

Financial Performance



Did you know...

The Calyx, our new horticultural display facility, features the largest interior green wall in the southern hemisphere!

New revenue streams

Commercial services

In 2017-18 we had 18 leases and licenses across the three Gardens' sites that contributed revenue of \$6.8M. A further \$2.8M was derived from car parking operations, which went back into maintaining and upgrading our assets, services and facilities.

Commercial highlights for the reporting year included:

- conclusion of the Transform tender incorporating three of the major food and beverage outlets at the Royal Botanic Gardens, Sydney
- launch of 'Connected Garden' — a digital infrastructure project that delivers wi-fi across the Gardens and a suite of commercial opportunities
- introduction of a new food and beverage operator at the Blue Mountains Botanic Garden
- launch of Pollination at The Calyx — the second long-term exhibition for the space, which resulted in 230,000 visitors including 12,000 community and education participants and 14,000 function guests
- extended offerings at Busby's Bar at Victoria Lodge
- expanded visitor train services within the Royal Botanic Garden
- the opening of Rathbourne Lodge to onsite food and beverage opportunities.

Filming and Photography

We are committed to supporting the industry and complying with the NSW Government's film-friendly policy and therefore provide responsive and flexible customer service to professional clients working in the areas of film and photography.

The financial year 2017-18 saw 254 filming and photography bookings — predominantly wedding photography shoots (186 wedding photo shoots).

Other highlights from 2017-18 include:

- continued high profile reality TV dramas (such as 'My Kitchen Rules' and 'Married at First Sight'), TV commercials (eg Citibank, Nokia, Samsung, LG and BMP) and a mix of fashion and advertising photo shoots
- 67 commercial film and photography bookings including the 'Women In Black' feature film
- \$74,068 in revenue from commercial film and photography
- the continued popularity of wedding photography at the Royal Botanic Garden, with 186 bookings and \$44,980 in revenue.

The nature of filming requests is also changing — with TV dramas wanting to take advantage of the central CBD location of the Royal Botanic Garden in addition to the array of backdrops on offer across the one site — from scenic harbour views to cityscape and beautiful gardens.

Fees and charges

Each year fees and charges are reviewed for a diverse range of facilities including public programs, parking, sports field hire, functions and events. The aim of the review is to apply the Consumer Price Index (CPI) changes to fees and charges and cover any increases in administrative overheads and maintenance costs.

Our new rates came into effect in July 2018 and are available online at: www.rbgsyd.nsw.gov.au

Payment performance

Accounts payments at the end of each quarter

Quarter	Currently within 30 days	Overdue less than 30 days	Overdue between 30-60 days	Overdue between 60-90 days	Overdue more than 90 days
Sep-17	6,633,319	936,397	37,302	5,063	14,196
Dec-17	4,929,054	686,077	118,078	73,736	25,774
Mar-18	4,562,911	1,120,225	28,743	89,513	266
Jun-18	6,462,787	866,169	45,405	16,954	6,491

Accounts payable

Total value of accounts payable	Target %	Actual %	Value \$	Total Amount Paid \$
September quarter	100%	87%	6,633,319	7,626,278
December quarter	100%	85%	4,929,054	5,832,719
March quarter	100%	79%	4,562,911	5,801,657
June quarter	100%	87%	6,462,787	7,397,805

Investment performance

During the reporting year the Trust continued to invest funds in the appropriate NSW Treasury Corporation Hour-Glass Investment Facility that matches the duration of the Trusts' underlying liabilities and commitments. In addition, investments were made in bank term deposits which have been arranged through NSW Treasury Corporation. Surplus funds have been invested in the Cash Facility to meet the Trust' short-term obligations. The appropriate benchmark performance for comparison for the Cash Facility is the UBS Bank Bill Index.

Details of the Trust's investments are shown below:

Hour Glass Investment Facilities on 30 June

	2014-15	2015-16	2016-17	2017-18
Value of cash facility on 1 July	\$2,388,272	\$883,268	\$994,191	\$1,008,932
Value of cash facility on 30 June	\$883,268	\$994,191	\$1,008,932	\$1,023,658
Interest income earned	\$91,617	\$17,854	\$14,741	\$14,726
Actual rate of return	2.73%	2.48%	1.47%	1.45%
Benchmark rate of return	2.60%	2.24%	1.45%	1.48%

Bank term deposits on 30 June

	2014-15	2015-16	2016-17	2017-18
Value of deposits on 1 July		\$1,560,000	\$4,024,731	\$4,134,406
Value of deposits on 30 June	\$1,560,000	\$4,024,731	\$4,134,406	\$2,545,543
Interest income earned		\$134,640	\$109,675	\$63,170
Actual rate of return		2.75%	2.69%	2.50%

The Trust utilises term deposits to take advantage of higher interest rates. The holdings are in line with the Parklands financial strategy, which is to ensure it meets its short-term cash flow requirements as well as specific future capital commitments.

See more online at
rbgsyd.nsw.gov.au

