

CONFIDENTIAL ITEMS 2003 – SEPTEMBER 2019

#	Date	Item Title	Confidential Order Details	Item being kept confidential - Agenda/ Attachment/ Minutes	Reason regarding retention or recommend-action to release	Resolution Regarding Action	Last Review Date	Next Review Date	Date Released
101	15 Feb 2016	The Cedars Marketing & Pre-Feasibility Study	<p>Section 90 (3) (b) Order</p> <p>1.Pursuant to Section 90(3)(b)</p> <p>Pursuant to Section 90(2) of the Local Government Act 1999 the Council orders that all members of the public except the Chief Executive Officer, four General Managers and the Executive Assistant to the Mayor and Chief Executive Officer be excluded from attendance at the meeting for the Agenda Item The Cedars Market and Pre-Feasibility Assessment.</p> <p>The Council is satisfied that pursuant to Section 90(3)(b) of the Act, the information to be received, discussed or considered in relation to this Agenda item is information the disclosure of which could reasonably be expected to confer a commercial advantage on a person with whom the Council is conducting business and would prejudice the commercial position of the Council in that the information to be considered includes financial information, the disclosure of which could prejudice the Council's commercial position during negotiations.</p> <p>In addition the disclosure of this information would, on balance, be contrary to the public interest. The public interest in public access to the meeting has been balanced against the public interest in continued non-disclosure of this information. The benefit to the public at large resulting from withholding the information outweighs the benefit to it of disclosure of the information. The Council is satisfied that the principle that the meeting be conducted in a place open to the public has been outweighed in the circumstances because the disclosure of Council's commercial position may severely prejudice Council's ability to be able to negotiate a cost-effective proposal for the benefit of the</p>	Report, report attachments and minutes	Information the disclosure of which could reasonably be expected to confer a commercial advantage on a person with whom the Council is conducting business and would prejudice the commercial position of the Council in that the information to be considered includes financial information, the disclosure of which could prejudice the Council's commercial position during negotiations.	Until the Hans Heysen Foundation Limited Appeal Committee progressively releases the individual attachments as public documents or 17 May 2016 whichever of these is the sooner or such lesser period as may be determined by the Chief Executive Officer.	8 Oct 19	Within 12 months	<i>Council report, minute, attachments 2 & 3 to council report released 18/4/16 & on council's website 20/4/16 Attachment 1 released 19/9/19</i>

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			<p>Council and the community in this matter and in relation to other contract negotiations.</p> <p>Section 91(7) Order</p> <p>7. Pursuant to Section 90 (3) (b) & (d)</p> <p>That having considered Agenda Item The Cedars Marketing and Pre-Feasibility Assessment in confidence under 90(2) and (3)(b) of the Local Government Act 1999, the Council pursuant to Section 91(7) of the Act orders that the report, report attachments and minutes be retained in confidence until the Hans Heysen Foundation Limited Appeal Committee progressively releases the individual attachments as public documents or 17 May 2016 whichever of these is the sooner or such lesser period as may be determined by the Chief Executive Officer.</p>						
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RELEASED

Attachment 1 to Item 17.1

Mr Andrew Stuart
Chief Executive Officer
Mount Barker District Council
6 Dutton Road
MOUNT BARKER SA 5251


Foundation Ltd

19 January 2016

Dear Andrew

Please find accompanying this letter *The Cedars Market and Pre-Feasibility Assessment* prepared by Hudson Howells for the Hans Heysen Foundation.

The document sets out a comprehensive assessment of the commercial viability of the redevelopment proposed for The Cedars by the Hans Heysen Foundation and is accompanied by appendices detailing the estimated cost of civil works and building construction. In addition, the *Assessment* document contains a detailed site plan and concept art setting out the proposed vision for The Cedars.

The *Assessment* document has given particular attention to the regional benefits of the proposed project and the potential for the redevelopment of The Cedars to materially contribute to meeting Adelaide Hills Regional Strategic Tourism Plan targets for increased visitor numbers, as well as creating an estimated 75 jobs over the construction period and contributing \$10.3 million toward Gross State Product.

Hudson Howells' modelling forecasts that The Cedars will operate at an annual surplus of \$414,000 with no requirement for recurrent government funding.

The Hans Heysen Foundation is greatly encouraged by this pre-feasibility work which demonstrates the significant socio-economic and regional benefit of the proposed project.

We are therefore pleased to submit this report to you, in support of a formal request for Mount Barker District Council to contribute \$3m towards the Foundation's acquisition of The Cedars and the development of The Cedars Cultural Precinct. We submit that the \$3m be considered an interest-free loan to be extinguished upon the completion of the new building, and for the money to be paid over a three year period as indicated on pages 11 and 13 of the *Pre-Feasibility Assessment*. The Foundation would be pleased to have Council initiate the legal process to produce the necessary documentation to reflect agreed-to terms and conditions for this hoped-for transaction.

We thank you for your continued support and welcome the opportunity to discuss the *Assessment* document and formal request with you in greater detail.

Yours sincerely



Dr Peter Heysen
Chairman
Hans Heysen Foundation Ltd



RELEASED

**The Cedars
Market & Pre-
Feasibility
Assessment**

December 2015

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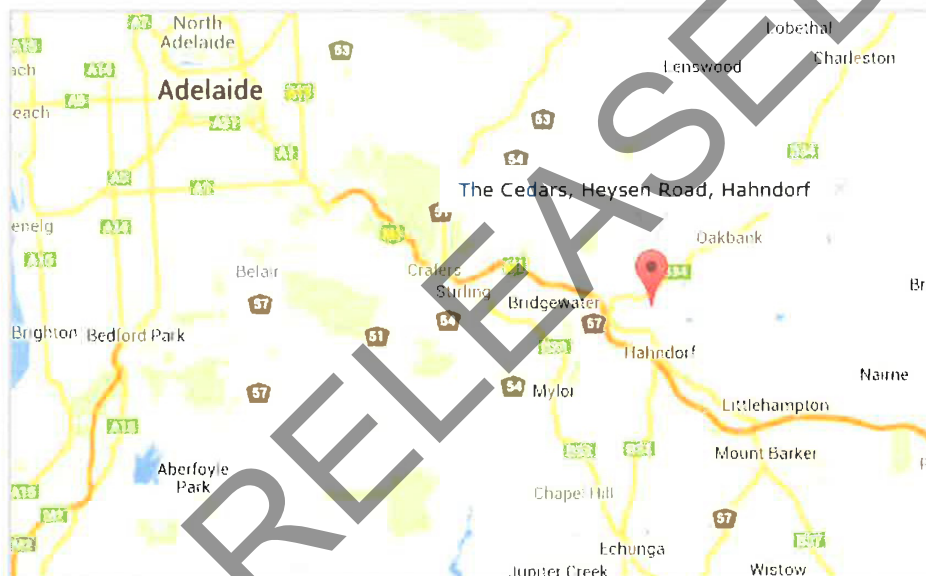
1. INTRODUCTION

1.1 The Cedars

This report has been commissioned by the **Hans Heysen Foundation** (Foundation) which has sought a market and pre-feasibility assessment to support its proposed establishment of a gallery and visitor centre, and upgrade of The Cedars.

The Cedars is a unique 14 hectare heritage property on Heysen Road, just outside the Hahndorf township in the Adelaide Hills. The site is a 20 kilometre drive from the centre of Adelaide (refer to Map 1: Regional Locality).

Map 1 – Regional Locality



Source: Google Maps

Featuring the original family home, Hans Heysen's studio, and daughter Nora Heysen's studio, the property displays some 200 of his original works of art.

The Cedars is currently jointly owned and managed by four of Heysen's grandchildren. The four grandchildren have maintained the property at their expense, and since 1994 have shared it with thousands of local, national and international visitors.

A Cedars Hahndorf Conservation Plan was prepared by Bruce Harry and Associates in 1994. The objective of the Conservation Plan was to document the historic, cultural and

architectural significance of Cedars and identify appropriate management policies to retain or enhance the significance of Cedars. The Conservation Plan is a key reference document that must be considered in any future plans for the site, particularly for the maintenance of and improvement to The Cedars' dwelling and curtilage.

1.2 The Hans Heysen Foundation

In the interests of maintaining and preserving The Cedars and its surroundings as a unique, historical site, the Heysen family has established the Hans Heysen Foundation. The Foundation was established in 2011 and is governed by a Board. The prime focus of the Foundation is to collect, preserve and maintain the collection of Heysen's works for public viewing, and to maintain The Cedars and associated property as an asset to be accessed and enjoyed by the public. The Foundation wishes to achieve this by raising the funds to acquire the assets and appropriately develop the site, in line with this vision.

1.3 Sir Hans Heysen

The importance of maintaining and preserving The Cedars cannot be overstated. Hans Heysen was one of the first non-indigenous artists to engage deeply with the Australian landscape resulting in rich depictions of the outback, atmosphere paintings of the Adelaide Hills and sensitive sketches of village life.

He derived his inspiration from two sharply contrasting landscapes of the Mount Lofty Ranges and the stark untamed scenery of the Flinders Ranges. He demonstrated remarkable ability to capture in his works, the season moods of nature.

Heysen was an ardent conservationist well ahead of his time. He lobbied neighbours and the local Council to preserve the great trees around Hahndorf and in 1938, increased his holding from 36 acres to 150 acres to support the preservation of the native environment.

