



Notice of Commercial Services Committee Meeting

A Commercial Services Committee Meeting will be held in the Ballina Shire Council Chambers, 40 Cherry Street, Ballina on **Tuesday 8 December 2020 commencing at 4.00 pm.**

Business

1. Apologies
2. Declarations of Interest
3. Deputations
4. Committee Reports

Paul Hickey
General Manager

Due to COVID-19 - Social distancing and seat limits apply in the Public Gallery. Please call Sandra Bailey on 6686 1273 to book a seat.
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ballina.nsw.gov.au/agendas-and-minutes

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- Deputations are limited to one speaker in the affirmative and one speaker in opposition.
- Deputations, per person, will be limited to a maximum of two items on the agenda.
- Requests to speak must be lodged in writing or by phone with the General Manager by noon on the day preceding the meeting.
- Deputations are given five minutes to address Council.
- Deputations on the same matter will be listed together with the opposition first and the speaker in affirmative second.
- Members of the public are advised that any documents tabled or given to Councillors during the meeting become Council documents and access may be given to members of the public in accordance with the requirements of the Government Information (Public Access) Act 2009.
- The use of powerpoint presentations and overhead projectors is permitted as part of the deputation, provided that the speaker has made prior arrangements with the General Manager's Office at the time of booking their deputation. The setup time for equipment is to be included in the total time of five minutes allocated for the deputation.
- To avoid conflicts of interest, real or perceived, deputations will not be accepted from:
 - Tenderers during a public tender or request for quotation
 - Persons or representatives from organisations seeking financial support from Council that involves an expression of interest
 - Consultants who are engaged by Council on the matter the subject of the deputation.

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1. Apologies
 2. Declarations of Interest
 3. Deputations
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1. Apologies

2. Declarations of Interest

3. Deputations

4.1 Wollongbar Urban Expansion Area - Stage Three Development

4. Committee Reports

4.1 Wollongbar Urban Expansion Area - Stage Three Development

Delivery Program

Commercial Services

Objective

To provide an update on the Wollongbar Urban Expansion Area - Stage Three Development.

Background

Council last received a report on the Wollongbar Urban Expansion Area (WUEA) Residential Estate - Stage Three development at the June 2020 Commercial Services Committee meeting.

The report sought approval to proceed with the development of the third and final stage of this residential estate due to the identified project dependency issues of this project and the construction of the Wollongbar District Park.

In recognition of the economies of scale in undertaking both projects concurrently, the Commercial Services Committee at the meeting held 16 June 2020, recommended as follows:

1. *That Council resolves to proceed with Wollongbar Residential Estate Stage Three by calling for tenders to undertake the development works.*
2. *That Council authorises the General Manager to secure a \$5 million loan facility to fund development of Wollongbar Residential Estate Stage Three, and execute all appropriate loan documentation based on the forecast cash flows, as per Attachment 3 to this report.*
3. *That Council include the forecast cash flows, as per Attachment 3, in the adopted 2020/21 to 2023/24 Delivery Program and Operational Plan and Long Term Financial Plan.*

This recommendation was adopted at the 25 June 2020 Ordinary meeting.

Following approval to proceed with this development, Council received a request from a community based not-for-profit organisation, seeking support for a potential project as part of the development. The objective of the project is to construct small cottage style one bedroom and living area houses for single, older women.

This report provides an update on works undertaken to date for the Stage Three development and provides an opportunity for Council to discuss the not-for-profit proposal.

Key Issues

- Project viability
- Impacts on Council's long term financial plan
- Management of other proposals

Information

The WUEA Residential Estate - Stage Three ("Stage Three") development comprises thirty residential lots and one large lot, identified for childcare purposes. A lot layout plan is included as Attachment 1.

The remedial action plan ("RAP") and bulk earthworks to facilitate development of Stage Three are well advanced and, subject to weather, are due for completion early December. Morgan Earthworks was engaged to complete the RAP, and the bulk earthworks for Stage Three and the District Park.

Maintaining the same contractor (Morgans Earthworks), at this stage of the project, provided efficiencies as they were already mobilized on site and held a sound understanding of how the RAP works and bulk earthworks were inter-related. This has resulted in cost savings in completing the subdivision works for Stage Three.

Morgans Earthworks is also undertaking works on land adjoining Stage Three, owned by Avalon Estate (the Brown Family).

Included in these works is construction of Pembroke Close / Dundee Avenue, which is being jointly funded by Avalon Estate and Council. Construction of this road will yield ten lots for Avalon Estate and six lots for Council (included as part of Stage Three).

