

# Meeting of Management Committee

Thursday 11 November 2021

## AGENDA

### Notice of Meeting

Councillors of the Tamala Park Regional Council Management Committee are advised that a meeting will be held in the Challenger Room, City of Stirling at 25 Cedric Street, Stirling on Thursday 11 November 2021 at 6:00pm.



**JON MORELLINI**  
Chief Executive Officer

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

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**MEMBERSHIP**

<b>OWNER COUNCIL</b>	<b>MEMBER</b>
Town of Cambridge	Cr Andres Timmermanis
City of Joondalup	Cr John Chester Cr Nige Jones
City of Stirling	Cr Suzanne Migdale Cr Bianca Sandri Cr Tony Krsticevic

*Representatives from the Satterley Property Group will be in attendance at the meeting.*

**PRELIMINARIES**

**DECLARATION – CR TIMMERMANIS**

1. **OFFICIAL OPENING**
2. **ELECTION OF CHAIR**

**DISCLOSURE OF INTERESTS**

3. **PUBLIC STATEMENT/QUESTION TIME**
4. **APOLOGIES AND LEAVE OF ABSENCE**
5. **PETITIONS**
6. **CONFIRMATION OF MINUTES**

That the Management Committee CONFIRMS and the Chair signs the minutes from the Management Committee meeting held 23 September 2021 as a true and accurate record of proceedings.

**6A BUSINESS ARISING FROM MINUTES**

7. **ANNOUNCEMENTS BY CHAIR (WITHOUT DISCUSSION)**
8. **ADMINISTRATION REPORTS AS PRESENTED (ITEMS 8.1 – 8.4)**

## 8.1 BUSINESS REPORT – PERIOD ENDING 4 NOVEMBER 2021

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**Responsible Officer:** Manager Project Coordination

**Attachments:** Nil

**Voting Requirements:** Simple Majority

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### RECOMMENDATION

**That the Management Committee RECEIVES the Business Report to 4 November 2021.**

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### PURPOSE

The report provides information to the Management Committee on key 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

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

The report provides information to ensure the Management Committee 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

### 1. Civil Construction - Status

#### Connolly Drive/Aviator Boulevard Roundabout

Civil works for the Connolly/Aviator Boulevard roundabout are due to be completed in late November 2021.

#### Catalina Beach Foreshore Access Road / Carpark

Civil works for the Beach Foreshore Access Road are in progress and due to be completed late December 2021.

#### Portofino Promenade

Civil works for the Portofino Promenade extension are in progress and will be completed in conjunction with completion of the Foreshore Access Road and Carpark works.

#### Stage 27B – Catalina Beach

Civil works for Stage 27B (32 lots) commenced on 23 September 2021. Practical completion is anticipated in mid-February 2022.



*Catalina Beach Stage 27B construction in progress*



*Portofino Promenade and Foreshore Access Road in progress, Catalina Beach*

Catalina Green

Earthworks for Phase 1 of Catalina Green are expected to be completed mid-November 2021. Civil works for the first stage of the subdivision (Stage 36) are to commence soon after and it is anticipated that they will be completed by the end of May 2022.



*Catalina Green Earthworks in progress – note retention of significant existing trees*

Stage 18C – Catalina Central

Civil design drawings have been approved by the City of Wanneroo. Construction of the 28 lots in this stage is forecast to commence in mid-January 2022.

### Stage 30 – Catalina Beach

Construction of Stage 30 (37 lots) is forecast to commence in November 2021 and be completed in April 2022.

## **2. Landscape Works – Status**

### Foreshore Access Road and Carpark

The first stage of revegetation works of the earthwork batters adjacent to the Foreshore Access Road and Carpark has been completed. A second stage of revegetation works of road and carpark verges will be undertaken in winter 2022 following the completion of civil works.

The Clearing Permit for the Foreshore Access Road and Carpark requires the TPRC to revegetate an area of approximately 1.5ha to offset the vegetation clearing associated with the road works.

The TPRC has completed the first stage of offset planting of approximately 1,000m<sup>2</sup> in the coastal conservation reserve approximately 200m to the north of the Foreshore Access Road.

### Portofino Promenade and Longbeach Promenade

Landscape works will follow the completion of civil works for these road extensions in early 2022.

### Stage 28 Display Village/Marmion Avenue West

Landscaping of the verges opposite the Stage 28 Display Village and adjacent to Marmion Avenue is programmed to commence late 2021.

### Catalina Beach Park – Phase 2

Landscape works are programmed to commence April 2022.

### Foreshore Park

Landscape works are programmed to commence April 2022.

### Aviator Boulevard Greenlink

Landscape works for the Aviator Boulevard Greenlink extension from Roulettes Parade to Connolly Drive in Catalina Central are programmed to commence late November 2021, pending City of Wanneroo approval being issued.

### Connolly Drive/Aviator Boulevard Roundabout and Entry Statement

Landscape works for the Connolly/Aviator Roundabout and adjoining entry statements for Catalina Central are programmed to commence late 2021, pending City of Wanneroo approval being issued.

### Catalina Green

Landscape design for streetscape works and entry statements on Connolly Drive and Neerabup Road and parkland adjacent to Neerabup Road in the first phase of the Catalina Green development area is well advanced. Landscape works are programmed to commence in late May 2022.

## **3. Housing Construction**

The following table provides an overview of the current progress of housing construction to 4 November 2021:

Stage	Total Lots	Homes Completed	Homes Under Construction	Lots Vacant
Stages 1 – 15, 17A, 18A, 18B, Stage 25 (Display Village), 25B	885	882	1	2
Stage 16A	17	0	10	7
Stage 17B	36	27	5	4
Stage 25	38	33	2	3
Stage 25 (Builders Release)	7	6	0	1
Stage 26	38	18	16	4
Stage 27A	20	0	7	13
Stage 28	34	0	0	34
<b>Total</b>	<b>1,075</b>	<b>966</b>	<b>41</b>	<b>68</b>

#### 4. Community Events

A new Community Development event series called the Weekend Connector is being implemented during FYE 2022 to provide regular connection opportunities for residents and engagement of local community groups and businesses. Weekend Connector events will be held on the first Sunday morning each month at Drimmie Park in Catalina Central. The next event will feature a children’s activity involving song, dance, pretend and play.

Preparations are being made to hold a community event in late January 2022 to celebrate the opening of the Beach Access Road.

#### 5. Commercial Centres

##### Aviator Boulevard, Catalina Central

The childcare centre at the corner of Aviator Boulevard and Roulettes Parade is due to open for business in early 2022. Stage 2 of the development will include several shop tenancies (300m<sup>2</sup> net lettable area) and a 170m<sup>2</sup> café and is due to be completed by May 2023.

The Council, at its meeting of 14 October 2021, resolved to support a subdivision application to excise the childcare centre and Stage 2 commercial development onto separate lots. The land owner has applied to the Western Australian Planning Commission for subdivision approval and confirmed that reciprocal rights of access and shared maintenance responsibility arrangements for the upkeep of common parking and accessways will be established on the titles of the subdivided lots in the event of an approval being granted.

##### Connolly Drive, Catalina Green

The first stage of civil works within Catalina Green will include the neighbourhood centre site located at the intersection of Connolly Drive and Aviator Boulevard. An expression of interest (EOI) campaign to offer the site to market on the basis of either an outright sale or ground lease is currently being prepared. It is anticipated that the EOI will be released in late November 2021 and a report on the outcomes of this process will be prepared for consideration by the Council in February 2022.



*Catalina Central Local Centre – Child Care Centre under construction*

## **6. Catalina Green Display Village**

A tender is currently being advertised for the proposed Display Village in Catalina Green. The Display Village will be located on the corner of Connolly Drive and Neerabup Road with prominent Connolly Drive exposure and is to comprise of 15 lots with a range of 12.5m and 15m frontage lots. The tender closes on 17 November 2021.

## 8.2 PROJECT FINANCIAL REPORT – SEPTEMBER 2021

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<b>Responsible Officer:</b>	Chief Executive Officer
<b>Attachments:</b>	Letter from Satterley Property Group dated 2 November 2021 with Financial Report
<b>Voting Requirements:</b>	Simple Majority

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### RECOMMENDATION

**That the Management Committee RECEIVES the Project Financial Report (September 2021) submitted by the Satterley Property Group.**

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### PURPOSE

To consider the Project Financial Report for September 2021 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 September 2021.

### RISK MANAGEMENT IMPLICATIONS

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

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

### BACKGROUND

At its meeting of 17 June 2021, the Council approved the Project Budget FYE 2022, 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 September 2021 for the Project. The report has been prepared on a cash basis and compares actual expenditure to approved budget expenditure for the period 1 September 2021 to 30 September 2021 and is attached at Appendix 8.2.

The Financial Report identifies the following main areas of variance:

1. Residential settlement revenue for the year to date to 30 September 2021 is \$7.2M which is \$3.82M favourable to the approved September 2021 budget due to 10 more settlements.
2. Overall year to date expenditure is \$3.6M under budget, mainly in the following areas:
  - Lot Production \$1.19M under budget;
  - P&L expenditure is \$510K under budget;
  - Infrastructure \$1.45M under budget;
  - Clearance Bonds \$53K adverse to budget;
  - Indirect consultants \$20K under budget;
  - Landscaping \$79K under budget;
3. Year to date sales for FYE 2022 are \$4.78M ahead of budget due to higher average price \$38/lot and 10 more sales than budget.

The Satterley Financial Report provides detail on the variations.

Satterley representatives will be in attendance to present the report.

### 8.3 SALES AND SETTLEMENT REPORT – PERIOD ENDING 4 NOVEMBER 2021

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**Responsible Officer:** Manager Project Coordination

**Attachments:** Staging Plan

**Voting Requirements:** Simple Majority

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#### RECOMMENDATION

**That the Management Committee RECEIVES the Sales and Settlement Report to 4 November 2021.**

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#### PURPOSE

To advise the Management Committee of the status of sales, settlements and sales releases.

#### 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 under this matter will be posted under item I145011 (Income on Lot Sales):

Budget Amount:	\$ 29,575,138
Received to Date:	\$ 7,082,107
Balance:	\$ 22,493,031

Income received to date current to 30 September 2021.

#### RISK MANAGEMENT IMPLICATIONS

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

The report provides information on Catalina Project sales/settlements and variances to ensure the Management Committee is well informed on sales and market trends.

## BACKGROUND

The Sales and Settlement Report provides the Management Committee with a status update of sales and settlements for the Project. The Staging Plan provided under Appendix 8.3 identifies the extent of the stage boundaries referenced within the report.

## COMMENT

Table 1 provides a summary of the Catalina Estate Sales and Settlement position for lots released up to 4 November 2021.

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

Stage	Release Date	Lots Released	Lot Sizes (m <sup>2</sup> )	Sold*	Stock	Settled
Completed Stages	-	1008	174 - 658	1008	0	1008
Stage 16A	Aug-20	17	375 - 450	17	0	15
Stage 18C (1)	Sep-21	21	183-558	18	3	0
Stage 18C (2)	Nov-21	4	150 - 155	0	4	0
Stage 27A (1)	Aug-20	12	225 - 450	11	1	11
Stage 27B (1)	Jun-21	12	300 - 617	12	0	0
Stage 27B (2)	Jul-21	11	375-539	11	0	0
Stage 28 (1)	Nov-20	10	357 - 450	10	0	7
Stage 28 (2)	Feb-21	10	370 - 450	10	0	9
Stage 28 (DV)	Mar-21	12	375 - 474	9	3	8
Stage 28 (3)	Apr-21	6	375 - 449	6	0	4
Stage 30 (1)	Oct-21	18	176 - 639	4	14	0
Stage 36 (1)	Oct-21	21	177 - 591	8	13	0
<b>Total</b>		<b>1,162</b>	<b>150 - 658</b>	<b>1,124</b>	<b>38</b>	<b>1,062</b>

**Table 2: Summary of Net Sales for FYE 2022 against Budget – Catalina Estate**

	Jul	Aug	Sep	Oct	Nov	YTD	Dec	Jan	Feb	Mar	Apr	May	Jun	FYE 22
Budget	8	8	8	10	9	43	10	9	10	9	10	9	10	110
Actual	9	13	12	27	1	62*								
Variance	+1	+5	+4	+17	-8	+19								

\*9 sales are subject to advertising

The Project currently holds 63 contracts; 13 unconditional, 41 conditional and nine pending advertising and acceptance.

35 released lots are currently available, comprised of the stock listed in Table 3:

**Table 3: Summary of Available Stock Position – Catalina Estate**

Stage	No. of Lots	Title Status
Stage 27A (Beach Precinct)	1	Titled
Stage 30 (Beach Precinct)	14	Untitled
Stage 18C (Central Precinct)	7	Untitled
Stage 36 (Green Precinct)	13	Untitled

NB – Table 3 does not include three lots listed in Table 2 as available stock (Stage 28 (DV)), as these lots have been allocated to builders through the tender for the Catalina Beach Display Village and are currently pending execution of sales contracts.