Hans Heysen won the Wynne Prize nine times between 1904 and 1932, the Crouch Prize in 1931 and the Maude Vizard-Wholohan Prize in 1957. For well over 20 years he was a board member of the National Gallery of South Australia. In 1945 he was awarded an OBE for his contribution to art, and was knighted in 1959.

1.4 The Cedars – Proposed Improvements

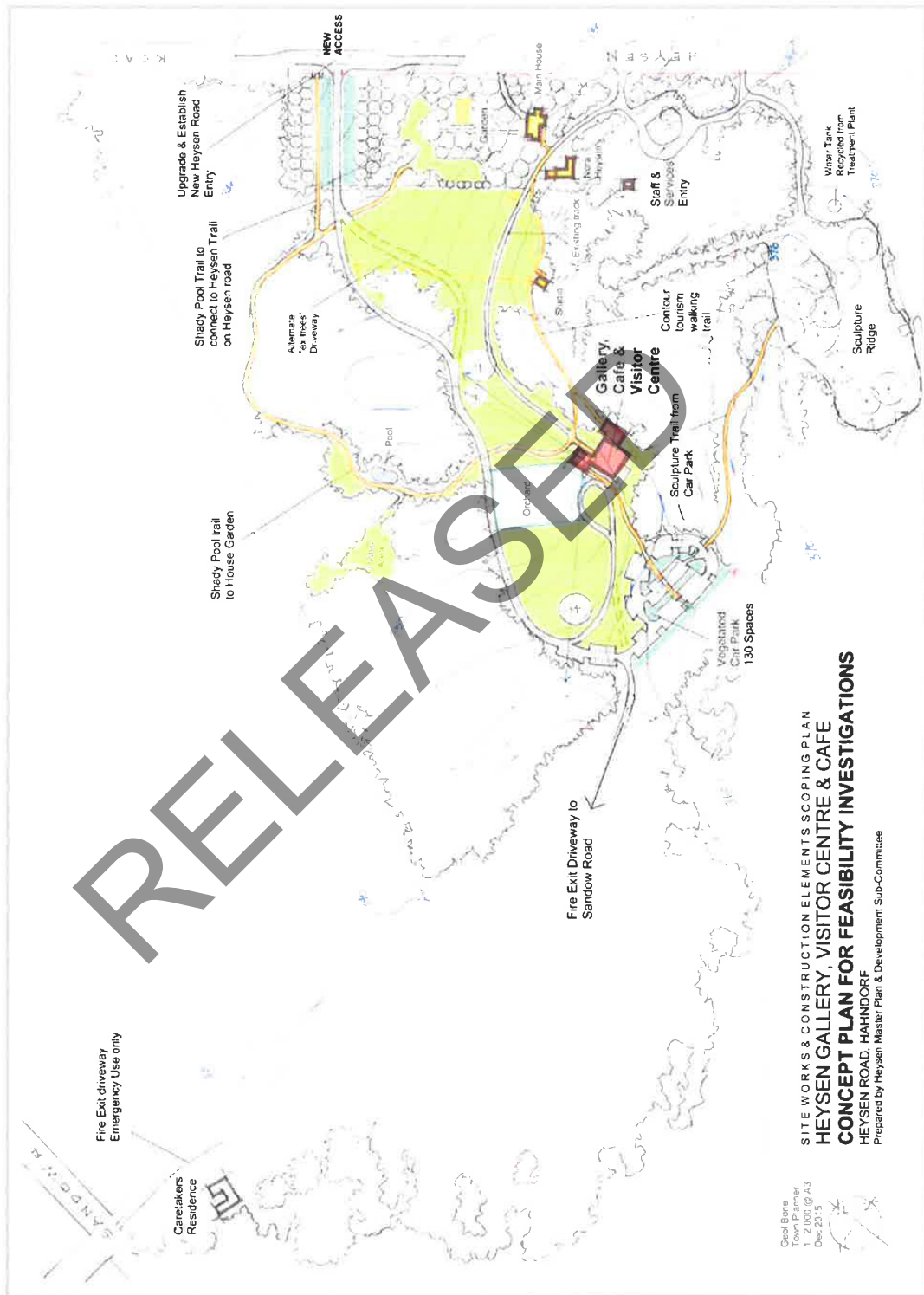
This report documents the proposed concept for The Cedars and provides a pre-feasibility assessment of the commercial viability of the redevelopment. A concept plan (Plan 1)

highlighting the proposed Heysen Gallery, Visitor Centre and Café/Restaurant is provided below.

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Plan 1 – Heysen Gallery, Visitor Centre and Café/Restaurant Concept Plan



As highlighted on the above Concept Plan, it is proposed that a new Gallery and Visitor Centre incorporating a restaurant and café together with other areas for an artists' retreat and art and sculpture classes, will be established. This new facility will be linked to the existing Hans Heysen Studio, Main House (Hans Heysen's former residence) and the Nora Heysen Gallery.

It is anticipated that the new facility will further position The Cedars as an iconic Adelaide Hills destination for local, national and international visitors and drive a significant increase in visitor traffic to the site.

An artist's impression of the new facility has been prepared by renowned local artist Roderick Glenn as shown on the following page (refer to Image 2 – Heysen Gallery, Visitor Centre and Gallery Concept Drawing).

This drawing which has the perspective of looking east from the new facility shows both the Studio and the Main House in the background and imagines the use of natural materials in a contemporary structure.

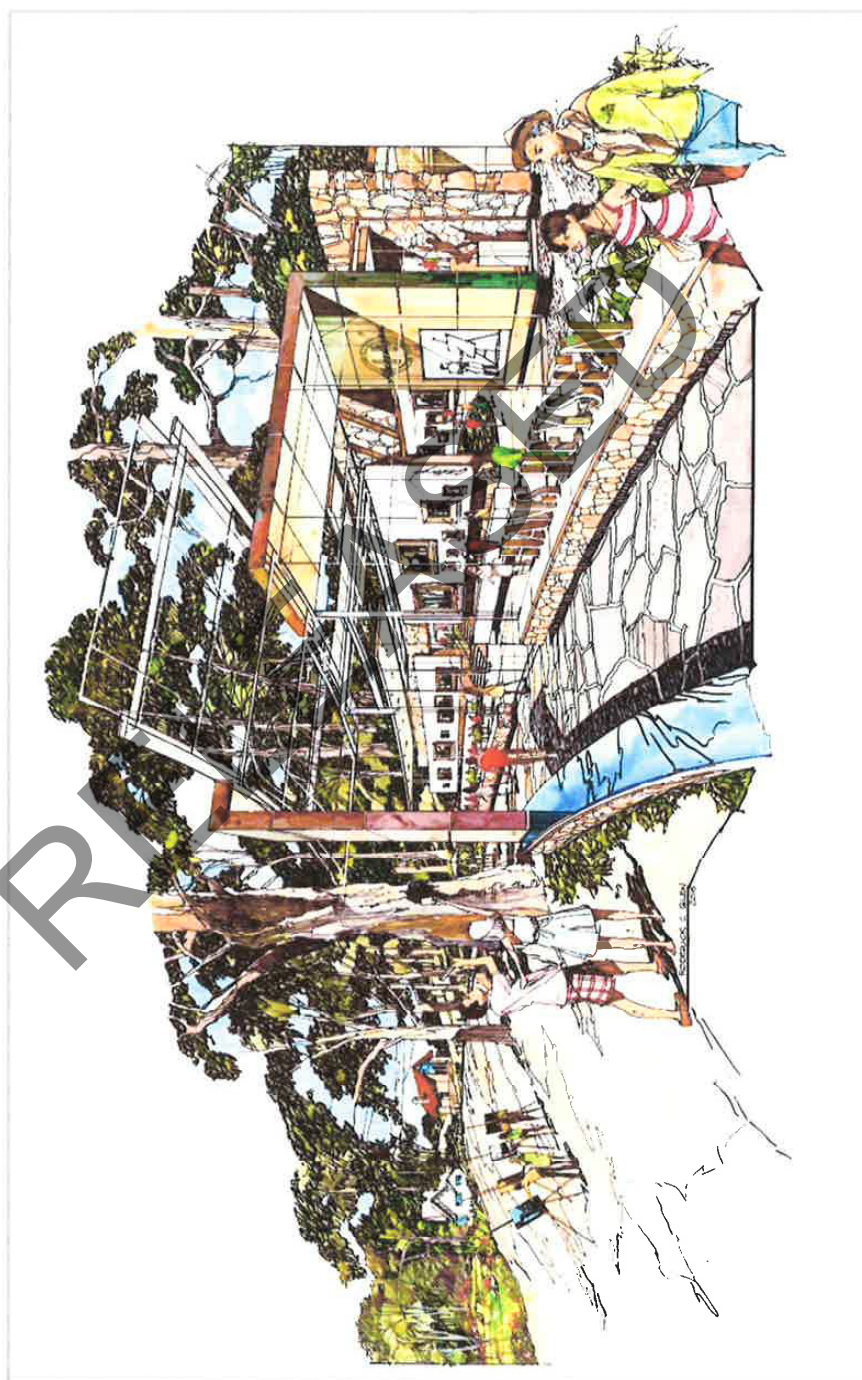
The Main House will also be reverted to its original state with minimal changes to Hans Heysen's Studio. The Main House was built as a colonial style villa in the 1870s with Hans Heysen purchasing The Cedars in 1912. In 1919, and also in the early 1920s, the Heysens renovated and updated their home. It has changed very little since that time. The rooms are filled with the furniture, textiles, objects and personal items belonging to the Heysen family.

