



Ordinary Meeting of Council

Thursday, 15 February 2024

Agenda

Notice of Meeting

Councillors of the Catalina Regional Council are advised that a meeting will be held at the City of Stirling, 25 Cedric Street Stirling on Thursday 15 February 2024 at 6:00pm.

A handwritten signature in black ink, appearing to read 'Chris Adams', is positioned above the printed name.

CHRIS ADAMS
Chief Executive Officer

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

MEMBERSHIP

OWNER COUNCIL	MEMBER	ALTERNATE MEMBER
Town of Cambridge	Cr Jane Cutler	Cr Michael Le Page
City of Joondalup	Cr John Chester Cr Lewis Hutton	Cr Russ Fishwick Cr Phillip Vinciullo
City of Perth	Cr Brent Fleeton	Cr Viktor Ko
City of Stirling	Cr Tony Krsticevic Cr David Lagan Cr Suzanne Migdale Cr Karlo Perkov	Cr Teresa Onlow Cr Rob Papatde
Town of Victoria Park	Cr Claire Anderson	Cr Bronwyn Ife
City of Vincent	Cr Ashley Wallace	Cr Suzanne Worner
City of Wanneroo	Cr Helen Berry Cr Sonet Coetzee	Cr Phil Budworth Cr Vinh Nguyen

1. OFFICIAL OPENING
2. APOLOGIES AND LEAVE OF ABSENCE
3. DISCLOSURE OF INTERESTS
4. PUBLIC STATEMENT/QUESTION TIME
5. ANNOUNCEMENTS BY CHAIR (WITHOUT DISCUSSION)
6. PETITIONS
7. CONFIRMATION OF MINUTES
 - 7.1. CONFIRMATION OF MINUTES
8. BUSINESS ARISING FROM MINUTES
9. ADMINISTRATION REPORTS AS PRESENTED
 - 9.1. BUSINESS REPORT – AS AT 31 JANUARY 2024
 - 9.2. STATEMENT OF FINANCIAL ACTIVITY - DECEMBER 2023
 - 9.3. LIST OF MONTHLY ACCOUNTS SUBMITTED - DECEMBER 2023
 - 9.4. SALES AND SETTLEMENT REPORT – AS AT 31 JANUARY 2024
 - 9.5. PROJECT FINANCIAL REPORT - OCTOBER 2023
 - 9.6. PROJECT FINANCIAL REPORT - NOVEMBER 2023
 - 9.7. PROJECT FINANCIAL REPORT - DECEMBER 2023
10. COMMITTEE REPORTS
AUDIT and RISK COMMITTEE (8 FEBRUARY 2024)
 - 10.1. CRC FYE 2024 BUDGET REVIEW
 - 10.2. COMPLIANCE AUDIT RETURN 2023
11. ELECTED MEMBERS MOTIONS OF WHICH NOTICE HAS BEEN GIVEN
12. QUESTIONS BY ELECTED MEMBERS OF WHICH DUE NOTICE HAS BEEN GIVEN
13. URGENT BUSINESS APPROVED BY THE CHAIR
14. GENERAL BUSINESS
15. DECISION TO MOVE TO CONFIDENTIAL SESSION
 - 15.1. **CONFIDENTIAL:** CATALINA CENTRAL COMMERCIAL SITE (LOT 800 AVIATOR BOULEVARD) - DEVELOPMENT UPDATE
This item satisfies the requirements of Section 5.23 of the *Local Government Act 1995*, enabling it to be considered at a meeting, or part of a meeting, that is closed to members of the public, on the grounds that it deals with:
 - c) *A contract entered into, or which may be entered into, by the TPRC and which relates to a matter to be discussed at a meeting (section 5.23(2)(c)); and*
 - e) *A matter that if disclosed, would reveal –*
 - i) *Information that has a commercial value to a person; or*
 - ii) *Information about the business, professional, commercial, or financial affairs of a person.**where the information is held by, or is about, a person other than the TPRC (section 5.23(2)(e)).*
 - 15.2. **CONFIDENTIAL:** EXPRESSION OF INTEREST - DESIGN AND CONSTRUCTION OF THE CATALINA GREEN SUSTAINABILITY DEMONSTRATION HOME (EOI 01/2024)

This item satisfies the requirements of Section 5.23 of the *Local Government Act 1995*, enabling it to be considered at a meeting, or part of a meeting, that is closed to members of the public, on the grounds that it deals with:

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

16. FORMAL CLOSURE OF MEETING

7.1. CONFIRMATION OF MINUTES

Responsible Officer: Chief Executive Officer
Attachments: None
Voting Requirement: Simple Majority

Recommendation

That the Council CONFIRMS and the Chair signs the minutes from the Ordinary Meeting of Council held 7 December 2023 and the Special Meeting of Council held on 20 December 2023 as true and accurate records of proceedings.

9.1. BUSINESS REPORT – AS AT 31 JANUARY 2024

Responsible Officer: Project Manager
Attachments: 1. Comment - Business Report
Voting Requirement: Simple Majority

RECOMMENDATION

That the Council RECEIVES the Business Report as at 31 January 2024.

PURPOSE

This report provides information to the Council on key Project activities, programs and milestones.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

N/A

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

N/A

RISK MANAGEMENT IMPLICATIONS

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

This report provides information to ensure the Council is well informed on the progress of key components of the Catalina Project.

BACKGROUND

The business of the Council requires adherence to many legislative provisions, policies and procedures that aim at best practice. There are also many activities that do not need to be reported formally to the Council but will be of general interest to Council members and will also be of interest to the public who may, from time to time, refer to Council minutes. In the context of the above, a Business Report provides the opportunity to advise on activities that have taken place between meetings. The report will sometimes anticipate questions that may arise out of good governance concerns by Council members.

COMMENT

COMMENT

1. Civil Construction

The following tables detail the status of all current civil construction works to 31 January 2024. Highlights are as follows:

- Construction of Stage 38 in Catalina Green is in its final phases, with only the final bitumen seal of roads, installation of paths and final trim of lots to be completed. It is on track for practical completion to be achieved on 12 February 2024.
- Construction of Stage 39 in Catalina Green is progressing. Earthworks are complete and sewer, drainage, water, gas and retaining walls have commenced. Practical completion is anticipated in late April 2024.
- Bulk earthworks for Stages 41-43 in Catalina Green commenced in December 2023.

Stage 38		37 lots	
Contractor Possession of Site		24 May 2023	
Original Practical Completion Date		21 December 2023	
Revised Practical Completion Date		12 February 2024	
Construction Status			
Item	% Complete	Change since last report	Comments
Earthworks	100	0	
Sewer	100	5	
Drainage	100	0	
Water/Gas	100	40	
Power/Comms	95	95	
Walls	95	45	
Roads	70	70	



Stage 38 Civil Works in progress

Stage 39		60 lots	
Contractor Possession of Site		2 October 2023	
Original Practical Completion Date		5 April 2024	
Revised Practical Completion Date		25 April 2024	
Construction Status			
Item	% Complete	Change since last report	Comments
Earthworks	90	70	
Sewer	20	20	
Drainage	20	20	
Water/Gas	10	10	
Power/Comms	0	0	
Walls	0	0	
Roads	0	0	



Stage 41-43 Bulk Earthworks in progress

Civil works for Stage 41 (57 lots) were awarded in January 2024 and are expected to commence in early March 2024 following completion of the bulk earthworks.

It is expected that civil works for Stage 32 in Catalina Beach will be awarded in February 2024. This stage is to comprise of 38 residential lots and a lot for commercial development.

Engineering design is in progress for:

- Stage 42 civil works;
- Stage 43 civil works;
- The road connection to the future bus underpass to be constructed under Neerabup Road to Clarkson train station.

In respect to the bus underpass, the Perth Transport Authority is soon to consider the allocation of funds for its construction in the FYE 2025 budget. If funding is approved, completion of the underpass should occur in mid to late 2025, enabling the commencement of bus services through Catalina Green and the rest of Catalina in 2026.

2. Landscaping Works

The following tables detail the status of all current landscape construction works to 31 January 2023. Highlights are as follows:

- Progress of construction of the Catalina Beach Foreshore Park.
- Commencement of streetscape works in Stage 31, which primarily involves landscaping of the southern road verge and installation of fencing along the boundary to the coastal conservation reserve to the south of Catalina Beach.
- Award of the construction of streetscape works in Stages 37-39. These works will follow the completion of civil works and involve constructing the continuation of the landscaped Greenlink that will ultimately connect Clarkson train station to the beachfront, through the spine of Catalina.
- Finalisation of the design of the central park in Catalina Green. The 1.69ha park is to feature a playground, events space, existing tree retention and substantial tree and other vegetation planting. Earthworks are currently being completed as part of the Stage 39 civil works and it is anticipated that park construction will commence in May 2024.

Foreshore Park - Catalina Beach			
Project Budget		\$4,651,903	
Design and Approval		Status	
Detailed Design		Complete	
City of Wanneroo Works Approval		Issued – 5 September 2023	
CRC Works Award Approval		Issued – 27 September 2023	
Construction			
Contract Sum		\$4,472,234	
Contractor Possession of Site		23 October 2023	
Original Practical Completion Date		2 August 2024	
Revised Practical Completion Date		N/A	
Item	% Complete	Change since last report	Comments
Preliminaries	100	0	
Hardscape	30	25	Retaining walls and shade structures well progressed.
Softscape	0	0	
Consolidation	0	0	



Foreshore Park under construction

Stage 31 Streetscapes			
Project Budget		\$213,924	
Design and Approval		Status	
Detailed Design		Complete	
City of Wanneroo Works Approval		Issued – 5 September 2023	
CRC Works Award Approval		Issued – 28 August 2023 (Tender 01/2023)	
Construction			
Contract Sum		\$139,066	
Contractor Possession of Site		4 December 2023	
Original Practical Completion Date		31 March 2024	
Revised Practical Completion Date		N/A	
Item	% Complete	Change since last report	Comments
Preliminaries	100	new	
Hardscape	20	new	Fencing installation in progress.
Softscape	0	new	
Consolidation	0	new	Contract includes 13-week maintenance consolidation period.

Stage 37-39 Streetscapes			
Project Budget		\$928,406	
Design and Approval		Status	
Detailed Design		Complete	
City of Wanneroo Works Approval		Pending	
CRC Works Award Approval		Issued – 19 January 2024 (Tender 01/2023)	
Construction			
Contract Sum		\$918,603	
Contractor Possession of Site		To be determined (expected to be March 2023)	
Original Practical Completion Date		To be determined	
Revised Practical Completion Date		N/A	

Item	% Complete	Change since last report	Comments
Preliminaries	0	new	
Hardscape	0	new	
Softscape	0	new	
Consolidation	0	new	

3. Titles

Titles for 65 lots in Stage 31 in Catalina Beach were issued on 13 December 2023.



Stage 31 – Construction complete and Titles issued.

The next titles to issue will be for the 21 cottage lots constructed in Stage 36 in Catalina Green in late February 2024, followed by titles for Stage 38 in mid-March 2024.

4. Housing Construction

The following table provides an overview of the current progress of housing construction in Catalina to 31 January 2024. Substantial building activity has continued in recent months. 1,380 residential lots have now been titled in Catalina, with 1,134 homes completed and 123 currently being constructed. The first homes to be completed in Catalina Green have had residents move in during January 2024.

Stage	Residential Lots	Homes Completed	Homes Under Construction	Lots Vacant
Stages 1-15, 17A, 17B, 18A	881	924*	0	2
Stage 16A	17	16	1	0
Stage 17B	36	35	1	0

Stage 17C	1	0	0	1
Stage 18B	31	30	0	1
Stage 18C	28	2	22	4
Stage 25	59	56	3	0
Stage 26	38	35	2	1
Stage 27A	20	10	9	1
Stage 27B	23	14	7	2
Stage 28	34	27	5	2
Stage 29	43	0	10	33
Stage 30	35	14	14	7
Stage 31	65	0	0	65
Stage 36	57	6	30	21
Stage 37	48	0	20	28
Total	1,380	1,134	123	168
Change since 30/10/23	+65	+21	+1	+43
<i>*The number of Homes Completed exceed the number of Residential Lots due to grouped housing developments on 11 lots.</i>				

5. Special Development Sites

Connolly Drive, Catalina Green

The Stage 36 civil works in Catalina Green included a 2ha commercial centre site located at the intersection of Connolly Drive and Expedition Drive. A tender for the sale of the site was awarded by the Council at its meeting of 17 February 2022 to Lightpoint Nominees Pty Ltd. Settlement of the sale of the site to Lightpoint was executed on 6 April 2023.

Lightpoint has obtained City of Wanneroo approval of a Local Development Plan, which sets parameters for development of the site, and is now preparing a development application. It has advised of its intention to commence construction in 2024.

Aviator Boulevard/Roulettes Parade Local Centre, Catalina Central

Stage 1 of the development of the Catalina Central commercial site comprised of a childcare centre was completed in May 2022. Stage 2 will include several shop tenancies (300m² nett lettable area) and a 170m² café. The Council at its meeting of 7 December 2023 considered a report in relation to the extended timeframe for completion of Stage 2. An update on this matter is provided in Item 15.1.

Rathmines Street, Catalina Central

A tender for the sale of proposed Lot 341 Rathmines Street, located on the corner of Aviator Boulevard and Connolly Drive in Catalina Central was awarded by the Council on 29 September 2022 to Accord Property. The contract for sale provides for Accord to undertake due diligence, including obtaining development approval and an agreement to lease, before confirming the purchase.

The due diligence period expires on 12 February 2024 and is understood to be on-track, enabling settlement of the sale to occur in March 2024.

Catalina Green Display Village

Sales contracts have been received for seven display village lots (Lots 3023 to 3029) and are expected to be executed in mid-February 2024. Settlement of the sales should occur in mid-March 2024. Assuming commencement of construction of the display homes in May 2024 and a nine-month construction timeframe, the Display Village should open in early 2025. It is expected to operate for approximately three years.



Catalina Green Sustainability Demonstration Home

Expressions of interest were sought in January 2024 from builders for the design and construction of a sustainability demonstration home on Lot 3022 as part of the proposed Catalina Green Display Village. The home is intended to showcase possible sustainability inclusions in a new home-build and aligns with the Council’s vision of developing a sustainable, environmentally friendly estate. Additionally, it is to be used as a sales office, enabling the disposal of the existing sales office in Catalina Beach.

A separate report on this matter is provided in Item 9.8.

Catalina Beach Commercial Node

Project planning for the 2,257m² commercial site to be developed in Stage 32 has commenced and will identify options for structuring the approach to the design, construction and divestment of the development, which will be discussed at the next Strategic and Project Advisory meeting to be held on 21 March 2024.

6. Acquisition of WAPC Land – Portion of Lot 711

A 10.2209 ha area in the north-eastern corner of the Catalina Estate (known as portion of Lot 711) is owned by the State Government and has long been identified for inclusion in the Catalina Project area.



The required land is currently part of the Neerabup National Park and needs to be excised from the Park to enable its transfer from the Western Australian Planning Commission to the member Councils. The *Land Administration Act (1997)* classifies Neerabup National Park as an A Class Reserve and requires an excision of this extent to be included in a Reserve Bill that needs to progress through both Houses of Parliament.

A Reserve Bill proposing excision of portion of Lot 711 progressed through the Legislative Assembly in October 2023 and the Legislative Council in November 2023. Formal gazettal of the excision is anticipated in March 2024.

Discussion with the State Government on the sale process commenced in December 2023. The CRC and the State Government are currently obtaining their own valuations of the land as a starting point for sale negotiations.

9.2. STATEMENT OF FINANCIAL ACTIVITY - DECEMBER 2023

Responsible Officer: Chief Executive Officer
Attachments: 1. Attachment - SOFA (Dec)
2. Attachment - Monthly Investment Summary (Dec)
Voting Requirement: Simple Majority

RECOMMENDATION

That the Council **RECEIVES** and **NOTES** the Statement of Financial Activity for the month ending 31 December 2023.

PURPOSE

Submission of the Statement(s) of Financial Activity required under the *Local Government Act 1995*.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

- *Local Government Act 1995*: Sect 6.4(1): Financial Report Required
- *Local Government (Financial Management) Regulations 1996*: Regulation 34 Composition of Report
- *Local Government (Financial Management) Regulations 1996*: Regulation 34 (5) Material Variance Reports
- *Local Government (Audit) Regulations 1996*: Regulation 14 Compliance Audit Item

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

N/A

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 8	Risk Rating:
CRC Operations - Financial Management of CRC.	Low

Action:

Preparation and reporting on monthly accounts for Council approval.

The submission of the Statement(s) of Financial Activity is required under the *Local Government Act 1995* and necessary to ensure transparency and governance of financial activity.

BACKGROUND

It is a mandatory requirement that the Council receives, reviews and records in the Regional Council's public minutes a statement of financial activity showing annual budget estimates and the figures for budget estimates, income and expenditure and variances at the end of each month. The report is also to show the composition of assets and other relevant information.

COMMENT

The detailed Statements contained in the attachment reflect the budget proposals and direction adopted by the Council.

Of note, the total equity position increased over the month from \$54.87M to \$39.54M, a decrease of \$15.26M, mainly as a result of the dividend distribution payment in December.

The information in the attachments is summarised in the tables following.

Financial Snapshot as at 31 December 2023

	2023-24	2023-24	2023-24	Variance		Variance
	Adopted BUDGET	Budget YTD	Actual YTD	Favourable	Unfavourable	
REVENUE	\$	\$	\$	\$	\$	%
Interest Earnings	2,115,000	1,057,080	1,217,768	160,688		15.20%
Other Revenue	0	0	0			
	\$2,115,000	\$1,057,080	\$1,217,768	\$160,688	\$0	
LESS EXPENDITURE						
Depreciation	(43,932)	(17,728)	(17,728)			
Employee Costs	(727,668)	(368,486)	(356,349)	12,137		3.29%
Insurance	(23,302)	(23,302)	(20,587)	2,715		11.65%
Finance Costs	(2,691)	(1,457)	(1,457)			
Materials and Contracts	(277,100)	(124,202)	(124,242)		(40)	-0.03%
Other	(170,464)	(85,234)	(84,066)	1,168		1.37%
Utilities	(5,000)	0	0			
Members Equity						
Income Sale of Lots - Subdivisions	40,078,630	14,940,339	19,578,032	4,637,693		31.04%
Land Production Costs	(24,619,525)	(19,278,596)	(10,618,798)	8,659,798		44.92%
GST Withheld Member Councils	(2,863,004)	(1,067,258)	(1,384,495)		(317,237)	-29.72%
Profit distribution/Contributions Returned	(20,057,000)	(10,000,000)	(15,484,216)		(5,484,216)	-54.84%
	(\$8,711,056)	(\$16,025,924)	(\$8,513,906)	\$13,313,511	(\$5,801,493)	
Total Change in Equity	(\$6,596,056)	(\$14,968,844)	(\$7,296,138)	\$13,474,199	(\$5,801,493)	

Statement of Financial Position as at 31 December 2023

	Actual 2022-23 \$	Actual 2023-24 \$	Variance \$	Variance %
Current assets				
Cash and cash equivalents	43,645,428	36,034,844	(7,610,584)	-17.44%
Trade and other receivables	1,221,521	1,238,249	16,728	1.37%
Total current assets	44,866,949	37,273,093	(7,593,856)	-16.9%
Non-current assets				
Inventories	2,515,000	2,515,000	0	0.00%
Right of use assets	125,157	107,429	(17,728)	-14.16%
Property, plant and equipment	0	0	0	0.00%
Total non-current assets	2,640,157	2,622,429	(17,728)	-0.67%
Total assets	47,507,106	39,895,522	(7,611,584)	-16.02%
Current liabilities				
Trade and other payables	490,811	192,860	297,951	60.71%
Lease Liabilities	35,214	17,719	17,495	49.68%
Provisions	27,532	27,532	0	0.00%
Total current liabilities	553,557	238,111	315,446	57.0%
Non-current liabilities				
Lease Liabilities	93,832	93,832	0	0.00%
Provisions	19,795	19,795	0	0.00%
Total non-current liabilities	113,627	113,627	0	0.00%
Total liabilities	667,184	351,738	315,446	47.28%
Net assets	46,839,922	39,543,784	(7,296,138)	-15.58%

Investment Summary as at 31 December 2023

Cash Accounts									
	Face Value (\$)	Current Rate (%)	Institution	Credit Rating			Current Value (\$)	Deal No.	
	650,470.96	4.3706%	Macquarie Bank	A+			650,470.96	541301	
	650,470.96	4.3706%					650,470.96		
Term Deposits									
Maturity Date	Face Value (\$)	Current Rate (%)	Institution	Credit Rating	Purchase Price (\$)	Purchase Date	Current Value (\$)	Deal No.	Accrued Interest (\$)
Jan-24	2,000,000.00	4.4900%	Commonwealth Bank of Australia	AA-	2,000,000.00	Jan-23	2,084,141.37	543716	84,141.37
Feb-24	1,004,763.01	4.9500%	Westpac Group	AA-	1,004,763.01	Feb-23	1,023,839.74	543888	19,076.73
Feb-24	1,009,374.25	5.0500%	Westpac Group	AA-	1,009,374.25	Feb-23	1,027,808.47	543853	18,434.22
Mar-24	2,000,000.00	4.8600%	Westpac Group	AA-	2,000,000.00	May-23	2,061,249.32	544120	61,249.32
Apr-24	2,000,000.00	5.4700%	Suncorp Bank	A+	2,000,000.00	Jul-23	2,050,054.25	544321	50,054.25
May-24	3,000,000.00	5.0500%	AMP Bank	BBB	3,000,000.00	May-23	3,100,861.64	544062	100,861.64
May-24	1,500,000.00	5.1000%	AMP Bank	BBB	1,500,000.00	May-23	1,548,205.48	544099	48,205.48
May-24	1,000,000.00	5.5500%	AMP Bank	BBB	1,000,000.00	Jul-23	1,024,176.71	544338	24,176.71
May-24	3,000,000.00	4.9900%	National Australia Bank	AA-	3,000,000.00	May-23	3,088,179.45	544137	88,179.45
Jun-24	2,500,000.00	5.4800%	Suncorp Bank	A+	2,500,000.00	Jun-23	2,575,068.49	544204	75,068.49
Jun-24	2,000,000.00	5.1400%	Westpac Group	AA-	2,000,000.00	Oct-23	2,021,686.58	544589	21,686.58
Jun-24	1,500,000.00	5.3200%	Westpac Group	AA-	1,500,000.00	Sep-23	1,522,081.64	544522	22,081.64
Jun-24	2,500,000.00	5.5900%	Westpac Group	AA-	2,500,000.00	Jun-23	2,573,895.21	544220	73,895.21
Jun-24	1,000,000.00	5.3400%	Westpac Group	AA-	1,000,000.00	Sep-23	1,014,191.23	544529	14,191.23
Jun-24	2,000,000.00	5.4000%	Commonwealth Bank of Australia	AA-	2,000,000.00	Aug-23	2,038,465.75	544422	38,465.75
Jul-24	5,000,000.00	5.5100%	Commonwealth Bank of Australia	AA-	5,000,000.00	Aug-23	5,108,690.41	544377	108,690.41
	33,014,137.26	5.2298%			33,014,137.26		33,862,595.74		848,458.48

12 January 2024

Mr Chris Adams
Chief Executive Officer
Catalina Regional Council
PO Box 655
INNALOO WA 6918

Dear Chris

COMPILATION REPORT TO CATALINA REGIONAL COUNCIL

We have compiled the accompanying special purpose financial report of Catalina Regional Council which comprise the statement of financial position as at 31 December 2023, the statement of financial activity, notes providing statement of financial activity supporting information, explanation of material variances for the year then ended and a summary of material accounting policy information. These have been prepared in accordance with *Local Government Act 1995* and associated regulations as described in Note 1 to the financial report. The specific purpose for which the special purpose financial statements have been prepared is also set out in Note 1 of the financial report. We have provided the supplementary information of Catalina Regional Council as at 31 December 2023 and for the period then ended based on the records of the Catalina Regional Council.

THE RESPONSIBILITY OF CATALINA REGIONAL COUNCIL

The CEO of Catalina Regional Council is solely responsible for information contained in the special purpose financial report and supplementary information, the reliability, accuracy and completeness of the information and for the determination that the basis of accounting used is appropriate to meet their needs and for the purpose that the financial report was prepared.

OUR RESPONSIBILITY

On the basis of information provided by Catalina Regional Council we have compiled the accompanying special purpose financial report in accordance with the requirements of *APES 315 Compilation of Financial Information* and the *Local Government Act 1995*, associated regulations and to the extent that they are not inconsistent with the *Local Government Act 1995*, the Australian Accounting Standards.

We have applied our expertise in accounting and financial reporting to compile these financial statements in accordance with the basis of accounting described in Note 1 to the financial report except for the matters of non-compliance with the basis of preparation identified with Note 1 of the financial report. We have complied with the relevant ethical requirements of *APES 110 Code of Ethics for Professional Accountants*.

Supplementary information attached to the financial report has been extracted from the records of Catalina Regional Council and information presented in the special purpose financial report.

ASSURANCE DISCLAIMER

Since a compilation engagement is not an assurance engagement, we are not required to verify the reliability, accuracy or completeness of the information provided to us by management to compile these financial statements. Accordingly, we do not express an audit opinion or a review conclusion on these financial statements.

The special purpose financial report was compiled exclusively for the benefit of Catalina Regional Council who are responsible for the reliability, accuracy and completeness of the information used to compile them. Accordingly, the special purpose financial report may not be suitable for other purposes. We do not accept responsibility for the contents of the special purpose financial report.

Russell Barnes
Director
[Moore Australia \(WA\) Pty Ltd](http://www.moore-australia.com.au)

CATALINA REGIONAL COUNCIL

MONTHLY FINANCIAL REPORT

(Containing the required statement of financial activity and statement of financial position)
For the period ended 31 December 2023

LOCAL GOVERNMENT ACT 1995
LOCAL GOVERNMENT (FINANCIAL MANAGEMENT) REGULATIONS 1996

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**CATALINA REGIONAL COUNCIL
STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD ENDED 31 DECEMBER 2023**

	Adopted Budget Estimates	YTD Budget Estimates	YTD Actual	Variance* \$ (c) - (b)	Variance* % ((c) - (b))/(b)	Var.
Note	(a) \$	(b) \$	(c) \$			
OPERATING ACTIVITIES						
Revenue from operating activities						
Interest revenue	2,115,000	1,057,080	1,217,766	160,686	15.20%	▲
	2,115,000	1,057,080	1,217,766	160,686	15.20%	
Expenditure from operating activities						
Employee costs	(727,668)	(368,486)	(356,349)	12,137	3.29%	▲
Materials and contracts	(277,100)	(124,202)	(124,242)	(40)	(0.03%)	
Utility charges	(5,000)	0	0	0	0.00%	
Depreciation	(43,932)	(17,728)	(17,728)	0	0.00%	
Finance costs	(2,691)	(1,457)	(1,457)	0	0.00%	
Insurance	(23,302)	(23,302)	(20,587)	2,715	11.65%	▲
Other expenditure	(170,464)	(85,234)	(84,064)	1,170	1.37%	
	(1,250,157)	(620,409)	(604,427)	15,982	2.58%	
Non-cash amounts excluded from operating activities	3(b) 43,932	17,728	17,728	0	0.00%	
Amount attributable to operating activities	908,775	454,399	631,067	176,668	38.88%	
FINANCING ACTIVITIES						
Inflows from financing activities						
Proceeds from member contributions	2 40,078,630	14,940,339	19,578,032	4,637,693	31.04%	▲
	40,078,630	14,940,339	19,578,032	4,637,693	31.04%	
Outflows from financing activities						
Payments for principal portion of lease liabilities	(34,966)	(17,482)	(17,495)	(13)	(0.07%)	
Payments of member contributions	2 (24,619,525)	(19,278,596)	(10,618,798)	8,659,798	44.92%	▲
Payments of GST withheld	2 (2,863,004)	(1,067,258)	(1,384,495)	(317,237)	(29.72%)	▼
Payments return of contribution	2 (57,000)	0	(437,824)	(437,824)	0.00%	▼
Payments return of equity	2 (20,000,000)	(10,000,000)	(15,000,000)	(5,000,000)	(50.00%)	▼
Payments from rates equivalent	2 0	0	(46,392)	(46,392)	0.00%	▼
	(47,574,495)	(30,363,336)	(27,505,004)	2,858,332	9.41%	
Amount attributable to financing activities	(7,495,865)	(15,422,997)	(7,926,972)	7,496,025	48.60%	
MOVEMENT IN SURPLUS OR DEFICIT						
Surplus or deficit at the start of the financial year	44,366,996	44,366,996	44,348,606	(18,390)	(0.04%)	▼
Amount attributable to operating activities	908,775	454,399	631,067	176,668	38.88%	▲
Amount attributable to financing activities	(7,495,865)	(15,422,997)	(7,926,972)	7,496,025	48.60%	▲
Surplus or deficit after imposition of general rates	37,779,906	29,398,398	37,052,701	7,654,303	26.04%	▲

KEY INFORMATION

▲ ▼ Indicates a variance between Year to Date (YTD) Budget and YTD Actual data as per the adopted materiality threshold.

* Refer to Note 4 for an explanation of the reasons for the variance.

This statement is to be read in conjunction with the accompanying Financial Statements and Notes.

**CATALINA REGIONAL COUNCIL
STATEMENT OF FINANCIAL POSITION
FOR THE PERIOD ENDED 31 DECEMBER 2023**

	30 June 2023	31 December 2023
	\$	\$
CURRENT ASSETS		
Cash and cash equivalents	43,645,428	36,034,844
Trade and other receivables	1,217,086	1,233,449
Other assets	10,800	4,800
TOTAL CURRENT ASSETS	44,873,314	37,273,093
NON-CURRENT ASSETS		
Right-of-use assets	125,157	107,429
Investment property	2,515,000	2,515,000
TOTAL NON-CURRENT ASSETS	2,640,157	2,622,429
TOTAL ASSETS	47,513,471	39,895,522
CURRENT LIABILITIES		
Trade and other payables	497,176	192,860
Lease liabilities	35,214	17,719
Employee related provisions	27,532	27,532
TOTAL CURRENT LIABILITIES	559,922	238,111
NON-CURRENT LIABILITIES		
Lease liabilities	93,832	93,832
Employee related provisions	19,795	19,795
TOTAL NON-CURRENT LIABILITIES	113,627	113,627
TOTAL LIABILITIES	673,549	351,738
NET ASSETS	46,839,922	39,543,784
EQUITY		
Retained surplus	1,390,886	2,004,225
Contributed equity	45,449,036	37,539,559
TOTAL EQUITY	46,839,922	39,543,784

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

NOTES TO THE STATEMENT OF FINANCIAL ACTIVITY FOR THE PERIOD ENDED 31 DECEMBER 2023

1 BASIS OF PREPARATION AND SIGNIFICANT ACCOUNTING POLICIES

BASIS OF PREPARATION

This prescribed financial report has been prepared in accordance with the *Local Government Act 1995* and accompanying regulations.

Local Government Act 1995 requirements

Section 6.4(2) of the *Local Government Act 1995* read with the *Local Government (Financial Management) Regulations 1996*, prescribe that the financial report be prepared in accordance with the *Local Government Act 1995* and, to the extent that they are not inconsistent with the *Local Government Act 1995*, the Australian Accounting Standards. The Australian Accounting Standards (as they apply to local governments and not-for-profit entities) and Interpretations of the Australian Accounting Standards Board were applied where no inconsistencies exist.

The *Local Government (Financial Management) Regulations 1996* specify that vested land is a right-of-use asset to be measured at cost, and is considered a zero cost concessionary lease. All right-of-use assets under zero cost concessionary leases are measured at zero cost rather than at fair value, except for vested improvements on concessionary land leases such as roads, buildings or other infrastructure which continue to be reported at fair value, as opposed to the vested land which is measured at zero cost. The measurement of vested improvements at fair value is a departure from AASB 16 *Leases* which would have required the Regional Council to measure any vested improvements at zero cost.

Local Government (Financial Management) Regulations 1996, regulation 34 prescribes contents of the financial report. Supporting information does not form part of the financial report.

Accounting policies which have been adopted in the preparation of this financial report have been consistently applied unless stated otherwise. Except for cash flow and rate setting information, the financial 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.

THE LOCAL GOVERNMENT REPORTING ENTITY

All funds through which the Regional Council controls resources to carry on its functions have been included in the financial statements forming part of this financial report.

All monies held in the Trust Fund are excluded from the financial statements.

Judgements and estimates

The preparation of a financial report in conformity with Australian Accounting Standards requires management to make judgements, estimates and assumptions that effect the application of policies and reported amounts of assets and liabilities, income and expenses.

The estimates and associated assumptions are based on historical experience and various other factors believed to be reasonable under the circumstances; the results of which form the basis of making the judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The balances, transactions and disclosures impacted by accounting estimates are as follows:

- estimated fair value of certain financial assets
- impairment of financial assets
- estimation of fair values of land and buildings and infrastructure
- estimation uncertainties made in relation to lease accounting
- estimated fair value of provisions

SIGNIFICANT ACCOUNTING POLICES

Significant accounting policies utilised in the preparation of these statements are as described within the 2023-24 Annual Budget. Please refer to the adopted budget document for details of these policies.

PREPARATION TIMING AND REVIEW

Date prepared: All known transactions up to 12 January 2024

**CATALINA REGIONAL COUNCIL
NOTES TO THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD ENDED 31 DECEMBER 2023**

2 CONTRIBUTED EQUITY

Movement in Financing Activities as Represented by:

	Land Sales Year to Date 31 December 2023	Development Expenses Year to Date 31 December 2023	Return of Contribution Year to Date 31 December 2023	Return of Equity Year to Date 31 December 2023	Rates Equivalent Year to Date 31 December 2023	GST Withheld Year to Date 31 December 2023	Total Movement Year to Date 31 December 2023
Town of Victoria Park	\$ 1,631,503	\$ (884,900)	\$ (36,485)	\$ (1,250,000)	\$ (3,866)	\$ (115,375)	\$ (659,123)
City of Perth	1,631,503	(884,900)	(36,485)	(1,250,000)	(3,866)	(115,375)	(659,123)
Town of Cambridge	1,631,503	(884,900)	(36,485)	(1,250,000)	(3,866)	(115,375)	(659,123)
City of Joondalup	3,263,005	(1,769,800)	(72,971)	(2,500,000)	(7,732)	(230,749)	(1,318,247)
City of Wanneroo	3,263,005	(1,769,800)	(72,971)	(2,500,000)	(7,732)	(230,749)	(1,318,247)
Town of Vincent	1,631,503	(884,900)	(36,485)	(1,250,000)	(3,866)	(115,375)	(659,123)
City of Stirling	6,526,010	(3,539,598)	(145,942)	(5,000,000)	(15,464)	(461,497)	(2,636,491)
Total	19,578,032	(10,618,798)	(437,824)	(15,000,000)	(46,392)	(1,384,495)	(7,909,477)

Land Sales Adopted	Development Expenses Adopted	Return of Contribution Adopted	Return of Equity Adopted	Rates Equivalent Adopted	GST Withheld Adopted	Total Movement Adopted
\$ 3,339,886	\$ (2,051,627)	\$ (4,750)	\$ (1,666,667)	\$ 0	\$ (238,584)	\$ (621,742)
3,339,886	(2,051,627)	(4,750)	(1,666,667)	0	(238,584)	(621,742)
3,339,886	(2,051,627)	(4,750)	(1,666,667)	0	(238,584)	(621,742)
6,679,772	(4,103,254)	(9,500)	(3,333,333)	0	(477,167)	(1,243,482)
6,679,772	(4,103,254)	(9,500)	(3,333,333)	0	(477,167)	(1,243,482)
3,339,886	(2,051,627)	(4,750)	(1,666,667)	0	(238,584)	(621,742)
13,359,542	(8,206,509)	(19,000)	(6,666,666)	0	(954,334)	(2,486,967)
40,078,630	(24,619,525)	(57,000)	(20,000,000)	0	(2,863,004)	(7,460,899)

Movement in Total Equity Represented by:

	Contributed Equity 30 Jun 2023	Movement in Contributed Equity	Contributed Equity 31 Dec 2023	Retained Surplus 30 Jun 2023	Net Result 31 Dec 2023	Retained Surplus 31 Dec 2023
Town of Victoria Park	\$ 3,787,185	\$ (659,123)	\$ 3,128,062	\$ 115,907	\$ 51,112	\$ 167,019
City of Perth	3,787,185	(659,123)	3,128,062	115,907	51,112	167,019
Town of Cambridge	3,787,185	(659,123)	3,128,062	115,907	51,112	167,019
City of Joondalup	7,574,370	(1,318,247)	6,256,123	231,814	102,223	334,037
City of Wanneroo	7,574,370	(1,318,247)	6,256,123	231,814	102,223	334,037
Town of Vincent	3,787,185	(659,123)	3,128,062	115,907	51,112	167,019
City of Stirling	15,151,556	(2,636,491)	12,515,065	463,630	204,445	668,075
Total	45,449,036	(7,909,477)	37,539,559	1,390,886	613,339	2,004,225

**CATALINA REGIONAL COUNCIL
NOTES TO THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD ENDED 31 DECEMBER 2023**

3 STATEMENT OF FINANCIAL ACTIVITY INFORMATION

(a) Net current assets used in the Statement of Financial Activity

	Adopted Budget Opening 30 June 2023	Last Year Closing 30 June 2023	Year to Date 31 December 2023
Current assets	\$	\$	\$
Cash and cash equivalents	1,612,598	43,645,428	36,034,844
Trade and other receivables	1,217,086	1,217,086	1,233,449
Other financial assets	42,032,830	0	0
Other assets	10,800	10,800	4,800
	<u>44,873,314</u>	<u>44,873,314</u>	<u>37,273,093</u>
Less: current liabilities			
Trade and other payables	(478,786)	(497,176)	(192,860)
Lease liabilities	(34,966)	(35,214)	(17,719)
Employee related provisions	(27,532)	(27,532)	(27,532)
	<u>(541,284)</u>	<u>(559,922)</u>	<u>(238,111)</u>
Net current assets	44,332,030	44,313,392	37,034,982
Less: Total adjustments to net current assets			
Closing funding surplus / (deficit)	3(c) 34,966	35,214	17,719
	<u>44,366,996</u>	<u>44,348,606</u>	<u>37,052,701</u>

(b) Non-cash amounts excluded from operating activities

The following non-cash revenue and expenditure has been excluded from operating activities within the Statement of Financial Activity in accordance with *Financial Management Regulation 32*.

	Adopted Budget	YTD Budget (a)	YTD Actual (b)
Non-cash amounts excluded from operating activities	\$	\$	\$
Adjustments to operating activities			
Add: Depreciation	43,932	17,728	17,728
Total non-cash amounts excluded from operating activities	43,932	17,728	17,728

(c) Current assets and liabilities excluded from budgeted deficiency

The following current assets and liabilities have been excluded from the net current assets used in the Statement of Financial Activity in accordance with *Financial Management Regulation 32* to agree to the surplus/(deficit) after imposition of general rates.

	Adopted Budget Opening 30 June 2023	Last Year Closing 30 June 2023	Year to Date 31 December 2023
Adjustments to net current assets	\$	\$	\$
Add: Current liabilities not expected to be cleared at the end of the year:			
- Current portion of lease liabilities	34,966	35,214	17,719
Total adjustments to net current assets	3(a) 34,966	35,214	17,719

CURRENT AND NON-CURRENT CLASSIFICATION

In the determination of whether an asset or liability is current or non-current, consideration is given to the time when each asset or liability is expected to be settled. Unless otherwise stated assets or liabilities are classified as current if expected to be settled within the next 12 months, being the Council's operational cycle.

**CATALINA REGIONAL COUNCIL
NOTES TO THE STATEMENT OF FINANCIAL ACTIVITY
FOR THE PERIOD ENDED 31 DECEMBER 2023**

4 EXPLANATION OF MATERIAL VARIANCES

The material variance thresholds are adopted annually by Council as an indicator of whether the actual expenditure or revenue varies from the year to date actual materially.

The material variance adopted by Council for the 2023-24 year is \$5,000 or 10.00% whichever is the greater.

Description	Var. \$	Var. %	
	\$	%	
Revenue from operating activities			
Interest revenue	160,686	15.20%	▲
Interest earned on investments is higher than expected for the YTD.			
Expenditure from operating activities			
Employee costs	12,137	3.29%	▲
Employee costs are profiled as 6/12th of the annual budget. The actual exceeds the budget due to back pays made in July 2023.			
Insurance	2,715	11.65%	▲
Estimated premiums were lower than expected.			
Inflows from financing activities			
Proceeds from member contributions	4,637,693	31.04%	▲
Proceeds from land sales yet to be received.			
Outflows from financing activities			
Payments of member contributions	8,659,798	44.92%	▲
Repayment of member contributions not made.			
Payments of GST withheld	(317,237)	(29.72%)	▼
GST withheld on land sales.			
Payments return of contribution	(437,824)	0.00%	▼
Repayment of member contribution.			
Payments return of equity	(5,000,000)	(50.00%)	▼
Repayment of member equity.			
Payments from rates equivalent	(46,392)	0.00%	▼
City of Joondalup rates equivalent for the 2023/24 financial year. City of Perth rates equivalent for the 2023/24 financial year.			
Surplus or deficit at the start of the financial year	(18,390)	(0.04%)	▼
Will be adjusted at budget review.			
Surplus or deficit after imposition of general rates	7,654,303	26.04%	▲
Due to variances described above			

**CATALINA REGIONAL COUNCIL
SUPPLEMENTARY INFORMATION**

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**CATALINA REGIONAL COUNCIL
SUPPLEMENTARY INFORMATION
FOR THE PERIOD ENDED 31 DECEMBER 2023**

1 CASH AND FINANCIAL ASSETS

Description	Classification	Unrestricted \$	Restricted \$	Total Cash and Financial Assets \$	Institution	Interest Rate	Maturity Date
Municipal bank	Cash and cash equivalents	1,720,289	0	1,720,289	Westpac	Nil	Nil
Settlement Proceeds	Cash and cash equivalents	649,947	0	649,947	Westpac	1.35%	Nil
Cash Management	Cash and cash equivalents	314	0	314	Macquarie	3.00%	Nil
Accelerator	Cash and cash equivalents	650,157	0	650,157	Macquarie	4.75%	Nil
Term Deposit	Financial assets at amortised cost	2,000,000	0	2,000,000	CBA	4.49%	01/2024
Term Deposit 2949	Financial assets at amortised cost	1,004,763	0	1,004,763	Westpac	4.95%	02/2024
Term Deposit	Financial assets at amortised cost	1,009,374	0	1,009,374	Westpac	5.05%	02/2024
Term Deposit	Financial assets at amortised cost	2,000,000	0	2,000,000	Westpac	4.86%	03/2024
Term Deposit	Financial assets at amortised cost	1,500,000	0	1,500,000	AMP	5.10%	04/2024
Term Deposit 6485	Financial assets at amortised cost	2,000,000	0	2,000,000	Suncorp	5.47%	04/2024
Term Deposit 2537	Financial assets at amortised cost	1,000,000	0	1,000,000	AMP	5.55%	05/2024
Term Deposit	Financial assets at amortised cost	3,000,000	0	3,000,000	AMP	5.05%	05/2024
Term Deposit	Financial assets at amortised cost	3,000,000	0	3,000,000	NAB	4.99%	05/2024
Term Deposit 6256	Financial assets at amortised cost	2,500,000	0	2,500,000	Suncorp	5.48%	06/2024
Term Deposit 1023	Financial assets at amortised cost	2,500,000	0	2,500,000	Westpac	5.59%	06/2024
Term Deposit	Financial assets at amortised cost	5,000,000	0	5,000,000	CBA	5.10%	06/2024
Term Deposit	Financial assets at amortised cost	2,000,000	0	2,000,000	CBA	5.40%	06/2024
Term Deposit 8183	Financial assets at amortised cost	1,500,000	0	1,500,000	Westpac	5.32%	06/2024
Term Deposit 3660	Financial assets at amortised cost	1,000,000	0	1,000,000	Westpac	5.34%	06/2024
Term Deposit	Financial assets at amortised cost	2,000,000	0	2,000,000	Westpac	5.14%	06/2024
Total		36,034,844	0	36,034,844			
Comprising							
Cash and cash equivalents		3,020,707	0	3,020,707			
Financial assets at amortised cost		33,014,137	0	33,014,137			
		36,034,844	0	36,034,844			

KEY INFORMATION

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

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

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

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

2 RECEIVABLES

Receivables - general	Credit	Current	30 Days	60 Days	90+ Days	Total
	\$	\$	\$	\$	\$	\$
Receivables - general	0	236,280	24,727	33,024	49,604	343,635
Percentage	0.0%	68.8%	7.2%	9.6%	14.4%	
Balance per trial balance						
Trade receivables						343,635
Accrued interest						889,814
Total receivables general outstanding						1,233,449

Amounts shown above include GST (where applicable)

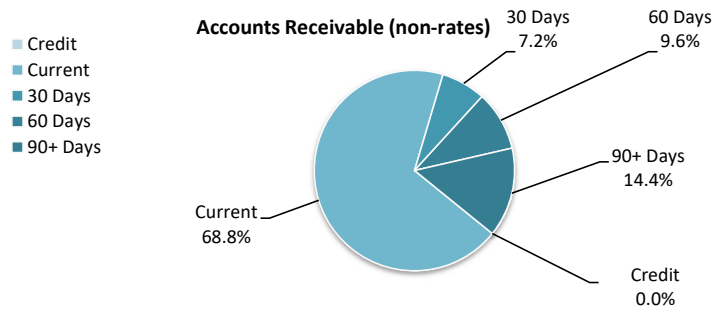
KEY INFORMATION

Trade and other receivables include amounts due from third parties for goods sold and services performed in the ordinary course of business. Trade receivables are recognised at original invoice amount less any allowances for uncollectable amounts (i.e. impairment). The carrying amount of net trade receivables is equivalent to fair value as it is due for settlement within 30 days.

