands.</p> <p>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.</p>	 ECONOMIC  SOCIAL  MARKET RESEARCH
<p>2. Lead Generation</p> <p>Generate sales leads and traffic to the estate sales office and website keeping the quality of leads at 4% conversation rate or above through traditional and digital advertising and builder relationships.</p> <p>Optimise campaign performance to achieve campaign goals while making effective use of advertising funds with appropriate measurements in place.</p>	 ECONOMIC
<p>3. Project Signage</p> <p>Maintain directional signage to ensure smooth and enjoyable customer journey; enable customers’ un-assisted exploration of the estate.</p>	 ECONOMIC  MARKET RESEARCH
<p>4. Market Research</p> <p>Inform marketing and product decisions through current market insights specific to Catalina. Commission annual market research to gather primary data regarding market expectations for the product, amenities and price in Catalina. Determine key drivers and obstacles.</p>	 BUILT ENVIROMENT  ECONOMIC
<p>5. Demonstration Housing</p> <p>Develop sub-brand and positioning for the demonstration housing product in Catalina Central. Drive designated marketing activities to drive sales enquires.</p>	 DEMONSTRATION HOUSING

<p>6. Digital Visibility – SEO, SEM, Social and Content Maintain strong organic discoverability of the 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 and remarketing through search engine marketing (SEM), and social media.</p>	 ENVIRONMENT  ECONOMIC  MARKET RESEARCH
<p>7. Community Development Support the Community Development function from a marketing support and brand guidance perspective to deliver greater added value, build brand equity and advocacy amongst existing and future residents.</p>	 SOCIAL  MARKET RESEARCH
<p>8. Parks and Recreation Support marketing communications related to the development of Catalina Central park (Stage 11). The delivery of the park will improve overall estate presentation and resident satisfaction.</p>	 PARKS AND RECREATION  SOCIAL  MARKET RESEARCH
<p>9. Stage Construction – Land Release Facilitate the release of the new stages in Catalina Central and Catalina Beach as per the FY20 Lot Sales and Release Strategy. Make release process more agile by removing the print advertising condition.</p>	 STAGE CONSTRUCTION  ECONOMIC
<p>10. Foreshore Connection Support marketing communications related to the development of the foreshore connection. This will have significant impact on key marketing communications, Catalina overarching brand, and Catalina precinct sub-brands.</p>	 FORESHORE CONNECTION  SOCIAL  ECONOMIC

Marketing Objectives Catalina Beach	Strategic Fit
<p>1. Brand Development</p> <p>Strengthen the Catalina Beach brand position as a premium beach precinct. Increase awareness of the Catalina Beach precinct in the catchment area. Increase the return on investment from the Beach precinct by driving the value proposition for the Beach precinct.</p> <p>Enable Catalina Beach to compete successfully with the next best options in consumer consideration set.</p>	 MARKET RESEARCH  ECONOMIC
<p>2. Lead Generation</p> <p>Lead generation campaign will run concurrently to the brand campaign to ensure most effective synergies and share of voice. This is focused on generating new sales enquiries (leads) and traffic to the estate sales office and website. Convert a maximum number of existing database leads into sales. Optimise campaign performance to achieve campaign goals while making effective use of the advertising funds.</p>	 ECONOMIC
<p>3. Project Signage</p> <p>Maintain directional signage to ensure smooth and enjoyable customer journey; enable customers’ un-assisted exploration of the estate.</p>	 ECONOMIC  MARKET RESEARCH

Marketing Objectives – Catalina Grove	
<p>1. Brand Development and Positioning</p> <p>The primary purpose of our brand strategy for this precinct is the preparation of a launch of the precinct in line with the overarching brand strategy and the brand essence outlined in this section. Communicate and apply the Catalina Grove brand throughout the signage strategy.</p> <p>Gain the first-mover advantage in that market segment and enable Catalina Grove to compete successfully with the next best options in the consumer’s consideration set.</p>	 MARKET RESEARCH

4. Key Marketing Strategy

The following section outlines the specific marketing strategies that are designed to meet FY20 sales targets and the key marketing objectives. These strategies are presented from the customer's purchasing journey point of view (purchasing funnel). These strategies are justified by the Catalina Research 2019 conducted by Painted Dog Research and substantiated by the existing market and sales data.

The below marketing strategies are reflected in the Catalina Marketing Activity Plan FY20 (Appendix 4) and will work at various stages of the Catalina purchasing funnel:

1. Brand Strategy. Identified as one of the key issues by the market qualitative and quantitative research, brand awareness and estate's value proposition will become one of the key marketing in FY20.

Submit recommendation and, following approval, roll out brand marketing campaign based on the estate value proposition with assets created in previous year (virtual tour, fly-through)

July

September-June

Submit recommendation and, following approval, produce additional brand assets to support brand value proposition and increase brand awareness. This can include (and will not be limited to) technological and innovative solution for the house and land packages, or video showcasing improvements in Catalina residents' lives following their move to Catalina (survey based).

August

October

2. 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, greater engagement with the project's product information provided on the website.

Submit recommendation to extend the SEO program. Website traffic (unique and returning users) will be the key measure of the strategy's performance with a steady or growing trend.

July 2019

August – June

3. Sales Promotion Strategy (Retail Campaigns). 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 every quarter to keep the market interested enough to generate leads.

The below sales promotion (retail lead-generation campaigns) activities are recommended to be undertaken in each quarter to deliver on the value-for-money market expectations, as determined by the Catalina market research (FY19). These are high-level strategies focused on the incentive's value and the total marketing budget per campaign. The performance of these promotions will be measured based on the previous historic data and market conditions.

July, Qtr1

Incentive to be \$10,000 off land (all lots)

Campaign creative spend: \$5,000

Campaign media spend: \$15,000

Signage: \$4,000

Campaign market message: to be determined in June 2019

Nov, Qtr2

Incentive to be \$10,000 off land (all lots)

Campaign creative spend: \$5,000

Campaign media spend: \$15,000

Signage: \$4,000

Campaign market message: to be determined in October 2019

Jan, Qtr3

Incentive to be \$10,000 off land (all lots)

Campaign creative spend: \$5,000

Campaign media spend: \$15,000

Signage: \$4,000

Campaign market message: to be determined in December 2019

Apr, Qtr4

Incentive to be \$10,000 off land (all lots)

Campaign creative spend: \$5,000

Campaign media spend: \$15,000

Signage: \$4,000

Campaign market message: to be determined in March 2019

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 aim to capture audiences at different strategies of the buyer journey, stimulating conversion.

Submit recommendation to create estate specific content which will be hosted on Catalina website. Content in different media formats will be driving audiences to Catalina's lifestyle and value proposition. One piece of content per month will be delivered following the approval of the recommendation, unless funds to be accumulated over a period of two months to deliver a higher value content piece (ie. animation instead of a blog article). This will be measured by the website traffic and engagement.

July

5. Advocacy and Customer Reviews Strategy. This strategy aims to improve 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).