**Table 4: Summary of Settlements for FYE 2022 against Budget – Catalina Estate**

	Jul	Aug	Sep	Oct	Nov	YTD	Dec	Jan	Feb	Mar	Apr	May	Jun	FYE 22
Budget	3	5	2	5	2	17	7	4	6	17	8	20	19	98
Actual	1	3	16	10	0	30								
Variance	-2	-2	14	5	-2	+13								

### Northern Corridor Estates Analysis

Table 5 provides a summary of sales at developments in the northern corridor.

**Table 5: Summary of Sales in Northern Corridor (October 2020 to September 2021)**

ESTATE	Oct	Nov	Dec	Jan	Feb	Mar	April	May	Jun	Jul	Aug	Sep	12 Month Total Sales
<b>NORTH-WEST METRO</b>													
Alkimos Beach (Alkimos)	7	5	7	5	12	7	5	5	6	10	13	12	94
Alkimos Vista (Alkimos)	2	7	7	3	-1	11	10	3	4	3	5	5	59
Allara (Eglinton)	2	3	-3	3	3	7	8	2	2	11	8	7	53
Amberton (Eglinton)	18	10	10	5	7	13	13	15	12	13	10	15	141
Beaumaris (Iluka)	2	1	3	1	0	0	0	0	0	0	6	11	24
<b>Catalina (Clarkson-Mindarie)</b>	<b>10</b>	<b>6</b>	<b>3</b>	<b>-2</b>	<b>9</b>	<b>6</b>	<b>10</b>	<b>3</b>	<b>2</b>	<b>9</b>	<b>13</b>	<b>12</b>	<b>81</b>
East of the Beach (Eglinton)	-1	3	3	8	7	12	12	5	12	9	10	9	89
Eden Beach (Jindalee)	8	7	13	12	5	15	5	4	10	9	4	7	99
Elevale												5	5
Jindowie Estate												3	3
Shorehaven (Alkimos)	10	7	8	10	9	15	15	7	9	8	14	12	124
Trinity (Alkimos)	8	11	1	12	7	15	15	8	5	16	20	15	133
<b>TOTAL</b>	<b>66</b>	<b>60</b>	<b>52</b>	<b>57</b>	<b>58</b>	<b>101</b>	<b>93</b>	<b>52</b>	<b>62</b>	<b>88</b>	<b>103</b>	<b>113</b>	<b>905</b>
<b>CATALINA SHARE (%)</b>	<b>15.2 %</b>	<b>10.0 %</b>	<b>5.8 %</b>	<b>0 %</b>	<b>15.5 %</b>	<b>5.9 %</b>	<b>10.7 %</b>	<b>5.7 %</b>	<b>3.2 %</b>	<b>10.2 %</b>	<b>13 %</b>	<b>11 %</b>	<b>9 %</b>

Note 1: Satterley reporting is based on 'mid-month' sales period.

Note 2: Satterley has expressed caution that these sales results are indicative only based on information obtained in the marketplace and supplied on a voluntary basis.

Table 6 provides a summary of available stock in the northern corridor.

**Table 6: Summary of Price of Available Lots in Northern Corridor Estates**

Estate	225sqm Price (\$)	300sqm Price (\$)	375sqm Price (\$)	450sqm Price (\$)	500sqm + Price (\$)	Total Dwellings	Stock
Allara	n/a	n/a	190,000	220,000	235,000-237,000	3,405	23

Alkimos Beach	n/a	n/a	262,000-272,000	285,000-310,000	n/a	2,413	15
Amberton	n/a	n/a	219,000-285,000	272,000	269,000-379,000	2,500	12
Burns Beach	n/a	n/a	445,000	550,000	n/a	1,580	7
Catalina Central	n/a	n/a	n/a	n/a	n/a	2,480	7
Catalina Beach	n/a	250,000	370,000	450,000	500,000		14
Catalina Green	n/a	n/a	270,000	305,000	300,000		13
Eden Beach	n/a	n/a	305,000	n/a	330,000-345,000	1,100	19
Shorehaven	289,000	n/a	263,000	295,000	325,000	2,800	28
Trinity	n/a	n/a	213,000-255,000	248,000-285,000	n/a	2,500	27

## Lot Releases

For the first time in the Project’s history, the milestone of stock being available in all three precincts of Catalina was achieved in October 2021.

### Stage 18C – Catalina Central

- Number of Lots: 28
- Construction: January 2022 (Due to commence)
- Titles Forecast: May 2022

The first release of 21 Lots in Stage 18C occurred on 15 September 2021. 19 sales have been achieved to date. A second release occurred in early November 2021, consisting of an additional four lots.

### Stage 30 – Catalina Beach

- Number of Lots: 37
- Construction: November 2021 (Due to commence)
- Titles Forecast: May 2022

The first release of 18 lots in Stage 30 occurred on 13 October 2021. Four sales have been achieved to date.

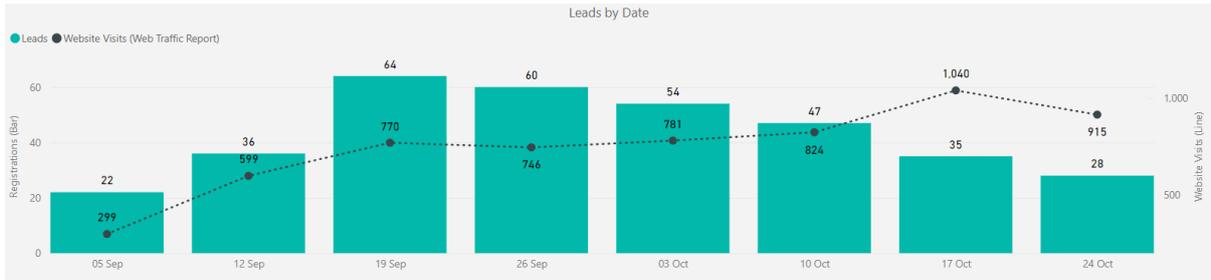
### Stage 36 – Catalina Green

- Number of Lots: 74
- Construction: Commenced - Earthworks in progress
- Titles Forecast: May 2022

The first release of 21 lots in Stage 30 occurred on 13 October 2021. Eight sales have been achieved to date.

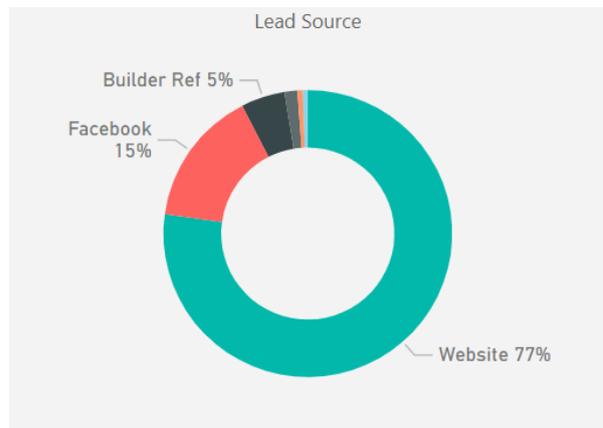
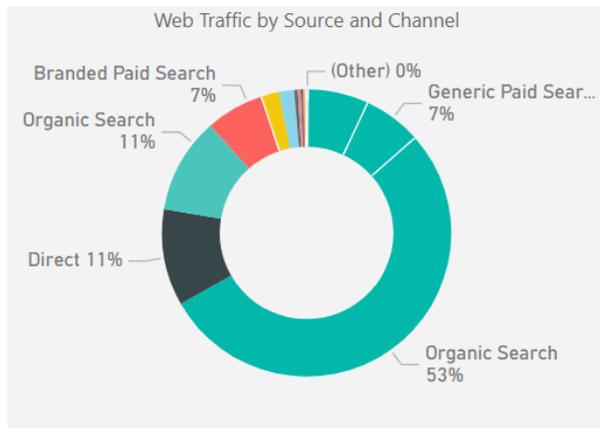
## Marketing

The Catalina Green launch and Catalina Beach stage release marketing resulted in a large increase in website traffic and leads during late September/early October, with most leads received via the website and Facebook advertising.

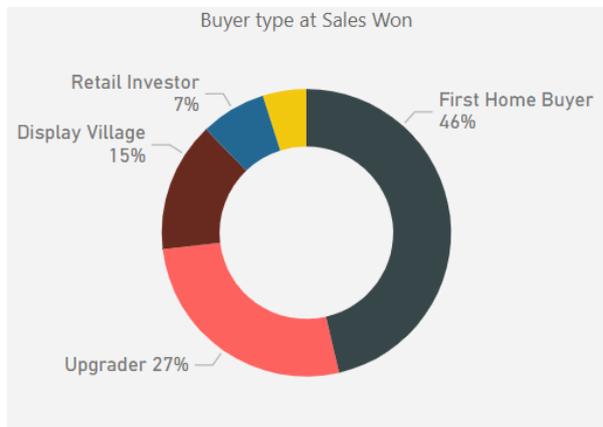


Satterley CRM Data 01/09/21 – 24/10/21

Organic Search from Google (due to strong Search Engine Optimisation) has delivered the most web traffic to the Catalina website, followed by Direct and Organic Search from other non-Google search engines.

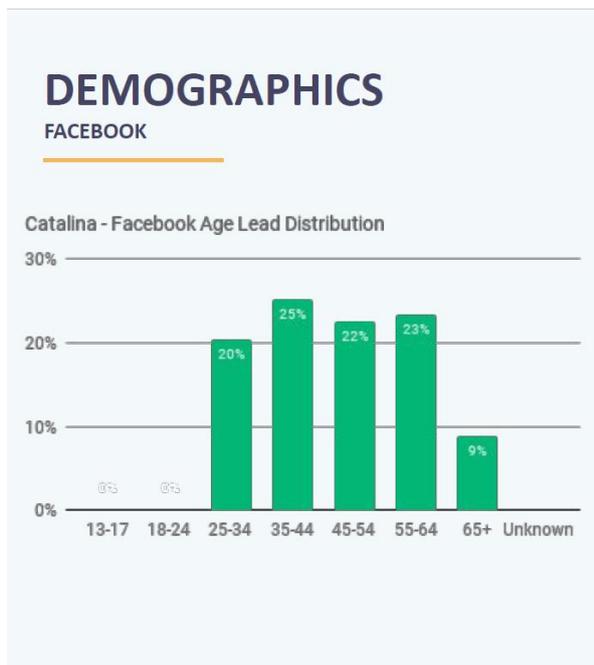


Satterley CRM Data 01/09/21 – 24/10/21



New advertising has been added to Catalina’s digital marketing to feature Catalina Green targeted messaging. Catalina’s digital campaign across Facebook and Google consists of several advertisement variations with messages and imagery to target each Catalina target audience, with the intent to capture all prospects searching for land in the local area and drive leads to the campaign landing page. Previous Catalina digital campaign results have shown that Facebook and Google delivers strong traffic/leads from all age groups, including the older demographic, and is the most cost-efficient advertising channel to ensure optimal reach.

Going forward, print advertising will be used for future key milestone events requiring mass media coverage such as the Beach Access Road opening event. As print advertising is a relatively expensive medium with low readership and high wastage, digital advertising is recommended as a more cost-efficient and effective channel with the ability to target various audiences at once.



Catalina Digital Marketing Campaign Results 28/04/21 – 27/05/21

Two Catalina Green artist’s perspectives have been finalised and included in Catalina Green promotional materials including digital advertising, email marketing, website and a promotional flyer. The promotional flyer was distributed to residents with the Catalyst newsletter, encouraging residents to share with family and friends.



Catalina Green Artist’s Perspective



*Catalina Green Streetscape Render*

The Catalina Virtual Tour has been updated with new aerial drone footage to showcase the Estate's development progress and Catalina Green's proposed future amenities. Featured on the Catalina website, the Virtual Tour will be a key sales and research tool for tech-savvy audiences.

Refreshed Catalina Green banner mesh was recently installed along the eastern side of Connolly Drive with affordability and lifestyle imagery to target first home buyers and young professionals. Additional Catalina Green signage is to be installed on the western side of Connolly Drive to capture traffic heading north.

Sales Office updates are currently underway to refresh the interior and highlight the distinct selling points of the three Precincts to the relevant target audiences. Additional directional signage around the office and signage to the exterior of the Sales Office is being designed to improve visibility of the Sales Office.

