

Meeting of Management Committee

Thursday 15 September 2022

AGENDA

Notice of Meeting

Councillors of the Tamala Park Regional Council Management Committee are advised that a meeting will be held electronically on Thursday 15 September 2022 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

OWNER COUNCIL	MEMBER
Town of Cambridge	Cr Jane Cutler
City of Joondalup	Cr John Chester Cr Nige Jones
City of Stirling	Cr Suzanne Migdale (CHAIR) Cr Tony Krsticevic Cr Karlo Perkov Cr Bianca Sandri

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

PRELIMINARIES

1. OFFICIAL OPENING

DISCLOSURE OF INTERESTS

2. PUBLIC STATEMENT/QUESTION TIME

3. APOLOGIES AND LEAVE OF ABSENCE

4. PETITIONS

5. CONFIRMATION OF MINUTES

That the Management Committee CONFIRMS and the Chair signs the minutes from the Management Committee meeting held 28 July 2022 as a true and accurate record of proceedings.

5A BUSINESS ARISING FROM MINUTES

6. ANNOUNCEMENTS BY CHAIR (WITHOUT DISCUSSION)

7. ADMINISTRATION REPORTS AS PRESENTED (ITEMS 7.1 – 7.3)

7.1 BUSINESS REPORT – PERIOD ENDING 8 SEPTEMBER 2022

Responsible Officer:	Manager Project Coordination
Attachments:	1. Landscaping Works Table 2. Facebook Pilot 3 Month Review
Voting Requirements:	Simple Majority

RECOMMENDATION

That the Management Committee RECEIVES the Business Report to 8 September 2022.

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

Risk Ref: 2	Risk Rating:
Strategic - Stable and effective governance environment.	Moderate
Action:	
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

Stage 29 – Catalina Beach

Civil works for Stage 29 (43 lots) are in progress. Practical completion is expected to occur mid-December 2022.

Stage 31- Catalina Beach

Civil design drawings for Stage 31 (64 lots) have been completed and submitted to the City of Wanneroo for approval. Approval is anticipated in mid-October 2022.

Stage 18C – Catalina Central

Construction of Stage 18C (28 lots) is well-progressed, however wet weather in August and problems with retaining wall block availability have delayed the anticipated practical completion date by approximately two weeks to mid-October 2022. A performance bond has been paid to the City of Wanneroo to secure its subdivision clearance in order to obtain the early release of titles.

Stage 36 - Catalina Green

Construction of Stage 36 (78 residential lots and a commercial lot) is well-progressed, however wet weather in August has impacted roadworks delaying the anticipated completion date by approximately one week to mid-October 2022. A performance bond has been paid to the City of Wanneroo to secure its subdivision clearance in order to obtain the early release of titles.



Stage 36 Civil Works and Connolly Drive Landscaping – works in progress

Stage 37 - Catalina Green

Construction of Stage 37 (48 lots) has been awarded to RJ Vincent. Works are scheduled to commence late September 2022 and be completed mid-March 2023.

Stage 38 - Catalina Green

Civil design drawings for Stage 38 (36 lots) are in progress and expected to be completed in early October 2022.

Longbeach Promenade – Catalina Beach

Earthworks for the Longbeach Promenade extension are largely complete, however the Project civil contractor has not had capacity to commence the civil works, as priority has been and continues to be given to the completion of subdivision stages. The TPRC and Project team are working to identify when the construction of Longbeach Promenade can be programmed to re-commence.

2. Landscaping Works - Status

The status of various landscape construction works in progress in Catalina is summarised in the table contained in Appendix 7.1.

Current highlights are detailed below.

CATALINA BEACH

Foreshore Access Road and Carpark

A second stage of revegetation work alongside the Foreshore Access Road and Carpark has recently been completed and acceptance of practical completion has been confirmed by the City of Wanneroo.

Portofino Promenade Extension

Landscaping works for the Portofino Promenade extension have commenced and are expected to be completed in November 2022.



Portofino Promenade Landscaping – work in progress

Catalina Beach Park – Phase 2

Earthworks for the park extension are currently being completed as part of the Stage 29 civil works. Landscaping works will be able to commence shortly after the earthworks and

drainage installations are completed and will be undertaken in parallel with the civil works on the rest of Stage 29. Landscape works completion is anticipated in December 2022.

Foreshore Park

Landscape design drawings for a new park at the end of the Portofino Promenade extension and adjacent to the coastal conservation reserve are well progressed and expected to be lodged with the City of Wanneroo for assessment in September 2022. Landscaping works are anticipated to commence in January 2023.

CATALINA CENTRAL

Connolly Drive/Aviator Boulevard Roundabout and Entry Statement

Landscape works for Connolly Drive, including the Connolly/Aviator Roundabout and entry statement are in progress and expected to be completed in October 2022.



Connolly Drive/Aviator Boulevard Entry Statement construction work in progress – Catalina Central

Aviator Boulevard Greenlink

Landscape works for the Aviator Boulevard Greenlink extension from Roulettes Parade to Connolly Drive in Catalina Central are nearing completion with a practical completion inspection to be held imminently with the City of Wanneroo.

CATALINA GREEN

Phase 1 Park, Streetscapes and Entry Statements

Landscape design for the streetscape works and entry statements on Connolly Drive and Neerabup Road and first stage of parkland adjacent to Neerabup Road in Catalina Green is complete. Design drawings have been submitted to the City of Wanneroo and initial comments have been received. Landscape works are programmed to commence in November 2022 and anticipated to be completed in February 2023.



Greenlink landscape construction work in progress – Catalina Central

3. Housing Construction

The following table provides an overview of the current progress of housing construction to 8 September 2022. A substantial amount of building activity is presently in progress across Catalina Beach and Central.

Stage	Total Lots	Homes Completed	Homes Under Construction	Lots Vacant
Stages 1 – 15, 17A, 18A, 18B, Stage 25 A & DV.	908	905	1	2
Stage 16A	17	15	2	0
Stage 17B	36	33	3	0
Stage 25C	4	1	2	1
Stage 25 (Builders Release)	17	17	0	0
Stage 26	38	34	3	1
Stage 27A	20	8	9	3
Stage 27B	23	0	7	16
Stage 28	34	1	27	6
Stage 30	35	0	6	29
Total	1,132	1,014	60	58

4. Community Events

Planning is under way for a Halloween-themed community activity, which is intended to be a resident-led initiative in collaboration with Satterley, in addition to a residents' welcome function in late November/early December 2022.

The Catalina Facebook page is growing as an important communication channel between the Estate, residents and the wider community. A review report on the initial three-months introduction of the page is provided in Appendix 7.1 and found it surpassed all KPIs established prior to its launch in May 2022.

5. Commercial Centres

Connolly Drive, Catalina Green

The Stage 36 civil works in Catalina Green include the 2ha neighbourhood centre site located at the intersection of Connolly Drive and Aviator Boulevard.

A contract of sale for the neighbourhood centre site has been executed. Satterley, the TPRC and the purchaser are currently working together to finalise a Local Development Plan for the site, which is a requirement of the stage's subdivision approval. The lot construction and titling process is expected to be finalised in October 2022 as part of Stage 36 and settlement of the sale is anticipated in November 2022.

Rathmines Street, Catalina Central

A tender for the sale of Lot 341 Rathmines Street, located on the corner of Aviator Boulevard and Connolly Drive in Catalina Central closed on 5 August 2022. A report on the tender submissions is provided for the Council's consideration in Item 12.1.

6. UDIA Environmental Excellence Award Submission

TPRC and Satterley have entered Catalina Estate into the Urban Development Institute of Australia's WA 2022 Awards for Excellence in the Environmental Excellence category. Judging has taken place and the award winners will be announced on 17 September 2022. Catalina has been listed as one of three finalists in the Environmental Excellence category and is considered to be well-placed to receive recognition in this category given the significant number of initiatives that have been undertaken to protect and enhance the environmental values of the site and demonstrate best-practice sustainable land development.

7.2 PROJECT FINANCIAL REPORT – JULY 2022

Responsible Officer:	Chief Executive Officer
Attachments:	Letter from Satterley Property Group dated 26 August 2022 with Financial Report
Voting Requirements:	Simple Majority

RECOMMENDATION

That the Management Committee RECEIVES the Project Financial Report (July 2022) submitted by the Satterley Property Group.

PURPOSE

To consider the Project Financial Report for July 2022 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 May 2022.

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 2	Risk Rating:
Strategic - Stable and effective governance environment.	Moderate
Action:	
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 July 2022 for the Project. The report has been prepared on a cash basis and compares actual expenditure to approved budget expenditure for the period 1 July 2022 to 31 July 2022 and is attached at Appendix 7.2.

The Financial Report identifies the following main areas of variance:

1. Residential settlement revenue to date for FYE 2023 was \$3.46M which is \$2.69M favourable to the approved 'June 2022' budget due to 8 more settlements.
2. Overall year to date expenditure is \$1.4M under budget, mainly in the following areas:
 - Lot Production \$1.38M under budget;
 - Landscaping \$129K under budget;
 - P&L expenditure \$275K under budget;
 - Infrastructure \$152K under budget;
 - Clearance Bonds \$561K unfavourable to budget;
 - Indirect consultants \$17K under budget.
3. Year to date sales for FYE 2023 is \$2.3M unfavourable to budget due to 7 less sales than budget. The Catalina Green Commercial Site has gone under contract in July for \$7.15M.

The Satterley Financial Report provides detail on the variations.

The Management Committee should note the following in respect to the variations:

- Settlements – 6 lots have since settled in August 2022, which has brought the number of settlements achieved year to date being 9 more than in the FYE 2023 budget.
- Expenditure – a large proportion of the expenditure underspend reflects minor delays in civil and landscape construction programs and the timing of receipt of invoices for work completed. A significant amount of construction is currently in progress across Catalina (Stages 18C, 29 and 36 civil works and Greenlink and Connolly landscaping) and the delays that have been experienced have not had a significant detrimental impact on the Project.

Satterley representatives will be in attendance to present the report.

7.3 SALES AND SETTLEMENT REPORT – PERIOD ENDING 8 SEPTEMBER 2022

Responsible Officer: Manager Project Coordination

Attachments: Staging Plan

Voting Requirements: Simple Majority

RECOMMENDATION

That the Management Committee RECEIVES the Sales and Settlement Report to 8 September 2022.

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:	\$ 60,156,539
Received to Date:	\$ 6,081,035
Balance:	\$ 54,075,504

RISK MANAGEMENT IMPLICATIONS

Risk Ref: 2	Risk Rating:
Strategic - Stable and effective governance environment.	Moderate
Action:	
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 7.3 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 8 September 2022.

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

Stage	Release Date	Lots Released	Lot Sizes (m ²)	Sold	Stock	Settled
Completed Stages	-	1086	174 - 658	1086	0	1086
Stage 18C (1)	Sep-21	21	183 - 558	20	1	0
Stage 18C (2)	Nov-21	4	150 – 155	3	1	0
Stage 18C (3)	Mar-22	3	150-157	3	0	0
Stage 27A	Aug-20	12	225 - 450	12	0	11
Stage 29 (1)	May-22	14	315- 450	8	6	0
Stage 29 (2)	Sep-22	10	315- 470	0	10	0
Stage 30 (1)	Oct-21	18	176 - 639	18	0	16
Stage 30 (2)	Dec-21	8	375 - 450	8	0	7
Stage 30 (3)	Feb-22	9	315 - 518	9	0	8
Stage 36 (1)	Oct-21	21	313 - 591	21	0	0
Stage 36 (2)	Dec-21	14	300 - 450	12	2	0
Stage 36 (3)	Feb-22	7	188 - 484	5	2	0
Stage 36 (4)	Apr-22	5	313 - 410	5	0	0
Stage 36 (NC)	Dec-21	1	20,000	1	0	0
Stage 37 (1)	July-22	18	303-450	7	11	0
Total		1,251*	150 - 658	1,218*	33	1,128

* includes nine sales subject to advertising and acceptance

The Project currently has 90 lots under contract; 14 unconditional, 67 conditional and nine pending advertising and acceptance.