Present advocacy recommendation to increase Catalina Google review rating and drive advocacy among purchasers and non-purchasers whenever possible.

July

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.
7. Experiential Marketing. 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 audience to experience estate first hand in Mindarie/Clarkson – “bring” the estate to where people are found in high numbers.

Investigate an opportunity to represent Catalina in high-volume/high-traffic events organised by third parties with the right strategic fit: Yagan Square events, Scarborough Beach events, Hillary's Boat Harbour Events. This is subject to third-parties agreement.

October 2019 (recommendation)

4.1. TOP OF THE FUNNEL – PROBLEM IDENTIFICATION AND RESEARCH

Marketing Objective

Why Catalina?

Define and communicate project value proposition through a comprehensive brand campaign

Marketing Strategy

Brand Campaign

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

Sponsorship Program

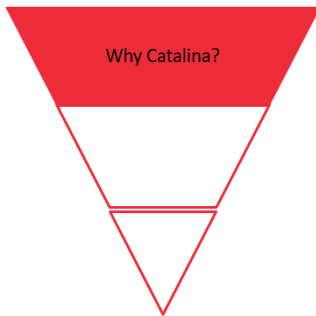
Increase footprint in Mindarie and Clarkson area through sponsorship of strategically appropriate events and initiatives

Content Program

Launch project-specific content program to increase digital footprint of Catalina

SEO program

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



4.2. MIDDLE OF THE FUNNEL – EVALUATION OF ALTERNATIVES

Marketing Objective

How can we keep you?

Ensure lead generation. Increase lead retention and conversion

Marketing Strategy

Spring Campaign

Value-for-money or unique promotions to support initial brand interest

Summer Campaign

Value-for-money or unique promotions to support initial brand interest

Content Program

Launch project-specific content program to increase digital footprint of Catalina

Lead (Objection) Nurture Program

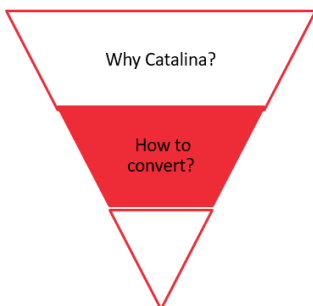
Launch Catalina-specific objection nurture program, work with the existing data-base

Eco Program

Show value for their efforts.

SEO program

Be discoverable. Focus on search and content pages relevant to the interests of the middle of the marketing funnel



4.3. BOTTOM OF THE FUNNEL – PURCHASE DECISION

Marketing Objective

What can we offer?

Insure consistent and continuing communication about the variety of home options, eco benefits, community program, etc.

Marketing Strategy

Benefits Comms 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.

Spring and Summer Campaign

Will talk to each of the project’s benefits

Content Program

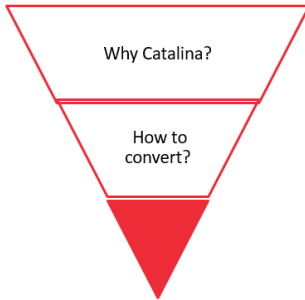
Launch project-specific content specific to Catalina’s unique value proposition, attribute and features (bottom of the funnel)

Experiential Marketing

Display Village and Sales Office focus

SEO program

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



4.4. POST PURCHASE - CUSTOMER SATISFACTION AND ADVOCACY

Marketing Objective

What will you say about Catalina?

Improve advocacy, share social proof (success stories)

Marketing Strategy

Adoption and Advocacy

Work with Sales and Community Teams to discover positive and happy customers. Create “social proof” assets (video, imagery, testimonials). Increase Catalina’s GMB review ratings

Integration with Brand and Lead Generation

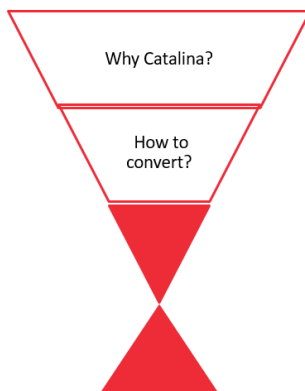
Feature social proof assets in brand

Integration with Content Program

Launch project-specific content program to showcase success stories and resident profiles

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.



Strategic Pillars



BUILT ENVIRONMENT

a range of lot sizes and housing types / cater for different lifestyle choices / innovation and sustainable built form / opportunities to partner



ENVIRONMENT

innovation in sustainability / encourage environmental responsibility.



SOCIAL

connected and inclusive design / promote health and safe community / well designed and attractive / social connectivity



ECONOMIC

balance social, environmental and economic objectives / best advantage of market cycles / additional sales

5. FY20 Marketing Budget – July 2019 to June 2020

The following marketing budget for FY20 combines marketing expenditure required for delivery of brand, promotional and advertising activities needed for generating sufficient sales leads in line with our sales targets of 31 lots, as well as development of long term marketing assets; plus development of sub-brands (Grove, demonstration housing product in Stage 18C) and promotion of demonstration housing (Stage 18C). Marketing asset costs form part of the project infrastructure and do not relate specifically to the lot sales targets for FY20. The total marketing budget for FY20 arrives at \$354,000, which is approximately \$46,000 below the Satterley benchmark based on a set of comparative estates.

Category	Budget FY19	Plan	Description	Budget
Brand & Product Development (\$70,000)	Market Research		Product and Market Research	\$0,000
	Video/VR/AI		Estate videography and photography; virtual and augmented reality; artificial intelligence	\$35,000
	Brand		Additional brand / identity requirements, including provision for motion assets production (video, fly-over, animated banners)	\$35,000
Sales Office (\$15,000)	Sales Office		Sales Office and Eco Cube signage	\$15,000
Collateral (\$14,000)	Sales Brochures and Folders		Re-print and update on as needed basis of the new Vision Brochure for Catalina.	\$0
	Display Village Guide		New guide for the Catalina Beach Display Village, including re-print.	\$0
	Other Collateral		Updates and reprinting as required.	\$2,000
	Sales Maps		Development of sales maps.	\$12,000
Advertising and Direct Marketing (\$175,000)	Estate Advertising		Brand campaigns and retail campaigns (i.e. stage release campaigns and similar) in Beach and/or Central precincts.	\$80,000
	Advertising Production		Production of all advertising including the release periods, retail campaigns, special features, builder release advertisements.	\$25,000

	SEO		\$15,000
	Content	Content production and amplification	\$20,000
	Advocacy/ Ratings	Facilitate positive Google and Facebook ratings and reviews, improve advocacy	\$10,000
	Sponsorship	Provision for productive cooperation with Mindarie Marina festival, which will ensure strong brand positioning for Catalina Beach, as well as access to the festival database.	\$10,000
	Merchandise	Welcome gifts, tangible interpretation of the overarching Catalina brand and its sub-brands	\$10,000
	Public Relations	Managing, creating content and monitoring of public relations for Catalina estate.	\$5,000
Signage (\$60,000)	Estate Signage	New signage, banner mesh and reskins in line with the overall signage strategy and new brand creative for both Catalina Central, Beach and Grove as required	\$50,000
	Maintenance	Signage maintenance after implementation of signage strategy in FY19 - includes allowance for storm damage, vandalism and general wear and tear to signs and banner mesh requiring repairs, re-skinning or reattaching to fence.	\$10,000
Website (\$20,000)	Special Projects	Allowance for landing and release page/s, platform enhancement (infrastructure).	\$20,000
Total			\$354,000