Classification and subsequent measurement

Receivables which are generally due for settlement within 30 days except rates receivables which are expected to be collected within 12 months are classified as current assets.

Trade and other receivables are held with the objective to collect the contractual cashflows and therefore the Regional Council measures them subsequently at amortised cost using the effective interest rate method.



3 OTHER CURRENT ASSETS

Other current assets	Opening Balance 1 July 2023	Asset Increase	Asset Reduction	Closing Balance 31 December 2023
	\$	\$	\$	\$
Other assets				
Funds held by Settlement agent in Trust	10,800	25,000	(31,000)	4,800
Total other current assets	10,800	25,000	(31,000)	4,800

Amounts shown above include GST (where applicable)

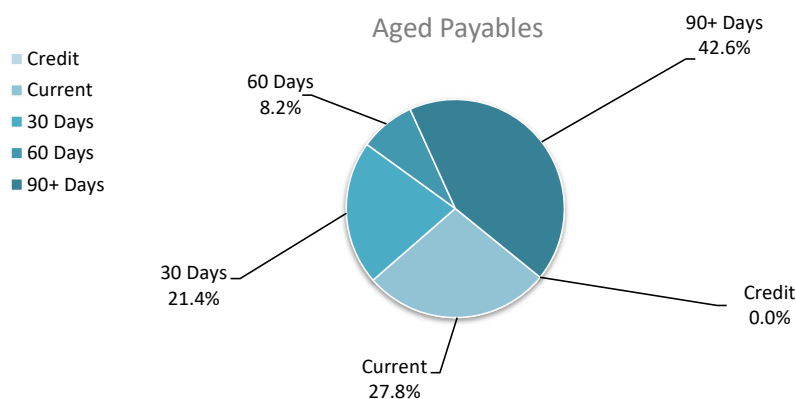
4 PAYABLES

Payables - general	Credit	Current	30 Days	60 Days	90+ Days	Total
	\$	\$	\$	\$	\$	\$
Payables - general	0	15,257	11,735	4,522	23,403	54,917
Percentage	0.0%	27.8%	21.4%	8.2%	42.6%	
Balance per trial balance						
Sundry creditors						54,917
ATO liabilities						11,148
Credit card						6,795
Deposits or bonds						120,000
Total payables general outstanding						192,860

Amounts shown above include GST (where applicable)

KEY INFORMATION

Trade and other payables represent liabilities for goods and services provided to the Regional Council prior to the end of the period that are unpaid and arise when the Regional Council becomes obliged to make future payments in respect of the purchase of these goods and services. The amounts are unsecured, are recognised as a current liability and are normally paid within 30 days of recognition. The carrying amounts of trade and other payables are considered to be the same as their fair values, due to their short-term nature.



5 LEASE LIABILITIES

Movement in carrying amounts

Information on leases Particulars	Lease No.	1 July 2023 \$	New Leases		Principal Repayments		Principal Outstanding		Interest Repayments	
			Actual \$	Budget \$	Actual \$	Budget \$	Actual \$	Budget \$	Actual \$	Budget \$
2/369 Scarborough Beach Road, Innaloo	STIRLI/210937	128,798	0	0	(17,495)	(34,966)	111,303	93,832	(1,457)	(2,691)
Total		128,798	0	0	(17,495)	(34,966)	111,303	93,832	(1,457)	(2,691)
Current lease liabilities		35,214					17,719			
Non-current lease liabilities		93,832					93,832			
		129,046					111,551			

All lease repayments were financed by general purpose revenue.

KEY INFORMATION

At inception of a contract, the Regional Council assesses if the contract contains or is a lease. A contract is or contains a lease, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. At the commencement date, a right of use asset is recognised at cost and lease liability at the present value of the lease payments that are not paid at that date. The lease payments are discounted using that date. The lease payments are discounted using the interest rate implicit in the lease, if that rate can be readily determined. If that rate cannot be readily determined, the Regional Council uses its incremental borrowing rate.

All contracts classified as short-term leases (i.e. a lease with a remaining term of 12 months or less) and leases of low value assets are recognised as an operating expense on a straight-line basis over the term of the lease.

6 OTHER CURRENT LIABILITIES

Other current liabilities	Note	Opening Balance 1 July 2023 \$	Liability transferred from/(to) non current \$	Liability Increase \$	Liability Reduction \$	Closing Balance 31 December 2023 \$
Employee Related Provisions						
Provision for annual leave		27,532	0	0	0	27,532
Total Provisions		<u>27,532</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>27,532</u>
Total other current liabilities		<u>27,532</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>27,532</u>
Amounts shown above include GST (where applicable)						

A breakdown of contract liabilities and associated movements is provided on the following pages at Note

KEY INFORMATION

Provisions

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

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

Employee Related Provisions

Short-term employee benefits

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

The Regional Council's obligations for short-term employee benefits such as wages, salaries and sick leave are recognised as a part of current trade and other payables in the calculation of net current assets.

Other long-term employee benefits

The Regional Council's obligations for employees' annual leave and long service leave entitlements are recognised as employee related provisions in the statement of financial position.

Long-term employee benefits are measured at the present value of the expected future payments to be made to employees. Expected future payments incorporate anticipated future wage and salary levels, durations of service and employee departures and are discounted at rates determined by reference to market yields at the end of the reporting period on government bonds that have maturity dates that approximate the terms of the obligations. Any remeasurements for changes in assumptions of obligations for other long-term employee benefits are recognised in profit or loss in the periods in which the changes occur. The Regional Council's obligations for long-term employee benefits are presented as non-current provisions in its statement of financial position, except where the Regional Council does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period, in which case the obligations are presented as current provisions.



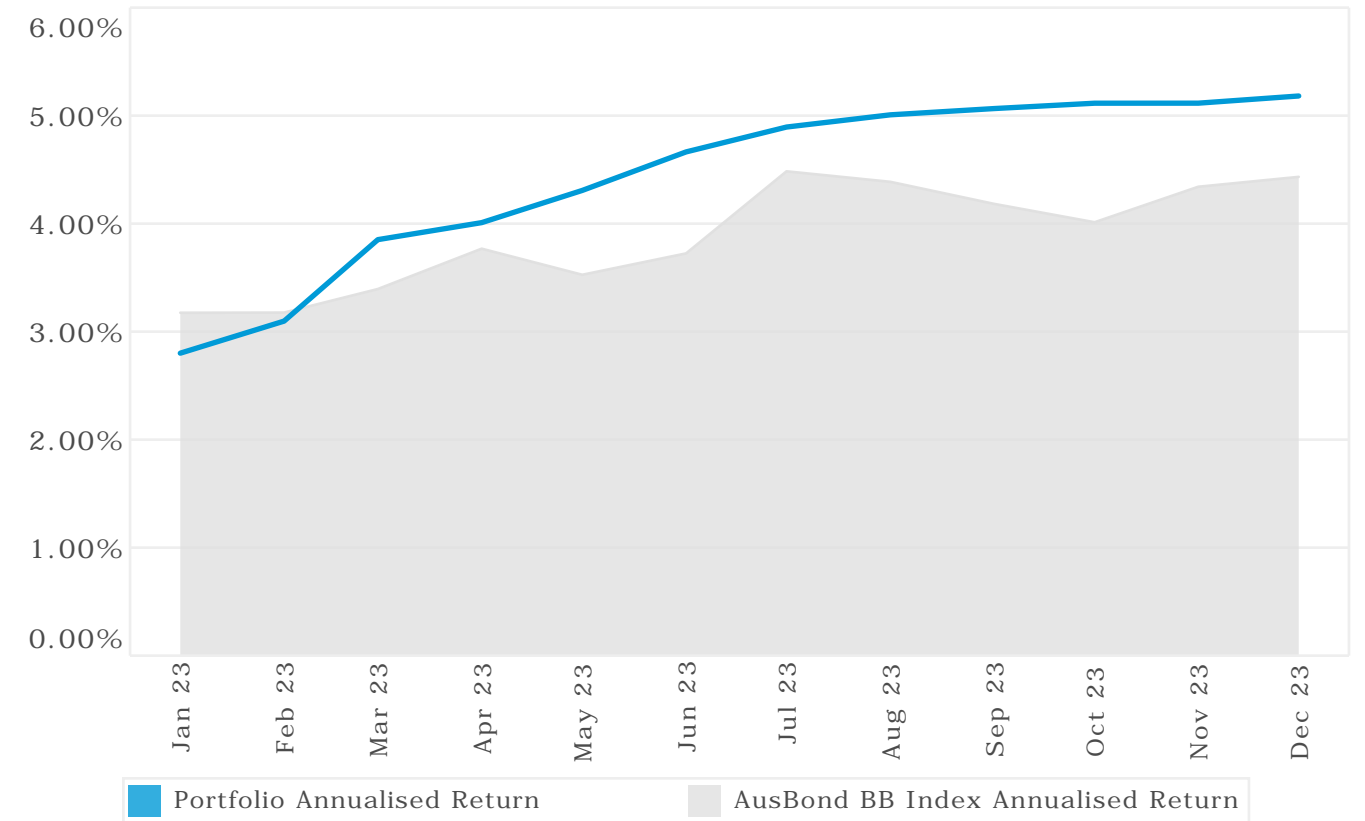
Investment Summary Report
December 2023



Investment Holdings

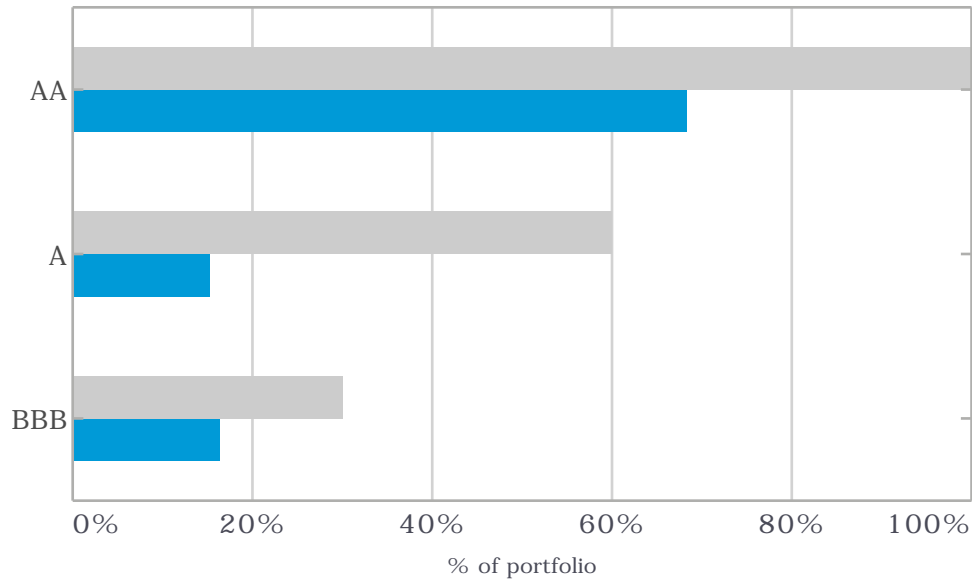
	Face Value (\$)	Current Value (\$)	Current	Yield (%)
Cash	650,471	650,471		4.3706
Term Deposit	33,014,137	33,862,596		5.2298
	33,664,608	34,513,067		5.2132

Investment Performance

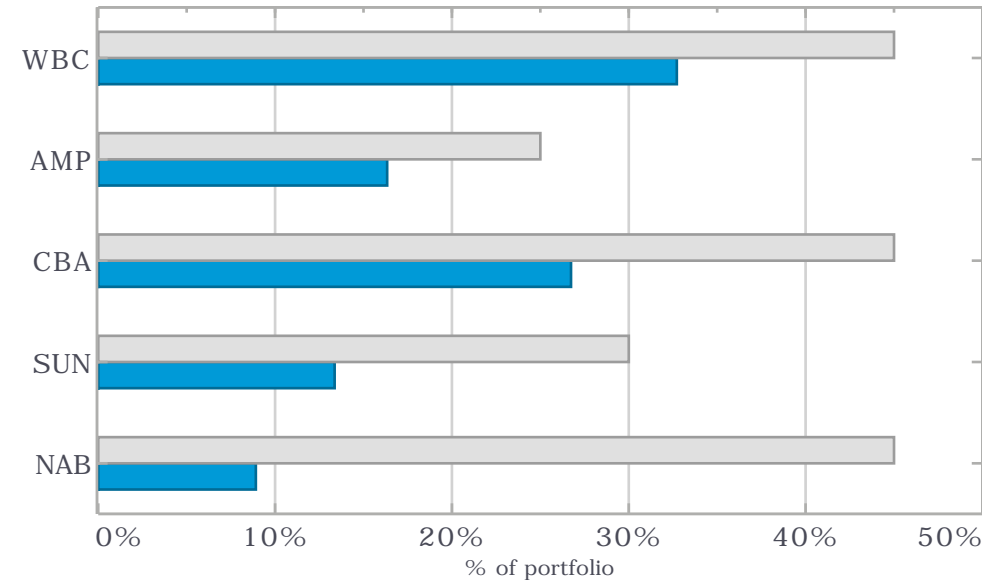


Investment Policy Compliance

Total Credit Exposure



Individual Institutional Exposures



Term to Maturities

	Face Value (\$)	Policy Max
Between 0 and 1 years	33,664,608	100% a
	33,664,608	

g Portfolio Exposure g Investment Policy Limit

Catalina Regional Council

Investment Holdings Report - December 2023



Cash Accounts

Face Value (\$)	Current Rate (%)	Institution	Credit Rating	Current Value (\$)	Deal No.	Reference
650,470.96	4.3706%	Macquarie Bank	A+	650,470.96	541301	Accelerator
650,470.96	4.3706%			650,470.96		

Term Deposits

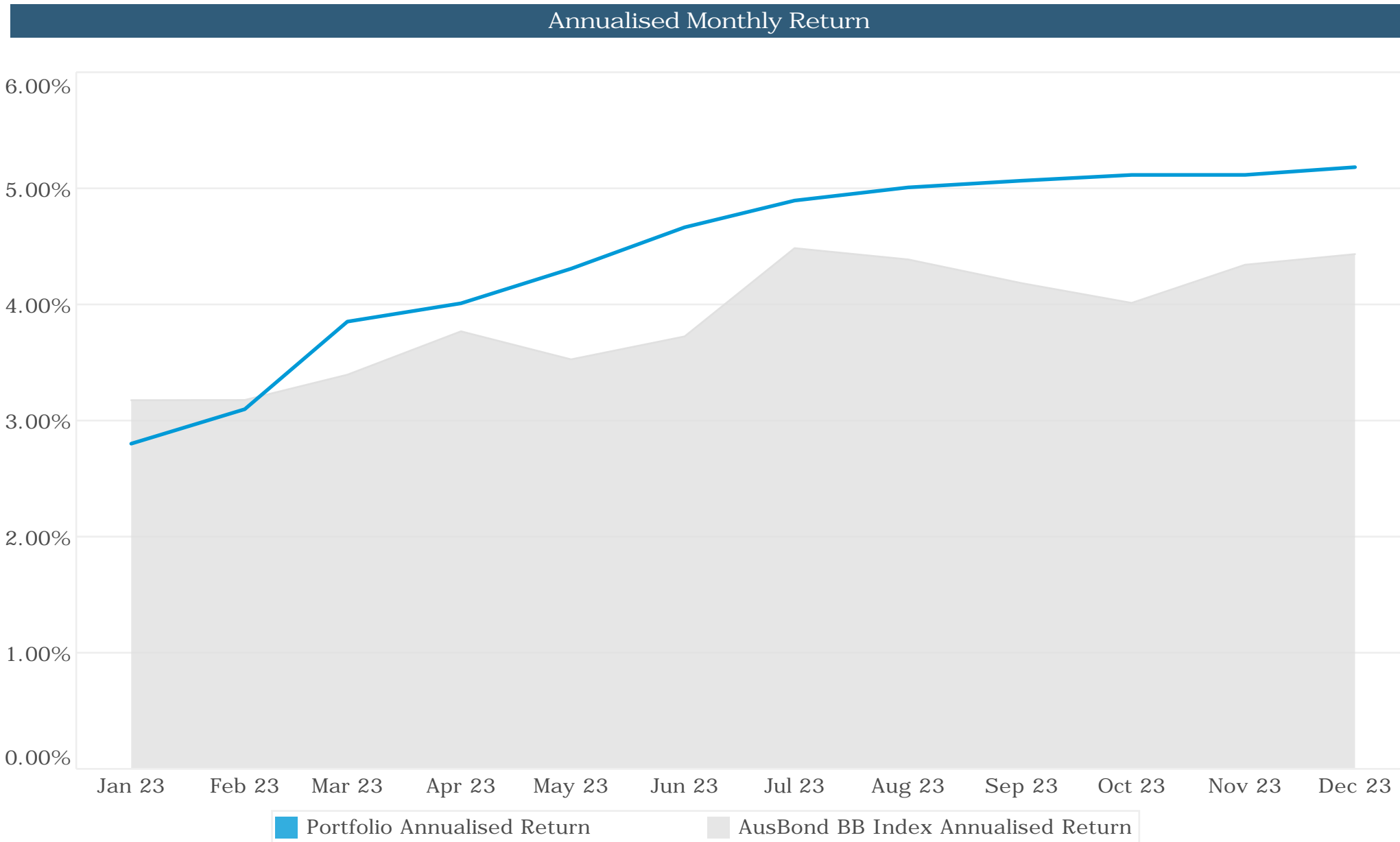
Maturity Date	Face Value (\$)	Current Rate (%)	Institution	Credit Rating	Purchase Price (\$)	Purchase Date	Current Value (\$)	Deal No.	Accrued Interest (\$)	Next Interest Date	Reference
Jan-24	2,000,000.00	4.4900%	Commonwealth Bank of Australia	AA-	2,000,000.00	Jan-23	2,084,141.37	543716	84,141.37	At Maturity	691
Feb-24	1,004,763.01	4.9500%	Westpac Group	AA-	1,004,763.01	Feb-23	1,023,839.74	543888	19,076.73	Semi Annually	693
Feb-24	1,009,374.25	5.0500%	Westpac Group	AA-	1,009,374.25	Feb-23	1,027,808.47	543853	18,434.22	Semi Annually	695
Mar-24	2,000,000.00	4.8600%	Westpac Group	AA-	2,000,000.00	May-23	2,061,249.32	544120	61,249.32	At Maturity	700
Apr-24	2,000,000.00	5.4700%	Suncorp Bank	A+	2,000,000.00	Jul-23	2,050,054.25	544321	50,054.25	At Maturity	706
May-24	3,000,000.00	5.0500%	AMP Bank	BBB	3,000,000.00	May-23	3,100,861.64	544062	100,861.64	At Maturity	702
May-24	1,500,000.00	5.1000%	AMP Bank	BBB	1,500,000.00	May-23	1,548,205.48	544099	48,205.48	At Maturity	699
May-24	1,000,000.00	5.5500%	AMP Bank	BBB	1,000,000.00	Jul-23	1,024,176.71	544338	24,176.71	At Maturity	707
May-24	3,000,000.00	4.9900%	National Australia Bank	AA-	3,000,000.00	May-23	3,088,179.45	544137	88,179.45	At Maturity	701
Jun-24	2,500,000.00	5.4800%	Suncorp Bank	A+	2,500,000.00	Jun-23	2,575,068.49	544204	75,068.49	At Maturity	704
Jun-24	2,000,000.00	5.1400%	Westpac Group	AA-	2,000,000.00	Oct-23	2,021,686.58	544589	21,686.58	At Maturity	
Jun-24	1,500,000.00	5.3200%	Westpac Group	AA-	1,500,000.00	Sep-23	1,522,081.64	544522	22,081.64	At Maturity	
Jun-24	2,500,000.00	5.5900%	Westpac Group	AA-	2,500,000.00	Jun-23	2,573,895.21	544220	73,895.21	Annually	705
Jun-24	1,000,000.00	5.3400%	Westpac Group	AA-	1,000,000.00	Sep-23	1,014,191.23	544529	14,191.23	At Maturity	
Jun-24	2,000,000.00	5.4000%	Commonwealth Bank of Australia	AA-	2,000,000.00	Aug-23	2,038,465.75	544422	38,465.75	At Maturity	
Jul-24	5,000,000.00	5.5100%	Commonwealth Bank of Australia	AA-	5,000,000.00	Aug-23	5,108,690.41	544377	108,690.41	At Maturity	
	33,014,137.26	5.2298%			33,014,137.26		33,862,595.74		848,458.48		

Catalina Regional Council

Accrued Interest Report - December 2023



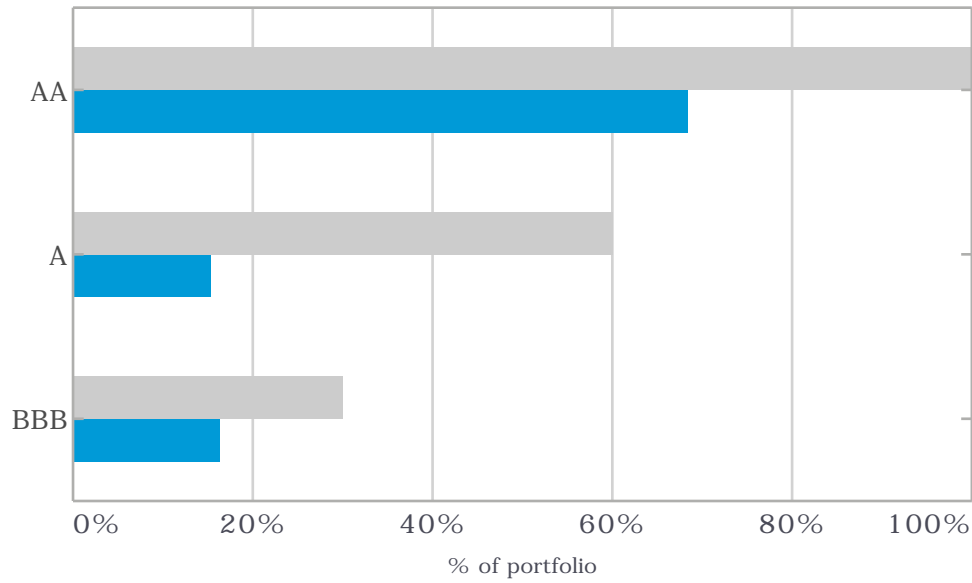
Investment	Deal No.	Comments	Face Value (\$)	Settlement Date	Maturity Date	Interest Received (\$)	Days	Interest Accrued (\$)	Yield (% pa)
Cash									
Macquarie Bank	541301					4,932.70	0	4,932.70	4.37%
						4,932.70		4,932.70	4.37%
Term Deposits									
National Australia Bank	543931		4,000,000.00	Mar-23	Dec-23	139,660.27	4	2,069.04	4.72%
Suncorp Bank	544161		2,500,000.00	Jun-23	Dec-23	63,924.66	5	1,746.58	5.10%
Westpac Group	543905		3,000,000.00	Mar-23	Dec-23	109,623.29	6	2,391.78	4.85%
Westpac Group	544528		1,500,000.00	Sep-23	Dec-23	19,509.04	26	5,513.42	5.16%
Commonwealth Bank of Australia	543716		2,000,000.00	Jan-23	Jan-24	0.00	31	7,626.85	4.49%
Westpac Group	543888		1,004,763.01	Feb-23	Feb-24	0.00	31	4,224.13	4.95%
Westpac Group	543853		1,009,374.25	Feb-23	Feb-24	0.00	31	4,329.25	5.05%
Westpac Group	544120		2,000,000.00	May-23	Mar-24	0.00	31	8,255.35	4.86%
Suncorp Bank	544321		2,000,000.00	Jul-23	Apr-24	0.00	31	9,291.51	5.47%
AMP Bank	544062		3,000,000.00	May-23	May-24	0.00	31	12,867.12	5.05%
AMP Bank	544099		1,500,000.00	May-23	May-24	0.00	31	6,497.26	5.10%
AMP Bank	544338		1,000,000.00	Jul-23	May-24	0.00	31	4,713.70	5.55%
National Australia Bank	544137		3,000,000.00	May-23	May-24	0.00	31	12,714.24	4.99%
Suncorp Bank	544204		2,500,000.00	Jun-23	Jun-24	0.00	31	11,635.61	5.48%
Westpac Group	544589		2,000,000.00	Oct-23	Jun-24	0.00	31	8,730.96	5.14%
Westpac Group	544220		2,500,000.00	Jun-23	Jun-24	0.00	31	11,869.18	5.59%
Westpac Group	544522		1,500,000.00	Sep-23	Jun-24	0.00	31	6,777.53	5.32%
Commonwealth Bank of Australia	544422		2,000,000.00	Aug-23	Jun-24	0.00	31	9,172.60	5.40%
Westpac Group	544529		1,000,000.00	Sep-23	Jun-24	0.00	31	4,535.34	5.34%
Commonwealth Bank of Australia	544377		5,000,000.00	Aug-23	Jul-24	0.00	31	23,398.63	5.51%
						332,717.26		158,360.08	5.21%
Grand Totals						337,649.96		163,292.78	5.18%



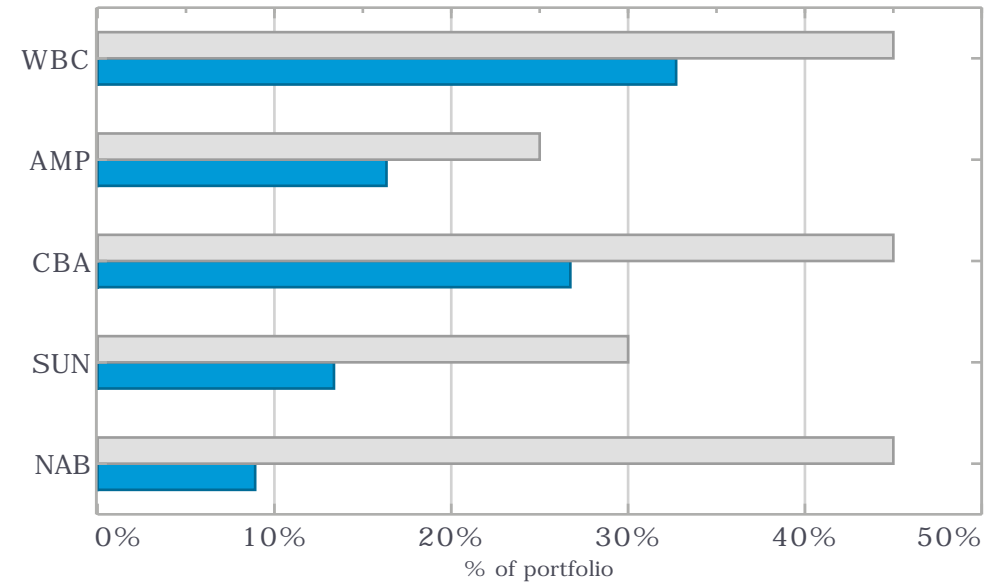
Historical Performance Summary (% pa)			
	Portfolio	Annualised BB Index	Outperformance
Dec 2023	5.18%	4.43%	0.75%
Last 3 months	5.14%	4.26%	0.88%
Last 6 months	5.06%	4.31%	0.75%
Financial Year to Date	5.06%	4.31%	0.75%
Last 12 months	4.43%	3.89%	0.54%



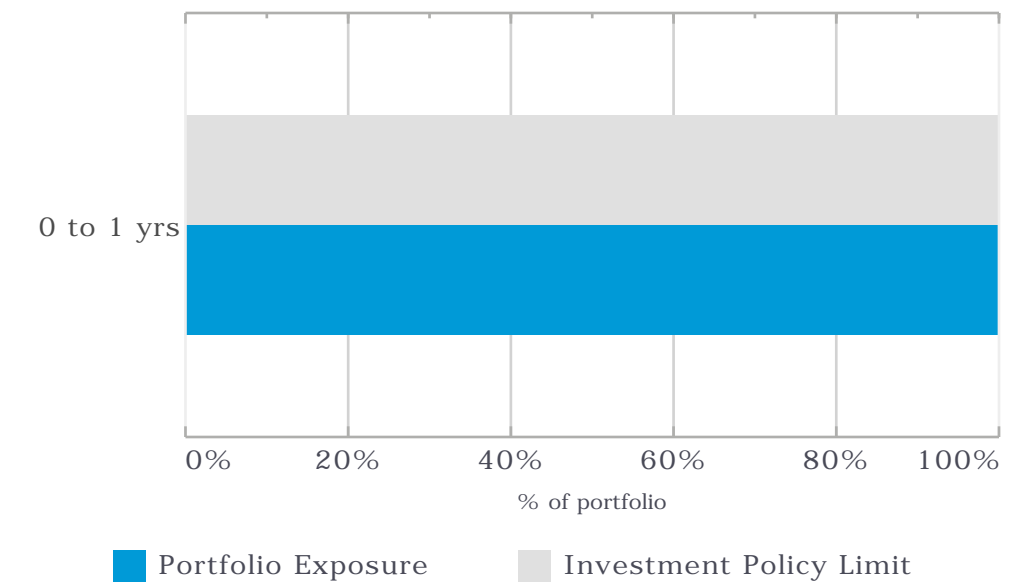
Total Credit Exposure



Individual Institutional Exposures



Term to Maturities



Credit Rating Group	Face Value (\$)	Policy Max
AA	23,014,137	100%
A	5,150,471	60%
BBB	5,500,000	30%
	33,664,608	

Institution	% of portfolio	Investment Policy Limit
Westpac Group (AA-)	33%	45%
AMP Bank (BBB)	16%	25%
Commonwealth Bank of Australia (AA-)	27%	45%
Suncorp Bank (A+)	13%	30%
National Australia Bank (AA-)	9%	45%
Macquarie Bank (A+)	2%	30%

Term to Maturity	Face Value (\$)	Policy Max
Between 0 and 1 years	33,664,608	100%
	33,664,608	

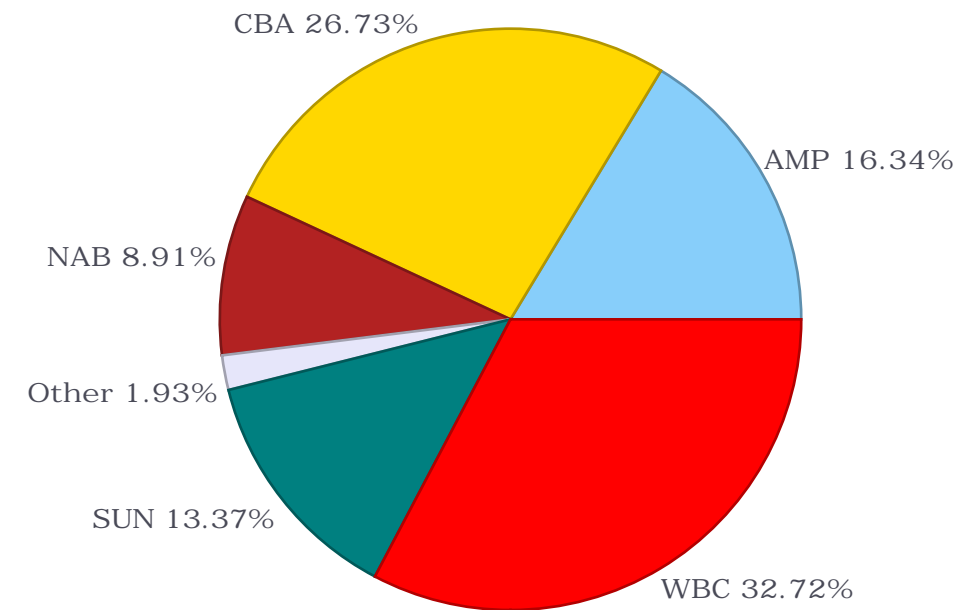
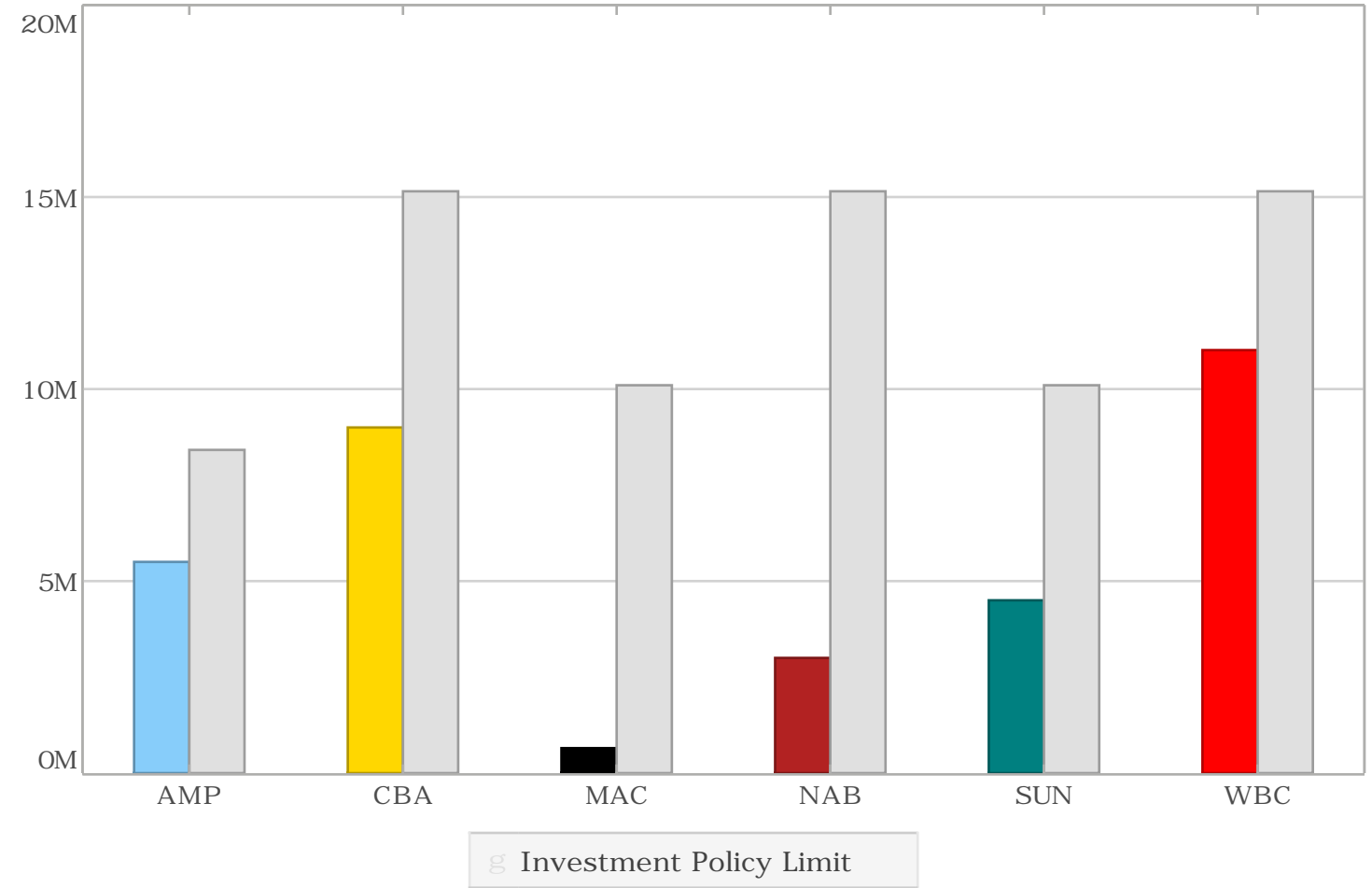
a = compliant
r = non-compliant



Individual Institutional Exposures

Individual Institutional Exposure Charts

	Current Exposures		Policy Limit		Capacity
AMP Bank (BBB)	5,500,000	17%	8,253,534	25%	2,753,534
Commonwealth Bank of Australia (AA-)	9,000,000	27%	14,856,362	45%	5,856,362
Macquarie Bank (A+)	650,471	2%	9,904,241	30%	9,253,770
National Australia Bank (AA-)	3,000,000	9%	14,856,362	45%	11,856,362
Suncorp Bank (A+)	4,500,000	14%	9,904,241	30%	5,404,241
Westpac Group (AA-)	11,014,137	33%	14,856,362	45%	3,842,225
	33,664,608				



Catalina Regional Council

Cashflows Report - December 2023

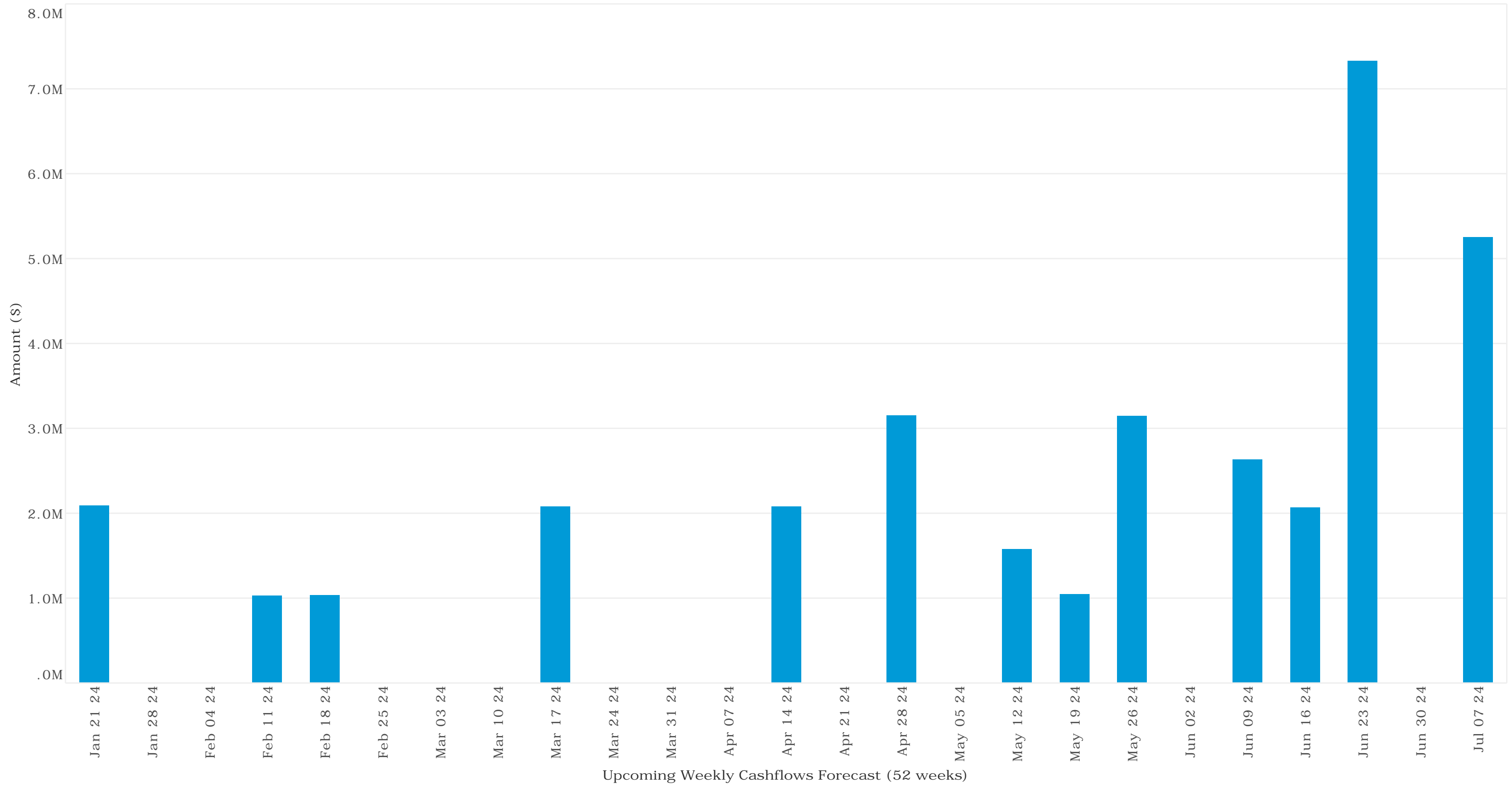


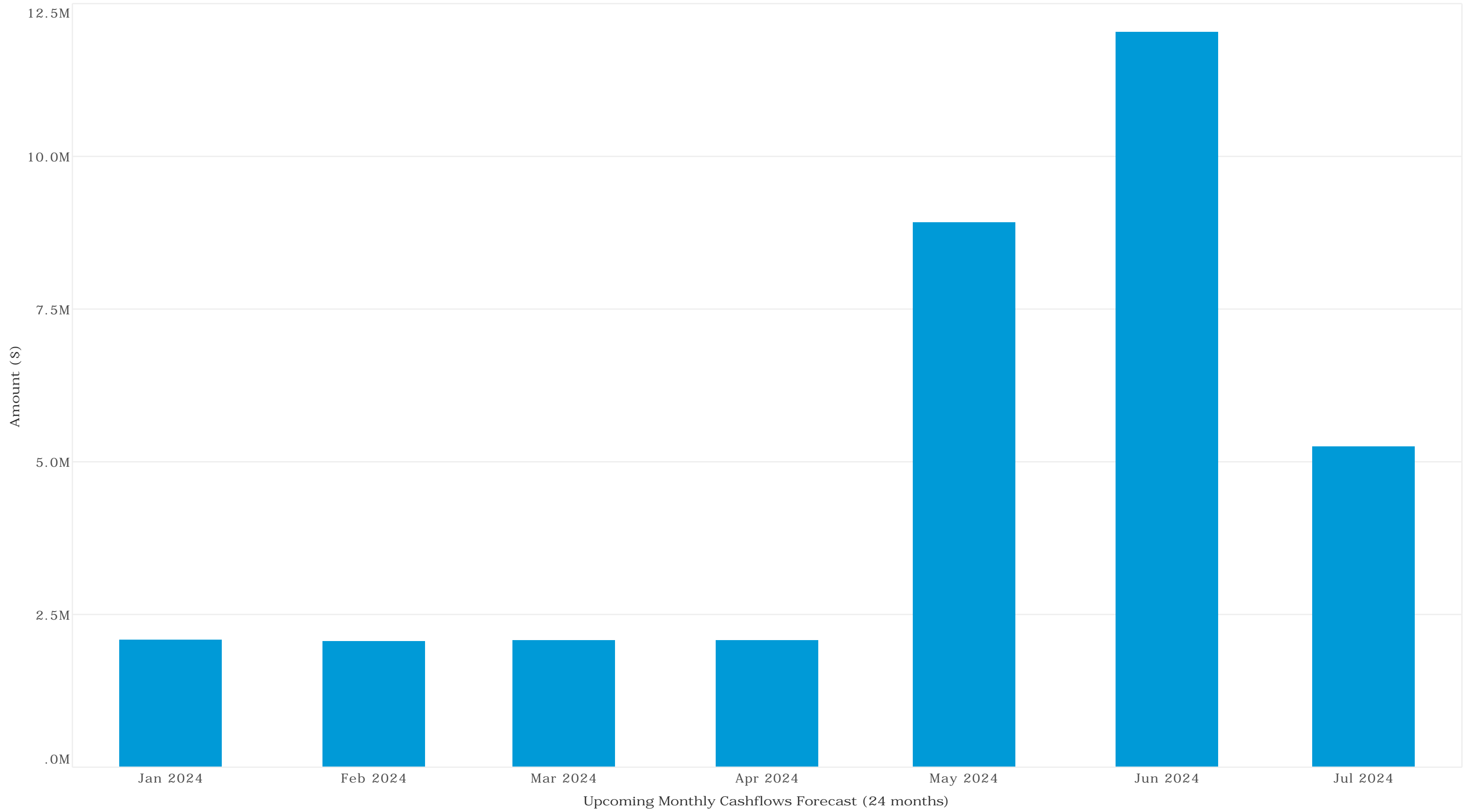
Actual Cashflows for December 2023

Date	Deal No.	Cashflow Counterparty	Asset Type	Cashflow Description	Amount
Dec-23	543931	National Australia Bank	Term Deposit	Maturity: Face Value	4,000,000.00
		National Australia Bank	Term Deposit	Maturity: Interest Received/Paid	139,660.28
<u>Deal Total</u>					<u>4,139,660.28</u>
Day Total					4,139,660.28
Dec-23	544161	Suncorp Bank	Term Deposit	Maturity: Face Value	2,500,000.00
		Suncorp Bank	Term Deposit	Maturity: Interest Received/Paid	63,924.66
<u>Deal Total</u>					<u>2,563,924.66</u>
Day Total					2,563,924.66
Dec-23	543905	Westpac Group	Term Deposit	Maturity: Face Value	3,000,000.00
		Westpac Group	Term Deposit	Maturity: Interest Received/Paid	109,623.29
<u>Deal Total</u>					<u>3,109,623.29</u>
Day Total					3,109,623.29
Dec-23	544528	Westpac Group	Term Deposit	Maturity: Face Value	1,500,000.00
		Westpac Group	Term Deposit	Maturity: Interest Received/Paid	19,509.04
<u>Deal Total</u>					<u>1,519,509.04</u>
Day Total					1,519,509.04
<u>Total for Month</u>					<u>11,332,717.27</u>

Forecast Cashflows for January 2024

Date	Deal No.	Cashflow Counterparty	Asset Type	Cashflow Description	Amount
Jan-24	543716	Commonwealth Bank of Australia	Term Deposit	Maturity: Face Value	2,000,000.00
		Commonwealth Bank of Australia	Term Deposit	Maturity: Interest Received/Paid	89,800.00
<u>Deal Total</u>					<u>2,089,800.00</u>
Day Total					2,089,800.00
<u>Total for Month</u>					<u>2,089,800.00</u>





9.3. LIST OF MONTHLY ACCOUNTS SUBMITTED - DECEMBER 2023

Responsible Officer: Chief Executive Officer
Attachments: 1. Attachment - Summary Payment Report (Dec)
2. Attachment - Credit Card Report (Dec)
Voting Requirement: Simple Majority

RECOMMENDATION

That the Council:

- 1. RECEIVES and NOTES the list of accounts paid under Delegated Authority to the CEO for December 2023 - \$17,823,681.24.**
 - 2. APPROVES the CRC Credit Card Statement for December 2023.**
-

PURPOSE

Submission of payments made under the CEO's Delegated Authority for the month of December 2023.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

- *Local Government Act 1995*: Sect 5.42 - Delegation given for Payments
- *Local Government (Financial Management) Regulations 1996*: Regulation 13(1) - Monthly Payment list required
- *Local Government (Audit) Regulations 1996*: Regulation 13 - Compliance Audit Item

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

N/A

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 8	Risk Rating:
--------------------	---------------------

CRC Operations - Financial Management of CRC.	Low
Action:	
Preparation and reporting on monthly accounts for Council approval.	

