



# Waratah Tourism Assets: Request for Proposal

**Request for Proposal (RFP) by Waratah-Wynyard Council**

**Issue Date: 1 December, 2015**

**Place for lodgement: Waratah-Wynyard Council**

**21 Saunders St, Wynyard, TAS 7325 (PO Box 168)**

Proponents are advised to register their Request for Proposals by emailing [rhogge@warwyn.tas.gov.au](mailto:rhogge@warwyn.tas.gov.au) in order to receive any further information such as amendments and further conditions that may apply to this RFP.

Submissions will be accepted and assessed as they are received. Respondents are encouraged to register their interest to make sure they are aware of any developments in the process to avoid disappointment.

The Proponents Response (Part C) must be completed in the format specified and submitted both in hard copy and electronically to [rhogge@warwyn.tas.gov.au](mailto:rhogge@warwyn.tas.gov.au).

## Document Contents

- Part A: Invitation and Proposal Rules
- Part B: Requirements and Specification
- Part C: Submission Outline
- Part D: Terms and Conditions
- Part E: Supporting documentation





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## **PART A: INVITATION AND PROPOSAL RULES**

### **INVITATION**

Interested parties are invited to submit a proposal to the Waratah-Wynyard Council in accordance with the instructions for the Waratah Tourism Assets: Request for Proposal (RFP) document (Parts A, B, C, D, E).

### **BACKGROUND**

Waratah-Wynyard Council currently manages and absorbs the running costs of several tourism assets in Waratah. This includes the Caravan and Camping Ground, Athenaeum Hall (home of Tarkine Interpretation Centre), Kenworthy Stamper Mill, Museum, Philosopher Falls and Whyte Hills Lookout. It does not own the Fossey Information Bay but does maintain it. The Council also owns and maintains a number of other buildings in the township.

The Request for Proposal opportunity was originally opened in May 2014 receiving a high level of interest. In September 2015 the process was closed as formal negotiations commenced with a proponent. Unfortunately the proposal was later withdrawn.

Since the first release of the Request for Proposal (RFP) a number of exciting changes have occurred in Waratah which have further enhanced tourism opportunities.

These include:

- ∞ Roadhouse under new management and with fuel available
- ∞ Church proposal for a café/history centre
- ∞ Mine managers house sold with potential for accommodation
- ∞ Significant increase in overnight stays at the Caravan Park
- ∞ Interest growing for 4WD tours at Magnet Mine Track
- ∞ The level of interest in Waratah has escalated due in part to the **Wanted: Modern day tourism pioneer** promotion.

### **SCOPE**

This project aims primarily to outsource the management of the Caravan and Camping Ground, Athenaeum Hall and the Kenworthy Stamper Mill as the core elements of a proposal. The objective is to attract a suitable respondent through a Request for Proposal (RFP) process who is willing to take on the responsibility of managing and growing these tourism assets - pursuing this venture as a profitable business opportunity.

Additionally other Council owned assets may also be included in the proposal or form a complimentary development under an alternative agreement. These assets include the Original Post Office (c. 1900) and Elma Fagan Community Sports Centre. Both of these assets are currently vacant and have significant tourism potential. **See full details in Part B.**

Whilst willing to consider all proposals, the Council would look favourably on a proposal that is either cost neutral for the Council – or does not cost any more than the existing

operational structure (see Financial Data in Part E). Proponents are encouraged to discuss this financial data with the Tourism Development Coordinator so they can get a clear understanding of the costs that will remain Council responsibility, and those that will become the responsibility of the new operator.

### **Caravan and Camping Ground**

- Magnificent grounds overlooking the trout-filled Lake Waratah and situated adjacent to the Athenaeum Hall and Kenworthy Stamper Mill. (see town aerial map Part E)
- Currently has both powered and unpowered sites. Ideally located close to Cradle Mountain and the Tarkine Wilderness.
- Room for significant financial growth with tighter management structure, increased marketing and capital improvements.