Sales for FYE 2023 to date are shown in Table 2.

Table 2: Summary of Net Sales for FYE 2023 against Budget – Catalina Estate

	Jul	Aug	Sep	YTD	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FYE 23
Budget	14	15	15	44	15	15	15	15	15	15	15	15	13	177
Actual	7	3	2	12										
Variance	-7	-12	-13	-32										

The number of sales achieved to date in FYE 2023 is less than budgeted. It should be noted that sales indicated in Table 2 are net sales; that is, new sales less any existing sales contracts that were cancelled in the month. Eight contracts have cancelled to date in FYE 2023; one in

July, four in August and three so far in September, offset by eight new gross sales over the same period. All contracts that have recently cancelled have been due to the purchaser being declined finance approval, typically because they have been assessed by lenders as being unable to meet increasing building and lending costs. While the recent cancellations represent a small escalation in the cancellation rate experienced by the Project over the past two years, Satterley advise that contract cancellations are currently being experienced broadly across the land sales market and that Catalina is faring better than most estates in its conversion of conditional sales to settlements.

Settlements

Settlements for FYE 2023 to date are shown in Table 3.

Table 3: Summary of Settlements for FYE 2023 against Budget – Catalina Estate

	Jul	Aug	YTD	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FYE 23
Budget	2	5	7	3	27	23	10	7	7	19	26	22	21	172
Actual	10	6	16											
Variance	+8	+1	+9											

Available Stock

33 lots are currently available for sale across Catalina. The available stock includes 10 lots released on 7 September 2022 in Stage 29 in Catalina Beach. Seven of the 18 lots released on 20 July 2022 in Stage 37 in Catalina Green have sold.

Table 4: Summary of Available Stock – Catalina Estate

Stage	Precinct	Stock	Title Status	Anticipated Title Date
Stage 18C	Central	2	Untitled	October 2022
Stage 29	Beach	16	Untitled	February 2023
Stage 36	Green	4	Untitled	October 2022
Stage 37	Green	11	Untitled	April 2023
Total		33		

Northern Corridor Estates Analysis

Table 5 provides a summary of sales at developments in the north-west corridor.

Table 5: Summary of Sales in Northern Corridor (August 2021 to July 2022)

ESTATE	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	April	May	June	July	12 Month Total Sales
NORTH-WEST METRO													
Alkimos Beach (Alkimos)	13	12	15	14	7	2	7	11	6	2	8	-4	93
Alkimos Vista (Alkimos)	5	5	8	16	10	3	12	20	2	-2	12	5	96
Allara (Eglinton)	8	7	4	11	5	2	5	13	13	6	7	-2	79
Amberton (Eglinton)	10	15	20	13	13	4	10	5	17	9	14	23	153

Beumaris (Iluka)	6	11	2	5	2	2	0	0	-1	0	1	0	28
Catalina (Clarkson-Mindarie)	13	12	10	23	12	10	10	17	16	1	6	7	137
East of the Beach (Eglinton)	10	9	14	6	3	7	13	11	1	2	-4	6	78
Eden Beach (Jindalee)	4	7	17	21	27	10	11	8	7	17	1	5	135
Elevale	5	5	7	10	3	3	8	5	1	9	6	2	64
Jindowie Estate	11	3	13	14	1	1	11	20	-3	5	28	15	119
Shorehaven (Alkimos)	14	12	4	9	3	4	2	7	10	12	3	4	84
Trinity (Alkimos)	20	15	24	11	13	2	5	10	10	11	8	8	137
TOTAL	119	113	138	153	99	50	94	127	79	72	90	69	1203
CATALINA SHARE (%)	10.9 %	10.6 %	7.2 %	15.0 %	12.1 %	20.0 %	10.6 %	13.4 %	20.3 %	1.4 %	6.7 %	10%	11 %

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.

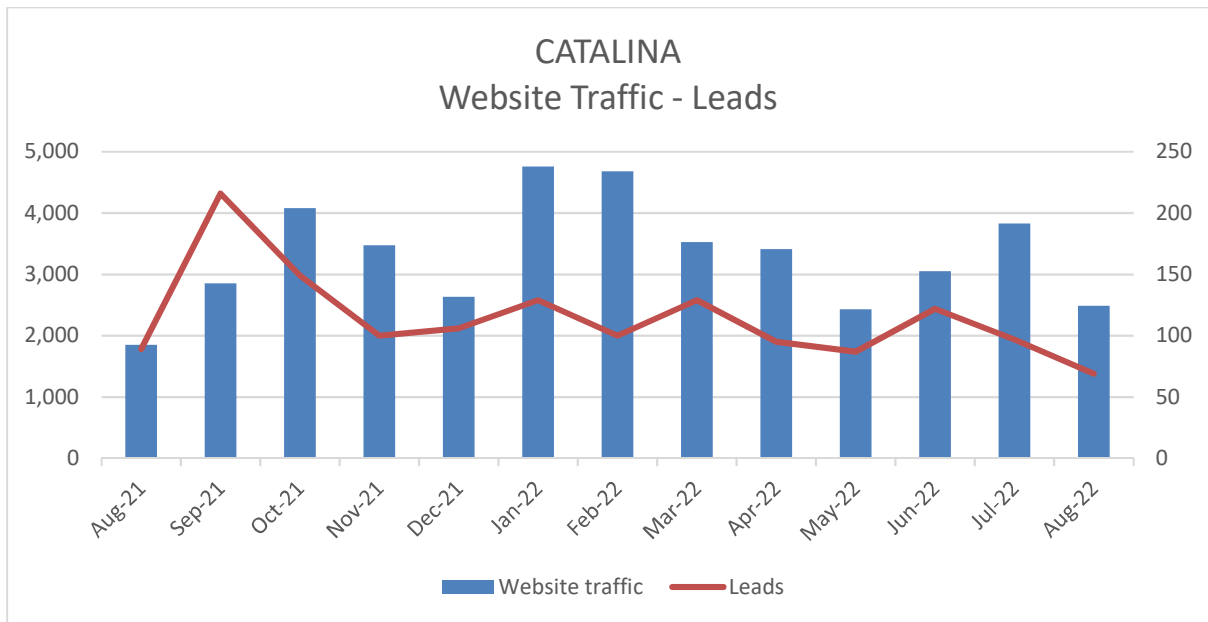
Table 6 provides a summary of available stock in the northern corridor.

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

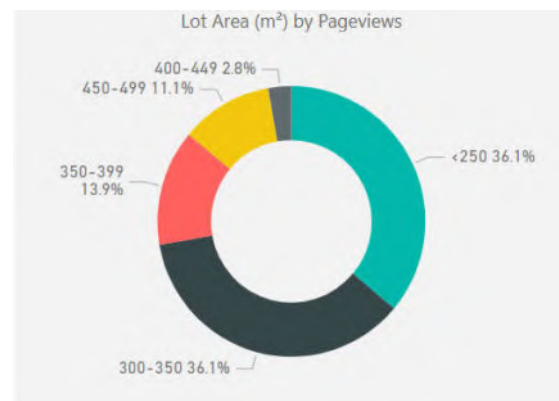
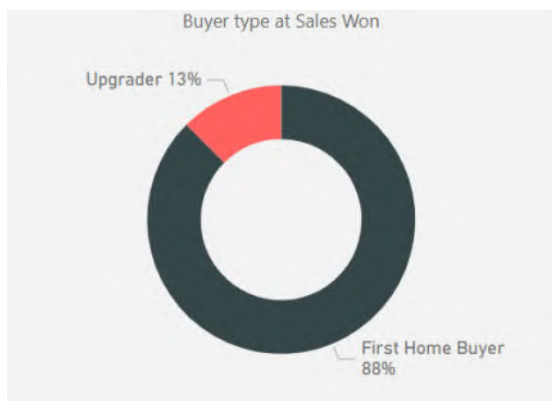
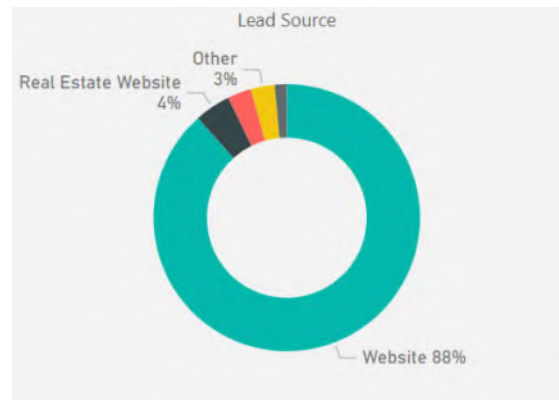
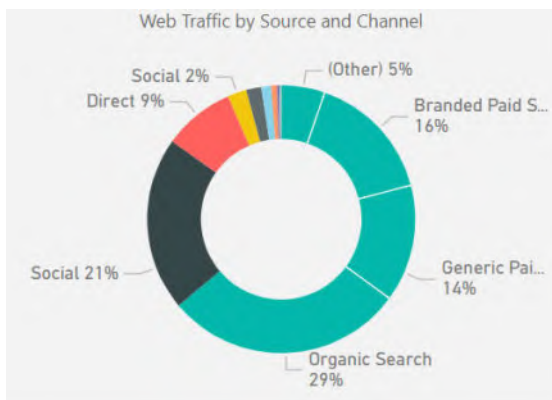
Estate	225sqm Price (\$)	300sqm Price (\$)	375sqm Price (\$)	450sqm Price (\$)	500sqm + Price (\$)	Total Dwellings	Stock
Allara	n/a	n/a	200,000-205,000	235,000	220,000-265,000	3,405	18
Alkimos Beach	n/a	n/a	265,000-275,000	295,000	312,000-330,000	2,413	11
Amberton	n/a	n/a	272,000-425,000	289,000-449,000	335,000-365,000	2,500	31
Burns Beach	n/a	n/a	n/a	n/a	n/a	1,580	17
Catalina Central	n/a	n/a	n/a	n/a	n/a	2,480	2
Catalina Beach	n/a	375,000 (315m2)	400,000-415,000	475,000-510,000	n/a		16
Catalina Green	n/a	231,000	277,000-282,000	315,500	n/a		15
Eden Beach	n/a	245,000-248,000	315,000	378,000-427,000	412,000	1,100	15
Myella	n/a	n/a	n/a	n/a	n/a	197	13
Shorehaven	175,000-225,000	n/a	n/a	308,000	n/a	2,800	20
Trinity	n/a	222,000	263,000	238,000-292,000	286,000	2,500	13

Marketing

Catalina's website traffic and leads both reduced in August from the previous two months, consistent with a slow-down in enquiry across other Satterley estates. Contract cancellations and reduced foot traffic in sales offices continue to be prevalent across the industry, mostly due to building cost increases and reduced serviceability.