BACKGROUND

A list of accounts paid under delegation or submitted for authorisation for payment is to be submitted to the Council at each meeting. It is a specific requirement of the Regulations that the list state the month (not the period) for which the account payments or authorisation relates.

COMMENT

Payments made are in accordance with authorisations from Council, approved budget, CRC procurement and other relevant policies.

Payments are reviewed by CRC Accountants Moore Australia following completion of each month's accounts.

Catalina Regional Council Summary Payment List December 2023

Date	Name	Description	Amount
01/12/2023	City of Vincent	GST owing October 2023	-2,261.00
01/12/2023	Emerge Associates	Landscaping maintenance services	-34,100.00
01/12/2023	LD Total	Lot 324 & 340 - Landscape & Irrigation packages	-15,384.18
01/12/2023	Match & Wood Pty Ltd	Campaign (Oct-Dec 2023)	-5,500.00
01/12/2023	McMullen Nolan Group	Surveying services	-8,827.77
01/12/2023	Natural Area Holdings	Catalina Offset Area revegetation works	-85,809.93
01/12/2023	New Living Cleaning	Cleaning 17/11/2023 Sales Office	-231.00
01/12/2023	Next Level Signage	Neerabup/Connolly Sign	-517.00
01/12/2023	Nutrien Water	Landscaping services	-54,361.25
01/12/2023	Rens, Jacobus & Madeline	Lot 2361 WELS Rebate	-1,000.00
01/12/2023	Starr, S	Rimbursements	-15.00
01/12/2023	Tim Davies Landscaping	Foreshore POS Stage 1 - Contract Admin (Oct 2023)	-5,053.21
01/12/2023	Town of Victoria Park	GST (June & October 2023)	-6,603.00
01/12/2023	Treacy Fencing	Fencing services	-12,064.16
01/12/2023	Employee costs	Wages for period 16/11/23 - 29/11/23	-16,266.27
04/12/2023	Western Power	Stages 31A/B Headworks	-115,166.44
06/12/2023	Australian Taxation Office	IAS (October 2023)	-14,760.00
07/12/2023	City of Wanneroo	Stage 38 Early Clearance Bond Application & Supervision Fees	-11,801.58
07/12/2023	City of Wanneroo	Stage 38 Early Clearance Bond	-555,337.09
07/12/2023	McMullen Nolan Group	Stage 36 Phase 2 DP lodgement fees (CoW, WAPC & Landgate)	-3,897.27
11/12/2023	Westpac Bank	Payment of credit card charges - Nov/Dec 2023	-3,900.69
13/12/2023	Synergy	Power charges	-2,552.44
14/12/2023	Employee costs	Wages for period 30/11/23 - 13/12/23	-16,522.97
14/12/2023	Australian Super	Superannuation for period 16/11/23 - 13/12/23	-5,243.98
14/12/2023	Adams, Chris	CEO mobile phone charges (August - November 2023)	-248.21
14/12/2023	Avantgarde Technologies	New domain/email setup (as per Quote QTE003514)	-9,020.00
14/12/2023	Burgess Rawson	Valuation services	-7,777.00
14/12/2023	City of Stirling	Rent & ICT support	-4,574.62
14/12/2023	Cossill and Webley	Engineering services	-118,320.58
14/12/2023	Coterra Environment	Environmental consulting services	-10,202.50
14/12/2023	Coulter, G & J	Purchaser rebates	-3,000.00
14/12/2023	Docushred	Security bin	-59.40
14/12/2023	ELO Digital Office	ELO V20 Upgrade - Completion payment	-7,392.00
14/12/2023	Ideal Living	Building plan assessments (November 2023)	-1,925.00
14/12/2023	Kevin Smith Cleaning	Cleaning of CRC office (November 2023)	-154.81
14/12/2023	Khetani, Rikesh	Solar Panel Rebate (Lot 2010)	-2,000.00
14/12/2023	King, Simon & Anna	Reimbursement for installation of rear fence (Lot 2016)	-1,500.00
14/12/2023	LD Total	Landscaping	-661,641.39
14/12/2023	MBS Environmental	Stage 38 clearance letter	-924.00
14/12/2023	Moore Australia	Accounting services	-2,970.00
14/12/2023	New Living Cleaning	Cleaning of Sales Office (01/12/23)	-231.00
14/12/2023	Nutrien Water	Landscape maintenance	-51,272.92
14/12/2023	O'Sullivan, Simon	PM Mobile phone charges (October 2023)	-62.21
14/12/2023	Of Note Design	Vision brochure edits (November 2023)	-445.50
14/12/2023	Officeworks	Office supplies	-182.17
14/12/2023	Omnicom Media Group	Statutory advertising	-4,842.40
14/12/2023	Porter, Julie	WELS Rebate (Lot 2167)	-1,000.00
14/12/2023	Prudential Investment Services	Investment Proptfolio Services (November 2023)	-1,815.00
14/12/2023	R J Vincent and Co	Civil works	-664,749.43
14/12/2023	Satterley Property Group	Community development services (November 2023)	-1,589.50
14/12/2023	Starr, S	Milk x 4	-15.00
14/12/2023	Tim Davies Landscaping P/L	Landscape supervision	-6,487.06
14/12/2023	Treacy Fencing	Fencing services	-4,873.22
14/12/2023	Vocus Pty Ltd	Business internet (December 2023)	-162.80

Catalina Regional Council Summary Payment List December 2023

14/12/2023	Wesolowski, V.	Coffee pods & bottled water	-51.10
14/12/2023	Canon Australia Pty Ltd	Photocopying (21/10/23 - 20/11/23)	-98.20
14/12/2023	Australian Taxation Office	IAS (November 2023)	-15,832.00
20/12/2023	Capital Transport Services	Courier services (08/12/2023)	-88.06
20/12/2023	City of Joondalup	20th Dividend Payment - CRC Project	-2,500,000.00
20/12/2023	City of Perth	20th Dividend Payment - CRC Project	-1,250,000.00
20/12/2023	City of Stirling	Dividend 20 & GST (Nov. 2023)	-5,007,823.36
20/12/2023	City of Vincent	Dividend 20 & GST (Nov 2023)	-1,251,956.00
20/12/2023	City of Wanneroo	Dividend 20 & fees	-2,500,719.32
20/12/2023	Dominic Carbone & Assoc	GST management services (November 2023)	-660.00
20/12/2023	Emerge Associates	Landscaping services	-55,422.40
20/12/2023	GreenLite Electrical	Testing faulty data point	-147.40
20/12/2023	McMullen Nolan Group	Surveying services	-17,044.83
20/12/2023	Neverfail	Bottled water	-29.88
20/12/2023	Niche Planning Studio	Planning services (November 2023)	-12,650.00
20/12/2023	Omnicom Media	Statutory advertising	-3,075.21
20/12/2023	Town of Cambridge	20th Dividend Payment - CRC Project	-1,250,000.00
20/12/2023	Town of Victoria Park	20th Dividend Payment - CRC Project	-1,250,000.00
20/12/2023	Treacy Fencing	Fencing services	-11,765.33
20/12/2023	UDIA (WA)	PM attendance at UDIA Annual Development Conference 2024	-1,490.00
20/12/2023	Western Power	Lot 9042 Neerabup Documentation Costs	-1,769.35
20/12/2023	Synergy	Foreshore POS power (06/11/23 - 01/12/23)	-101.75
20/12/2023	Water Corporation	Stage 36 (Phase 2) Infrastructure Contributions	-128,121.00
22/12/2023	City of Perth	GST owing November 2023	-1,955.84
28/12/2023	Employee costs	Wages for period 14/12/2023 - 27/12/2023	-16,266.26
			<u>-17,823,681.24</u>

Catalina Regional Council

Credit Card Report

As of December 31, 2023

Type	Date	Name	Description	Amount
Credit Card Charge	05/12/2023	Wilson Parking	PM & CEO parking (meeting with WAPC)	11.14
Credit Card Charge	06/12/2023	Woolworths	Coffee pods x 7	38.50
Credit Card Charge	06/12/2023	Coles Supermarkets	Coffee pods x 1	7.50
Credit Card Charge	09/12/2023	Microsoft Store	Miscellaneous charge	1.67
Credit Card Charge	10/12/2023	kikki.k	Desk calendar	13.99
Credit Card Charge	10/12/2023	Westpac Bank	Credit card fees (CEO, EA & MPC)	11.25
Cheque	11/12/2023	Westpac Bank	Credit card charges (EA)	-1,535.34
Cheque	11/12/2023	Westpac Bank	Credit card charges (CEO)	-2,028.64
Cheque	11/12/2023	Westpac Bank	Credit card charges (PM)	-336.71
Credit Card Charge	14/12/2023	Istockphoto LP	1 x stock image credit	14.30
Credit Card Charge	14/12/2023	The West Australian	Quarterly subscription	84.00
Bill Pmt -CCard	18/12/2023	WAPC	Stage 42 cottage lots subdivision application fee	4,810.00
Credit Card Charge	18/12/2023	The Little Bay	Staff Xmas Lunch	200.55
Credit Card Charge	19/12/2023	City of Subiaco	PM parking - consultants' meeting	2.80
Credit Card Charge	20/12/2023	Istockphoto LP	Purchase of stock image credit	14.30
Credit Card Charge	21/12/2023	The West Australian	Notice of Annual Report	198.95
Credit Card Charge	21/12/2023	The West Australian	Disposition of Property (22/12/2023)	397.40
Credit Card Charge	22/12/2023	The West Australian	Disposition of Property (23/12/2023)	473.00
Credit Card Charge	22/12/2023	The West Australian	Demonstration Home EOI Ad	514.60
Credit Card Charge	29/12/2023	Zoom	Standard Pro Monthly x 3 (January 2024)	69.18
				<u>2,962.44</u>
				<u>2,962.44</u>

9.4. SALES AND SETTLEMENT REPORT – AS AT 31 JANUARY 2024

Responsible Officer: Project Manager
Attachments: 1. Comment - Sales and Settlements Report
2. Attachment - Staging Plan
Voting Requirement: Simple Majority

RECOMMENDATION

That the Council RECEIVES the Sales and Settlement Report as at 31 January 2024.

PURPOSE

To advise the Council of Project sales, settlements and marketing.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

Local Government Act 1995: Sect 3.58 – Disposal of Property

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

Income from settled sales is posted under item 1145011 (Income on Lot Sales):

Budget Amount:	\$	56,215,167
Received to Date:	\$	19,571,587
Balance:	\$	36,643,580

RISK MANAGEMENT IMPLICATIONS

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

This report provides information on Project sales, settlements and marketing activities to ensure the Council is well informed of these matters.

BACKGROUND

This report provides the Council with a status update of Project sales, settlements and marketing activities, in addition to competitor estates' pricing and sales. The Staging Plan identifies the location and extent of stages referenced within the report.

COMMENT

Table 1 provides a summary of the Catalina Estate Sales and Settlement position for lots released up to 31 January 2024.

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

Stage	Precinct	Release Date	Lots Released	Lot Sizes (m ²)	Sold	Stock	Settled
Completed Stages		-	1188	150 – 20,000	1188	0	1188
Stage 17 (Lot 341)	Central	Aug-21	1	6,907	1	0	0
Stage 29 (1)	Beach	May-22	14	315 - 450	14	0	12
Stage 29 (2)	Beach	Sep-22	12	315 - 470	12	0	10
Stage 29 (3)	Beach	Mar-23	17	294 - 485	17	0	15
Stage 31 (1)	Beach	Jun-23	12	375 - 450	12	0	3
Stage 31 (2)	Beach	Aug-23	6	315 - 607	6	0	4
Stage 31 (3)	Beach	Oct-23	13	315 - 464	13	0	2
Stage 31 (4)	Beach	Nov-23	11	315 - 416	11	0	4
Stage 31 (5)	Beach	Nov-23	5	315 - 401	4	1	1
Stage 31 (6)	Beach	Dec-23	5	395 - 468	4	1	2
Stage 31 (7)	Beach	Dec-23	5	375 - 450	3	2	0
Stage 31 (8)	Beach	Jan-24	8	315 - 450	4	4	0
Stage 32 (1)	Beach	Jan-24	6	225 - 280	0	6	0
Stage 36 (2)	Green	Dec-21	14	300 - 450	14	0	13
Stage 36 (3)	Green	Feb-22	7	188 - 484	7	0	6
Stage 36 (5)	Green	Dec-23	9	180 - 276	9	0	0
Stage 36 (DV)	Green	Sep-23	7	375 – 450	7	0	0
Stage 37 (1)	Green	July-22	19	303 - 450	19	0	19
Stage 37 (2)	Green	Feb-23	13	313 - 475	13	0	12
Stage 37 (3)	Green	Feb-23	3	328 - 370	3	0	3
Stage 37 (4)	Green	Apr-23	13	188 - 595	12	1	11
Stage 38	Green	May-23	36	225-576	36	0	0
Stage 39 (1)	Green	Aug-23	42	191-465	42	0	0

Stage 39 (2)	Green	Oct-23	7	297-492	7	0	0
Stage 41 (1)	Green	Dec-23	13	313 - 450	13	0	0
Stage 41 (2)	Green	Jan-23	10	313 - 510	8	2	0
Stage 41 (3)	Green	Jan-23	9	375 - 510	8	1	0
Stage 41 (4)	Green	Jan-23	10	313 - 510	2	8	0
Total			1,515	150 – 20,000	1,489*	26	1,305
Change since 31 October 2023			+89		+108	-19	+34
* 'Sold' figures include 38 lots pending advertising and contract-acceptance.							

As at 31 January 2024, the Project had 195 lots under contract; 23 unconditional, 134 conditional and 38 pending advertising and acceptance.

Table 2 details sales for the year to date in FYE 2024.

Table 2: Summary of Sales for FYE 2024 against Budget – Catalina Estate

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	YTD	Feb	Mar	Apr	May	Jun	FYE 2023
Budget Nett Sales	15	13	19	15	45	10	17	134	15	15	15	15	15	209
Actual Gross Sales	16	13	21	47	38	34	53	222						
Cancellations	0	0	4	1	3	1	1	10						
Actual Nett Sales	16	13	17	46	35	33	52	212						
Nett Sales Variance to Budget	+1	0	-2	+31	-10	+23	+35	+78						
<i>nb - Budgeted Sales are as identified in the amended Project Budget approved 7 December 2023.</i>														

The Project has experienced a very high level of sales in recent months, well in excess of budget and expectations, necessitating numerous additional sales releases to capitalise on the high demand. Details of recent and upcoming sales releases, current available lots and price growth achieved in recent times is provided later in this report.

Settlements

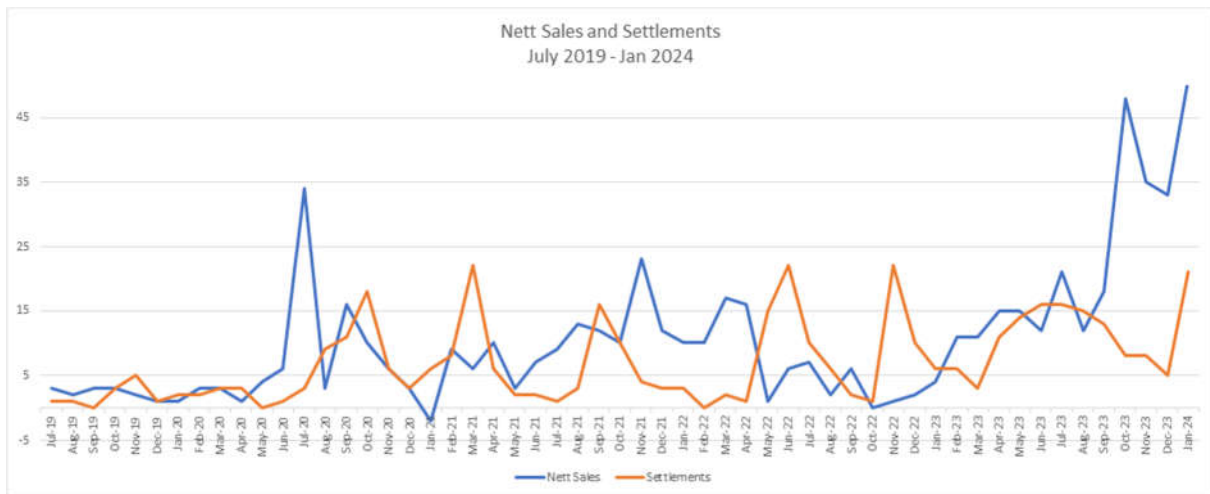
Settlements achieved in FYE 2024 are shown in Table 3. An increase in the number of settlements occurred in January 2024, with most of these being for Stage 31 lots following the release of titles in the previous month. Given a very high number of contracts on hand and the imminent titling of lots in Stages 36, 38 and 39, the Project is currently well-positioned to achieve the adjusted settlement and revenue forecasts set out in the amended Project Budget FYE 2024.

Table 3: Summary of Settlements for FYE 2024 against Budget – Catalina Estate

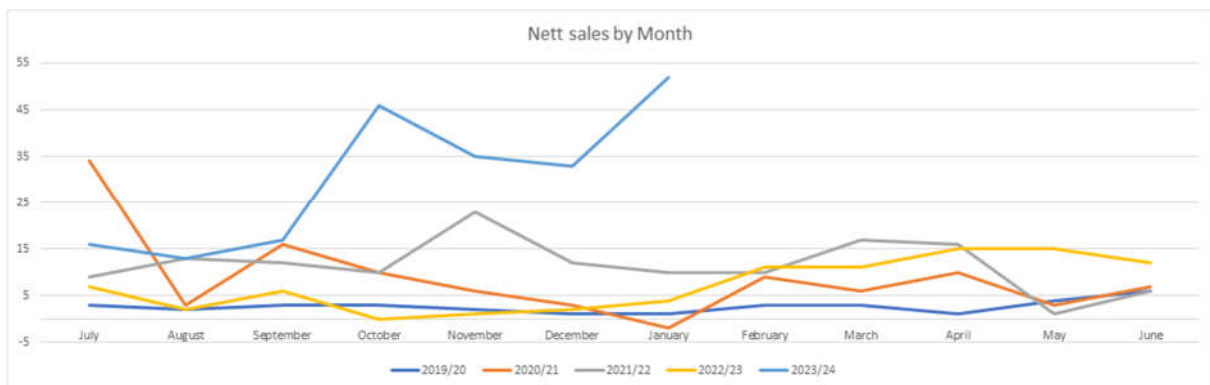
	Jul	Aug	Sept	Oct	Nov	Dec	Jan	YTD	Feb	Mar	Apr	May	Jun	FYE 2024
Budget	16	15	13	6	6	9	13	78	17	18	17	17	25	172
Actual	16	15	13	8	7	5	22	86						
Variance	0	0	0	+2	+1	-4	+9	+8						

nb - Budgeted settlements are as identified in the amended Project Budget approved 7 December 2023.

The following chart shows monthly sales and settlements achieved since July 2019, particularly illustrating the recent high volume of sales.



The following chart shows sales by month over the same period. Sales in each of the past six months have exceeded the corresponding monthly sales from previous years.



Available Stock

120 nett sales were achieved in the three months to 31 January 2024. Additional stock was released in Stages 31, 32, 36 and 41 during this time.

Additional releases are expected to be made in Stages 32, 36 and 41 in February 2024 given the recent sales rate and current stock position. It is likely that lots in Stage 43 will be released in March 2024 if the recent sales rate continues.

Current available stock is summarised in Table 4.

Table 4: Summary of Available Stock as at 31 January 2024 – Catalina Estate

Stage	Precinct	Stock	Change since 31 October 2023	Title Status	Anticipated Title Date
Stage 31	Beach	9	-5	Titled	N/A
Stage 32	Beach	6	+6	Untitled	October 2024
Stage 37	Green	1	0	Titled	N/A
Stage 41	Green	10	+10	Untitled	September 2024
Total		26	-17		

Lot Pricing

Pricing of lots is reviewed as part of the consideration of each new sales release. With the very high sales rates in recent times, multiple releases have been made and prices have been incrementally adjusted upwards. Table 5 details price adjustments for the most common lot typologies across recent sales releases in Catalina Beach and Green between mid-2023 and the current time and indicates substantial lot price uplift over this period.

Table 5: Summary of Recent Lot Price Adjustments

		Average Pricing by Lot Typology		
		315m ²	375m ²	450m ²
Catalina Beach				
Stage 31 Release 1 Approval Date	20 June 2023	\$385,000	\$420,000	\$495,000
Stage 31 Release 7 Approval Date	20 December 2023	\$410,000	\$460,000	\$550,000
Increase (\$)		\$25,000	\$40,000	\$55,000
Increase (%)		6.49%	9.52%	11.11%
Catalina Green				
Stage 38 Release 1 Approval Date	24 May 2023	\$260,000	\$285,000	\$315,000
Stage 41 Release 4 Approval Date	23 January 2024	\$295,000	\$315,000	\$370,000
Increase (\$)		\$35,000	\$30,000	\$55,000
Increase (%)		13.46%	10.53%	17.46%

Northern Corridor Estates Analysis

Tables 6 and 7 provide a comparison summary of sales, available stock and lot pricing between Catalina and other developments in the north-west corridor.

Table 6: Summary of Sales in Northern Corridor (January to December 2023)

ESTATE	January	February	March	April	May	June	July	August	September	October	November	December	12 Month Total Sales
Alkimos Beach (Alkimos)	1	2	3	8	15	16	5	25	15	27	26	12	155
Alkimos Vista (Alkimos)	0	2	0	12	18	19	6	14	11	5	0	4	91
Allara (Eglington)	9	7	13	10	12	11	16	6	11	27	28	26	176
Amberton (Eglington)	5	4	23	18	18	30	30	28	38	22	35	23	274
Catalina (Clarkson Mindarie)	4	3	8	11	16	14	16	13	17	46	35	33	216
Eden Beach (Jindalee)	9	6	8	14	7	9	9	5	10	6	10	7	100
Elevale	3	11	3	7	7	8	10	8	5	2	9	9	82
Jindowie Estate	3	10	10	5	1	1	4	0	-1	2	9	12	56
Shorehaven (Alkimos)	3	6	7	5	11	8	17	14	20	35	9	10	145
Trinity (Alkimos)	3	13	3	10	12	11	17	13	12	11	17	12	134
TOTAL	40	64	78	100	117	127	130	126	138	183	178	148	1429
CATALINA SHARE (%)	10.00%	4.69%	10.26%	11.00%	13.68%	11.02%	12.31%	10.32%	12.32%	25.14%	19.66%	22.30%	15.12%
Catalina Market Share January 2023 to December 2023												15.12%	

Note: Satterley advises that competitor sales results are indicative only, based on information obtained in the marketplace and supplied by other developers on a voluntary basis.

Table 7: Average of Price of Available Lots in Northern Corridor Estates (as at 31 October 2023)

Estate	225sqm Price (\$)	300sqm Price (\$)	375sqm Price (\$)	450sqm Price (\$)	500sqm + Price (\$)	Total Dwellings	Available	Last Report
Allara	n/a	\$213,000	\$245,000	\$275,000	\$254,000	3,405	23	21
Alkimos Beach	n/a	n/a	n/a	\$320,000	n/a	2,413	1	16
Amberton	n/a	\$220,000	\$429,000	\$447,000	\$535,000	2,500	8	12
Banksia Grove	\$140,000	\$180,000	n/a	n/a	n/a	1,580	2	1
Catalina Central	n/a	n/a	n/a	n/a	n/a	2,400	0	0
Catalina Beach	\$285,000	\$413,000	n/a	\$560,000	n/a		15	9
Catalina Green	n/a	\$295,000	\$315,000	\$365,000	n/a		11	12
Eden Beach	n/a	\$405,000	\$415,000	\$475,000	509000	1,100	7	9
Elevale	n/a	\$258,000	\$270,000	\$298,000	315000	197	11	8
Jindowie	n/a	n/a	n/a	225000	240000	1,800	7	28
Shorehaven	n/a	232000	n/a	n/a	386000	2,800	4	1
Trinity	\$205,000	\$255,000	\$295,000	\$324,000	n/a	2,500	12	8
						Total	101	125

Catalina’s market share of sales against the comparison estates has been very strong over the past 12 months at 15.12%.

Catalina’s available lots decreased from 45 to 26 lots between reporting periods (noting that 120 nett sales were achieved during this time), while competitors’ stock decreased by 29 lots to 75 lots (27.9% decrease).

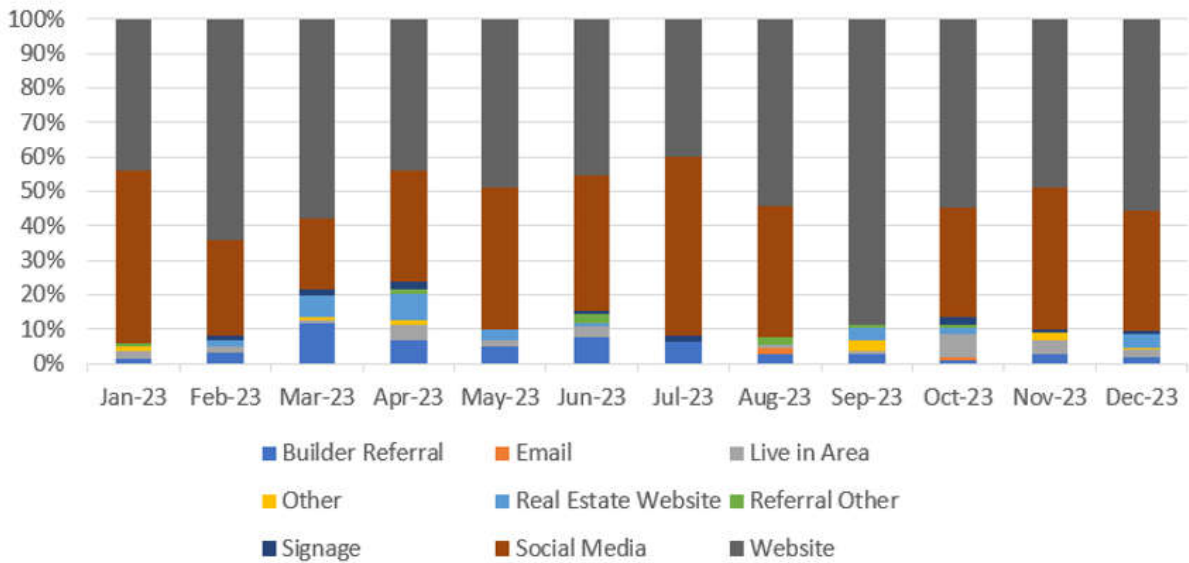
Marketing

Catalina’s website traffic during November and December 2023 was consistent with the previous three months, though there was a notable surge in leads during this time peaking at 238 in December, which is the highest number recorded in the past 12 months. This uptick in leads and, consequently sales is indicative of the current robust residential land sales market.



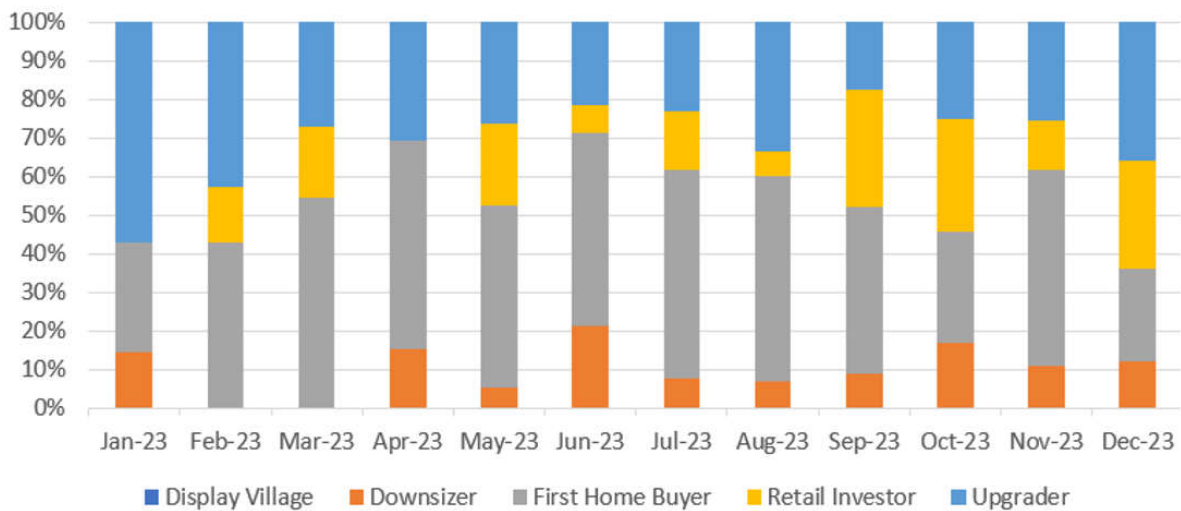
The primary sources of leads for November and December 2023 remained consistent, with the website providing the highest proportion, followed closely by social media, aligning with the trend observed in the preceding month. Builder referral leads remained stable at approximately 3%, mirroring the figures from the previous month. Additionally, 5% of leads originated from the real estate website, maintaining a similar proportion to the prior reporting period.

Lead Source - CRM LEADS

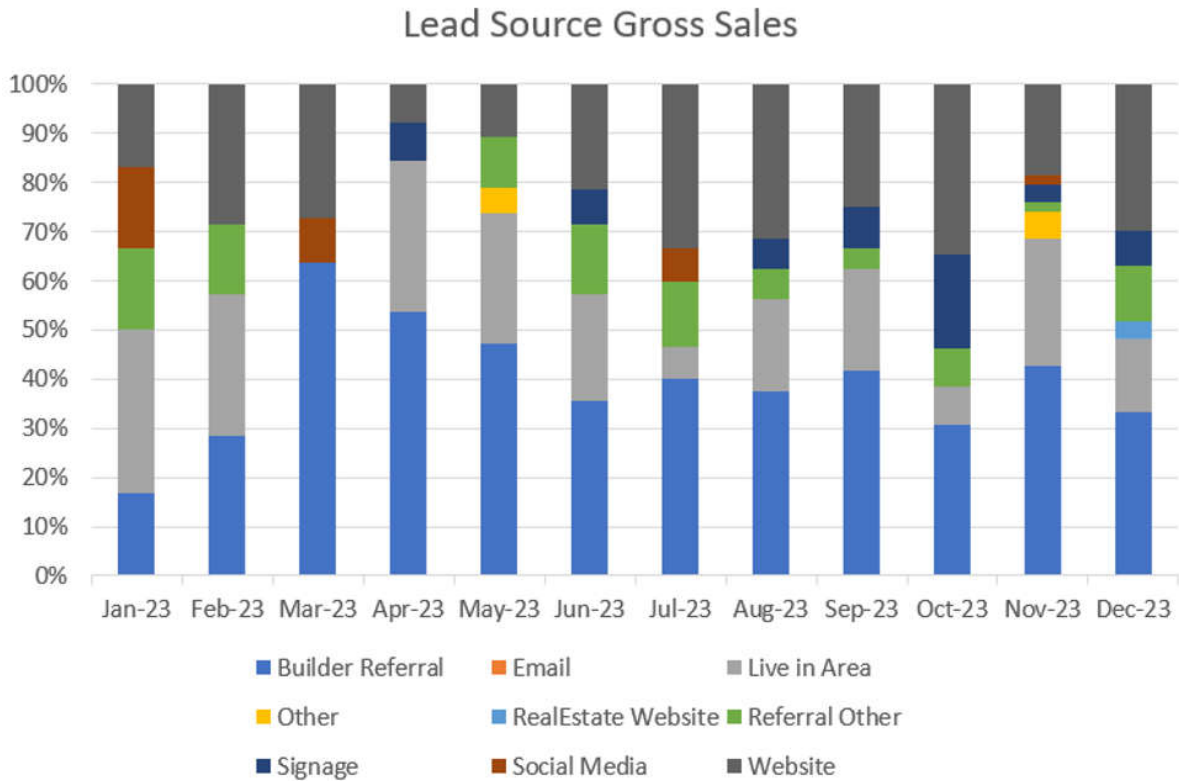


In November 2023, there was a notable shift in buyer types, with an increase in first home buyers, while downsizers and upgraders maintained consistency compared to the previous month. However, in December 2023 first home buyers declined and retail investors emerged prominently. There was a slight uptick in upgraders during December 2023, while downsizers continued to show stability. The variation in buyer types is reflective of the land availability in different precincts, particularly considering the substantial number of stage releases during this period.

Buyer Type Gross Sales



The Builder Referral lead source maintained a consistent performance compared to previous months, demonstrating stability. The website, however experienced a decline in November 2023 but rebounded the following month. 'Live In Area' consistently featured prominently with a strong presence throughout both months. Meanwhile, there were fluctuations in the performance of Other and Referral Other lead types across November and December 2023.








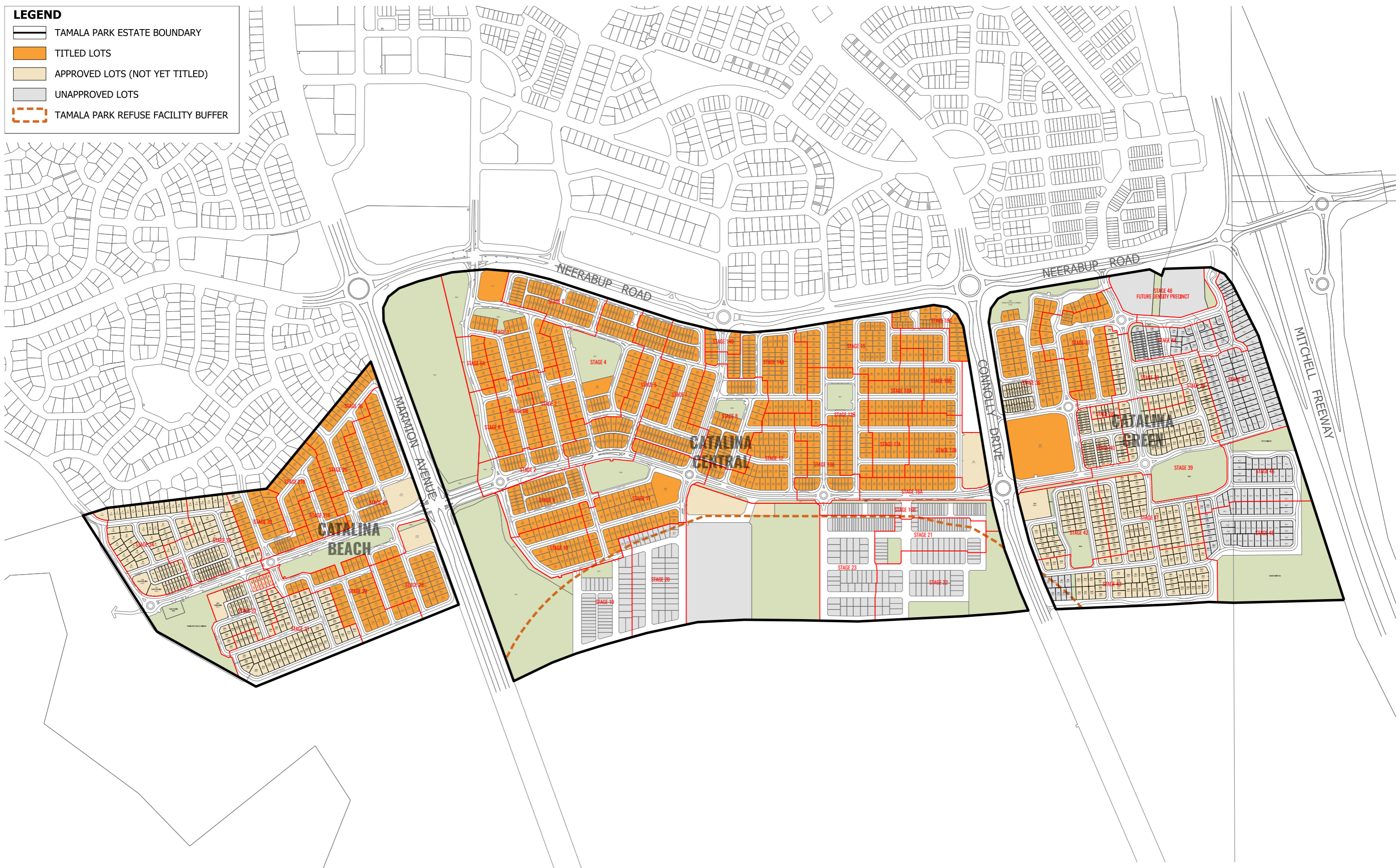
nb - all Charts use data extracted from Satterley's CRM system for the period to 31 December 2023.

Key marketing activity for November 2023 to January 2024 period was centred around the preparation of regular electronic direct messaging to announce new land releases, overseeing the Expression of Interest (EOI) process for Stage 31 lots, finalising rebranding updates for the Council's change of name, conducting signage updates and maintenance and promoting and formulating a comprehensive signage plan for the Catalina Beach Display Village, the Catalina Display Village.