### **Athenaeum Hall**

This stunning historical building is home to the Tarkine Interpretation Centre. Originally built in 1887 to replace the Mechanics Institute – which the town had quickly outgrown as the Bischoff mine boomed. The Athenaeum Hall was the hub of the Waratah community life, being used at times as a concert hall, meeting venue, dance hall, indoor sports centre and market bazaar.

#### **Inside the Hall:**

- Stage area
- Kitchen facilities including sink and electric oven/cooktop;
- TV/DVD, stereo, interpretation panels, historical J H Robinson photographic print collection, Savage River Information room;
- Magnificent original wooden ceiling and floors;
- No toilet – however is adjacent to Council building and Council owned public toilets (2 male/2 female with disabled access);
- Currently no hot water facilities.

### **Kenworthy Stamper Mill**

This building houses working machinery used by a local, Dudley Kenworthy, who continued prospecting near Mount Bischoff mine after it closed in the 1940s. Visitors can view the stamper mill in operation as it has been restored to full working capacity. Includes excellent interpretive signage.

## **BRIEFING AND SITE VISITS**

Respondents are invited to request a suitable date with the Contact Officer for a personal tour/briefing of the assets at Waratah. (if required)

## **MILESTONE DATES**

Request for Proposal opens:	1 December 2015
Request for Proposal closing date:	30 December 2016 (or prior to this date if successful proponent found)
Assessment of proposals:	As they are submitted

## **CONTACT OFFICER**

Respondents must direct all communications concerning this RFP through the Contact Officer unless directed otherwise by the Contact Officer. Unauthorised communication by a respondent with other staff of the Waratah Wynyard Council may lead to the exclusion from consideration. The Contact Person for all enquiries is:

Rachael Hogge

Tourism Development Coordinator  
Waratah-Wynyard Council  
21 Saunders St Wynyard, TAS 7325 (PO Box 168)  
Telephone: (03) 64438333  
Email: [rhogge@warwyn.tas.gov.au](mailto:rhogge@warwyn.tas.gov.au)

## SUBMISSION FORMAT

Respondents are requested to prepare the proposal as outlined in Part C. In addition, respondents must provide their submission as:

- Original hard copy **plus** two (2) copies; **and**
- Electronic copy compatible with the Microsoft® Word 2010 or PDF format – may be emailed (file no larger than 6MB) to Contact Officer or delivered with hard copy on a USB Drive or Disc (any size).

## SUBMISSION LODGEMENT

The last opportunity to submit a proposal is **5pm Friday December 30, 2016**. However, all proposals will be assessed as they are submitted – and if a successful applicant is found the proposal process will be closed prior to the 30 December, 2016.

All proposals must be sent in a sealed envelope or package by Registered Post, or delivered by hand to:

Attention: Rachael Hogge  
Waratah Tourism Assets: Request for Proposal  
Waratah-Wynyard Council  
21 Saunders St Wynyard, TAS 7325 (PO Box 168)

and be submitted electronically via email to [council@warwyn.tas.gov.au](mailto:council@warwyn.tas.gov.au) (see Submission Format).

Each submission will be regarded as full and complete. If respondents need to modify any part of a group of documents that constitute a Request for Proposal response, then the whole proposal must be re-submitted – and this must occur before the closing date.

## EVALUATION PROCESS

Proposals will be evaluated for full compliance with any mandatory requirements identified in Parts A, B and C.

Respondents are reminded that any requirements identified as mandatory are considered to be of fundamental importance to the satisfactory delivery of the goods and/or service, and are encouraged to provide as much detail as possible.

Respondents are encouraged to discuss their proposal with the Contact Officer, who will be available to provide guidance throughout the application process.

Submissions will be considered by an Assessment Panel appointed for the purpose. The Assessment Panel will comprise of the following:

- Waratah-Wynyard Council Mayor
- Waratah Wynyard Director Corporate and Community Services
- Waratah-Wynyard Council Tourism Development Coordinator
- Waratah Wynyard Council Officer – chosen representative

The Assessment Panel's role will be to examine and evaluate all responses and recommend a preferred operator to Council. The Assessment Panel will meet as required. If deemed necessary, respondents may also be invited to provide a presentation and/or be interviewed with regard to their Submission.