Visitors can join a guided tour of the main rooms, where the Federation era 'Arts and Craft' décor allows everyone to experience the lifestyle of another age.

Image 1 – Main House



Image 2 – Heysen Gallery, Visitor Centre and Café/Restaurant Concept Drawing



2. HAHNDORF OVERVIEW

The Cedars is located in Hahndorf¹, one of the Adelaide Hills' most famous and popular towns.

Located just 25 minutes from Adelaide, Hahndorf is Australia's oldest surviving German settlement and celebrated 175 years in 2014. It still has a strong German flavour most evident in the smallgoods outlets, bakeries, pubs, restaurants and cafes that line the bustling main street. While its proximity to Adelaide makes Hahndorf a perennial favourite as a day trip destination, most visitors wish they had longer to explore all the township has to offer so consider accommodation from the wide range available.

Within minutes of the main street are many quintessential Adelaide Hills experiences including:

- The former home, studio and garden of one of Australia's most famous artists, Sir Hans Heysen - The Cedars.
- Beerenberg Farm.
- Hahndorf Farm Barn, a fun combination of a children's farmyard and a nature wildlife park.
- A number of excellent wineries including Hahndorf Hill and The Lane. At nearby Verdun there is Sidewood at Maximilian's and Verdun Park Wines. Nepenthe and Shaw + Smith are just down the road in Balhannah.
- Craft breweries including Prancing Pony at Totness and Grumpy's at Verdun. Gulf Brewery is located in the main street of Hahndorf.

¹ This information has been sourced from the Adelaide Hills website. The District Council of Mount Barker, Adelaide Hills Visitor Information Centre and Adelaide Hills Tourism claim copyright ownership of the content of this website with reproduction of the website content being permitted for non-commercial use.

3. VISITOR MARKET

This section of the report provides the findings from desktop research undertaken on the Adelaide Hill region and the Mount Barker local government area which incorporates Hahndorf.

3.1 Tourism Plans and Strategies

The Adelaide Hills Regional Strategic Tourism Plan 2011-14 (most recent plan available) has as its stated goal: *"By 2014, the Adelaide Hills will be widely known in its own right and acclaimed in domestic and international markets as a best in class tourist destination".*

The Adelaide Hills Destination Action Plan (updated July 2013) includes the following Situational Analysis Overview.

Over the last 10 years, tourism to the Adelaide Hills has outperformed state and national trends for visitors and expenditure (Source: Tourism Research Australia, 2011). This has been driven by a growth in interstate visitors from Victoria and day trips from Adelaide.

Tourism expenditure in the Adelaide Hills is projected to grow by 45% by December 2020. By focusing on key strategic areas, the Adelaide Hills has the potential to contribute to the 2020 SA Strategic Plan goal by potentially growing 75% over that period into an industry worth \$190 million to the region. (Source: BDA Marketing Planning from TRA/NVS/IVS/Access Economics, 2011).

The Destination Action Plan contains the following key insights:

- *The region has six times as many more day trip visitors than overnight visitors.*
- *The Hills is the only South Australian region that has an accommodation profile more similar to Adelaide City than with regional areas.*
- *Consumer appeal for the Hills is high, thanks to its close proximity and beautiful vistas, but consumers still feel the experiences are not unique to the region.*
- *The region needs to define what the holiday experience is, beyond wine that will set the Hills apart compared to its competitive set.*
- *13% of intrastate high yield visitors are considering visiting the Hills, but only 3% are intending to visit. There are gains to be made from intrastate marketing of the region.*

The Destination Action Plan has the following Strategic Focus. The fact that Adelaide Hills is so close to Adelaide (the #1 most visited region in SA) must be leveraged - making Adelaide Hills a must-do experience as part of a trip to Adelaide will benefit both the region and Adelaide. Developing "new news" triggers (Experiences and Events) to visit the region that appeal to interstate and international visitors is a strategic priority.

3.2 Regional and Hahndorf Visitation

The following tables have been sourced from Tourism Regional Australia for the Mount Barker and Adelaide Hills local government areas and are based on 2013 data.

Table 1 – Visitors to Mount Barker LGA 2013

VISITORS TO MOUNT BARKER LGA	INTERNATIONAL	DOMESTIC OVERNIGHT	DOMESTIC DAY	TOTAL
Visitors ('000)	3.9	71.5	455	530.4
Visitor nights ('000)	47.7	220.8	-	268.5
Average stay (nights)	12.3	3.1	-	3.6
Spend (\$m)	3.4	26.8	29.1	59.2
Average spend per trip (\$)	875.5	374.3	63.9	111.7
Average spend per night (\$)	71.1	121.2	-	112.3
Average spend (commercial accommodation) per night (\$)	114.1	276.7	-	240

Source: Tourism Research Australia (np = the estimate is unreliable and cannot be published)

Table 2 – Visitors to Adelaide Hills LGA 2013

VISITORS TO ADELAIDE HILLS LGA	INTERNATIONAL	DOMESTIC OVERNIGHT	DOMESTIC DAY	TOTAL
Visitors ('000)	10	127	866	1,003
Visitor nights ('000)	124	434	-	558
Average stay (nights)	12	3	-	4
Spend (\$m)	8	39	71	118
Average spend per trip (\$)	800	307	82	118
Average spend per night (\$)	65	90	-	84
Average spend (commercial accommodation) per night (\$)	91	132	-	122

Source: Tourism Research Australia (np = the estimate is unreliable and cannot be published)

3.3 Forecast Visitation – The Cedars

Tables 1 and 2 above show that in 2013 the Mount Barker and Adelaide Hills local government areas were estimated to have had approximately 1.5 million visitors in aggregate. Visitor numbers provided by The Cedars' Curator show 12,000 visitors annually (with up to an additional 15,000 during special events) or approximately 0.8% of visitors to the region.

It is noted that the target for the Adelaide Hills Regional Strategic Tourism Plan is for an annual growth rate in visitor expenditure of 7.7% per annum.

The establishment of a multi-purpose contemporary gallery and visitor centre together with the refreshing of The Cedars' dwelling fabric will create very strong visitor appeal. When this is combined with aggressive marketing, it is estimated that annual visitor numbers could conservatively increase to 1.3% market share which equates to 20,000 visitors per annum. As noted above special events held at The Cedars should attract in excess of 15,000 additional visitors.

4. PRE-FEASIBILITY ASSESSMENT

The feasibility of The Cedars project is assessed in this section and is based on:

- Concept proposed incorporating a new multi-purpose revenue generating visitor centre, gallery and upgraded Main House.
- The preceding market assessment.
- Construction costs as supplied by Sarah Constructions (Visitor Centre and Gallery), and Wallbridge & Gilbert (Civil Works).
- Potential realisable entry prices and visitation rates.

A project model has been developed in Microsoft Excel and this has been utilised to assess the concept as proposed.

The following key assumptions are incorporated into the modelling:

- All costs and revenues are ex GST.
- No allowance has been made for escalation.
- No allowance has been made for depreciation of assets. NPV and IRR calculations are on a cash basis only.
- Project commencement date - 1st July 2016.
- 2 year construction phase commencing in 2018.
- Project is equity, loan and grant funded.
- Local Government loan of \$3 million to be advanced over three years (\$1.5m/\$0.75m/\$0.75m). No provision has been made for repayment of the loan.
- Other government grants of \$7.5 million.
- Hans Heysen Heritage Appeal of \$1,000,000 p.a. for years 1 – 3, then reducing to \$300,000 per annum as ongoing fundraising.
- Operating cost ratios from year 4 onward are assumed to be proportional to revenue at 60% exclusive of rent and interest as per tourism industry standards.
- A discount rate of 5% has been used for NPV calculations.

The following capital/construction costs have been incorporated into the model:

- Property purchase - \$2.745 million (acquisition of 14.76 ha of land and buildings by the Foundation from the Heysen family).
- Less a Family Donation of \$843,200
- Acquisition of Core Art Collection - \$2.5 million
- Acquisition of the Sandow Road property (17.4 ha) inclusive of the caretaker's house - \$1.3 million

- Less a Family Donation of \$906,250
- New Visitor Centre, Gallery and Café - \$6.67 million (including \$785,000 Professional Fees).
- Civil Works - \$2.096 million (including an allowance of 7.5% for exclusions including professional fees).
- House Renovations - \$500,000.

New entry prices for The Cedars have been set as follows:

- Gallery, House, Studio and Property Tours - \$25
- Studio Tours only – \$10
- House and Garden Tours only - \$10
- Gallery & Entrance only - \$10

It is estimated that the number of visitors will increase from 12,000 to 20,000 by Year 4 based on the preceding analysis (refer to Section 3.3 Forecast Visitation- The Cedars).