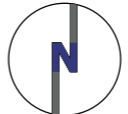
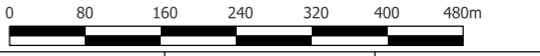
Marketing activity for coming months will concentrate on promotion of upcoming land releases, evaluating digital advertising expenditures, revising the Catalina Beach Display Village Guide, updating aerial photography assets, implementing signage updates (including wayfinding and Sales Office car park) subsequent to appointing a signage supplier and progress the Catalina Green Display Village signage pricing and approvals.

LEGEND

-  TAMALA PARK ESTATE BOUNDARY
-  TITLED LOTS
-  APPROVED LOTS (NOT YET TITLED)
-  UNAPPROVED LOTS
-  TAMALA PARK REFUSE FACILITY BUFFER



ESTATE LAYOUT & STAGING PLAN
 Catalina Estate, CATALINA REGIONAL COUNCIL

<p>Aerial supplied by: Aerial Date Stamp: Survey supplied by: MNG Plan Number: NPS1059 - 023 Revision Number: D Drawn By: JP Client: Catalina Regional Council</p>		 Scale: 1:8000 @A3 Date Issued: 30.10.2023 ©Niche Planning Studio
<p>DISCLAIMER: Town Planning compliance is subject to approval from the Catalina Regional Council and a suitable town planner will need to be appointed. All Dimensions, Areas and Calculations are subject to Detailed Survey and Design before Town Planning Permit application. This Form is illustrative only and subject to Architectural Design and approval from an RATA qualified architect. This plan has been prepared for illustrative purposes only and should not be used as a means to judge any properties value or yield potential.</p>		



9.5. PROJECT FINANCIAL REPORT - OCTOBER 2023

Responsible Officer: Project Manager

Attachments: 1. Attachment - Catalina Oct 23 Finance Report

Voting Requirement: Simple Majority

RECOMMENDATION

That the Council **RECEIVES** the Project Financial Report (October 2023) submitted by the Satterley Property Group.

PURPOSE

To consider the Project Financial Report for October 2023 submitted by the Satterley Property Group.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

N/A

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

Review of Project Financial Report for October 2023.

RISK MANAGEMENT IMPLICATIONS

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

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

BACKGROUND

At its meeting of 22 June 2023, the Council approved the Project Budget FYE 2024, submitted by the Satterley Property Group (Satterley).

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

COMMENT

Satterley has prepared a Catalina Financial Report for October 2023 for the Project. The report has been prepared on a cash basis and compares actual expenditure to approved budget expenditure for the period 1 October 2023 to 31 October 2023.

This report identifies the following main areas of variance:

As tabled below, the overall nett financial position exceeds the June budget projections.

	Budget (July-June)	Budget YTD (July- October)	Actual YTD (July-October)	Variance \$	Variance %
Revenue	\$36,306,053	\$9,068,547	\$15,111,404	\$6,042,857	66.63%
Expenditure	\$20,742,246	\$12,963,336	\$5,996,322	-\$6,967,014	-53.74%
Nett	\$15,563,807	-\$3,894,789	\$9,115,082	\$13,009,871	334.03%

Expenditure

- Lot Production (excluding bonds): \$3.4M under budget. While a considerable portion of this under-expenditure is due to the timing of civil construction contractor invoices, there are also some budget savings as project stages are being delivered under budget allocations. This is due to a combination of good project management and the fact that considerable contingencies were included in initial budget estimates that have not been fully utilised.
- Landscaping: \$3.11M under budget. This is primarily due to the timing of landscape construction contractor invoices, minor delays in the delivery of works programs and cost savings. The vast majority of these under-budgeted funds will be expended, just later than was initially anticipated.
- Infrastructure Spend: \$203K under budget. This is primarily due to cost savings of \$250K in the construction of Longbeach Promenade extension.
- Clearance Bonds: \$0.8M unfavourable. Several bonds currently being held by the City of Wanneroo are expected to be released in coming months.

Revenue

Income: \$6.10M above expectations due to 21 more settlements achieved than anticipated.

30 November 2023

Mr Chris Adams
Chief Executive Officer
Catalina Regional Council
PO Box 655
INNALOO WA 6918

Dear Chris

Catalina Financial Report for October 2023

Please find attached the Catalina Financial Report for October 2023. This report has been prepared on a cash basis and compares actual income and expenditure to the June 2023 approved budget for the period ending 31 October 2023, with construction spend reviewed on a period to date basis.

Sales & Settlements

- YTD residential settlement revenue for FY2024 was \$16.0m which is \$6.10m favourable to the approved 'June 2023' budget due to 21 more settlements. (PTD settlements: 30 ahead of budget)
- Year to date Sales for FY2024 was \$22.6m and \$12.4m favourable to budget due to 43 more residential sales. (PTD sales 95 ahead of budget)

Expenditure

Overall period to date cashflow for 31 October 2023 is \$19.1m favourable to budget per the approved 'June 2023' budget, with expenditure \$8.9m below budget. The main areas of expenditure variances are summarised below:

- o Lot Production (excl. Bonds) is \$4.4m under budget PTD (\$3.4m under budget YTD). The following PTD variances are noted:
 - o Stage 27B - \$167k under budget due to timing variances and estimated savings of \$100k;
 - o Stage 29 - \$121k under budget due to timing variance and estimated savings of \$100k;
 - o Stage 31 - \$648k under budget due to timing variances on civils payments;
 - o Stage 36 - \$1.34m under budget due to timing variances on civils payments & savings from Western Power Refund;
 - o Stage 37 - \$457k under budget due to timing variances and estimated savings of \$300k;
 - o Stage 38 - \$1.41m under budget due to timing variances;
 - o Other stages – \$227k under budget due to timing variances.
- o Landscaping is \$3.82m under budget PTD (\$3.11m under budget YTD). Lower spend for Landscaping has resulted from some work delays, timing of payments and some savings. The following PTD variances are noted:
 - o Preliminary Landscaping Consultancy - \$509k under budget due to delayed designs and constructions (primarily foreshore POS). This is an outcome of delayed works;
 - o Beach Park 2 \$99k under budget due to savings;

- Beach Foreshore POS \$2.32m under budget due to delays (approvals, construction delays and internal reviews of project);
- Green Streetscapes Phase 1 - \$359k under budget – works have been deferred to commence in December;
- Green POS Phase 1 - \$333k under budget – due to timing of works;
- Beach Portofino Verge(South) -\$130k under budget due to savings;
- Other landscaping activities - \$67k under budget due to a mixture of timing variances and savings.

- Infrastructure Spend is \$286k under budget PTD (\$203k under budget YTD), noting the following variance:
 - Longreach Prom Extension \$302k under budget due to minor timing variances and estimated savings of \$250k.

- Clearance bonds are \$0.8m unfavourable to budget – timing. Bond returns are in progress to offset this variance.

- Indirect Consultants are \$111k under budget PTD - timing.

- P&L expenditure is \$292k under budget YTD, noting the following variances:
 - Sales & Marketing is \$37k over budget due to timing of spend;
 - Community and Development \$14k over budget due to timing of spend;
 - Maintenance \$265k under budget due to timing of spend;
 - Legal Fees \$16k under budget – minimal spend required at present;
 - Contingency \$120k under budget – not required;
 - Rates & Taxes \$110k over budget due to timing of spend;
 - Training \$8k under budget due to timing of spend;
 - \$44k under budget - combined minor variances for other Overheads.

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

Yours faithfully



Ross Carmichael
General Manager Finance

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - October 2023			PROJECT TO DATE - October 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Oct 2023	YTD BUD Oct 2023	Variance	PTD ACT Oct 2023	PTD BUD Oct 2023	Variance	Comments regarding variance
REVENUE								
Settlements	Settlement revenue	16,006,500	9,896,934	6,109,566	353,264,000	343,923,601	9,340,399	Settlements tracking above budget - 21 ahead of budget
Margin GST	Margin GST	(167,950)	(142,317)	(25,633)	(4,866,556)	(4,857,307)	(9,250)	GST Margin Scheme applied (Burgess Rawson valuations)
Direct Selling Costs		(592,016)	(455,317)	(136,699)	(16,342,490)	(15,929,770)	(412,721)	Includes Commission and Management Fees, tracking higher in line with increased settlements
Interest Income		1,899	0	1,899	110,063	105,934	4,129	Penalty interest income on settlements
Forfeited Deposits		0	0	0	35,455	35,455	0	
Other Income	Special sites revenue	0	0	0	10,228,594	10,228,594	0	
Rebate Allowance		(137,029)	(230,754)	93,725	(6,883,968)	(8,189,446)	1,305,478	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		15,111,404	9,068,547	6,042,857	335,545,097	325,317,061	10,228,036	
LOT PRODUCTION								
Completed Earthworks		0	0	0	13,502,429	13,502,429	-0	
	Direct Consultants	0	0	0	186,216	189,523	3,307	
Total Earthworks Stage 25-27		0	0	0	3,789,303	3,792,610	3,307	
Earthworks Stages 36-37	Siteworks / Earthworks	6,764	0	(6,764)	1,067,885	1,088,432	20,547	
Total Earthworks Stage 36-37		6,764	0	(6,764)	1,067,885	1,088,432	20,547	
Completed Stages		0	0	0	50,620,302	50,620,302	1	
Stage 7	Siteworks / Earthworks	0	0	0	2,257,683	2,257,684	1	
Total Stage 7		0	0	0	2,974,468	2,974,469	1	
	Authorities Fees	0	0	0	160,060	160,060	0	
Total Stage 10		0	0	0	1,531,175	1,531,175	0	
	Authorities Fees	0	0	0	463,449	463,449	0	
Total Stage 11		0	0	0	3,578,848	3,578,848	(0)	
	Direct Consultants	0	0	0	172,787	172,787	(0)	
Total Stage 13A		0	0	0	2,369,855	2,369,855	(0)	
	Direct Consultants	0	0	0	241,636	241,637	0	
Total Stage 13B		0	0	0	2,552,862	2,552,863	0	
Stage 14B	Siteworks / Earthworks	0	0	0	482,855	500,850	17,995	
Total Stage 14B		0	0	0	611,485	629,480	17,995	
	Authorities Fees	0	0	0	198,958	197,958	(1,000)	
Total Stage 17B		0	0	0	1,652,842	1,651,842	(1,000)	
Stage 18C	Siteworks / Earthworks	6,425	6,425	0	1,694,029	1,700,000	5,971	
	Direct Consultants	0	9,958	9,958	114,393	138,041	23,648	
Total Stage 18C		6,425	16,383	9,958	2,041,590	2,071,209	29,619	
	Direct Consultants	0	0	0	280,279	276,971	(3,307)	
Total Stage 25		0	0	0	6,017,188	6,013,881	(3,307)	
Stage 26	Siteworks / Earthworks	0	0	0	1,273,228	1,263,410	(9,818)	
Total Stage 26		0	0	0	1,658,723	1,648,905	(9,818)	
Stage 27A	Siteworks / Earthworks	0	0	0	719,840	728,022	8,182	
Total Stage 27A		0	0	0	932,599	940,781	8,182	
Stage 27B	Siteworks / Earthworks	0	0	0	958,961	960,144	1,183	
	Authorities Fees	0	66,982	66,982	145,269	278,955	133,686	
Stage 27B	Direct Consultants	400	13,985	13,585	116,766	148,411	31,645	
Total Stage 27B		400	80,966	80,566	1,220,996	1,387,510	166,515	Cashflow under budget as result of: ~\$100k savings from authority fees (W/P) to be reflected in next update.
Stage 28	Siteworks / Earthworks	0	0	0	2,196,566	2,198,203	1,636	
Total Stage 28		0	0	0	2,614,361	2,615,998	1,636	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - October 2023			PROJECT TO DATE - October 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Oct 2023	YTD BUD Oct 2023	Variance	PTD ACT Oct 2023	PTD BUD Oct 2023	Variance	Comments regarding variance
Stage 29	Siteworks / Earthworks	78,001	244,938	166,937	3,900,113	3,866,360	(33,753)	
	Authorities Fees	1,320	0	(1,320)	319,683	428,043	108,360	
	Direct Consultants	4,171	12,700	8,529	164,390	211,053	46,663	
Total Stage 29		83,493	257,638	174,146	4,384,186	4,505,456	121,270	Cashflow under budget as result of: ~\$100k savings from authority fees (WP) to be reflected in next update.
Stage 30	Siteworks / Earthworks	0	0	0	1,150,269	1,155,179	4,910	
	Authorities Fees	0	0	0	267,882	284,196	16,314	
	Direct Consultants	0	0	0	139,088	179,450	40,362	
Total Stage 30		0	0	0	1,557,239	1,618,824	61,586	Cashflow under budget: minor savings in consultants and authority fees.
Stage 31	Siteworks / Earthworks	2,377,290	2,525,192	147,902	3,492,823	3,868,702	375,879	
	Authorities Fees	395,258	617,944	222,686	407,468	630,154	222,686	
	Direct Consultants	56,370	82,605	26,235	251,344	300,543	49,199	
Total Stage 31		2,828,918	3,225,741	396,823	4,151,635	4,799,399	647,764	Cashflow under budget as result of minor delays with contractor and timing of payments.
	Authorities Fees	(16,447)	0	16,447	-16,447	0	16,447	*Refund from W/Power
Total Stage 32		(16,447)	0	16,447	(16,447)	(0)	16,447	
	Authorities Fees	(22,950)	0	22,950	-22,950	0	22,950	*Refund from W/Power
Total Stage 33		(22,950)	0	22,950	(22,950)	0	22,950	
	Authorities Fees	(20,655)	0	20,655	-20,655	0	20,655	*Refund from W/Power
Total Stage 34		(20,655)	0	20,655	(20,655)	0	20,655	
Stage 36	Siteworks / Earthworks	8,949	351,126	342,177	5,371,182	6,215,422	844,240	
	Authorities Fees	(146,708)	0	146,708	238,810	716,382	477,572	
	Direct Consultants	0	3,638	3,638	435,575	454,905	19,331	
Total Stage 36		(137,759)	354,764	492,524	6,045,566	7,386,709	1,341,143	Cashflow under budget due to: Timing variance on civils payments (works on schedule); unforecast credit for WP refund; Headworks and civils below forecast due to fencing and headworks deferred on cottage lots. Portion of unused budget expenditure anticipated to be taken up as savings in next update.
Stage 37	Siteworks / Earthworks	202,202	812,543	610,340	1,841,563	2,238,773	397,210	
	Authorities Fees	0	0	0	369,831	401,300	31,469	
	Direct Consultants	23,567	18,467	(5,100)	207,333	235,277	27,944	
Total Stage 37		225,769	831,009	605,240	2,418,726	2,875,350	456,624	Cashflow under budget: estimated savings on stage costs ~\$300k - will be reflected in next budget update.
Stage 38	Siteworks / Earthworks	466,949	1,662,750	1,195,801	571,401	1,662,750	1,091,349	
	Authorities Fees	11,044	301,269	290,226	11,439	301,269	289,830	
	Direct Consultants	17,818	38,532	20,714	124,085	155,499	31,414	
Total Stage 38		495,811	2,002,552	1,506,741	706,926	2,119,518	1,412,592	Cashflow under budget: Timing variance on civils payments (works on schedule).
	Direct Consultants	114,570	212,870	98,300	147,420	212,870	65,450	
Total Stage 39		114,570	212,870	98,300	147,420	212,870	65,450	
	Direct Consultants	6,669	0	(6,669)	6,669	0	(6,669)	
Total Stage 41		6,669	0	(6,669)	6,669	0	(6,669)	
	Direct Consultants	8,775	0	(8,775)	8,775	0	(8,775)	
Total Stage 42		8,775	0	(8,775)	8,775	0	(8,775)	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - October 2023			PROJECT TO DATE - October 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Oct 2023	YTD BUD Oct 2023	Variance	PTD ACT Oct 2023	PTD BUD Oct 2023	Variance	Comments regarding variance
	Direct Consultants	9,799	0	(9,799)	9,799	0	(9,799)	
Total Stage 43		9,799	0	(9,799)	9,799	0	(9,799)	
Various Stages	Clearance Bonds	(946,222)	(1,010,141)	(63,919)	2,553,381	1,777,879	(775,502)	Timing variances - delay in return of several bonds.
TOTAL LOT PRODUCTION		2,643,360	5,971,784	3,328,424	107,713,083	111,312,495	3,599,412	Summary Note: (Civil payments are budgeted to be the month after works. Budget also averages civil costs equally over the budget period).
LANDSCAPING								
Completed Landscaping		231	0	-231	15,769,576	15,769,346	-231	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	1,332,634	1,328,968	(3,666)	
Stage 14A Landscaping	Landscape Consulting	0	0	0	12,013	8,430	(3,583)	
Seed Collection	Landscape Construction	0	0	0	22,797	0	(22,797)	
Catalina Beach Foreshore Node / Beach Connect	Landscape Construction	0	0	0	889	0	(889)	
Catalina Beach Portofino Medians	Landscape Construction	0	0	0	506	0	(506)	
Catalina Beach Greenlink Stage 25	Landscape Consulting	0	0	0	120,249	118,508	(1,741)	
Preliminary Landscaping Consultancy	Landscape Consulting	134,709	507,939	373,230	1,162,742	1,671,255	508,513	Under budget as direct result of delays in construction, particularly foreshore POS, consultancy payments a % fee tied directly to construction works.
Environmental Landscaping	Landscape Construction	1,593	0	(1,593)	450,519	514,842	64,323	Under budget as a result of savings.
Public Art	Landscape Construction	0	90,184	90,184	189,497	279,681	90,184	Under budget as a result of savings.
Fauna Relocation	Landscape Construction	0	0	0	37,080	(0)	(37,080)	
Central Connolly Drive	Landscape Construction	0	13,035	13,035	1,068,207	1,107,364	39,157	Under budget as a result of savings.
Central Green Link	Landscape Construction	0	0	0	2,061,523	2,092,209	30,686	Under budget as a result of savings.
Beach Display Village Verge	Landscape Construction	0	120	120	302,082	298,805	(3,277)	
Beach Portofino Verge - South	Landscape Construction	14,061	59,427	45,366	712,969	842,908	129,939	Under budget as a result of savings.
Beach Park 2	Landscape Construction	233,724	211,558	(22,165)	474,789	573,704	98,915	Under budget as a result of savings.
Beach Foreshore POS Area 1	Landscape Construction	267,034	2,591,553	2,324,519	355,834	2,680,353	2,324,519	Under budget as result of ongoing delays (delayed approvals, value management exercise and construction delays), with costs to normalise over coming months. Works commenced in October 2023.
Beach Foreshore Access Area 1	Landscape Construction	21,911	0	(21,911)	529,085	502,338	(26,747)	
Beach Mollaca Way Medians	Landscape Construction	0	10,042	10,042	0	20,042	20,042	
Beach Long Beach Promenade Verge	Landscape Construction	82,460	34,566	(47,894)	82,718	34,566	(48,151)	
Green POS 1 Phase 1	Landscape Construction	1,281,849	1,411,632	129,783	2,210,397	2,543,726	333,329	Timing
Green Streetscapes Phase 1	Landscape Construction	0	287,613	287,613	0	358,772	358,772	Under budget due to delays in commencement for works which are currently going through approvals and pricing, anticipated to commence in December
Green Central Bore, Pump & Filtration Unit	Landscape Construction	0	58,735	58,735	62,932	127,949	65,017	Under budget as result of unused budget line.
Beach offset Area Revegetation Initial	Landscape Construction	380,229	218,933	(161,296)	389,219	218,933	(170,286)	Timing
Beach Stage 29 Landscaping	Landscape Construction	50,806	18,042	(32,764)	50,806	53,975	3,169	
Green Stage 37 Streetscapes	Landscape Construction	0	73,946	73,946	0	73,946	73,946	
TOTAL LANDSCAPING		2,468,606	5,587,324	3,118,719	27,399,064	31,220,621	3,821,558	In general under budget due to delays in works (\$2.3m PTD, \$3.0m YTD), timing of payments and minor savings.

Catalina Actual vs Budget Analysis

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Job Description	Account Description	YTD ACT Oct 2023	YTD BUD Oct 2023	Variance	PTD ACT Oct 2023	PTD BUD Oct 2023	Variance	Comments regarding variance
INDIRECT CONSULTANTS								
Planning - indirect	Planning	66,119	62,059	(4,060)	3,058,224	3,158,489	100,264	
	Architect	6,380	26,440	20,060	37,935	64,591	26,656	
	Environmental	18,079	13,473	(4,606)	489,087	466,203	(22,884)	
	Geotechnical	0	2,571	2,571	12,300	22,506	10,206	
	Title - Survey & Legal fees	18,292	11,789	(6,504)	277,014	258,119	(18,896)	
	Engineering fees	14,813	16,750	1,936	416,339	401,447	(14,892)	
	Traffic planning	0	0	0	94,181	94,181	0	
	Landscaping consultancy	0	0	0	9,936	0	(9,936)	
	Miscellaneous Consultants	0	9,892	9,892	47,762	57,054	9,292	
	Planning - fire & safety	0	0	0	32,280	32,280	0	
	Planning - Hydrology	11,249	8,786	(2,462)	168,442	181,475	13,033	
	Planning - Sustainability	0	4,400	4,400	37,305	51,268	13,963	
	Acoustic & Noise Consult	0	329	329	8,265	9,572	1,307	
	Tree Mapping	0	2,526	2,526	7,971	10,497	2,526	
TOTAL INDIRECT CONSULTANTS		134,932	159,015	24,083	4,697,041	4,807,682	110,640	Overall consultancy costs within budget, minor variances across disciplines as result of timing of works being required.
INFRASTRUCTURE								
Completed Infrastructure		19,180	0	-19,180	16,728,353	16,709,172	-19,180	
Neerabup Rd Maroochydore Way Intersection		0	0	0	1,498,274	1,480,279	(17,995)	
Asbestos and rubbish removal - Gen Allowance		0	0	0	25,801	46,987	21,186	under budget - savings
Longreach Prom Extension		174,449	390,578	216,129	918,293	1,204,429	286,136	under budget as result of contract savings approx. \$250k
Longreach Prom Extension		0	6,494	6,494	45,606	61,779	16,174	under budget as result of civil contract being lower than forecast (is % fee based)
INFRASTRUCTURE		193,629	397,072	203,443	19,216,326	19,502,646	286,320	
INFRASTRUCTURE REFUNDS								
Neerabup Road Reimbursement		0	0	0	(432,548)	(432,548)	0	
Waste Water Pump Station (West)		0	0	0	(1,397,613)	(1,397,613)	0	
INFRASTRUCTURE REFUNDS		0	0	0	(1,830,161)	(1,830,161)	0	
TOTAL INFRASTRUCTURE		193,629	397,072	203,443	17,386,165	17,672,485	286,320	within budget
SPECIAL SITES & FIXED ASSETS								
Completed Special Sites & Fixed Assets		0	0	0	561,114	561,114	0	
Sales Office Building		0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	11,186	3,440	(7,746)	
Sales Office Construction Western		0	0	0	624,762	624,776	14	
TOTAL SPECIAL SITES & FIXED ASSETS		0	0	0	1,770,111	1,763,311	(6,800)	Within budget
TOTAL CONSTRUCTION		5,440,527	12,115,195	6,674,669	158,965,463	166,776,594	7,811,130	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - October 2023			PROJECT TO DATE - October 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Oct 2023	YTD BUD Oct 2023	Variance	PTD ACT Oct 2023	PTD BUD Oct 2023	Variance	Comments regarding variance
LAND		0	0	0	0	0	0	
PROFIT & LOSS EXPENDITURE								
Sales & Marketing	Brand Development	2,500	2,000	(500)	293,938	302,213	8,275	
	Sales Office & Builder Rel.	0	9,667	9,667	126,081	142,985	16,903	
	Brochures	16,446	5,333	(11,113)	202,253	195,233	(7,020)	
	Advertising	25,797	28,333	2,536	1,210,237	1,160,274	(49,964)	
	Signage	30,135	19,333	(10,802)	606,999	611,347	4,349	
	Website	18,411	2,000	(16,411)	45,990	35,149	(10,841)	
	Promotions	10,801	0	(10,801)	30,426	28,978	(1,448)	
	Public Relations	0	0	0	7,424	13,498	6,075	
Total Sales and Marketing		104,090	66,667	(37,423)	2,523,348	2,489,677	(33,671)	Timing variance
Total Community Development	Comm Dev - Resident Dev	43,992	30,000	(13,992)	658,610	695,360	36,750	Within budget
Administration	Audit and Tax	3,650	20,251	16,601	295,319	298,550	3,231	
	Cleaning	1,617	4,042	2,425	66,659	70,554	3,894	
	Computer Costs	0	2,021	2,021	0	6,487	6,487	
	Couriers	0	1,213	1,213	1,338	12,728	11,390	
	Electricity & Gas	962	4,042	3,080	161,815	162,260	445	
	Insurance	0	2,021	2,021	3,184	6,705	3,521	
	Legal fees	630	16,841	16,211	202,197	230,917	28,720	
	Licenses & Fees	0	2,021	2,021	5,609	9,942	4,333	
	Postage, Print & Stationery	6	2,021	2,015	3,504	33,766	30,262	
	Rent - Sales Office & Cprk	0	0	0	467,350	467,350	0	
	Sundry Office Expenses	94	6,063	5,969	1,544	26,919	25,374	
	Telephone	0	0	0	0	0	0	
	Training	0	8,420	8,420	0	14,670	14,670	
	Travel & Accommodation	0	0	0	0	0	0	
	Valuations	11,390	13,473	2,083	238,703	245,386	6,683	
	Rates & Taxes	320,471	210,874	(109,597)	1,515,338	1,707,344	192,006	
	Maintenance	68,892	333,452	264,560	3,746,537	4,109,634	363,097	
	Maint- Carpark Makegood	0	0	0	53,798	53,798	0	
	Security	0	4,042	4,042	28,877	36,339	7,463	
Total Administration		407,713	630,796	223,083	6,791,773	7,493,349	701,576	
Finance	Bank Charges - Comm Bills	0	0	0	400	0	(400)	
Finance	Contingency	45,988	166,667	120,679	3,031,398	395,172	(2,636,226)	
	Contingency Offset Transfer	(45,988)	(45,988)	0	(3,031,398)	0	3,031,398	
Total Finance		0	120,679	120,679	400	395,172	394,772	
Total P&L Expenditure		555,795	848,141	292,346	9,974,131	11,073,558	1,099,428	
Grand Expense Total		5,996,322	12,963,336	6,967,014	168,939,594	177,850,152	8,910,558	Within budget
NET CASHFLOW		9,115,082	(3,844,796)	13,009,878	166,605,503	147,456,909	19,138,594	

1.0 Management Accounts

1.1 KEY STATISTICS

1.1.1 RESIDENTIAL LOTS & DISTRIBUTIONS								
	<u>Lots Produced (titles)</u>		<u>Sales</u>		<u>Settlements</u>		<u>Distributions</u>	
	<u>Actual</u>	<u>Budget</u> <i>(Jun-23)</i>	<u>Actual</u>	<u>Budget</u> <i>(Jun-23)</i>	<u>Actual</u>	<u>Budget</u> <i>(Jun-23)</i>	<u>Actual</u>	<u>Budget</u> <i>(Jun-23)</i>
Prior Years	1,314	1,314	1,274	1,265	1,218	1,209	117,000,000	117,000,000
Jul-2023	-	-	15	7	16	10	-	-
Aug-2023	-	-	13	7	15	7	-	-
Sep-2023	-	66	19	7	13	6	-	-
Sep Qtr	-	66	47	21	44	23	-	-
Oct-2023	-	-	24	7	8	8	-	-
Nov-2023	-	37	-	7	-	6	-	-
Dec-2023	-	-	-	4	-	8	-	10,000,000
Dec Qtr	-	37	24	18	8	22	-	10,000,000
Jan-2024	-	-	-	14	-	12	-	-
Feb-2024	-	-	-	8	-	17	-	-
Mar-2024	-	-	-	8	-	12	-	-
Mar Qtr	-	-	-	30	-	41	-	-
Apr-2024	-	-	-	8	-	9	-	-
May-2024	-	-	-	8	-	8	-	-
Jun-2024	-	-	-	8	-	11	-	10,000,000
Jun Qtr	-	-	-	24	-	28	-	10,000,000
PTD	1,314	1,380	1,321	1,286	1,262	1,232	117,000,000	117,000,000
Full 2023/24 Year	-	103	71	93	52	114	-	20,000,000
2024/25	-	64	-	127	-	97	-	17,000,000
2025/26	-	141	-	146	-	145	-	15,000,000

- There were 24 sales and 8 settlements for September.

1.2 Sales & Settlements

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Jun-23)</i>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-23)</i>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Jun-23)</i>
Residential						
- Sales #	24	7	71	28	1,345	1,293
- Sales \$	7,354,000	2,585,769	22,640,000	10,195,823	376,663,000	361,500,482
- Sales \$/lot	306,417	369,396	318,873	364,137	280,047	279,583
- Settlements #	8	8	52	31	1,270	1,240
- Settlements \$	2,879,500	2,687,776	16,006,500	9,896,933	353,264,000	343,923,599
- Settlements \$/lot	359,938	335,972	307,817	319,256	278,161	277,358
Special Sites						
- Sales #	-	-	-	-	6	6
- Sales \$	-	-	-	-	13,902,500	13,902,500
- Sales \$/lot	-	-	-	-	2,317,083	2,317,083
- Settlements #	-	-	-	-	5	5
- Settlements \$	-	-	-	-	10,922,000	10,922,000
- Settlements \$/lot	-	-	-	-	2,184,400	2,184,400
Lots Under Contract						
- Sales #	75					
- Sales \$	23,399,000					
- Sales \$/lot	311,987					
			Unconditional	6	Titled	
			Conditional	69	1,318 incl. Spec sites	

Special sites under contract:

Lot 341 (Stg 17B)	2,750,000	<u>Bud</u> <u>Settlement</u>
	<u>2,750,000</u>	Mar-24

1.3 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u> (Jun-23)	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	16,006,500	9,896,934	6,109,566
Margin GST	(167,950)	(142,317)	(25,633)
Direct selling costs	(592,016)	(455,317)	(136,699)
Interest Income	1,899	-	1,899
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(137,029)	(230,754)	93,725
	<u>15,111,404</u>	<u>9,068,547</u>	<u>6,042,857</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	3,589,582	6,981,925	3,392,343
Clearance Bonds	(946,222)	(1,010,141)	(63,919)
Landscaping	2,468,606	5,587,324	3,118,719
Consultants	134,932	159,015	24,083
Infrastructure	193,629	397,072	203,443
Special Sites	-	-	-
	<u>5,440,527</u>	<u>12,115,195</u>	<u>6,674,669</u>
<u>Overheads</u>			
Sales & marketing	104,090	66,667	(37,423)
Community Develop.	43,992	30,000	(13,992)
Administration	407,713	630,796	223,083
Finance/Contingency	-	120,679	120,679
	<u>555,795</u>	<u>848,141</u>	<u>292,346</u>
Net Cashflow	<u>9,115,082</u>	<u>(3,894,790)</u>	<u>13,009,872</u>

1.4 Cashflow - PTD Actuals to budget

	<u>PTD Act</u>	<u>PTD Bgt</u> (Jun-23)	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	353,264,000	343,923,601	9,340,399
Margin GST	(4,866,556)	(4,857,307)	(9,250)
Direct selling costs	(16,342,490)	(15,929,770)	(412,721)
Interest Income	110,063	105,934	4,129
Forfeited Deposits	35,455	35,455	-
Other Income	10,228,594	10,228,594	-
Rebate Allowance	(6,883,968)	(8,189,446)	1,305,478
	<u>335,545,097</u>	<u>325,317,061</u>	<u>10,228,036</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	105,159,702	109,534,616	4,374,914
Clearance Bonds	2,553,381	1,777,879	(775,502)
Landscaping	27,399,064	31,220,621	3,821,558
Consultants	4,697,041	4,807,682	110,640
Infrastructure	17,386,165	17,672,485	286,320
Special Sites	1,770,111	1,763,311	(6,800)
	<u>158,965,463</u>	<u>166,776,594</u>	<u>7,811,130</u>
<u>Overheads</u>			
Sales & marketing	2,523,348	2,489,677	(33,671)
Community Develop.	658,610	695,360	36,750
Administration	6,791,773	7,493,349	701,576
Finance/Contingency	400	395,172	394,772
	<u>9,974,131</u>	<u>11,073,558</u>	<u>1,099,428</u>
Net Cashflow	<u>166,605,503</u>	<u>147,466,909</u>	<u>19,138,594</u>

1.5 Bonds

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	3,499,603	3,170,320	2,553,381
	<u>3,499,603</u>	<u>3,170,320</u>	<u>2,553,381</u>

Bonds relate to stages 29, 36, 37 & Connolly Drive early clearances.

2.0 PROFIT & LOSS

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Jun-23)</i>	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-23)</i>	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Jun-23)</i>
- Revenue \$ (Stlmnts)	2,879,500	2,687,776	191,724	16,006,500	9,896,933	6,109,567	353,264,000	343,923,599
- Revenue \$/lot	359,938	335,972		307,817	319,256		278,161	277,358
- Selling & GST \$	248,027	254,544	6,517	1,486,810	960,426	(526,384)	30,829,984	30,407,325
- Selling & GST \$/lot	31,003	31,818		28,593	30,981		24,276	24,522
- Cost of sales \$	1,012,149	1,157,728	145,579	6,023,493	4,464,321	(1,559,172)	126,053,432	123,790,641
- Cost of sales \$/lot	126,519	144,716		115,836	144,010		99,255	99,831
- Gross profit \$	1,619,324	1,275,504	343,820	8,496,196	4,472,186	4,024,011	196,380,585	189,725,633
- Gross profit \$/lot	202,416	159,438		163,388	144,264		154,630	153,005
- Gross profit Mgn %	56.24%	47.46%		53.08%	45.19%		55.59%	55.17%
- Special Sites \$	-	-	-	-	-	-	6,731,808	6,639,738
- Other income \$	-	-	-	1,899	-	1,899	293,088	288,959
- Sales & Marketing \$	31,996	25,164	(6,832)	125,384	100,655	(24,729)	3,165,595	3,102,079
- Administration \$	68,878	117,468	48,590	228,797	487,559	258,762	7,257,961	7,584,011
- Finance/Other \$	1,903	-	(1,903)	7,551	-	(7,551)	237,615	224,478
- Contingency \$	-	41,667	41,667	-	166,668	166,668	4,091	399,265
- Net profit \$	1,516,547	1,091,205	425,342	8,136,364	3,717,303	4,419,060	192,740,218	185,344,497
- Net profit \$/lot	189,568	136,401		156,469	119,913		151,764	149,471

- Year to date Gross profit is \$4.0m favourable on 21 more settlements than budget.
- Year to date Overheads are \$393k below budget due to:
 - Marketing 25k unfavourable - timing;
 - Admin \$259k favourable - timing;
 - Unused Contingency \$167k

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	16,006,500	37,328,635	(21,322,135)
- Revenue \$/lot	307,817	327,444	
- Selling & GST \$	1,486,810	3,608,879	2,122,069
- Selling & GST \$/lot	28,593	31,657	
- Cost of sales \$	6,023,493	16,575,122	10,551,629
- Cost of sales \$/lot	115,836	145,396	
- Gross profit \$	8,496,196	17,144,634	(8,648,438)
- Gross profit \$/lot	163,388	150,392	
- Gross profit Mgn %	53.08%	45.93%	
- Special Sites \$	-	1,242,494	(1,242,494)
- Other income \$	1,899	-	1,899
- Sales & Marketing \$	125,384	301,966	176,582
- Administration \$	228,797	1,440,648	1,211,852
- Finance \$	7,551	-	(7,551)
- Contingency \$	-	500,004	500,004
- Net profit \$	8,136,364	16,144,510	(8,008,146)
- Net profit \$/lot	156,469	141,619	

2.1 GROSS PROFIT ANALYSIS

Actual

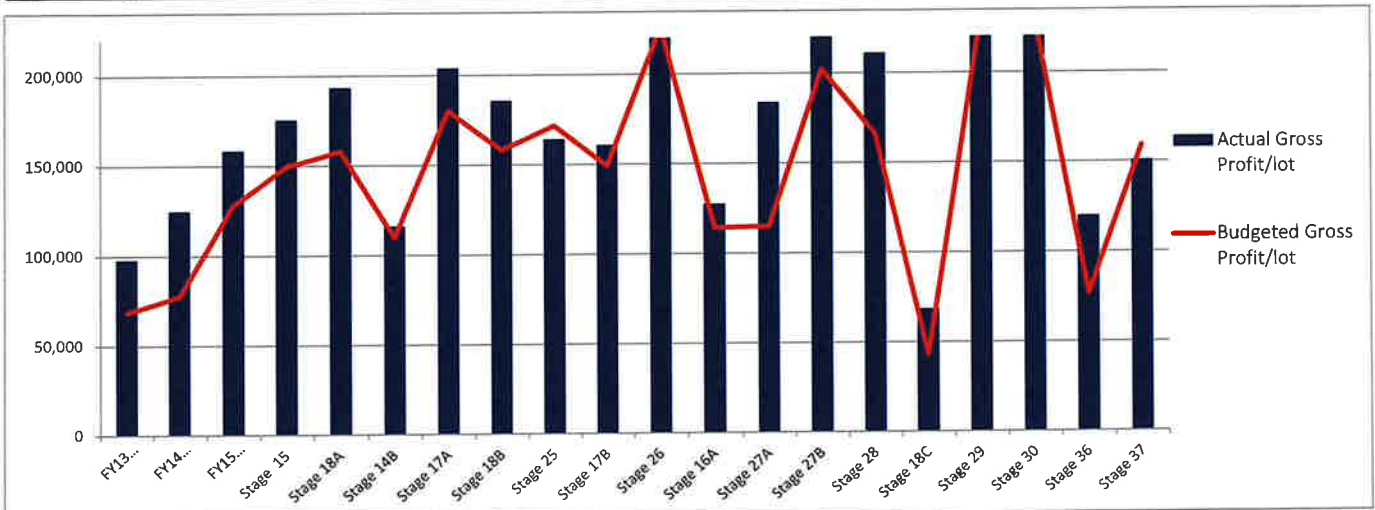
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)		Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
				COGS (incl. GST)	Direct Costs/lot			
Incentives Writeback				-5,801,581		5,801,581		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159	122,619	22,805,341	97,877	44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309	118,248	25,847,691	124,868	51.36%
FY15 Stages	2014 / 2015	77,688,000	275,489	32,963,408	116,892	44,724,592	158,598	57.57%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567	105,301	9,652,433	175,499	62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429	103,980	5,610,571	193,468	65.04%
Stage 14B	28-Oct-16	2,444,000	244,400	1,281,011	128,101	1,162,989	116,299	47.59%
Stage 17A	20-Feb-17	7,774,000	310,960	2,674,295	106,972	5,099,705	203,988	65.60%
Stage 18B	13-Jun-17	8,792,000	283,613	3,035,185	97,909	5,756,815	185,704	65.48%
Stage 25	8-Aug-17	20,323,000	350,397	10,802,146	186,244	9,520,854	164,153	46.85%
Stage 17B	22-May-18	9,827,500	272,986	4,038,425	112,178	5,789,075	160,808	58.91%
Stage 26	26-Sep-19	14,125,500	371,724	5,669,441	149,196	8,456,059	222,528	59.86%
Stage 16A	25-Jan-21	4,514,000	265,529	2,344,352	137,903	2,169,648	127,626	48.06%
Stage 27A	24-Feb-21	6,341,000	317,050	2,661,467	133,073	3,679,533	183,977	58.03%
Stage 27B	20-Apr-22	9,355,000	406,739	4,018,069	174,699	5,336,931	232,040	57.05%
Stage 28	1-Sep-21	12,770,000	375,588	5,591,783	164,464	7,178,217	211,124	56.21%
Stage 18C	26-Oct-22	5,623,000	200,821	3,707,732	132,419	1,915,268	68,402	34.06%
Stage 29	21-Apr-23	12,930,000	431,000	5,930,280	197,676	6,999,720	233,324	54.14%
Stage 30	25-May-22	13,595,000	388,429	4,881,002	139,457	8,713,998	248,971	64.10%
Stage 36	2-Nov-22	11,975,000	266,111	6,575,032	146,112	5,399,968	119,999	45.09%
Stage 37	22-Jun-23	9,416,500	276,956	4,291,677	126,226	5,124,823	150,730	54.42%
		353,264,000		156,518,187		196,745,813		

- 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)		Budgeted Gross Profit	Budgeted Gross Profit/lot	Budgeted Gross Margin %
				COGS (incl. GST)	Direct Costs/lot			
FY13 Stages	May-12	51,358,953	217,623	35,200,675	149,155	16,158,278	68,467	31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421	149,360	16,014,514	77,365	34.12%
FY 15 Stages	Aug-14	76,167,089	273,000	40,469,170	145,051	35,697,919	127,950	46.87%
Stage 15	Aug-15	15,433,000	280,600	7,203,599	130,975	8,229,401	149,625	53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854	139,616	4,577,146	157,833	53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232	135,223	1,095,855	109,585	44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430	124,046	5,582,326	180,075	59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414	118,626	4,907,276	158,299	57.16%
Stage 18C	Oct-22	5,563,000	198,679	4,363,541	155,841	1,199,459	42,838	21.56%
Stage 25	Aug-17	19,696,448	345,552	9,915,141	173,950	9,781,307	171,602	49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807	142,550	5,364,687	149,019	51.11%
Stage 26	Jun-19	14,347,000	377,553	5,766,060	151,738	8,580,940	225,814	59.81%
Stage 16A	Dec-20	4,498,002	264,588	2,555,841	150,344	1,942,161	114,245	43.18%
Stage 27A	Dec-20	6,251,840	312,592	3,951,378	197,569	2,300,462	115,023	36.80%
Stage 27B	Feb-22	9,345,000	406,304	4,698,534	204,284	4,646,466	202,020	49.72%
Stage 28	Jul-21	12,669,500	372,632	7,027,024	206,677	5,642,476	165,955	44.54%
Stage 18C	Oct-22	5,563,000	198,679	4,363,541	155,841	1,199,459	42,838	21.56%
Stage 29	Apr-23	19,190,000	446,279	9,365,867	217,811	9,824,133	228,468	51.19%
Stage 30	Dec-21	13,520,000	386,286	5,434,179	155,262	8,085,821	231,023	59.81%
Stage 36	Oct-22	18,086,000	231,872	12,110,457	155,262	5,975,543	76,610	33.04%
Stage 37	Jun-23	13,117,500	273,281	5,478,256	114,130	7,639,244	159,151	58.24%
		371,321,294		206,876,422		164,444,873		