Council's contribution to these works is approximately \$175,000 including electrical works. These works are expected to be completed by late 2020.

A deed of agreement between Council and Avalon Estate dealing with various matters related to Stages Two and Three, including land acquisition and cost sharing, was approved by Council at the Commercial Services meeting held 17 November, 2015 and executed in 2016.

Council endorsed the tender to complete Stage Three works at the 26 November 2020 Ordinary Council meeting.

The feasibility assessment and development cash flows included in the report to the 16 June 2020 Commercial Services Committee have been updated.

Only minor changes have been made as development cost estimates remain largely unchanged.

Expected selling prices have been increased marginally in line with the local residential property market that has strengthened over the past couple of months. The figures are relatively conservative and based on the current market demand, there is a potential for a significant upside in prices.

4.1 Wollongbar Urban Expansion Area - Stage Three Development

A better indication on likely selling prices will be gained when Avalon Estate places their adjoining ten lots on the market in early 2021. It is proposed to put a further report to Council in 2021 on prices and the method of sale for the Stage Three lots, once civil construction and other works have been completed.

The estimated selling period of approximately two years remains unchanged.

A key assumption in assessing the viability of this project is that it is 100% debt funded with peak borrowing estimated to be in the order of \$4.4m.

The feasibility assessment and development cash flows are included as Attachment 2, and summarised in Table One.

Table One – Stage Three – December 2020 Review (\$)

Item	June 2020 Estimates	Revised (including Child Care Site)	Revised (excluding Child Care Site)
Net Sales	9,328,000	9,369,000	8,135,000
Less Development Costs	4,510,000	4,346,000	4,346,200
Less Interest Paid	141,000	136,000	143,000
Return on Total Costs	(107%) 4,818,000	(109%) 4,886,800	(81%) 3,645,800
Return on Funds Applied	(43%) 2,811,000	(47%) 3,013,000	(33%) 2,018,800

Key points from Attachment 2 and Table One are:

- As per the cash flow summaries in Attachment 2, Council has maximum loan financing debt of approximately \$4.5m in quarter two, 2021/22
- Assumed sales for this analysis are based on approximately 18 months from quarter three 2021/22 to June 2023
- The Child Care site is removed as one option, based on an earlier Council resolution to examine other potential uses for this site, dependent on the review of the Shire Wide Open Spaces and Community Facilities Needs Analysis that is scheduled for 2020/21.

The overall project remains viable and consistent with Council's Property Investment and Development Policy.

The policy requires a high risk development to return from 5% to 10% above the bank bill swap rate (BBSW) and a medium risk development to return 2% to 5% above the BBSW. The latest BBSW figure range from 0.08% to 0.17%.

The major concern with this development is the debt required to finance the project, recognizing that Council has large debt borrowings planned for a number of commercial property projects, as well as for works planned at the Ballina – Byron Gateway Airport and the Lennox Head Village renewal.

The potential borrowings for commercial property development projects include:

- Airport Boulevard – Approved Council borrowings of \$3.74m
- Boeing Avenue Industrial Land – Borrowings of \$3.6m to date, with potential for another \$4m in borrowings to construct the industrial lots
- Innovation Precinct – Potential borrowings of \$5m to create the industrial lots
- WUEA – Stage Three – As per this report potential borrowings of \$4.5m.

4.1 Wollongbar Urban Expansion Area - Stage Three Development

The commercial property borrowings could potentially total close to \$21m and it is essential that once residential and industrial land projects are completed, any debt incurred is paid off in full, as any on-going loan repayments will adversely impact Council's on-going financial operating result.

This is particularly so with the Airport Boulevard project, which is incurring debt of \$3.74m, with no matching industrial land lots being sold, to repay the debt.

Therefore from a financial management perspective, Council should be maximizing the financial return from developments such as WUEA – Stage Three and then applying the funds generated to eliminate debt.

Council has identified there may be a potential for another use for the child care site, however it may be more opportune to call for expressions of interest for the sale of this land for a child care facility, once the lot is created, as there has been on-going interest from potential operators. A child care facility, even privately operated, still provides an essential community service for any growing residential area.

As mentioned earlier, the sale and pricing of the 31 lots will be subject to a further report to Council.

The other major uncertainty with this project is the long term effects COVID-19 may have on the local residential property market. April 2020 was a time of great uncertainty for the property market, with agents reporting virtually no enquiry from prospective buyers. Recent enquiries with agents reflect a positive change in buyer sentiment, as business in general edges toward a return to normality.