### **Secondary evaluation process**

There are occasions when a secondary evaluation process is required. This may occur as a part of the original plan or be necessary to differentiate between shortlisted submissions.

A secondary process may include, but not be limited to:

- Presentation of the intended project / methodology;
- Clarification of particular aspects of the submission;
- Additional information on some aspect of the submission;
- Responses to additional requirements; or
- Negotiations on personnel, project delivery, milestones and price.

### **EVALUATION CRITERIA**

Respondents will be evaluated against the following general criteria:

- Sound business plan;
- Level of compliance with specification and statement of requirements;
- Management approach, capability and capacity (including quality systems, risk management approach, methodology, customer service, innovation, proposed work plan, availability of resources);
- Price/cost;
- Ability to add value to the existing operations and to the local community;
- Potential for further investment and growth.

Respondents shall provide supporting information to enable these criteria to be assessed, by completing every section of the Request for Proposal Submission Outline (Part C).

If, after the evaluation process, Council considers there is no submission that satisfactorily addresses the essential requirements and specifications, Council reserves the right to not appoint a new operator on those grounds and to continue with the current operational model.

## **PART B: Requirements and Specifications**

### **BACKGROUND INFORMATION**

The Waratah-Wynyard local government municipality covers 3532 sq kms bounded by Bass Strait to the north, Rocky Cape National Park to the west, the Pieman River at Corinna on the State's West Coast to the south and the City of Burnie to the east. With a population of slightly more than 14,000 people Waratah-Wynyard is recognised for its productive dairy, vegetable, horticulture and forestry enterprises that thrive on well-watered basalt soils famous for their rich red colour. It is also known for its spectacular coastlines and beaches, and its magnificent National Parks and wilderness areas. For more information visit:

<http://www.visitwaratahwynyard.com.au>

<http://www.warwyn.tas.gov.au>

Waratah itself is a small town within the municipality with a population of approximately 250 people. The town has a rich pioneering mining history, and is renowned for stunning natural beauty.

Situated just a few minutes' drive off the Murchison Highway, Waratah is approximately half way between the North West Coast and the Wild West Coast of Tasmania. An easy 1 hour drive south of Burnie via the Ridgely Highway, Waratah is also accessible from Wynyard or Somerset via the scenic Hellyer Gorge, renowned as one of the most picturesque drives in Tasmania and a favourite for motorbike and rally car enthusiasts. Waratah is an excellent base for exploring the Tarkine Wilderness and is just 50km from Cradle Mountain National Park.

Waratah has been identified as a key Gateway to the Tarkine – Australia's largest temperate rainforest. For further information on the Tarkine Wilderness see:

<http://www.discoverthetarkine.com.au/>

<http://www.tasmaniaswesternwilderness.com.au/index.php/wwthe-tarkine-wilderness>

<http://www.cradlecoast.com/tourism.html>

#### **Approximate travelling times/distances**

Waratah to:

Burnie - 62kms (50 mins),

Cradle Mountain National Park - 50km (45 min),

Strahan - 133km (1 hour 45 min),

Wynyard (Burnie Airport) - 73km (1 hour 05 min)

Devonport (Spirit of Tasmania Passenger Ferry and Airport) - 108km (1.5 hours)

Launceston (Airport) – 211km (2.5 hours)

## EXISTING OPERATIONAL MODEL

### Waratah Caravan and Camping Ground

**Opening Hours:** Currently bookings and payments can be made through the Council Office (Post Office) if tourists arrive during office hours which are Monday to Friday 9am -5pm (closed 12.30-1.30 for lunch). Tourists who arrive outside these hours can currently book and pay for their accommodation at the Roadhouse. Monies collected are then remitted to Council. There are obviously efficiencies that could be made with this system.