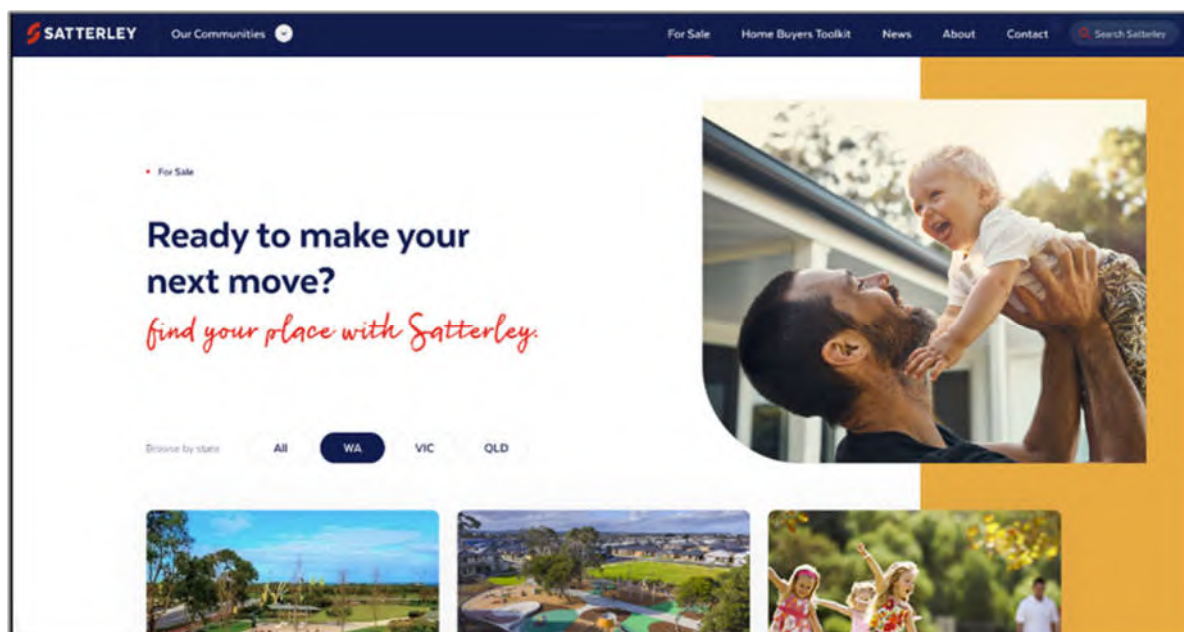


In August, the majority of sales were from first home buyers, with a considerable decrease in the upgrader demographic. Page views of lot listings on the Catalina website continue to show most website users searching for lot sizes up to 350m².



Satterley CRM Data 01/08/22 – 31/08/22

Satterley is progressing with the development of a new website for all its projects, including Catalina. The design phase of the website is complete, with the build phase having recently commenced. The website is anticipated to go live in January 2023.



The installation of new fencing and bannermesh adjacent to the Greenlink on Aviator Boulevard in Catalina Central has been completed. The bannermesh aims to promote the three distinct precincts and direct visitors to visit the Land Sales Office, while also forming an edge to the landscaped area and partially screening land that is yet to be developed to the south.



Greenlink Landscaping and new Bannermesh – Aviator Boulevard, Catalina Central

8. ELECTED MEMBERS MOTIONS OF WHICH NOTICE HAS BEEN GIVEN
9. QUESTIONS BY ELECTED MEMBERS OF WHICH DUE NOTICE HAS BEEN GIVEN
10. URGENT BUSINESS APPROVED BY THE CHAIR
11. GENERAL BUSINESS
12. 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*.

12.1 SALE OF LOT 341 RATHMINES STREET – TENDER 03/2022

- 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)).*

13. FORMAL CLOSURE OF MEETING

APPENDICES

Appendix 7.1

LANDSCAPING WORKS STATUS – September 2022

Landscape Works	FYE 2023 Budget	Detailed Design	City of Wanneroo Approval	Construction Commencement	Anticipated Completion	Comments
Foreshore Access Road and Carpark	\$528,802	Complete	Issued	Commenced	Complete	A second stage of revegetation works has been completed.
Portofino Promenade Extension	\$1,090,493	Complete	Issued	August 2022	November 2022	<ul style="list-style-type: none"> Landscaping design approved by the City of Wanneroo 7 July 2022. Landscaping works awarded to LD Total.
Catalina Beach Park- Phase 2	\$702,722	Complete	Pending	September 2022	January 2023	<ul style="list-style-type: none"> Landscaping design approved by the City of Wanneroo 8 August 2022. Landscaping works awarded to LD Total. Earthworks in progress as part of Stage 29 civil works.
Foreshore Park	\$4,689,465	Underway	Pending	January 2023	April 2023	Landscaping designs being finalised by Tim Davies Landscaping.
Connolly Drive/Aviator Boulevard Roundabout and Entry Statement	\$1,303,148	Complete	Issued	Commenced	October 2022	Landscaping works underway by LD Total.
Aviator Boulevard Greenlink	\$2,049,665	Complete	Issued	Commenced	September 2022	Landscaping nearing completion by LD Total.
Catalina Green Phase 1 Park, Streetscapes and Entry Statements	\$4,008,351	Complete	Pending	November 2022	April 2023	Designs lodged with the City of Wanneroo.

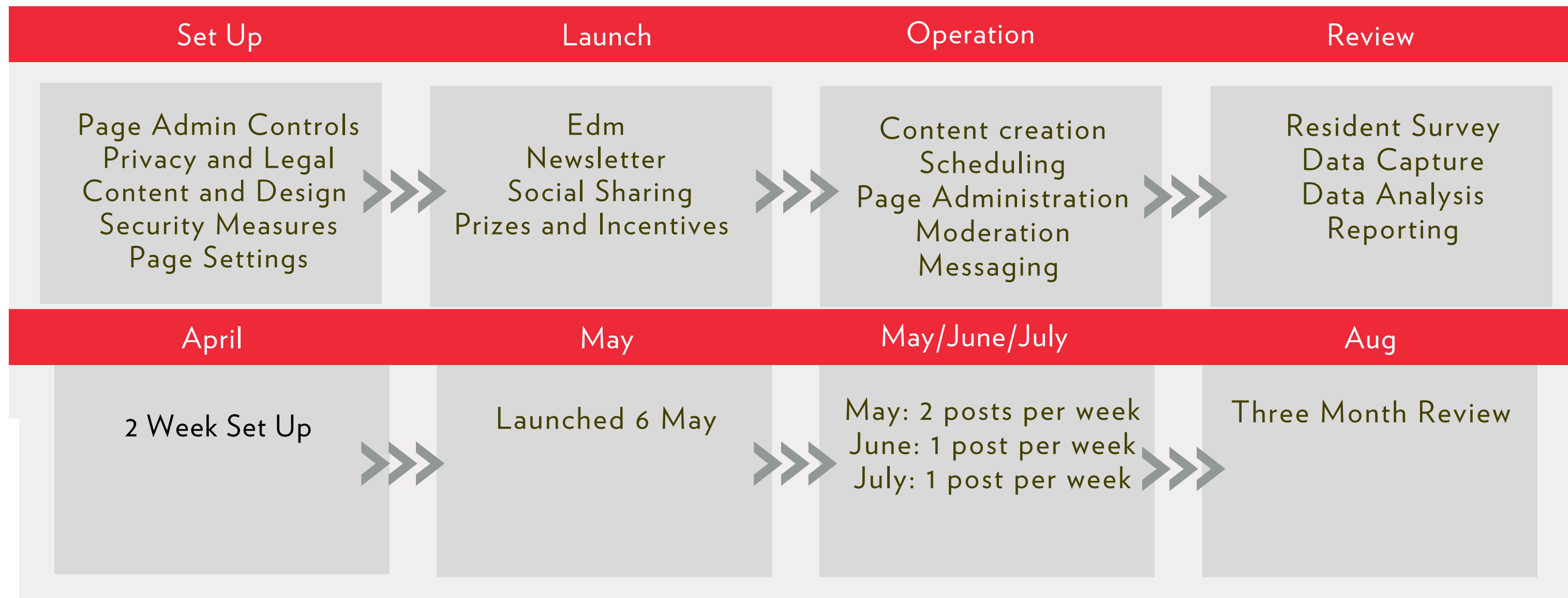
Catalina

Facebook Review



Catalina Facebook Page

3 Month Pilot: Activity and Timeline





Profile Image and Estate Information

MORE INFO

i About

Catalina is a master-planned community located 30 minutes north of Perth in the suburbs of Mindarie and Clarkson. The estate offers a range of coastal, family-friendly and urban-style living options at Catalina Beach, Catalina Central and Catalina Green. [See less](#)

Legal Framework

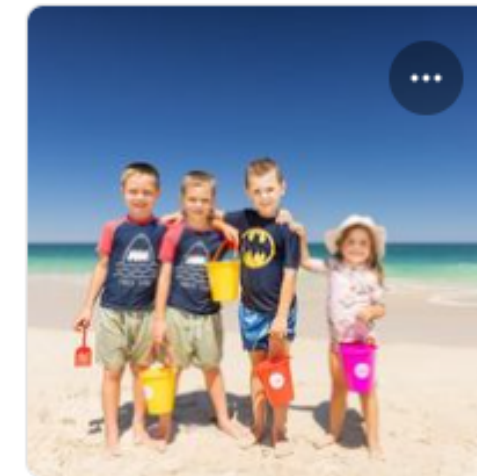
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- Is illegal, encourages illegal activities and/or invites others to commit illegal activities; this includes copyright law.
- Refers to, encourages or promotes the use of alcohol or illegal drugs.
- Contains racist, defamatory, abusive or inappropriate comments. This includes comments which are sexually explicit, contain profanity or describe graphic or violent events.

Photo Album Creation



Easter in the Streets
11 items



Beach Access Opening,
Mindarie Beach
18 items



Summer Splashdown
8 items

Page Launch



The new Facebook page was promoted to Catalina residents via:

- Email (Edm)
- Competitions

Edm

Delivered - 2,218

Opens - 1,065

Open rate - 34.99% (Real estate industry average is 21.04%)

Click through rate - 3.47%

Competitions

Coco Dune Competition Entries: 14

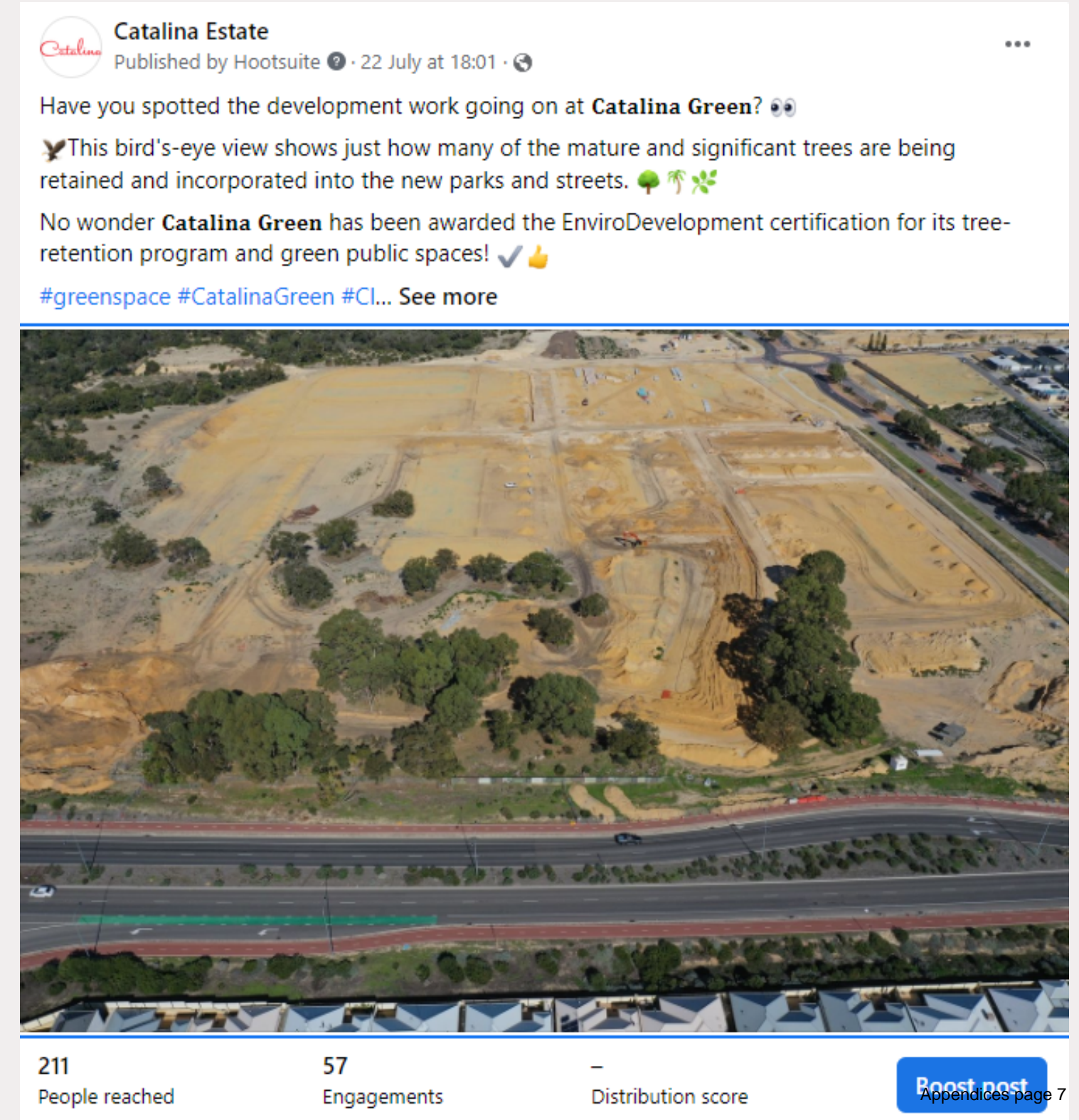
Emerald Cake Co Competition Entries: 49



Facebook posts concentrated on 4 topics:
Inform, Engage, Serve and Consult

INFORM:

- **Posts focused on sharing information with residents**
- **Land and building development updates**
- **Details of local amenities and support services**
- **Local events and activities**



Catalina Estate
Published by Hootsuite · 22 July at 18:01 · 🌐

Have you spotted the development work going on at **Catalina Green**? 🤖

🌳 This bird's-eye view shows just how many of the mature and significant trees are being retained and incorporated into the new parks and streets. 🌳🌴🌿

No wonder **Catalina Green** has been awarded the EnviroDevelopment certification for its tree-retention program and green public spaces! ✔️👍

#greenspace #CatalinaGreen #Cl... See more

211 People reached 57 Engagements — Distribution score [Boost post](#)

ENGAGE:

- ***Posts focused on engaging residents***
- ***Features about local people and businesses***
- ***Things to do around the estate***
- ***Sharing photos and videos***



Page Operation - Content Creation



SERVE:


- **Posts focused on delivering customer service**
- **Overcoming barriers and answering FAQs**
- **Community grants**
- **Support information**

Catalina Estate
Published by Hootsuite · 14 July at 16:01 · 🌐

👋 Meet Catalina Estate's **Community Development Coordinator, Meredyth!** (She's the one on the right)!

Meredyth is a familiar friendly face around the estate and you may have met her at Catalina events like the 🏖️ Mindarie Beach Access Opening and the 🌊 Summer Splashdown . Meredyth's focus is working with residents, community groups and local businesses to create a dynamic community at Catalina.

If you would like to be more involved in the Catalina community, Meredyth is always... [See more](#)



915
People reached

74
Engagements

—
Distribution score


[Boost post](#)

Appendices page 9

CONSULT:

- **Posts encouraging and enabling feedback**
- **Surveys (see cake competition example)**
- **Asking questions**
- **Inviting comment**





Hello, anyone I can speak to.

I want to inquire to see if I can be in the Catalina newspaper or we can talk about doing a giveaway.

Wed 12:26



- **Responding to queries**
- **Building community connection**
- **Providing Customer Service**

Wed 14:59

Thank you for your enquiry Stas. It's possible that we may be able to include your business in a future newsletter or giveaway. (Please note that we concentrate on business development within Catalina estate, especially home-based businesses started up by residents or businesses directly servicing the estate in some way e.g. coffee van). You should direct your enquiry to Meredyth, the Community Development Coordinator for Catalina Estate who will be able to help you further - email: meredyth@satterley.com.au



Page Performance Review - Measures



Facebook Performance was monitored monthly using 4 Measures:

Measures	Description
Number of Followers	Total number of people following the Catalina Facebook page
Audience Growth Rate	Rate at which number of people following the Catalina Facebook page is growing each month
Average Organic Reach	Average number of people who saw any Catalina Facebook post at least once
Average Engagement Rate	Average number of interactions with Catalina Facebook posts (clicks, likes and shares)

Page Performance Review - Results



Facebook Performance for the 3 month trial period:

Month	Followers	Audience Growth Rate	Average Organic Reach (per post)	Average Engagement Rate (per post)
May	236	n/a*	221	6%
June	262	10%	528	12%
July	276	5%	450	15%
Industry Averages	n/a**	2.5%	5.2%***	0.4%

*Audience Growth Rate calculated from month 2. Figures in month 1 are misleading due to number of Followers starting at zero.

**Number of Followers varies dramatically depending on scale of the business. Not possible to determine a meaningful industry average.

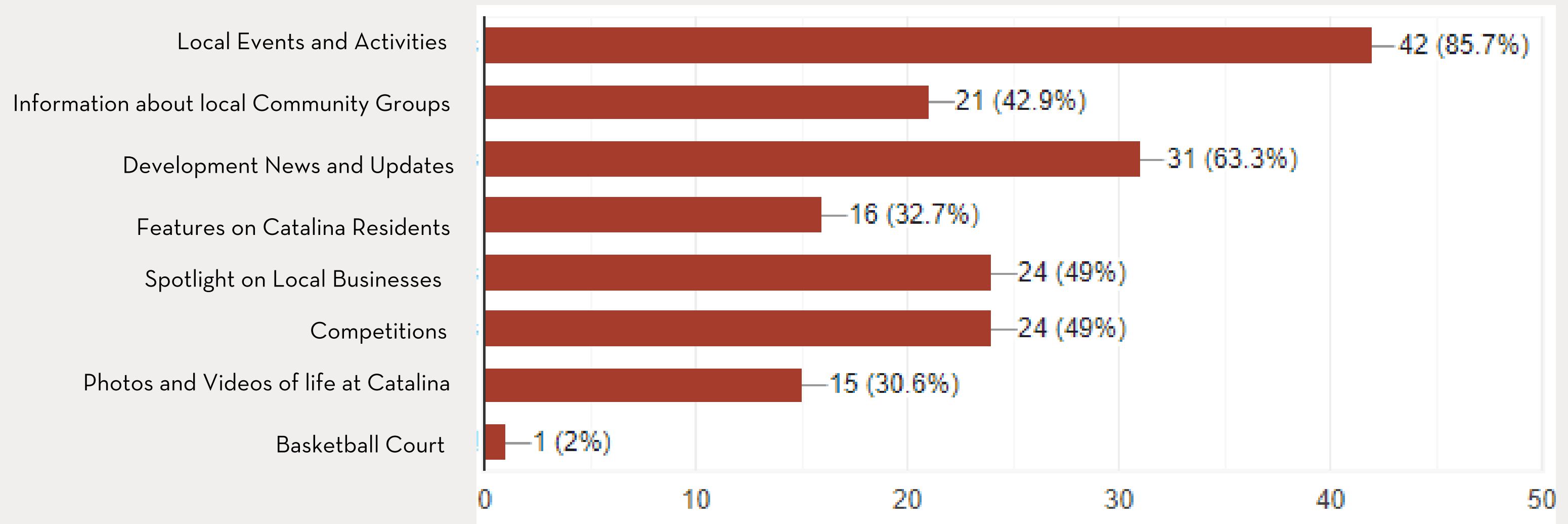
***Percentage calculated by dividing the number of people reached by the number of followers

Page Review - Resident Survey



Facebook Survey Results: 49 residents responded

What would you like to see more of on Catalina's Facebook page?



Page Review - Resident Survey



Facebook Survey Results continued:

Do you have any other suggestions for how we could improve the Facebook page?

It's a lovely page. New to the area and its been awesome so far :)

General updates about what is happening with the current works on the estate

Let us know how the suburb name change is coming along. Keep us updated with developments.

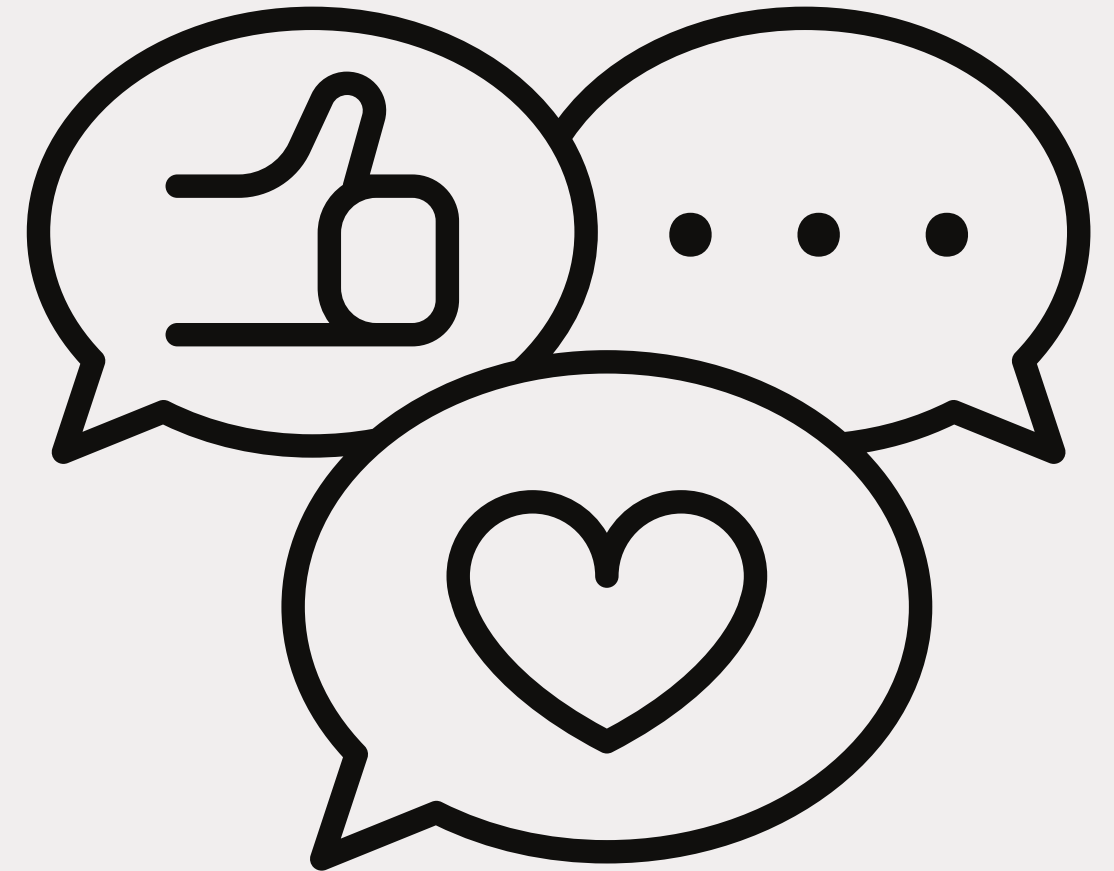
Pet meet ups

Buy, Sell, Swap

Have a business week, promote someone's business on the page.

Want to support local biz so maybe a local biz spot light weekly

Any community programs running, or park playdates organised.



Key Performance Indicators

3 Month Pilot Results



Focus Area	KPIs	KPI Met	Summary
Operation	Production of a Catalina Monthly Content Calendar for approval by Tamala Park Regional Council no later than 25th of each month for the following month.	Yes	3 x proofs supplied for May, June & July
Operation	Publish a minimum 1 post per week evenly aligned to the 4 pillars of communication.	Yes	Minimum 1 post per week published to Catalina FB page.
Launch/Operation	Achieve 150 Facebook Followers by the end of the first quarter following page launch.	Yes	Achieved 276 Facebook Followers by end of first quarter
Launch/Operation	Achieve an Average Organic Reach of 100 people per post by end of first quarter	Yes	Achieved Average Organic Reach of 450 people per post by end of first quarter
Launch/Operation	Achieve Average Engagement Rate of 3% by end of the first quarter (industry average 1%)	Yes	Achieved Average Engagement Rate of 15% by end of first quarter
Operation	Respond to Facebook Messenger messages within 24 hours (Mon-Fri only).	Yes	57 messages received since launch. Responses provided within 24 hours where required.