Finally, Ms Marilyn Perkins will be making a presentation at the Commercial Services Committee meeting to outline a potential pilot project aimed to develop one-bedroom and living accommodation for single, older women with limited financial resources at WUEA residential estate.

Ms Perkins and her consultant have discussed this proposal with Council staff and the presentation is designed to provide Councillors with an overview of the project.

Councillors should not be making a decision on any alternative proposal at this meeting, as it is more appropriate and transparent for a report to be submitted to a future meeting, or alternatively an expression of interest process conducted, if Council decides there are other outcomes that are to be achieved as part of this development.

Legal / Resource / Financial Implications

As per the information section of this report.

Consultation

There has been on-going consultation with property agents and consultants. Any sale of land will be recommended to be placed on the open market.

Options

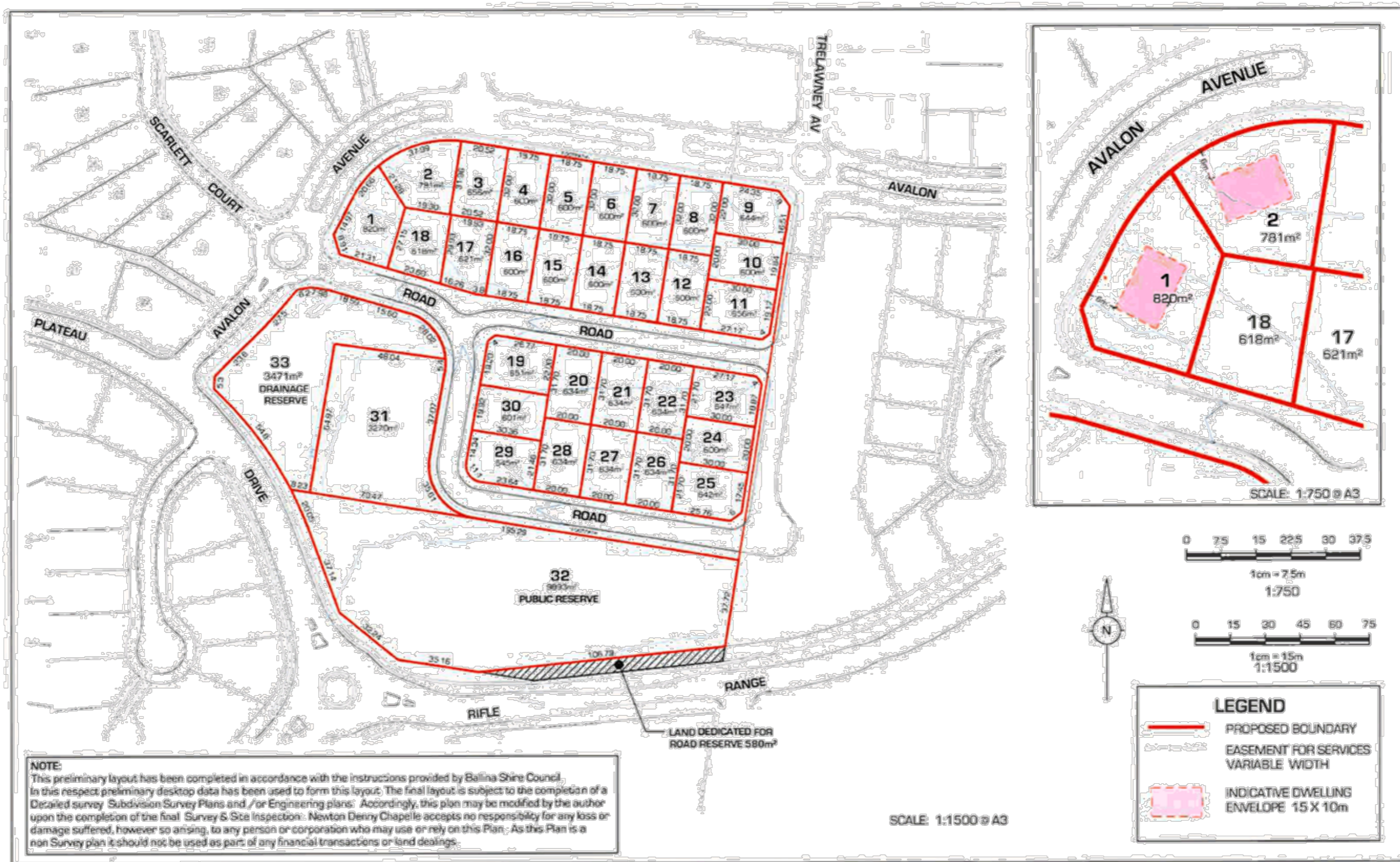
This report has been provided as update on the project and is for information only.