**Staffing:** Staffing cost absorbed into existing Council staff budget. Cleaning and maintenance paid by Council (see Part E Financial Data)

**Charges:** Powered site \$28; unpowered site \$22; facilities only \$16; self-contained \$6.

#### Features:

- 19 powered sites;
- large grassed area for unpowered sites (principal land area approximately 1 acre with extra sites along the lake also available space for the Park);
- Guests have access to 2 (keyed) bathrooms which each include a toilet shower and basin;
- Laundry room with one washing machine and one dryer (currently free for guests);
- Sheltered BBQ area with outdoor seating, sink and free BBQ.



### Athenauem Hall (circa 1887)

**Opening Hours:** Thursday to Saturday from 10.00-2.00pm (Oct – April)

**Staffing:** Council staff member (casual).

**Cost:** Free entry – donation box inside

**Features:** Visitors can view the historical print collection, Tarkine Wilderness Interpretation material, town history and general tourist information. Also houses a collection of historical memorabilia from the Savage River mining community. There are a limited number of merchandise items for sale in the Hall, with this being an obvious area for expansion under a commercial model.



### Kenworthy Stamper Mill

**Opening Hours:** 7am – 5pm daily.

**Staffing:** Not staffed. Opened and locked daily by Council staff member

**Cost:** Free entry – donation box inside

**Features:** Operational Stamper Mill and interpretive signage.



## REQUIREMENTS AND SPECIFICATIONS

### Council responsibilities

The Council is willing to consider all proposals put forward as part of this process, but sees as an ongoing role for the Council:

- Marketing the town/region as a whole;
- Maintaining and promoting other tourism infrastructure such as Philosopher Falls Walk, Whyte Hills Lookout, Fossey Bay Information Centre;
- Insurance costs for the **infrastructure** included in the RFP process;
- Maintaining council-owned land and facilities (not included in the RFP process).

### Respondent responsibilities

In any accepted proposal, Council would consider the following to be the role of the successful Respondent:

- Marketing any commercial venture;
- Cost of Business and Liability Insurance;
- Staffing costs.

### Other - negotiable

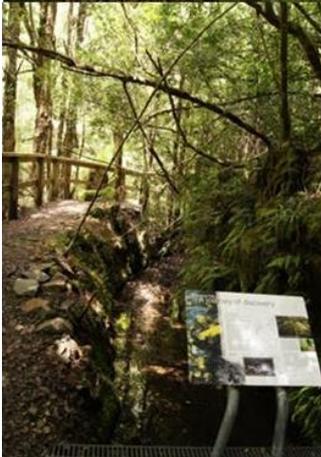
All other fixed and variable expenses, including those existing (see financial data in section E) and any anticipated future capital expenditure would be negotiated with the successful Respondent. Many of the expenses listed in Section E will remain Council responsibility so respondents are encouraged to discuss this data with the Contact Officer to get a full understanding of cost allocations.

### Specifications

A successful Respondent must commit to the following:

- Minimum hours of opening for the Athenaeum Hall/Stamper Mill – not LESS than current opening hours outlined in Part B;
- Must make provision for a booking point (including phone and email contacts) as well as afterhours/emergency contacts for users of the Caravan Park;
- Must maintain standards of cleanliness and service delivery AT LEAST to the level that is currently provided;
- Must satisfy the Council as to the financial viability of the proposal;
- Must keep records and report to Council on a quarterly basis with business statistics as agreed in lease.

## WARATAH TOWN INFRASTRUCTURE OUTLINE



### Other Council owned/maintained assets

Museum  
 Philosopher Smith Hut  
 Original Post Office c. 1900 (not currently in use)  
 Elma Fagan Community Sports Centre  
 Child Care Centre  
 Post Office and Municipal Offices – including library and internet access  
 Waste Transfer Station  
 Playgrounds/BBQ areas and reserves and parks  
 Public toilets  
 Cemetery (historically significant)

### Natural assets in and around Waratah

Waratah Falls in the middle of town – floodlit at night  
 Lake Waratah – great for trout fishing!  
 Philosopher Falls  
 Whyte Hills Lookout  
 Mt Bischoff  
 Tarkine wilderness