## **8.4 PURCHASER TERMS AND CONDITIONS – CATALINA BEACH AND CATALINA CENTRAL**

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**Responsible Officer:** Manager Project Coordination

**Attachments:** Nil

**Voting Requirements:** Simple Majority

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### **RECOMMENDATION**

**That the Management Committee recommends that Council:**

- 1. APPROVES the following Purchaser Terms/Conditions and Incentives for all public and builder release lots in Catalina Beach and Catalina Central for the period December 2021 to August 2022:**
    - 1.1 Use of the REIWA Offer and Acceptance Contract with Special Conditions and Annexure.**
    - 1.2 A \$2,000 deposit to be used in the Sales Contracts for lots in Catalina Central and a \$5,000 deposit to be used in the Sales Contracts for lots in Catalina Beach.**
    - 1.3 A finance approval period, where finance is required, of 60 days for lots in Catalina Central and 45 days for lots in Catalina Beach.**
    - 1.4 A 21-day settlement period from finance approval or the issue of titles, whichever is the later.**
    - 1.5 A waterwise landscaping package to the front garden.**
    - 1.6 A \$2,000 rebate for all homes constructed with a minimum 3.0kw capacity photovoltaic solar power system, with an additional \$1,000 rebate paid where the system includes integrated battery storage.**
    - 1.7 Side and rear boundary fencing (behind the building line).**
    - 1.8 A \$1,000 rebate for all homes that include appropriate WELS rated fittings and fixtures.**
    - 1.9 Sales incentives (Items 1.5 – 1.8) subject to homes being constructed in accordance with the approved applicable Design Guidelines within 24 months of settlement for single storey homes and 30 months of settlement for two storey homes.**
  - 2. REQUESTS the Satterley Property Group to review the Purchaser Terms/Conditions and Incentives for Catalina Beach and Catalina Central lots and provide a report to the Council for consideration in August 2022.**
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### **PURPOSE**

To consider purchaser terms, conditions and incentives for the sale of Catalina Beach and Catalina Central lots for the period between December 2021 and August 2022.

## POLICY REFERENCE

N/A

## LOCAL GOVERNMENT ACT/REGULATION

*Local Government Act 1995: Sect 3.58 – Disposal of Property.*

## PREVIOUS MINUTES

- Council Meeting – 19 August 2021 (Item 8.3 Purchaser Terms and Conditions – Catalina Green)
- Council Meeting – 10 December 2020 (Item 8.10 Review of Purchaser Terms and Conditions)

## FINANCIAL/BUDGET IMPLICATIONS

Expenditure under this matter will be incurred under the following budget items:

Item E145216 (Direct Selling Expenses):

Budget Amount:       \$ 4,224,632  
Spent to Date:         \$ 479,561  
Balance:               \$ 3,745,071

Expenditure to date figure current to 4 November 2021.

## RISK MANAGEMENT IMPLICATIONS

<b>Risk Ref: 3</b>	<b>Risk Rating:</b>
Development Project – Development Manager Ability to deliver	Moderate
<b>Action:</b>	
Development Manager to prepare for approval strategies and plans.	

Approval of the purchaser terms, conditions and incentives for the sale of lots in Catalina Beach and Catalina Central will establish sales contract requirements.

## BACKGROUND

At its meeting of 10 December 2020, the Council approved purchaser terms, conditions and incentives to apply to the sale of lots in Catalina Beach and Catalina Central between December 2020 and December 2021. The Council also resolved to request that the Satterley Property Group (Satterley) provide a report on the recommended purchaser terms, conditions and incentives for the sale of lots in Catalina Green lots prior to the launch of sales in the Precinct.

At its meeting of 19 August 2021, the Council approved purchaser terms, conditions and incentives for the sale of lots in Catalina Green for the period to August 2022.

## COMMENT

Satterley has reviewed the current purchaser terms, conditions and incentives for the sale lots in Catalina Beach and Catalina Central and considers that they have operated well during the past twelve months. It recommends that they be maintained, with the following proposed changes:

- Revisions to the rebate for installation of solar energy systems are recommended. The minimum size of the system to be eligible for a \$2,000 rebate is proposed to increase from 1.5kW to 3.0kW, as contemporary solar installations typically incorporate power generation capabilities of at least 3.0kW. An additional \$1,000 rebate is also proposed where battery storage is included. This approach is intended to increase the sustainability credentials of the Estate.
- The period of eligibility for redemption of sales incentives, fencing and landscaping packages and solar and water efficient fittings/appliances rebates, is recommended to be increased due to extended building construction timeframes resulting from high levels of activity in the building industry, as follows:
  - Single-storey homes completion period to be extended from 18 months to 24 months;
  - Double-storey homes completion period extended from 24 months to 30 months.

Satterley advises that the extended eligibility period to redeem sales incentives is necessary as a result of increased building construction timeframes due to a high volume of sales and skilled labour and materials shortages. It considers the ability for purchasers to redeem sales incentives is important for the environmental credentials and the overall street appeal of Catalina Estate. Satterley is concerned that if purchasers are unable to claim the uniform fencing and landscaping packages due to building delays, there is a chance that homes will appear unfinished which will impact on Estate presentation and potentially affect sales. It is also concerned that if there is not sufficient take-up of sustainability initiatives like solar panels and WELS incentives, the Estate’s accreditation as a 6-element UDIA EnviroDevelopment project could be affected.

The proposed changes to the purchaser terms, conditions and incentives for the sale of lots in Catalina Beach and Catalina Central accord with those approved by the Council in August 2021 for Catalina Green.

The following table outlines the purchaser terms, conditions and incentives for all three Catalina Precincts:

	Catalina Beach	Catalina Central	Catalina Green
<b>Deposit</b>	\$5,000	\$2,000	\$2,000
<b>Period for finance approval</b>	45 days	60 days	60 days
<b>Period for finance extension</b>	28 days	28 days	28 days
<b>Settlement</b>	21 days	21 days	21 days
<b>Fencing</b>	Side and Rear	Side and Rear	Side and Rear
<b>Landscaping</b>	Front	Front	Front
<b>Solar (PV)</b>	\$2,000 (min 3.0kW); or \$3,000 (min 3.0kW with battery)	\$2,000 (min 3.0kW); or \$3,000 (min 3.0kW with battery)	\$2,000 (min 3.0kW); or \$3,000 (min 3.0kW with battery)
<b>Water (WELs)</b>	\$1,000	\$1,000	\$1,000

The only items of variation between the Precincts are a higher deposit requirement and shorter finance approval period in Catalina Beach (\$5,000 and 45 days respectively), compared to Catalina Central and Catalina Green (\$2,000 and 60 days).

Satterley recommends this approach as house and land packages in Catalina Beach are typically of a higher value than in Catalina Central and Catalina Green. The \$5,000 deposit in Catalina Beach ensures that committed and qualified purchasers register for lots and helps to mitigate the risk of prospective purchasers with insufficient borrowing capacity registering and subsequently being unable to obtain finance approval, while the \$2,000 deposit in Catalina Central and Catalina Green has been well-received by prospective purchasers where the majority of sales are being sourced through builder contracts, which usually involves the purchaser obtaining finance for a house and land package. Reduced deposit requirements and a longer period provided to prepare house plans and complete finance applications assists to finalise sales.

## **CONCLUSION**

Satterley considers that the sales incentives offered previously in Catalina Beach and Catalina Central have been well received by purchasers, incentivise the early construction of homes, encourage sustainability and promote quality streetscapes.

Satterley has recommended that they be maintained, with minor changes proposed to the solar energy rebate to reflect contemporary consumer requirements and enhance Catalina's sustainability credentials and an extended period of eligibility for redemption of sales incentives as a result of increased building construction timeframes in Perth.

The utilisation of the sales incentives, in particular the fencing and landscaping packages, is important to maintain a high project presentation. It is also noted that the sales incentives are integral to retaining Catalina's 6-element UDIA EnviroDevelopment accreditation.

The costs associated with the purchaser terms, conditions and incentives are accommodated in the approved TPRC Budget FYE 2022.

It is recommended that the current purchaser terms, conditions and incentives be maintained for Catalina Beach and Catalina Central for the period from December 2021 to August 2022, with minor changes to the solar energy rebate and period of eligibility for redemption of sales incentives, as recommended by Satterley.

It is also recommended that Satterley be requested to review the purchaser terms, conditions and incentives for the sale of lots in Catalina Beach and Catalina Central for the Council's consideration in August 2022, to coincide with the review also required at that time of the purchaser terms, conditions and incentives for the sale of lots in Catalina Green.

9. ELECTED MEMBERS MOTIONS OF WHICH NOTICE HAS BEEN GIVEN
10. QUESTIONS BY ELECTED MEMBERS OF WHICH DUE NOTICE HAS BEEN GIVEN
11. URGENT BUSINESS APPROVED BY THE CHAIR
12. GENERAL BUSINESS
13. DECISION TO MOVE TO CONFIDENTIAL SESSION

**That the Management Committee:**

Move into Closed Session and exclude members of the press and public from the meeting of the Closed Session and access to the correspondence and reports relating to the items considered during the course of the Closed Session be withheld. This action is taken in accordance with Section 5.23 of the *Local Government Act 1995*.

**13.1 TOWN PLANNING CONSULTANCY SERVICES TENDER 06/2021**

- 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));*
- 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)).*

**14. FORMAL CLOSURE OF MEETING**

# APPENDICES

# Appendix 8.2

2 November 2021

Mr Jon Morellini  
Chief Executive Officer  
Tamala Park Regional Council  
PO Box 655  
INNALOO WA 6918

Dear Jon

### **Catalina Financial Report for September 2021**

Please find attached the Catalina Financial Report for September 2021. This report has been prepared on a cash basis and compares actual income and expenditure to the June 2021 approved budget for the period 1 September 2021 to 30 September 2021.

Residential settlement revenue for the year to date to 30 September 2021 is \$7.2m which is \$3.82m favorable to the approved 'September 2021' budget due to 10 more settlements.

YTD Sales for FYE2022 are \$4.78m ahead of budget due to higher average price \$38k/lot and 10 more sales than budget.

Overall year to date expenditure for FYE2022 is \$3.6m under budget per the approved 'June 2021' budget, with \$1.85m spent against a budget of \$5.11m. The main areas of variances are summarised below:

- Lot Production is \$1.19m under budget, noting the following variances:
  - Stages 36-40 Earthworks \$1.19m under budget as earthworks now undertaken a stage at a time;
  - Stage 27B \$348k under budget due to timing of invoice payments;
  - Stage 28 \$416k over budget due to timing of invoice payments;
  - Stage 29 \$47k under budget due to timing of invoice payments;
  - Stage 36 \$85k under budget due to timing of invoice payments;
  - \$4k combined minor variances.
  
- Landscaping is \$79k under budget, noting the following variances:
  - Preliminary landscaping consultancy \$90k over budget;
  - Environmental landscaping \$30k under budget;
  - Public art \$15 over budget;
  - Stage 11 landscape \$17k over budget;
  - Beach foreshore access area \$164k under budget;
  - \$7k combined minor variances.
  
- Infrastructure Spend is \$1.45m under budget, noting the following variances:
  - Connolly Drv Aviator Blvd Intersection \$665k under budget;
  - Foreshore Access Rd \$535k under budget;
  - Portofino Extension \$268k under budget;

- Longreach Prom Extension \$29k over budget
- \$11k combined minor variances.
  
- Clearance bonds \$53k adverse to budget – delayed return (timing).
  
- Indirect Consultants are \$20k under budget due to timing of invoice payments.
  