The following additional revenue estimates (i.e. in addition to current revenue²) have been incorporated into the model:

	Year 4 On
Tours and entrance fees	\$270,000
Shop sales	\$140,000
Gallery sales	\$150,000
Heysen Wine & other cellar door sales	\$30,000
Donations & fundraising*	\$300,000
Coffee shop	\$19,000
Educational events	\$2,000
Painting schools	\$3,000
Sculpture schools	\$1,000
Corporate functions	\$30,000
Restaurant lease	\$90,000
Total	\$1,035,000

* Includes donations and funds raised from special events, weddings, musical events and other functions

² Please refer to Appendix 3 for the 2015 Profit & Loss Statement

Based on the above, the economic modelling produced the following results:

- Net Present Value (@5%) - \$4.4 million

	20 Year NPV	2016	2017	2018	2019	2020
Property Purchase - Cedars Yr 1; Sandow Rd Yr 4		-\$2,745,000	\$0	\$0	-\$1,300,000	
Plus Family Donation for Land		\$843,200	\$0	\$0	\$362,500	
Capital Costs - Construction		\$0	\$0	-\$8,766,250	-\$500,000	
Core Art Collection Acquisition		\$0	\$0	\$0	-\$2,500,000	
Plus Family Donation for Core Art Collection		\$0	\$0	\$0	\$906,250	
Plus Mt Barker District Council Loan Funding		\$1,500,000	\$750,000	\$750,000	\$0	
Plus Government Grant Funding		\$0	\$7,500,000	\$0	\$0	
Plus Hans Heysen Heritage Appeal Donations		\$1,000,000	\$1,000,000	\$1,000,000	\$0	
Plus Additional Revenue		\$0	\$0	\$0	\$1,035,000	\$1,035,000
Additional Operational Expenses (60% of Additional Revenue)		\$0	\$0	\$0	-\$621,000	-\$621,000
NET CASH FLOW		\$598,200	\$9,250,000	-\$7,016,250	\$2,617,250	\$414,000
Cumulative Cash Flow		\$598,200	\$9,848,200	\$2,831,950	\$214,700	\$628,700
20 YEAR NPV		\$4,436,950				

In a **settled period** (i.e. from 2020 onward), the modelling projects an annual surplus of \$414,000 per annum without an ongoing requirement for government funding. Note that no allowance has been made for depreciation of assets.

It should be noted that the above pre-feasibility results are most sensitive to the receipt of government grants, corporate donations and the Local Government loan.

5. PRELIMINARY SOCIO ECONOMIC IMPACT ASSESSMENT

While a detailed economic impact assessment was not requested as part of this market and pre-feasibility assessment, a preliminary assessment is detailed below to assist the Foundation management and government policy decision makers understand the potential socio-economic benefits associated with the project.

A total project cost of \$9.3 million (exclusive of government grants and donations) is estimated for the project construction. Industry ratios and multipliers used for the calculations of jobs and income outcomes associated with this construction activity, derived³ from State input/output tables, are as follows:

Table 1 - Construction Ratios and Multipliers

Activity per \$1m invested	Construction
Value added (\$m)	1.107
Employment (FTE jobs)	8.01

Based on Table 1, a construction investment of \$1 million would support incomes (value added) of \$1,107,000 and 8.01 FTE jobs, comprising both direct (approximately one third) and indirect employment.

Based on the costings and assumptions detailed in this report, it is estimated that the construction activities associated with The Cedars development directly and indirectly (i.e. including the flow-through multiplier impact) will support in the order of 75 full time equivalent jobs in South Australia during the period of construction (assumed to be 1 year). It is estimated that the annual average associated incomes or value added generated by this activity (i.e. wages and salaries, returns on capital, payment of taxes) will be \$10.3 million (current \$2016).

The estimated socio economic impact benefits of the project over its construction period (i.e. 75 jobs and \$10.3 million of GSP) greatly exceed the loan advance from Local Government of \$3 million and demonstrates that in a socio economic impact context, the Local Government loan is repaid to the community by way of incomes and taxes over the construction period of the project.

³ Multipliers have been adjusted for inflation and for indicative estimates of productivity gains – 2% p.a. 2012 to 2016.

6. SUMMARY

The proposed development will become a major tourism drawcard for the Adelaide Hills region. As highlighted in Section 3.1 of this report, the current Adelaide Hills Destination Plan states that; "The region needs to define what the holiday experience is, beyond wine that will set the Hills apart compared to its competitive set." The Cedars will therefore make a significant contribution to the Adelaide Hills tourism assets and will attract local, interstate and international visitors.

The Cedars has been held in trust by the Heysen family which has built an art collection which is now valued at \$2.5 million. The Heysen family is making an extremely generous overall contribution of \$2.1 million to this project. In addition the value is further enhanced by the legacy of the Nora Heysen Foundation which was established by Dr Peter Heysen in 2004. The Nora Heysen Foundation has an art collection presently valued at \$4.1 million and this will continue to be housed and exhibited at The Cedars.

The proposed development is financially sustainable due to:

- The generous donation of the Heysen Art Collection, the heritage listed historic home and studio by the Heysen family (in particular Dr Peter Heysen).
- The anticipated financial support of the Mount Barker Council made in recognition of the project being vitally important to the cultural amenity and economy of Mount Barker and the broader Adelaide Hills region.
- The anticipated State Government grant funding made in recognition of the project's major contribution to the State's tourism assets and the associated benefits this will bring to South Australia's economy.
- The generous support provided by donors to the Hans Heysen Heritage Appeal.
- The team of volunteers who freely give their time to support The Cedars.

As noted in Section 4 of this report, in a settled period (i.e. from Year 4 onward) the modelling undertaken projects an annual surplus of \$414,000 per annum without an ongoing requirement for government funding. Note again that no allowance has been made for depreciation of assets.

Document Name: 15 February 2016

15

APPENDIX 1 – Sarah Constructions – Building Cost Estimates

(Provided electronically under separate cover)

RELEASED

Document Name: 15 February 2016

APPENDIX 2 – Wallbridge and Gilbert - Civil Cost Estimates

(Provided electronically under separate cover)

RELEASED

APPENDIX 3 – 2015 Profit & Loss Statement

The Cedars
David Heyson Productions
Heyson Road
HAHNDORF SA 5245

Profit & Loss Statement

1/07/2014 through 30/06/2015

19/01/2016
10:31:10 AM

Income	
Sale of books	\$1,588.47
Admissions Tours Retail Sales	\$127,317.13
Sale of Cards	\$275.54
Sale of Prints	\$1,503.32
Biennial Fringe Exhibition Admissions	\$3,415.91
Donations	\$1,000.00
Interest received Reimbursement AHSS	\$267.95
Total Income	\$135,368.32
Cost Of Sales	
Purchases Books	\$6,931.20
Purchases Cards	\$3,788.58
Purchases Prints	\$2,851.82
Purchases - other	\$913.70
Freight inwards	\$9.09
Total Cost Of Sales	\$14,494.39
Gross Profit	\$120,873.93
Expenses	
Accountancy & Bookkeeping	\$68.18
Advertising	\$2,852.92
Bank Charges	
Merchant Charges	\$522.18
Service Fee	\$60.00
Supplier Finance charge	\$0.10
Total Bank Charges	\$982.26
Catering	\$3,463.63
Framing	\$1,681.82
Garden labour and maintenance	\$7,117.60
Insurance	\$5,911.71
Interest Paid	\$1,712.00
Light, Power & Gas	\$6,844.24
Office Shop House Expenses	\$1,073.35
Packaging & Postage	\$728.84
Printing & Stationery	\$2,768.62
Rates & Taxes	\$12,807.71
Repairs & Maintenance	\$3,673.41
Security	\$3,892.57
Superannuation	
ARF & Statewide Super Funds	\$4,964.28
Total Superannuation	\$4,964.28
Telephone	\$2,855.52
Tour Guide Expenses	\$4,320.00
Wages & Salaries	\$53,668.42
Workers Compensation	\$1,040.32
Total Expenses	\$122,427.42
Net Profit/(Loss)	\$1,553.49

**WALLBRIDGE & GILBERT**
Consulting Engineers60 Wyatt Street, Adelaide
South Australia 5000
Telephone 08 8223 7433
Email adelaide@wga.com.au10th December 2015

Job No: WAD151555

Burke Urban
Faraway House
21 Franklin Street
Adelaide
SOUTH AUSTRALIA 5000

Attention Mr John Bannister

Dear John

**HANS HEYSEN PROJECT, HAHNDORF
CONSTRUCTION COST ESTIMATE**

Wallbridge and Gilbert have been commissioned by Burke Urban to undertake a preliminary cost estimate for a proposed visitor centre, gallery and café located off Heyesen Road at Hahndorf based on the concept sketches provided.

The estimates have been based upon information and concept plan provided by Burke Urban on 2 and 7 December and a meeting held on 3 December 2015.

A summary of the cost estimates are provided herein.

Item	Description	Amount
1	Preliminaries	\$170,000
2	Site Clearing and Earthworks	\$160,000
3	Roadworks and Carparks	\$550,000
4	Walking trail	\$50,000
5	Stormwater Drainage	\$50,000
6	Irrigation	\$220,000
7	Sewage Treatment Plant and reuse/disposal system	\$240,000
8	Water supply, storage and reticulation	\$60,000
9	Communications	\$15,000
10	Electrical and lighting	\$325,000
11	Common Service Trenching	\$35,000
12	Miscellaneous Minor Works	\$80,000
Total (excl GST and contingency)		\$1.95M

The costs above should be read in conjunction with the sketch provided. The costs provided are based on our familiarity with similar projects and recent tendered rates. W&G are not cost consultants and information provided herein is provided in good faith for funding purposes only.

Further clarification on each item is provided as follows:

Preliminaries

- Estimated at 10% of the overall cost for insurances, mobilisation/demobilisation, site management, survey, quality control and testing.