### Existing Town infrastructure (not owned by Council)

Bischoff Hotel - (for sale)  
 Roadhouse with fuel  
 Mountain Vista Golf Course – 9 hole  
 St James Church c.1880 -(proposed history centre/café)  
 Primary School – (not in use –potential for development)  
 Waratah Emergency Services  
 War Memorial and Rotunda  
 Mt Bischoff mine site – Visitor information in car park  
 Police Station  
 O'Connor Hall B & B  
 Roses by the Lake - accommodation  
 Villas on Que - accommodation

## Part C: Submission Outline

In order to have a submission accepted by the Assessment Panel responses to Sections 1-5 are mandatory. Respondents are encouraged to use supporting documentation to validate their responses to these sections.

Council encourages Respondents to use Section 6 (Additional comments/summary) to expand upon their submission if required. Council will look favourably on Respondents who demonstrate initiative, innovation and creativity with this section.

### Section 1 – Proposal Outline

Submissions should include a description of the proposed visitor experience to be offered, including but not limited to:

- Respondent's preference for duration of the lease/proposal;
- Use of and proposed days/hours of opening for the Athenaeum Hall and Kenworthy Stamper Mill;
- Arrangements for check-in/out and collection of payments for the Caravan and Camping Ground. (Please nominate any alternative arrangements which may be considered for the winter period);
- Role and responsibilities of Council under Proposal (eg would Council be required to maintain facilities, ground maintenance, cleaning, power costs etc);
- Role and responsibilities of Respondent;
- Proposed financial arrangement.

### Section 2 – Business Plan

Respondents should undertake and submit a preliminary business plan to support the Proposal. This should include but not be limited to:

- Marketing – including tourist demand, the visitor profile, tourism product alignment to the municipal and regional brand.
- An application of 'learnings' from the current model of operation as described in Part B, and an outline of how the proposal addresses some of the shortfalls in the current model – and how this will translate into a better visitor experience.
- Opportunities for growth – outline where you see the opportunities for growing demand for tourism product, and how you will service the demand moving forward.
- Threats to the success of your plan, and how you would manage them.
- An understanding of service levels – what is currently being provided compared to what you will provide – and how this translates into a better tourism experience.
- Product positioning – Who are your competitors? What are your strengths/weaknesses? How would you advertise and to whom?
- A detailed proposed budget breakdown.

Please note it will be a lease condition that a comprehensive operational plan will be submitted to Council including commitment to the essential requirements of Council, marketing plan, risk management plan and an emergency evacuation plan. These documents are not necessary at this stage of the RFP process however Respondents should be prepared for further business planning in the event of short-listing or preferred operator negotiations.

### **Section 3 - Professional Capacity, Experience and Customer Service**

Submissions should demonstrate professional capacity and experience in or understanding of similar tourism projects. For example, Submissions may include demonstrated experience or understanding of the following:

- Management and delivery of visitor services and tourism quality assurances.
- Knowledge of visitor market and trends, in particular relating to Tasmania and the North-West.
- Experience in customer service and delivery.
- Interpretation and presentation of historical and environmental values.
- Social capital – networks, partnerships, alliances that would add value to your proposal.

### **Section 4 - Governance and Business Capacity**

Submissions should provide:

- details of the business structure;
- staffing intentions/requirements;
- personal roles/ responsibilities involved in the business;
- evidence of financial understanding of and commitment to the Proposal.

### **Section 5 – Evidence of value-adding to existing Council model**

Consider questions such as:

- How will your proposal increase the tourism potential of the town?
- In what way would the local community benefit from your proposal?
- What are the future potential spin-offs?
- What other opportunities do you see for growth in the town of Waratah?

### **Section 6 – Additional Comments/Summary**

Summarise your proposal here. Use this section to show the panel that you are committed to and passionate about the opportunity provided. Include any other asset packaging arrangements you would like Council to consider. Sell your ideas! Be creative!