Appendices

Appendix 1 - SWOT Analysis

STRENGTHS

SURROUNDING AMENITY

Mindarie Marina, Ocean Keys, Train Station, Freeway Entry

MINDARIE

Positive perceptions and association

SATTERLEY BRAND

Known and trusted developer of estates

WEAKNESSES

TAMALA PARK LAND FILL

Odour, Stigma

CLARKSON

Negative perceptions and associations

NO BEACH ACCESS

Competitors have direct beach access within the development

OPPORTUNITIES

LEVERAGE SURROUNDING AMENITY

Mindarie Marina, Ocean Keys, Train Station, Freeway Entry

PRODUCT DIVERSITY

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

ESTABLISHED COMMUNITY

Leverage the established community in and around the estate

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

Appendix 2 – Catalina Market Research Insights (quantitative and qualitative)

2.1. CATALINA MARKET RESEARCH -QUANTITATIVE INSIGHTS (STAGE 1)



There's a sizeable market out there...but it has shrunk in the past 12 months.

Half (51%) are looking to buy in next 5 years but this is down from a year ago when it was 60%. 1 in 5 (19%) are looking to buy within the next 2 years and this is also down from a year ago (26%).

This means it's even more competitive out there trying to attract buyers.



The northern coastal suburbs are highly appealing...particularly Mindarie.

The northern coastal suburbs are the area most likely to be considered by potential purchasers, and Mindarie itself has strong consideration – much more so than Clarkson.

Promoting Catalina's northern coastal location and proximity to Mindarie and its amenities will appeal to potential buyers.



Catalina's brand strengths are its proximity to the beach, coastal living, modern lifestyle and affordability.

These were the key drawcards among both potential purchasers and those who bought in Catalina. Being close to existing amenities was a secondary strength.

These are the elements that should continue to be promoted to attract potential buyers.

Each precinct has unique drawcards, with Catalina Beach being most appealing due to its proximity to the coast.



Catalina is most appealing to young families seeking their first home.

First Home Buyers in general, and those living in the Primary Catchment area (particularly in nearby suburbs) also have high interest in Catalina.

These are the primary segments to target – as long as the product offering meets their needs.



Digital channels are the most used information source – particularly real estate websites or apps and general online searching.

While nearly all homebuyers use online channels, it is not how most Purchasers or Leads first learned about Catalina. They typically found out about Catalina from driving past the area.

Could linking Catalina to search terms such as 'Mindarie', 'coastal suburbs', 'coastal land' or 'coastal living' help to increase awareness amongst the key target segments?

Speaking to family and friends is also a commonly used channel, which is why measuring and understanding the drivers of NPS is so important. Only a third of Purchasers are currently Promoters of Catalina.

Positively, once Purchasers and Leads became aware of Catalina they felt it was quite easy to find the information they needed on it.

There are a number of challenges for Catalina...





Catalina trails key market leaders in awareness.

1 in 4 potential buyers are aware of Catalina – but this significantly trails leaders Alkimos Beach, Jindalee Beachside Estate and Yanchep Golf Estate. Catalina's awareness is similar to a number of competitors, reflecting the highly competitive nature of the northern corridor.

Awareness is higher among the Primary Catchment area – but so is awareness for all the competitors.

29% of Young Families and 22% of FHBs are aware of Catalina – so there is room to improve awareness amongst these segments, as once they're informed about Catalina they express the strongest interest in it.



Location is a barrier to the broader market.

This was by far the top reason among those not considering Catalina.

Catalina is considered 'too far' from many of the things that are important to buyers (i.e. the Perth CBD, work, family, friends, where they currently live).

Targeting those living in the Primary Catchment area, particularly in nearby suburbs, is recommended as location is less of a concern for these residents – and is actually a drawcard for them!



Catalina is above the budget of most of our interested buyers.

85% of those interested in Catalina are looking to spend less than \$250k on land, and 63% plan to spend less than \$550k on house and land.

Catalina does not currently offer lots or H&L packages in these price ranges – but competitors do. Is it possible to include lower priced lots or packages to meet the budgets of the interested segments (e.g. FHBs, young families)?

Leads who expressed interested buy didn't buy felt the blocks were too expensive, especially for their size. On average they ended up buying bigger blocks than what Catalina offers but paid a similar amount to Catalina Purchasers. Established property and competing estates such as Alkimos Beach, Jindalee Beachside Estate, Burns Beach and Eden Beach were seen to offer better value. Many of these competitors are currently offering bigger blocks at a cheaper price.



Established property is a key competitor.

1 in 2 Leads ended up buying an established property – mainly due to the better perceived value for larger blocks.

There's also a large proportion of potential buyers (2 in 5) who won't consider building. They feel land is not available in their desired area; there's too much stress and hassle in the building process; and they think building costs too much. Are turn-key properties a possibility to include at Catalina to attract these buyers?



Some residents are concerned about the current look of the estate.

3 in 4 (73%) rate their experience living in Catalina positively...but there is mixed feelings when it comes to recommending Catalina with an NPS of just +3.

One of the biggest criticisms among Passives and Detractors is related to the overall look and feel of the estate. They complain about rubbish in the estate, neglected yards, and houses which are too close together. The look and feel of an area is the most important factor that buyers consider so this could be putting off potential buyers.

2.2. CATALINA MARKET RESEARCH -QUALITATIVE INSIGHTS (STAGE 2)

Awareness of Catalina was a challenge identified in Stage 1, and now we've learned the range of touchpoints Purchasers use throughout their journeys.

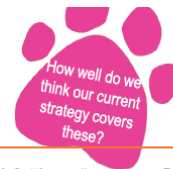
1.

A **touchpoint inventory** has been developed to give us direction on what media channels to focus on to maximise our chance of creating awareness or consideration at each stage of the journey.

The touchpoint inventory is shown overleaf.