Appendix 7.2

26 August 2022

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

Dear Jon

Catalina Financial Report for July 2022

Please find attached the Catalina Financial Report for July 2022. This report has been prepared on a cash basis and compares actual income and expenditure to the July 2022 approved budget for the period 1 July 2022 to 31 July 2022.

YTD settlement revenue for FY2023 was \$3.46m which is \$2.69m favorable to the approved 'June 2022' budget due to 8 more settlements.

Year to date Sales for FYE2023 was \$2.35m and \$2.3m unfavourable to budget due to 7 less residential sales than budget. The Catalina Green Commercial Site has gone under contract in July for \$7.15m.

Overall year to date expenditure for FYE2023 is \$1.40m below budget per the approved 'June 2022' budget, with \$1.57m spent against a budget of \$2.97. The main areas of variances are summarised below:

- Lot Production (excl. Bonds) is \$1.38m under budget, noting the following variances:
 - Stages 36-37 Earthworks \$211k under budget as earthworks now undertaken a stage at a time;
 - Stage 18C \$242k under budget due to timing of invoice payments;
 - Stage 27B \$70k under budget due to timing of invoice payments;
 - Stage 29 \$283k under budget due to timing of invoice payments;
 - Stage 31 \$19k under budget due to timing of invoice payments;
 - Stage 36 \$526k under budget due to timing of invoice payments;
 - Stage 37 \$21k under budget due to timing of invoice payments;
 - Stage 38 \$23k under budget due to timing of invoice payments;

- Landscaping is \$129k under budget, noting the following variances:
 - Preliminary landscaping consultancy \$45k under budget due to timing of invoice payments;
 - Environmental landscaping \$4k over budget due to timing of invoice payments;
 - Central Connolly Drive \$215k under budget due to timing of invoice payments;
 - Central Green Link \$96k over budget – due to timing of invoice payments;
 - Beach Display Village Verge \$7k over budget due to timing of invoice payments;
 - Beach Portofino Verge – South \$163k under budget due to timing of invoice payments;
 - Beach Park 2 \$76k under budget due to timing of invoice payments;
 - Beach foreshore access area \$138k over budget due to timing of invoice payments;
 - Beach Mallaca Way Medians \$7k under budget due to timing of invoice payments;

- Green Connolly Drive Phase 1 \$125k over budget due to timing of invoice payments;
- Green POS 1 Phase 2 \$15k over budget due to timing of invoice payments;
- Beach Mews Rd \$8k under budget due to timing of invoice payments;

- Infrastructure Spend is \$152k under budget, noting the following variances:
 - Foreshore Access Road \$5k under budget due to timing of invoice payments;
 - Portofino Extension \$133k under budget due to timing of invoice payments;
 - Longreach Prom Extension \$6k under budget due to timing of invoice payments;
 - Rubbish Removal \$8k under budget due to timing of invoice payments;

- Clearance bonds are \$561k unfavourable to budget – timing.

- Indirect Consultants are \$17k under budget due to timing of invoice payments.

- P&L expenditure is \$275k under budget, noting the following variances:
 - Sales & Marketing is \$37k under budget due to timing of spend;
 - Community and Development \$16k under budget due timing of invoice payments;
 - Maintenance \$40k under budget due to timing of invoice payments;
 - Legal Fees \$4k under budget due to timing of invoice payments;
 - Contingency \$168k under budget – not required
 - Security \$3k under budget due to timing of invoice payments;
 - \$7k 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

Tamarla Park Cashflow FY2023		MONTH - July 2022			YEAR TO DATE - July 2022			PROJECT TO DATE - July 2022			Bud Comparison: Jun 22 Approved
Job Description	Account Description	MTH ACT Jul 2022	MTH BUD Jul 2022	Variance	YTD ACT Jul 2022	YTD BUD Jul 2022	Variance	PTD ACT Jul 2022	PTD BUD Jul 2022	Variance	Comments regarding variance
REVENUE											
Settlements	Settlement revenue	3,460,000	772,571	2,687,429	3,460,000	772,571	2,687,429	308,814,500	302,806,071	6,008,429	10 settlements YTD ex GST Margin scheme.
Margin GST	Margin GST	(32,208)	(9,129)	(23,079)	(32,208)	(9,129)	(23,079)	(4,371,768)	(4,345,943)	(25,825)	GST Margin as detailed in Burgess Rawson valuations
Direct Selling Costs		(155,210)	(35,207)	(120,003)	(155,210)	(35,207)	(120,003)	(14,064,318)	(13,756,006)	(308,313)	Includes Commission and Management Fees
Interest Income		0	0	0	0	0	0	103,862	103,862	0	Penalty interest income on settlements
Forfeited Deposits		0	0	0	0	0	0	35,455	35,455	0	
Other Income	Special sites revenue	0	0	0	0	0	0	3,728,594	3,728,594	0	
Rebate Allowance		(28,449)	(55,669)	27,220	(28,449)	(55,669)	27,220	(6,475,308)	(7,696,307)	1,220,999	Construction Recycling, Fencing, Landscape, Shared Bore, Solar, and Display Builder Rebates
		3,244,133	672,567	2,571,566	3,244,133	672,567	2,571,566	287,771,017	280,875,727	6,895,290	
LOT PRODUCTION											
Completed Earthworks		0	0	0	0	0	0	13,529,541	13,529,541	(0)	
Earthworks Stages 25-27	Siteworks / Earthworks	0	0	0	0	0	0	3,603,087	3,603,087	(0)	
	Direct Consultants	0	0	0	0	0	0	186,216	189,523	3,307	
Total Earthworks Stage 25-27		0	0	0	0	0	0	3,789,303	3,792,610	3,307	
Earthworks Stages 32-35	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
Earthworks Stages 32-35	Direct Consultants	0	3,356	3,356	0	3,356	3,356	0	10,022	10,022	
Total Earthworks Stage 32-35		0	3,356	3,356	0	3,356	3,356	0	10,022	10,022	
Earthworks Stages 36-37	Siteworks / Earthworks	0	210,958	210,958	0	210,958	210,958	996,538	1,836,180	839,642	
Total Earthworks Stage 36-37		0	210,958	210,958	0	210,958	210,958	996,538	1,836,180	839,642	
Earthworks Stages 38-40	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
Earthworks Stages 38-40	Direct Consultants	0	0	0	0	0	0	0	(0)	(0)	
Earthworks Stages 38-40		0	0	0	0	0	0	0	(0)	(0)	
Earthworks Stages 41-44	Direct Consultants	0	0	0	0	0	0	0	0	0	
Total Earthworks Stage 41-44		0	0	0	0	0	0	0	0	0	
Completed Stages		0	0	0	0	0	0	0	0	0	
Stage 18C	Siteworks / Earthworks	178,877	415,655	236,778	178,877	415,655	236,778	672,188	910,454	238,267	
	Authorities Fees	224	(224)	(0)	224	(224)	(0)	5,985	5,901	(1,084)	
	Direct Consultants	5,505	10,737	5,233	5,505	10,737	5,233	87,907	104,718	16,811	
Total Stage 18C		184,605	426,392	241,787	184,605	426,392	241,787	767,079	1,021,073	253,994	
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	1,263,410	(9,818)	
	Authorities Fees	0	(0)	(0)	0	(0)	(0)	239,777	239,777	0	
	Direct Consultants	0	0	0	0	0	0	145,718	145,718	0	
Total Stage 26		0	(0)	(0)	0	(0)	(0)	1,658,723	1,648,905	(9,818)	
Stage 27A	Siteworks / Earthworks	0	0	0	0	0	0	719,840	728,022	8,182	
	Authorities Fees	0	0	0	0	0	0	132,310	132,310	0	
	Direct Consultants	0	0	0	0	0	0	80,448	80,448	0	
Total Stage 27A		0	0	0	0	0	0	932,599	940,781	8,182	
Stage 27B	Siteworks / Earthworks	0	0	0	0	0	0	903,144	1,401,604	498,461	
	Authorities Fees	0	71,264	71,264	0	71,264	71,264	145,269	287,324	142,055	
	Direct Consultants	750	(750)	(0)	750	(750)	(0)	115,866	148,353	32,487	
Total Stage 27B		750	71,264	70,514	750	71,264	70,514	1,164,278	1,837,282	673,003	
Stage 28	Siteworks / Earthworks	0	0	0	0	0	0	2,196,566	2,341,462	144,896	
	Authorities Fees	0	0	0	0	0	0	269,413	290,933	21,520	
	Direct Consultants	0	0	0	0	0	0	148,382	160,945	12,563	
Total Stage 28		0	0	0	0	0	0	2,614,361	2,793,340	178,979	
Stage 29	Siteworks / Earthworks	168,281	441,792	273,510	168,281	441,792	273,510	611,484	883,583	272,099	
	Authorities Fees	0	0	0	0	0	0	3,761	3,221	(540)	
	Direct Consultants	3,463	13,144	9,681	3,463	13,144	9,681	110,800	145,802	35,002	
Total Stage 29		171,744	454,936	283,192	171,744	454,936	283,192	726,045	1,032,607	306,561	
Stage 30	Siteworks / Earthworks	0	0	0	0	0	0	1,063,254	1,641,063	577,810	
	Authorities Fees	0	0	0	0	0	0	267,882	284,586	16,705	
	Direct Consultants	11,794	0	(11,794)	11,794	0	(11,794)	127,921	160,336	32,415	
Total Stage 30		11,794	0	(11,794)	11,794	0	(11,794)	1,459,056	2,085,986	626,930	
Stage 31	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
	Authorities Fees	0	0	0	0	0	0	12,210	12,210	0	
	Direct Consultants	17,114	36,072	18,958	17,114	36,072	18,958	50,527	36,072	(14,455)	
Total Stage 31		17,114	36,072	18,958	17,114	36,072	18,958	62,738	48,283	(14,455)	
Stage 36	Siteworks / Earthworks	303,256	827,993	524,737	303,256	827,993	524,737	2,215,796	4,181,027	1,965,232	
	Authorities Fees	0	0	0	0	0	0	33,838	0	(33,838)	
	Direct Consultants	14,725	15,866	1,141	14,725	15,866	1,141	372,153	355,232	(16,921)	
Total Stage 36		317,981	843,859	525,878	317,981	843,859	525,878	2,621,786	4,536,259	1,914,473	
Stage 37	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
	Authorities Fees	0	0	0	0	0	0	0	0	0	
	Direct Consultants	4,884	26,308	21,424	4,884	26,308	21,424	24,420	91,374	66,954	
Total Stage 37		4,884	26,308	21,424	4,884	26,308	21,424	24,420	91,374	66,954	