- P&L expenditure is \$510k under budget, noting the following variances:
  - Sales & Marketing is \$55k under budget due to timing of spend;
  - Community and Development \$14k under budget due timing of invoice payments;
  - Audit and Tax \$17k under budget due to timing of invoice payments;
  - Maintenance \$74k under budget due to timing of invoice payments;
  - Contingency \$224k not required;
  - Rates & Taxes \$80k under budget due to timing of invoice payments;
  - \$46k 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 FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			Bud Comparison: Jun 21 Approved
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance
<b>REVENUE</b>											
Settlements	Settlement revenue	5,953,000	676,135	5,276,865	7,209,500	3,384,368	3,825,132	281,872,500	278,435,830	3,436,671	20 settlements YTD ex GST Margin scheme.
Margin GST	Margin GST	(112,886)	(9,159)	(103,727)	(127,398)	(45,670)	(81,727)	(4,043,000)	(3,994,713)	(48,287)	GST Margin as detailed in Burgess Rawson valuations
Direct Selling Costs		(266,557)	(31,012)	(235,545)	(323,115)	(155,220)	(167,894)	(12,859,447)	(12,672,424)	(187,024)	Includes Commission and Management Fees
Interest Income		0	0	0	2,382	0	2,382	93,295	89,000	4,295	Penalty interest income on settlements
Forfeited Deposits		0	0	0	0	0	0	27,273	27,273	0	
Other Income	Special sites revenue	0	0	0	0	0	0	3,728,594	3,728,594	0	
Rebate Allowance		(39,893)	(142,819)	102,927	(110,869)	(330,660)	219,791	(6,260,404)	(7,825,416)	1,565,012	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		5,533,664	493,145	5,040,519	6,650,500	2,852,818	3,797,683	262,558,810	257,788,144	4,770,667	
<b>LOT PRODUCTION</b>											
Completed Earthworks		0	0	0	0	0	0	13,529,541	13,502,429	(27,113)	
Earthworks Stages 1-4, 6	Siteworks / Earthworks	0	0	0	0	0	0	2,122,407	2,122,407	0	
	Direct Consultants	0	0	0	0	0	0	157,827	157,827	0	
<b>Total Earthworks Stages 1-4, 6</b>		0	0	0	0	0	0	2,280,234	2,280,234	(0)	
Earthworks Stages 5 & 7	Siteworks / Earthworks	0	0	0	0	0	0	2,368,798	2,368,798	0	
	Direct Consultants	0	0	0	0	0	0	121,827	121,827	0	
<b>Total Earthworks Stages 5 &amp; 7</b>		0	0	0	0	0	0	2,490,625	2,490,625	0	
Earthworks Stage 8	Siteworks / Earthworks	0	0	0	0	0	0	1,265,418	1,265,418	0	
	Direct Consultants	0	0	0	0	0	0	63,366	63,366	0	
<b>Total Earthworks Stage 8</b>		0	0	0	0	0	0	1,328,784	1,328,784	0	
Earthworks Stages 9-11	Siteworks / Earthworks	0	0	0	0	0	0	4,066,094	4,066,094	0	
	Direct Consultants	0	0	0	0	0	0	99,325	99,325	0	
<b>Total Earthworks Stages 9-11</b>		0	0	0	0	0	0	4,165,419	4,165,419	0	
Earthworks Stages 12-13	Siteworks / Earthworks	0	0	0	0	0	0	1,139,937	1,139,937	0	
	Direct Consultants	0	0	0	0	0	0	108,025	108,025	0	
<b>Total Earthworks Stage 12-13</b>		0	0	0	0	0	0	1,247,962	1,247,962	0	
Earthworks Stages 14-18	Siteworks / Earthworks	0	0	0	0	0	0	1,738,744	1,738,744	0	
	Direct Consultants	0	0	0	0	0	0	250,660	250,660	0	
<b>Total Earthworks Stage 14-18</b>		0	0	0	0	0	0	1,989,404	1,989,404	0	
Earthworks Stage 20-24	Direct Consultants	0	0	0	0	0	0	27,113	0	(27,113)	
<b>Total Earthworks Stage 20-24</b>		0	0	0	0	0	0	27,113	0	(27,113)	
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	0	0	0	3,603,087	3,603,087	(0)	
	Direct Consultants	0	0	0	0	0	0	186,216	189,523	3,307	
<b>Total Earthworks Stage 25-27</b>		0	0	0	0	0	0	3,789,303	3,792,610	3,307	
Earthworks Stages 36-40	Siteworks / Earthworks	0	596,290	596,290	0	1,189,121	1,189,121	14,720	1,189,121	1,174,401	
<b>Total Earthworks Stage 36-40</b>		0	596,290	596,290	0	1,189,121	1,189,121	14,720	1,189,121	1,174,401	
Earthworks Stages 41-44	Direct Consultants	0	0	0	0	0	0	0	0	0	
<b>Total Earthworks Stage 41-44</b>		0	0	0	0	0	0	0	0	0	
<b>Completed Stages</b>		0	0	0	0	0	0	46,092,294	46,092,295	1	
Stage 1	Siteworks / Earthworks	0	0	0	0	0	0	3,208,532	3,208,532	0	
	Authorities Fees	0	0	0	0	0	0	158,201	158,201	(0)	
	Direct Consultants	0	0	0	0	0	0	214,916	214,916	0	
<b>Total Stage 1</b>		0	0	0	0	0	0	3,581,649	3,581,649	(0)	
Stage 2	Siteworks / Earthworks	0	0	0	0	0	0	2,691,287	2,691,287	0	
	Authorities Fees	0	0	0	0	0	0	210,292	210,292	0	
	Direct Consultants	0	0	0	0	0	0	164,171	164,171	0	
<b>Total Stage 2</b>		0	0	0	0	0	0	3,065,749	3,065,750	0	
Stage3	Siteworks / Earthworks	0	0	0	0	0	0	2,010,933	2,010,933	0	
	Authorities Fees	0	0	0	0	0	0	284,155	284,155	(0)	
	Direct Consultants	0	0	0	0	0	0	187,648	187,648	0	
<b>Total Stage 3</b>		0	0	0	0	0	0	2,482,736	2,482,736	(0)	
Stage 4	Siteworks / Earthworks	0	0	0	0	0	0	2,298,741	2,298,741	0	
	Authorities Fees	0	0	0	0	0	0	284,471	284,471	0	
	Direct Consultants	0	0	0	0	0	0	219,983	219,983	0	
<b>Total Stage 4</b>		0	0	0	0	0	0	2,803,195	2,803,195	0	
Stage 5	Siteworks / Earthworks	0	0	0	0	0	0	2,796,102	2,796,102	(0)	
	Authorities Fees	0	0	0	0	0	0	392,082	392,082	0	
	Direct Consultants	0	0	0	0	0	0	388,371	388,371	0	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			Bud Comparison: Jun 21 Approved
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance
Total Stage 5		0	0	0	0	0	0	3,576,555	3,576,555	(0)	
Stage 6A	Siteworks / Earthworks	0	0	0	0	0	0	297,465	297,465	0	
	Authorities Fees	0	0	0	0	0	0	50,207	50,207	0	
	Direct Consultants	0	0	0	0	0	0	39,033	39,033	0	
Total Stage 6A		0	0	0	0	0	0	386,705	386,705	0	
Stage 6B	Siteworks / Earthworks	0	0	0	0	0	0	708,104	708,104	0	
	Authorities Fees	0	0	0	0	0	0	202,417	202,417	0	
	Direct Consultants	0	0	0	0	0	0	121,160	121,160	0	
Total Stage 6B		0	0	0	0	0	0	1,031,681	1,031,681	0	
Stage 6C	Siteworks / Earthworks	0	0	0	0	0	0	484,386	484,386	0	
	Authorities Fees	0	0	0	0	0	0	90,611	90,611	0	
	Direct Consultants	0	0	0	0	0	0	52,015	52,015	0	
Total Stage 6C		0	0	0	0	0	0	627,012	627,012	0	
Stage 7	Siteworks / Earthworks	0	0	0	0	0	0	2,257,683	2,257,684	1	
	Authorities Fees	0	0	0	0	0	0	425,907	425,907	0	
	Direct Consultants	0	0	0	0	0	0	290,878	290,878	0	
Total Stage 7		0	0	0	0	0	0	2,974,468	2,974,469	1	
Stage 8	Siteworks / Earthworks	0	0	0	0	0	0	2,494,187	2,494,187	0	
	Authorities Fees	0	0	0	0	0	0	314,992	314,992	0	
	Direct Consultants	0	0	0	0	0	0	251,105	251,105	0	
Total Stage 8		0	0	0	0	0	0	3,060,284	3,060,284	0	
Stage 9	Siteworks / Earthworks	0	0	0	0	0	0	2,418,198	2,418,198	0	
	Authorities Fees	0	0	0	0	0	0	406,804	406,804	0	
	Direct Consultants	0	0	0	0	0	0	236,848	236,848	0	
Total Stage 9		0	0	0	0	0	0	3,061,850	3,061,850	0	
Stage 10	Siteworks / Earthworks	0	0	0	0	0	0	1,229,760	1,229,760	0	
	Authorities Fees	0	0	0	0	0	0	160,060	160,060	0	
	Direct Consultants	0	0	0	0	0	0	141,355	141,355	0	
Total Stage 10		0	0	0	0	0	0	1,531,175	1,531,175	0	
Stage 11	Siteworks / Earthworks	0	0	0	0	0	0	2,778,422	2,778,422	(0)	
	Authorities Fees	0	0	0	0	0	0	463,449	463,449	0	
	Direct Consultants	0	0	0	0	0	0	336,976	336,976	0	
Total Stage 11		0	0	0	0	0	0	3,578,848	3,578,848	(0)	
Stage 12	Siteworks / Earthworks	0	0	0	0	0	0	2,077,002	2,077,002	0	
	Authorities Fees	0	0	0	0	0	0	258,204	258,204	0	
	Direct Consultants	0	0	0	0	0	0	247,233	247,233	0	
Total Stage 12		0	0	0	0	0	0	2,582,440	2,582,440	0	
Stage 13A	Siteworks / Earthworks	0	0	0	0	0	0	1,932,316	1,932,316	0	
	Authorities Fees	0	0	0	0	0	0	264,752	264,752	0	
	Direct Consultants	0	0	0	0	0	0	172,787	172,787	(0)	
Total Stage 13A		0	0	0	0	0	0	2,369,855	2,369,855	(0)	
Stage 13B	Siteworks / Earthworks	0	0	0	0	0	0	2,115,792	2,115,792	0	
	Authorities Fees	0	0	0	0	0	0	195,434	195,434	0	
	Direct Consultants	0	0	0	0	0	0	241,636	241,637	0	
Total Stage 13B		0	0	0	0	0	0	2,552,862	2,552,863	0	
Stage 14A	Siteworks / Earthworks	0	0	0	0	0	0	2,221,820	2,221,820	0	
	Authorities Fees	0	0	0	0	0	0	467,540	467,540	0	
	Direct Consultants	0	0	0	0	0	0	301,549	301,549	0	
Total Stage 14A		0	0	0	0	0	0	2,990,908	2,990,909	0	
Stage 14B	Siteworks / Earthworks	0	0	0	0	0	0	482,855	500,850	17,995	
	Authorities Fees	0	0	0	0	0	0	110,991	110,991	0	
	Direct Consultants	0	0	0	0	0	0	17,639	17,639	0	
Total Stage 14B		0	0	0	0	0	0	611,485	629,480	17,995	
Stage 15	Siteworks / Earthworks	0	0	0	0	0	0	1,999,681	1,999,681	0	
	Authorities Fees	0	0	0	0	0	0	357,841	357,841	0	
	Direct Consultants	0	0	0	0	0	0	263,241	263,241	0	
Total Stage 15		0	0	0	0	0	0	2,620,763	2,620,763	0	
Stage 16A	Siteworks / Earthworks	0	0	0	0	0	0	1,352,625	2,652,323	1,299,698	
	Authorities Fees	0	0	0	0	0	0	131,304	362,023	230,719	
	Direct Consultants	0	0	0	0	0	0	95,136	144,400	49,264	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			Bud Comparison: Jun 21 Approved
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance
Total Stage 16A		0	0	0	0	0	0	1,579,066	3,158,746	1,579,681	
Stage 16B	Direct Consultants	0	0	0	0	0	0	26,000	26,000	0	
Total Stage 16B		0	0	0	0	0	0	26,000	26,000	0	
Stage 17A	Siteworks / Earthworks	0	0	0	0	0	0	732,033	732,033	0	
	Authorities Fees	0	0	0	0	0	0	161,279	161,279	0	
	Direct Consultants	0	0	0	0	0	0	110,250	110,250	0	
Total Stage 17A		0	0	0	0	0	0	1,003,563	1,003,563	0	
Stage 17B	Siteworks / Earthworks	0	0	0	0	0	0	1,273,015	1,273,015	0	
	Authorities Fees	3,547	0	(3,547)	3,547	0	(3,547)	197,958	194,411	(3,547)	
	Direct Consultants	0	0	0	0	0	0	180,869	180,869	0	
Total Stage 17B		3,547	0	(3,547)	3,547	0	(3,547)	1,651,842	1,648,295	(3,547)	
Stage 18A	Siteworks / Earthworks	0	0	0	0	0	0	871,358	871,358	0	
	Authorities Fees	0	0	0	0	0	0	216,537	216,537	0	
	Direct Consultants	0	0	0	0	0	0	125,664	125,664	0	
Total Stage 18A		0	0	0	0	0	0	1,213,559	1,213,559	0	
Stage 18B	Siteworks / Earthworks	0	0	0	0	0	0	1,486,381	1,968,290	481,909	
	Authorities Fees	0	0	0	0	0	0	267,438	270,948	3,510	
	Direct Consultants	0	0	0	0	0	0	191,390	191,390	0	
Total Stage 18B		0	0	0	0	0	0	1,945,209	2,430,628	485,419	
Stage 18C	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
	Authorities Fees	0	0	0	0	0	0	5,539	0	(5,539)	
	Direct Consultants	9,374	13,020	3,646	20,714	38,833	18,119	26,084	81,466	55,382	
Total Stage 18C		9,374	13,020	3,646	20,714	38,833	18,119	31,623	81,466	49,843	
Stage 25	Siteworks / Earthworks	0	0	0	0	0	0	5,523,981	5,523,981	0	
	Authorities Fees	0	0	0	0	0	0	212,929	212,929	0	
	Direct Consultants	0	0	0	0	0	0	280,279	276,971	(3,307)	
Total Stage 25		0	0	0	0	0	0	6,017,188	6,013,881	(3,307)	
Stage 26	Siteworks / Earthworks	0	0	0	0	0	0	1,273,228	1,199,122	(74,106)	
	Authorities Fees	0	0	0	0	0	0	239,777	465,655	225,878	
	Direct Consultants	0	0	0	0	0	0	144,968	162,500	17,532	
Total Stage 26		0	0	0	0	0	0	1,657,973	1,827,277	169,304	
Stage 27A	Siteworks / Earthworks	350	0	(350)	17,029	0	(17,029)	719,840	1,758,744	1,038,904	
	Authorities Fees	0	0	0	931	0	(931)	132,310	214,474	82,164	
	Direct Consultants	2,000	0	(2,000)	2,000	0	(2,000)	80,248	104,750	24,502	
Total Stage 27A		2,350	0	(2,350)	19,960	0	(19,960)	932,399	2,077,968	1,145,569	
Stage 27B	Siteworks / Earthworks	0	336,001	336,001	5,450	336,001	330,551	5,450	336,001	330,551	
	Authorities Fees	0	0	0	336	0	(336)	1,410	0	(1,410)	
	Direct Consultants	6,109	13,509	7,400	22,399	40,291	17,893	46,155	88,666	42,511	
Total Stage 27B		6,109	349,510	343,401	28,185	376,292	348,108	53,015	424,667	371,653	
Stage 28	Siteworks / Earthworks	7,570	0	(7,570)	404,131	0	(404,131)	2,196,566	2,354,238	157,672	
	Authorities Fees	0	0	0	0	0	0	269,413	286,100	16,687	
	Direct Consultants	10,768	0	(10,768)	23,107	10,461	(12,645)	148,382	152,961	4,579	
Total Stage 28		18,338	0	(18,338)	427,238	10,461	(416,776)	2,614,361	2,793,299	178,937	
Stage 29	Siteworks / Earthworks	0	0	0	0	0	0	3,221	0	(3,221)	
	Authorities Fees	0	0	0	0	0	0	7,650	127,883	120,233	
	Direct Consultants	6,120	18,498	12,378	7,650	55,172	47,522	10,871	127,883	117,012	
Total Stage 29		6,120	18,498	12,378	7,650	55,172	47,522	2,928	0	(2,928)	
Stage 30	Authorities Fees	0	0	0	0	0	0	2,928	0	(2,928)	
Total Stage 30		0	0	0	0	0	0	4,197	0	(4,197)	
Stage 31	Authorities Fees	0	0	0	0	0	0	4,197	0	(4,197)	
Stage 36	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
	Authorities Fees	0	0	0	0	0	0	0	0	0	
	Direct Consultants	43,038	47,963	4,925	57,213	143,056	85,844	57,213	284,456	227,244	
Total Stage 36		43,038	47,963	4,925	57,213	143,056	85,844	57,213	284,456	227,244	
Stage 37	Direct Consultants	0	0	0	0	0	0	0	0	0	
Total Stage 37		0	0	0	0	0	0	0	0	0	
Various Stages	Clearance Bonds	0	350,000	350,000	0	0	0	896,155	1,192,625	296,470	
TOTAL LOT PRODUCTION		88,875	1,375,279	1,286,405	564,506	1,759,405	1,194,900	82,520,945	88,296,688	5,775,743	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			Bud Comparison: Jun 21 Approved
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance
<b>LANDSCAPING</b>											
Completed Landscaping		0	0	0	0	0	0	7,149,264	7,149,264	0	
Stage 7 Landscaping	Landscape Construction	0	0	0	0	0	0	169,816	169,816	0	Within total FY22 Landscaping budget
Stage 7 Landscaping	Landscape Consulting	0	0	0	0	0	0	7,193	7,193	0	
Stage 8 Landscaping	Landscape Construction	0	0	0	0	0	0	412,952	412,952	0	
Stage 8 Landscaping	Landscape Consulting	0	0	0	0	0	0	30,857	30,857	0	
Stage 9 Landscaping Aviator Blvd Greenlink	Landscape Construction	0	0	0	0	0	0	104,134	104,134	0	
Stage 9 Landscaping Aviator Blvd Greenlink	Landscape Consulting	0	0	0	0	0	0	11,489	11,489	0	
Stage 10 POS (10.1)	Landscape Construction	0	0	0	0	0	0	198,747	198,747	0	
Stage 10 POS (10.1)	Landscape Consulting	0	0	0	0	0	0	14,417	14,417	0	
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	0	0	0	1,332,634	1,328,968	(3,666)	
Stage 11 Landscape Consultancy	Landscape Consulting	0	0	0	0	0	0	162,929	162,929	0	
Stage 12 Landscaping	Landscape Construction	0	0	0	0	0	0	236,650	236,650	0	
Stage 12 Landscaping	Landscape Consulting	0	0	0	0	0	0	27,377	27,377	0	