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



Catalina

Finished Lots & Cost of Lots Sold calculations to 31 Oct 2023

Title date:	Completed	Completed	7-Nov-12	8-Aug-17	8-Aug-17	25-Jan-21	24-Feb-21	20-Apr-22	1-Sep-21	25-May-22	26-Oct-22	2-Nov-22	27-Feb-23	21-Apr-23	22-Jun-23	22-Jun-23	TOTAL
	Spec Sites	Resu Stages	Central Cell Sales Office	Stage 25 Sales Office	Stage 25 GHS Lot 2170	Stage 16A	Stage 27A	Stage 27B	Stage 28	Stage 30	Stage 18C	Stage 36	Stage 36 Lot 3128	Stage 29	Stage 37	Stage 17B Lot 341	
Direct costs																	
Civil Construction			89,540	63,260	253,163	932,193	707,388	901,496	2,223,532	792,261	1,769,211	3,773,787	-	3,997,295	1,916,924	356,322	
Siteworks				75,529	245,432	926,000	652,600	838,353	2,165,633	706,851	1,701,800	3,633,649	-	3,823,355	1,816,124	356,322	
URD Power				7,731	7,731	2,403	27,152	40,143	57,899	60,410	42,411	121,869	-	148,940	47,000		
Third Pipe																	
General						3,790	20,000	23,000	-	25,000	25,000	18,269	-	25,000	25,000		
MATV							7,638	-	-	-	-	-	-	-	28,800		
Sewer headwks			5,660	4,514	4,514	101,201	113,955	138,339	196,552	213,570	171,524	249,566	7,463	259,143	289,910	7,463	
Local authority fees			4,363	615	615	28,623	17,424	6,930	14,962	9,466	18,412	31,691	-	22,895	20,550	1,196	
Local authority scheme costs			2,705	-	-	-	-	8,954	-	14,405	10,426	21,225	-	15,490	17,291	-	
Survey & legal fees			1,003	945	945	16,150	21,000	25,428	31,487	39,574	35,227	65,579	1,196	41,074	44,280	917	
Engineering fees			5,557	2,750	12,341	77,057	58,349	88,238	116,545	98,586	87,167	271,035	-	140,105	162,800	-	
Sales Office Build Cost			330,780														
Finished Goods Adjustments	31,206	1,281,787	28,238				14,482	60,165	32,920	440,245							
Subtotal	420,826	57,554,106	411,370	92,084	271,578	1,155,224	932,598	1,229,550	2,615,998	1,608,107	2,091,967	4,412,883	8,659	4,476,002	2,451,735	365,898	
Earthworks Allocation	260,179	14,495,542	12,091	18,574	66,661	112,605	303,183	542,975	642,426	-	131,588	539,279	569,141	-	528,899	108,452	
Indirect Costs																	
Land																	
Infrastructure	84,898	8,359,526	7,165	7,879	31,674	176,806	245,746	511,942	381,466	731,652	201,965	477,101	255,846	686,670	469,380	98,402	
Landscape	118,628	13,546,018	9,006	16,613	66,765	409,039	566,530	975,581	725,814	1,394,271	587,095	1,386,889	752,534	2,019,738	1,380,610	289,436	
TOTAL COST	884,530	93,955,192	439,633	135,150	436,718	1,853,674	2,050,057	3,260,048	4,365,704	3,734,030	3,012,615	6,816,152	1,586,180	7,182,410	4,830,624	862,188	
Lots	3	1,004	1	1	1	17	20	23	34	35	28	57	1	43	48	1	
COST PER LOT	294,843	93,581	439,633	135,150	436,718	109,040	102,503	141,741	128,403	106,867	107,593	119,582	1,586,180	167,033	100,638	862,188	
Lots settled	3	1,004	1	-	-	17	20	23	34	35	28	45	1	30	34	-	1,275
COST OF LOTS SETTLED	884,530	93,955,192	439,633	-	-	1,853,674	2,050,057	3,260,048	4,365,704	3,734,030	3,012,615	5,381,173	1,586,180	5,010,984	3,421,692	-	128,955,512
Stage Area (m2)	10,900	332,827	320	255	1,795	6,632	6,615	9,933	13,721	13,416	8,396	21,808	20,012	17,349	18,597	6,921	
Cost per m2	81	282	1,374	530	243	280	310	328	318	278	359	313	79	414	260	125	
Avg lot size	3,633	332	320	255	1,795	390	331	432	404	383	300	383	20,012	403	387	6,921	
Other cash expenditure																	
Direct Selling & Proj Mgt Costs																	32,109,832
Marketing costs																	3,165,596
Administration																	7,257,961
Finance																	237,615
Contingency																	4,091
TOTAL COSTS																	171,730,607

PERIODIC ANALYSIS	Month	YTD	PTD	PY Jun-23
Lots settled	8	52	1,275	1,223
Cost of lots settled	1,012,149	6,023,493	128,963,775	122,940,282
Direct selling costs	248,027	1,486,810	32,109,832	30,623,022
Marketing costs	31,996	125,384	3,165,596	3,040,211
Administration	68,878	228,797	7,257,961	7,029,164
Finance	1,903	7,551	237,615	230,084
Contingency	-	-	4,091	4,091
TOTAL COSTS	1,362,953	7,872,035	171,738,870	163,866,834

Catalina COGS Calc

31-Oct-23

Job	Titled Date	Direct Cost	Indirect Cost	COGS Total	Lot #	Titled	Untitled	COGS/Lot	Settled Lots	PTD COGS	Per Accounts	Variance	Finished Goods	FG/Lot
140-01-001	17-Oct-2012	4,004,839	637,443	4,642,282	35	35	-	132,637	35	4,642,282	4,642,282	-	-	-
140-01-002	7-Nov-2012	3,429,204	598,332	4,027,537	37	37	-	108,852	37	4,027,537	4,027,537	-	-	-
140-01-003	14-Jan-2013	3,002,658	554,241	3,556,899	43	43	-	82,719	43	3,556,899	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	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	5,862,967	-	-	-
140-01-06A	18-Jan-2013	483,435	179,725	663,160	8	8	-	82,895	8	663,160	663,160	-	-	-
140-01-06B	19-Jan-2015	1,100,352	510,130	1,610,482	24	24	-	67,103	24	1,610,482	1,610,482	-	-	-
140-01-06C	3-Apr-2014	671,286	211,296	882,581	10	10	-	88,258	10	882,581	882,581	-	-	-
140-01-007	31-Oct-2013	4,146,749	938,488	5,085,238	63	63	-	80,718	63	5,085,238	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	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	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	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	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	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	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	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	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	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	2,213,853	-	-	-
140-01-14B	28-Oct-2016	784,420	224,347	1,008,767	10	10	-	100,877	10	1,008,767	1,008,767	-	-	-
140-01-017	2-Feb-2017	1,194,140	730,941	1,925,081	25	25	-	77,003	25	1,925,081	1,925,081	-	-	-
140-01-18B	13-Jun-2017	1,266,620	876,513	2,143,133	31	31	-	69,133	31	2,143,133	2,143,133	-	-	-
140-01-18C	26-Oct-2022	2,223,554	789,060	3,012,614	28	28	-	107,593	28	3,012,614	3,012,614	-	-	-
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	58	8,373,927	8,373,927	-	-	-
140-01-17B	22-May-2018	1,556,232	1,222,995	2,779,227	36	36	-	77,201	36	2,779,227	2,779,227	-	-	-
140-02-026	26-Sep-2019	2,334,871	1,791,711	4,126,582	38	38	-	108,594	38	4,126,582	4,126,582	-	-	-
140-01-16A	25-Jan-2021	1,267,829	585,845	1,853,674	17	17	-	109,040	17	1,853,674	1,853,674	-	-	-
140-02-27A	24-Feb-2021	1,235,782	814,276	2,050,058	20	20	-	102,503	20	2,050,058	2,050,058	-	0	-
140-02-27B	20-Apr-2022	1,772,925	1,487,523	3,260,448	23	23	-	141,759	23	3,260,448	3,260,448	-	-	-
140-02-028	1-Sep-2021	3,258,423	1,107,280	4,365,703	34	34	-	128,403	34	4,365,703	4,365,703	-	-	-
140-02-029	21-Apr-2023	4,476,001	2,706,408	7,182,409	43	43	-	167,033	30	5,010,983	5,010,983	-	2,171,426	167,033
140-02-030	25-May-2022	1,608,107	2,125,923	3,734,030	35	35	-	106,687	35	3,734,030	3,734,030	-	-	-
140-03-036	2-Nov-2022	4,712,607	1,863,990	6,816,153	78	57	21.00	119,582	45	5,381,173	5,381,173	0	1,434,980	119,582
140-03-037	22-Jun-2023	6,640,511	1,849,990	4,841,722	48	48	-	100,869	34	3,429,553	3,429,553	0	1,412,169	100,869
140-70-001	7-Nov-2012	423,461	16,171	439,633	1	1	-	439,633	1	439,633	439,633	-	-	-
140-70-004	12-Dec-2013	20,322	41,798	62,119	1	1	-	62,119	1	62,119	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	309,761	-	-	-
140-70-008	1-Oct-2014	438,532	74,117	512,649	1	1	-	512,649	1	512,649	512,649	-	-	-
140-70-009	27/2/23	577,801	1,008,380	1,586,181	1	1	-	1,586,181	1	1,586,181	1,586,181	-	-	-
140-70-021	22-Jun-2023	474,351	387,838	862,189	1	-	1.00	-	-	-	-	-	862,189	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	-	-	436,718	436,718
101,850,924		36,974,705	135,416,405	1,338	1,316	22.00			1,275	128,963,775	128,963,775	0	6,452,630	

9.6. PROJECT FINANCIAL REPORT - NOVEMBER 2023

Responsible Officer: Project Manager
Attachments: 1. Attachment - Catalina Nov 23 Finance Report
Voting Requirement: Simple Majority

RECOMMENDATION

That the Council RECEIVES the Project Financial Report (November 2023) submitted by the Satterley Property Group.

PURPOSE

To consider the Project Financial Report for November 2023 submitted by the Satterley Property Group.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

N/A

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

Review of Project Financial Report for November 2023.

RISK MANAGEMENT IMPLICATIONS

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

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

BACKGROUND

At its meeting of 22 June 2023, the Council approved the Project Budget FYE 2024, submitted by the Satterley Property Group (Satterley).

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

COMMENT

Satterley has prepared a Catalina Financial Report for November 2023 for the Project. The report has been prepared on a cash basis and compares actual expenditure to approved budget expenditure for the period 1 November 2023 to 30 November 2023.

This report identifies the following main areas of variance:

As tabled below, the overall nett financial position exceeds the June budget projections.

	Budget (July-June)	Budget YTD (July- November)	Actual YTD (July- November)	Variance \$	Variance %
Revenue	\$36,306,053	\$11,131,266	\$17,437,201	\$6,305,936	56.65%
Expenditure	\$20,742,246	\$15,304,503	\$8,379,287	-\$6,925,216	-45.25%
Nett	\$15,563,807	-\$4,173,237	\$9,057,914	\$13,231,152	317.05%

Expenditure

- Lot Production (excluding bonds): \$3.3M under budget. While a considerable portion of this under-expenditure is due to the timing of civil construction contractor invoices, there are also some 'real' budget savings as project stages are being delivered under budget allocations. This is due to a combination of good project management and the fact that considerable contingencies were included in initial budget estimates that have not been fully utilised.
- Landscaping: \$3.8M under budget. This is primarily due to cost savings in construction, delays with approvals and deferral of the commencement of streetscape work in Stages 37-39 in Catalina Green.
- Infrastructure Spend: \$1.17M over budget. This is primarily due to the earlier than anticipated payment of the City of Wanneroo's 50% development milestone contribution (\$1.46M).
- Clearance Bonds: \$53K favourable to budget. An outstanding works bond for Stage 36 was refunded by the City in November 2023.

Revenue

Income: \$6.23M above expectations due to 22 more settlements achieved than anticipated.

21 December 2023

Mr Chris Adams
Chief Executive Officer
Catalina Regional Council
PO Box 655
INNALOO WA 6918

Dear Chris

Catalina Financial Report for November 2023

Please find attached the Catalina Financial Report for November 2023. This report has been prepared on a cash basis and compares actual income and expenditure to the June 2023 approved budget for the period ending 30 November 2023, with construction spend reviewed on a period to date basis.

Sales & Settlements

- YTD residential settlement revenue for FY2024 was \$18.4m which is \$6.23m favourable to the approved 'June 2023' budget due to 22 more settlements. (PTD settlements: 31 ahead of budget)
- Year to date Sales for FY2024 was \$39.1m and \$26.3m favourable to budget due to 87 more residential sales. (PTD sales 96 ahead of budget)

Expenditure

Overall period to date cashflow to 30 November 2023 is \$19.3m favourable to budget per the approved 'June 2023' budget, with expenditure \$8.9m below budget. The main areas of expenditure variances are summarised below:

- o Lot Production (excl. Bonds) is \$4.3m under budget PTD (\$3.3m under budget YTD). The following PTD variances are noted:
 - o Stage 27B - \$167k under budget due to timing variances and estimated savings of \$100k;
 - o Stage 29 - \$98k under budget due to timing variance and estimated savings of \$100k;
 - o Stage 31 - \$721k under budget due to timing variances on civils payments;
 - o Stage 36 - \$1.30m under budget due to timing variances on civils payments & savings from Western Power Refund;
 - o Stage 37 - \$430k under budget due to timing variances and estimated savings of \$300k;
 - o Stage 38 - \$1.27m under budget due to timing variances;
 - o Other stages - \$336k under budget due to timing variances.
- o Landscaping is \$4.5m under budget PTD (\$3.8m under budget YTD). Lower spend for Landscaping has resulted from some work delays, timing of payments and some savings. The following PTD variances are noted:
 - o Preliminary Landscaping Consultancy - \$546k under budget due to delayed designs and constructions (primarily foreshore POS). This is an outcome of delayed works;
 - o Beach Park 2 \$94k under budget due to savings;

- Beach Foreshore POS \$2.96m under budget due to delays (approvals, construction delays and internal reviews of project);
- Green Streetscapes Phase 1 - \$431k under budget – works have been deferred to commence in December;
- Green POS Phase 1 - \$267k under budget – due to timing of works;
- Beach Portofino Verge(South) -\$130k under budget due to savings;
- Other landscaping activities - \$73k under budget due to a mixture of timing variances and savings.

- Infrastructure Spend is \$1.17m over budget PTD (\$1.25m over budget YTD), noting the following variance:
 - Longreach Prom Extension \$302k under budget due to minor timing variances and estimated savings of \$250k.
 - Scheme Underpass \$1.46m over budget - timing

- Clearance bonds are \$53k favourable to budget – timing.

- Indirect Consultants are \$124k under budget PTD - timing.

- P&L expenditure is \$300k under budget YTD, noting the following variances:
 - Sales & Marketing is \$27k over budget due to timing of spend;
 - Community and Development \$12k over budget due to timing of spend;
 - Maintenance \$206k under budget due to timing of spend;
 - Legal Fees \$20k under budget – minimal spend required at present;
 - Contingency \$162k under budget – not required;
 - Rates & Taxes \$111k over budget due to timing of spend;
 - Training \$10k under budget due to timing of spend;
 - \$52k under budget - combined minor variances for other Overheads.

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

Yours faithfully



Drevek Bisnath
Financial Controller - Projects

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - November 2023			PROJECT TO DATE - November 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Nov 2023	YTD BUD Nov 2023	Variance	PTD ACT Nov 2023	PTD BUD Nov 2023	Variance	Comments regarding variance
REVENUE								
Settlements	Settlement revenue	18,371,500	12,144,986	6,226,514	355,629,000	346,171,652	9,457,348	Settlements tracking above budget - 21 ahead of budget
Margin GST	Margin GST	(191,420)	(170,162)	(21,258)	(4,890,026)	(4,885,152)	(4,874)	GST Margin Scheme applied (Burgess Rawson valuations)
Direct Selling Costs		(592,016)	(557,907)	(34,109)	(16,448,596)	(16,032,360)	(416,236)	Includes Commission and Management Fees, tracking higher in line with increased settlements
Interest Income		1,899	0	1,899	110,063	105,934	4,129	Penalty interest income on settlements
Forfeited Deposits		0	0	0	35,455	35,455	0	
Other Income	Special sites revenue	0	0	0	10,228,594	10,228,594	0	
Rebate Allowance		(152,762)	(285,651)	132,889	(6,899,701)	(8,244,343)	1,344,642	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		17,437,201	11,131,266	6,305,936	337,764,788	327,379,780	10,385,009	
LOT PRODUCTION								
Completed Earthworks		0	0	0	13,502,429	13,502,429	-0	
	Direct Consultants	0	0	0	186,216	189,523	3,307	
Total Earthworks Stage 25-27		0	0	0	3,789,303	3,792,610	3,307	
Earthworks Stages 36-37	Siteworks / Earthworks	6,764	0	(6,764)	1,067,885	1,088,432	20,547	
Total Earthworks Stage 36-37		6,764	0	(6,764)	1,067,885	1,088,432	20,547	
Completed Stages		0	0	0	50,620,302	50,620,302	1	
Stage 7	Siteworks / Earthworks	0	0	0	2,257,683	2,257,684	1	
Total Stage 7		0	0	0	2,974,468	2,974,469	1	
	Authorities Fees	0	0	0	160,060	160,060	0	
Total Stage 10		0	0	0	1,531,175	1,531,175	0	
	Authorities Fees	0	0	0	463,449	463,449	0	
Total Stage 11		0	0	0	3,578,848	3,578,848	(0)	
	Direct Consultants	0	0	0	172,787	172,787	(0)	
Total Stage 13A		0	0	0	2,369,855	2,369,855	(0)	
	Direct Consultants	0	0	0	241,636	241,637	0	
Total Stage 13B		0	0	0	2,552,862	2,552,863	0	
Stage 14B	Siteworks / Earthworks	0	0	0	482,855	500,850	17,995	
Total Stage 14B		0	0	0	611,485	629,480	17,995	
	Authorities Fees	0	0	0	198,958	197,958	(1,000)	
Total Stage 17B		0	0	0	1,652,842	1,651,842	(1,000)	
Stage 18C	Siteworks / Earthworks	6,425	6,425	0	1,694,029	1,700,000	5,971	
	Direct Consultants	0	9,958	9,958	114,393	138,041	23,648	
Total Stage 18C		6,425	16,383	9,958	2,041,590	2,071,209	29,619	
	Direct Consultants	0	0	0	280,279	276,971	(3,307)	
Total Stage 25		0	0	0	6,017,188	6,013,881	(3,307)	
Stage 26	Siteworks / Earthworks	0	0	0	1,273,278	1,263,410	(9,818)	
Total Stage 26		0	0	0	1,658,723	1,648,905	(9,818)	
Stage 27A	Siteworks / Earthworks	0	0	0	719,840	728,022	8,182	
Total Stage 27A		0	0	0	932,599	940,781	8,182	
Stage 27B	Siteworks / Earthworks	0	0	0	958,961	960,144	1,183	
	Authorities Fees	0	66,982	66,982	145,269	278,955	133,686	
Stage 27B	Direct Consultants	400	13,985	13,585	116,766	148,411	31,645	
Total Stage 27B		400	80,966	80,566	1,220,996	1,387,510	166,515	Cashflow under budget as result of: ~\$100k savings from authority fees (WP) to be reflected in Dec-23 update.
Stage 28	Siteworks / Earthworks	0	0	0	2,196,566	2,198,203	1,636	
Total Stage 28		0	0	0	2,614,361	2,615,998	1,636	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - November 2023			PROJECT TO DATE - November 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Nov 2023	YTD BUD Nov 2023	Variance	PTD ACT Nov 2023	PTD BUD Nov 2023	Variance	Comments regarding variance
Stage 29	Siteworks / Earthworks	101,456	244,938	143,483	3,923,568	3,866,360	(57,208)	
	Authorities Fees	1,320	0	(1,320)	319,683	428,043	108,360	
	Direct Consultants	4,171	12,700	8,529	164,390	211,053	46,663	
Total Stage 29		106,947	257,638	150,691	4,407,641	4,505,456	97,816	Cashflow under budget as result of: ~\$100k savings from authority fees (WP) to be reflected in Dec-23 update.
Stage 30	Siteworks / Earthworks	0	0	0	1,150,269	1,155,179	4,910	
	Authorities Fees	0	0	0	267,882	284,196	16,314	
	Direct Consultants	0	0	0	139,088	179,450	40,362	
Total Stage 30		0	0	0	1,557,239	1,618,824	61,586	Cashflow under budget: minor savings in consultants and authority fees.
Stage 31	Siteworks / Earthworks	2,938,262	3,156,490	218,228	4,053,795	4,500,000	446,205	
	Authorities Fees	400,913	617,944	217,031	413,123	630,154	217,031	
	Direct Consultants	68,296	103,257	34,961	263,270	321,194	57,924	
Total Stage 31		3,407,471	3,877,690	470,219	4,730,188	5,451,348	721,160	Cashflow under budget as result of minor delays with contractor and timing of payments.
Total Stage 32	Authorities Fees	(16,447)	0	16,447	-16,447	0	16,447	*Refund from W/Power
	Authorities Fees	(22,950)	0	22,950	-22,950	(0)	22,950	*Refund from W/Power
Total Stage 33		(22,950)	0	22,950	-22,950	0	22,950	*Refund from W/Power
Total Stage 34	Authorities Fees	(20,655)	0	20,655	-20,655	0	20,655	*Refund from W/Power
Stage 36	Siteworks / Earthworks	51,494	351,126	299,632	5,413,727	6,215,422	801,695	
	Authorities Fees	(146,708)	0	146,708	238,810	716,382	477,572	
	Direct Consultants	0	3,638	3,638	435,575	454,905	19,331	
Total Stage 36		(95,214)	354,764	449,978	6,088,112	7,386,709	1,298,597	Cashflow under budget due to: Timing variance on civils payments (works on schedule); unforecast credit for WP refund; Headworks and civils below forecast due to fencing and headworks deferred on cottage lots. Portion of unused budget expenditure anticipated to be taken up as savings in next update.
Stage 37	Siteworks / Earthworks	228,384	812,543	584,158	1,867,744	2,238,773	371,029	
	Authorities Fees	0	0	0	369,831	401,300	31,469	
	Direct Consultants	23,567	18,467	(5,100)	207,333	235,277	27,944	
Total Stage 37		251,951	831,009	579,058	2,444,908	2,875,350	430,442	Cashflow under budget: estimated savings on stage costs ~\$400k - will be reflected in next budget update.
Stage 38	Siteworks / Earthworks	807,798	2,078,438	1,270,639	912,250	2,078,438	1,166,187	
	Authorities Fees	237,375	301,269	63,894	237,770	301,269	63,499	
	Direct Consultants	19,528	48,266	28,738	125,795	165,232	39,437	
Total Stage 38		1,064,701	2,427,973	1,363,272	1,275,816	2,544,939	1,269,124	Cashflow under budget: Timing variance on civils payments (works delayed ~2 months due to retaining walls)
Total Stage 39	Direct Consultants	114,570	266,643	152,073	147,420	266,643	119,223	Cashflow under budget: slight varaince in timing of payments, works on schedule
	Direct Consultants	6,669	0	(6,669)	6,669	0	(6,669)	
Total Stage 41		6,669	0	(6,669)	6,669	0	(6,669)	
	Direct Consultants	8,775	0	(8,775)	8,775	0	(8,775)	
Total Stage 42		8,775	0	(8,775)	8,775	0	(8,775)	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - November 2023			PROJECT TO DATE - November 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Nov 2023	YTD BUD Nov 2023	Variance	PTD ACT Nov 2023	PTD BUD Nov 2023	Variance	Comments regarding variance
	Direct Consultants	9,799	0	(9,799)	9,799	0	(9,799)	
Total Stage 43		9,799	0	(9,799)	9,799	0	(9,799)	
Various Stages	Clearance Bonds	(1,774,962)	(1,010,141)	764,821	1,724,641	1,777,879	53,238	Timing variance.
TOTAL LOT PRODUCTION		3,054,896	7,102,927	4,048,032	108,124,619	112,443,638	4,319,019	Summary Note: (Civil payments are budgeted to be the month after works. Budget also averages civil costs equally over the budget period).
LANDSCAPING								
Completed Landscaping		231	0	-231	15,769,576	15,769,346	-231	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	1,332,634	1,328,968	(3,666)	
Stage 14A Landscaping	Landscape Consulting	0	0	0	12,013	8,430	(3,583)	
Seed Collection	Landscape Construction	0	0	0	22,797	0	(22,797)	
Catalina Beach Foreshore Node / Beach Connect	Landscape Construction	0	0	0	889	0	(889)	
Catalina Beach Portofino Medians	Landscape Construction	0	0	0	506	0	(506)	
Catalina Beach Greenlink Stage 25	Landscape Consulting	0	0	0	120,249	118,508	(1,741)	
Preliminary Landscaping Consultancy	Landscape Consulting	187,939	599,126	411,187	1,215,973	1,762,443	546,470	Under budget as direct result of delays in construction, particularly foreshore POS, consultancy payments a % fee tied directly to construction works.
Environmental Landscaping	Landscape Construction	1,593	0	(1,593)	450,519	514,842	64,323	Under budget as a result of savings.
Public Art	Landscape Construction	132,764	112,966	(19,798)	322,260	302,462	(19,798)	Under budget as a result of savings.
Fauna Relocation	Landscape Construction	0	0	0	37,080	(0)	(37,080)	
Central Connolly Drive	Landscape Construction	0	13,035	13,035	1,068,207	1,107,364	39,157	
Central Green Link	Landscape Construction	32,884	0	(32,884)	2,094,407	2,092,209	(2,198)	
Beach Display Village Verge	Landscape Construction	0	120	120	302,082	298,805	(3,277)	
Beach Portofino Verge - South	Landscape Construction	14,061	59,427	45,366	712,969	842,908	129,939	Under budget as a result of savings.
Beach Park 2	Landscape Construction	238,274	211,558	(26,715)	479,339	573,704	94,365	Under budget as a result of savings.
Beach Foreshore POS Area 1	Landscape Construction	290,948	3,246,204	2,955,257	379,748	3,335,004	2,955,257	Under budget as result of ongoing delays (delayed approvals, value management exercise and construction delays), with costs to normalise over coming months. Works commenced in October 2023 with mid 2024 completion
Beach Foreshore Access Area 1	Landscape Construction	24,776	0	(24,776)	531,950	502,338	(29,612)	
Beach Mallaca Way Medians	Landscape Construction	0	10,042	10,042	0	20,042	20,042	
Beach Long Beach Promenade Verge	Landscape Construction	84,709	51,957	(32,751)	84,967	51,957	(33,009)	
Green POS 1 Phase 1	Landscape Construction	1,348,379	1,411,632	63,253	2,276,927	2,543,726	266,799	Under budget due to deferred works with entry statements
Green Streetscapes Phase 1	Landscape Construction	0	360,267	360,267	0	431,426	431,426	Under budget due to delays in commencement for works which are currently going through approvals and pricing, anticipated to commence in February 2024
Green Central Bore, Pump & Filtration Unit	Landscape Construction	0	73,572	73,572	62,932	142,786	79,854	Under budget as result of unused budget line.
Beach offset Area Revegetation Initial	Landscape Construction	380,229	274,238	(105,991)	389,219	274,238	(114,982)	
Beach Stage 29 Landscaping	Landscape Construction	60,236	18,042	(42,194)	60,236	53,975	(6,261)	
	Landscape Construction	0	148,200	148,200	0	148,200	148,200	
TOTAL LANDSCAPING		2,797,021	6,590,385	3,793,364	27,727,479	32,223,682	4,496,203	In general under budget due to delays in works (\$4.5m PTD, \$3.8m YTD), timing of payments and minor savings

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - November 2023			PROJECT TO DATE - November 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Nov 2023	YTD BUD Nov 2023	Variance	PTD ACT Nov 2023	PTD BUD Nov 2023	Variance	Comments regarding variance
INDIRECT CONSULTANTS								
Planning - indirect	Planning	88,449	77,736	(10,713)	3,080,554	3,174,165	93,611	
	Architect	7,780	33,119	25,339	39,335	71,270	31,935	
	Environmental	18,079	16,876	(1,203)	489,087	469,606	(19,480)	
	Geotechnical	0	3,221	3,221	12,300	23,155	10,855	
	Title - Survey & Legal fees	18,292	14,767	(3,526)	277,014	261,097	(15,918)	
	Engineering fees	14,813	20,981	6,168	416,339	405,678	(10,660)	
	Traffic planning	0	0	0	94,181	94,181	0	
	Landscaping consultancy	0	0	0	9,936	0	(9,936)	
	Miscellaneous Consultants	0	12,391	12,391	47,762	59,553	11,791	
	Planning - fire & safety	0	0	0	32,280	32,280	0	
	Planning - Hydrology	14,550	11,006	(3,544)	171,743	183,694	11,952	
	Planning - Sustainability	0	5,511	5,511	37,305	52,379	15,074	
	Acoustic & Noise Consult	0	413	413	8,265	9,656	1,391	
	Tree Mapping	0	3,164	3,164	7,971	11,135	3,164	
TOTAL INDIRECT CONSULTANTS		161,963	199,184	37,221	4,724,072	4,847,850	123,778	Overall consultancy costs within budget, minor variances across disciplines as result of timing of works being required.
INFRASTRUCTURE								
Completed Infrastructure		19,180	0	-19,180	16,728,353	16,709,172	-19,180	
Neerabup Rd Maroochydhore Way Intersection		0	0	0	1,498,274	1,480,279	(17,995)	
Additional allowance to scheme underpass		1,456,504	0	(1,456,504)	1,456,504	0	(1,456,504)	Timing - in Budget Update
Asbestos and rubbish removal - Gen Allowance		0	0	0	25,801	46,987	21,186	under budget - savings
Longreach Prom Extension		174,449	390,578	216,129	918,293	1,204,429	286,136	under budget as result of contract savings approx. \$250k
Longreach Prom Extension		0	6,494	6,494	45,606	61,779	16,174	under budget as result of civil contract being lower than forecast (is % fee based)
INFRASTRUCTURE		1,650,133	397,072	(1,253,061)	20,672,830	19,502,646	(1,170,184)	
INFRASTRUCTURE REFUNDS								
Neerabup Road Reimbursement		0	0	0	(432,548)	(432,548)	0	
Waste Water Pump Station (West)		0	0	0	(1,397,613)	(1,397,613)	0	
INFRASTRUCTURE REFUNDS		0	0	0	(1,830,161)	(1,830,161)	0	
TOTAL INFRASTRUCTURE		1,650,133	397,072	(1,253,061)	18,842,669	17,672,485	(1,170,184)	within budget
SPECIAL SITES & FIXED ASSETS								
Completed Special Sites & Fixed Assets		0	0	0	561,114	561,114	0	
Sales Office Building		0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	11,186	3,440	(7,746)	
Sales Office Construction Western		0	0	0	624,762	624,776	14	
TOTAL SPECIAL SITES & FIXED ASSETS		0	0	0	1,770,111	1,763,311	(6,800)	Within budget
TOTAL CONSTRUCTION		7,664,013	14,289,568	6,625,556	161,188,950	168,950,967	7,762,017	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - November 2023			PROJECT TO DATE - November 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Nov 2023	YTD BUD Nov 2023	Variance	PTD ACT Nov 2023	PTD BUD Nov 2023	Variance	Comments regarding variance
LAND		0	0	0	0	0	0	
PROFIT & LOSS EXPENDITURE								
Sales & Marketing	Brand Development	2,500	2,500	0	293,938	302,713	8,775	
	Sales Office & Builder Rel.	0	12,083	12,083	126,081	145,401	19,320	
	Brochures	16,446	6,667	(9,779)	202,253	196,567	(5,686)	
	Advertising	30,851	35,417	4,565	1,215,292	1,167,357	(47,935)	
	Signage	31,003	24,167	(6,836)	607,867	616,181	8,314	
	Website	18,411	2,500	(15,911)	45,990	35,649	(10,341)	
	Promotions	10,801	0	(10,801)	30,426	28,978	(1,448)	
	Public Relations	0	0	0	7,424	13,498	6,075	
Total Sales and Marketing		110,012	83,333	(26,679)	2,529,270	2,506,343	(22,927)	Minor timing variance
Total Community Development	Comm Dev - Resident Dev	49,659	37,500	(12,159)	664,277	702,860	38,583	Within budget
Administration	Audit and Tax	4,970	20,251	15,281	296,639	298,550	1,911	
	Cleaning	2,310	5,063	2,753	67,352	71,575	4,222	
	Computer Costs	0	2,531	2,531	0	6,998	6,998	
	Couriers	0	1,519	1,519	1,338	13,034	11,696	
	Electricity & Gas	1,604	5,063	3,459	162,456	163,281	825	
	Insurance	0	2,531	2,531	3,184	7,215	4,031	
	Legal fees	630	21,095	20,465	202,197	235,172	32,974	
	Licenses & Fees	0	2,531	2,531	5,609	10,453	4,844	
	Postage, Print & Stationery	6	2,531	2,525	3,504	34,277	30,773	
	Rent - Sales Office & Cprk	0	0	0	467,350	467,350	0	
	Sundry Office Expenses	94	7,594	7,500	1,544	28,450	26,906	
	Telephone	0	0	0	0	0	0	
	Training	0	10,548	10,548	0	16,798	16,798	
	Travel & Accommodation	0	0	0	0	0	0	
	Valuations	11,950	16,876	4,926	239,263	248,789	9,526	
	Rates & Taxes	322,385	210,874	(111,511)	1,517,252	1,707,344	190,092	
	Maintenance	211,653	417,685	206,032	3,889,298	4,193,867	304,569	
	Maint- Carpark Makegood	0	0	0	53,798	53,798	0	
	Security	0	5,063	5,063	28,877	37,360	8,484	
Total Administration		555,603	731,757	176,154	6,939,662	7,594,310	654,647	Minor timing variances, savings in maintenance
Finance	Bank Charges - Comm Bills	0	0	0	400	0	(400)	
Finance	Contingency	45,988	208,333	162,345	3,031,398	436,839	(2,594,559)	
	Contingency Offset Transfer	(45,988)	(45,988)	0	(3,031,398)	0	3,031,398	
Total Finance		0	162,345	162,345	400	436,839	436,439	
Total P&L Expenditure		715,274	1,014,935	299,661	10,133,610	11,240,352	1,106,743	
Grand Expense Total		8,379,287	15,304,503	6,925,216	171,322,559	180,191,319	8,868,760	Within budget
NET CASHFLOW		9,057,919	(4,273,299)	13,231,152	166,442,229	147,188,461	19,253,768	

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> (Jun-23)	<u>Actual</u>	<u>Budget</u> (Jun-23)	<u>Actual</u>	<u>Budget</u> (Jun-23)	<u>Actual</u>	<u>Budget</u> (Jun-23)
Prior Years	1,314	1,314	1,274	1,265	1,218	1,209	117,000,000	117,000,000
Jul-2023	-	-	15	7	16	10	-	-
Aug-2023	-	-	13	7	15	7	-	-
Sep-2023	-	66	19	7	13	6	-	-
Sep Qtr	-	66	47	21	44	23	-	-
Oct-2023	-	-	24	7	8	8	-	-
Nov-2023	-	37	51	7	7	6	-	-
Dec-2023	-	-	-	4	-	8	-	10,000,000
Dec Qtr	-	37	75	18	15	22	-	10,000,000
Jan-2024	-	-	-	14	-	12	-	-
Feb-2024	-	-	-	8	-	17	-	-
Mar-2024	-	-	-	8	-	12	-	-
Mar Qtr	-	-	-	30	-	41	-	-
Apr-2024	-	-	-	8	-	9	-	-
May-2024	-	-	-	8	-	8	-	-
Jun-2024	-	-	-	8	-	11	-	10,000,000
Jun Qtr	-	-	-	24	-	28	-	10,000,000
PTD	1,314	1,417	1,396	1,300	1,277	1,246	117,000,000	117,000,000
Full 2023/24 Year	-	103	122	93	59	114	-	20,000,000
2024/25	-	64	-	127	-	97	-	17,000,000
2025/26	-	141	-	146	-	145	-	15,000,000

- There were 51 sales and 7 settlements for November.

1.2 Sales & Settlements

	<u>MTH Act</u>	<u>MTH Bgt</u> (Jun-23)	<u>YTD Act</u>	<u>YTD Bgt</u> (Jun-23)	<u>PTD Act</u>	<u>PTD Bgt</u> (Jun-23)
Residential						
- Sales #	51	7	122	35	1,396	1,300
- Sales \$	16,474,000	2,585,769	39,114,000	12,781,592	393,137,000	364,086,251
- Sales \$/lot	323,020	369,396	320,607	365,188	281,617	280,066
- Settlements #	7	6	59	37	1,277	1,246
- Settlements \$	2,365,000	2,248,052	18,371,500	12,144,985	355,629,000	346,171,651
- Settlements \$/lot	337,857	374,675	311,381	328,243	278,488	277,826
Special Sites						
- Sales #	-	-	-	-	6	6
- Sales \$	-	-	-	-	13,902,500	13,902,500
- Sales \$/lot	-	-	-	-	2,317,083	2,317,083
- Settlements #	-	-	-	-	5	5
- Settlements \$	-	-	-	-	10,922,000	10,922,000
- Settlements \$/lot	-	-	-	-	2,184,400	2,184,400
Lots Under Contract						
- Sales #	119			4		Titled
- Sales \$	37,508,000			115		1,318 incl. Spec sites
- Sales \$/lot	315,193					

Special sites under contract:

Lot 341 (Stg 17B)		<u>Bud</u>
	2,750,000	<u>Settlement</u>
	<u>2,750,000</u>	Mar-24

1.3 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-23)</i>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	18,371,500	12,144,986	6,226,514
Margin GST	(191,420)	(170,162)	(21,258)
Direct selling costs	(592,016)	(557,907)	(34,109)
Interest Income	1,899	-	1,899
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(152,762)	(285,651)	132,889
	<u>17,437,201</u>	<u>11,131,266</u>	<u>6,305,936</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	4,829,858	8,113,068	3,283,211
Clearance Bonds	(1,774,962)	(1,010,141)	764,821
Landscaping	2,797,021	6,590,385	3,793,364
Consultants	161,963	199,184	37,221
Infrastructure	1,650,133	397,072	(1,253,061)
Special Sites	-	-	-
	<u>7,664,013</u>	<u>14,289,568</u>	<u>6,625,556</u>
<u>Overheads</u>			
Sales & marketing	110,012	83,333	(26,679)
Community Develop.	49,659	37,500	(12,159)
Administration	555,603	731,757	176,154
Finance/Contingency	-	162,345	162,345
	<u>715,274</u>	<u>1,014,935</u>	<u>299,661</u>
Net Cashflow	<u>9,057,914</u>	<u>(4,173,238)</u>	<u>13,231,152</u>

1.4 Cashflow - PTD Actuals to budget

	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Jun-23)</i>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	355,629,000	346,171,652	9,457,348
Margin GST	(4,890,026)	(4,885,152)	(4,874)
Direct selling costs	(16,448,596)	(16,032,360)	(416,236)
Interest Income	110,063	105,934	4,129
Forfeited Deposits	35,455	35,455	-
Other Income	10,228,594	10,228,594	-
Rebate Allowance	(6,899,701)	(8,244,343)	1,344,642
	<u>337,764,788</u>	<u>327,379,780</u>	<u>10,385,009</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	106,399,978	110,665,759	4,265,781
Clearance Bonds	1,724,641	1,777,879	53,238
Landscaping	27,727,479	32,223,682	4,496,203
Consultants	4,724,072	4,847,850	123,778
Infrastructure	18,842,669	17,672,485	(1,170,184)
Special Sites	1,770,111	1,763,311	(6,800)
	<u>161,188,950</u>	<u>168,950,967</u>	<u>7,762,017</u>
<u>Overheads</u>			
Sales & marketing	2,529,270	2,506,343	(22,927)
Community Develop.	664,277	702,860	38,583
Administration	6,939,662	7,594,310	654,647
Finance/Contingency	400	436,839	436,439
	<u>10,133,610</u>	<u>11,240,352</u>	<u>1,106,743</u>
Net Cashflow	<u>166,442,229</u>	<u>147,188,461</u>	<u>19,253,768</u>

1.5 Bonds

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	3,499,603	3,170,320	2,553,381
	<u>3,499,603</u>	<u>3,170,320</u>	<u>2,553,381</u>

Bonds relate to stages 29, 36, 37 & Connolly Drive early clearances.