Touchpoint and Influencer Inventory



Channel	Need Recognition	Information Search	Evaluation	Purchase (incl. Settlement)	Post-Purchase
Word of Mouth / People	Partner ✓✓✓✓ Family ✓✓✓✓ Friends ✓✓ Colleagues ✓✓ Mortgage brokers ✓ Social pressure ✓	Partner ✓✓✓✓ Family ✓✓✓✓ Builder reps ✓✓✓✓ Friends ✓✓✓✓ Estate sales agents ✓✓ Mortgage broker ✓ Real estate agents ✓ Bank ✓ Colleagues ✓	Builder reps ✓✓✓✓ Partner ✓✓✓✓ Family ✓✓✓✓ Estate sales agents ✓✓✓ Real estate agents ✓ Mortgage broker ✓ Colleagues ✓	Mortgage broker / bank ✓✓✓✓✓ Settlement agent ✓✓✓✓✓ Partner ✓✓✓✓ Builder reps ✓✓✓✓ Estate sales agents ✓✓✓✓ Family/friends ✓✓ Real estate agents ✓✓ Building/pest inspector ✓	Neighbours ✓✓✓✓✓ Builders ✓✓✓✓ Family/friends ✓✓✓✓ Developer ✓
Websites		Google ✓✓✓✓✓ Realestate.com.au ✓✓✓✓✓ REIWA ✓✓✓ Domain.com.au ✓✓✓✓ Builder websites ✓✓✓ Industry data websites ✓✓ Developer websites ✓ productreview.com.au ✓ Online forums ✓	Google ✓✓✓✓ Realestate.com.au ✓✓✓✓ REIWA ✓✓✓ Domain.com.au ✓✓✓ Builder websites ✓✓ Developer websites ✓ Industry data websites ✓ Online forums ✓		
Online - other	News articles ✓ Social media posts from friends/family ✓	Property search apps ✓✓ Property alerts via email ✓ Facebook ads ✓	Community FB pages ✓✓ Targeted Facebook ads ✓	Emails between relevant parties (settlement agent, broker etc.) ✓✓✓✓✓	Community FB pages ✓✓✓✓ Emails from builder ✓✓✓ Emails from developer ✓✓
Out and about	Driving through area ✓✓ Estate signage ✓✓	Driving through area ✓✓ Display homes ✓✓ Sales centre ✓	Driving through area ✓✓✓✓ Display homes ✓✓✓✓ Sales centre ✓✓ Estate signage ✓	Visit the property ✓✓✓✓✓	
Printed Materials	Newspaper liftouts ✓ Property magazines ✓	Newspaper liftouts ✓✓ Builder pamphlets ✓✓ Property magazines ✓	Home designs ✓✓ Estate brochures ✓ Newspaper liftouts ✓	Contracts ✓✓✓✓✓ Estate welcome pack ✓✓✓✓	Direct mail newsletters from developer ✓✓
Other	Builder ads on TV/radio ✓ Developer ads on TV/radio ✓				Phone calls with developer ✓ Community meetings ✓

2.

Buying a property is a highly emotional journey with many highs and lows.

There are certain stages that are particularly stressful (Information Search and Evaluation of Alternatives). Anything that can be done to make things easier for purchasers and not overwhelm them is key.

FHBs that build are particularly stressed as they have never been through this process before. They appreciate being 'hand-held' and provided with lots of clear communication throughout each step.

They can get overwhelmed dealing with multiple parties (builders, estate sales agents, finance providers). They are looking for a seamless experience where each party is on the same page to minimise their confusion.



Builders have a strong influence throughout the journey.

3.

Builders that were responsive, demonstrated an understanding of Purchasers' needs, made Purchasers feel comfortable, and assisted with finding land or finance made a big impact.

In fact, nearly half who built found their builder first and then picked their land.

Some builders can even turn buyers off from buying in certain locations by recommending against building in specific estates.



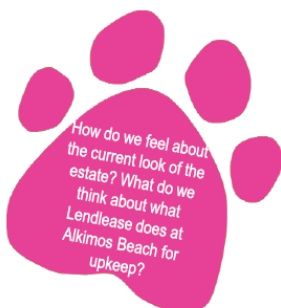
4.

The overall look and feel of an estate is highly important.

This was a top rated factor in the survey and emerged as an important factor in the early stages of the purchase journey.

Potential Purchasers like to drive around the areas they're interested in to get a sense of what the area looks like. This will often make or break whether they keep the area or estate in their consideration set.

It's also highly important to residents Post-Purchase, with a lack of upkeep in the estate being a major pain point, especially among Catalina Purchasers.



We can't underestimate the importance of good service.

5.

This is especially true during the Information Search and Evaluation of Alternatives stages, as this is when a good experience can lock in a potential purchaser or make them drop out completely.

So what are the elements of good service that Purchasers expect?

- ✓ Being friendly
- ✓ Not pushy
- ✓ Listening to their needs
- ✓ Being empathetic
- ✓ Making them feel confident they can buy
- ✓ Following up enquiries
- ✓ Proactively reaching out to EOIs if a block becomes available within their budget and size criteria
- ✓ Remembering them if they've been there before
- ✓ Minimising their stress by making things as easy as possible
- ✓ Communicating clearly and helping them understand the purchase process step-by-step (especially FHBs)



6.

Interactions with Catalina were generally positive.

For those that interacted it was typically via the sales office, by driving through the estate or through the website. Most experiences were positive and didn't turn off potential buyers.

Some felt there was missing information on the website (e.g. future plans, whether land could be purchased direct through Satterley) and some never found the website despite searching online for properties in the Clarkson/Mindarie area through realestate.com.au.



Most Catalina Purchasers were satisfied but they do have some pain points about living in the estate they'd ideally like addressed.

7.

As we saw in the Stage 1 survey, 73% rated their experience living in Catalina positively. However, some of the most common pain points they've raised include:

- Poor upkeep in the estate which is bringing down the overall look and feel
- Small, uninviting parks that lack greenery or shade
- No direct access to Connolly Drive
- Lack of development updates or follow-up contact from Satterley



8.

Catalina's location was a major drawcard and most Catalina Purchasers didn't consider any competitors.

Catalina Purchasers felt there were no viable alternatives in the area in their budget. Alkimos Beach was considered by some and seen to offer better value for money, but it was too far north.

Catalina's location was attractive for a number of reasons:

- Proximity to the beach
- Close to the shops
- Close to the train
- Close to Mindarie and the marina
- Easy freeway access
- Close to Joondalup
- Closer to the CBD than competing estates



On the other hand, location was also a barrier to purchase.

9.

Other Purchasers had concerns about Catalina's proximity to the tip at Tamala Park (worried about the smell) and Clarkson. Mindarie was considered more appealing than Clarkson (which also came through in findings from the Stage 1 survey), so playing up the proximity to Mindarie is recommended over Clarkson.

The broader market felt Catalina was too far north, and the survey findings suggested targeting the Primary Catchment area to maximise chances for reaching potential buyers.



10.

Value for money was also a key barrier to buying in Catalina.

Consistent with the findings from the Stage 1 survey, Other Purchasers cited Catalina's expensive blocks and small block sizes as a key barrier.

This made them feel they could get better value for money elsewhere – particularly in Alkimos Beach, Trinity, Shorehaven, or Jindalee Beachside Estate.

Analysis from Stage 1 indicated many of these competitors were offering bigger blocks at a cheaper price.



Established property was a key competitor.

11.

As we saw in the Stage 1 survey, 1 in 2 Leads bought an established property. This was mainly due to getting better value for money for larger blocks.

This feedback also came through in the journey mapping interviews. Established buyers were after larger blocks closer to the CBD, and willing to live in older homes to get this.