Stage 13 Landscaping	Landscape Construction	0	0	0	0	0	0	789,993	789,993	0	
Stage 13 Landscaping	Landscape Consulting	0	0	0	0	0	0	61,433	61,433	0	
Stage 14A Landscaping	Landscape Construction	0	0	0	0	0	0	553,652	553,652	0	
Stage 14A Landscaping	Landscape Consulting	0	0	0	0	0	0	12,013	8,430	(3,583)	
Stage 14B Landscaping	Landscape Construction	0	0	0	0	0	0	216,700	216,700	0	
Stage 14B Landscaping	Landscape Consulting	0	0	0	0	0	0	15,457	15,457	0	
Stage 15 Landscaping	Landscape Construction	0	0	0	0	0	0	115,933	115,933	0	
Stage 15 Landscaping	Landscape Consulting	0	0	0	0	0	0	18,838	18,838	0	
Stage 16A Landscaping	Landscape Construction	0	0	0	0	0	0	47,600	0	(47,600)	
Stage 16A Landscaping	Landscape Consulting	0	0	0	0	0	0	11,303	11,303	0	
Stage 17 Landscaping	Landscape Construction	0	0	0	0	0	0	213,992	213,992	0	
Stage 17 Landscaping	Landscape Consulting	0	0	0	0	0	0	2,720	2,720	0	
Stage 18 Landscaping	Landscape Construction	0	0	0	0	0	0	267,780	267,780	0	
Stage 18 Landscaping	Landscape Consulting	0	0	0	0	0	0	46,251	46,251	0	
Stage 8 Landscaping Verge Landscaping Lot 475	Landscape Construction	0	0	0	0	0	0	1,001	1,001	0	
Stage 8 Landscaping Street Trees / Streetscapes	Landscape Construction	0	0	0	0	0	0	63,552	63,552	0	
Stage 8 Landscaping Street Trees / Streetscapes	Landscape Consulting	0	0	0	0	0	0	2,587	2,587	0	
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	228,092	228,092	0	
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	28,012	28,012	0	
Stage 9 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	40,000	40,000	0	
Stage 9 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	3,120	3,120	0	
Stage 10 Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	116,647	116,647	0	
Stage 10 Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	7,918	7,918	0	
Seed Collection	Landscape Construction	0	0	0	0	0	0	22,797	0	(22,797)	
Stage 8 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	19,598	19,598	0	
Stage 8 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	0	0	1,346	1,346	0	
Stage 9 Medium Density Lot Verges	Landscape Construction	0	0	0	0	0	0	95,700	95,700	0	
Stage 9 Medium Density Lot Verges	Landscape Consulting	0	0	0	0	0	0	5,500	5,500	0	
School Oval	Landscape Construction	0	0	0	0	0	0	44,219	44,219	0	
Marmion Ave Eastern Verge Upgrade	Landscape Construction	0	0	0	0	0	0	269,451	269,451	0	
Marmion Ave Eastern Verge Upgrade	Landscape Consulting	0	0	0	0	0	0	19,688	19,688	0	
Western Cell Long Beach Prom Entry Statement	Landscape Consulting	0	0	0	0	0	0	19,164	19,164	0	
Western Cell Long Beach Prom Greenlink	Landscape Consulting	0	0	0	0	0	0	11,880	11,880	0	
Western Cell Marmion Ave Verge	Landscape Consulting	0	0	0	0	0	0	19,196	19,196	0	
Western Cell POS	Landscape Consulting	0	0	0	0	0	0	83,145	83,145	0	
Western Cell POS2	Landscape Consulting	0	0	0	0	0	0	64,091	64,091	0	
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Construction	0	0	0	0	0	0	118,324	118,324	0	
West Cell Bore, Pump, Electrics & Iron Filtration	Landscape Consulting	0	0	0	0	0	0	9,466	9,466	0	
Western Cell Long Beach Prom Medians	Landscape Consulting	0	0	0	0	0	0	19,357	19,357	0	
Catalina Beach Foreshore Node / Beach Connect	Landscape Construction	0	0	0	0	0	0	889	0	(889)	
Catalina Beach Portofino Medians	Landscape Construction	0	0	0	0	0	0	506	0	(506)	
Catalina Beach Greenlink Stage 25	Landscape Construction	0	0	0	0	0	0	3,941,470	3,941,448	(22)	
Catalina Beach Greenlink Stage 25	Landscape Consulting	0	0	0	0	0	0	120,249	118,508	(1,741)	
Preliminary Landscaping Consultancy	Landscape Consulting	9,429	7,127	(2,302)	111,264	21,257	(90,007)	489,338	333,690	(155,648)	
Northern Biodiversity Conservation Area	Landscape Construction	0	0	0	0	0	0	354,111	354,111	0	
Northern Biodiversity Conservation Area	Landscape Consulting	0	0	0	0	0	0	19,093	19,093	0	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			Bud Comparison: Jun 21 Approved
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance
Neerabup Road Verge Treatment - West	Landscape Construction	0	0	0	0	0	0	795,713	795,713	0	
Neerabup Road Verge Treatment - West	Landscape Consulting	0	0	0	0	0	0	47,056	47,056	0	
Neerabup Road Verge Treatment - East	Landscape Construction	0	0	0	0	0	0	180,487	180,487	0	
Neerabup Road Verge Treatment - East	Landscape Consulting	0	0	0	0	0	0	23,134	23,134	0	
Neerabup Entry Statement	Landscape Construction	0	0	0	0	0	0	87,605	87,605	0	
Neerabup Entry Statement	Landscape Consulting	0	0	0	0	0	0	1,927	1,927	0	
Public Open Space 1	Landscape Construction	0	0	0	0	0	0	369,509	369,509	0	
Public Open Space 1	Landscape Consulting	0	0	0	0	0	0	46,158	46,158	0	
Public Open Space - Lot 8009	Landscape Construction	0	0	0	0	0	0	166,728	166,728	0	
Public Open Space - Lot 8009	Landscape Consulting	0	0	0	0	0	0	11,504	11,504	0	
Sales Centre Landscaping	Landscape Construction	0	0	0	0	0	0	1,700	1,700	0	
Environmental Landscaping	Landscape Construction	5,279	13,990	8,711	10,764	41,726	30,962	294,286	357,868	63,582	
Public Open Space - Lot 8007	Landscape Construction	0	0	0	0	0	0	1,083,262	1,083,262	0	
Public Open Space - Lot 8007	Landscape Consulting	0	0	0	0	0	0	76,262	76,262	0	
Irrigation System	Landscape Construction	0	0	0	0	0	0	76,010	76,010	0	
Irrigation System	Landscape Consulting	0	0	0	0	0	0	4,801	4,801	0	
Public Art	Landscape Construction	0	0	0	15,000	0	(15,000)	186,764	171,764	(15,000)	
Public Art	Landscape Consulting	0	0	0	0	0	0	13,105	13,105	0	
Streescapes Stg 2 Consultancy	Landscape Construction	0	0	0	0	0	0	164,882	164,882	0	
Streescapes Stg 2 Consultancy	Landscape Consulting	0	0	0	0	0	0	11,980	11,980	0	
Streescapes To Stage 3	Landscape Construction	0	0	0	0	0	0	40,537	40,537	0	
Aviator Blvd Greenlink (5.2)	Landscape Consulting	0	0	0	0	0	0	6,072	6,072	0	
Neerabup Road Verge Treatment Stg4	Landscape Construction	0	0	0	0	0	0	206,713	206,713	0	
Neerabup Road Verge Treatment Stg4	Landscape Consulting	0	0	0	0	0	0	12,759	12,759	0	
Neerabup Road Verge Treatment Stg5	Landscape Construction	0	0	0	0	0	0	157,346	157,346	0	
Neerabup Road Verge Treatment Stg5	Landscape Consulting	0	0	0	0	0	0	14,093	14,093	0	
Public Open Space Stage 6	Landscape Construction	0	0	0	0	0	0	145,252	145,252	0	
Public Open Space Stage 6	Landscape Consulting	0	0	0	0	0	0	6,768	6,768	0	
Sales Centre Landscaping Stg 2	Landscape Construction	0	0	0	0	0	0	6,798	6,798	(0)	
Sales Centre Landscaping Stg 2	Landscape Consulting	0	0	0	0	0	0	7,527	7,527	0	
Public Access Way 2.1	Landscape Construction	0	0	0	0	0	0	150,700	150,700	0	
Public Access Way 2.1	Landscape Consulting	0	0	0	0	0	0	11,232	11,232	0	
Aviator Blvd Entry Stmt	Landscape Construction	0	0	0	0	0	0	511,858	511,858	0	
Aviator Blvd Entry Stmt	Landscape Consulting	0	0	0	0	0	0	27,897	27,897	0	
Roundabout	Landscape Construction	0	0	0	0	0	0	7,162	7,162	0	
Roundabout	Landscape Consulting	0	0	0	0	0	0	1,035	1,035	0	
Fauna Relocation	Landscape Construction	0	0	0	0	0	0	37,080	0	(37,080)	
Western Cell Entry Statement & Greenlink	Landscape Construction	0	0	0	0	0	0	59,051	59,051	0	
Stage 11 Landscape Phase 2	Landscape Construction	0	0	0	17,278	0	(17,278)	760,968	743,691	(17,278)	
Catalina Grove Initial Scoping Works	Landscape Consulting	0	0	0	0	0	0	16,803	16,803	0	
Catalina Central Landscape Upgrade	Landscape Construction	0	0	0	0	0	0	821,012	821,012	0	
Catalina Central Landscape Upgrade	Landscape Consulting	0	0	0	0	0	0	63,128	63,128	0	
Stage 12/13 Greenlink New Bore	Landscape Construction	0	0	0	0	0	0	70,354	70,354	0	
Marmion Ave Shrub Planting	Landscape Construction	0	0	0	0	0	0	18,751	17,282	(1,469)	
Catalina Beach Display Village Verge Landscaping	Landscape Construction	0	0	0	0	0	0	53,415	53,415	0	
Bore 6	Landscape Construction	0	0	0	0	0	0	30,906	30,906	0	
Catalina Beach Stage 26 Landscaping	Landscape Construction	0	0	0	0	0	0	40,000	40,000	0	
Central Connolly Drive	Landscape Construction	0	0	0	0	0	0	0	0	0	
Central Green Link	Landscape Construction	0	0	0	0	0	0	0	0	0	
Central Streetscape - High Density	Landscape Construction	0	0	0	0	0	0	0	0	0	
Central Stage 18C Subdivision	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Portofino Verge - South	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Park 2	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Foreshore POS Area 1	Landscape Construction	0	0	0	0	0	0	0	0	0	
Beach Foreshore Access Area 1	Landscape Construction	0	55,180	55,180	0	164,582	164,582	0	164,582	164,582	
Beach Long Beach Promenade Verge		0	0	0	0	0	0	0	0	0	
Beach Bore, Pump & Filtration Unit		0	0	0	0	0	0	0	0	0	
Green Neerabup Road Phase 1		0	0	0	0	0	0	0	0	0	
Green Connolly Drive Phase 1		0	0	0	0	0	0	0	0	0	
Green POS 1 Phase 1		0	0	0	0	0	0	0	0	0	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			Bud Comparison: Jun 21 Approved	
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance	
Green Central Bore, Pump & Filtration Unit	Landscape Construction	0	0	0	0	0	0	0	0	0	↓	
Beach South Buffer	Landscape Construction	0	2,101	2,101	0	6,267	6,267	0	6,267	6,267		
<b>TOTAL LANDSCAPING</b>		<b>14,708</b>	<b>78,398</b>	<b>63,689</b>	<b>154,306</b>	<b>233,832</b>	<b>79,526</b>	<b>18,250,455</b>	<b>18,177,607</b>	<b>(72,848)</b>		Within budget
<b>INDIRECT CONSULTANTS</b>												
Planning - indirect	Planning	36,425	21,052	(15,373)	52,923	62,789	9,867	2,685,684	2,709,849	24,165	↓	
	Architect	0	676	676	0	2,016	2,016	15,100	25,555	10,455		
	Environmental	8,836	1,689	(7,147)	10,613	5,038	(5,574)	380,232	361,855	(18,377)		
	Geotechnical	0	516	516	0	1,539	1,539	12,300	20,260	7,960		
	Title - Survey & Legal fees	1,500	1,352	(148)	8,783	4,033	(4,750)	178,238	173,953	(4,285)		
	Engineering fees	3,609	4,323	715	7,193	12,895	5,702	299,879	302,597	2,718		
	Traffic planning	0	77	77	0	229	229	84,181	85,316	1,135		
	Landscaping consultancy	0	0	0	0	0	0	9,936	0	(9,936)		
	Miscellaneous Consultants	0	2,262	2,262	1,072	6,747	5,675	7,762	37,248	29,487		
	Planning - fire & safety	0	212	212	2,200	632	(1,568)	16,280	5,257	(11,023)		
	Planning - Hydrology	2,317	2,014	(303)	2,317	6,006	3,689	134,590	147,525	12,935		
	Planning - Sustainability	0	956	956	0	2,852	2,852	26,805	39,033	12,227		
	Acoustic & Noise Consult	0	121	121	0	361	361	8,265	361	(7,904)		
	Tree Mapping	0	170	170	0	505	505	4,406	4,121	(285)		
<b>TOTAL INDIRECT CONSULTANTS</b>		<b>52,687</b>	<b>35,420</b>	<b>(17,267)</b>	<b>85,099</b>	<b>105,643</b>	<b>20,543</b>	<b>3,863,658</b>	<b>3,912,930</b>	<b>49,272</b>		Within budget
<b>INFRASTRUCTURE</b>												
Completed Infrastructure		0	0	0	0	0	0	11,110,854	11,110,854	-0	↓	
Marmion relocation services		0	0	0	0	0	0	450,680	450,680	0		Within total FY22 Infrastructure budget
Marmion relocation services		0	0	0	0	0	0	48,750	48,750	0		
Neerabup Road Key Largo Intersection		0	0	0	0	0	0	974,127	974,127	0		
Neerabup Road Key Largo Intersection Eng		0	0	0	0	0	0	54,024	54,024	0		
Neerabup Rd Maroochydhore Way Intersection		0	0	0	0	0	0	1,498,274	1,480,279	(17,995)		
Neerabup Rd Maroochydhore Way Intersection		0	0	0	0	0	0	97,321	97,321	0		
Connolly Drive Aviator Blvd Intersection		0	304,721	304,721	249,336	908,871	659,534	351,855	1,011,390	659,534		
Connolly Drive Aviator Blvd Intersection		4,981	3,694	(1,287)	4,981	11,017	6,036	113,123	115,839	2,716		
Neerabup Road Green Link Underpass		0	0	0	0	0	0	2,296,934	2,296,934	0		
EPBC Offset - foraging		0	0	0	0	0	0	490,000	490,000	0		
Gravity Sewer		0	0	0	0	0	0	1,518,761	1,518,761	0		
Gravity Sewer Engineering		0	0	0	0	0	0	100,778	100,778	0		
Marmion Avenue Green Link Intersection		0	0	0	0	0	0	3,041,955	3,041,955	0		
Marmion Avenue Green Link Intersection Eng		0	0	0	0	0	0	151,585	151,585	0		
Asbestos and rubbish removal - Gen Allowance		0	0	0	0	0	0	25,801	47,412	21,611		
Foreshore Access Road		0	259,014	259,014	260,866	772,543	511,678	263,466	775,143	511,678		
Foreshore Access Road		5,011	10,490	5,479	7,684	31,289	23,605	46,771	68,873	22,102		
UXO - Search Western Cell Phase 2		0	0	0	0	0	0	14,500	14,500	0		
UXO - Search Western Cell Phase 2		0	0	0	0	0	0	1,625	1,625	0		
Portofino Extension		0	379,202	379,202	126,746	379,202	252,456	128,246	380,702	252,456		
Portofino Extension		473	18,514	18,042	2,678	18,514	15,837	44,970	60,806	15,837		
Housing Auth Dist Plan Scheme 2		0	0	0	0	0	0	162,919	162,919	0		
Catalina Beach North/South Dual Use Path		0	0	0	0	0	0	680,742	730,000	49,258		
Catalina Beach North/South Dual Use Path		0	0	0	0	0	0	0	35,000	35,000		
Longreach Prom Extension		0	0	0	0	0	0	0	0	0		
Longreach Prom Extension		9,680	0	(9,680)	29,513	0	(29,513)	29,513	0	(29,513)		
CAT Foreshore POS		0	10,903	10,903	0	10,903	10,903	0	10,903	10,903		
CAT Foreshore POS		0	709	709	0	709	709	0	709	709		
Catalina Green Aviator Extension Engineering		0	0	0	0	0	0	0	0	0		
Waste Water Pump Station (West)		0	0	0	0	0	0	1,804,215	1,804,215	(0)		
Rubbish removal - General Allowance		0	0	0	0	0	0	17,314	17,314	0		
<b>INFRASTRUCTURE</b>		<b>20,144</b>	<b>987,247</b>	<b>967,102</b>	<b>681,803</b>	<b>2,133,048</b>	<b>1,451,245</b>	<b>14,465,270</b>	<b>15,942,543</b>	<b>1,477,273</b>	Within budget	
<b>INFRASTRUCTURE REFUNDS</b>												
Neerabup Road Reimbursement		0	0	0	0	0	0	(432,548)	(432,548)	0	↓	
Waste Water Pump Station (West)		0	0	0	0	0	0	(1,397,613)	(1,397,613)	0		
<b>INFRASTRUCTURE REFUNDS</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(1,830,161)</b>	<b>(1,830,161)</b>	<b>0</b>		
<b>TOTAL INFRASTRUCTURE</b>		<b>20,144</b>	<b>987,247</b>	<b>967,102</b>	<b>681,803</b>	<b>2,133,048</b>	<b>1,451,245</b>	<b>12,635,109</b>	<b>14,112,382</b>	<b>1,477,273</b>	Within budget	