## **PART D: Terms and Conditions**

1. This Invitation for Request for Proposal (RFP) is not a request for tender. It does not constitute an offer intended to be accepted by the Council.
2. For the purposes of this RFP:
  - Council - means Waratah-Wynyard Council;
  - Request for Proposal or RFP - means this document inviting Respondents to offer to deliver the Council's requirements by lodging a Submission;
  - Respondent - means any person, persons, groups or corporation lodging a Submission;
  - Submission - means proposal presented in response to this Request for Proposal;
3. The Council does not warrant the accuracy of the content of the RFP and the Council is not liable for any omission from the RFP.
4. No representation, commitment or undertaking is given by the Council that any Respondent will be invited to do or to provide any or all of the things outlined in this RFP.
5. Late RFP will not be accepted, unless the Council is of the view (and its decision will be absolute and final) that:
  - a. circumstances beyond the Respondent's control were the cause of the lateness; and
  - b. accepting a late RFP will not compromise the integrity of the process or provide any unfair advantage to the Respondent lodging the late RFP.
6. Late RFP which are not accepted will be marked on the envelope with the time and date of receipt, and will be returned to the Respondent.
7. The Council reserves the option to accept part, or the whole, of a Submission from the same or from different Respondents in order to best meet the RFP requirements and specifications.
8. The Respondent must ensure that all commercial in confidence, confidentiality and privacy issues and responsibilities are properly addressed in the Submission, and that no conflict of interest arises in relation to the Submission or any matter relating to the Submission.
9. Respondents should be aware that confidentiality of Submissions may be subject to exceptions where the information:
  - a. is required, or authorised, to be disclosed by law;
  - b. is reasonably necessary for the enforcement of the criminal law or for the protection of the public revenue.
10. All Submissions will become the property of the Council after the closing date.
11. Respondents agree to provide the Council with a licence to copy, reproduce, use, modify and adapt any of the information provided in the Submission, and agree the Council may provide copies of the documentation (in electronic or hardcopy format) to their agents, for the purposes of assessing the Submissions.

12. The information which is provided in the RFP and any other information provided by the Council or anyone on its behalf to a Respondent is provided for the background information of Respondents only.
13. The Council does not intend that the information be used by any Respondent as a means on which to base its Submission or satisfy itself about the conditions of the Proposal. All Submissions must be based solely on the Respondent's own investigations, determinations, assessment, skill and experience. All business and commercial aspects of the Submission prepared by the Respondent or its agents are at the sole risk of the Respondent.
14. Council will make available all relevant financial data for the purposes of assessment for the feasibility of any Proposal. The Council does not warrant the commercial or other feasibility of the proposal. Respondents are responsible for making all necessary enquiries about the site/s in question. In lodging a Submission, a Respondent is deemed to have:
  - a. examined carefully and to have acquired full knowledge of the RFP and any other information made available in writing by the Council to the Respondents for the purpose of the RFP;
  - b. examined all information relevant to the risks, contingencies and other circumstances having an effect on the Submission;
  - c. visited the sites and fully informed themselves of all relevant conditions;
  - d. accepted and agreed with the terms and conditions of this RFP; and
  - e. relied solely upon its own enquiries and inspection in relation to the site/s.
15. The Council and the Assessment Panel are not responsible for, nor will pay for, any cost or expense or loss incurred by any Respondent including but not limited to:
  - a. preparing and lodging a Submission;
  - b. carrying out any investigation in relation to the proposal set out in a Submission; or
  - c. any resources used by the Respondent in the preparation of its Submission.
16. The Assessment Panel is not bound to or required to endorse any Submission.
17. The Council may vary the RFP at any time by:
  - a. informing all Respondents; and
  - b. notifying all persons to whom the Council has issued the RFP; or
  - c. advertising the variation in the newspapers in which the original RFP was advertised.
18. The Council may discontinue or suspend the RFP process.
19. The RFP is not to be construed as making any express or implied representation, undertaking or commitment by the Council that it will enter into a binding contract with any Respondent to undertake the Council's requirements.