RECOMMENDATION

That Council notes the contents of this report regarding the financial feasibility for the Wollongbar Urban Expansion Area – Stage Three development, as per the report attachments.

Attachment(s)

1. WUEA - Stage Three - Lot Layout Plan
2. WUEA - Stage Three - Financial Feasibility



REV DATE AMENDMENT

SOURCE PLAN: n/a

BALLINA SHIRE COUNCIL
 Environmental Planning Assessment Act 1979
 Development Consent No: 2018/753
 Determination date: 06/09/2019

Newton Denny Chapelle
 Surveyors Planners Engineers
 Email: office@newdennychapelle.com.au
 45/24-31 Carrington Street Ballina NSW 2461
 02 6622 3300
 407 65223 043 408

PLAN 3 - PROPOSED SUBDIVISION
 CLIENT: BALLINA SHIRE COUNCIL
 LOCATION: LOT 6 OP 1181720 & LOT 33 & 45 OP 1242248 FIRE RANG ROAD WOLLONGBAR NSW
 DATE: 13/10/18 REF: 14/082
 SCALE: AS ABOVE DRAWN: BK

Wollongbar Urban Expansion Area - Stage Three - Feasibility - December 2020					
Item	Assumption	Item	Amount (\$)	Totals (\$)	Excluding Childcare Centre
Forecast Sales	31	Lots	10,711,000		9,305,000
Less : Commission and Marketing	3.00%		321,000		279,000
Less: Legals	\$1,500	Per Lot	47,000		45,000
Less: GST	10.00%		974,000		846,000
Net Proceeds				9,369,000	8,135,000
Less : Development Costs					
Paid 2019/20			119,200		119,200
Paid 2020/21 - Outside of Tender			350,000		350,000
Tender			1,650,000		1,650,000
50% Contribution to Pembroke Close			170,000		170,000
Electrical and Communications	\$10,000	Per Lot	310,000		310,000
Landscaping	\$5,000	Per Lot	155,000		155,000
Contingency Major Remaining Works	10%		229,000		229,000
Total Construction Costs			2,983,200		2,983,200
Consultants and Professional Fees			42,000		42,000
Council Contributions	\$42,606	Per Lot	1,321,000		1,321,000
Total Development Costs	140,000	Per Lot		4,346,200	4,346,200
Result exc Interest and Land Value			116%	5,022,800	87%
Less: Interest on Borrowings				136,000	143,000
Return on Total Development Costs			109%	4,886,800	81%
Less: Land Value (% of Sales Ex GST)	20.00%			1,873,800	1,627,000
Return on Funds Applied			47%	3,013,000	33%

Wollongbar Urban Expansion Area - Stage Three - Lot Yield				
Description	Lot Reference	Area Square Metres (#)	Sq Metre (\$) (Incl GST)	Price Per Lot (\$) (Incl GST)
Corner entrance lot	1	820	402	330,000
Corner lot	2	781	423	330,000
Adjacent to road	3	656	488	320,000
Adjacent to road	4	600	500	300,000
Adjacent to road	5	600	500	300,000
Adjacent to road	6	600	500	300,000
Adjacent to road	7	600	500	300,000
Adjacent to road	8	600	500	300,000
Corner lot	9	644	481	310,000
Adjacent road-2 lots behind	10	600	500	300,000
Corner lot	11	656	480	315,000
Adjacent to road	12	600	500	300,000
Adjacent to road	13	600	500	300,000
Adjacent to road	14	600	500	300,000
Adjacent to road	15	600	500	300,000
Adjacent to road	16	600	500	300,000
Adjacent to road	17	621	515	320,000
Adjacent to road	18	618	518	320,000
Corner lot opposite childcare	19	651	492	320,000
Adjacent to road	20	634	497	315,000
Adjacent to road	21	634	497	315,000
Adjacent to road	22	634	497	315,000
Corner lot	23	647	487	315,000
Adjacent road-2 lots behind	24	600	500	300,000
Corner lot opposite park	25	642	491	315,000
Opposite park	26	634	497	315,000
Opposite park	27	634	497	315,000
Opposite park	28	634	497	315,000
Corner lot opposite childcare	29	645	496	320,000
Opp childcare-2 lots behind	30	601	499	300,000
Sub Total		9,305,000		9,305,000
Childcare Centre Lot	31	3,270	430	1,406,000
Totals		9,308,270		10,711,000
Average Price (excl lot 31)	30			310,000