They spent a significant amount of time researching and looking at all their options before buying.

They also had a number of negative perceptions of building such as too many decisions required, have to wait for the build, and too much stress.



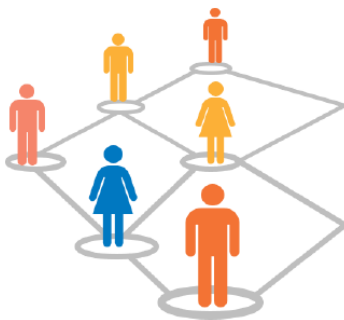
12.

There were six personas that emerged that have different purchase journeys.

These personas have unique wants and needs at each stage of the purchase journey, and rely on different touchpoints.

This allows us to tailor marketing communications and product and service offerings to better meet these needs.

A summary is shown overleaf.



PERSONA SUMMARY



Elly
Grateful First Home Buyer

Damon
Spontaneous & Emotional

Leah
Land & Location Lover

Karen
Family Upsizer

Ted
Financially Driven

George
Design-led Downsizer

DEFINING CHARACTER	<i>I'm grateful just to get into the market and own my own place. My options are limited by my budget so I'm happy with whatever I can get.</i>	<i>I succumb to social pressures and buy on a whim, but home ownership has never been that important to me. I go with the first option so that my proud life milestone doesn't turn into a chore.</i>	<i>Although I'm a first home buyer, building new doesn't appeal to me. I'm seeking a decent sized lot without moving too far out, so I'm fine with an older, established home.</i>	<i>My family is getting bigger so we need more space. My partner and I are after our 'forever home' so we'll thoroughly consider all the options and take our time with our decision.</i>	<i>I'm not thrilled to be moving but I know it makes more financial sense. I'm not sentimental but I'll spend plenty of time researching to make sure I'm getting the best bang for my buck.</i>	<i>I've reached retirement so I'm ready to downsize. I'm just seeking a low-maintenance home that's completely tailored for my needs, so building new is the natural choice.</i>
Life Stage	SINK/DINK / Young Family	SINK/DINK / Young Family	SINK/DINK	Young / Mature Family	Mature Family	Empty Nester
Buyer Type	1 st home buyer	1 st home buyer / 2 nd + home buyer	1 st home buyer	2 nd + home buyer	2 nd + home buyer	2 nd + home buyer
Motivations for purchase	Stop paying rent Pride of ownership Move away from parents / share house	Stop paying rent Social pressure Pride of ownership	Stop paying rent Aspirational lifestyle Short commute Outdoor space	Space for growing family Safe neighbourhood for raising children	Financial responsibility Return on investment	Low maintenance living Relaxed lifestyle Good neighbours
Budget	\$350k - \$470k	\$400k - \$500k	\$450k - \$570k	\$570k - \$700k	\$500k - \$800k	\$470k - \$650k
Time & effort invested	Low	Very low	High	High	High	Medium
Property Criteria (in order)	1. Price 2. Location 3. Home design	1. Location 2. Lot size 3. Price	1. Location 2. Lot size 3. Price	1. Home design 2. Location 3. Lot size	1. Location 2. Price 3. Home design	1. Home design 2. Location 3. Lot size
Established vs. Build Consideration	Build only	Build only	Established only	Both	Both	Build only

Appendix 3 – Competitor Report FYTD19

Estate		Gross Sales											YTD	% Market Share	Incentives -Referrals ,Rebates ,details of promotions
		Quarter 1			Quarter 2			Quarter 3			Quarter 4				
		Jul Sep Qtr	Aug Sep Qtr	Sep Sep Qtr	Oct Dec Qtr	Nov Dec Qtr	Dec Dec Qtr	Jan	Feb	Mar	Apr	YTD total			
Eden Beach (Jindalee)	Satterley	2	5	4	17	16	9	8	11	6	10	88	13%	3-April-19 \$1,000 deposit. \$10K off all lots. \$3K builder referral on all lots. \$15K Two storey rebate on 6 lots.	
Alkimos Beach (Alkimos)	Lendlease	5	10	13	10	11	3	3	2	2	13	72	10%	3-April-19 \$1,000 deposits, \$100 mastercard for builder rep on new lead, \$5k quarterly bonus for most referring rep	
Alkimos Vista (Alkimos)	Lendlease	1	1	7	3	3	3	3	5	4	1	31	5%	3-April-19 \$1,000 deposits, \$100 mastercard for builder rep on new lead, \$5k quarterly bonus for most referring rep	
Amberton (Eglington)	Stockland	2	5	12	9	14	6	4	7	17	2	78	11%	3-April-19 Reduced prices. Taking \$500 deposits. \$10K discount off 4 lots each month.	
Shorehaven (Alkimos)	Peet	5	7	6	8	7	5	6	6	6	7	63	9%	3-April-19 \$1,000 deposits. Up to \$5k builder referral and \$200 Visa card for builder rep and new lead on the spot. Up to 40K discount on some lots.	
Allara (Eglington)	Satterley	4	5	4	11	5	6	5	4	3	9	56	8%	3-April-19 \$1,000 deposits, \$10K rebate and \$3K referral off all lots. \$3K referral on all lots.	
Beaumaris (Iluka)	Satterley	1	0	0	1	1	0	0	2	3	2	10	1%	3-April-19 No referral, no rebate. 09/01/19 Deposit Amount Required \$5000.	
Brighton (Butler)	Satterley	0	0	0	0	0	0	0	0	0	0	0	0%	3-April-19 \$5,000 deposit. No rebates or referrals. Commercial lots only available.	
Catalina (Clarkson)	Satterley	2	4	5	4	6	1	1	1	2	5	31	5%	3-April-19 Approved discount on lots. \$10K rebate off lots, \$2k builder referral on all lots. \$2k deposit Central \$5k deposit Beach	
Burns Beach (Burns Beach)	Peet	1	5	5	3	5	1	0	2	3	1	26	4%	3-April-19 \$20,000 off in stage Royal, 3-Crown , \$2k deposit	
Capricorn Estate (Yanchep)	Capricorn	3	3	4	5	6	5	4	5	6	2	43	6%	3-April-19 \$2,000 deposits but will take \$1,000 deposits. \$4K builder referral fee, \$10,000 solar package on selected lots.	
East of the Beach (Eglington)	Urban Quarter	4	4	2	2	4	4	1	2	3	2	28	4%	3-April-19 \$1,000 deposits, \$10K discount of all lots, \$2k builder referral fee, 1 in four gets an electric bike.	
Jindowie (Yanchep)	Frasers Property	4	3	2	0	0	0	0	0	0	0	9	1%	3-April-19 \$5K builder referral fee, \$5K settlement rebate, Interest free for 18 months on the purchase of a lot.	
Kinross (Kinross)	Peet	5	4	1	2	2	1	4	2	2	0	23	3%	3-April-19 no rebates or referrals, \$2k deposit	
Reef (Yanchep)	Pindan	1	1	0	0	4	1	0	1	1	0	9	1%	3-April-19 \$20K builder referral	
Trinity (Alkimos)	LWP	5	4	10	8	4	4	8	5	5	8	61	9%	3-April-19 Deposits \$2K but they will take less. Up to \$17K discount off selected lots. \$7.5K builders referral.	
Vertex (Yanchep)	LWP	2	4	2	2	1	2	0	2	2	3	20	3%	3-April-19 Deposits \$2K but they will take less. \$5K Point system x 5. \$20K rebate on lots.	
Yanchep Golf Estate (Yanchep)	Peet	3	6	2	5	4	1	2	5	8	3	39	6%	3-April-19 \$1,000 deposit. \$3k builder referral.	