# PART E: Supporting Documentation

Aerial Map of Waratah showing Athenaeum Hall, Stamper Mill and Caravan and Camping Ground (approximate areas only)



## WARATAH - Council Attractions (Caravan Park, Athenaeum Hall, Stamper Mill)



Printed On: 17 Apr 2014

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<b>Waratah Tourism Assets: Request for Proposal</b>						
<b>Waratah-Wynyard Council Financial data</b>						
		Actuals	Actuals	Actuals	Actuals	Actuals
		2010/11	2011/12	2012/13	2013/14	2014/15
<b>Income - Waratah Museum/Athaneum Hall</b>						
<u>User Charges</u>						
	Waratah Museum/ Athaneum Hall	3,152	1,528	2,408	1,594	1,022
	<b>User charges</b>	<b>3,152</b>	<b>1,528</b>	<b>2,408</b>	<b>1,594</b>	<b>1,022</b>
<u>Contributions</u>						
	Donations	1,581	938	948	859	596
	<b>Contributions</b>	<b>1,581</b>	<b>938</b>	<b>948</b>	<b>859</b>	<b>596</b>
	<b>Total Waratah Museum/Athaneum Hall Income</b>	<b>4,733</b>	<b>2,466</b>	<b>3,356</b>	<b>2,454</b>	<b>1,618</b>
<b>Waratah Museum/Athanaeum Hall</b>						
<u>Salaries &amp; Wages</u>						
	156 Salaries	29,350	27,630	22,414	18,409	11,229
	Wages	455	339	353	258	311
	<b>Salaries &amp; Wages</b>	<b>29,805</b>	<b>27,969</b>	<b>22,767</b>	<b>18,667</b>	<b>11,540</b>
<u>Plant Hire - Internal Charges</u>						
	Plant Hire	22	0	0	9	0
	<b>Plant Hire - Internal Charges</b>	<b>22</b>	<b>0</b>	<b>0</b>	<b>9</b>	<b>0</b>
<u>Materials &amp; Contracts</u>						
	83 Promotional Material	77	350	(9)	0	0
	56 Insurance	205	812	854	859	760
	63 Lighting & Power	10,650	11,384	9,994	10,880	8,014
	75 Other	2,567	1,594	2,069	207	513
	130 Water & Sew erage Rates	1,647	924	1,081	1,371	762
	117 Telephone	433	528	511	579	556
	75 Merchandise	1,863	915	(1,034)	878	76
	88 Repairs & Minor Improvements	4,521	1,572	556	1,545	531
	<b>Total Materials &amp; Contracts</b>	<b>21,963</b>	<b>18,079</b>	<b>14,022</b>	<b>16,319</b>	<b>11,212</b>
<u>Depreciation Expense</u>						
	Depreciation	7,872	4,912	5,181	4,962	5,192
	<b>Depreciation Expense</b>	<b>7,872</b>	<b>4,912</b>	<b>5,181</b>	<b>4,962</b>	<b>5,192</b>
	<b>Total Waratah Museum/Athaneum Expenses</b>	<b>59,662</b>	<b>50,960</b>	<b>41,970</b>	<b>39,957</b>	<b>27,944</b>
	<b>Surplus/(Deficit) WaratahMuseum/Athaneum I</b>	<b>(54,929)</b>	<b>(48,494)</b>	<b>(38,614)</b>	<b>(37,503)</b>	<b>(26,326)</b>