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		MONTH - July 2022			YEAR TO DATE - July 2022			PROJECT TO DATE - July 2022			Bud Comparison: Jun 22 Approved
Job Description	Account Description	MTH ACT Jul 2022	MTH BUD Jul 2022	Variance	YTD ACT Jul 2022	YTD BUD Jul 2022	Variance	PTD ACT Jul 2022	PTD BUD Jul 2022	Variance	Comments regarding variance
Stage 38	Siteworks / Earthworks	0	0	0	0	0	0	0	0	0	
	Authorities Fees	0	0	0	0	0	0	0	0	0	
	Direct Consultants	0	23,118	23,118	0	23,118	23,118	0	23,118	23,118	
Total Stage 38		0	23,118	23,118	0	23,118	23,118	0	23,118	23,118	
Various Stages	Clearance Bonds	0	(561,162)	(561,162)	0	(561,162)	(561,162)	823,255	1,612,093	788,838	
TOTAL LOT PRODUCTION		708,872	1,535,100	826,228	708,872	1,535,100	826,228	90,096,539	95,780,957	5,684,418	Within budget
LANDSCAPING											
Completed Landscaping		0	0	0	0	0	0	15,943,396	15,182,428	760,968	
Stage 7 Landscaping	Landscape Construction	0	0	0	0	0	0	169,816	169,816	0	Within total FY23 Landscaping budget or
Stage 11 Landscape Consultancy	Landscape Construction	0	0	0	0	0	0	1,332,634	1,328,968	(3,666)	
Stage 14A Landscaping	Landscape Consulting	0	0	0	0	0	0	12,013	8,430	(3,583)	
Seed Collection	Landscape Construction	0	0	0	0	0	0	22,797	0	(22,797)	
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 Consulting	0	0	0	0	0	0	120,249	118,508	(1,741)	
Preliminary Landscaping Consultancy	Landscape Consulting	37,282	82,164	44,882	37,282	82,164	44,882	900,075	998,657	98,582	
Environmental Landscaping	Landscape Construction	47,401	43,039	(4,362)	47,401	43,039	(4,362)	397,295	455,488	58,193	
Public Art	Landscape Construction	0	0	0	0	0	0	189,497	189,497	0	
Fauna Relocation	Landscape Construction	0	0	0	0	0	0	37,080	(0)	(37,080)	
Central Connolly Drive	Landscape Construction	0	215,024	215,024	0	215,024	215,024	0	428,623	428,623	
Central Green Link	Landscape Construction	350,418	254,639	(95,780)	350,418	254,639	(95,780)	1,568,288	1,014,021	(554,267)	
Beach Display Village Verge	Landscape Construction	7,200	0	(7,200)	7,200	0	(7,200)	297,126	266,723	(30,403)	
Beach Portofino Verge - South	Landscape Construction	16,855	179,851	162,996	16,855	179,851	162,996	16,855	359,017	342,162	
Beach Park 2	Landscape Construction	0	76,528	76,528	0	76,528	76,528	0	152,549	152,549	
Beach Foreshore Access Area 1	Landscape Construction	174,542	36,606	(137,936)	174,542	36,606	(137,936)	466,641	342,080	(124,561)	
Beach Mollaca Way Medians	Landscape Construction	0	7,449	7,449	0	7,449	7,449	0	14,849	14,849	
Green Connolly Drive Phase 1	Landscape Construction	125,001	0	(125,001)	125,001	0	(125,001)	296,742	0	(296,742)	
Green POS 1 Phase 2	Landscape Construction	15,446	0	(15,446)	15,446	0	(15,446)	15,446	0	(15,446)	
Beach Mews Rd	Landscape Construction	0	8,505	8,505	0	8,505	8,505	0	16,954	16,954	
TOTAL LANDSCAPING		774,145	903,805	129,659	774,145	903,805	129,659	21,480,772	21,501,004	20,231	Within budget
INDIRECT CONSULTANTS											
Planning - indirect	Planning	12,345	23,153	10,808	12,345	23,153	10,808	2,860,899	2,879,914	19,015	Within total FY23 Infrastructure budget
	Architect	1,550	784	(766)	1,550	784	(766)	20,690	33,159	12,469	
	Environmental	6,420	3,356	(3,064)	6,420	3,356	(3,064)	418,929	412,975	(5,954)	
	Geotechnical	0	652	652	0	652	652	12,300	19,060	6,760	
	Title - Survey & Legal fees	1,001	2,936	1,935	1,001	2,936	1,935	225,451	208,018	(17,433)	
	Engineering fees	393	5,872	5,479	393	5,872	5,479	364,121	368,559	4,438	
	Traffic planning	0	0	0	0	0	0	94,181	85,085	(9,096)	
	Landscaping consultancy	0	0	0	0	0	0	9,936	0	(9,936)	
	Miscellaneous Consultants	0	839	839	0	839	839	24,105	17,529	(6,576)	
	Planning - fire & safety	2,500	210	(2,290)	2,500	210	(2,290)	32,280	28,990	(3,290)	
	Planning - Hydrology	360	2,432	2,072	360	2,432	2,072	146,963	157,484	10,521	
	Planning - Sustainability	0	1,166	1,166	0	1,166	1,166	30,305	42,388	12,082	
	Acoustic & Noise Consult	0	84	84	0	84	84	8,265	9,131	866	
	Tree Mapping	0	0	0	0	0	0	4,871	6,406	1,535	
TOTAL INDIRECT CONSULTANTS		24,569	41,483	16,914	24,569	41,483	16,914	4,253,297	4,268,696	15,399	Within budget

Catalina Actual vs Budget Analysis

Tatalina Park Cashflow FY2023		MONTH - July 2022			YEAR TO DATE - July 2022			PROJECT TO DATE - July 2022			Bud Comparison: Jun 22 Approved
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INFRASTRUCTURE											
Completed Infrastructure		0	0	0	0	0	0	11,265,195	11,110,854	-0	
Neerabup Rd Maroochydore Way Intersection		0	0	0	0	0	0	1,498,274	1,480,279	(17,995)	
Connolly Drive Aviator Blvd Intersection		0	0	0	0	0	0	1,411,148	1,420,817	9,669	
Connolly Drive Aviator Blvd Intersection		0	0	0	0	0	0	113,123	113,123	0	
Asbestos and rubbish removal - Gen Allowance		0	0	0	0	0	0	25,801	46,987	21,186	
Foreshore Access Road		0	0	0	0	0	0	1,182,677	1,198,162	15,485	
Foreshore Access Road		0	4,944	4,944	0	4,944	4,944	57,157	67,011	9,855	
Portofino Extension		0	110,840	110,840	0	110,840	110,840	1,894,839	2,315,434	420,595	
Portofino Extension		0	22,294	22,294	0	22,294	22,294	50,298	139,030	88,732	
Housing Auth Dist Plan Scheme 2		0	0	0	0	0	0	162,919	162,919	0	
Main 01 Bulk Earthworks Stg 20-24 Primary School & GHS		0	0	0	0	0	0	57,021	57,021	0	
Catalina Beach North/South Dual Use Path		0	0	0	0	0	0	680,742	680,742	0	
Longreach Prom Extension		500	0	(500)	500	0	(500)	215,101	214,601	(500)	
Longreach Prom Extension		0	7,153	7,153	0	7,153	7,153	45,606	74,074	28,469	
Rubbish removal - General Allowance		0	7,532	7,532	0	7,532	7,532	17,314	47,294	29,980	
INFRASTRUCTURE		500	152,763	152,263	500	152,763	152,263	18,457,275	19,062,750	605,475	Within budget
INFRASTRUCTURE REFUNDS											
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	
INFRASTRUCTURE REFUNDS		0	0	0	0	0	0	(1,830,161)	(1,830,161)	0	
TOTAL INFRASTRUCTURE		500	152,763	152,263	500	152,763	152,263	16,627,113	17,232,588	605,475	Within budget
SPECIAL SITES & FIXED ASSETS											
Lot 1 Group Housing Site Construction		0	0	0	0	0	0	172,782	172,782	0	
Removal of temp sales office		0	0	0	0	0	0	8,636	8,636	0	
Stage 17B GHS - Lot 341		0	0	0	0	0	0	0	0	0	
Sales Office Building		0	0	0	0	0	0	573,050	573,981	932	
Sales Office Retrofit		0	0	0	0	0	0	11,186	3,440	(7,746)	
Sales Office Carparks		0	0	0	0	0	0	98,087	98,087	0	
Temp Sales office services		0	0	0	0	0	0	3,812	3,812	0	
Sales Office Construction Western		0	0	0	0	0	0	624,762	624,776	14	
Sales office carparks Western		0	0	0	0	0	0	240,000	240,000	0	
Security Cameras		0	0	0	0	0	0	19,560	19,560	0	
TOTAL SPECIAL SITES & FIXED ASSETS		0	0	0	0	0	0	1,751,875	1,745,075	(6,800)	Within budget
TOTAL CONSTRUCTION		1,508,086	2,633,150	1,125,064	1,508,086	2,633,150	1,125,064	134,209,596	140,528,320	6,318,723	Within budget
LAND											
		0	0	0	0	0	0	0	0	0	
PROFIT & LOSS EXPENDITURE											
Sales & Marketing											
Brand Development		0	4,167	4,167	0	4,167	4,167	274,565	300,750	26,184	
Sales Office & Builder Rel.		346	11,667	11,321	346	11,667	11,321	126,081	159,881	33,799	
Brochures		0	3,500	3,500	0	3,500	3,500	176,522	193,613	17,091	
Advertising		5,900	10,667	4,767	5,900	10,667	4,767	1,004,077	1,153,911	149,835	
Signage		1,810	10,833	9,023	1,810	10,833	9,023	503,590	543,612	40,022	
Website		0	1,667	1,667	0	1,667	1,667	16,431	33,419	16,989	
Promotions		0	833	833	0	833	833	19,625	29,811	10,186	
Public Relations		0	1,667	1,667	0	1,667	1,667	7,424	15,165	7,741	
Total Sales and Marketing		8,055	45,000	36,945	8,055	45,000	36,945	2,128,315	2,430,161	301,847	Within budget
Total Community Development	Comm Dev - Resident Dev	6,476	22,125	15,649	6,476	22,125	15,649	580,593	634,503	53,910	Within budget

Catalina Actual vs Budget Analysis

Tamala Park Cashflow FY2023		MONTH - July 2022			YEAR TO DATE - July 2022			PROJECT TO DATE - July 2022			Bud Comparison: Jun 22 Approved
Job Description	Account Description	MTH ACT Jul 2022	MTH BUD Jul 2022	Variance	YTD ACT Jul 2022	YTD BUD Jul 2022	Variance	PTD ACT Jul 2022	PTD BUD Jul 2022	Variance	Comments regarding variance
Administration	Audit and Tax	480	0	(480)	480	0	(480)	283,534	270,017	(13,517)	
	Cleaning	630	1,007	377	630	1,007	377	57,098	58,188	1,090	
	Computer Costs	0	503	503	0	503	503	0	4,970	4,970	
	Couriers	0	302	302	0	302	302	1,338	11,817	10,479	
	Electricity & Gas	23	1,007	984	23	1,007	984	144,206	142,115	(2,091)	
	Insurance	0	503	503	0	503	503	3,184	5,187	2,003	
	Legal fees	0	4,194	4,194	0	4,194	4,194	201,567	218,271	16,703	
	Licenses & Fees	0	503	503	0	503	503	1,632	4,001	2,369	
	Postage, Print & Stationery	0	503	503	0	503	503	3,498	32,249	28,751	
	Rent - Sales Office & Cprk	0	0	0	0	0	0	467,350	467,350	0	
	Sundry Office Expenses	0	1,510	1,510	0	1,510	1,510	1,076	22,366	21,289	
	Telephone	0	0	0	0	0	0	0	0	0	
	Training	0	2,097	2,097	0	2,097	2,097	0	8,347	8,347	
	Travel & Accommodation	0	0	0	0	0	0	0	0	0	
	Valuations	3,650	3,356	(294)	3,650	3,356	(294)	213,213	212,169	(1,044)	
	Rates & Taxes	227	0	(227)	227	0	(227)	734,522	967,541	233,019	
	Maintenance	44,608	84,963	40,355	44,608	84,963	40,355	3,145,264	3,288,109	142,844	
	Maint- Carpark Makegood	0	0	0	0	0	0	53,798	53,798	0	
	Security	0	3,020	3,020	0	3,020	3,020	28,877	41,317	12,441	
Total Administration		49,617	103,469	53,851	49,617	103,469	53,851	5,340,158	5,807,813	467,655	Within budget
Finance	Bank Charges - Comm Bills	0	0	0	0	0	0	400	0	(400)	
Finance	Contingency	0	168,245	168,245	0	168,245	168,245	2,207,422	642,851	(1,564,571)	Actual Contingency spend applied to cost types above.
	Contingency Offset Transfer	0	0	0	0	0	0	(2,207,422)	0	2,207,422	
Total Finance		0	168,245	168,245	0	168,245	168,245	400	642,851	642,451	
Total P&L Expenditure		64,149	338,839	274,690	64,149	338,839	274,690	8,049,465	9,515,328	1,465,863	
Grand Expense Total		1,572,235	2,971,989	1,399,754	1,572,235	2,971,989	1,399,754	142,259,062	150,043,648	7,784,586	Within budget
		1,671,898	(2,299,422)	3,971,320	1,671,898	(2,299,422)	3,971,320				