4.1 Wollongbar Urban Expansion Area - Stage Three Development

Wollongbar Urban Expansion Area - Stage Three - Cash Flow (including Childcare Centre Site)																		
Year	2019/20	2019/20	2019/20	2019/20	2020/21	2020/21	2020/21	2020/21	2021/22	2021/22	2021/22	2021/22	2021/22	2022/23	2022/23	2022/23	2022/23	Totals
Quarter	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Sales (net of GST, comms, legals)											1,562,000	1,562,000	1,562,000	1,562,000	1,562,000	1,559,000	9,369,000	
Development Costs																		
Completed		51,000	51,000	17,200														119,200
Civil Works - Outside of Tender					175,000	175,000												350,000
Civil Works - Tender							550,000	550,000	550,000									1,650,000
50% Contribution to Pembroke Close									170,000									170,000
Electrical and Telecommunications									155,000	155,000								310,000
Landscaping									155,000									155,000
Civil Works Contingency							55,000	56,000	103,000	15,000			0	0	0	0	0	229,000
Consultants Balance							21,000	21,000										42,000
Council Contributions								1,321,000										1,321,000
Cash Outflows	0	51,000	51,000	17,200	175,000	175,000	626,000	1,948,000	1,133,000	170,000	0	0	0	0	0	0	0	4,346,200
Net Quarterly Cash Movement	0	(51,000)	(51,000)	(17,200)	(175,000)	(175,000)	(626,000)	(1,948,000)	(1,133,000)	(170,000)	1,562,000	1,562,000	1,562,000	1,562,000	1,562,000	1,562,000	1,559,000	5,022,800
Interest Paid on Loan at 3%	0	0	0	1,000	1,000	2,000	4,000	8,000	23,000	32,000	33,000	22,000	10,000	0	0	0	0	136,000
Net Cash Movement after Interest	0	(51,000)	(51,000)	(18,200)	(176,000)	(177,000)	(630,000)	(1,956,000)	(1,156,000)	(202,000)	1,529,000	1,540,000	1,552,000	1,562,000	1,562,000	1,559,000	0	4,886,800
Funded by:																		
Cumulative Loan / Surplus Funds	0	(51,000)	(102,000)	(120,200)	(296,200)	(473,200)	(1,103,200)	(2,059,200)	(4,215,200)	(4,417,200)	(2,888,200)	(1,348,200)	203,900	1,765,800	3,327,800	4,886,800	0	4,886,800

Wollongbar Urban Expansion Area - Stage Three - Cash Flow (excluding Childcare Centre Site)																		
Year	2019/20	2019/20	2019/20	2019/20	2020/21	2020/21	2020/21	2020/21	2021/22	2021/22	2021/22	2021/22	2022/23	2022/23	2022/23	2022/23	Totals	
Quarter	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Sales (net of GST, comms, legals)											1,356,000	1,356,000	1,356,000	1,356,000	1,356,000	1,355,000	8,135,000	
Development Costs																		
Completed		51,000	51,000	17,200														119,200
Civil Works - Outside of Tender					175,000	175,000												350,000
Civil Works - Tender							550,000	550,000	550,000									1,650,000
50% Contribution to Pembroke Close									0	170,000								170,000
Electrical and Telecommunications									155,000	155,000								310,000
Landscaping									0	155,000								155,000
Civil Works Contingency							55,000	56,000	103,000	15,000			0	0	0	0	0	229,000
Consultants Balance							21,000	21,000										42,000
Council Contributions								1,321,000										1,321,000
Cash Outflows	0	51,000	51,000	17,200	175,000	175,000	626,000	1,948,000	1,133,000	170,000	0	0	0	0	0	0	0	4,346,200
Net Quarterly Cash Movement	0	(51,000)	(51,000)	(17,200)	(175,000)	(175,000)	(626,000)	(1,948,000)	(1,133,000)	(170,000)	1,356,000	1,356,000	1,356,000	1,356,000	1,356,000	1,355,000	0	3,788,800
Interest Paid on Loan at 3%	0	0	0	1,000	1,000	2,000	4,000	8,000	23,000	32,000	33,000	23,000	13,000	3,000	0	0	0	143,000
Net Cash Movement after Interest	0	(51,000)	(51,000)	(18,200)	(176,000)	(177,000)	(630,000)	(1,956,000)	(1,156,000)	(202,000)	1,323,000	1,333,000	1,343,000	1,353,000	1,356,000	1,355,000	0	3,645,800
Funded by:																		
Cumulative Loan / Surplus Funds	0	(51,000)	(102,000)	(120,200)	(296,200)	(473,200)	(1,103,200)	(2,059,200)	(4,215,200)	(4,417,200)	(3,094,200)	(1,761,200)	(418,200)	934,800	2,290,800	3,645,800	0	3,645,800