**Catalina Actual vs Budget Analysis**

Tamala Park Cashflow FY2022		Actual MTD Vs Budget Sep 2021			Year to date Vs Budget to Sep 2021			Project to date Vs Budget to Sep 2021			<i>Bud Comparison: Jun 21 Approved</i>
Job Description	Account Description	Actual 1 month to Sep 2021	Budget 1 month to Sep 2021	Variance	YTD to Sep 2021	YTD budget	Variance	PTD to Sep 2021	PTD budget	Variance	Comments regarding variance

Contingency Summary		
YTD Budget		246,293
Contingency Transferred (Actual & Budget)		<u>0</u>
Contingency not yet used		<u><u>246,293</u></u>
List of Contingency items transferred year to date		
<u>Period</u>	<u>Job Description</u>	<u>Amount</u>
		<u>0</u>
Budget Transfers		
List of Budget items transferred year to date		
<u>Period</u>	<u>Job Description</u>	<u>Amount</u>
		<u>0</u>
Note: Actual Contingency spend in prior years is reported against the job that the spend relates to.		

1.0 Management Accounts

1.1 KEY STATISTICS

1.1.1 RESIDENTIAL LOTS & DISTRIBUTIONS

	Lots Produced (titles)		Sales		Settlements		Distributions	
	Actual	Budget (Jun-21)	Actual	Budget (Jun-21)	Actual	Budget (Jun-21)	Actual	Budget (Jun-21)
Prior Years	1,041	1,041	1,061	1,067	1,032	1,033	78,000,000	78,000,000
Jul-2021	-	34	9	8	1	3	-	-
Aug-2021	-	-	13	8	3	5	-	-
Sep-2021	-	-	12	8	16	2	-	-
Sep Qtr	-	34	34	24	20	10	-	-
Oct-2021	-	-	-	10	-	5	-	-
Nov-2021	-	-	-	9	-	2	-	-
Dec-2021	-	-	-	10	-	7	-	-
Dec Qtr	-	-	-	29	-	14	-	-
Jan-2022	-	-	-	9	-	4	-	-
Feb-2022	-	62	-	10	-	6	-	-
Mar-2022	-	-	-	9	-	17	-	-
Mar Qtr	-	62	-	28	-	27	-	-
Apr-2022	-	79	-	10	-	8	-	-
May-2022	-	-	-	9	-	20	-	-
Jun-2022	-	-	-	10	-	19	-	10,000,000
Jun Qtr	-	79	-	29	-	47	-	10,000,000
PTD	1,041	1,075	1,095	1,091	1,052	1,043	78,000,000	78,000,000
Full 2021/22 Year	-	175	34	110	20	98	-	10,000,000
2022/23	-	81	-	110	-	108	-	6,000,000
2023/24	-	103	-	96	-	104	-	8,000,000

- There were 12 sales and 16 residential settlements for September.