ADELAIDE | DARWIN | MELBOURNE | PERTH | WHYALLA

W&G Engineers Pty Ltd trading as Wallbridge & Gilbert ACN 052 528 926 ABN 90 743 056 456

**Site clearing and Earthworks**

- Includes clearing, tree removal and earthworks for new road access on Heysen Rd, new sealed roadway, walking trail, fire exit track and carpark. We have assumed approval will be granted to clear vegetation without any native vegetation charges.
- We have assumed all earthworks and vegetation removal can be contained on site without removal to a disposal facility. We have not made any allowance for aboriginal heritage site clearances or monitoring.

Roadworks and carparks

- Includes 150mm thick compacted rubble for fire exit track.
- 2 coat spray sealed internal roadway (6.5m wide) and turnaround including 3 bus parking bays;
- 150mm thick compacted rubble carpark.
- 200m² of retaining walls for carpark (\$100k incl) due to steep topography. There is scope to significantly reduce or remove retaining requirements in future design by amending layout.
- Includes upgrade of Heysen Rd junction incorporating new slip lanes/turn lanes and overlay of existing pavement.

Walking Trail

- Includes 2m wide walking trail topped with 100mm compacted rubble.

Stormwater Drainage

- We have allowed for roadside table drains including Three (3) nominally sized (clay lined) earth stormwater detention basins for road runoff collection. We have assumed basins will incorporate a cut/fill balance.

Irrigation

- We have allowed for the construction of irrigation pipework and sprinklers to the turf area (22,000m²) but excluding turf and landscaping.

Sewage Treatment

- We have allowed for an onsite sewage treatment plant rated at 100EP (equivalent population) based upon the café, visitor centre, gallery and associated kitchen and ablutions. The treated discharge will be suitable for restricted irrigation (nominally Class B).
- Pricing is based upon indicative quotes by suppliers inclusive of site works, electrical pipework, pumps and tanks.
- Includes reticulation pipework to turf areas.
- Includes establishment of woodlot for winter irrigation including seedlings, fencing and seedlings.

Water Supply

- An existing 150dia main exists in Heysen Rd. We have allowed for a new 25dia water service, meter and RPZ at Heysen Rd and a 50dia HDPE main in trench to the visitor centre.
- Due to the head difference to the visitor centre location site we have included a pump to feed water storage tanks.
- We have allowed for two (2) 100KL water tanks (poly lined steel), one for potable water supply and another for top up pond water storage.
- We have allowed for pumps for both potable water and pond filling respectively.
- We have allowed to integrate our recycled water with the existing recycled water tank from the existing wastewater treatment plant to minimise use of potable water for turf irrigation.

Communications

- Telstra cabling is present in Heysen Rd. We have allowed for a P50 conduit and associated pits in a common service trench (CST) along the road route to the visitor centre.
- The standard Telstra connection fee has been allowed which will accommodate cable/conduit in the communications pipework.

**Electrical and Lighting**

- Overhead electrical supply in Heysen Rd is present.
- We have allowed for new pole from this location and cabling/conduits and pits along the internal roadway and carpark.
- A new 315kv transformer near the visitor centre has been included.
- Testing and commissioning of the works is included.
- SAPN augmentation has not been allowed as this is difficult to determine along with applicable rebates.
- We have included LED bollard lighting to the entry, internal roadway, drop off and carpark areas (20 in total).
- No allowance has been made for roadway lighting at the junction with Heysen Rd.

Common Service Trenching

- We have included CST for communications and electrical along the internal roadway, drop off area and carpark as applicable.

Exclusions

- Engineering, planning and survey fees.
- Geotechnical investigations relating to ground condition including presence of rock and groundwater. No allowance for rock removal or dewatering is included.
- A site history, environmental assessment (or subsequent remediation) or heritage investigation.
- Project contingency. We suggest an appropriate contingency be applied by the client.
- Services relocations.
- Authority charges including augmentation and open space contributions.
- Traffic studies and road safety audits.
- Fencing and entry statement works.
- Structural and building works
- Road and interpretive signage

We trust this information is satisfactory, however, should you require any further information please do not hesitate to contact the undersigned.

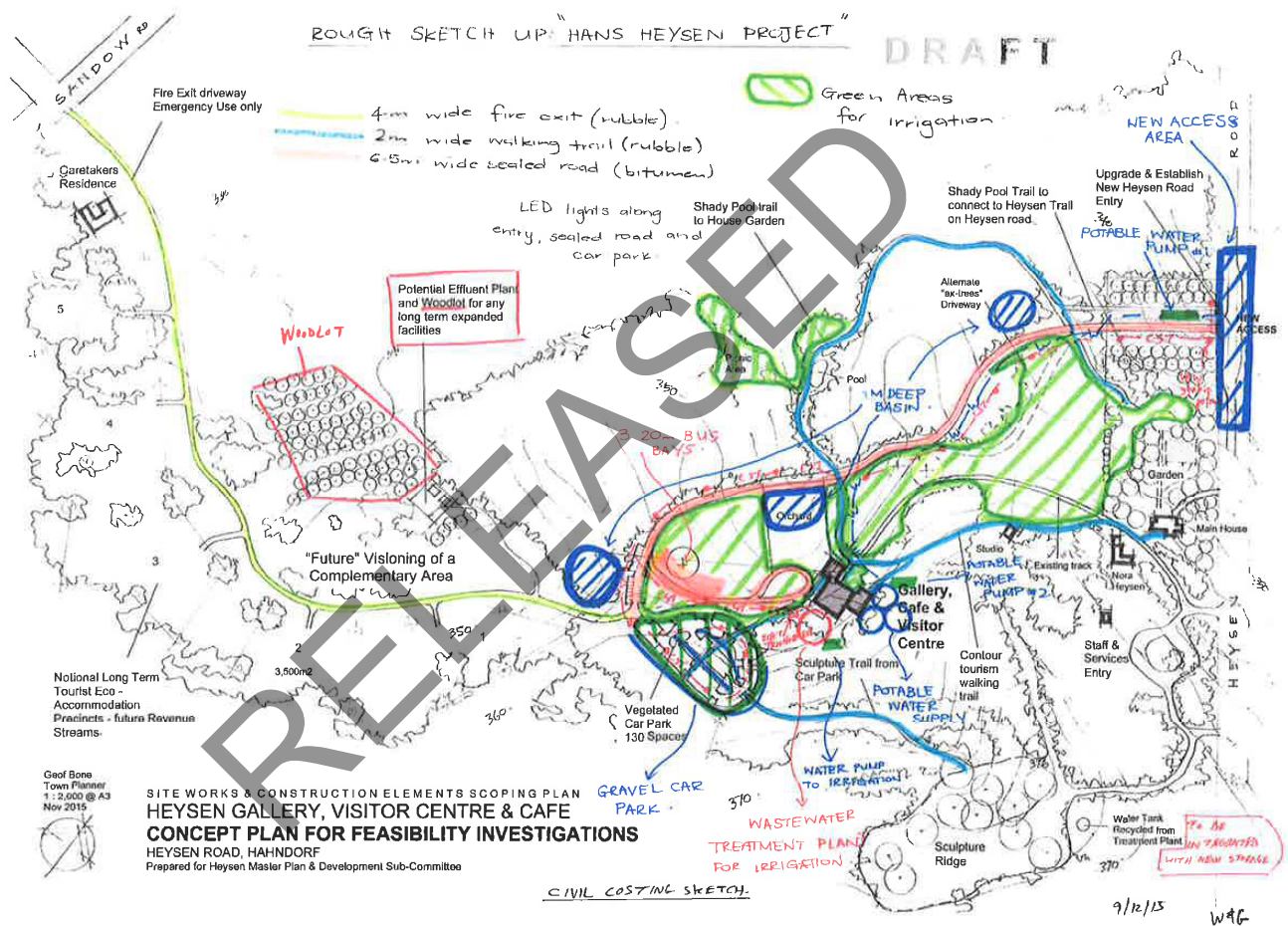
Yours faithfully

A handwritten signature in blue ink, appearing to read 'S. Abboud'.

Simon Abboud
Associate
for
WALLBRIDGE & GILBERT

SJA:an

Encl : Civil Costing Sketch



Hans Heysen - Proposed Visitor Centre - Preliminary Cost Plan 02 - 18th December 2015 (Reduced Footprint)			SARAH	
SUMMARY PAGE				
PRELIMINARY PROJECT COST ESTIMATES			Original	Reduced
Consultant & Approval Costs (By Client Direct) - No Allowance (Add 7.5% of Project Cost as a Budget - Arch, Eng, Services, BRC, CITB, Fees)			\$ -	\$ -
Builders Preliminaries			\$ 594,810.00	\$ 549,850.00
Trade Costs (Visitor Centre & Entrance Arbour)			\$ 4,911,025.00	\$ 3,610,825.00
PC Sum - Restoration of Existing Buildings (Main House / Studio)			\$ 300,000.00	\$ 300,000.00
PC Sum - Landscaping adj Building / Assume Minimal / Volunteers			\$ 20,000.00	\$ 20,000.00
PC Sum - Rock Breaker - Excavation for Civil / Conc / Plumb / Elec - (Reduced)			\$ 50,000.00	\$ 40,000.00
PC Sum - Glass Fire Protection / Shutters / Drop Screens (Reduced)			\$ 50,000.00	\$ 40,000.00
PC Sum - Back up Generator for Emergency Power (Reduced)			\$ 50,000.00	\$ 40,000.00
PC Sum - Timber Decking & Glass Balustrade / Shading - tbc			\$ -	\$ 50,000.00
SUB TOTAL			\$ 5,975,835.00	\$ 4,650,675.00
Contingency Sum - 3% Design / 3% Construction	6.00%		\$ 350,000.00	\$ 275,000.00
Builder Margin - Offsite Overheads, Administration & Profit	3.50%		\$ 220,000.00	\$ 175,000.00
Rounding			-\$ 835.00	-\$ 675.00
Overall Preliminary Project Budget (GST EXCLUSIVE)			\$ 6,545,000.00	\$ 5,100,000.00
GST			\$ 654,500.00	\$ 510,000.00
Total Building Contract inc GST. (Total Amount Payable)			\$ 7,199,500.00	\$ 5,610,000.00
BELOW LINE COSTS				
Fitout Costs associated with Café (Assume part of lease commitment) Includes - refrigeration, exhaust, appliances, racking, flooring			\$ 300,000.00	\$ 250,000.00
Fitout Costs associated with Visitor Centre - shelving & racking, equipment Estimate covers base build of overall space.			\$ 50,000.00	\$ 25,000.00
Roadways, Carpark & Carpark Lighting - By Civil estimates by others			\$ -	\$ -
Lead in services - assume services new services brought up adjacent site. Covered within civil estimates by others.			\$ -	\$ -
FF & E - All by Client / Fitout Direct			\$ -	\$ -