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

Delivery Program

Commercial Services

Objective

To review the long term financial plan for the Ballina - Byron Gateway Airport due to a significant increase in plane and passenger movements during the past three months.

Background

Council last reviewed the long term financial plan (LTFP) for the Ballina - Byron Gateway Airport (BBGA) at the June 2020 Commercial Services Committee meeting.

At that time passenger numbers for the BBGA were well down due to the COVID-19 pandemic; i.e. numbers for April to June 2020 were 10,230, with a low of 385 passengers in April 2020. As a comparison, numbers for April to June 2019 were 119,880.

Since bottoming out in April 2020 passenger numbers have significantly increased with an October 2020 figure of 51,359, which was a record figure for October; i.e. October 2019 - 47,296, October 2018 – 50,908.

The BBGA is also receiving a far higher number of flights, with Melbourne now having recommenced, along with flights operating to and from Sydney, Canberra, Dubbo and Newcastle.

With passenger numbers improving and a large number of flights operating, there is on-going pressure on the BBGA infrastructure, with a constant need for improvements.

The report that follows provides a review of the forecast operating result for 2020/21, and for the ten year life of the LTFP, along with an update on the capital works program.

Key Issues

- Revised forecast operating result for 2020/21
- Capital works priorities and funding

Information

The adopted LTFP for the BBGA is forecasting an operating **deficit** of \$1,865,700 inclusive of depreciation, and a cash **deficit** of \$815,700 once depreciation (non-cash item) is eliminated. The LTFP was adopted by Council in June 2020 when limited flights were operating.

Since that date, flight and passenger numbers have steadily increased, which has resulted in significant improvements to the forecast operating result for 2020/21.

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

A review of the forecast Operating Revenues and Expenses, and the Operating Result, is included as Attachment 1 (pages 19 and 20) of this agenda.

The key columns in that attachment, particularly for 2020/21, are:

- Adopted 2020/21 – Represents the adopted estimates for 2020/21
- Actual to 30/11 – Actual operating revenues and operating expenses for 2020/21 to 30 November 2020
- Estimated 2020/21 (and to 2029/30) – Represents the revised estimates for 2020/21, and for the ten year life of the LTFP, based on updated forecasts for flight and passenger movements.

This information is summarised in the following table.

BBGA – Actual and Revised Forecast Operating Results (\$'000)

Item	Actual 2018/19	Actual 2019/20	Adopted 2020/21	Actual to 30 Nov	Revised 2020/21	Revised 2021/22	Revised 2022/23
Operating Revenues	6,927	5,753	2,795	1,670	5,273	6,089	6,930
Operating Expenses	5,091	5,070	4,661	1,823	5,262	5,651	6,126
Operating Result	1,836	683	(1,866)	(153)	11	438	804
Add Back Depreciation	782	786	1,050	0	820	850	950
Cash Result	2,618	1,469	(816)	(153)	831	1,288	1,754
Passenger Numbers	533,000	405,000	200,000	145,000	400,000	480,000	535,000

Points of interest include:

- The revised 2020/21 results predict a very small operating **surplus** of \$10,800, inclusive of depreciation, as compared to the original forecast for a \$1,865,700 deficit. With depreciation eliminated the forecast cash **surplus** is now \$830,800 compared to the original estimate of a cash **deficit** of \$815,700.
- The assumptions applied for passenger numbers and income from passenger / flight charges is based on the 2020/21 figures equating to approximately 75% of the turnover achieved in 2018/19 (the last complete “normal year”), 90% in 2021/22 and 100% in 2022/23.
- Similar assumptions are applied to other major revenue and expense items such as security charges and car parking revenues.
- Car parking revenues should increase once the proposed car parking works are completed, with the new boom gate model expected to result in higher revenues.
- Electricity expenses should decrease once solar panels are installed.