Appendix 4 – Catalina Marketing Activity Plan FY20

CATALINA				Jul-19							Aug-19							Sep-19							Oct-19							Nov-19							Dec-19							Jan-20							Feb-20							Mar-20							Apr-20							May-20							Jun-20													
MILESTONES	Proposed Budget FY19	Commitment	Remaining Budget	1 8 15 22 29							5 12 19 26							2 9 16 23							30 7 14 21 28							4 11 18 25							2 9 16 23							30 6 13 20 27							3 10 17 24							3 10 17 24							31 7 14 21 28							5 12 19 26							2 9 16 23													
				Project Marketing Milestones																																																																																										
Brand Campaign (brand; at 20:1 conversion rate) - Value Proposition focus	\$20,000	\$0		requires approval																																																																																										
Beach Access				beach access																																																																																										
Catalina Central Park (Stage11)	\$5,000			Catalina Central Park (Stage 11)																																																																																										
Grove brand development				brand development prep work commences																																																																																										
Lead Generation - quarterly sales incentive	\$50,000			sales incentive Qtr1 - lead generation																																																																																										
Demonstration Housing (Catalina Central)	\$10,000	\$0		promote demonstration housing (tbc)																																																																																										
Public Release 1 (Stage 17B)	\$1,000			Release 1																																																																																										
Public Release 2 (Stage 16A)	\$1,000			Release 2																																																																																										
Community Event - Movie Night		\$0		movie night																																																																																										
Community Event - Food Trucks		\$0		as per CD plan																																																																																										
Sales Office - Eco Cube Signage (pending TPRC approval)				develop artwork																																																																																										
Total Above activities only	\$87,000	\$0																																																																																												
Brand Development				\$70,000	\$0	\$70,000																																																																																								
Marketing Plans (consultants)				\$0	\$0	\$0																																																																																								
Market Research				\$0	\$0	\$0	quotations	award & prep	pilot	survey	survey	results																																																																																		
Brand Identity				\$30,000	\$0	\$30,000																																																																																								
Photography (i.e. Beach streetscapes)				\$10,000	\$0	\$10,000																																																																																								
Animation, filming, VR, AI				\$30,000	\$0	\$30,000	quotation	award & prep	execution																																																																																					
Consultants				\$0	\$0	\$0																																																																																								
Merchandise				\$0	\$0	\$0																																																																																								
Awards and submissions				\$0	\$0	\$0																																																																																								
Brochures /Sales Maps				\$14,000	\$0	\$14,000																																																																																								
Estate brochures and folders				\$2,000	\$0	\$2,000																																																																																								
Brochure A - Estate				\$1,000	\$0	\$1,000																																																																																								
Display Village Guide - Catalina Beach				\$1,000			award, design	print	re-print																																																																																					
Other Print material (including sales plans etc)				\$12,000	\$0	\$12,000																																																																																								
Sales Plans				\$12,000	\$0	\$12,000	Stage 16A																					Stage 17B																																																																		
Maps & Amenities Flyer				\$0			DV & S. Office							Grove																																																																																
Content and Public Relations				\$25,000	\$0	\$25,000																																																																																								
Consultants fees (articles, video, graphics)				\$25,000	\$0	\$25,000	Stage 16A																					Stage 17B																																																																		
PR Photography				\$0	\$0	\$0																																																																																								
Media monitoring				\$0	\$0	\$0																																																																																								
Signage				\$60,000	\$0	\$60,000																																																																																								
Estate signage & lot signs				\$50,000	\$0																																																																																									
New signs and lot plates				\$30,000	\$0	\$30,000	Stage 16A																					Stage 17B																																																																		
Bundled Campaign				\$0	\$0	\$0																																																																																								
Estate maintenance				\$10,000	\$0	\$10,000																																																																																								
Ongoing maintenance (i.e. update of Stage sign and relocation)				\$10,000	\$0	\$10,000																																																																																								
Capitalised Assets				\$0	\$0	\$0																																																																																								
Estate Signage Strategy				\$0	\$0	\$0																																																																																								
Commercial lot signage				\$0	\$0	\$0																																																																																								
Sales Office				\$15,000	\$0	\$15,000																																																																																								
Sales Office interior - panels				\$10,000	\$0		quotation, award	design	implementation																																																																																					
Sales Office exterior - signage				\$5,000	\$0		quotation, award	execution																																																																																						
CRM & Website				\$20,000	\$0	\$20,000																																																																																								
Website maintenance (Hatchd)				\$8,000	\$0	\$8,000	On-going support																																																																																							
houseandland.com.au				\$11,000	\$0	\$11,000	On-going presence in houseandland.com.au , incorporated into Catalina website																																																																																							
Content Writing (consultants)				\$0	\$0	\$0	As required																																																																																							
Jet Interactive				\$1,000	\$0	\$1,000	Jet Interactive Phone numbers to track performance																																																																																							
Live Chat Monitoring				\$0	\$0	\$0																																																																																								
Special website projects - CRM				\$0	\$0	\$0																																																																																								

ACQUISITION			
Advertising	\$150,000	\$0	\$150,000
Media - Television	\$0	\$0	\$0
Media - Press	\$1,000	\$0	\$1,000
Media - Radio	\$0	\$0	\$0
Media - Magazine	\$0	\$0	\$0
Media - Outdoor	\$0	\$0	\$0
Advertising production - new press, radio, online	\$25,000	\$0	\$25,000
Online advertising (lead-gen, SEO, Ratings, etc.)	\$104,000	\$0	\$104,000
DM - design, printing and distribution	\$0	\$0	\$0
EDM - design, distributing, reporting	\$0	\$0	\$0
Cross-promotion (builtform)	\$0	\$0	\$0
Merchandise	\$10,000	\$0	\$10,000
Sponsorship (ie. Mindarie Marina festival)	\$10,000	\$0	\$10,000
BUILDERS			
Builder Engagement	\$0	\$0	\$0
Functions/ events	\$0	\$0	\$0
Promotions and prizes (i.e. H&L cross-promotion)	\$0	\$0	\$0
Builder relations	\$0	\$0	\$0
SUBTOTAL \$354,000 0 354,000			
TOTAL MARKETING BUDGET \$354,000			
TOTAL MARKETING BUDGET REMAINING \$354,000			

Appendix 9.9

13 June 2019

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

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

Dear Tony

RE: SALES AND MARKETING CAMPAIGN

Based on the current market conditions, performance of the project this financial year and the highly competitive nature of land sales in the north west coastal corridor, Satterley strongly recommend commencing the new financial year with a campaign running from 12 July through to 30 September. This is in-line with the proposed Annual Marketing Strategy FY20 and proposed FY20 Budget. This letter will provide further details and information to support this recommendation.