		Actuals	Actuals	Actuals	Actuals	Actuals
		2010/11	2011/12	2012/13	2013/14	2014/15
<b>Income - Waratah Camping Ground</b>						
<u>User Charges</u>						
	Camping Ground Fees	30,019	25,621	25,707	24,908	33,437
	<b>User charges</b>	<b>30,019</b>	<b>25,621</b>	<b>25,707</b>	<b>24,908</b>	<b>33,437</b>
<u>Reimbursements</u>						
	Reimbursements	0	0	0	0	51
	<b>Reimbursements</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>51</b>
	<b>Total Waratah Camping Ground Income</b>	<b>30,019</b>	<b>25,621</b>	<b>25,707</b>	<b>24,908</b>	<b>33,488</b>
<b>Waratah Camping Ground</b>						
<u>Salaries &amp; Wages</u>						
	Wages	7,394	4,280	8,072	6,270	7,337
	<b>Salaries &amp; Wages</b>	<b>7,394</b>	<b>4,280</b>	<b>8,072</b>	<b>6,270</b>	<b>7,337</b>
<u>Plant Hire - Internal Charges</u>						
	Plant Hire	287	16	83	24	166
	<b>Plant Hire - Internal Charges</b>	<b>287</b>	<b>16</b>	<b>83</b>	<b>24</b>	<b>166</b>
<u>Materials &amp; Contracts</u>						
13	Cleaning	0	0	1,661	3,652	3,510
83	Promotional Material	0	341	455	0	455
56	Insurance	56	57	61	67	53
63	Lighting & Power	4,893	5,303	5,151	4,382	5,140
75	Other	1,571	2,404	2,797	166	2,339
88	Repairs & Minor Improvements	2,949	2,834	5,471	811	2,006
130	Water & Sewerage Rates	0	0	0	0	800
	<b>Total Materials &amp; Contracts</b>	<b>9,469</b>	<b>10,939</b>	<b>15,596</b>	<b>9,078</b>	<b>14,303</b>
<u>Depreciation Expense</u>						
	Depreciation	5,337	674	672	679	1,049
	<b>Depreciation Expense</b>	<b>5,337</b>	<b>674</b>	<b>672</b>	<b>679</b>	<b>1,049</b>
	<b>Total Waratah Camping Ground Expenses</b>	<b>22,487</b>	<b>15,909</b>	<b>24,423</b>	<b>16,051</b>	<b>22,855</b>
	<b>Surplus/(Deficit) Waratah Camping Ground</b>	<b>7,532</b>	<b>9,712</b>	<b>1,284</b>	<b>8,857</b>	<b>10,633</b>

		Actuals	Actuals	Actuals	Actuals	Actuals
		2010/11	2011/12	2012/13	2013/14	2014/15
<b>Income - Kenworthy Stamper Mill</b>						
<u>Contributions</u>						
	Kenworthy Stamper Mill - donations	1,162	1,087	903	904	876
	<b>Contributions</b>	<b>1,162</b>	<b>1,087</b>	<b>903</b>	<b>904</b>	<b>876</b>
	<b>Total Kenworthy Stamper Mill Income</b>	<b>1,162</b>	<b>1,087</b>	<b>903</b>	<b>904</b>	<b>876</b>
<b>Kenworthy Stamper Mill</b>						
<u>Salaries &amp; Wages</u>						
156	Wages	290	69	143	690	233
	<b>Salaries &amp; Wages</b>	<b>290</b>	<b>69</b>	<b>143</b>	<b>690</b>	<b>233</b>
<u>Plant Hire - Internal Charges</u>						
	Plant Hire	0	45	0	29	0
	<b>Plant Hire - Internal Charges</b>	<b>0</b>	<b>45</b>	<b>0</b>	<b>29</b>	<b>0</b>
<u>Materials &amp; Contracts</u>						
83	Promotional Material	0	0	227	182	227
56	Insurance	153	156	165	170	150
63	Lighting & Power	456	586	658	713	968
75	Other	18	119	9	0	0
94	Security	0	0	0	0	0
88	Repairs & Minor Improvements	0	142	726	1,880	115
	<b>Total Materials &amp; Contracts</b>	<b>627</b>	<b>1,003</b>	<b>1,785</b>	<b>2,945</b>	<b>1,460</b>
<u>Depreciation Expense</u>						
	Depreciation	1,159	0	0	0	0
	<b>Depreciation Expense</b>	<b>1,159</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
	<b>Total Kenworthy Stamper Mill Expenses</b>	<b>2,076</b>	<b>1,117</b>	<b>1,928</b>	<b>3,664</b>	<b>1,693</b>
	<b>Surplus/(Deficit) Kenworthy Stamper Mill</b>	<b>(914)</b>	<b>(30)</b>	<b>(1,025)</b>	<b>(2,760)</b>	<b>(817)</b>