2.0 PROFIT & LOSS

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Jun-23)</i>	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-23)</i>	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Jun-23)</i>
- Revenue \$ (Stlmnts)	2,365,000	2,248,052	116,948	18,371,500	12,144,985	6,226,515	355,629,000	346,171,651
- Revenue \$/lot	337,857	374,675		311,381	328,243		278,488	277,826
- Selling & GST \$	210,076	201,420	(8,655)	1,696,886	1,161,847	(535,039)	31,040,059	30,608,746
- Selling & GST \$/lot	30,011	33,570		28,761	31,401		24,307	24,566
- Cost of sales \$	838,412	923,927	85,515	6,861,905	5,388,248	(1,473,657)	126,891,843	124,714,568
- Cost of sales \$/lot	119,773	153,988		116,303	145,628		99,367	100,092
- Gross profit \$	1,316,513	1,122,705	193,808	9,812,709	5,594,890	4,217,819	197,697,098	190,848,337
- Gross profit \$/lot	188,073	187,117		166,317	151,213		154,814	153,169
- Gross profit Mgn %	55.67%	49.94%		53.41%	46.07%		55.59%	55.13%
- Special Sites \$	-	-	-	-	-	-	6,731,808	6,639,738
- Other income \$	-	-	-	1,899	-	1,899	293,088	288,959
- Sales & Marketing \$	18,159	25,164	7,005	143,543	125,819	(17,724)	3,183,754	3,127,243
- Administration \$	214,556	117,884	(96,672)	443,352	605,443	162,091	7,472,516	7,701,895
- Finance/Other \$	1,841	-	(1,841)	9,392	-	(9,392)	239,456	224,478
- Contingency \$	-	41,667	41,667	-	208,335	208,335	4,091	440,932
- Net profit \$	1,081,957	937,990	143,967	9,218,321	4,655,293	4,563,028	193,822,175	186,282,486
- Net profit \$/lot	154,565	156,332		156,243	125,819		151,779	149,504

- Year to date Gross profit is \$4.2m favourable on 22 more settlements than budget.
- Year to date Overheads are \$343k below budget due to:
 - Marketing \$18k unfavourable - timing;
 - Admin \$162k favourable - timing;
 - Unused Contingency \$208k

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	18,371,500	37,328,635	(18,957,135)
- Revenue \$/lot	311,381	327,444	
- Selling & GST \$	1,696,886	3,608,879	1,911,993
- Selling & GST \$/lot	28,761	31,657	
- Cost of sales \$	6,861,905	16,575,122	9,713,217
- Cost of sales \$/lot	116,303	145,396	
- Gross profit \$	9,812,709	17,144,634	(7,331,925)
- Gross profit \$/lot	166,317	150,392	
- Gross profit Mgn %	53.41%	45.93%	
- Special Sites \$	-	1,242,494	(1,242,494)
- Other income \$	1,899	-	1,899
- Sales & Marketing \$	143,543	301,966	158,423
- Administration \$	443,352	1,440,648	997,296
- Finance \$	9,392	-	(9,392)
- Contingency \$	-	500,004	500,004
- Net profit \$	9,218,321	16,144,510	(6,926,189)
- Net profit \$/lot	156,243	141,619	

2.1 GROSS PROFIT ANALYSIS

Actual

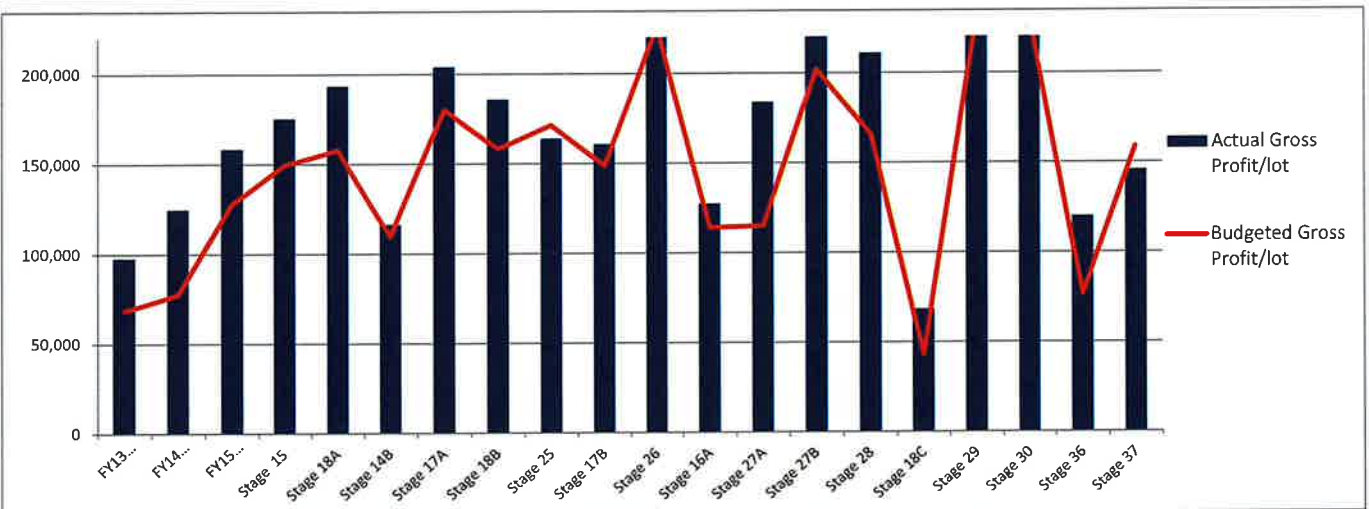
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl.)		Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
				GST	Direct Costs/lot			
Incentives Writeback				-5,801,581		5,801,581		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159	122,619	22,805,341	97,877	44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309	118,248	25,847,691	124,868	51.36%
FY15 Stages	2014 / 2015	77,688,000	275,489	32,963,408	116,892	44,724,592	158,598	57.57%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567	105,301	9,652,433	175,499	62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429	103,980	5,610,571	193,468	65.04%
Stage 14B	28-Oct-16	2,444,000	244,400	1,281,011	128,101	1,162,989	116,299	47.59%
Stage 17A	20-Feb-17	7,774,000	310,960	2,674,295	106,972	5,099,705	203,988	65.60%
Stage 18B	13-Jun-17	8,792,000	283,613	3,035,185	97,909	5,756,815	185,704	65.48%
Stage 25	8-Aug-17	20,323,000	350,397	10,802,146	186,244	9,520,854	164,153	46.85%
Stage 17B	22-May-18	9,827,500	272,986	4,038,425	112,178	5,789,075	160,808	58.91%
Stage 26	26-Sep-19	14,125,500	371,724	5,669,441	149,196	8,456,059	222,528	59.86%
Stage 16A	25-Jan-21	4,514,000	265,529	2,344,352	137,903	2,169,648	127,626	48.06%
Stage 27A	24-Apr-21	6,341,000	317,050	2,661,467	133,073	3,679,533	183,977	58.03%
Stage 27B	20-Apr-22	9,355,000	406,739	4,018,069	174,699	5,336,931	232,040	57.05%
Stage 28	1-Sep-21	12,770,000	375,588	5,591,783	164,464	7,178,217	211,124	56.21%
Stage 18C	26-Oct-22	5,623,000	200,821	3,707,732	132,419	1,915,268	68,402	34.06%
Stage 29	21-Apr-23	13,950,000	435,938	6,447,427	201,482	7,502,573	234,455	53.78%
Stage 30	25-May-22	13,595,000	388,429	4,881,002	139,457	8,713,998	248,971	64.10%
Stage 36	2-Nov-22	11,975,000	266,111	6,575,032	146,112	5,399,968	119,999	45.09%
Stage 37	22-Jun-23	10,761,500	275,936	5,071,045	130,027	5,690,455	145,909	52.88%
		<u>355,629,000</u>		<u>157,814,702</u>		<u>197,814,298</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.)		Budgeted Gross Profit	Budgeted Gross Profit/lot	Budgeted Gross Margin %
				GST	Direct Costs/lot			
FY13 Stages	May-12	51,358,953	217,623	35,200,675	149,155	16,158,278	68,467	31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421	149,360	16,014,514	77,365	34.12%
FY 15 Stages	Aug-14	76,167,089	273,000	40,469,170	145,051	35,697,919	127,950	46.87%
Stage 15	Aug-15	15,433,000	280,600	7,203,599	130,975	8,229,401	149,625	53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854	139,616	4,577,146	157,833	53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232	135,223	1,095,855	109,585	44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430	124,046	5,582,326	180,075	59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414	118,626	4,907,276	158,299	57.16%
Stage 18C	Oct-22	5,563,000	198,679	4,363,541	155,841	1,199,459	42,838	21.56%
Stage 25	Aug-17	19,696,448	345,552	9,915,141	173,950	9,781,307	171,602	49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807	142,550	5,364,687	149,019	51.11%
Stage 26	Jun-19	14,347,000	377,553	5,766,060	151,738	8,580,940	225,814	59.81%
Stage 16A	Dec-20	4,498,002	264,588	2,555,841	150,344	1,942,161	114,245	43.18%
Stage 27A	Dec-20	6,251,840	312,592	3,951,378	197,569	2,300,462	115,023	36.80%
Stage 27B	Feb-22	9,345,000	406,304	4,698,534	204,284	4,646,466	202,020	49.72%
Stage 28	Jul-21	12,669,500	372,632	7,027,024	206,677	5,642,476	165,955	44.54%
Stage 18C	Oct-22	5,563,000	198,679	4,363,541	155,841	1,199,459	42,838	21.56%
Stage 29	Apr-23	19,190,000	446,279	9,365,867	217,811	9,824,133	228,468	51.19%
Stage 30	Dec-21	13,520,000	386,286	5,434,179	155,262	8,085,821	231,023	59.81%
Stage 36	Oct-22	18,086,000	231,872	12,110,457	155,262	5,975,543	76,610	33.04%
Stage 37	Jun-23	13,117,500	273,281	5,478,256	114,130	7,639,244	159,151	58.24%
		<u>371,321,294</u>		<u>206,876,422</u>		<u>164,444,873</u>		

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



Catalina

Finished Lots & Cost of Lots Sold calculations to 30 Nov 2023

Title date: Completed Completed 7-Nov-12 8-Aug-17 8-Aug-17 25-Jan-21 24-Feb-21 20-Apr-22 1-Sep-21 25-May-22 26-Oct-22 2-Nov-22 27-Feb-23 21-Apr-23 22-Jun-23 22-Jun-23 **TOTAL**

	Spec Sites	Rest Stages	Central Coll Sales Office	Stage 25 Sales Office	Stage 25 GHS Lot 2179	Stage 16A	Stage 27A	Stage 27B	Stage 28	Stage 30	Stage 30C	Stage 30	Stage 36 Lot 3129	Stage 29	Stage 37	Stage 17B Lot 341	
Direct costs																	
Civil Construction			89,540	83,260	253,163	932,193	707,388	801,496	2,223,532	792,261	1,769,211	3,773,787	-	3,997,295	1,928,022	356,322	
Siteworks			75,529	245,432	245,432	926,000	652,600	638,353	2,165,633	706,851	1,701,800	3,633,649	-	3,623,355	1,827,222	356,322	
Grid Power			7,731	7,731	7,731	27,492	27,492	49,143	57,899	80,410	42,311	121,859	-	148,940	47,099		
Timber Piles			-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Siteprep			-	-	-	3,790	20,090	23,000	-	25,000	35,000	48,000	-	25,000	25,000		
MATV			-	-	-	-	7,636	-	-	-	-	-	-	-	28,800		
Sewer headwks			5,660	4,514	4,514	101,201	113,955	138,339	196,552	213,570	171,524	249,566	7,463	259,143	289,910	7,463	
Local authority fees			4,363	615	615	28,623	17,424	6,930	14,962	9,466	18,412	31,691	-	22,895	20,550	1,196	
Local authority scheme costs			2,705	-	-	-	-	8,954	-	14,405	10,426	12,225	-	15,480	17,291	-	
Survey & legal fees			1,003	945	945	16,150	21,000	25,428	31,487	39,574	35,227	65,579	1,196	41,074	44,260	917	
Engineering fees			5,557	2,750	12,341	77,057	58,349	88,238	116,545	98,586	87,167	271,035	-	140,105	162,800	-	
Sales Office Build Cost			330,780	-	-	-	-	-	-	-	-	-	-	-	-	-	
Finished Goods Adjustments	31,206	1,281,787	28,238	-	-	-	14,482	60,165	32,920	440,245	-	-	-	-	-	-	
Subtotal	420,826	57,554,106	411,370	92,084	271,578	1,155,224	932,598	1,229,550	2,615,998	1,608,107	2,091,967	4,412,883	8,659	4,476,002	2,462,833	365,898	
Earthworks Allocation	260,179	14,495,542	12,091	18,574	66,681	112,805	303,183	542,975	642,426	-	131,588	539,279	569,141	-	528,899	108,452	
Indirect Costs																	
Land																	
Infrastructure	84,898	8,359,526	7,165	7,879	31,674	176,806	245,746	511,942	381,466	731,652	201,965	477,101	255,846	686,670	469,380	98,402	
Landscape	118,628	13,546,018	9,006	16,613	66,785	409,039	568,530	975,581	725,814	1,394,271	587,095	1,386,889	752,534	2,019,738	1,380,610	289,436	
TOTAL COST	884,530	93,955,192	439,633	135,150	436,718	1,853,674	2,050,057	3,260,048	4,365,704	3,734,030	3,012,615	6,816,152	1,586,180	7,182,410	4,841,722	862,188	
Lots	3	1,004	1	1	1	17	20	23	34	35	28	57	1	43	48	1	
COST PER LOT	294,843	93,581	439,633	135,150	436,718	109,040	102,503	141,741	128,403	106,887	107,593	119,582	1,586,180	167,033	100,869	862,188	
Lots settled	3	1,004	1	-	-	17	20	23	34	35	28	45	1	32	38	-	1,282
COST OF LOTS SETTLED	884,530	93,955,192	439,633	-	-	1,853,674	2,050,057	3,260,048	4,365,704	3,734,030	3,012,615	5,381,173	1,586,180	5,345,049	3,933,899	-	129,801,785
Stage Area (m2)	10,900	332,827	320	255	1,795	6,632	6,615	9,933	13,721	13,416	8,396	21,808	20,012	17,349	18,597	6,921	
Cost per m2	81	282	1,374	530	243	280	310	328	318	278	359	313	79	414	260	125	
Avg lot size	3,633	332	320	255	1,795	390	331	432	404	383	300	383	20,012	403	387	6,921	

Other cash expenditure

Direct Selling & Proj Mgt Costs	
Marketing costs	
Administration	
Finance	
Contingency	

32,319,908
3,183,755
7,472,516
239,456
4,091

TOTAL COSTS 173,021,511

PERIODIC ANALYSIS	Month	YTD	PTD	PY Jun-23
Lots settled	7	59	1,282	1,223
Cost of lots settled	838,412	6,861,905	129,802,187	122,940,282
Direct selling costs	210,076	1,696,886	32,319,908	30,623,022
Marketing costs	18,159	143,543	3,183,755	3,040,211
Administration	214,556	443,352	7,472,516	7,029,164
Finance	1,841	9,392	239,456	230,064
Contingency	-	-	4,091	4,091
TOTAL COSTS	1,283,043	9,155,078	173,021,913	163,866,834

Catalina COGS Calc

30-Nov-23

Job	Titled Date	Direct Cost	Indirect Cost	COGS Total	Lot #	Titled	Untitled	COGS/Lot	Settled Lots	PTD COGS	Per Accounts	Variance	Finished Goods	FG/Lot
140-01-001	17-Oct-2012	4,004,839	637,443	4,642,282	35	35	-	132,637	35	4,642,282	4,642,282	-	-	-
140-01-002	7-Nov-2012	3,429,204	598,332	4,027,537	37	37	-	108,852	37	4,027,537	4,027,537	-	-	-
140-01-003	14-Jan-2013	3,002,658	554,241	3,556,899	43	43	-	82,719	43	3,556,899	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	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	5,862,967	-	-	-
140-01-06A	18-Jan-2013	483,435	179,725	663,160	8	8	-	82,895	8	663,160	663,160	-	-	-
140-01-06B	19-Jan-2015	1,100,352	510,130	1,610,482	24	24	-	67,103	24	1,610,482	1,610,482	-	-	-
140-01-06C	3-Apr-2014	671,286	211,296	882,581	10	10	-	88,258	10	882,581	882,581	-	-	-
140-01-007	31-Oct-2013	4,146,749	938,488	5,085,238	63	63	-	80,718	63	5,085,238	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	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	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	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	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	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	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	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	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	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	2,213,853	-	-	-
140-01-14B	28-Oct-2016	784,420	224,347	1,008,767	10	10	-	100,877	10	1,008,767	1,008,767	-	-	-
140-01-017	2-Feb-2017	1,194,140	730,941	1,925,081	25	25	-	77,003	25	1,925,081	1,925,081	-	-	-
140-01-18B	13-Jun-2017	1,266,620	876,513	2,143,133	31	31	-	69,133	31	2,143,133	2,143,133	-	-	-
140-01-18C	26-Oct-2022	2,223,554	789,060	3,012,614	28	28	-	107,593	28	3,012,614	3,012,614	-	-	-
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	58	8,373,927	8,373,927	-	-	-
140-01-17B	22-May-2018	1,556,232	1,222,995	2,779,227	36	36	-	77,201	36	2,779,227	2,779,227	-	-	-
140-02-026	26-Sep-2019	2,334,871	1,791,711	4,126,582	38	38	-	108,594	38	4,126,582	4,126,582	-	-	-
140-01-16A	25-Jan-2021	1,267,829	585,845	1,853,674	17	17	-	109,040	17	1,853,674	1,853,674	-	-	-
140-02-27A	24-Feb-2021	1,235,782	814,276	2,050,058	20	20	-	102,503	20	2,050,058	2,050,058	-	-	-
140-02-27B	20-Apr-2022	1,772,925	1,487,523	3,260,448	23	23	-	141,759	23	3,260,448	3,260,448	-	-	-
140-02-028	1-Sep-2021	3,258,423	1,107,280	4,365,703	34	34	-	128,403	34	4,365,703	4,365,703	-	-	-
140-02-029	21-Apr-2023	4,476,001	2,706,408	7,182,409	43	43	-	167,033	32	5,345,049	5,345,049	-	1,837,360	167,033
140-02-030	25-May-2022	1,608,107	2,125,923	3,734,030	35	35	-	106,687	35	3,734,030	3,734,030	-	-	-
140-03-036	2-Nov-2022	4,730,188	1,863,990	6,616,153	78	57	21.00	119,582	45	5,381,173	5,381,173	0	1,434,980	119,582
140-03-037	22-Jun-2023	6,640,511	1,849,990	8,491,722	48	48	-	100,869	39	3,933,899	3,933,899	0	907,823	100,869
140-70-001	7-Nov-2012	423,461	16,171	439,633	1	1	-	439,633	1	439,633	439,633	-	-	-
140-70-004	12-Dec-2013	20,322	41,798	62,119	1	1	-	62,119	1	62,119	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	309,761	-	-	-
140-70-008	1-Oct-2014	438,532	74,117	512,649	1	1	-	512,649	1	512,649	512,649	-	-	-
140-70-009	27/2/23	577,801	1,008,380	1,586,181	1	1	-	1,586,181	1	1,586,181	1,586,181	-	-	-
140-70-021	22-Jun-2023	474,351	387,838	862,189	1	-	1.00	-	-	-	-	-	862,189	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	-	-	436,718	436,718
101,868,505		36,974,705	135,416,405	1,338	1,316	22.00			1,282	129,802,187	129,802,186	0	5,614,219	

9.7. PROJECT FINANCIAL REPORT - DECEMBER 2023

Responsible Officer: Project Manager
Attachments: 1. Attachment - Catalina Dec 23 Finance Report
Voting Requirement: Simple Majority

RECOMMENDATION

That the Council RECEIVES the Project Financial Report (December 2023) submitted by the Satterley Property Group.

PURPOSE

To consider the Project Financial Report for December 2023 submitted by the Satterley Property Group.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

N/A

PREVIOUS MINUTES

N/A

FINANCIAL/BUDGET IMPLICATIONS

Review of Project Financial Report for August 2023.

RISK MANAGEMENT IMPLICATIONS

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

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

BACKGROUND

At its meeting of 22 June 2023, the Council approved the Project Budget FYE 2024, submitted by the Satterley Property Group (Satterley).

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

COMMENT

Satterley has prepared a Catalina Financial Report for August 2023 for the Project. The report has been prepared on a cash basis and compares actual expenditure to approved budget expenditure for the period 1 August 2023 to 31 August 2023.

This report identifies the following main areas of variance:

As tabled below, the overall nett financial position exceeds the June budget projections.

	Budget (July-June)	Budget YTD (July- August)	Actual YTD (July-August)	Variance \$	Variance %
Revenue	\$36,306,053	\$4,920,983	\$8,781,670	\$3,860,687	78.45%
Expenditure	\$20,742,246	\$8,075,139	\$2,626,133	-\$5,449,006	-67.48%
Nett	\$15,563,807	-\$3,154,156	\$6,155,537	\$9,309,693	295.16%

Expenditure

- Lot Production (excluding bonds): \$3.25M under budget. While a considerable portion of this under-expenditure is due to the timing of civil construction contractor invoices, there are also some 'real' budget savings as project stages are being delivered under budget allocations. This is due to a combination of good project management and the fact that considerable contingencies were included in initial budget estimates that have not been fully utilised.
- Landscaping: \$1.72M under budget. This is primarily due to the timing of landscape construction contractor invoices, minor delays in the delivery of works programs and cost savings. The vast majority of these under-budgeted funds will be expended, just later than was initially anticipated.
- Infrastructure Spend: \$291,681K under budget. This is primarily due cost savings in the construction of Longbeach Promenade (which was completed in June 2023).
- Clearance Bonds: \$382K unfavourable. Several bonds currently being held by the City of Wanneroo are expected to be released in coming months.

Revenue

Income: \$3.86M above expectations due to 14 more settlements achieved than anticipated..

25 January 2024

Mr Chris Adams
Chief Executive Officer
Catalina Regional Council
PO Box 655
INNALOO WA 6918

Dear Chris

Catalina Financial Report for December 2023

Please find attached the Catalina Financial Report for December 2023. This report has been prepared on a cash basis and compares actual income and expenditure to the December 2023 approved budget for the period ending 31 December 2023, with construction spend reviewed on a period to date basis.

Sales & Settlements

- YTD residential settlement revenue for FY2024 was \$19.8m which is \$1.0m unfavourable to the approved 'December 2023' budget due to 1 less settlement and unfavourable lot mix. (PTD settlements: 1 behind budget)
- Year to date Sales for FY2024 was \$48.8m and \$10.9m favourable to budget due to 30 more residential sales. (PTD sales 30 ahead of budget)

Expenditure

Overall period to date cashflow to 31 December 2023 is \$1.8m favourable to budget per the approved 'December 2023' budget, with expenditure \$1.15m below budget. The main areas of expenditure variances are summarised below:

- Lot Production (excl. Bonds) is \$696k under budget PTD. The following PTD variances are noted:
 - Stage 36 - \$1,041k under budget due to timing variances and some savings in civil works;
 - Stage 38 - \$408k over budget due to timing variance on civil works payments – overall cost will be in line with budget;
 - Stage 37 - \$43k under budget due to timing variances;
 - Stage 41 - \$50k over budget due to timing variances;
 - Other stages – \$70k under budget due to timing variances.
- Landscaping is \$611k over budget PTD. The following PTD variances are noted:
 - Preliminary Landscaping Consultancy - \$148k over budget due to design work brought forward;
 - Beach Park 2 \$97k under budget due to savings;
 - Beach Foreshore POS \$511k over budget - timing variance – overall will be in line with budget;
 - Beach Offset Revegetation - \$195k over budget due to timing variance;
 - Other landscaping activities - \$146k under budget due to a mixture of timing variances and savings.
- Infrastructure Spend is \$34k under budget PTD

- Clearance bonds are \$337k favourable to budget – timing.
- Indirect Consultants are \$49k over budget PTD - timing.
- P&L expenditure is \$261k under budget YTD, noting the following variances:
 - Sales & Marketing is \$15k over budget due to timing of spend;
 - Community and Development is in line with budget;
 - Maintenance \$47k under budget due to timing of spend;
 - Legal Fees \$16k under budget – minimal spend required at present;
 - Contingency \$14k under budget – not required;
 - Rates & Taxes \$159k under budget due to timing of spend;
 - Training \$8k under budget due to timing of spend;
 - \$32k under budget - combined minor variances for other Overheads.

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

Yours faithfully



Ross Carmichael
General Manager Finance

1.0 Management Accounts

1.1 KEY STATISTICS

1.1.1 RESIDENTIAL LOTS & DISTRIBUTIONS

	<u>Lots Produced (titles)</u>		<u>Sales</u>		<u>Settlements</u>		<u>Distributions</u>	
	<u>Actual</u>	<u>Budget</u> <i>(Dec-23)</i>	<u>Actual</u>	<u>Budget</u> <i>(Dec-23)</i>	<u>Actual</u>	<u>Budget</u> <i>(Dec-23)</i>	<u>Actual</u>	<u>Budget</u> <i>(Dec-23)</i>
Prior Years	1,314	1,314	1,274	1,274	1,218	1,218	117,000,000	117,000,000
Jul-2023	-	-	15	15	16	15	-	-
Aug-2023	-	-	13	13	15	15	-	-
Sep-2023	-	-	19	19	13	13	-	-
Sep Qtr	-	-	47	47	44	43	-	-
Oct-2023	-	-	24	15	8	6	-	-
Nov-2023	-	65	51	45	7	6	-	-
Dec-2023	65	-	25	10	5	9	15,000,000	15,000,000
Dec Qtr	65	65	100	70	20	21	15,000,000	15,000,000
Jan-2024	-	-	-	17	-	13	-	-
Feb-2024	-	36	-	15	-	17	-	-
Mar-2024	-	-	-	15	-	18	-	-
Mar Qtr	-	36	-	47	-	48	-	-
Apr-2024	-	-	-	15	-	17	-	-
May-2024	-	60	-	15	-	17	-	-
Jun-2024	-	-	-	15	-	25	-	15,000,000
Jun Qtr	-	60	-	45	-	59	-	15,000,000
PTD	1,379	1,379	1,421	1,391	1,282	1,282	132,000,000	132,000,000
Full 2023/24 Year	65	161	147	209	64	171	15,000,000	30,000,000
2024/25		186		156		183		27,000,000
2025/26		155		146		140		14,000,000

- There were 25 sales and 5 settlements for December.

1.2 Sales & Settlements

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Dec-23)</i>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Dec-23)</i>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Dec-23)</i>
Residential						
- Sales #	25	10	147	117	1,421	1,391
- Sales \$	9,666,000	3,768,267	48,780,000	37,875,284	402,803,000	391,898,284
- Sales \$/lot	386,640	376,827	331,837	323,720	283,464	281,739
- Settlements #	5	9	64	65	1,282	1,283
- Settlements \$	1,407,000	3,513,254	19,778,500	20,816,498	357,036,000	358,073,998
- Settlements \$/lot	281,400	390,362	309,039	320,254	278,499	279,091
Special Sites						
- Sales #	-	-	-	-	6	6
- Sales \$	-	-	-	-	13,902,500	13,902,500
- Sales \$/lot	-	-	-	-	2,317,083	2,317,083
- Settlements #	-	-	-	-	5	5
- Settlements \$	-	-	-	-	10,922,000	10,922,000
- Settlements \$/lot	-	-	-	-	2,184,400	2,184,400
Lots Under Contract						
- Sales #	139					
- Sales \$	45,767,000					
- Sales \$/lot	329,259					
			Unconditional	13	Titled	
			Conditional	126	1,383 <i>incl. Spec sites</i>	

Special sites under contract:

Lot 341 (Stg 17B)	<u>2,750,000</u>	<u>Bud</u>
	<u>2,750,000</u>	<u>Settlement</u>
		Mar-24

1.3 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u> (Dec-23)	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	19,778,500	20,816,497	(1,037,997)
Margin GST	(206,963)	(292,023)	85,060
Direct selling costs	(592,016)	(906,599)	314,583
Interest Income	1,899	820	1,079
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(219,488)	(510,006)	290,518
	<u>18,761,932</u>	<u>19,108,689</u>	<u>(346,757)</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	5,802,581	6,467,151	664,570
Clearance Bonds	(2,119,440)	(1,516,195)	603,245
Landscaping	3,547,368	2,435,296	(1,112,072)
Consultants	201,432	211,702	10,270
Infrastructure	1,659,436	1,690,117	30,681
Special Sites	-	-	-
	<u>9,091,377</u>	<u>9,288,072</u>	<u>196,695</u>
<u>Overheads</u>			
Sales & marketing	125,313	110,438	(14,875)
Community Develop.	51,104	51,411	306
Administration	664,923	926,503	261,580
Finance/Contingency	-	14,012	14,012
	<u>841,340</u>	<u>1,102,363</u>	<u>261,023</u>
Net Cashflow	<u>8,829,215</u>	<u>8,718,254</u>	<u>110,961</u>

1.4 Cashflow - PTD Actuals to budget

	<u>PTD Act</u>	<u>PTD Bgt</u> (Dec-23)	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	357,036,000	358,073,997	(1,037,997)
Margin GST	(4,905,569)	(4,949,720)	44,151
Direct selling costs	(16,512,192)	(16,519,137)	6,945
Interest Income	110,063	108,984	1,079
Forfeited Deposits	35,455	35,455	-
Other Income	10,228,594	10,228,594	-
Rebate Allowance	(6,966,427)	(8,592,390)	1,625,963
	<u>339,025,923</u>	<u>338,385,782</u>	<u>640,141</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	107,372,701	108,068,905	696,204
Clearance Bonds	1,380,163	1,717,450	337,287
Landscaping	28,477,826	27,867,281	(610,545)
Consultants	4,763,541	4,714,186	(49,356)
Infrastructure	18,851,971	18,885,843	33,872
Special Sites	1,770,111	1,763,311	(6,800)
	<u>162,616,314</u>	<u>163,016,976</u>	<u>400,662</u>
<u>Overheads</u>			
Sales & marketing	2,544,571	2,610,074	65,503
Community Develop.	665,722	688,834	23,112
Administration	7,048,982	7,653,402	604,419
Finance/Contingency	400	60,000	59,600
	<u>10,259,675</u>	<u>11,012,310</u>	<u>752,635</u>
Net Cashflow	<u>166,149,934</u>	<u>164,356,497</u>	<u>1,793,438</u>

1.5 Bonds

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	<u>3,499,603</u>	<u>2,553,381</u>	<u>1,380,163</u>
	<u>3,499,603</u>	<u>2,553,381</u>	<u>1,380,163</u>

Bonds relate to stages 29, 31, 37, 38 & Connolly Drive early clearances.

2.0 PROFIT & LOSS

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Dec-23)</i>	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Dec-23)</i>	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Dec-23)</i>
- Revenue \$ (Stlmnts)	1,407,000	3,513,254	(2,106,254)	19,778,500	20,816,498	(1,037,998)	357,036,000	358,073,998
- Revenue \$/lot	281,400	390,362		309,039	320,254		278,499	279,091
- Selling & GST \$	136,639	323,221	186,582	1,833,526	2,017,091	183,565	31,176,699	31,360,264
- Selling & GST \$/lot	27,328	35,913		28,649	31,032		24,319	24,443
- Cost of sales \$	545,032	1,357,662	812,630	7,406,937	8,241,910	834,973	127,436,875	128,271,849
- Cost of sales \$/lot	109,006	150,851		115,733	126,799		99,405	99,978
- Gross profit \$	725,329	1,832,371	(1,107,042)	10,538,038	10,557,497	(19,459)	198,422,426	198,441,885
- Gross profit \$/lot	145,066	203,597		164,657	162,423		154,776	154,670
- Gross profit Mgn %	51.55%	52.16%		53.28%	50.72%		55.57%	55.42%
- Special Sites \$	-	-	-	-	-	-	6,731,808	6,731,808
- Other income \$	-	-	-	1,899	820	1,079	293,088	292,008
- Sales & Marketing \$	8,641	23,432	14,791	152,184	165,099	12,914	3,192,395	3,205,310
- Administration \$	89,199	105,745	16,546	532,552	565,915	33,363	7,561,716	7,595,079
- Finance/Other \$	1,903	-	(1,903)	11,295	3,806	(7,489)	241,359	233,870
- Contingency \$	-	15,000	15,000	-	60,000	60,000	4,091	64,091
- Net profit \$	625,585	1,688,194	(1,062,609)	9,843,906	9,763,498	80,408	194,447,761	194,367,352
- Net profit \$/lot	125,117	187,577		153,811	150,208		151,675	151,494

- Year to date Gross profit is in line with budget on 1 less settlement. Lower revenue lot mix offset by favourable COGS/lot.
- Year to date Overheads are \$98k below budget due to:
 - Marketing \$13k unfavourable - timing;
 - Admin \$33k favourable - timing;
 - Unused Contingency \$60k

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	19,778,500	56,215,167	(36,436,667)
- Revenue \$/lot	309,039	326,832	
- Selling & GST \$	1,833,526	5,614,291	3,780,765
- Selling & GST \$/lot	28,649	32,641	
- Cost of sales \$	7,406,937	24,386,785	16,979,848
- Cost of sales \$/lot	115,733	141,784	
- Gross profit \$	10,538,038	26,214,091	(15,676,053)
- Gross profit \$/lot	164,657	152,408	
- Gross profit Mgn %	53.28%	46.63%	
- Special Sites \$	-	1,237,758	(1,237,758)
- Other income \$	1,899	820	1,079
- Sales & Marketing \$	152,184	305,690	153,506
- Administration \$	532,552	1,206,758	674,207
- Finance \$	11,295	3,806	(7,489)
- Contingency \$	-	150,000	150,000
- Net profit \$	9,843,906	25,786,415	(15,942,509)
- Net profit \$/lot	153,811	149,921	

2.1 GROSS PROFIT ANALYSIS

Actual

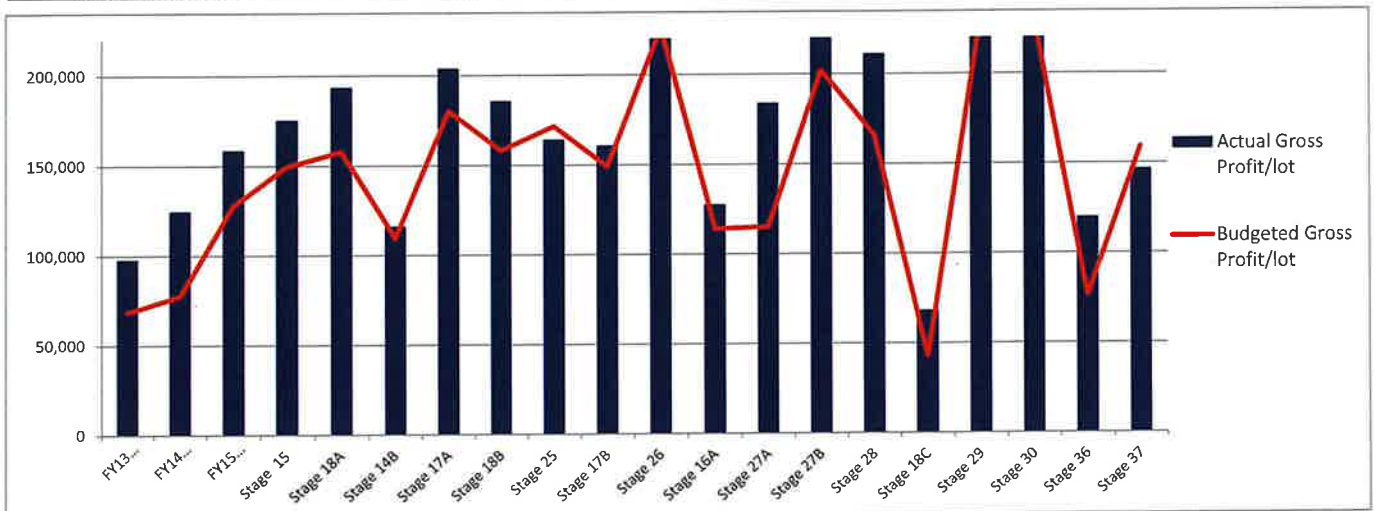
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
Incentives Writeback				-5,801,581		5,801,581		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159	122,619	22,805,341	97,877	44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309	118,248	25,847,691	124,868	51.36%
FY15 Stages	2014 / 2015	77,688,000	275,489	32,963,408	116,892	44,724,592	158,598	57.57%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567	105,301	9,652,433	175,499	62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429	103,980	5,610,571	193,468	65.04%
Stage 14B	28-Oct-16	2,444,000	244,400	1,281,011	128,101	1,162,989	116,299	47.59%
Stage 17A	20-Feb-17	7,774,000	310,960	2,674,295	106,972	5,099,705	203,988	65.60%
Stage 18B	13-Jun-17	8,792,000	283,613	3,035,185	97,909	5,756,815	185,704	65.48%
Stage 25	8-Aug-17	20,323,000	350,397	10,802,146	186,244	9,520,854	164,153	46.85%
Stage 17B	22-May-18	9,827,500	272,986	4,038,425	112,178	5,789,075	160,808	58.91%
Stage 26	26-Sep-19	14,125,500	371,724	5,669,441	149,196	8,456,059	222,528	59.86%
Stage 16A	25-Jan-21	4,514,000	265,529	2,344,352	137,903	2,169,648	127,626	48.06%
Stage 27A	24-Feb-21	6,341,000	317,050	2,661,467	133,073	3,679,533	183,977	58.03%
Stage 27B	20-Apr-22	9,355,000	406,739	4,018,069	174,699	5,336,931	232,040	57.05%
Stage 28	1-Sep-21	12,770,000	375,588	5,591,783	164,464	7,178,217	211,124	56.21%
Stage 18C	26-Oct-22	5,623,000	200,821	3,707,732	132,419	1,915,268	68,402	34.06%
Stage 29	21-Apr-23	13,950,000	435,938	6,447,427	201,482	7,502,573	234,455	53.78%
Stage 30	25-May-22	13,595,000	388,429	4,881,002	139,457	8,713,998	248,971	64.10%
Stage 36	2-Nov-22	11,975,000	266,111	6,575,032	146,112	5,399,968	119,999	45.09%
Stage 37	22-Jun-23	11,783,500	274,035	5,474,522	127,314	6,308,978	146,720	53.54%
		<u>356,651,000</u>		<u>158,218,178</u>		<u>198,432,822</u>		

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

Budget

Stages	Budget Version	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)	Direct Costs/lot	Budgeted Gross Profit	Budgeted Gross Profit/lot	Budgeted Gross Margin %
FY13 Stages	May-12	51,358,953	217,623	35,200,675	149,155	16,158,278	68,467	31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421	149,360	16,014,514	77,365	34.12%
FY 15 Stages	Aug-14	76,167,089	273,000	40,469,170	145,051	35,697,919	127,950	46.87%
Stage 15	Aug-15	15,433,000	280,600	7,203,599	130,975	8,229,401	149,625	53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854	139,616	4,577,146	157,833	53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232	135,223	1,095,855	109,585	44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430	124,046	5,582,326	180,075	59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414	118,626	4,907,276	158,299	57.16%
Stage 18C	Oct-22	5,563,000	198,679	4,363,541	155,841	1,199,459	42,838	21.56%
Stage 25	Aug-17	19,696,448	345,552	9,915,141	173,950	9,781,307	171,602	49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807	142,550	5,364,687	149,019	51.11%
Stage 26	Jun-19	14,347,000	377,553	5,766,060	151,738	8,580,940	225,814	59.81%
Stage 16A	Dec-20	4,498,002	264,588	2,555,841	150,344	1,942,161	114,245	43.18%
Stage 27A	Dec-20	6,251,840	312,592	3,951,378	197,569	2,300,462	115,023	36.80%
Stage 27B	Feb-22	9,345,000	406,304	4,698,534	204,284	4,646,466	202,020	49.72%
Stage 28	Jul-21	12,669,500	372,632	7,027,024	206,677	5,642,476	165,955	44.54%
Stage 18C	Oct-22	5,563,000	198,679	4,363,541	155,841	1,199,459	42,838	21.56%
Stage 29	Apr-23	19,190,000	446,279	9,365,867	217,811	9,824,133	228,468	51.19%
Stage 30	Dec-21	13,520,000	386,286	5,434,179	155,262	8,085,821	231,023	59.81%
Stage 36	Oct-22	18,086,000	231,872	12,110,457	155,262	5,975,543	76,610	33.04%
Stage 37	Jun-23	13,117,500	273,281	5,478,256	114,130	7,639,244	159,151	58.24%
		<u>371,321,294</u>		<u>206,876,422</u>		<u>164,444,873</u>		

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



Catalina

Finished Lots & Cost of Lots Sold calculations to 31 Dec 2023

Title date: Completed Completed 7-Nov-12 8-Aug-17 8-Aug-17 25-Jan-21 24-Feb-21 20-Apr-22 1-Sep-21 25-May-22 28-Oct-22 2-Nov-22 27-Feb-23 21-Apr-23 22-Jun-23 22-Jun-23 14-Dec-23 TOTAL

	Spec Sites	Road Stages	Central Call Sales Office	Stage 25 Sales Office	Stage 25 GHS Lot 2179	Stage 10A	Stage 27A	Stage 27B	Stage 28	Stage 30	Stage 18C	Stage 36	Stage 38 Lot 3128	Stage 29	Stage 37	Stage 17B Lot 341	Stage 32		
Direct costs																			
Civil Construction			89,540	83,260	253,163	932,193	707,388	901,466	2,223,532	792,261	1,769,211	3,773,787		3,997,295	1,928,022	356,322	4,441,285		
Sewer headwks			5,660	4,514	4,514	101,201	113,955	138,339	196,552	213,570	171,524	249,566	7,463	259,143	289,910	7,463	404,225		
Local authority fees			4,363	615	615	28,623	17,424	6,930	14,962	9,466	18,412	31,691		22,895	20,550	1,196	34,143		
Local authority scheme costs			2,705					8,954		14,405	10,426	21,225		15,490	17,291				
Survey & legal fees			1,003	945	945	16,150	21,000	25,428	31,487	39,574	35,227	65,579	1,196	41,074	44,260	917	69,960		
Engineering fees			5,557	2,750	12,341	77,057	58,349	88,238	116,545	98,586	87,167	271,035		140,105	162,600		230,465		
Sales Office Build Cost			330,780																
Finished Goods Adjustments	31,208	1,281,787	28,238				14,482	60,165	32,920	440,245									
	420,826	57,554,106	411,370	92,084	271,578	1,155,224	932,598	1,229,550	2,615,998	1,608,107	2,091,987	4,412,863	8,659	4,476,002	2,462,833	365,898	5,180,078		
Earthworks Allocation	260,179	14,495,542	12,091	18,574	66,681	112,605	303,183	542,975	642,426		131,588	539,279	569,141		528,899	108,452			
Indirect Costs																			
Land																			
Infrastructure	84,898	8,359,526	7,165	7,879	31,674	176,806	245,746	511,942	381,466	731,652	201,965	477,101	255,846	686,670	469,380	98,402	1,019,950		
Landscape	118,628	13,546,018	9,006	16,613	66,785	409,039	568,530	975,581	725,814	1,394,271	587,095	1,386,889	752,534	2,019,738	1,380,610	289,436	3,000,032		
TOTAL COST	884,530	93,955,192	439,633	135,150	436,718	1,853,674	2,050,057	3,260,048	4,365,704	3,734,030	3,012,615	6,816,152	1,586,180	7,182,410	4,841,722	862,188	9,200,060		
Lots	3	1,004	1	1	1	17	20	23	34	35	28	57	1	43	48	1	65		
COST PER LOT	294,843	93,581	439,633	135,150	436,718	109,040	102,503	141,741	128,403	106,687	107,593	119,582	1,586,180	167,033	100,869	862,188	141,539		
Lots settled	3	1,004	1	-	-	17	20	23	34	35	28	45	1	32	43	-	1		1,287
COST OF LOTS SETTLED	884,530	93,955,192	439,633	-	-	1,853,674	2,050,057	3,260,048	4,365,704	3,734,030	3,012,615	5,381,173	1,586,180	5,345,040	4,337,376	-	141,539		130,346,801
Stage Area (m2)	10,900	332,827	320	255	1,795	6,632	6,615	9,933	13,721	13,416	8,396	21,808	20,012	17,349	18,597	6,921	25,475		
Cost per m2	81	282	1,374	530	243	280	310	328	318	278	359	313	79	414	260	125	361		
Avg lot size	3,633	332	320	255	1,795	390	331	432	404	383	300	383	20,012	403	387	6,921	392		

Other cash expenditure																			
Direct Selling & Proj Mgt Costs																			32,456,547
Marketing costs																			3,192,396
Administration																			7,561,716
Finance																			241,359
Contingency																			4,091
TOTAL COSTS																			173,802,910

PERIODIC ANALYSIS				Month	YTD	PTD	PY Jun-23
Lots settled				5	64	1,287	1,223
Cost of lots settled				545,032	7,406,937	130,347,219	122,940,282
Direct selling costs				136,639	1,633,626	32,456,547	30,623,022
Marketing costs				8,641	152,184	3,192,396	3,040,211
Administration				86,199	532,652	7,561,716	7,029,164
Finance				1,903	11,295	241,359	230,064
Contingency				-	-	4,091	4,091
TOTAL COSTS				781,415	9,936,493	173,803,326	163,866,834