Trade Summary

Hans Heysen - Proposed Visitor Centre - Preliminary Cost Plan 02 - 18th December 2015 (Reduced Footprint)			SARAH	SARAH
TRADE SUMMARY			ORIGINAL	REDUCED
Trade List	Comments / Notes	Accepted Values	Accepted Values	Accepted Values
1 Base Preparation & Site Civil inc Stormwater / Tree Removal		\$ 321,500.00	\$ 231,500.00	
2 Concretor - Supply & Place / Termite		\$ 562,500.00	\$ 359,900.00	
3 Plumbing		\$ 94,400.00	\$ 86,900.00	
4 Electrical & Data		\$ 400,000.00	\$ 286,000.00	
5 Mechanical Services		\$ 515,000.00	\$ 359,250.00	
6 Fire Services		\$ 70,000.00	\$ 54,850.00	
7 Structural Steel - Main Building & Arbour		\$ 615,000.00	\$ 452,000.00	
8 Roofing		\$ 263,000.00	\$ 178,500.00	
9 Stonework plus Masonry & Render		\$ 243,500.00	\$ 207,600.00	
10 External Glazing & Protection / Roller Shutter		\$ 366,000.00	\$ 310,500.00	
11 Feature Copper / Alucabond & Soffits		\$ 116,000.00	\$ 93,250.00	
12 Stud Walls, Linings & Ceilings		\$ 415,000.00	\$ 283,500.00	
13 Carpentry & Timber Supply		\$ 54,500.00	\$ 37,500.00	
14 Doors, Frames & Hardware		\$ 21,500.00	\$ 17,700.00	
15 Joinery & Toilet Partitions		\$ 38,000.00	\$ 30,500.00	
16 Waterproofing & Tiling		\$ 12,000.00	\$ 10,000.00	
17 Painting		\$ 100,000.00	\$ 66,000.00	
18 Timber & Feature Floors		\$ 305,625.00	\$ 205,625.00	
19 Fitout & Internal Features		\$ 50,000.00	\$ 30,000.00	
20 Retaining Walls, Feature Entry Walls		\$ 111,000.00	\$ 96,000.00	
21 Handrails, Tactiles, Nosings, Entrance Mats		\$ 33,000.00	\$ 30,000.00	
22 Feature & Standard Paving		\$ 155,000.00	\$ 143,000.00	
23 Fencing & Screens		\$ 19,000.00	\$ 16,500.00	
24 Signs & Directories		\$ 17,000.00	\$ 15,500.00	
25 Professional Cleaning		\$ 12,500.00	\$ 8,750.00	
Total		\$ 4,911,025.00	\$ 3,610,825.00	

Trade Analysis

Hans Heysen - Proposed Visitor Centre - Preliminary Cost Plan
02 - 18th December 2015 (Reduced Footprint)

SARAH SARAH

TRADE ANALYSIS					ORIGINAL	REDUCED
1	Base Preparation & Site Civil Inc Stormwater / Tree Removal			PRICE USED	\$321,500.00	\$231,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
			Tree Removal - Pine Trees around Site - Balance of roadway part of civil		\$ 15,000.00	\$ 15,000.00
			Cattle Grids & Site Wash Down point at entry / exit		\$ 5,000.00	\$ 5,000.00
			Building Plateau for site facilities / trade carpark during construction - designated zone - 300m2 x \$40 plus removal		\$ 12,000.00	\$ 12,000.00
			Erosion controls - trenching & diverting ground water around site		\$ 5,000.00	\$ 5,000.00
			Site Cut - Greater site area - 2000m2 plus 750m2 (1750m2) of greater site area x \$45 (Assume 1.5m of cut & fill - reuse of existing material)		\$ 123,750.00	\$ 78,750.00
			Establishment of building plateau & paving prep around site - 2750 (1750m2) x \$25m2		\$ 68,750.00	\$ 43,750.00
			Incidental bob cat work to clean up site / regrade / cockle out sundry material / landscape prep / ret wall back fill (reduction)		\$ 12,000.00	\$ 8,000.00
			Compaction Testing / Level 1 compaction to fill to reduce extent taken off site (reduction)		\$ 30,000.00	\$ 24,000.00
			Environmental Testing for Contaminants - No allowance - all spoil to be reused / remain on site to adjacent location - tbc		\$ -	\$ -
			Stormwater - Connect to adjacent point - Building perimeter & tails - say 250m (200m) x \$150m		\$ 37,500.00	\$ 30,000.00
			Grated drains / spoons / ag drains to Ret walls etc to rear of site (reduction)		\$ 12,500.00	\$ 10,000.00
2	Concretor - Supply & Place / Termit			PRICE USED	\$562,500.00	\$359,900.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
			Assume 2000m2 (1270m2) x \$270m2 - excavate, supply & place concrete inc reo / edge forms / pumping / placement / screed & finish		\$ 540,000.00	\$ 342,900.00
			Site paving covered below in external works		\$ -	\$ -
			Set hold down bolts for steel (reduced)		\$ 7,500.00	\$ 5,000.00
			No allowance for polish concrete - can be some offset with floor coverings allowance - tbc		\$ -	\$ -
			Termite Allowance - termimesh - 250m (200m) x \$50 parging plus penetrations		\$ 15,000.00	\$ 12,000.00
3	Plumbing			PRICE USED	\$94,400.00	\$86,800.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
			Main Sewer inc Grease arrestor to connection point adjacent site / Trade Waste		\$ 25,000.00	\$ 25,000.00
			Underfloor - cafe & amenity		\$ 12,000.00	\$ 12,000.00
			Pipework to cafe & amenity - hot / cold / rainwater - inc lead in, 1st & 2nd Fix		\$ 15,000.00	\$ 15,000.00
			HWS		\$ 5,000.00	\$ 5,000.00
			Temporing valves, outside taps, irrigation take off, rainwater pumps, venting, as built, maintenance period		\$ 12,500.00	\$ 12,500.00
			Toilets 6 x \$1500 each		\$ 9,000.00	\$ 9,000.00
			Basins 4 x \$1200 each inc tapware		\$ 4,800.00	\$ 4,800.00
			ALL CAFE PIPEWORK & CONNECTIONS COVERED IN FITOUT PC SUM.		\$ -	\$ -
			Kitchen sink, dishwasher / billy - kitchen fitout		\$ 7,500.00	\$ 7,500.00
			Stormwater covered under civil		\$ -	\$ -
			Builders works associated with hydraulic services - 4%		\$ 3,600.00	\$ 3,600.00
			Potential for overall reduction uncertain - scope anticipated to be similar regardless of smaller footprint - tbc - General reduction taken up		\$ -	\$ (7,500.00)
4	Electrical & Data			PRICE USED	\$400,000.00	\$286,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
			Based upon a basic m2 rate of \$180m2 (Reduced to 1270m2 of allowance - increase rate to \$200m2)		\$360,000.00	\$254,000.00
			Includes mains power, power for ac, lead in supplies from adjacent, comms, exist lights, power & data - dist boards for cafe fitout.			
			No access control			
			Security system linked to FIP & fire detection			
			External Lighting / arbour / feature lights / up lights (reduction)		\$25,000.00	\$20,000.00
			Builders works associated with electrical services - 4% (reduction)		\$15,000.00	\$12,000.00
5	Mechanical Services			PRICE USED	\$515,000.00	\$359,250.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
			Mechanical Services based upon m2 rate - 2000m2 (1270m2) x \$250m2 x \$275 (scale adjustment to rate)		\$ 500,000.00	\$ 349,250.00
			Assume air conditioning & exhaust supply part of base build inc cafe. (Hood in cafe part of fitout connect to exhaust supply of base build)			
			Builders works associated with mechanical services - 3% (Reduction)		\$ 15,000.00	\$ 10,000.00

Trade Analysis

Hans Heysen - Proposed Visitor Centre - Preliminary Cost Plan
02 - 18th December 2015 (Reduced Footprint)