BACKGROUND

Catalina is currently participating in the Satterley *EOFY Sale Campaign* which is scheduled to end on 30 June 2019. The campaign offers a \$10,000 settlement rebate off all lots, excluding Stage 26.

The north west costal corridor remains highly competitive with all projects having some form of incentive and / or builder referral fee. A summary of the incentives and referral fees are included in the table below:

Alkimos Beach (Alkimos)	Recently reduced lot pricing, \$1,000 deposits, accepting offers \$10,000 below asking price, \$20,000 off selected lots, \$5,000 quarterly bonus for the most referring rep
Alkimos Vista (Alkimos)	\$1,000 deposits, \$5,000 quarterly bonus for the most referring rep
Allara (Eglinton)	\$1,000 deposits, \$10,000 rebate and \$3,000 referral
Amberton (Eglinton)	Recently reduced prices. Taking \$500 deposits. \$15,000 discount off lots.
Capricorn Estate (Yanchep)	\$2,000 deposits but will take \$1,000 deposits. \$4,000 builder referral fee, \$10,000 solar package on selected lots.

East of the Beach (Eglinton)	HOT LOT Promotion, \$10,000 discount of all lots, \$2,000 builder referral fee, 1 in four gets an electric bike.
Eden Beach (Jindalee)	\$1,000 deposit. \$10,000 off all lots. \$3,000 builder referral on all lots. \$15,000 Two storey rebate on 6 lots.
Jindowie (Yanchep)	\$5,000 builder referral fee, \$5,000 settlement rebate, Interest free for 18 months on the purchase of a lot.
Shorehaven (Alkimos)	\$1,000 deposits. Up to \$5,000 builder referral. Up to \$40,000 discount on some lots.
Trinity (Alkimos)	\$2,000 deposit. Up to \$15,000 discount off selected lots. \$5,000 builder referral.
Vertex (Yanchep)	\$2,000 deposit. \$5,000 Point system. \$20,000 rebate on lots.
Yanchep Golf Estate (Yanchep)	\$1,000 deposit. \$3,000 builder referral.

CAMPAIGN PROPOSAL

The previous campaign was successful at securing sales although cannot be extended as it has been advertised with a set end date. To continue a rebate of \$10,000 beyond this date may be in breach of Australian Consumer Law. Therefore, Satterley is proposing the implementation of a new sales and marketing strategy that includes a retail incentive of \$9,000 on all lots, excluding Stage 26, as follows:

Proposed campaign concept:

- Best lots for less. Catalina offers discounted variety of high-quality lots without communicating “discounted”.

How it works:

- Catalina offers all titled stock ‘best lots’ with an incentive of \$9,000.
- When buyer comes in and wants to buy one of these ‘best lots’, we will apply a discount to the lot price at settlement

Rationale:

- Previous success of incentivised campaigns vs un-incentivised.
- We propose fresh creative angle after running \$10,000 promotion in the last financial quarter of FY19.
- The term ‘best lots’ also indicates that people are buying premium product.
- Indicates limited supply offer and creates urgency.

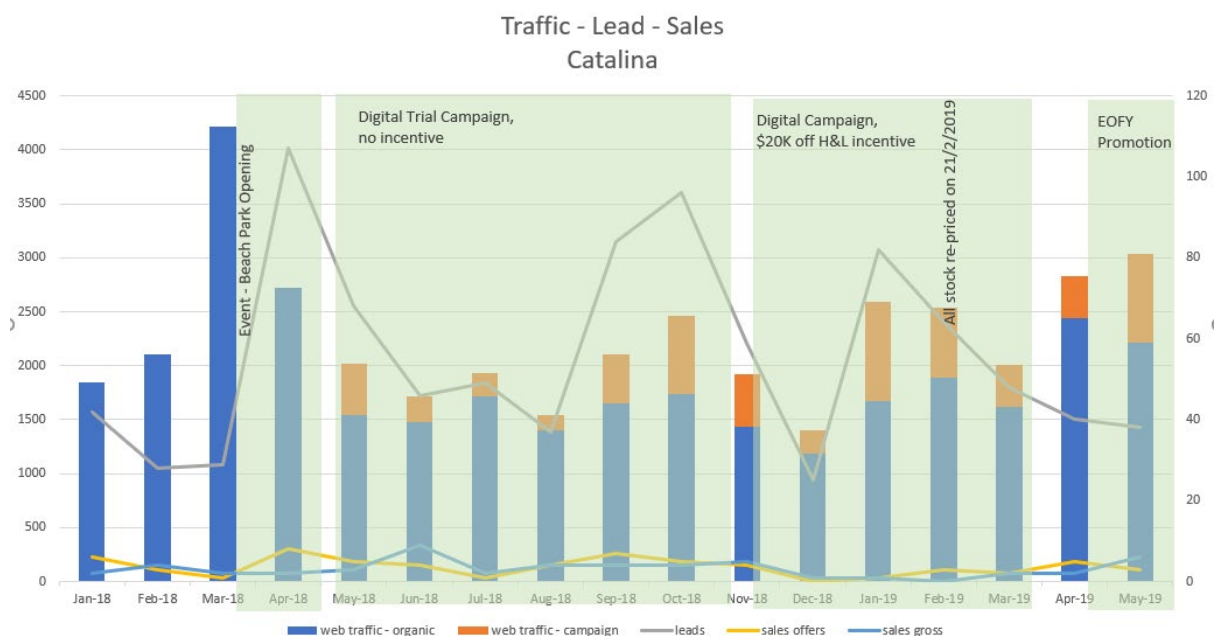
Given the age of the inventory held, it is proposed that the EOFY campaign incentive will be applied to all titled lots within the estate, excludes stage 26. The best lots from Catalina Beach (excluding Stage 26) will take the lead in the campaign to attract audience and sales enquiries.

Entering FY20 in a campaign will provide a solid platform for the project to reach the forecast lots sales and settlements forecast for the year. The EOFY campaign is proposed to run from 12 July 2019 until 30 September 2019 and be applicable for all sales made within this period.

As approved for the previous campaigns it is proposed that all lots continue to provide a \$2,000 incentive to qualifying builder representatives. This is in addition to the proposed campaign incentive.

CAMPAIGN ANALYSIS

The below graph illustrates the impact of the campaigns on leads, web traffic and sales over the last 16 months. The increased exposure, returning and new web visitors, and sales enquiries at the front end of these types of campaigns are extremely important in a highly competitive market, such as the one we are in.