Job	Titled Date	Direct Cost	Indirect Cost	COGS Total	Lot #	Titled	Untitled	COGS/Lot	Settled Lots	PTD COGS	Per Accounts	Variance	Finished Goods	FG/Lot
140-01-001	17-Oct-2012	4,004,839	637,443	4,642,282	35	35	-	132,637	35	4,642,282	4,642,282	-	-	-
140-01-002	7-Nov-2012	3,429,204	598,332	4,027,537	37	37	-	108,852	37	4,027,537	4,027,537	-	-	-
140-01-003	14-Jan-2013	3,002,658	554,241	3,556,899	43	43	-	82,719	43	3,556,899	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	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	5,862,967	-	-	-
140-01-06A	18-Jan-2013	483,435	179,725	663,160	8	8	-	82,895	8	663,160	663,160	-	-	-
140-01-06B	19-Jan-2015	1,100,352	510,130	1,610,482	24	24	-	67,103	24	1,610,482	1,610,482	-	-	-
140-01-06C	3-Apr-2014	671,286	211,296	882,581	10	10	-	88,258	10	882,581	882,581	-	-	-
140-01-007	31-Oct-2013	4,146,749	938,488	5,085,238	63	63	-	80,718	63	5,085,238	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	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	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	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	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	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	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	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	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	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	2,213,853	-	-	-
140-01-14B	28-Oct-2016	784,420	224,347	1,008,767	10	10	-	100,877	10	1,008,767	1,008,767	-	-	-
140-01-017	2-Feb-2017	1,194,140	730,941	1,925,081	25	25	-	77,003	25	1,925,081	1,925,081	-	-	-
140-01-18B	13-Jun-2017	1,266,620	876,513	2,143,133	31	31	-	69,133	31	2,143,133	2,143,133	-	-	-
140-01-18C	26-Oct-2022	2,223,554	789,060	3,012,614	28	28	-	107,593	28	3,012,614	3,012,614	-	-	-
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	58	8,373,927	8,373,927	-	-	-
140-01-17B	22-May-2018	1,556,232	1,222,995	2,779,227	36	36	-	77,201	36	2,779,227	2,779,227	-	-	-
140-02-026	26-Sep-2019	2,334,871	1,791,711	4,126,582	38	38	-	108,594	38	4,126,582	4,126,582	-	-	-
140-01-16A	25-Jan-2021	1,267,829	585,845	1,853,674	17	17	-	109,040	17	1,853,674	1,853,674	-	-	-
140-02-27A	24-Feb-2021	1,235,782	814,276	2,050,058	20	20	-	102,503	20	2,050,058	2,050,058	-	0	-
140-02-27B	20-Apr-2022	1,772,925	1,487,523	3,260,448	23	23	-	141,759	23	3,260,448	3,260,448	-	-	-
140-02-028	1-Sep-2021	3,258,423	1,107,280	4,365,703	34	34	-	128,403	34	4,365,703	4,365,703	-	-	-
140-02-029	21-Apr-2023	4,476,001	2,706,408	7,182,409	43	43	-	167,033	32	5,345,049	5,345,049	-	1,837,360	167,033
140-02-030	25-May-2022	1,608,107	2,125,923	3,734,030	35	35	-	106,687	35	3,734,030	3,734,030	-	-	-
140-02-031	14-Dec-2023	5,181,107	4,019,982	9,201,089	-	65	65.00	141,555	1	141,555	141,555	0	9,059,534	141,555
140-03-036	2-Nov-2022	5,181,107	1,863,990	6,816,153	78	57	21.00	119,582	45	5,381,173	5,381,173	0	1,434,980	119,582
140-03-037	22-Jun-2023	6,772,529	1,849,990	4,841,722	48	48	-	100,869	43	4,337,376	4,337,376	0	504,346	100,869
140-70-001	7-Nov-2012	423,461	16,171	439,633	1	1	-	439,633	1	439,633	439,633	-	-	-
140-70-004	12-Dec-2013	20,322	41,798	62,119	1	1	-	62,119	1	62,119	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	309,761	-	-	-
140-70-008	1-Oct-2014	438,532	74,117	512,649	1	1	-	512,649	1	512,649	512,649	-	-	-
140-70-009	27/2/23	577,801	1,008,380	1,586,181	1	1	-	1,586,181	1	1,586,181	1,586,181	-	-	-
140-70-021	22-Jun-2023	474,351	387,838	862,189	1	-	1.00	-	-	-	-	-	862,189	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	-	-	436,718	436,718
107,632,549		40,994,687	144,617,494	1,338	1,381	-	43.00		1,287	130,347,219	130,347,219	0	14,270,276	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - December 2023			PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Dec 2023	YTD BUD Dec 2023	Variance	PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
REVENUE								
Settlements	Settlement revenue	19,778,500	20,816,497	(1,037,997)	357,036,000	358,073,997	(1,037,997)	Settlements tracking above budget - 21 ahead of budget
Margin GST	Margin GST	(206,963)	(292,023)	85,060	(4,905,569)	(4,949,720)	44,151	GST Margin Scheme applied (Burgess Rawson valuations)
Direct Selling Costs		(592,016)	(906,599)	314,583	(16,512,192)	(16,519,137)	6,945	Includes Commission and Management Fees, tracking higher in line with increased settlements
Interest Income		1,899	820	1,079	110,063	108,984	1,079	Penalty interest income on settlements
Forfeited Deposits		0	0	0	35,455	35,455	0	
Other Income	Special sites revenue	0	0	0	10,228,594	10,228,594	0	
Rebate Allowance		(219,488)	(510,006)	290,518	(6,966,427)	(8,592,390)	1,625,963	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		18,761,932	19,108,689	(346,757)	339,025,923	338,385,782	640,141	
LOT PRODUCTION								
Completed Earthworks		0	0	0	13,502,429	13,502,429	-0	
Earthworks Stages 1-4, 6	Siteworks / Earthworks	0	0	0	2,122,407	2,122,407	0	
	Authorities Fees	0	0	0	0	0	(0)	
	Direct Consultants	0	0	0	157,827	157,827	0	
Total Earthworks Stages 1-4, 6		0	0	0	2,280,234	2,280,234	(0)	
	Direct Consultants	0	0	0	121,827	121,827	0	
Total Earthworks Stages 5 & 7		0	0	0	2,490,625	2,490,625	0	
Earthworks Stage 8	Siteworks / Earthworks	0	0	0	1,265,418	1,265,418	0	
	Direct Consultants	0	0	0	63,366	63,366	0	
Total Earthworks Stage 8		0	0	0	1,328,784	1,328,784	0	
Earthworks Stages 9-11	Siteworks / Earthworks	0	0	0	4,066,094	4,066,094	0	
	Direct Consultants	0	0	0	99,325	99,325	0	
Total Earthworks Stages 9-11		0	0	0	4,165,419	4,165,419	0	
Earthworks Stages 12-13	Siteworks / Earthworks	0	0	0	1,139,937	1,139,937	0	
	Direct Consultants	0	0	0	108,025	108,025	0	
Total Earthworks Stage 12-13		0	0	0	1,247,962	1,247,962	0	
Earthworks Stages 14-18	Siteworks / Earthworks	0	0	0	1,738,744	1,738,744	0	
	Direct Consultants	0	0	0	250,660	250,660	0	
Total Earthworks Stage 14-18		0	0	0	1,989,404	1,989,404	0	
Earthworks Stages 17-19	Direct Consultants	0	0	0	0	0	0	
Total Earthworks Stage 17-19		0	0	0	0	0	0	
Earthworks Stage 20-24	Direct Consultants	0	0	0	27,113	27,113	0	
Total Earthworks Stage 20-24		0	0	0	27,113	27,113	0	
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	3,603,087	3,603,087	(0)	
	Direct Consultants	0	0	0	186,216	189,523	3,307	
Total Earthworks Stage 25-27		0	0	0	3,789,303	3,792,610	3,307	
Earthworks Stages 36-37	Siteworks / Earthworks	6,764	6,764	0	1,067,885	1,067,885	0	
Total Earthworks Stage 36-37		6,764	6,764	0	1,067,885	1,067,885	0	
Completed Stages		0	0	0	50,620,302	50,620,302	1	
Stage 1	Siteworks / Earthworks	0	0	0	3,208,532	3,208,532	0	
	Authorities Fees	0	0	0	158,201	158,201	(0)	
	Direct Consultants	0	0	0	214,916	214,916	0	
Total Stage 1		0	0	0	3,581,649	3,581,649	(0)	
Stage 2	Siteworks / Earthworks	0	0	0	2,691,287	2,691,287	0	
	Authorities Fees	0	0	0	210,292	210,292	0	
	Direct Consultants	0	0	0	164,171	164,171	0	
Total Stage 2		0	0	0	3,065,749	3,065,750	0	
Stage3	Siteworks / Earthworks	0	0	0	2,010,933	2,010,933	0	
	Authorities Fees	0	0	0	284,155	284,155	(0)	
	Direct Consultants	0	0	0	187,648	187,648	0	
Total Stage 3		0	0	0	2,482,736	2,482,736	(0)	
Stage 4	Siteworks / Earthworks	0	0	0	2,298,741	2,298,741	0	
	Authorities Fees	0	0	0	284,471	284,471	0	
	Direct Consultants	0	0	0	219,983	219,983	0	
Total Stage 4		0	0	0	2,803,195	2,803,195	0	
Stage 5	Siteworks / Earthworks	0	0	0	2,796,102	2,796,102	(0)	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - December 2023			PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Dec 2023	YTD BUD Dec 2023	Variance	PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
	Authorities Fees	0	0	0	392,082	392,082	0	
	Direct Consultants	0	0	0	388,371	388,371	0	
Total Stage 5		0	0	0	3,576,555	3,576,555	(0)	
Stage 6A	Siteworks / Earthworks	0	0	0	297,465	297,465	0	
	Authorities Fees	0	0	0	50,207	50,207	0	
	Direct Consultants	0	0	0	39,033	39,033	0	
Total Stage 6A		0	0	0	386,705	386,705	0	
Stage 6B	Siteworks / Earthworks	0	0	0	708,104	708,104	0	
	Authorities Fees	0	0	0	202,417	202,417	0	
	Direct Consultants	0	0	0	121,160	121,160	0	
Total Stage 6B		0	0	0	1,031,681	1,031,681	0	
Stage 6C	Siteworks / Earthworks	0	0	0	484,386	484,386	0	
	Authorities Fees	0	0	0	90,611	90,611	0	
	Direct Consultants	0	0	0	52,015	52,015	0	
Total Stage 6C		0	0	0	627,012	627,012	0	
Stage 7	Siteworks / Earthworks	0	0	0	2,257,683	2,257,684	1	
	Authorities Fees	0	0	0	425,907	425,907	0	
	Direct Consultants	0	0	0	290,878	290,878	0	
Total Stage 7		0	0	0	2,974,468	2,974,469	1	
Stage 8	Siteworks / Earthworks	0	0	0	2,494,187	2,494,187	0	
	Authorities Fees	0	0	0	314,992	314,992	0	
	Direct Consultants	0	0	0	251,105	251,105	0	
Total Stage 8		0	0	0	3,060,284	3,060,284	0	
Stage 9	Siteworks / Earthworks	0	0	0	2,418,198	2,418,198	0	
	Authorities Fees	0	0	0	406,804	406,804	0	
	Direct Consultants	0	0	0	236,848	236,848	0	
Total Stage 9		0	0	0	3,061,850	3,061,850	0	
Stage 10	Siteworks / Earthworks	0	0	0	1,229,760	1,229,760	0	
	Authorities Fees	0	0	0	160,060	160,060	0	
	Direct Consultants	0	0	0	141,355	141,355	0	
Total Stage 10		0	0	0	1,531,175	1,531,175	0	
Stage 11	Siteworks / Earthworks	0	0	0	2,778,422	2,778,422	(0)	
	Authorities Fees	0	0	0	463,449	463,449	0	
	Direct Consultants	0	0	0	336,976	336,976	0	
Total Stage 11		0	0	0	3,578,848	3,578,848	(0)	
Stage 12	Siteworks / Earthworks	0	0	0	2,077,002	2,077,002	0	
	Authorities Fees	0	0	0	258,204	258,204	0	
	Direct Consultants	0	0	0	247,233	247,233	0	
Total Stage 12		0	0	0	2,582,440	2,582,440	0	
Stage 13A	Siteworks / Earthworks	0	0	0	1,932,316	1,932,316	0	
	Authorities Fees	0	0	0	264,752	264,752	0	
	Direct Consultants	0	0	0	172,787	172,787	(0)	
Total Stage 13A		0	0	0	2,369,855	2,369,855	(0)	
Stage 13B	Siteworks / Earthworks	0	0	0	2,115,792	2,115,792	0	
	Authorities Fees	0	0	0	195,434	195,434	0	
	Direct Consultants	0	0	0	241,636	241,637	0	
Total Stage 13B		0	0	0	2,552,862	2,552,863	0	
Stage 14A	Siteworks / Earthworks	0	0	0	2,221,820	2,221,820	0	
	Authorities Fees	0	0	0	467,540	467,540	0	
	Direct Consultants	0	0	0	301,549	301,549	0	
Total Stage 14A		0	0	0	2,990,908	2,990,909	0	
Stage 14B	Siteworks / Earthworks	0	0	0	482,855	500,850	17,995	
	Authorities Fees	0	0	0	110,991	110,991	0	
	Direct Consultants	0	0	0	17,639	17,639	0	
Total Stage 14B		0	0	0	611,485	629,480	17,995	
Stage 15	Siteworks / Earthworks	0	0	0	1,999,681	1,999,681	0	
	Authorities Fees	0	0	0	357,841	357,841	0	
	Direct Consultants	0	0	0	263,241	263,241	0	
Total Stage 15		0	0	0	2,620,763	2,620,763	0	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - December 2023			PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Dec 2023	YTD BUD Dec 2023	Variance	PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
Stage 16A	Siteworks / Earthworks	0	0	0	1,352,625	1,352,625	(0)	
	Authorities Fees	0	0	0	131,304	131,304	0	
	Direct Consultants	0	0	0	95,306	95,306	0	
Total Stage 16A		0	0	0	1,579,236	1,579,236	(0)	
Stage 17A	Siteworks / Earthworks	0	0	0	732,033	732,033	0	
	Authorities Fees	0	0	0	161,279	161,279	0	
	Direct Consultants	0	0	0	110,250	110,250	0	
Total Stage 17A		0	0	0	1,003,563	1,003,563	0	
Stage 17B	Siteworks / Earthworks	0	0	0	1,273,015	1,273,015	0	
	Authorities Fees	0	0	0	198,958	198,958	0	
	Direct Consultants	0	0	0	180,869	180,869	0	
Total Stage 17B		0	0	0	1,652,842	1,652,842	0	
Stage 18A	Siteworks / Earthworks	0	0	0	871,358	871,358	0	
	Authorities Fees	0	0	0	216,537	216,537	0	
	Direct Consultants	0	0	0	125,664	125,664	0	
Total Stage 18A		0	0	0	1,213,559	1,213,559	0	
Stage 18B	Siteworks / Earthworks	0	0	0	1,486,381	1,486,381	(0)	
	Authorities Fees	0	0	0	267,438	267,438	0	
	Direct Consultants	0	0	0	191,390	191,390	0	
Total Stage 18B		0	0	0	1,945,209	1,945,209	(0)	
Stage 18C	Siteworks / Earthworks	6,425	12,850	6,425	1,694,029	1,694,029	0	
	Authorities Fees	0	0	0	233,167	233,167	0	
	Direct Consultants	0	0	0	114,393	114,393	0	
Total Stage 18C		6,425	12,850	6,425	2,041,590	2,041,590	0	
Stage 25	Siteworks / Earthworks	0	0	0	5,523,981	5,523,981	0	
	Authorities Fees	0	0	0	212,929	212,929	0	
	Direct Consultants	0	0	0	280,279	276,971	(3,307)	
Total Stage 25		0	0	0	6,017,188	6,013,881	(3,307)	
Stage 26	Siteworks / Earthworks	0	0	0	1,273,228	1,263,410	(9,818)	
	Authorities Fees	0	0	0	239,777	239,777	0	
	Direct Consultants	0	0	0	145,718	145,718	0	
Total Stage 26		0	0	0	1,658,723	1,648,905	(9,818)	
Stage 27A	Siteworks / Earthworks	0	0	0	719,840	728,022	8,182	
	Authorities Fees	0	0	0	132,310	132,310	0	
	Direct Consultants	0	0	0	80,448	80,448	0	
Total Stage 27A		0	0	0	932,599	940,781	8,182	
Stage 27B	Siteworks / Earthworks	0	0	0	958,961	958,961	0	
	Authorities Fees	0	0	0	145,269	145,269	0	
	Direct Consultants	400	400	0	116,766	116,766	0	
Total Stage 27B		400	400	0	1,220,996	1,220,996	0	
Stage 28	Siteworks / Earthworks	0	0	0	2,196,566	2,198,203	1,636	
	Authorities Fees	0	0	0	269,413	269,413	0	
	Direct Consultants	0	0	0	148,382	148,382	0	
Total Stage 28		0	0	0	2,614,361	2,615,998	1,636	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - December 2023			PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Dec 2023	YTD BUD Dec 2023	Variance	PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
Stage 29	Siteworks / Earthworks	101,456	117,564	16,109	3,923,568	3,900,113	(23,455)	
	Authorities Fees	1,320	1,320	0	319,683	319,683	0	
	Direct Consultants	4,171	6,339	2,168	164,390	179,125	14,735	
Total Stage 29		106,947	125,224	18,277	4,407,641	4,398,921	(8,719)	
Stage 30	Siteworks / Earthworks	0	4,909	4,909	1,150,269	1,155,178	4,909	
	Authorities Fees	0	0	0	267,882	267,882	0	
	Direct Consultants	0	2,525	2,525	139,088	175,552	36,464	
Total Stage 30		0	7,434	7,434	1,557,239	1,598,611	41,372	
Stage 31	Siteworks / Earthworks	3,224,764	3,056,145	(168,619)	4,340,297	4,171,678	(168,619)	
	Authorities Fees	516,079	622,585	106,506	528,290	634,795	106,506	
	Direct Consultants	75,852	125,021	49,169	- 270,825	319,994	49,169	
Total Stage 31		3,816,695	3,803,751	(12,945)	5,139,412	5,126,468	(12,945)	
	Authorities Fees	(16,447)	(16,447)	0	-16,447	(16,447)	0	
	Direct Consultants	24,070	38,883	14,813	24,070	38,883	14,813	
Total Stage 32		7,623	22,436	14,813	7,623	22,436	14,813	
	Authorities Fees	(22,950)	(22,950)	0	-22,950	(22,950)	0	
Total Stage 33		(22,950)	(22,950)	0	-22,950	(22,950)	0	
	Authorities Fees	(20,655)	(20,655)	0	-20,655	(20,655)	0	
Total Stage 34		(20,655)	(20,655)	0	-20,655	(20,655)	0	
Stage 36	Siteworks / Earthworks	51,494	872,989	821,495	5,413,727	6,235,222	821,495	
	Authorities Fees	(18,587)	186,298	204,885	366,931	571,816	204,885	
	Direct Consultants	3,897	6,196	2,298	439,472	454,890	15,418	
Total Stage 36		36,804	1,065,482	1,028,678	6,220,130	7,261,928	1,041,798	Cashflow under budget due to ; Civils below forecast due to fencing and headworks deferred on cottage lots.
Stage 37	Siteworks / Earthworks	228,384	220,640	(7,744)	1,867,744	1,860,000	(7,744)	
	Authorities Fees	0	36,629	36,629	369,831	406,460	36,629	
	Direct Consultants	23,567	37,396	13,829	207,333	221,162	13,829	
Total Stage 37		251,951	294,665	42,714	2,444,908	2,487,622	42,714	
Stage 38	Siteworks / Earthworks	931,466	765,632	(165,834)	1,035,918	870,084	(165,834)	
	Authorities Fees	248,230	11,044	(237,187)	248,626	11,439	(237,187)	
	Direct Consultants	36,625	31,829	(4,796)	142,892	138,096	(4,796)	
Total Stage 38		1,216,321	808,505	(407,816)	1,427,436	1,019,620	(407,816)	Cashflow under budget: Timing variance on civils payments, costs to normalise over coming months with completion of works in February
Stage 39	Siteworks / Earthworks	194,148	137,418	(56,729)	194,148	137,418	(56,729)	
	Authorities Fees	651	0	(651)	651	0	(651)	
	Direct Consultants	128,790	213,205	84,415	161,640	246,055	84,415	
Total Stage 39		323,589	350,623	27,034	356,439	383,473	27,034	Cashflow over budget for month due to minor timing variance, in line with PTD
	Direct Consultants	53,642	3,335	(50,308)	53,642	3,335	(50,308)	
Total Stage 41		53,642	3,335	(50,308)	53,642	3,335	(50,308)	Cashflow over budget: minor variance in timing of payment
	Direct Consultants	9,225	4,388	(4,838)	9,225	4,388	(4,838)	
Total Stage 42		9,225	4,388	(4,838)	9,225	4,388	(4,838)	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023	
Job Description	Account Description
	Direct Consultants
Total Stage 43	
Various Stages	Clearance Bonds
TOTAL LOT PRODUCTION	
LANDSCAPING	
Completed Landscaping	
Stage 11 Landscape Consultancy	Landscape Construction
Stage 14A Landscaping	Landscape Consulting
Seed Collection	Landscape Construction
Catalina Beach Foreshore Node / Beach Connect	Landscape Construction
Catalina Beach Portofino Medians	Landscape Construction
Catalina Beach Greenlink Stage 25	Landscape Consulting
Preliminary Landscaping Consultancy	Landscape Consulting
Environmental Landscaping	Landscape Construction
Public Art	Landscape Construction
Fauna Relocation	Landscape Construction
Central Connolly Drive	Landscape Construction
Central Green Link	Landscape Construction
Beach Display Village Verge	Landscape Construction
Beach Portofino Verge - South	Landscape Construction
Beach Park 2	Landscape Construction
Beach Foreshore POS Area 1	Landscape Construction
Beach Foreshore Access Area 1	Landscape Construction
Beach Mallaca Way Medians	Landscape Construction
Beach Long Beach Promenade Verge	Landscape Construction
Green POS 1 Phase 1	Landscape Construction
Green Streetscapes Phase 1	Landscape Construction
Green Central Bore, Pump & Filtration Unit	Landscape Construction
Beach offset Area Revegetation Initial	Landscape Construction
Beach Stage 29 Landscaping	Landscape Construction
TOTAL LANDSCAPING	

YEAR TO DATE - December 2023		
YTD ACT Dec 2023	YTD BUD Dec 2023	Variance
9,799	4,899	(4,899)
9,799	4,899	(4,899)
(2,119,440)	(1,516,195)	603,245
3,683,141	4,950,956	1,267,815
231	67,667	67,436
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
0	0	0
276,931	128,786	(148,144)
1,593	1,140	(454)
132,764	187,500	54,736
0	0	0
0	0	0
32,884	0	(32,884)
0	0	0
66,787	69,220	2,433
238,274	147,455	(90,818)
819,035	307,807	(511,228)
26,991	67,481	40,490
0	0	0
84,709	74,888	(9,820)
1,348,379	1,051,567	(296,812)
0	0	0
0	0	0
458,238	263,784	(194,454)
60,236	68,000	7,764
318	0	(318)
3,547,368	2,435,296	(1,112,072)

PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
9,799	4,899	(4,899)	
9,799	4,899	(4,899)	
1,380,163	1,717,450	337,287	Timing variance of retrun of bonds
108,752,864	109,786,355	1,033,491	Summary Note: (Civil payments are budgeted to be the month after works. Budget also averages civil costs equally over the budget period).
17,202,798	17,270,234	67,436	
1,332,634	1,328,968	(3,666)	
12,013	8,430	(3,583)	
22,797	0	(22,797)	
889	0	(889)	
506	0	(506)	
120,249	118,508	(1,741)	
1,304,964	1,156,820	(148,144)	Over budget as result of brought forward design work
450,519	514,842	64,323	
322,260	376,997	54,736	Under budget as a result of unused budget
37,080	(0)	(37,080)	
1,068,207	1,068,207	0	
2,094,407	2,061,523	(32,884)	
302,082	302,082	0	
765,696	782,695	16,999	
479,339	576,629	97,290	
907,835	396,607	(511,228)	Over budget as result on timing variance in progress payments, costs to normalise over coming months
534,165	576,467	42,302	
0	0	0	
84,967	75,146	(9,820)	
2,276,927	2,282,641	5,713	Under budget due to deferred works with entry statements
0	(0)	(0)	
62,932	62,932	0	
467,228	272,775	(194,454)	Timing Variance
60,236	68,000	7,764	
318	0	(318)	
28,477,826	27,867,281	(610,545)	In general works on schedule although minor variance in YTD with timing of payments

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - December 2023			PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Dec 2023	YTD BUD Dec 2023	Variance	PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
INDIRECT CONSULTANTS								
Planning - indirect	Planning	105,124	85,501	(19,623)	3,097,229	3,077,606	(19,623)	
	Architect	9,530	13,914	4,384	41,085	55,405	14,320	
	Environmental	28,194	26,847	(1,346)	499,202	497,855	(1,346)	
	Geotechnical	0	(0)	(0)	12,300	12,300	0	
	Title - Survey & Legal fees	25,532	20,462	(5,070)	284,254	268,589	(15,665)	
	Engineering fees	16,894	17,767	873	418,420	370,262	(48,158)	
	Traffic planning	0	0	0	94,181	94,181	0	
	Landscaping consultancy	0	0	0	9,936	0	(9,936)	
	Miscellaneous Consultants	1,609	12,000	10,392	49,371	59,762	10,392	
	Planning - fire & safety	0	0	0	32,280	32,280	0	
	Planning - Hydrology	14,550	23,254	8,705	171,743	180,447	8,705	
	Planning - Sustainability	0	8,957	8,957	37,305	46,263	8,957	
	Acoustic & Noise Consult	0	0	0	8,265	8,265	0	
	Tree Mapping	0	3,000	3,000	7,971	10,971	3,000	
TOTAL INDIRECT CONSULTANTS		201,432	211,702	10,270	4,763,541	4,714,186	-49,356	Overall consultancy costs within budget, minor variances across disciplines as result of timing of works being required.
INFRASTRUCTURE								
Completed Infrastructure		28,483	12,067	-16,416	16,737,655	16,721,239	-16,416	
Neerabup Rd Maroochydhore Way Intersection		0	0	0	1,498,274	1,480,279	(17,995)	
Additional allowance to scheme underpass		1,456,504	1,457,000	496	1,456,504	1,457,000	496	
Asbestos and rubbish removal - Gen Allowance		0	0	0	25,801	46,987	21,186	
Longreach Prom Extension		174,449	196,156	21,707	918,293	940,000	21,707	
Longreach Prom Extension		0	24,895	24,895	45,606	70,500	24,895	
INFRASTRUCTURE		1,659,436	1,690,117	30,681	20,682,133	20,716,004	33,872	
INFRASTRUCTURE REFUNDS								
Neerabup Road Reimbursement		0	0	0	(432,548)	(432,548)	0	
Waste Water Pump Station (West)		0	0	0	(1,397,613)	(1,397,613)	0	
INFRASTRUCTURE REFUNDS		0	0	0	(1,830,161)	(1,830,161)	0	
TOTAL INFRASTRUCTURE		1,659,436	1,690,117	30,681	18,851,971	18,885,843	33,872	within budget
SPECIAL SITES & FIXED ASSETS								
Completed Special Sites & Fixed Assets		0	0	0	561,114	561,114	0	
Sales Office Building		0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	11,186	3,440	(7,746)	
Sales Office Construction Western		0	0	0	624,762	624,776	14	
TOTAL SPECIAL SITES & FIXED ASSETS		0	0	0	1,770,111	1,763,311	(6,800)	Within budget
TOTAL CONSTRUCTION		9,091,377	9,288,072	196,695	162,616,314	163,016,976	400,662	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		YEAR TO DATE - December 2023			PROJECT TO DATE - December 2023			Bud Comparison: Jun 23 Approved
Job Description	Account Description	YTD ACT Dec 2023	YTD BUD Dec 2023	Variance	PTD ACT Dec 2023	PTD BUD Dec 2023	Variance	Comments regarding variance
LAND		0	0	0	0	0	0	
PROFIT & LOSS EXPENDITURE								
Sales & Marketing	Brand Development	2,500	6,000	3,500	293,938	299,446	5,508	
	Sales Office & Builder Rel.	0	11,600	11,600	126,081	144,263	18,182	
	Brochures	19,486	11,878	(7,608)	205,293	199,063	(6,230)	
	Advertising	42,642	40,234	(2,408)	1,227,082	1,237,573	10,491	
	Signage	31,473	13,363	(18,110)	608,337	617,544	9,207	
	Website	18,411	24,333	5,923	45,990	66,679	20,689	
	Promotions	10,801	3,030	(7,771)	30,426	32,008	1,582	
	Public Relations	0	0	0	7,424	13,498	6,075	
Total Sales and Marketing		125,313	110,438	(14,875)	2,544,571	2,610,074	65,503	Minor timing variance
Total Community Development	Comm Dev - Resident Dev	51,104	51,411	306	665,722	688,834	23,112	Within budget
Administration	Audit and Tax	5,510	22,328	16,818	297,179	302,808	5,629	
	Cleaning	2,772	5,155	2,383	67,814	70,221	2,406	
	Computer Costs	0	0	0	0	2,966	2,966	
	Couriers	0	1,200	1,200	1,338	11,815	10,477	
	Electricity & Gas	3,756	3,512	(245)	164,609	164,396	(213)	
	Insurance	0	(0)	(0)	3,184	3,184	0	
	Legal fees	630	16,667	16,037	202,197	218,243	16,046	
	Licenses & Fees	0	2,000	2,000	5,609	8,421	2,812	
	Postage, Print & Stationery	6	2,000	1,994	3,504	32,245	28,741	
	Rent - Sales Office & Cprk	0	0	0	467,350	467,350	0	
	Sundry Office Expenses	94	6,000	5,906	1,544	22,824	21,279	
	Telephone	0	0	0	0	0	0	
	Training	0	8,333	8,333	0	8,333	8,333	
	Travel & Accommodation	0	0	0	0	0	0	
	Valuations	19,020	19,473	453	246,333	246,786	453	
	Rates & Taxes	322,385	481,813	159,427	1,517,252	1,988,466	471,214	
	Maintenance	310,748	358,022	47,273	3,988,393	4,022,247	33,854	
	Maint- Carpark Makegood	0	0	0	53,798	53,798	0	
	Security	0	0	0	28,877	29,297	421	
Total Administration		664,923	926,503	261,580	7,048,982	7,653,402	604,419	Minor timing variances in PTD, mainly driven by rates and taxes
Finance	Bank Charges - Comm Bills	0	0	0	400	0	(400)	
Finance	Contingency	45,988	60,000	14,012	3,031,398	60,000	(2,971,398)	
	Contingency Offset Transfer	(45,988)	(45,988)	0	(3,031,398)	0	3,031,398	
Total Finance		0	14,012	14,012	400	60,000	59,600	
Total P&L Expenditure		841,340	1,102,363	261,023	10,259,675	11,012,310	752,635	
Grand Expense Total		9,932,717	10,390,435	457,718	172,875,989	174,029,286	1,153,297	Within budget
NET CASHFLOW		8,829,215	8,718,254	110,961	166,149,934	164,356,497	1,793,438	

10.1. CRC FYE 2024 BUDGET REVIEW

Responsible Officer: Chief Executive Officer
Attachments: 1. Comment - Budget Review
2. Attachment - Mid-Year Budget Review
Voting Requirement: Absolute Majority

AUDIT and RISK COMMITTEE RECOMMENDATION

Moved Cr Krsticevic, Seconded Cr Perkov.

That the Council ADOPTS the Budget Review with the variations for the period 1 July 2023 to 30 June 2024, as detailed in the Budget Analysis Worksheet attached.

The motion was put and declared CARRIED by ABSOLUTE MAJORITY (3/0).

PURPOSE

To consider the review of the CRC Budget for the FYE 2024 financial year in accordance with the *Local Government (Financial Management) Regulations 1996*, Regulation 33A.

POLICY REFERENCE

N/A

LOCAL GOVERNMENT ACT/REGULATION

- *Local Government Act 1995*
- *Local Government (Financial Management) Regulations 1996: Reg 33A*

PREVIOUS MINUTES

- Council Meeting – 16 February 2023 (Item 9.1 – TPRC Budget FYE 2023 Review)
- Council Meeting – 18 February 2022 (Item 8.1 – TPRC Budget FYE 2022 Review)

FINANCIAL/BUDGET IMPLICATIONS

Review of variances of CRC Budget FYE 2024.

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 8	Risk Rating:
CRC Operations - Financial Management of CRC.	Low

Action:

Annual Financial Review and Mid-Year Reviews independently prepared and approved by Council.

The consideration of the Mid-Year Review of the CRC Budget FYE 2024 is required under the *Local Government Act 1995* and necessary to ensure governance of financial activity and planning for the balance of FYE 2024.

BACKGROUND

A budget review is conducted annually by comparing actual revenue and expenditure as at 31 December to budget estimates and forecasting predicted revenue and expenditure to 30 June.

The *Local Government (Financial Management) Regulations 1996*, Regulation 33A, requires that a Regional Local Government conduct a budget review between 1 January and 31 March in each financial year. A copy of the review and determination is to be provided to the Department of Local Government, Sport and Cultural Industries within 14 days of the adoption of the review.

At its meeting of 17 August 2023, the Council resolved to adopt the Budget for the Catalina Regional Council for the year ending 30 June 2024 and adopted a 10% or \$5,000 variance whichever is the greater for the reporting of material variances identified in the annual budget review.

At its meeting of 7 December 2023, the Council considered the Mid-Year Review of the Catalina Project Budget FYE 2024 undertaken by the Satterley Property Group (Satterley). The Mid-Year Review of the Catalina Project Budget FYE 2024 indicated that assumptions and predictions in the Project Budget FYE 2024 were now too 'bearish' as the property market has changed significantly since the time when the budget was being devised.

The Perth property market is currently experiencing a significant "up-tick". This is translating into large demand for residential land with the Catalina Estate experiencing rapid growth in sales activity. Given this both project expenditure and project income have been modified upwards significantly.

In addition to the review of the Project Budget (CRC financing activities) a review of the CRC's Operating Budget has been undertaken. This review has identified further Nett Operating savings of approximately \$107K, due largely to higher interest income on CRC investments and some lower projected expenditure on operational activities.

The most significant budget variance is the increase in distribution to members from \$20M to \$30M. This change reflects the change in Council's Distribution Policy.

COMMENT

A review of the approved CRC Budget FYE 2024 has been undertaken in accordance with the Financial Management Regulations. The CRC budget review has been based on the Mid-Year Review of the Catalina Project Budget FYE 2024.

The review of the approved CRC Budget FYE 2024 is considered to represent the current expectations for the property market outlook and revisions to the sales and settlement targets and forecast expenditure are considered appropriate. It also is based on the latest sales/settlement information, construction program, and expenditure estimates.

The attached worksheets detail the actual expenditure, year to date, projected actual and expected variances. These are presented in a summary form below based on main groupings.

**CATALINA REGIONAL COUNCIL
BUDGET REVIEW
2023-24**

	Annual Budget 2023/24	Projected Estimates to 30/06/2024	Variance Projected Estimates to Budget \$	Variance Projected Estimates as % of Budget
Total Income - Operating	2,115,000	2,200,595	85,595	4.05%
Total Expenses - Operating	(1,250,157)	(1,228,586)	21,571	1.73%
Net Operating Deficit	864,846	972,009	107,166	12.39%
Income - Members Equity				
Proceed Sale of Lots	40,078,630	56,215,167	16,136,537	40.26%
Other Income Sale of Lots	0	2,750,820	2,750,820	100.00%
Total Income - Members Equity	40,078,630	58,965,987	18,887,357	47.13%
Expense - Members Equity				
Consultancy	(6,000)	(23,000)	(17,000)	-283.33%
Mtce Services - Land (incl. Selling & Marketing Expenses)	(4,071,277)	(5,209,345)	(1,138,068)	27.95%
Land Development Costs	(20,542,248)	(32,433,268)	(11,891,020)	57.89%
Total Expense - Members Equity	(24,619,525)	(37,665,613)	(13,046,088)	-52.99%
Subtotal	15,459,105	21,300,374	5,841,269	-37.79%
Other Items				
Contribution Refund	(57,000)	(623,395)	(566,395)	-993.68%
Depreciation Written Back	43,932	43,932	0	0.00%
Payments for Principal Portion of Lease Liabilities	(34,966)	(34,966)	0	0.00%
GST Withheld Member Councils	(2,863,004)	(4,185,062)	(1,322,058)	46.18%
Return of Equity	(20,000,000)	(30,000,000)	(10,000,000)	50.00%
Opening Surplus	44,366,996	44,348,608	(18,388)	0.04%
Closing Net Surplus/Deficit	37,779,906	31,821,500	(5,958,406)	15.77%

The material variances (10% or \$5,000 whichever is greater) to the CRC Budget FYE 2024 are summarised as follows:

1. Total Income - Operating

Investment Income

Interest from investment was predicted to be \$2.115M for FYE 2024, however, interest earnings are now expected to be \$2.20M as a result of higher interest rates.

2. Income - Members Equity

Proceed Sale of Lots

Lot Sales Income was budgeted at \$40.07M, however, based on the Mid-Year Review of the Catalina Project Budget FYE 2024 and in light of the latest sales/settlement information, and “bringing forward” of budgeted stages, sales income is now forecast at \$58.96M. FYE 2024 sales are higher than projected.

3. Expense - Members Equity

Land Development Costs

Land Development Costs are to increase by \$13M from \$24.6M to \$37.6M. These additional costs are being incurred as the result of significantly more stages of work being undertaken than was initially planned.

4. Closing Surplus 2024

The CRC Budget for FYE 2024 forecast a closing net surplus of \$37.78M, the Mid-Year Review now forecasts a closing net surplus of \$31.82M which represents a \$5.95M negative variance. This is primarily attributed to a \$20M increase in distributions.

CONCLUSION

The review of the CRC FYE 2024 Budget indicates that the CRC can meet all cashflow obligations for FYE 2024. To date there has been no call upon local authority funds to meet any operating or capital expenditure. This position is expected to continue in FYE 2024.

The assumptions used in the Budget Review process consider the current property market conditions along with the latest sales/settlement information, construction program and expenditure estimates. While the FYE 2024 Project Mid-Year Budget Review is considered to be an appropriate basis for financial planning for the CRC for the remainder of FYE 2024, it is considered by Satterley to be a realistic and achievable budget for the remainder of FYE 2024.