SARAH SARAH

TRADE ANALYSIS				ORIGINAL	REDUCED
6	Fire Services			\$70,000.00	\$54,850.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	PRICE USED Adjustment	Accepted Value
			Fire detection with FIP - linked with security - base allowance (reduction)		\$30,000.00
			Shutdown signals linked to mechanical services & exhaust vents		\$5,000.00
			Hosereels (reduction)		\$7,500.00
			Wall wetting sprinklers to full perimeter - 200m (150m) x \$75m		\$15,000.00
			Fire extinguishers & blankets (reduction)		\$2,000.00
			Maunuals / tests / maintenance etc (reduction)		\$7,500.00
			Builders works associated with fire services - 3% (reduction)		\$3,000.00
7	Structural Steel - Main Building & Arbour			\$615,000.00	\$452,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	PRICE USED Adjustment	Accepted Value
			Structural Steel Frame - shop draw, fabricate, supply & install - assume 2000m ² x \$250 (1300 x \$275) - scale & overhang to roof structure		\$ 500,000.00
			E/O - Arbour / Entrance Canopies / Verandahs - 300m ² x \$250 (predominately still at front - 250m ²)		\$ 75,000.00
			Fire Rating of Steel - Subject to certifier requirements & methodology - may be boxed in?? Tbc (reduced extent)		\$ 40,000.00
8	Roofing			\$263,000.00	\$178,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	PRICE USED Adjustment	Accepted Value
			Simple metal deck roof / perimeter gutters / box gutter / flashings / crange & DPs - 2000m (1300m ²) x \$110m ² inc temp DPs		\$220,000.00
			Verandahs - 150m ² (120m ²) x \$100m ²		\$15,000.00
			Roof safety & handrails for construction - 200m (150m) x \$40m		\$8,000.00
			Static line & permanent roof safety equipment / external ladder from rear - no access hatches (reduction)		\$12,500.00
			Scaffold tower to access roof from rear during construction		\$7,500.00
9	Stonework plus Masonry & Render			\$243,500.00	\$207,600.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	PRICE USED Adjustment	Accepted Value
			Stonework to lower walkway retaining walls - covered below in retaining wall cost		\$0.00
			Stonework along Facades - assume 180m (160m) is building perimeter / assume 4m high plus articulation - assume 750m ² (640m ²) of facade		
			Proportion of facade 350m ² (300m ²) of stonework / 200m ² (170m ²) of glass / 200m ² (170m ²) of rendered masonry to back of house areas		
			Book leaf stonework - 350m ² (300m ²) x \$500 (rate increased from ret wall for height & thickness)		\$ 157,500.00
			Rendered blockwork - 200m ² (170m ²) x \$280		\$ 56,000.00
			Scaffold (reduced)		\$ 30,000.00
10	External Glazing & Protection / Roller Shutter			\$366,000.00	\$310,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	PRICE USED Adjustment	Accepted Value
			Fetaure glass / some frameless to front elevation - facade / around café - 200m ² (170m ²) x \$1400m ² (Balance of facade)		\$280,000.00
			Sundry windows to back of house / amenity areas (reduced)		\$16,000.00
			Glass entry & canopy - Reduction in scale - tbc		\$50,000.00
			Entry doors / hardware / auto door beam / incidental internal aluminium (reduced)		\$20,000.00
			Roller shutter / glass protection - Detail tbc - \$50K in PC SUM - Reduction in extent - \$40K		\$0.00
11	Feature Copper / Alucabond & Soffits			\$116,000.00	\$93,250.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	PRICE USED Adjustment	Accepted Value
			Entry framework & around arbour 100m ² (80m ²) in total - use as a feature & not throughout - \$600m ² / partial offset with glazing - tbc		\$60,000.00
			Balance of high level fascia to front facade - steel / alucabond?? - 100m (80m) x \$350		\$35,000.00
			Fascia line to balance of building - non feature - 80 (70m) x \$75m		\$6,000.00
			High level soffits to verandah - 150 (120m ²) x \$100m ²		\$15,000.00

Trade Analysis

**Hans Heysen - Proposed Visitor Centre - Preliminary Cost Plan
02 - 18th December 2015 (Reduced Footprint)**

SARAH SARAH

TRADE ANALYSIS				ORIGINAL	REDUCED	
12	Stud Walls, Linings & Ceilings			PRICE USED	\$415,000.00	\$283,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	2000m2 (1270m2) of flush plasterboard ceilings x \$100m2				\$200,000.00	\$127,000.00
	Feature ceiling elements / coffer / mechaical acoustic panelling / perforated boards (Reduction)				\$25,000.00	\$20,000.00
	Facade - 600m2 (450m2) of wall frames & linings to external perimeter x \$150m2				\$90,000.00	\$67,500.00
	Internal walls - 500m2 (360m) x \$150				\$75,000.00	\$54,000.00
	cut outs for lights, access panels, general patching around reveals, loading, scissors etc (Reduction)				\$25,000.00	\$15,000.00
13	Carpentry & Timber Supply			PRICE USED	\$54,500.00	\$37,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Extent of detail remains unknown. - Assume feature timber panelling & cladding around arbour & entry					
	Door frames, trimmers, packing, hang doors, fit hardware, fit screens etc					
	Assume - feature timber & panelling supply?? (reduction)				\$25,000.00	\$17,500.00
	Assume - 3 carpenters on site for 3 weeks on avg - offset with steel masonry - depending upon detailing?? (2 weeks)				\$27,000.00	\$18,000.00
	Fixings, bolts, adhesives etc (reduction)				\$ 2,500.00	\$ 2,000.00
14	Doors, Frames & Hardware			PRICE USED	\$21,500.00	\$17,700.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Details & room layouts - Unknown - assume gallery - large open space with entrance & exit doors / amenity spaces / store facilities					
	Assume 15 (12) doors x \$1000 - inc frame / door / seals / hardware inc closers				\$15,000.00	\$12,000.00
	External fire doors for protection to rear / side at escape?? E/O				\$2,500.00	\$2,500.00
	Sundry hardware - WC roll holders, hand dryers, grab rails, master keying, locker keys (reduction)				\$4,000.00	\$3,200.00
15	Joinery & Toilet Partitions			PRICE USED	\$38,000.00	\$30,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Wet area vanities - 2 x \$1500				\$3,000.00	\$3,000.00
	Reception Counter - reduction				\$10,000.00	\$7,500.00
	Sundry Back of House Office Joinery? - Staff room / kitchen prep area				\$7,500.00	\$7,500.00
	Storage Cupboards - Fitting out Store Room / wall of concealed cupboards?? - tbc (reduction)				\$10,000.00	\$7,500.00
	Toilet Partitions / Cubicles - Assume 5 x \$1500 each (Not reqd to disabled unisex as stand alone 3 x fem 2 x male)				\$7,500.00	\$7,500.00
	Smaller facility - less cubicles required? (reduction)					(\$2,500.00)
	All Kitchen Joinery / Menu Boards - covered under PC Sum				\$0.00	\$0.00
	All Visitor Centre Joinery - Cover under External Fitout by Others				\$0.00	\$0.00
	Feature Timber panelling - May become joiner - allowance under carpenter - subject to detail.				\$0.00	\$0.00
16	Waterproofing & Tiling			PRICE USED	\$12,000.00	\$10,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Assume basic amenity - male / female / unisex disabled amenities - Budget \$4K per room (reduction)				\$12,000.00	\$10,000.00
	Slate - covered in external works				\$0.00	\$0.00
	Internal floor tiles if used under floor coverings - subject to final selection					
17	Painting			PRICE USED	\$100,000.00	\$66,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Based upon \$45m2 - basic painting of building - walls, ceilings, doors - assume base paint to all areas - feature painting - part of fitout PC				\$90,000.00	\$58,500.00
	E/O - External Painting, scaffold & access (reduction)				\$10,000.00	\$7,500.00
18	Timber & Feature Floors			PRICE USED	\$305,625.00	\$205,625.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Gallery Floor - Assume timber / could be large floor tiles?? - Assume flow through into visitor centre (Not Kitchen)					
	1500m2 (1000m2) x \$200m2				\$300,000.00	\$200,000.00
	General office - back of house floor coverings - 75m2 x \$75				\$5,625.00	\$5,625.00
	Amenities - covered under tiled budget				\$0.00	\$0.00
	400m2 (200m2) of cafe / kitchen - covered in fitout budget - separate to base costs				\$0.00	\$0.00
19	Fitout & Internal Features			PRICE USED	\$50,000.00	\$30,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value
	Unknown WOW factor to internal fitout - commission an artist / stone sculpture / glass screening / fire place??					
	Details unlimited - Something Required to ensure its not a basic box (reduction)				\$50,000.00	\$30,000.00

Trade Analysis

Hans Heyesen - Proposed Visitor Centre - Preliminary Cost Plan
02 - 18th December 2015 (Reduced Footprint)