Contingency Summary

YTD Budget	168,245
Contingency Transferred (Actual & Budget)	0
Contingency not yet used	168,245

List of Contingency items transferred year to date

Period	Job Description	Amount
		0

Budget Transfers

List of Budget items transferred year to date

Period	Job Description	Amount
		0

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								
	<u>Lots Produced (titles)</u>		<u>Sales</u>		<u>Settlements</u>		<u>Distributions</u>	
	<u>Actual</u>	<u>Budget</u> <i>(Jun-22)</i>	<u>Actual</u>	<u>Budget</u> <i>(Jun-22)</i>	<u>Actual</u>	<u>Budget</u> <i>(Jun-22)</i>	<u>Actual</u>	<u>Budget</u> <i>(Jun-22)</i>
Prior Years	1,138	1,138	1,200	1,223	1,112	1,104	97,000,000	97,000,000
Jul-2022	-	-	7	14	10	2	-	-
Aug-2022	-	-	-	15	-	5	-	-
Sep-2022	-	85	-	15	-	3	-	-
Sep Qtr	-	85	7	44	10	10	-	-
Oct-2022	-	-	-	15	-	27	-	-
Nov-2022	-	-	-	15	-	23	-	-
Dec-2022	-	-	-	15	-	10	-	10,000,000
Dec Qtr	-	-	-	45	-	60	-	10,000,000
Jan-2023	-	48	-	15	-	7	-	-
Feb-2023	-	43	-	15	-	7	-	-
Mar-2023	-	-	-	15	-	19	-	-
Mar Qtr	-	91	-	45	-	33	-	-
Apr-2023	-	-	-	15	-	26	-	-
May-2023	-	-	-	15	-	22	-	-
Jun-2023	-	66	-	13	-	21	-	10,000,000
Jun Qtr	-	66	-	43	-	69	-	10,000,000
PTD	1,138	1,380	1,207	1,400	1,122	1,276	97,000,000	117,000,000
Full 2022/23 Year	-	242	7	177	10	172	-	20,000,000
2023/24	-	128	-	159	-	209	-	20,000,000
2024/25	-	191	-	136	-	149	-	17,000,000

- There was 8 sales and 10 settlements for July.

1.2 Sales & Settlements

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Jun-22)</i>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-22)</i>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Jun-22)</i>
Residential						
- Sales #	7	14	7	14	1,207	1,237
- Sales \$	2,350,000	4,650,682	2,350,000	4,650,682	332,154,500	341,383,088
- Sales \$/lot	335,714	332,192	335,714	332,192	275,190	275,977
- Settlements #	10	2	10	2	1,122	1,106
- Settlements \$	3,460,000	772,571	3,460,000	772,571	308,814,500	302,806,071
- Settlements \$/lot	346,000	386,286	346,000	386,286	275,236	273,785
Special Sites						
- Sales #	1	-	1	-	5	4
- Sales \$	7,150,000	-	7,150,000	-	10,922,000	3,772,000
- Sales \$/lot	7,150,000	-	7,150,000	-	2,184,400	943,000
- Settlements #	-	-	-	-	4	4
- Settlements \$	-	-	-	-	3,772,000	3,772,000
- Settlements \$/lot	-	-	-	-	943,000	943,000
Lots Under Contract						
- Unsettled sales #	85			5	Titled	
- Unsettled sales \$	23,340,000			80	1,138 incl. Spec sites	
- Unsettled sales \$/lot	274,588					

1.3 Cashflow - MTD Actuals to budget

	<u>MTD Act</u>	<u>MTD Bgt</u> <i>(Jun-22)</i>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	3,460,000	772,571	2,687,429
Margin GST	(32,208)	(9,129)	(23,079)
Direct selling costs	(155,210)	(35,207)	(120,003)
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(28,449)	(55,669)	27,220
	<u>3,244,133</u>	<u>672,567</u>	<u>2,571,566</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	708,872	2,096,262	1,387,390
Clearance Bonds	-	(561,162)	(561,162)
Landscaping	774,145	903,805	129,659
Consultants	24,569	41,483	16,914
Infrastructure	500	152,763	152,263
	<u>1,508,086</u>	<u>2,633,150</u>	<u>1,125,064</u>
<u>Overheads</u>			
Sales & marketing	8,055	45,000	36,945
Community Develop.	6,476	22,125	15,649
Administration	49,617	103,469	53,851
Finance/Contingency	-	168,245	168,245
	<u>64,149</u>	<u>338,839</u>	<u>274,690</u>
Net Cashflow	<u>1,671,898</u>	<u>(2,299,422)</u>	<u>3,971,320</u>

1.4 Cashflow - YTD Actuals to budget

	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-22)</i>	<u>Variance</u>
<u>Income</u>			
Settlement Revenue	3,460,000	772,571	2,687,429
Margin GST	(32,208)	(9,129)	(23,079)
Direct selling costs	(155,210)	(35,207)	(120,003)
Interest Income	-	-	-
Forfeited Deposits	-	-	-
Other Income	-	-	-
Rebate Allowance	(28,449)	(55,669)	27,220
	<u>3,244,133</u>	<u>672,567</u>	<u>2,571,566</u>
<u>Development costs</u>			
WAPC Land Acq.	-	-	-
Lot production	708,872	2,096,262	1,387,390
Clearance Bonds	-	(561,162)	(561,162)
Landscaping	774,145	903,805	129,659
Consultants	24,569	41,483	16,914
Infrastructure	500	152,763	152,263
	<u>1,508,086</u>	<u>2,633,150</u>	<u>1,125,064</u>
<u>Overheads</u>			
Sales & marketing	8,055	45,000	36,945
Community Develop.	6,476	22,125	15,649
Administration	49,617	103,469	53,851
Finance/Contingency	-	168,245	168,245
	<u>64,149</u>	<u>338,839</u>	<u>274,690</u>
Net Cashflow	<u>1,671,898</u>	<u>(2,299,422)</u>	<u>3,971,320</u>

1.5 Bonds

	<u>Last Year</u>	<u>Last Month</u>	<u>This Month</u>
City of Wanneroo	823,255	823,255	823,255
	<u>823,255</u>	<u>823,255</u>	<u>823,255</u>

Bonds relate to stages 16A, 25, 27A, 27B, 30, Connolly Dr & Portofino Blvd early clearances.

2.0 PROFIT & LOSS

	<u>MTH Act</u>	<u>MTH Bgt</u> <i>(Jun-22)</i>	<u>Var</u>	<u>YTD Act</u>	<u>YTD Bgt</u> <i>(Jun-22)</i>	<u>Var</u>	<u>PTD Act</u>	<u>PTD Bgt</u> <i>(Jun-22)</i>
- Revenue \$ (Stlmnts)	3,460,000	772,571	2,687,429	3,460,000	772,571	2,687,429	308,814,500	302,806,071
- Revenue \$/lot	346,000	386,286		346,000	386,286		275,236	273,785
- Selling & GST \$	302,418	71,439	(230,980)	302,418	71,439	(230,980)	26,945,309	27,040,368
- Selling & GST \$/lot	30,242	35,719		30,242	35,719		24,015	24,449
- Cost of sales \$	1,032,135	242,313	(789,822)	1,032,135	242,313	(789,822)	107,677,562	107,074,993
- Cost of sales \$/lot	103,214	121,157		103,214	121,157		95,969	96,813
- Gross profit \$	<u>2,125,446</u>	<u>458,819</u>	<u>1,666,627</u>	<u>2,125,446</u>	<u>458,819</u>	<u>1,666,627</u>	<u>174,191,629</u>	<u>168,690,710</u>
- Gross profit \$/lot	212,545	229,410		212,545	229,410		155,251	152,523
- Gross profit Mgn %	61.43%	59.39%		61.43%	59.39%		56.41%	55.71%
- Special Sites \$	-	-	-	-	-	-	2,091,959	2,091,959
- Other income \$	-	-	-	-	-	-	286,887	286,887
- Sales & Marketing \$	32,326	117,449	85,122	32,326	117,449	85,122	2,708,945	3,017,994
- Administration \$	59,952	120,402	60,449	59,952	120,402	60,449	5,990,708	6,184,367
- Finance/Other \$	-	3,356	3,356	-	3,356	3,356	198,181	230,239
- Contingency \$	-	168,245	168,245	-	168,245	168,245	4,091	646,945
- Net profit \$	2,033,168	49,369	1,983,799	2,033,168	49,369	1,983,799	167,668,549	160,990,013
- Net profit \$/lot	203,317	24,684		203,317	24,684		149,437	145,561

- Year to date Gross profit is \$1.67m favourable on 8 more settlements, lot mix, favourable selling costs and cost of sales per lot.
- Year to date Overheads are \$317k below budget due to:
 - Marketing \$85k favourable - savings;
 - Admin \$60k favourable - timing (mainly Rates);
 - Unused Contingency \$168k.

YEAR TO DATE VERSUS FULL YEAR BUDGET

	<u>YTD Act</u>	<u>Full Year Bgt</u>	<u>Var</u>
- Revenue \$ (Stlmnts)	3,460,000	51,204,186	(47,744,186)
- Revenue \$/lot	346,000	297,699	
- Selling & GST \$	302,418	5,571,530	5,269,112
- Selling & GST \$/lot	30,242	32,393	
- Cost of sales \$	1,032,135	24,799,182	23,767,047
- Cost of sales \$/lot	103,214	144,181	
- Gross profit \$	<u>2,125,446</u>	<u>20,833,474</u>	<u>(18,708,028)</u>
- Gross profit \$/lot	212,545	121,125	
- Gross profit Mgn %	61.43%	40.69%	
- Special Sites \$	-	5,302,659	(5,302,659)
- Other income \$	-	-	-
- Sales & Marketing \$	32,326	1,409,382	1,377,056
- Administration \$	59,952	1,509,934	1,449,982
- Finance \$	-	41,776	41,776
- Contingency \$	-	2,426,238	2,426,238
- Net profit \$	2,033,168	20,748,802	(18,715,635)
- Net profit \$/lot	203,317	120,633	