Overall the improved financial outlook for the BBGA is far healthier, recognising that the forecasts undertaken during April to June were fairly dire, and there are many airports still struggling due to operating restrictions. The airline industry has always been volatile and regular reviews of the LTFP for the BBGA are required to ensure that Council is in a position to respond to changes in the marketplace.

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

Negotiations are currently occurring with the airlines in respect to passenger and landing charges, with the airlines all under financial pressure due to reduced flights, domestic and international. Updates on these negotiations will be provided in future reports.

As an item of interest, in late November, Hertz Australia confirmed that the BBGA was holding the most live bookings for the period 15 December 2020 to 15 January 2021 within the Hertz network, as per the following chart, with the airport reference codes along the horizontal axis.



This highlights that it is likely to be a very business Christmas / New Year period in the Northern Rivers region.

Capital Works Priorities

With the BBGA generating a cash operating surplus, any surplus funds are applied to capital works and loan principal repayments.

This information is summarised in Attachment 2 (page 21 of this agenda), which includes details on the capital works program, Airport Reserve balance and loan repayments.

In respect to capital works, the updated priorities are as follows.

Apron Upgrades and Concrete Pads – \$1,600,000 for 2020/21

The asphalt aprons and concrete pads require regular upgrades to repair pavement damage (rutting, indentations etc.) caused by a combination of aircraft positioning (aircraft nose wheel and main wheels), ground servicing equipment (GSE), and fuel spills.

Recent testing has confirmed that this work should be carried out during 2020/21 and with the number of flights to and from the BBGA continuing to increase, it is important that this work is undertaken as soon as possible.

Pitt and Sherry Pty Ltd, engineering consultancy firm engaged by the Airport, has provided the following cost estimates for these works (excluding GST):

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

- Bay 1 upgrade works - \$139,000
- Bay 3 concrete works - \$662,000
- Bay 4 concrete works - \$723,000
- Project management contingency (5%) - \$76,000

The works are fully funded from the Airport Reserve.

Car Parking, Solar Power and Connection to Airport Boulevard - \$5,000,000 for 2020/21 and 2021/22

The objectives of this project are:

- increase the number of car spaces from approximately 500 to 640
- improved traffic flows
- relocate the car rental desks from inside the terminal building to kiosks in the car park. This will create more room in the arrivals hall and create space for a second baggage carousel, when required
- install a boom gate revenue collection and car park management system
- install solar panels as shade structures over the car spaces. Power generated will reduce electricity costs
- connect the car park to Airport Boulevard and realign Southern Cross Drive.

PTC (Parking and Traffic Consultants) Pty. Ltd. has completed conceptual layout designs for the car park, along with revenue projections.

A consultant engineer (Craig Zerk) has also been engaged to ensure the concept plans will function effectively and to assist in identifying savings in the scope and cost of the works.

Consideration has also been given to staging the proposed works to reduce the level of disruption to car park operations; i.e. the car park must continue operating although at reduced capacity.

The consultant engineer has prepared indicative cost estimates for the civil construction component of the car park upgrade, based on the latest concept designs.

Subject to detailed design, consultants' fees and other investigations, the civil works are estimated to be in the order of \$3.3 million plus the boom gate and solar power; i.e.

Item	Amount (\$)
Civil Works	3,300,000
Boom Gate Control and Management System	1,000,000
Solar Power and Associated Structures	700,000
Total Cost	5,000,000

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

The estimate for the boom gate control and management system is subject to a review of concept plans and detailed design. Similarly, with the solar power, an audit of the BBGA's power needs is required prior to designing a suitable system.

Once detailed designs and specifications for all works have been completed, revised costings will be prepared as will revenue projections. This information will be presented to Council in the first half of 2021.

Construction of the car park is dependent upon timing of the construction works for Airport Boulevard and the realignment of Southern Cross Drive.

Discussions have been held with the preferred contractor for Airport Boulevard, with a view to undertaking these roadworks first to enable the car park construction works to follow.

Subject to completion of the Airport Boulevard roundabout and the realignment of Southern Cross Drive, it is proposed to start construction works in the car park after Easter 2021, to minimise the disruption to BBGA operations and hopefully avoid periods of prolonged wet weather.

This work is fully funded from loans. The improved operation of the car parking will increase revenue from parking fees to help offset the extra loan repayments.

Pilot Activated Lighting Controls (PALC) and Airport Lighting Equipment Room (ALER) - \$315,000 for 2020/21

This work is still scheduled for 2020/21, funded from the Airport Reserve.