1.2 Sales & Settlements

	MTH Act	MTH Bgt (Jun-21)	YTD Act	YTD Bgt (Jun-21)	PTD Act	PTD Bgt (Jun-21)
<b>Residential</b>						
- Sales #	12	8	34	24	1,095	1,091
- Sales \$	4,405,000	2,715,660	13,137,000	8,352,388	298,468,500	295,616,613
- Sales \$/lot	367,083	339,458	386,382	348,016	272,574	270,959
- Settlements #	16	2	20	10	1,052	1,043
- Settlements \$	5,953,000	676,136	7,209,500	3,384,371	281,872,500	278,435,832
- Settlements \$/lot	372,063	338,068	360,475	338,437	267,940	266,957
<b>Special Sites</b>						
- Sales #	-	-	-	-	4	4
- Sales \$	-	-	-	-	3,772,000	3,772,000
- Sales \$/lot	-	-	-	-	943,000	943,000
- Settlements #	-	-	-	-	4	4
- Settlements \$	-	-	-	-	3,772,000	3,772,000
- Settlements \$/lot	-	-	-	-	943,000	943,000
<b>Lots Under Contract</b>						
- Unsettled sales #	43			9	Titled	
- Unsettled sales \$	16,596,000			34	1,080 incl. Spec sites	
- Unsettled sales \$/lot	385,953					

**1.3 Cashflow - MTD Actuals to budget**

	<u>MTD Act</u>	<u>MTD Bgt</u> (Jun-21)	<u>Variance</u>
<b>Income</b>			
Settlement Revenue	5,953,000	676,135	5,276,865
Margin GST	(112,886)	(9,159)	(103,727)
Direct selling costs	(266,557)	(31,012)	(235,545)
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(39,893)	(142,819)	102,927
	<u>5,533,664</u>	<u>493,145</u>	<u>5,040,519</u>
<b>Development costs</b>			
WAPC Land Acq.	-	-	-
Lot production	88,875	1,025,279	936,405
Clearance Bonds	-	350,000	350,000
Landscaping	14,708	78,398	63,689
Consultants	52,687	35,420	(17,267)
Infrastructure	20,144	987,247	967,102
Sales office building	-	-	-
	<u>176,414</u>	<u>2,476,343</u>	<u>2,299,929</u>
<b>Overheads</b>			
Sales & marketing	5,544	33,333	27,789
Community Develop.	1,523	7,875	6,353
Administration	54,430	350,255	295,825
Finance/Contingency	-	126,012	126,012
	<u>61,496</u>	<u>517,475</u>	<u>455,979</u>
<b>Net Cashflow</b>	<b><u>5,295,754</u></b>	<b><u>(2,500,674)</u></b>	<b><u>7,796,427</u></b>

**1.4 Cashflow - YTD Actuals to budget**

	<u>YTD Act</u>	<u>YTD Bgt</u> (Jun-21)	<u>Variance</u>
<b>Income</b>			
Settlement Revenue	7,209,500	3,384,368	3,825,132
Margin GST	(127,398)	(45,670)	(81,727)
Direct selling costs	(323,115)	(155,220)	(167,894)
Interest Income	2,382	-	2,382
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(110,869)	(330,660)	219,791
	<u>6,650,500</u>	<u>2,852,818</u>	<u>3,797,683</u>
<b>Development costs</b>			
WAPC Land Acq.	-	-	-
Lot production	564,506	1,812,935	1,248,430
Clearance Bonds	-	(53,530)	(53,530)
Landscaping	154,306	233,832	79,526
Consultants	85,099	105,643	20,543
Infrastructure	681,803	2,133,048	1,451,245
Sales office building	-	-	-
	<u>1,485,714</u>	<u>4,231,928</u>	<u>2,746,214</u>
<b>Overheads</b>			
Sales & marketing	44,040	100,000	55,960
Community Develop.	9,983	23,624	13,640
Administration	292,996	509,464	216,468
Finance/Contingency	22,058	246,293	224,235
	<u>369,077</u>	<u>879,381</u>	<u>510,304</u>
<b>Net Cashflow</b>	<b><u>4,795,709</u></b>	<b><u>(2,258,491)</u></b>	<b><u>7,054,200</u></b>

**1.5 Bonds**

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	242,868	896,155	896,155
	<u>242,868</u>	<u>896,155</u>	<u>896,155</u>

Bonds relate to stages 25, 16A & 27A early clearances.

**CATALINA**  
**FINANCE REPORT**  
**SEPTEMBER 2021**

**2.0 PROFIT & LOSS**

	<u>MTH Act</u>	<u>MTH Bgt</u> (Jun-21)	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> (Jun-21)	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> (Jun-21)
- Revenue \$ (Stlmnts)	5,953,000	676,136	5,276,864	7,209,500	3,384,371	3,825,129	281,872,500	278,435,832
- Revenue \$/lot	372,063	338,068		360,475	338,437		267,940	266,957
- Selling & GST \$	568,993	67,334	(501,659)	690,263	336,333	(353,930)	25,097,060	25,400,393
- Selling & GST \$/lot	35,562	33,667		34,513	33,633		23,857	24,353
- Cost of sales \$	2,048,262	323,450	(1,724,812)	2,501,665	1,444,976	(1,056,689)	99,349,478	100,196,018
- Cost of sales \$/lot	128,016	161,725		125,083	144,498		94,439	96,065
- Gross profit \$	<b>3,335,745</b>	<b>285,352</b>	<b>3,050,393</b>	<b>4,017,572</b>	<b>1,603,062</b>	<b>2,414,510</b>	<b>157,425,962</b>	<b>152,839,421</b>
- Gross profit \$/lot	208,484	142,676		200,879	160,306		149,644	146,538
- Gross profit Mgn %	56.03%	42.20%		55.73%	47.37%		55.85%	54.89%
- Special Sites \$	-	-	-	-	-	-	2,091,959	2,091,959
- Other income \$	-	-	-	2,382	-	2,382	268,138	263,843
- Sales & Marketing \$	7,769	44,101	36,332	57,793	132,302	74,509	2,490,752	2,777,497
- Administration \$	77,745	117,906	40,161	180,558	311,863	131,305	5,327,754	5,489,035
- Finance/Other \$	-	-	-	-	-	-	198,181	198,181
- Contingency \$	-	126,012	126,012	22,058	246,293	224,235	22,058	363,169
- Net profit \$	<b>3,250,231</b>	<b>(2,667)</b>	<b>3,252,898</b>	<b>3,759,546</b>	<b>912,604</b>	<b>2,846,942</b>	<b>151,747,314</b>	<b>146,367,341</b>
- Net profit \$/lot	203,139	(1,334)		187,977	91,260		144,246	140,333

- Year to date Gross profit is \$2.41M favourable to budget due to 10 more settlements.
- Year to date Overheads are \$430k below budget due to:
  - Marketing \$75k favourable due - timing;
  - Admin \$131k favourable - timing (mainly R&M);
  - Unused Contingency \$224k.

**YEAR TO DATE VERSUS FULL YEAR BUDGET**

	<u>YTD Act</u>	<u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	7,209,500	29,575,140	(22,365,640)
- Revenue \$/lot	360,475	301,787	
- Selling & GST \$	690,263	3,170,867	2,480,605
- Selling & GST \$/lot	34,513	32,356	
- Cost of sales \$	2,501,665	15,715,690	13,214,025
- Cost of sales \$/lot	125,083	160,364	
- Gross profit \$	<b>4,017,572</b>	<b>10,688,583</b>	<b>(6,671,011)</b>
- Gross profit \$/lot	200,879	109,067	
- Gross profit Mgn %	55.73%	36.14%	
- Special Sites \$	-	3,059,650	(3,059,650)
- Other income \$	2,382	-	2,382
- Sales & Marketing \$	57,793	570,645	512,851
- Administration \$	180,558	1,215,869	1,035,311
- Finance \$	-	-	-
- Contingency \$	22,058	1,999,327	1,977,269
- Net profit \$	<b>3,759,546</b>	<b>9,962,392</b>	<b>(6,202,847)</b>
- Net profit \$/lot	187,977	101,657	

**2.1 GROSS PROFIT ANALYSIS**

Actual

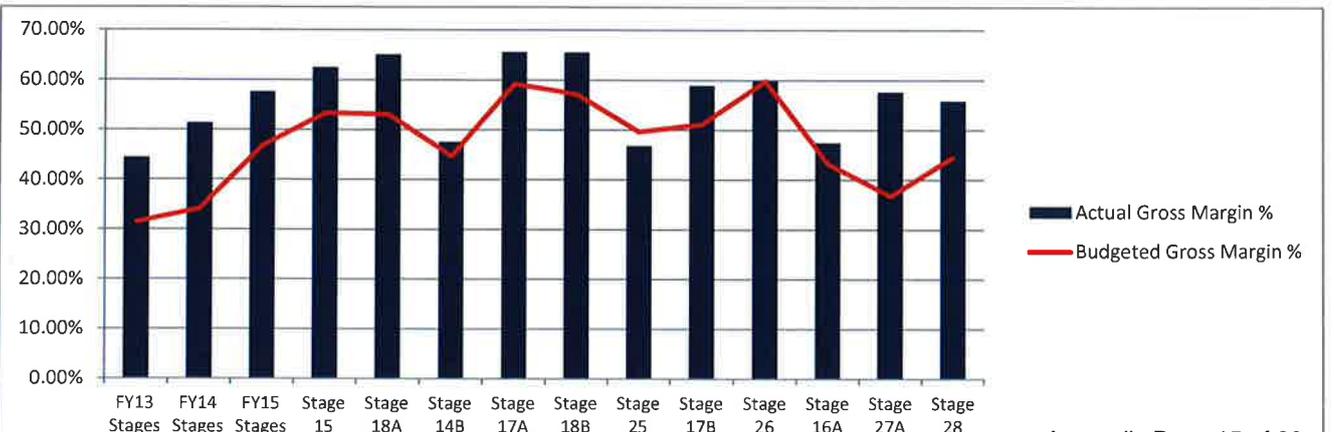
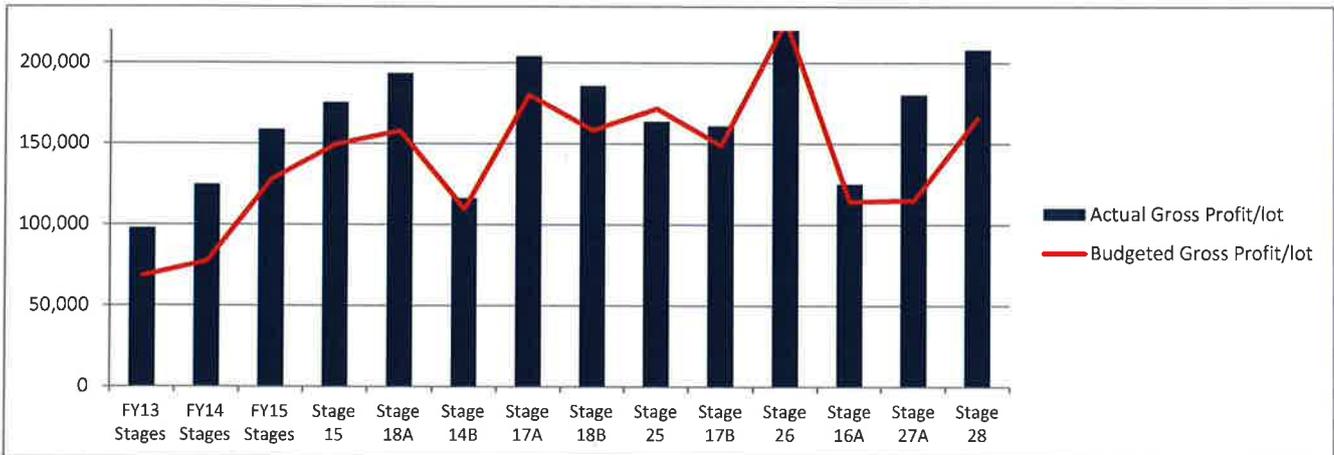
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)		Direct Costs/lot	Actual Gross	Actual Gross	Actual Gross
				GST			Profit	Profit/lot	Margin %
Incentives Writeback				-4,253,385			4,253,385		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,570,159		122,619	22,805,341	97,877	44.39%
FY14 Stages	2013 / 2014	50,325,000	243,116	24,477,309		118,248	25,847,691	124,868	51.36%
FY15 Stages	2014 / 2015	77,688,000	275,489	32,963,408		116,892	44,724,592	158,598	57.57%
Stage 15	15-Dec-15	15,444,000	280,800	5,791,567		105,301	9,652,433	175,499	62.50%
Stage 18A	27-May-16	8,626,000	297,448	3,015,429		103,980	5,610,571	193,468	65.04%
Stage 14B	28-Oct-16	2,444,000	244,400	1,281,011		128,101	1,162,989	116,299	47.59%
Stage 17A	20-Feb-17	7,774,000	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	19,958,000	350,140	10,624,395		186,393	9,333,605	163,747	46.77%
Stage 17B	22-May-18	9,827,500	272,986	4,037,425		112,151	5,790,075	160,835	58.92%
Stage 26	26-Sep-19	14,125,500	371,724	5,677,256		149,401	8,448,244	222,322	59.81%
Stage 16A	25-Jan-21	3,952,000	263,467	2,078,100		138,540	1,873,900	124,927	47.42%
Stage 27A	24-Feb-21	5,946,000	312,947	2,524,185		132,852	3,421,815	180,096	57.55%
Stage 28	1-Sep-21	5,595,000	373,000	2,474,425		164,962	3,120,575	208,038	55.77%
		<u>281,872,500</u>		<u>124,970,764</u>			<u>156,901,736</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	Budgeted	Budgeted
				GST			Gross Profit	Gross Profit/lot	Gross Margin %
FY13 Stages	May-12	51,358,953	217,623	35,200,675		149,155	16,158,278	68,467	31.46%
FY 14 Stages	Jun-13	46,931,935	226,724	30,917,421		149,360	16,014,514	77,365	34.12%
FY 15 Stages	Aug-14	76,167,089	273,000	40,469,170		145,051	35,697,919	127,950	46.87%
Stage 15	Aug-15	15,433,000	280,600	7,203,599		130,975	8,229,401	149,625	53.32%
Stage 18A	Jun-16	8,626,000	297,448	4,048,854		139,616	4,577,146	157,833	53.06%
Stage 14B	Jun-16	2,448,087	244,809	1,352,232		135,223	1,095,855	109,585	44.76%
Stage 17A	Jun-16	9,427,756	304,121	3,845,430		124,046	5,582,326	180,075	59.21%
Stage 18B	Jun-16	8,584,690	276,925	3,677,414		118,626	4,907,276	158,299	57.16%
Stage 25	Aug-17	19,696,448	345,552	9,915,141		173,950	9,781,307	171,602	49.66%
Stage 17B	Dec-17	10,496,494	291,569	5,131,807		142,550	5,364,687	149,019	51.11%
Stage 26	Jun-19	14,347,000	377,553	5,766,060		151,738	8,580,940	225,814	59.81%
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 28	Jul-21	12,669,500	372,632	7,027,024		206,677	5,642,476	165,955	44.54%
		<u>286,936,794</u>		<u>161,062,047</u>			<u>125,874,748</u>		

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



- Stage 27A Gross profit / lot is \$65k above budget due to savings on construction. Stage 27A was originally budgeted as a single stage 27, but when it was split into 2, the construction budget was split 50/50. We therefore expect extra costs for stage 27B.
- Stage 28 Gross profit / lot is \$42k above budget due to lot mix of settlements to date.