2.1 GROSS PROFIT ANALYSIS

Actual

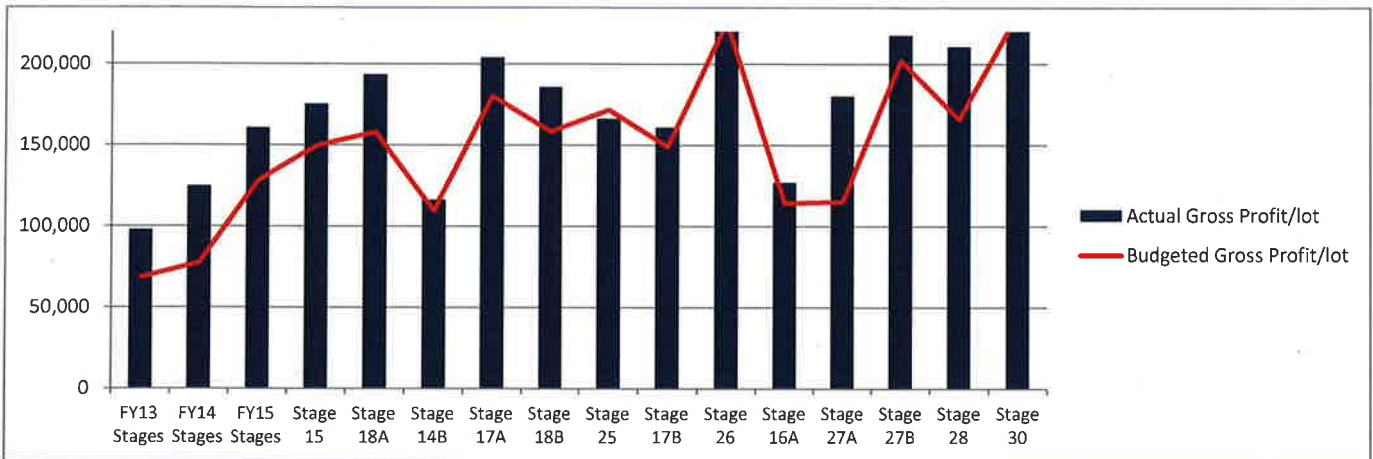
Stages	Title Issue Date	Revenue	Revenue/lot	Direct Selling & COGS (incl. GST)		Direct Costs/lot	Actual Gross Profit	Actual Gross Profit/lot	Actual Gross Margin %
				COGS (incl. GST)	Direct Costs/lot				
Incentives Writeback				-4,777,611			4,777,611		
FY13 Stages	2012 / 2013	51,375,500	220,496	28,580,159	122,662	22,795,341	97,834	44.37%	
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	32,382,617	114,832	45,305,383	160,657	58.32%	
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	10,680,831	184,152	9,642,169	166,244	47.44%	
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	5,669,441	149,196	8,456,059	222,528	59.86%	
Stage 16A	25-Jan-21	4,514,000	265,529	2,356,527	138,619	2,157,473	126,910	47.80%	
Stage 27A	24-Feb-21	5,946,000	312,947	2,524,375	132,862	3,421,625	180,086	57.54%	
Stage 27B	20-Apr-22	9,355,000	406,739	4,348,090	189,047	5,006,910	217,692	53.52%	
Stage 28	1-Sep-21	12,770,000	375,588	5,603,958	164,822	7,166,042	210,766	56.12%	
Stage 30	25-May-22	9,485,000	379,400	2,942,264	117,691	6,542,736	261,709	68.98%	
		<u>308,814,500</u>		<u>134,622,871</u>		<u>174,191,629</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 %
				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 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 30	Dec-21	13,520,000	386,286	5,434,179	155,262	8,085,821	231,023	59.81%	
		<u>309,801,794</u>		<u>171,194,760</u>		<u>138,607,034</u>			

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



Catalina

Finished Lots & Cost of Lots Sold calculations to 31 Jul 2022

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	20-Apr-22	1-Sep-21	25-May-22	TOTAL	
	Spec Sites	Res. 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 16A	Stage 27A	Stage 27B	Stage 28	Stage 30		
Direct costs																			
Civil Construction			3,312,998	89,540	633,835	795,104	794,550	4,918,688	83,260	253,163	968,747	1,231,133	932,193	707,388	901,496	2,223,532	792,261		
Siteworks			2,700,163		565,550	732,033	662,381	4,380,662	75,529	245,432	925,137	1,147,746	926,000	652,600	838,353	2,165,633	706,851		
LRD Power			402,401		58,265	38,071	101,169	448,388	7,731	7,731	7,610	43,149	2,403	27,152	40,143	57,899	60,410		
Third Pipe			159,885																
General					10,000	25,000	31,000	58,000			36,000	18,965	3,700	20,000	23,000		25,000		
MATV			50,089					31,636						7,636					
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	138,339	196,552	213,570		
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	6,930	14,962	9,466		
Local authority scheme costs			100,077	2,705	27,000	67,500	83,700	156,600			97,200	13,620			8,954		14,405		
Survey & legal fees			37,093	1,003	13,139	25,550	29,762	54,801	945	945	35,586	33,820	16,150	21,000	25,428	31,487	39,574		
Engineering fees			205,607	5,557	18,200	85,250	97,962	159,500	2,760	12,341	100,839	104,500	77,057	58,349	88,238	116,545	98,586		
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		14,462	3,848	32,920			
Earthworks Allocation	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	1,662,526	1,155,224	932,598	1,173,233	2,615,998	1,167,862		
	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	542,975	642,426			
Indirect Costs																			
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	511,942	381,466	731,652		
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	975,581	725,814	1,394,271		
TOTAL COST	884,530	69,570,942	4,027,536	439,633	1,008,767	1,925,082	2,143,132	8,373,927	135,150	436,718	2,778,227	4,126,579	1,853,674	2,050,057	3,203,731	4,365,704	3,293,785		
Lots	3	769	37	1	10	25	31	58	1	1	36	38	17	20	23	34	35		
COST PER LOT	294,843	90,469	108,852	439,633	100,877	77,003	69,133	144,378	135,150	436,718	77,173	108,594	109,040	102,503	139,293	128,403	94,108		
Lots settled	3	769	37	1	10	25	31	58			36	38	17	19	23	34	25		1,126
COST OF LOTS SETTLED	884,530	69,570,942	4,027,536	439,633	1,008,767	1,925,082	2,143,132	8,373,927	-	-	2,778,227	4,126,579	1,853,674	1,947,555	3,203,731	4,365,704	2,352,704		109,001,722
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	9,933	13,721	13,416		
Cost per m2	81	266	588	1,374	345	190	191	745	530	243	211	259	280	310	323	318	246		
Avg lot size	3,633	340	185	320	293	405	362	194	255	1,795	365	419	390	331	432	404	383		
Other cash expenditure																			
Direct Selling & Proj Mgt Costs																			27,301,188
Marketing costs																			2,708,945
Administration																			5,990,708
Finance																			198,181
Contingency																			4,091
TOTAL COSTS																			145,204,836

PERIODIC ANALYSIS	Month	YTD	PTD	PY Jun-22
Lots settled	10	10	1,126	1,116
Cost of lots settled	1,032,135	1,032,135	109,001,724	107,969,589
Direct selling costs	302,418	302,418	27,301,188	26,998,770
Marketing costs	32,326	32,326	2,708,945	2,676,619
Administration	59,952	59,952	5,990,708	5,930,756
Finance	-	-	198,181	198,181
Contingency	-	-	4,091	4,091
TOTAL COSTS	1,426,832	1,426,832	145,204,836	143,778,005






Catalina COGS Calc

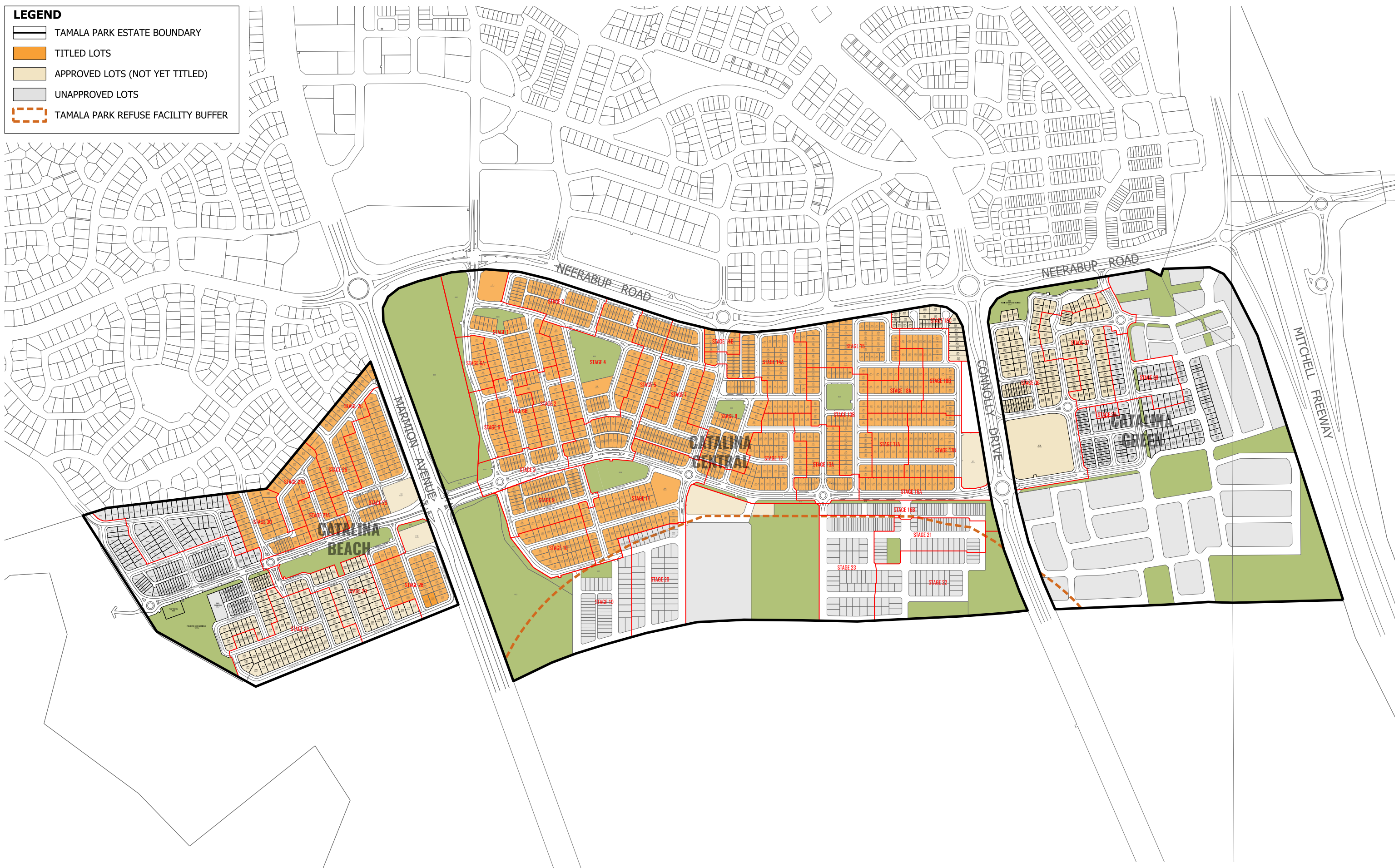
31-Jul-22

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	-	-	-
140-02-025	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	1,555,232	1,222,995	2,778,227	36	36	-	77,173	36	2,778,227	2,778,227	-	-	-
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	19	1,947,555	1,947,555	-	102,503	102,503
140-02-27B	20-Apr-2022	1,716,208	1,487,523	3,203,731	23	23	-	139,293	23	3,203,731	2,924,461	-	-	-
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	-	-	-
140-02-030	25-May-2022	1,685,606	2,125,923	3,293,786	35	35	-	94,108	25	2,352,704	1,599,839	752,865	941,082	94,108
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	-	-	-
140-70-028	8-Aug-2017	338,259	98,459	436,718	1	1	-	436,718	-	-	-	-	436,718	436,718
82,765,880		28,369,039		110,617,176	1,139	1,139	-		1,126	109,001,724	107,969,589	752,865	1,615,452	

Appendix 7.3

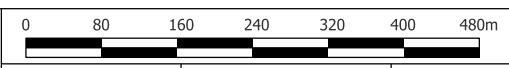
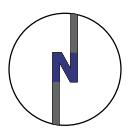
LEGEND

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



ESTATE LAYOUT & STAGING PLAN
Catalina Estate, TAMALA PARK

Aerial supplied by:
Aerial Date Stamp:
Survey supplied by: MNG
Plan Number: NPS1059 - 023
Revision Number:
Drawn By: JP
Client: Tamala Park Regional Council



Scale: 1:8000 @A3 Date Issued: 05.07.2022 ©Niche Planning Studio

DISCLAIMER:
Town Planning compliance is subject to approval from the Tamala Park 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.
B/L: 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.