SARAH SARAH

TRADE ANALYSIS						ORIGINAL	REDUCED
20	Retaining Walls, Feature Entry Walls			PRICE USED		\$111,000.00	\$96,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value	Accepted Value
	Front of Site - Feature Wall at entrance - High Side of Path under Sign - 60m x \$600m (stone with slate top)					\$36,000.00	\$36,000.00
	No specific allowance for water feature - cover under (19) - Features if required & offset from internal						
	Lower Side of Arbour - Same Details as Top - slightly smaller / face on both sides 60m x \$600					\$36,000.00	\$36,000.00
	Perimeter walls to sides & rear - combination of stone / batters / deep edge rebate & finish & minimal approach where possible.						
	Determination if rear of gallery opens to pathway & retaining or build rear wall into hill - water detailing & tanking issue. Collect & divert						
	50m across rear / 40m each side - 130m (80m) x \$300m. Cost could be offset within concretor / earthworks / masonry - subject to selection.					\$39,000.00	\$24,000.00
	Reduction in size is reduction in cut heights & extent						
21	Handrails, Tactiles, Nosings, Entrance Mats			PRICE USED		\$33,000.00	\$30,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value	Accepted Value
	Entrance to Gallery - Stainless Balustrade Both Sides					\$5,000.00	\$5,000.00
	Stair Nosings - 12 steps x \$250 per step					\$3,000.00	\$3,000.00
	Feature Tactiles - top & bottom of ramp (2 x \$1500 / top & bottom of stairs 2 x \$5000)					\$13,000.00	\$13,000.00
	Entrance Mats - Birrus type - assume full width of stairway / entrance					\$12,000.00	\$12,000.00
	General reduction allowance overall						(\$3,000.00)
22	Feature & Standard Paving			PRICE USED		\$155,000.00	\$143,000.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value	Accepted Value
	Feature & Crazy Paving along Walkway as per Image - assume 75m long x 4m wide - 300m2 x \$400					\$120,000.00	\$120,000.00
	Includes - Base preparation, 100mm slab, set out slate, wet bed lay & finish. (\$380m2 SXG Mt Barker for 70m2)						
	Note - allowance for path just beyond building in both directions - link to gravel.						
	Balance of Paving around Building - combination - concrete pavers / gravel / concrete to delivery areas etc						
	Assume 150m x 1m wide around plus service areas - say 200m2 (150m2) in total x \$100m2					\$20,000.00	\$15,000.00
	Feet Brush at both ends of pathway - assume covered under FF & E - No allowance					\$0.00	\$0.00
	Disabled Ramp / Access - Details tbc (reduction - offset with stairs - tbc)					\$15,000.00	\$8,000.00
23	Fencing & Screens			PRICE USED		\$19,000.00	\$16,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value	Accepted Value
	Temporary Fencing Around Site / Free Edges - 400m x \$15m - Balance by site fencing (reduction)					\$6,000.00	\$5,000.00
	Gates & Compound to service Area / Bin Screen					\$5,000.00	\$5,000.00
	Mechanical Plant Screens / Adjacent Compound in Lieu of on Roof					\$8,000.00	\$8,000.00
	General reduction overall to collective allowances						(\$1,500.00)
24	Signs & Directories			PRICE USED		\$17,000.00	\$15,500.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value	Accepted Value
	Statutory Signs - Hydrants / Disabled etc					\$2,000.00	\$2,000.00
	Directional Signs & Feature Signs / Directories					\$15,000.00	\$15,000.00
	General reduction overall to collective allowances						(\$1,500.00)
	Interpretive Signs / Displays - Part of Fitout Budget						
25	Professional Cleaning			PRICE USED		\$12,500.00	\$9,750.00
	Subcontractors	Quotations	Comments/Scope/Exclusions	Adjustment	Accepted Value	Accepted Value	Accepted Value
	Windows - Inside & Out - Reduced					\$2,500.00	\$2,000.00
	2000m2 (1350) x \$5m2 (Generally on area - subject to extent of fitout)					\$10,000.00	\$6,750.00

Hans Heyesen - Proposed Visitor Centre - Preliminary Cost Plan			
02 - 18th December 2015 (Reduced Footprint)		Projected Cost	
		\$6,545,000	\$5,100,000
PRELIMINARIES			
EXTERNAL FEES & APPROVAL COSTS			
Council Fees - Planning / Certificate of Occupancy	By client / architect	0	0
Building Rules Consent	By client / architect	0	0
CITB	By client / architect	0	0
Council Hoarding - Fees	Not Required	0	0
Council Permits - Cranes	Not Required	0	0
INSURANCE & BANK GUARANTEES,			
Insurance	Based Upon Project Value	22,908	17,850
MBA Fees	Est. Cost*(1.4/1000) to max \$10,000	9,163	7,140
Bank Guarantee Costs	2.5% - return at PC & FC, (1.2% of gtee / 6 mths)	13,745	10,710
LABOUR			
Design Management	Pre- Construction Fee - Tender / Design Development	20,000	20,000
General Foreman	42 weeks x \$3850 per week (40 weeks)	161,700	154,000
E/O - Out of Hours	Not applicable - allowed as 6 day site	0	0
Safety Officer	38 weeks (35) x \$2850 per week	108,300	99,750
Spare Labour	1 day pw & Top up Labour During Fitout - 10 (8) wks x \$2000	20,000	16,000
Project Manager	42 weeks (40) x \$3600pw x 60% (Avg 3 days pw)	30,720	26,400
Project Manager Assistant	42 weeks (40) x \$2400pw x 60% (Avg 3 days pw)	20,480	17,600
TRAVEL & CARTAGE COSTS			
Couriers	Shop drawings, as built etc	750	750
Cartage / Taxi Trucks	Trade packages - inc with trades	0	0
Parking	Not Applicable	0	0
Fuel Costs - Project Team / Site	42 weeks (40) x \$200 pw	8,400	8,000
SAFETY & ENVIRONMENT			
First Aid & Safety Equipment	First Aid Kits & General PPE / Auditing	1,200	1,200
Tiger Tails to Power Lines	Not Applicable	0	0
EPA Requirements / Stormwater Filtering	Sundry Erosion Controls / Haybales / Filter Screens	2,400	2,400
HOARDINGS & BUILDING PROTECTION			
Temporary Fencing - Hire per metre	Cover In Trades	0	0
Temporary Fencing - Relocations	Cover In Trades / General Labour on Site	0	0
Internal Hoardings	Not applicable at this stage	0	0
Tarps & Weather Protection	Trade Package if Required	0	0
Dust Walls & Screens	Trade Package if Required	0	0
Plastic Protection	Cover with floor coverings if applicable	0	0
Security Service / Guards	Trade Package if Required	0	0
TEMPORARY SERVICES			
Temporary Water & Sewer - Compound	Project Cost - By Plumber / Civil	0	0
Temporary Water & Sewer - Site - drinking fountains / wash down	Project Cost - By Plumber / Civil	0	0
Water Consumption	No consumption costs - By Client	0	0
Temporary Power - Supply to Site / Amenity	Project Cost - By Electrical	0	0
Temporary Power - Boards & Distribution	Project Cost - By Electrical	0	0
Temporary Lighting / ongoing tagging & testing	Project Cost - By Electrical	0	0
Power Consumption	Covered by client direct. No consumption costs	0	0
Mobile Phone Costs	3.5 phones x \$100 per month x 10 months	3,500	3,500
Internet Connection Costs	3.5 dongles x \$60 per month x 10 months	2,100	2,100
Generator Hire	Trade Cost to Project if Required	0	0
TEMPORARY FACILITIES			
Site Office combined with lunchroom	12 x 6 Site Office x \$120 per week x 42 weeks (40)	5,040	4,800
First Aid / Inductions / Meeting Rooms	Use site office	0	0
Lunch Shed - Primary & Additional	12 x 6 Lunch Shed x \$120 per week x 42 weeks (40)	5,040	4,800
Temporary Toilet	42 weeks x \$100 per week (40)	4,200	4,000
Temporary Toilet - Additional	36 Weeks - Female facility x \$60 (30)	2,160	1,800
Temporary Toilets - Chem	Assume plumbed service available day 1	0	0
Temporary Toilets - Pump outs, holding tanks, stairs	Stairs	1,200	1,200
Containers	42 weeks x \$60 per week (40)	2,520	2,400
Shed Deliveries & Collections	4 x \$500 each way x 2 trips	4,000	4,000
Amenities Equipment & Consumables	42 weeks x \$150 per week (40)	6,300	6,000
Compound Establishment - covered ways, stairs, gravel	Cover with Civil Package	0	0
Temporary Roads & Hardstand Areas	Cover with Civil Package	0	0
Wash Down Facilities	Cover with Civil Package	0	0
ACCESS & PLANT			
Traffic Management	Covered under trades specific	0	0
Scaffolding - roof access, handrails, stretcher,	Covered under trades specific	0	0
Holisting	Covered under trades specific	0	0
Cranage	Covered under trades specific	0	0
Scissors Lift, EWP, Knuckle Booms etc	Covered under trades specific	0	0
Project Specific Plant	Copiers, coolers, levels, calibration, equipment (0.3%)	19,635	15,300
GENERAL PRELIMINARIES			
Bins / Site Clean up / Dump Costs	1 bin every 2 weeks - 20 (18) x \$600	12,000	10,800
Surveying & Setout Materials	Cover in Civil	0	0
Service Locator	Cover in Civil	0	0
Sign Board inc Sign Writing	Project Cost if Required	0	0
COMPLETION COSTS			
Professional Cleaning	Trade Cost	0	0
Making Good	Generally by trades - sundries	750	750
Maintenance	12 months x \$250 per month	3,000	3,000
Crossovers, Inverts & Footpath Repairs	Cover in Civil	0	0
OVERHEAD COSTS			
Document & Plan Printing	Recovery Cost	1,500	1,500
Professional Photography	Upon Completion	750	750
Sign Writing / Imaging	Site entry / shade cloth	750	750
Corporate Clothing / Safety Boots	2 kits x \$300	600	600
Total		594,810	549,250