**Catalina**

**Finished Lots & Cost of Lots Sold calculations to 30 Sep 2021**

Title date:	Completed	Completed	7-Nov-12	7-Nov-12	28-Oct-16	20-Feb-17	13-Jun-17	8-Aug-17	8-Aug-17	8-Aug-17	22-May-18	26-Sep-19	25-Jan-21	24-Feb-21	1-Sep-21	TOTAL
	Spec Sites	Resi Stages	Stage 2	Central Cell Sales Office	Stage 14B	Stage 17A	Stage 18B	Stage 25	Stage 25 Sales Office	Stage 25 GHS Lot 2179	Stage 17B	Stage 26	Stage 18A	Stage 27A	Stage 28	
<b>Direct costs</b>																
Civil Construction			3,312,998	89,540	633,835	795,104	794,550	4,918,686	83,260	253,163	968,747	1,238,569	945,403	707,388	2,248,532	
Sewer headwks			209,432	5,660	51,015	116,369	136,672	261,837	4,514	4,514	174,117	183,682	101,201	113,955	196,552	
Local authority fees			161,433	4,363	1,911	6,839	10,835	35,653	615	615	12,684	12,947	28,623	17,424	14,962	
Local authority scheme costs			100,077	2,705	27,000	67,500	83,700	156,600	-	-	97,200	13,620	-	-	-	
Survey & legal fees			37,093	1,003	13,139	25,550	29,762	54,801	945	945	35,586	34,200	16,150	19,000	31,284	
Engineering fees			205,607	5,557	18,200	85,250	97,962	159,500	2,750	12,341	100,839	104,500	77,057	58,349	108,518	
Sales Office Build Cost				330,780												
Finished Goods Adjustments	31,206	1,282,787	1,044,810	28,238	11,250	25,549	39,478	220,060				82,824		13,932	25,350	
	420,826	43,233,645	2,981,830	411,370	733,850	1,071,063	1,114,003	5,367,017	92,084	271,578	1,389,173	1,670,342	1,168,434	930,048	2,625,198	
Earthworks Allocation	260,179	11,806,198	447,375	12,091	50,570	123,078	152,616	1,077,304	18,574	66,681	166,059	672,342	112,605	303,183	627,840	
<b>Indirect Costs</b>																
Land																
Infrastructure	84,898	6,012,456	265,106	7,165	70,224	235,295	282,496	620,746	7,879	31,674	351,671	521,532	176,806	245,746	381,466	
Landscape	118,628	8,518,643	333,226	9,006	154,123	495,646	594,017	1,308,860	16,613	66,785	871,324	1,270,179	409,039	568,530	725,814	
<b>TOTAL COST</b>	<b>884,530</b>	<b>69,570,942</b>	<b>4,027,536</b>	<b>439,633</b>	<b>1,008,767</b>	<b>1,925,082</b>	<b>2,143,132</b>	<b>8,373,927</b>	<b>135,150</b>	<b>436,718</b>	<b>2,778,227</b>	<b>4,134,395</b>	<b>1,866,884</b>	<b>2,047,507</b>	<b>4,360,318</b>	
Lots	3	769	37	1	10	25	31	58	1	1	36	38	17	20	34	
<b>COST PER LOT</b>	<b>294,843</b>	<b>90,469</b>	<b>108,852</b>	<b>439,633</b>	<b>100,877</b>	<b>77,003</b>	<b>69,133</b>	<b>144,378</b>	<b>135,150</b>	<b>436,718</b>	<b>77,173</b>	<b>108,800</b>	<b>109,817</b>	<b>102,375</b>	<b>128,245</b>	
Lots settled	3	769	37	1	10	25	31	57	-	-	36	38	15	19	15	1,056
<b>COST OF LOTS SETTLED</b>	<b>884,530</b>	<b>69,570,942</b>	<b>4,027,536</b>	<b>439,633</b>	<b>1,008,767</b>	<b>1,925,082</b>	<b>2,143,132</b>	<b>8,229,549</b>	<b>-</b>	<b>-</b>	<b>2,778,227</b>	<b>4,134,395</b>	<b>1,647,251</b>	<b>1,945,132</b>	<b>1,923,670</b>	<b>100,657,845</b>
Stage Area (m2)	10,900	261,394	6,849	320	2,926	10,128	11,236	11,236	255	1,795	13,154	15,904	6,632	6,615	6,615	
<b>Cost per m2</b>	<b>81</b>	<b>266</b>	<b>588</b>	<b>1,374</b>	<b>345</b>	<b>190</b>	<b>191</b>	<b>745</b>	<b>530</b>	<b>243</b>	<b>211</b>	<b>260</b>	<b>281</b>	<b>310</b>	<b>659</b>	
Avg lot size	3,633	340	185	320	293	405	362	194	255	1,795	365	419	390	331	195	
<b>Other cash expenditure</b>																
Direct Selling & Proj Mgt Costs																25,452,939
Marketing costs																2,490,752
Administration																5,327,754
Finance																198,181
Contingency																22,058
<b>TOTAL COSTS</b>																<b>134,149,528</b>

PERIODIC ANALYSIS	Month	YTD	PTD	PY Jun-21
Lots settled	16	20	1,056	1,036
Cost of lots settled	2,048,262 *	2,501,665	100,673,640	98,171,975
Direct selling costs	568,993	690,263	25,452,939	24,762,677
Marketing costs	7,769	57,793	2,490,752	2,432,958
Administration	77,745	180,558	5,327,754	5,147,196
Finance	-	-	198,181	198,181
Contingency	-	22,058	22,058	-
<b>TOTAL COSTS</b>	<b>2,702,769</b>	<b>3,452,336</b>	<b>134,165,323</b>	<b>130,712,987</b>

## Catalina COGS Calc

30-Sep-21

Job	Titled Date	Direct Cost	Indirect Cost	COGS Total	Lot #	Titled	Untitled	COGS/Lot	Settled Lots	PTD COGS	Finished Goods	FG/Lot
140-01-001	17-Oct-2012	4,004,839	637,443	4,642,282	35	35	-	132,637	35	4,642,282	-	-
140-01-002	7-Nov-2012	3,429,204	598,332	4,027,537	37	37	-	108,852	37	4,027,537	-	-
140-01-003	14-Jan-2013	3,002,658	554,241	3,556,899	43	43	-	82,719	43	3,556,899	-	-
140-01-004	20-Mar-2013	3,371,482	800,585	4,172,067	47	47	-	88,767	47	4,172,067	-	-
140-01-005	20-May-2013	4,894,899	968,068	5,862,967	63	63	-	93,063	63	5,862,967	-	-
140-01-06A	18-Jan-2013	483,435	179,725	663,160	8	8	-	82,895	8	663,160	-	-
140-01-06B	19-Jan-2015	1,100,352	510,130	1,610,482	24	24	-	67,103	24	1,610,482	-	-
140-01-06C	3-Apr-2014	671,286	211,296	882,581	10	10	-	88,258	10	882,581	-	-
140-01-007	31-Oct-2013	4,146,749	938,488	5,085,238	63	63	-	80,718	63	5,085,238	-	-
140-01-008	16-Jan-2014	4,389,068	881,805	5,270,874	53	53	-	99,450	53	5,270,874	-	-
140-01-009	8-May-2014	4,640,905	814,395	5,455,300	51	51	-	106,967	51	5,455,300	-	-
140-01-010	8-May-2014	2,460,031	595,126	3,055,157	30	30	-	101,839	30	3,055,157	-	-
140-01-011	1-Oct-2014	4,797,823	1,320,873	6,118,696	64	64	-	95,605	64	6,118,696	-	-
140-01-012	3-Dec-2014	3,225,081	1,064,585	4,289,666	49	49	-	87,544	49	4,289,666	-	-
140-01-13A	30-Mar-2015	2,965,498	717,571	3,683,069	37	37	-	99,542	37	3,683,069	-	-
140-01-13B	11-May-2015	2,739,324	986,155	3,725,479	45	45	-	82,788	45	3,725,479	-	-
140-01-014	4-Jun-2015	3,619,629	1,347,229	4,966,858	63	63	-	78,839	63	4,966,858	-	-
140-01-015	15-Dec-2015	3,073,171	1,243,145	4,316,316	55	55	-	78,478	55	4,316,316	-	-
140-01-18A	27-May-2016	1,453,614	760,239	2,213,853	29	29	-	76,340	29	2,213,853	-	-
140-01-14B	28-Oct-2016	784,420	224,347	1,008,767	10	10	-	100,877	10	1,008,767	-	-
140-01-017	20-Feb-2017	1,194,140	730,941	1,925,081	25	25	-	77,003	25	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	-	-
140-02-025	8-Aug-2017	6,444,321	1,929,606	8,373,927	58	58	-	144,378	57	8,229,549	144,378	144,378
140-01-17B	22-May-2018	1,555,232	1,222,995	2,778,227	36	36	-	77,173	36	2,778,227	-	-
140-02-026	26-Sep-2019	2,342,687	1,791,711	4,134,398	38	38	-	108,800	38	4,134,398	-	-
140-01-16A	25-Jan-2021	1,281,039	585,845	1,866,884	17	17	-	109,817	15	1,647,251	219,633	109,817
140-02-27A	24-Feb-2021	1,235,582	814,276	2,049,858	20	20	-	102,493	19	1,947,365	102,493	102,493
140-02-028	1-Sep-2021	3,283,773	1,107,280	4,391,053	-	34	-	129,149	15	1,937,229	2,453,824	129,149
140-70-001	7-Nov-2012	423,461	16,171	439,633	1	1	-	439,633	1	439,633	-	-
140-70-004	12-Dec-2013	20,322	41,798	62,119	1	1	-	62,119	1	62,119	-	-
140-70-005	8-Aug-2017	110,657	24,492	135,149	1	1	-	135,149	-	-	135,149	135,149
140-70-007	17-Oct-2012	222,150	87,611	309,761	1	1	-	309,761	1	309,761	-	-
140-70-008	1-Oct-2014	438,532	74,117	512,649	1	1	-	512,649	1	512,649	-	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	436,718	436,718
<b>79,410,242</b>		<b>24,755,593</b>	<b>104,165,836</b>	<b>1,047</b>	<b>1,081</b>	<b>-</b>		<b>1,056</b>	<b>100,673,640</b>	<b>3,492,196</b>		

# Appendix 8.3

**LEGEND**

-  CATALINA ESTATE BOUNDARY
-  TITLED LOTS
-  LOTS TO BE TITLED
-  CIVIL CONSTRUCTION COMMENCED BUT NOT TITLED
-  CONSERVATION AREA - CONFIRMED
-  CONSERVATION AREA - SUBJECT TO FUTURE PLANNING
-  SUBJECT TO FUTURE PLANNING



# CATALINA FYE 2022 OPERATIONS

Catalina Estate. TAMALA PARK

A Tamala Park Regional Council Project

**NORTH**

Scale: 1:7500 @ A3

0 75 150 225m

PLAN: TAMCA-1-033 REVISION: A  
 DATE: 09/06/2021 DRAWN: JP  
 PROJECTION: PCG 94 PLANNER: TV  
 DATUM: AHD CHECK: JH

**cdp**

Town Planning & Urban Design

Unit 2, 464 Murray Street  
 Perth WA 6000  
 (08) 6333 1888  
 info@cdpau.com.au  
 www.cdpau.com.au

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