CATALINA REGIONAL COUNCIL
2023- 24 ANNUAL BUDGET REVIEW
FOR THE PERIOD ENDED 30 JUNE 2024

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**CATALINA REGIONAL COUNCIL
BUDGET REVIEW
STATEMENT OF FINANCIAL ACTIVITY
BY NATURE AND TYPE
FOR THE PERIOD ENDED 30 JUNE 2024**

	2023-24 ANNUAL BUDGET	2023-24 JUL-DEC BUDGET YTD	2023-24 JUL- DEC ACTUAL YTD	2023-24 PROJECTED ESTIMATES 30/06/2024	VARIANCE PROJECTED ESTIMATES TO BUDGET	VARIANCE PROJECTED ESTIMATES	MATERIAL VARIANCE COMMENTS
	\$	\$	\$	\$	\$	%	
OPERATING ACTIVITIES							
Revenue from operating activities							
Grants, subsidies and contributions	0	0	0	595	595	100%	Insurance claim
Interest revenue	2,115,000	1,057,080	1,217,766	2,200,000	85,000	4%	Higher interest rates
	2,115,000	1,057,080	1,217,766	2,200,595			
Expenditure from operating activities							
Employee costs	(727,668)	(368,486)	(356,349)	(727,668)	0	0%	
							Less expenditure on consultancy fees, legal fees, insurances and research expenses and additional expenditure on accounting management and IT costs
Materials and contracts	(277,100)	(124,202)	(124,242)	(261,998)	15,102	5%	
Utilities Charges	(5,000)	0	0	(5,000)	0	0%	
Depreciation	(43,934)	(17,728)	(17,728)	(43,934)	0	0%	
Finance Costs	(2,691)	(1,457)	(1,457)	(2,691)	0	0%	
Insurance	(23,302)	(23,302)	(20,587)	(20,333)	2,969	13%	Premiums less than anticipated
Other expenditure	(170,462)	(85,234)	(84,064)	(166,962)	3,500	2%	Less members' expenses - conference expenses
	(1,250,157)	(620,409)	(604,427)	(1,228,586)			
Non - Cash depreciation written back	43,932	17,728	17,728	43,932	0	0%	
	(1,206,225)	(602,681)	(586,699)	(1,184,654)			
Amount attributable to operating activities	908,775	454,399	631,067	1,015,941			
INVESTING ACTIVITIES							
Inflows from investing activities							
	0	0	0	0			
Outflows from investing activities							
Amount attributable to investing activities	0	0	0	0			

**CATALINA REGIONAL COUNCIL
BUDGET REVIEW
STATEMENT OF FINANCIAL ACTIVITY
BY NATURE AND TYPE
FOR THE PERIOD ENDED 30 JUNE 2024**

	2023-24 ANNUAL BUDGET	2023-24 JUL-DEC BUDGET YTD	2023-24 JUL- DEC ACTUAL YTD	2023-24 PROJECTED ESTIMATES 30/06/2024	VARIANCE PROJECTED ESTIMATES TO BUDGET	VARIANCE PROJECTED ESTIMATES	MATERIAL VARIANCE COMMENTS
	\$	\$	\$	\$	\$	%	
FINANCING ACTIVITIES							
Inflows from financing activities							
Proceeds from member contributions	40,078,630	14,940,339	19,578,032	58,965,987	18,887,357	47%	As per SPG amended estimates reviewed December 2023
	40,078,630	14,940,339	19,578,032	58,965,987			
Outflows from financing activities							
Payment return of contribution	(57,000)	0	(484,216)	(623,393)	(566,393)	-994%	Additional contributions and reimbursements paid to member councils
Payments for principal portion of lease Liabilities	(34,966)	(17,482)	(17,495)	(34,966)	0	0%	
Payment return of equity	(20,000,000)	(10,000,000)	(15,000,000)	(30,000,000)	(10,000,000)	-50%	As per SPG amended estimates reviewed December 2023
Payment of member contributions	(24,619,525)	(19,278,596)	(10,618,798)	(37,665,613)	(13,046,088)	-53%	As per SPG amended estimates reviewed December 2023
GST withheld member councils	(2,863,004)	(1,067,258)	(1,384,495)	(4,185,062)	(1,322,058)	-46%	As per SPG amended estimates reviewed December 2023
	(47,574,495)	(30,363,336)	(27,505,004)	(72,509,034)			
Amount attributable to financing activities	(7,495,865)	(15,422,997)	(7,926,972)	(13,543,047)			
Surplus or deficit at the start of the financial year	44,366,996	44,366,996	44,348,606	44,348,606	(18,390)	-0.04%	Minor movements in balance day adjustments for 2022-23
Surplus or (deficit)	37,779,906	29,398,398	37,052,701	31,821,500	(5,958,406)		

**CATALINA REGIONAL COUNCIL
STATEMENT OF FINANCIAL ACTIVITY
BY PROGRAM
BUDGET REVIEW
2023-24**

Analysis as at 31 December 2023	2023-24	2023-24	2023-24	VARIANCE		VARIANCE
	ADOPTED BUDGET	REVISED BUDGET	YTD ACTUAL	FAVOURABLE	UNFAVOURABLE	
REVENUE	\$	\$	\$	\$	\$	%
General Purpose Funding	2,115,000	2,200,000	1,217,766	85,000		4.02%
Other Property and Services	0	595	595	595		100.00%
	2,115,000	2,200,595	1,218,361			
LESS EXPENDITURE						
Governance	(170,464)	(166,964)	(84,045)	3,500		2.05%
Other Property & Services	(1,079,693)	(1,061,622)	(512,478)	18,071		1.67%
	(1,250,157)	(1,228,586)	(596,523)			
Increase(Decrease)	864,843	972,009	621,838			
ADD						
Depreciation Written Back	43,932	43,932	17,728			
	43,932	43,932	17,728			
Sub Total	908,775	1,015,941	639,566			
LESS CAPITAL PROGRAMME						
Purchase Plant and Equipment	0	0	0			
	0	0	0			
LESS MEMBERS EQUITY						
Development of Land for Resale						
Income Sale of Lots -Subdivision	40,078,630	56,215,167	19,571,587	16,136,537		40.26%
Income Other -Subdivision	0	2,750,820	6,445	2,750,820		100.00%
Development Costs - Subdivision	(24,619,525)	(37,665,613)	(10,627,297)		(13,046,088)	-52.99%
Members Equity - GST Withheld	(2,863,004)	(4,185,062)	(1,384,495)		(1,322,058)	-46.18%
Payments for Principal Portion of Lease Liabilities	(34,966)	(34,966)	(17,495)			
Contribution Refund	(57,000)	(623,393)	(484,216)		(566,393)	-993.67%
Return of Equity	(20,000,000)	(30,000,000)	(15,000,000)		(10,000,000)	-50.00%
	(7,495,865)	(13,543,047)	(7,935,471)			
Sub Total	(6,587,090)	(12,527,106)	(7,295,905)			
Opening Funds	44,366,996	44,348,606	44,348,606		(18,390)	-0.04%
	44,366,996	44,348,606	44,348,606			
Net Surplus /(Deficit)	37,779,906	31,821,500	37,052,701	18,994,523	(24,952,929)	

(5,958,406)

(5,958,406)

**CATALINA REGIONAL COUNCIL
STATEMENT OF SURPLUS / DEFICIT
BUDGET REVIEW
2023-24**

Analysis as at 31 December 2023	2023-24 ADOPTED BUDGET	2023-24 REVISED BUDGET	2023-24 YTD ACTUAL
	\$	\$	\$
TOTAL OF OPERATING AND CAPITAL REVENUE AND EXPENDITURE	(6,631,022)	(12,571,038)	(7,313,633)
ADD			
DEPRECIATION WRITTEN BACK	43,932	43,932	17,728
ADD			
SURPLUS BROUGHT FORWARD	44,366,996	44,348,606	44,348,606
LESS			
SURPLUS CARRIED FORWARD	(37,779,906)	(31,821,500)	(37,052,701)
SURPLUS/DEFICIT	0	0	0

**CATALINA REGIONAL COUNCIL
STATEMENT OF CURRENT ASSETS AND CURRENT LIABILITIES
BUDGET REVIEW
2023-24**

Analysis as at 31 December 2023	2023-24 ADOPTED BUDGET	2023-24 REVISED BUDGET	2023-24 YTD ACTUAL
	\$	\$	\$
CURRENT ASSETS			
Cash and cash equivalents	2,129,438	1,846,466	36,034,844
Trade and other receivables	1,005,000	1,005,000	1,233,449
Other financial assets	35,000,000	29,000,000	0
Other assets	5,000	5,000	4,800
Total Current Assets	38,139,438	31,856,466	37,273,093
LESS CURRENT LIABILITIES			
Lease Liabilities	(34,966)	(34,966)	(17,719)
Payables and Provisions	(359,532)	-	(220,392)
Total Current Liabilities	(394,498)	(34,966)	(238,111)
NET CURRENT ASSETS	37,744,940	31,821,500	37,034,982
Adjustments to net current assets	34,966	34,966	17,719
SURPLUS OF CURRENT ASSETS OVER LIABILITIES	\$37,779,906	\$31,821,500	\$37,052,701

NOTE 2 2023-24 ADOPTED BUDGET HAS NOT BEEN AMENDED SINCE ADOPTION

CATALINA REGIONAL COUNCIL
BUDGET REVIEW
2023-24

	Annual Budget 2023/24	Projected Estimates to 30/06/2024	Variance Projected Estimates to Budget \$	Variance Projected Estimates as % of Budget
Total Income - Operating	2,115,000	2,200,595	85,595	4.05%
Total Expenses - Operating	(1,250,157)	(1,228,586)	21,571	1.73%
Net operating Deficit	864,843	972,009	107,166	-12.39%
Income - Members Equity				
Proceed Sale of Lots	40,078,630	56,215,167	16,136,537	40.26%
Other Income Sale of Lots	0	2,750,820	2,750,820	100.00%
Total Income - Members Equity	40,078,630	58,965,987	18,887,357	47.13%
Expense - Members Equity				
Consultancy	(6,000)	(23,000)	(17,000)	-283.33%
Mtce Services - Land (Incl. Selling and Marketing Expenses)	(4,071,277)	(5,209,345)	(1,138,068)	-27.95%
Land Development Costs	(20,542,248)	(32,433,268)	(11,891,020)	-57.89%
Total Expense - Members Equity	(24,619,525)	(37,665,613)	(13,046,088)	-52.99%
Subtotal	15,459,105	21,300,374	5,841,269	-37.79%
Other Items				
Contribution Refund	(57,000)	(623,395)	(566,395)	-993.68%
Depreciation Written Back	43,932	43,932	0	0.00%
Payments for Principal Portion of Lease Liabilities	(34,966)	(34,966)	0	0.00%
GST Withheld Member Councils	(2,863,004)	(4,185,062)	(1,322,058)	-46.18%
Return of Equity	(20,000,000)	(30,000,000)	(10,000,000)	-50.00%
Opening Surplus	44,366,996	44,348,608	(18,388)	-0.04%
Closing Net Surplus/ Deficit	37,779,906	31,821,500	(5,958,406)	-15.77%

(5,958,406)

**CATALINA REGIONAL COUNCIL
Budget Review in Detail
2023-24**

Analysis as at 31 December 2023

	Year To Date		Budget		Variance		Comments
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates	
	Jul - Dec 23	Jul - Dec 23	2023-24	To 30/06/2024	To Budget \$	To Budget %	
Ordinary Income/Expense							
Income							
I03 · GENERAL PURPOSE FUNDING							
I032 · Other GPF							
I032030 · Interest on Investment	1,217,766	1,057,080	2,115,000	2,200,000	85,000	4.02%	Higher interest rates
Total I032 · Other GPF	1,217,766	1,057,080	2,115,000	2,200,000	85,000	4.02%	
Total I03 · GENERAL PURPOSE FUNDING	1,217,766	1,057,080	2,115,000	2,200,000	85,000	4.02%	
I14 · OTHER PROPERTY & SERVICES							
I145 · Administration							
I145015 · Profit and Loss on disposal of asset	0	0	0	0	0	0.00%	
I145012 · Income Other	0	0	0	0	0	0.00%	
I145016 · Reimbursements-Insurance Claim	595	0	0	595	595	100.00%	
Total I145 · Administration	595	0	0	595	595	100.00%	
Total I14 · OTHER PROPERTY & SERVICES	595	0	0	595	595	100.00%	
Total Operating Income	1,218,361	1,057,080	2,115,000	2,200,595	85,595	4.05%	
Expense							
E04 · GOVERNANCE.							
E041 · Membership							
E041005 · Chairman Allowance	(10,360)	(10,438)	(20,875)	(20,875)	0	0.00%	
E041010 · Deputy Chair Allowance	(2,590)	(2,610)	(5,219)	(5,219)	0	0.00%	
E041018 · Attendance Fee - Councillors	(68,167)	(68,686)	(137,370)	(137,370)	0	0.00%	
E041020 · Conference Exp. - Councillors	(1,316)	(2,750)	(5,500)	(1,500)	4,000	72.73%	Less delegates expected to attend
E041030 · Other Costs	(1,611)	(750)	(1,500)	(2,000)	-500	33.33%	Additional expenditure then anticipated
Total E041 · Membership	(84,045)	(85,234)	(170,464)	(166,964)	3,500	2.05%	
Total E04 · GOVERNANCE.	(84,045)	(85,234)	(170,464)	(166,964)	3,500	2.05%	
E14 · OTHER PROPERTY & SERVICES							
E14 · ADMINISTRATION							
E145 · Administration							
E145005 · Salaries - Basic Costs	(303,350)	(313,986)	(628,000)	(628,000)	0	0.00%	
E145007 · Salaries Occ. Superannuation	(34,118)	(34,536)	(69,080)	(69,080)	0	0.00%	
E145011 · Advertising Staff Vacancies	0	(498)	(1,000)	(1,000)	0	0.00%	
E145013 · Fringe Benefits Tax	0	(252)	(500)	(500)	0	0.00%	
E145015 · Insurance W/comp.	(8,489)	(9,338)	(9,338)	(8,489)	849	9.09%	Lower premiums then anticipated
E145017 · Medical Exam. Costs	(23)	0	0	(23)	-23	-100.00%	minor variance
E145019 · Staff Training & Dev.	(5,860)	(5,124)	(10,250)	(10,250)	0	0.00%	
E145020 · Conference Exp. - CEO	(3,356)	(4,002)	(8,000)	(8,000)	0	0.00%	
E145024 · Travel Expenses CEO	0	(750)	(1,500)	(1,500)	0	0.00%	
E145025 · Other Accom & Property Costs	(325)	0	0	(325)	-325	-100.00%	Additional expenditure incurred
E145027 · Advertising General	(777)	(750)	(1,500)	(1,500)	0	0.00%	
E145031 · Graphics Consumables	0	(150)	(300)	(300)	0	0.00%	
E145033 · Photocopying	(279)	(398)	(800)	(800)	0	0.00%	
E145037 · Postage, Courier & Freight	(142)	(248)	(500)	(500)	0	0.00%	
E145039 · Printing	(720)	(502)	(1,000)	(1,000)	0	0.00%	
E145041 · Signage/Decals	(780)	(800)	(800)	(800)	0	0.00%	
E145043 · Stationery	(309)	(998)	(2,000)	(2,000)	0	0.00%	

**CATALINA REGIONAL COUNCIL
Budget Review in Detail
2023-24**

Analysis as at 31 December 2023

	Year To Date		Budget		Variance		Comments
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates	
	Jul - Dec 23	Jul - Dec 23	2023-24	To 30/06/2024	To Budget \$	To Budget %	
E145045 · Other Admin Expenses	(5,770)	(1,748)	(3,500)	(3,500)	0	0.00%	Adjustment to actual to be made
E145047 · Office Telephones & Faxes	0	(248)	(500)	(500)	0	0.00%	
E145049 · Mobile Phones, Pages, Radios	(667)	(1,350)	(2,700)	(2,700)	0	0.00%	
E145053 · Bank Charges	(121)	(78)	(150)	(200)	-50	-33.33%	Additional expenditure to be incurred
E145055 · Credit Charges	(68)	(78)	(150)	(150)	0	0.00%	
E145057 · Audit Fees	0	0	(31,500)	(31,500)	0	0.00%	
E145059 · Membership Fees	(1,695)	(3,750)	(7,500)	(7,500)	0	0.00%	
E145061 · Legal Expenses (General)	0	(4,500)	(9,000)	(5,000)	4,000	44.44%	Less expenditure to be incurred
E145069 · Valuation Fees	0	(10,252)	(20,500)	(20,500)	0	0.00%	
E145075 · Promotions	0	(502)	(1,000)	(500)	500	50.00%	Less expenditure to be incurred
E145077 · Business Hospitality Expenses	(398)	(502)	(1,000)	(1,000)	0	0.00%	
E145079 · Consultancy - Other	(8,000)	(12,502)	(25,000)	(8,000)	17,000	68.00%	Less expenditure to be incurred AMP rebate is offset against Prudential charges for Investment portfolio
E145083 · Research	(939)	(4,500)	(9,000)	(1,000)	8,000	88.89%	management
E145087 · Computer Software Mtce	(4,020)	(15,352)	(30,700)	(30,700)	0	0.00%	Additional expenditure to be incurred -audit support and financial management
E145088 · Accounting Management	(40,800)	(30,948)	(61,890)	(72,890)	-11,000	-17.77%	review
E145089 · Computer Software Purchase	(14,730)	(8,002)	(16,000)	(16,000)	0	0.00%	
E145091 · Computer Sundries	(1,639)	(502)	(1,000)	(1,000)	0	0.00%	
E145093 · Internet Provider Costs	(30,758)	(20,078)	(40,160)	(43,160)	-3,000	-7.47%	Additional expenditure to be incurred - website support
E145094 · Plant & Equip. Purchase Non-Cap	(2,832)	(998)	(2,000)	(6,000)	-4,000	-200.00%	Additional expenditure to be incurred - purchase of 2 x laptops + AV equipment
E145095 · Plant & Equip. Purchase Capital	0	(750)	(1,500)	0	1,500	100.00%	No expenditure anticipated
E145097 · Hire of Equipment	0	(248)	(500)	0	500	100.00%	No expenditure anticipated
E145100 · Safety Clothes and Equipment	0	(248)	(500)	(500)	0	0.00%	
E145101 · Consumable Stores	(813)	(998)	(2,000)	(2,000)	0	0.00%	
E145103 · Newspapers & Periodicals	(153)	(98)	(200)	(200)	0	0.00%	
E145105 · Publications & Brochures	0	0	0	0	0	0.00%	
E145107 · Subscriptions	0	0	0	0	0	0.00%	
E145109 · Parking Expenses	(178)	(124)	(250)	(250)	0	0.00%	
E145115 · Misc Services Expenses	0	0	0	0	0	0.00%	
E145117 · Electricity	0	0	(5,000)	(5,000)	0	0.00%	
E145452 · Recruitment_Human Resources CRC Portion	0	(2,000)	(2,000)	0	2,000	100.00%	No expenditure anticipated
E145121 · Insurance - Public Liability	(3,955)	(4,351)	(4,351)	(3,955)	396	9.10%	Lower premiums than anticipated
E145123 · Insurance - Property (ISR)	(10,644)	(11,709)	(11,709)	(10,644)	1,065	9.10%	Lower premiums than anticipated
E145126 · Insurance - Personal Accident	(1,362)	(559)	(559)	(1,362)	-803	-143.65%	Higher premiums than anticipated
E145127 · Insurance - Other	(5,221)	(6,683)	(6,683)	(5,221)	1,462	21.88%	Lower premiums than anticipated
E145129 · Interest expenses ROU asset	(1,458)	(1,457)	(2,691)	(2,691)	0	0.00%	As per Moore's calculations
E145222 · Depreciation Furniture_office E	0	0	0	0	0	0.00%	
E145225 · Depreciation L/Hold Improvement	0	0	(9,555)	(9,555)	0	0.00%	
E145226 · Depreciation ROU asset	(17,728)	(17,728)	(34,377)	(34,377)	0	0.00%	
Total E145 · Administration	(512,478)	(535,175)	(1,079,693)	(1,061,622)	18,071	1.67%	
E14 · OTHER PROPERTY & SERVICES	(512,478)	(535,175)	(1,079,693)	(1,061,622)	18,071	1.67%	
Total Operating Expenses	(596,523)	(620,409)	(1,250,157)	(1,228,586)	21,571	1.73%	
E34 · PROPERTY DEVELOPMENT- SERVICES							
E145451 · GST management Property Dev Portion	(3,810)	0	(6,000)	(6,000)	0	0.00%	
E145041 · Signage/Decals	0	0	(5,200)	(5,200)	0	0.00%	
E145042 · Branding/Marketing	(8,498)	0	0	(17,000)	-17,000	-100.00%	Additional expenditure to be incurred - website update

**CATALINA REGIONAL COUNCIL
Budget Review in Detail
2023-24**

Analysis as at 31 December 2023

	Year To Date		Budget		Variance		Comments
	Actual	Budget	Annual Budget	Projected Estimates	Projected Estimates	Projected Estimates	
	Jul - Dec 23	Jul - Dec 23	2023-24	To 30/06/2024	To Budget \$	To Budget %	
E145204 · Fences/Walls	0	0	0	0	0	0.00%	
E145206 · Mtce Services Land	0	0	0	0	0	0.00%	
E145216 · Direct Selling Expenses	(953,398)	(1,233,106)	(3,772,577)	(4,890,645)	(1,118,068)	-29.64%	As per SPG amended estimates reviewed December 2023
E145218 · Sales and Marketing	(83,458)	(100,002)	(200,000)	(200,000)	0	0.00%	As per SPG amended estimates reviewed December 2023
E145029 · Advertising Public/Statutory	(20,461)	(10,000)	(20,000)	(40,000)	(20,000)	-100.00%	Additional expenditure to be incurred
E145061 · Legal Expenses (General)	(3,103)	(34,999)	(70,000)	(70,000)	0	0.00%	
E145086 · Probity Auditor	(1,593)	(1,750)	(3,500)	(3,500)	0	0.00%	
Total E34 · PROPERTY DEVELOPMENT- SERVICES	(1,074,320)	(1,379,857)	(4,077,277)	(5,232,345)	(1,155,068)	-28.33%	
E347 · Land Development Costs							
E145207 · Land & Special Sites Development	0	0	(388,984)	(123,750)	265,234	68.19%	As per SPG amended estimates reviewed December 2023
E145208 · Consultants	(127,227)	(239,510)	(484,377)	(391,698)	92,679	19.13%	As per SPG amended estimates reviewed December 2023
E145209 · Landscape	(2,814,049)	(7,597,625)	(9,404,829)	(1,714,534)	7,690,295	81.77%	As per SPG amended estimates reviewed December 2023
E145210 · Infrastructure	(1,584,865)	(1,397,072)	(1,397,072)	(8,732,910)	(7,335,838)	-525.09%	As per SPG amended estimates reviewed December 2023
E145215 · Bulk Earthworks	(18,574)	0	0	0	0	0.00%	As per SPG amended estimates reviewed December 2023
E145211 · Lot Production	(4,248,933)	(8,546,537)	(9,616,444)	(22,982,525)	(13,366,081)	-138.99%	As per SPG amended estimates reviewed December 2023
E145212 · Administration (Land Development)	(721,465)	(833,138)	(1,448,562)	(1,481,235)	(32,673)	-2.26%	As per SPG amended estimates reviewed December 2023
E145213 · Community Development	(37,862)	(45,000)	(90,000)	(90,000)	0	0.00%	As per SPG amended estimates reviewed December 2023
E000000 · Contingency	0	(250,000)	(500,000)	(150,000)	350,000	70.00%	As per SPG amended estimates reviewed December 2023
E000000 · Finance	0	1,010,141	2,788,020	3,233,384	445,364	15.97%	As per SPG amended estimates reviewed December 2023
Total E347 · Land Development Costs	(9,552,976)	(17,898,741)	(20,542,248)	(32,433,268)	-11,891,020.00	-57.89%	
Total Expense	(11,223,819)	(19,899,007)	(25,869,682)	(38,894,199)	(13,024,517)	-50.35%	
Net Income	(10,005,458)	(18,841,927)	(23,754,682)	(36,693,604)	(12,938,922)	-54.47%	
Other Items							
Payment Return of Contribution	(437,824)	0	0	(437,824)	-437,824	-100.00%	Additional contributions paid to member councils
Payment from Rates Equivalent	(46,392)	0	(57,000)	(185,569)	-128,569	-100.00%	Additional reimbursements paid to member councils
Payments for Principal portion of lease Liabilities	(17,495)	(17,482)	(34,966)	(34,966)	0	0.00%	
Payment Return of Equity	(15,000,000)	(10,000,000)	(20,000,000)	(30,000,000)	-10,000,000	-50.00%	As per SPG amended estimates reviewed December 2023
Proceed Sale of Lots	19,571,587	14,940,341	40,078,630	56,215,167	16,136,537	40.26%	As per SPG amended estimates reviewed December 2023
Proceed Sale of Lots- Other	6,445	0	0	2,750,820	2,750,820	100.00%	As per SPG amended estimates reviewed December 2023
Profit and Loss on disposal of asset	0	0	0	0	0	0.00%	
Movement in Financial Assts at amortised cost - non current	0	0	0	0	0	0.00%	
Movement in employee benefits provisions - non current	-	0	0	0	0	0.00%	
Depreciation Written Back	17,728	17,728	43,932	43,932	0	0.00%	
GST Withheld Member Councils	(1,384,495)	(1,067,258)	(2,863,004)	(4,185,062)	-1,322,058	-46.18%	As per SPG amended estimates reviewed December 2023
Opening Surplus	44,348,606	44,366,996	44,366,996	44,348,606	-18,390	-0.04%	Minor movements in balance day adjustments for 2022-23
Closing Net Surplus/ Deficit	37,052,701	29,398,398	37,779,906	31,821,500	(5,958,406)	-15.77%	

-5,958,406

10.2. COMPLIANCE AUDIT RETURN 2023

Responsible Officer: Chief Executive Officer

Attachments:

1. Comment - Compliance Audit Return
2. Attachment - Compliance Audit Return 2023

Voting Requirement: Simple Majority

AUDIT and RISK COMMITTEE RECOMMENDATION

Moved Cr Perkov, Seconded Cr Krsticevic.

That the Council recommends the Compliance Audit Return for the Catalina Regional Council for the year ended 31 December 2023 be ADOPTED, RECORDED in the minutes, CERTIFIED and SENT to the Director General of the Department of Local Government, Sport and Cultural Industries, in accordance with the *Local Government Act and Regulations*.

The motion was put and declared CARRIED (3/0).

PURPOSE

To submit for adoption the CRC Local Government Compliance report for the year ended 31 December 2023.

POLICY REFERENCE

Nil.

LOCAL GOVERNMENT ACT/REGULATION

- *Local Government Act 1995*: Section 7.13 Minister may require Compliance Audit
- *Local Government (Audit) Regulations 1996*: Regulation 13-15 Audit items and Procedure

PREVIOUS MINUTES

- Council Meeting – 16 February 2023 (Item 9.2 Compliance Audit Return 2022)
- Council Meeting – 17 February 2022 (Item 8.4 Compliance Audit Return 2021)

FINANCIAL/BUDGET IMPLICATIONS

Nil

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 2 & 7	Risk Rating:
Strategic - Stable and Effective governance environment. CRC Operations - Internal controls	Moderate
Action:	
Annual internal & external audits	

The Compliance Audit Return is a key mechanism used by Local Governments and the DLGSC to regulate and self-assess compliance with legislation.

BACKGROUND

The Minister for Local Government has required that all Local Governments complete a Compliance Return in reference to the statutory obligations of Councils, Council Members, and the Local Government. The Compliance Return requires answers to specific questions, which seek performance answers and comments relative to specific provisions of the *Local Government Act* and Regulations.

The Compliance Return is one of the tools to assist Local Governments and the Minister to understand how the local government is functioning and to promote a minimum standard of response to the statutory obligations set down in legislation.

The Compliance Audit is to be:

- Conducted for the period 1 January to 31 December each year;
- Presented to the Council at a meeting of the Council;
- Adopted by the Council; and
- Recorded in the minutes of the meeting at which it is adopted.

A certified copy with the relevant section of the Council minutes and any additional information explaining or qualifying the Compliance Audit is to be submitted to the Director General (DLGSCI) by 31 March.

COMMENT

The Compliance Return comprises the following parts:

Topic	Number of Questions Asked
Commercial Enterprises by Local Governments	5
Delegation of Power/Duty	13
Disclosure of Interest	21
Disposal of Property	2
Elections	3
Finance	7
Integrated Planning and Reporting	3
Local Government Employees	5
Official Conduct	4
Optional Questions	9
Tenders for Providing Goods and Services	22
Total	94

The CRC's Compliance Audit Return was undertaken by the Office Manager and the CEO as a self-assessment process. In all instances, evidence was sought to verify compliance. Some items mentioned in the Compliance Return are not relevant to operations of the CRC for the review period. These have been noted 'N/A'. A summary of the level of compliance identified is tabled below:

Topic	Number of Questions Asked	CRC in Compliance	Not Applicable to CRC	Area where CRC compliance could/should be improved
Commercial Enterprises by Local Governments	5	0	5	0
Delegation of Power/Duty	13	13	0	0
Disclosure of Interest	21	14	4	3
Disposal of Property	2	2	0	0
Elections	3	0	3	0
Finance	7	5	2	0
Integrated Planning and Reporting	3	3	0	0
Local Government Employees	5	1	4	0
Official Conduct	4	4	0	0
Optional Questions	9	8	1	0
Tenders for Providing Goods and Services	22	12	10	0
Total	94	62	29	3

The three items marked as Area where CRC Compliance Could/ Should be improved relate to the following:

LG Act Provision	Issue	Action
S5.76 – Lodgement of annual return by 31 August each year	One elected member, who is no longer on CRC, did not lodge an annual return.	CCC and DLG advised.
S5.88(3) – When a person ceases to be a person required to lodge a return under s5.75 all returns lodged by that person are to be removed from registers	The internal CRC registers were updated but the registers published on the CRC website were not.	Website registers updated.
S5.89A(6) – When a person ceases to be a person required to make a disclosure under s5.87A all disclosures made by that person are to be removed from register.	Disclosures had not been removed from registers.	All registers updated.

The CRC Compliance Audit Return for the year ended 31 December 2023 is recommended for the Council's adoption and referral to the Director General of the Department of Local Government, Sports and Cultural Industries, in accordance with the *Local Government Act* and Regulations.



Compliance Audit Return 2023

Commercial Enterprises by Local Governments			
No	Reference	Question	
1	s3.59(2)(a) F&G Regs 7,9,10	Has the local government prepared a business plan for each major trading undertaking that was not exempt in 2023?	N/A - No major trading undertaken during audit term.
2	s3.59(2)(b) F&G Regs 7,8A, 8, 10	Has the local government prepared a business plan for each major land transaction that was not exempt in 2023?	N/A
3	s3.59(2)(c) F&G Regs 7,8A, 8,10	Has the local government prepared a business plan before entering into each land transaction that was preparatory to entry into a major land transaction in 2023?	N/A
4	s3.59(4)	Has the local government complied with public notice and publishing requirements for each proposal to commence a major trading undertaking or enter into a major land transaction or a land transaction that is preparatory to a major land transaction for 2023?	N/A
5	s3.59(5)	During 2023, did the council resolve to proceed with each major land transaction or trading undertaking by absolute majority?	N/A

Delegation of Power/Duty			
No	Reference	Question	
1	s5.16 (1)	Were all delegations to committees resolved by absolute majority?	Yes
2	s5.16 (2)	Were all delegations to committees in writing?	Yes
3	s5.17	Were all delegations to committees within the limits specified in section 5.17 of the <i>Local Government Act 1995</i> ?	Yes
4	s5.18	Were all delegations to committees recorded in a register of delegations?	Yes
5	s5.18	Has council reviewed delegations to its committees in the 2022/2023 financial year?	Yes – 18/08/2023
6	s5.42(1) & s5.43 Admin Reg 18G	Did the powers and duties delegated to the CEO exclude those listed in section 5.43 of the <i>Local Government Act 1995</i> ?	Yes
7	s5.42(1)	Were all delegations to the CEO resolved by an absolute majority?	Yes
8	s5.42(2)	Were all delegations to the CEO in writing?	Yes
9	s5.44(2)	Were all delegations by the CEO to any employee in writing?	Yes
10	s5.16(3)(b) & s5.45(1)(b)	Were all decisions by the council to amend or revoke a delegation made by absolute majority?	Yes
11	s5.46(1)	Has the CEO kept a register of all delegations made under Division 4 of the Act to the CEO and to employees?	Yes
12	s5.46(2)	Were all delegations made under Division 4 of the Act reviewed by the delegator at least once during the 2022/2023 financial year?	Yes
13	s5.46(3) Admin Reg 19	Did all persons exercising a delegated power or duty under the Act keep, on all occasions, a written record in accordance with Local Government (Administration) Regulations 1996, regulation 19?	Yes



Disclosure of Interest			
N o	Reference	Question	
1	s5.67	Where a council member disclosed an interest in a matter and did not have participation approval under sections 5.68 or 5.69 of the <i>Local Government Act 1995</i> , did the council member ensure that they did not remain present to participate in discussion or decision making relating to the matter?	Yes
2	s5.68(2) & s5.69(5) Admin Reg 21A	Were all decisions regarding participation approval, including the extent of participation allowed and, where relevant, the information required by the Local Government (Administration) Regulations 1996 regulation 21A, recorded in the minutes of the relevant council or committee meeting?	Yes



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3	s5.73	Were disclosures under sections 5.65, 5.70 or 5.71A(3) of the <i>Local Government Act 1995</i> recorded in the minutes of the meeting at which the disclosures were made?	Yes
4	s5.75 Admin Reg 22, Form 2	Was a primary return in the prescribed form lodged by all relevant persons within three months of their start day?	Yes
5	s5.76 Admin Reg 23, Form 3	Was an annual return in the prescribed form lodged by all relevant persons by 31 August 2023?	No – One elected member did not lodge an annual return.
6	s5.77	On receipt of a primary or annual return, did the CEO, or the Mayor/President, give written acknowledgment of having received the return?	Yes
7	s5.88(1) & (2)(a)	Did the CEO keep a register of financial interests which contained the returns lodged under sections 5.75 and 5.76 of the <i>Local Government Act 1995</i> ?	Yes
8	s5.88(1) & (2)(b) Admin Reg 28	Did the CEO keep a register of financial interests which contained a record of disclosures made under sections 5.65, 5.70, 5.71 and 5.71A of the <i>Local Government Act 1995</i> , in the form prescribed in the Local Government (Administration) Regulations 1996, regulation 28?	Yes
9	s5.88(3)	When a person ceased to be a person required to lodge a return under sections 5.75 and 5.76 of the <i>Local Government Act 1995</i> , did the CEO remove from the register all returns relating to that person?	No – CRC internal register was updated but not the version on the website. This has now been corrected.
10	s5.88(4)	Have all returns removed from the register in accordance with section 5.88(3) of the <i>Local Government Act 1995</i> been kept for a period of at least five years after the person who lodged the return(s) ceased to be a person required to lodge a return?	Yes
11	s5.89A(1) , (2) & (3) Admin Reg 28A	Did the CEO keep a register of gifts which contained a record of disclosures made under sections 5.87A and 5.87B of the <i>Local Government Act 1995</i> , in the form prescribed in the Local Government (Administration) Regulations 1996, regulation 28A?	Yes
12	s5.89A(5)) & (5A)	Did the CEO publish an up-to-date version of the gift register on the local government's website?	Yes
13	s5.89A(6))	When people cease to be a person who is required to make a disclosure under section 5.87A or 5.87B of the <i>Local Government Act 1995</i> , did the CEO remove from the register all records relating to those people?	No – This has now been corrected.
14	s5.89A(7))	Have copies of all records removed from the register under section 5.89A(6) of the <i>Local Government Act 1995</i> been kept for a period of at least five years after the person ceases to be a person required to make a disclosure?	Yes
15	s5.70(2) & (3)	Where an employee had an interest in any matter in respect of which the employee provided advice or a report directly to council or a committee, did that person disclose the nature and extent of that interest when giving the advice or report?	Yes
16	s5.71A & s5.71B(5))	Where council applied to the Minister to allow the CEO to provide advice or a report to which a disclosure under s5.71A(1) of the <i>Local Government Act 1995</i> relates, did the application include details of the nature of the interest disclosed and any other information required by the Minister for the purposes of the application?	N/A
17	s5.71B(6)) & s5.71B(7))	Was any decision made by the Minister under subsection 5.71B(6) of the Local Government Act 1995 recorded in the minutes of the council meeting at which the decision was considered?	N/A
18	s5.104(1))	Did the local government prepare and adopt, by absolute majority, a code of conduct to be observed by council members, committee members and candidates that incorporates the model code of conduct?	Yes
19	s5.104(3)) & (4)	Did the local government adopt additional requirements in addition to the model code of conduct? If yes, does it comply with section 5.104(3) and (4) of the <i>Local Government Act 1995</i> ?	No
20	s5.104(7))	Has the CEO published an up-to-date version of the code of conduct for council members, committee members and candidates on the local government's website?	Yes
21	s5.51A(1)) & (3)	Has the CEO prepared and implemented a code of conduct to be observed by employees of the local government? If yes, has the CEO published an up-to-date version of the code of conduct for employees on the local government's website?	Yes



Disposal of Property		
N Reference	Question	
1 s3.58(3)	Where the local government disposed of property other than by public auction or tender, did it dispose of the property in accordance with section 3.58(3) of the <i>Local Government Act 1995</i> (unless section 3.58(5) applies)?	Yes
2 s3.58(4)	Where the local government disposed of property under section 3.58(3) of the <i>Local Government Act 1995</i> , did it provide details, as prescribed by section 3.58(4) in the required local public notice for each disposal of property?	Yes

Elections		
N Reference	Question	
1 Elect Regs 30G(1) & (2)	Did the CEO establish and maintain an electoral gift register and ensure that all disclosure of gifts forms completed by candidates and donors and received by the CEO were placed on the electoral gift register at the time of receipt by the CEO and in a manner that clearly identifies and distinguishes the forms relating to each candidate in accordance with regulations 30G(1) and 30G(2) of the Local Government (Elections) Regulations 1997?	N/A
2 Elect Regs 30G(3) & (4)	Did the CEO remove any disclosure of gifts forms relating to an unsuccessful candidate, or a successful candidate that completed their term of office, from the electoral gift register, and retain those forms separately for a period of at least two years in accordance with regulation 30G(4) of the Local Government (Elections) Regulations 1997?	N/A
3 Elect Regs 30G(5) & (6)	Did the CEO publish an up-to-date version of the electoral gift register on the local government's official website in accordance with regulation 30G(5) of the Local Government (Elections) Regulations 1997?	N/A

Finance		
N Reference	Question	
1 s7.1A	Has the local government established an audit committee and appointed members by absolute majority in accordance with section 7.1A of the <i>Local Government Act 1995</i> ?	Yes
2 s7.1B	Where the council delegated to its audit committee any powers or duties under Part 7 of the <i>Local Government Act 1995</i> , did it do so by absolute majority?	Yes
3 s7.9(1)	Was the auditor's report for the financial year ended 30 June 2023 received by the local government by 31 December 2023?	Yes
4 s7.12A(3)	Where the local government determined that matters raised in the auditor's report prepared under section 7.9(1) of the <i>Local Government Act 1995</i> required action to be taken, did the local government ensure that appropriate action was undertaken in respect of those matters?	Yes
5 s7.12A(4)(a) & (4)(b)	Where matters identified as significant were reported in the auditor's report, did the local government prepare a report that stated what action the local government had taken or intended to take with respect to each of those matters? Was a copy of the report given to the Minister within three months of the audit report being received by the local government?	No significant matter reported.
6 s7.12A(5)	Within 14 days after the local government gave a report to the Minister under section 7.12A(4)(b) of the <i>Local Government Act 1995</i> , did the CEO publish a copy of the report on the local government's official website?	N/A
7 Audit Reg 10(1)	Was the auditor's report for the financial year ending 30 June 2023 received by the local government within 30 days of completion of the audit?	Yes



Integrated Planning and Reporting			
N o	Reference	Question	
1	Admin Reg 19C	Has the local government adopted by absolute majority a strategic community plan? If Yes, please provide the adoption date or the date of the most recent review in the Comments section?	Yes – 20/02/2020
2	Admin Reg 19DA(1) & (4)	Has the local government adopted by absolute majority a corporate business plan? If Yes, please provide the adoption date or the date of the most recent review in the Comments section?	Yes – 10/12/2020
3	Admin Reg 19DA(2) & (3)	Does the corporate business plan comply with the requirements of Local Government (Administration) Regulations 1996 19DA(2) & (3)?	Yes
Local Government Employees			
N o	Reference	Question	
1	s5.36(4) & s5.37(3) Admin Reg 18A	Were all CEO and/or senior employee vacancies advertised in accordance with Local Government (Administration) Regulations 1996, regulation 18A?	No changes to senior personnel during audit term.
2	Admin Reg 18E	Was all information provided in applications for the position of CEO true and accurate?	N/A
3	Admin Reg 18F	Was the remuneration and other benefits paid to a CEO on appointment the same remuneration and benefits advertised for the position under section 5.36(4) of the <i>Local Government Act 1995</i> ?	N/A
4	s5.37(2)	Did the CEO inform council of each proposal to employ or dismiss senior employee?	N/A
5	s5.37(2)	Where council rejected a CEO's recommendation to employ or dismiss a senior employee, did it inform the CEO of the reasons for doing so?	N/A
Official Conduct			
N o	Reference	Question	
1	s5.120	Has the local government designated an employee to be its complaints officer?	Yes
2	s5.121(1) & (2)	Has the complaints officer for the local government maintained a register of complaints which records all complaints that resulted in a finding under section 5.110(2)(a) of the <i>Local Government Act 1995</i> ?	Yes
3	S5.121(2)	Does the complaints register include all information required by section 5.121(2) of the <i>Local Government Act 1995</i> ?	Yes
4	s5.121(3)	Has the CEO published an up-to-date version of the register of the complaints on the local government's official website?	Yes



Optional Questions			
N o	Reference	Question	
1	Financial Management Reg 5(2)(c)	Did the CEO review the appropriateness and effectiveness of the local government's financial management systems and procedures in accordance with the Local Government (Financial Management) Regulations 1996 regulations 5(2)(c) within the three financial years prior to 31 December 2023? If yes, please provide the date of council's resolution to accept the report.	Yes – 22/06/2023
2	Audit Reg 17	Did the CEO review the appropriateness and effectiveness of the local government's systems and procedures in relation to risk management, internal control and legislative compliance in accordance with Local Government (Audit) Regulations 1996 regulation 17 within the three financial years prior to 31 December 2023? If yes, please provide date of council's resolution to accept the report.	Yes – 17/06/2021
3	s5.87C	Where a disclosure was made under sections 5.87A or 5.87B of the <i>Local Government Act 1995</i> , were the disclosures made within 10 days after receipt of the gift? Did the disclosure include the information required by section 5.87C of the Act?	Yes
4	s5.90A(2) & (5)	Did the local government prepare, adopt by absolute majority and publish an up-to-date version on the local government's website, a policy dealing with the attendance of council members and the CEO at events?	Yes
5	s5.96A(1), (2), (3) & (4)	Did the CEO publish information on the local government's website in accordance with sections 5.96A(1), (2), (3), and (4) of the <i>Local Government Act 1995</i> ?	Yes
6	s5.128(1)	Did the local government prepare and adopt (by absolute majority) a policy in relation to the continuing professional development of council members?	Yes
7	s5.127	Did the local government prepare a report on the training completed by council members in the 2022/2023 financial year and publish it on the local government's official website by 31 July 2023?	N/A – Training undertaken by elected members' primary Councils.
8	s6.4(3)	By 30 September 2023, did the local government submit to its auditor the balanced accounts and annual financial report for the year ending 30 June 2023?	Yes
9	s.6.2(3)	When adopting the annual budget, did the local government take into account all its expenditure, revenue and income?	Yes

Tenders for Providing Goods and Services			
N o	Reference	Question	
1	F&G Reg 11A(1) & (3)	Did the local government comply with its current purchasing policy, adopted under the Local Government (Functions and General) Regulations 1996, regulations 11A(1) and (3) in relation to the supply of goods or services where the consideration under the contract was, or was expected to be, \$250,000 or less or worth \$250,000 or less?	Yes
2	s3.57 F&G Reg 11	Subject to Local Government (Functions and General) Regulations 1996, regulation 11(2), did the local government invite tenders for all contracts for the supply of goods or services where the consideration under the contract was, or was expected to be, worth more than the consideration stated in regulation 11(1) of the Regulations?	Yes
3	F&G Regs 11(1), 12(2), 13, & 14(1), (3), and (4)	When regulations 11(1), 12(2) or 13 of the Local Government Functions and General) Regulations 1996, required tenders to be publicly invited, did the local government invite tenders via Statewide public notice in accordance with Regulation 14(3) and (4)?	Yes
4	F&G Reg 12	Did the local government comply with Local Government (Functions and General) Regulations 1996, Regulation 12 when deciding to enter into multiple contracts rather than a single contract?	N/A – No multiple contracts entered into during audit term.
5	F&G Reg 14(5)	If the local government sought to vary the information supplied to tenderers, was every reasonable step taken to give each person who sought copies of the tender documents or each acceptable tenderer notice of the variation?	Yes



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6	F&G Regs 15 & 16	Did the local government's procedure for receiving and opening tenders comply with the requirements of Local Government (Functions and General) Regulations 1996, Regulation 15 and 16?	Yes
7	F&G Reg 17	Did the information recorded in the local government's tender register comply with the requirements of the Local Government (Functions and General) Regulations 1996, Regulation 17 and did the CEO make the tenders register available for public inspection and publish it on the local government's official website?	Yes
8	F&G Reg 18(1)	Did the local government reject any tenders that were not submitted at the place, and within the time, specified in the invitation to tender?	No
9	F&G Reg 18(4)	Were all tenders that were not rejected assessed by the local government via a written evaluation of the extent to which each tender satisfies the criteria for deciding which tender to accept?	Yes
10	F&G Reg 19	Did the CEO give each tenderer written notice containing particulars of the successful tender or advising that no tender was accepted?	Yes
11	F&G Regs 21 & 22	Did the local government's advertising and expression of interest processes comply with the requirements of the Local Government (Functions and General) Regulations 1996, Regulations 21 and 22?	Yes
12	F&G Reg 23(1) & (2)	Did the local government reject any expressions of interest that were not submitted at the place, and within the time, specified in the notice or that failed to comply with any other requirement specified in the notice?	N/A – No expressions of interest sought during audit term.
13	F&G Reg 23(3) & (4)	Were all expressions of interest that were not rejected under the Local Government (Functions and General) Regulations 1996, Regulation 23(1) & (2) assessed by the local government? Did the CEO list each person as an acceptable tenderer?	N/A
14	F&G Reg 24	Did the CEO give each person who submitted an expression of interest a notice in writing of the outcome in accordance with Local Government (Functions and General) Regulations 1996, Regulation 24?	N/A
15	F&G Regs 24AD(2) & (4) and 24AE	Did the local government invite applicants for a panel of pre-qualified suppliers via Statewide public notice in accordance with Local Government (Functions and General) Regulations 1996, Regulations 24AD(4) and 24AE?	No
16	F&G Reg 24AD(6)	If the local government sought to vary the information supplied to the panel, was every reasonable step taken to give each person who sought detailed information about the proposed panel or each person who submitted an application notice of the variation?	N/A
17	F&G Reg 24AF	Did the local government's procedure for receiving and opening applications to join a panel of pre-qualified suppliers comply with the requirements of Local Government (Functions and General) Regulations 1996, Regulation 16, as if the reference in that regulation to a tender were a reference to a pre-qualified supplier panel application?	N/A
18	F&G Reg 24AG	Did the information recorded in the local government's tender register about panels of pre-qualified suppliers comply with the requirements of Local Government (Functions and General) Regulations 1996, Regulation 24AG?	N/A
19	F&G Reg 24AH(1)	Did the local government reject any applications to join a panel of pre-qualified suppliers that were not submitted at the place, and within the time, specified in the invitation for applications?	N/A
20	F&G Reg 24AH(3)	Were all applications that were not rejected assessed by the local government via a written evaluation of the extent to which each application satisfies the criteria for deciding which application to accept?	N/A
21	F&G Reg 24AI	Did the CEO send each applicant written notice advising them of the outcome of their application?	N/A
22	F&G Regs 24E & 24F	Where the local government gave regional price preference, did the local government comply with the requirements of Local Government (Functions and General) Regulations 1996, Regulation 24E and 24F?	N/A