The following should be noted on the above:

- A large spike in web traffic was achieved for the Catalina Beach park opening in March 2018.
- EOFY Sale campaign lead generation with \$10,000 incentive commenced mid-May.
- A spike in leads normally occurs at the start of a campaign (subject to the value of the incentive). Should this campaign be approved a similar increase is forecast for July/August 2019.
- It is important to keep pricing comparable and competitive with the market over a campaign period or conversion of the leads will be hard to achieve.



BUDGET

The proposed FY20 budget includes all the provisions required to support the above campaign without any further commitment required.

RECOMMENDATION

Satterley recommends that the TPRC approve a per lot campaign rebate of \$9,000 for all titled lots from 12 July to 30 September on the following basis;

- To assist in achieving the FY20 sales and settlement forecasts.
- In a highly competitive market it is considered essential to offer a retail incentive and be the first to market with the offer.

Please do not hesitate to contact the undersigned should you require further information.

Yours sincerely



Carl Buckley

Project Director

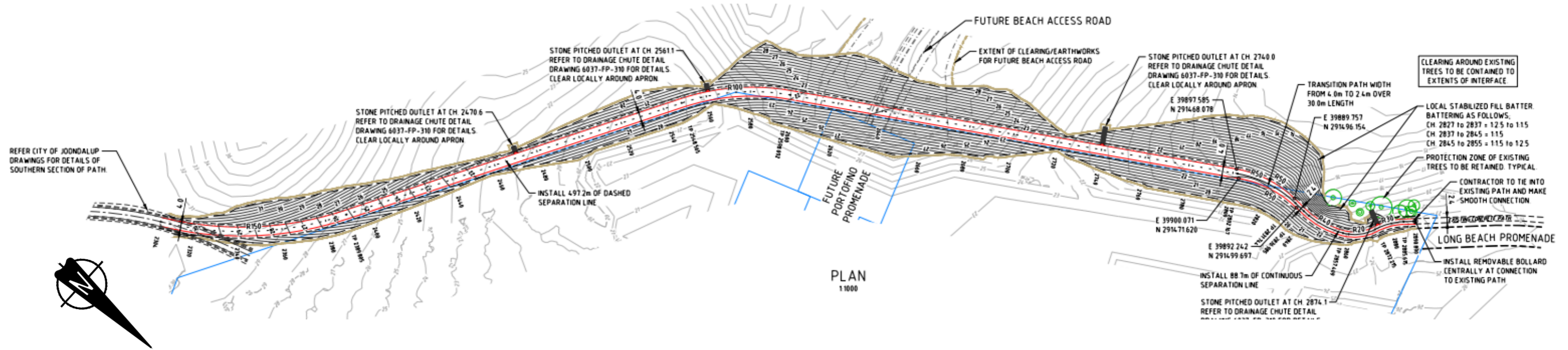
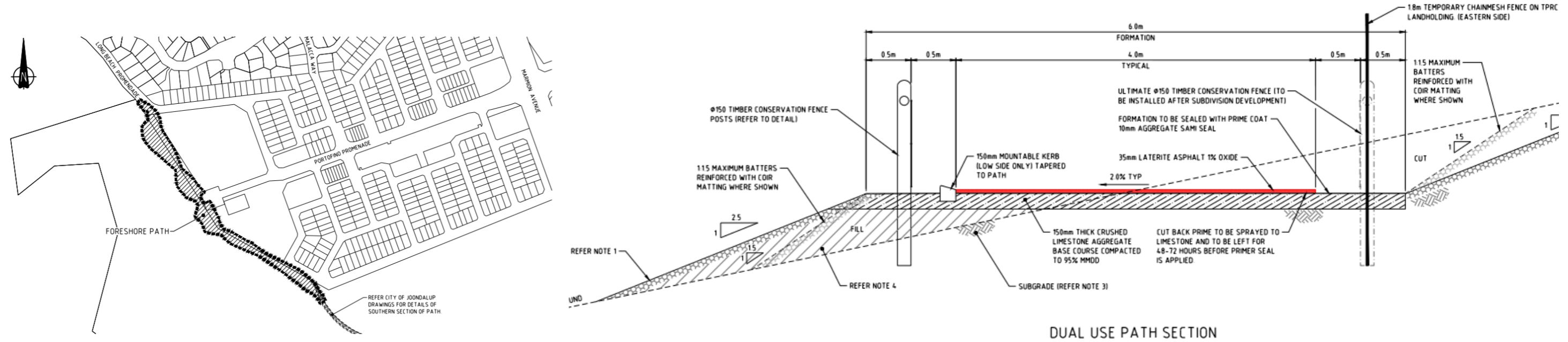
Appendix 9.11

PLAN 1

INDICATIVE ALIGNMENT BURNS BEACH TO MINDARIE DUAL USE PATH



PLAN 2 – COSSILL AND WEBLEY DESIGN & SPECIFICATIONS (EXTRACT)



LEGEND	
	EXISTING CONTOUR (1.0m INTERVAL)
	PROPOSED CONTOUR (0.5m INTERVAL)
	CADASTRAL BOUNDARY
	CLEARING BOUNDARY
	PROPOSED PATH EDGE
	PROPOSED PATH KERB
	PROPOSED PATH SHOULDER
	PROPOSED PATH INTERFACE WITH NSL
	PROPOSED LINEMARKING CONTINUOUS
	PROPOSED LINEMARKING DASHED
	EXISTING TREE TO REMAIN AND BE PROTECTED

<table border="1"> <tr> <td>A</td> <td>31.05.19</td> <td>JAE</td> <td>KCE</td> <td>ISSUED FOR APPROVAL</td> </tr> </table>	A	31.05.19	JAE	KCE	ISSUED FOR APPROVAL	<p>COPYRIGHT The concepts and information contained in this document are the Copyright of Cossill & Webley Pty Ltd. Use or copying of this document in whole or part without the written permission of Cossill & Webley Pty Ltd constitutes an infringement of copyright.</p> <p>This plan is not to be used for construction unless issued as revision 0 or higher</p>	<p>CW Cossill & Webley CONSULTING ENGINEERS</p> <p>Mailing Address: PO Box 580, Subiaco WA 6904 Street Address: B12 (Level 2) 431 Roberts Road, Subiaco WA 6008</p> <p>T (08) 9422 5800 F (08) 9422 5801 E admin@cosweb.com.au</p>	<p>CLIENT TAMALA PARK REGIONAL COUNCIL</p> <p>APPROVED: 31.05.19 DESIGNED: JAE</p> <p>SCALE: AS SHOWN</p>	<p>PROJECT CATALINA - FORESHORE PATH</p> <p>TITLE PLAN AND PROFILE</p> <p>Appendix Page 156 DRAWING No. 6037-FP-300</p>	<p>ORIGINAL SIZE A1</p>
A	31.05.19	JAE	KCE	ISSUED FOR APPROVAL						

Appendix 9.12

CONFIDENTIAL

Appendix 9.13

CONFIDENTIAL

Appendix 9.14

CONFIDENTIAL

Appendix 9.15

CONFIDENTIAL