Runway Upgrade Project - \$25.1m for the period 2020/21 to 2022/23

As previously reported, the existing BBGA runway is 1,900 metres long and 30 metres wide.

Discussions with Jetstar over the past couple of years (pre COVID-19) indicated that they were proposing to upgrade their Airbus A320 aircraft (180 seats) to A321 aircraft (220 seats) and as such suggested the BBGA runway be widened from 30 metres to 45 metres to accommodate the larger aircraft.

In June 2020, the Federal Government approved a grant of \$10m to Council for the project. Since the announcement of the grant, consultants have been engaged to undertake site and other investigations and prepare a Part V Planning Application.

Investigations to date indicate the proposal is facing a number of constraints including:

- Corks Hill - A substantial amount of Corks Hill would have to be removed as it is located within the 280 metre wide "runway strip" required by 45 metre wide runways. A "runway strip" must be free of aviation hazards.

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

- Aboriginal Cultural Heritage – Midden sites have been identified around the base of Corks Hill and the foreshore of North Creek. Investigations and consultation with the JALI Aboriginal Land Council are ongoing to determine if and how these issues may affect the development proposal.
- Sandpit Lake - A section of this water body located on the northern side of the runway is located within the 280 metre wide “runway strip”.
- Flooding - Widening will require an overlay to strengthen the runway, resulting in the height at the runway centre line increasing by at least 200mm. This may create a form of levee bank and as such mitigation measures are required to reduce the potential impacts of flooding at the airport and adjacent land.
- Ecological - Investigations into possible endangered ecological communities around Corks Hill and the runway drainage system are ongoing.
- General Aviation Hangars - Some of these may have to be removed as they are located within the 280 metre wide runway strip.

Given the numerous constraints, consideration has been given to lengthening the runway, as opposed to widening; i.e. increase the length from 1,900 to 2,400 metres and leave the width at 30 metres.

This option may remove the need to deal with Corks Hill, Sandpit Lake and leave known midden sites undisturbed.

To assist in exploring this option a specialist aviation consultant, Lower Capital Pty. Ltd, was engaged amongst other things to:

- Liaise with the airlines to determine their intentions in regards to fleet upgrades; and
- Liaise with the Civil Aviation Safety Authority (CASA) to ascertain what runway upgrade works are required to meet certification for the larger aircraft.

In broad terms, Lower Capital report that COVID-19 has had a massive impact on commercial airlines who are struggling to survive.

The general consensus is that airlines will probably reduce the number of larger aircraft and focus on retaining existing fleets of Airbus A320 (180 seats) and Boeing 737 (160 seats) aircraft.

Larger aircraft will probably be allocated to trunk routes between capital cities, and the smaller aircraft will service the regions.

Airbus A320 and Boeing 737 aircraft currently service BBGA on a daily basis by way of an airport pavement concession, provided by the BBGA to the airlines and an approved narrow runway procedure prepared by the airlines and overseen by CASA.

Lower Capital also report that the airlines and CASA may now have a preference for lengthening the runway rather than widening. Further work is required to provide the relevant information to achieve agreement with CASA.

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

The lengthening option should be cheaper and less disruptive to airport operations. Based on this, the consultants undertaking the Part V investigations have been asked to investigate the option of extending the runway to 2,400 metres. Once these investigations have concluded a further report will be presented to Council.

Irrespective of the outcome of these investigations, the existing runway is in urgent need of an overlay to strengthen it.

Subject to further technical advice, these works should be undertaken within the next 12 months and importantly they will not compromise any proposal to lengthen the runway.

The same cannot be said for the option of widening the runway as this would require a change in the profile of the runway surface.

The LTFP still includes this widening / lengthening project, which also allows for strengthening, with \$100,000 included for 2020/21 for on-going investigations and \$25m for the construction works in 2021/22 and 2022/23.

The \$25m is funded \$10m from the Federal Government grant and \$15m from loans.

Terminal – Baggage Area Expansion - \$100,000 for 2020/21 and \$2,000,000 for 2021/22

This area regularly exceeds operational capacity for the airline's ground handler ground service equipment (GSE) and has not received any infrastructure improvements since its construction. This negatively impacts on airline on-time-performance and safe working practices.

The \$100,000 in 2020/21 allows for preliminary concept works and \$2m is allowed in 2021/22 for construction. As there are insufficient funds in the Airport Reserve, this project is funded in 2021/22 from a \$1m grant and \$1m loan.

There has not been any formal application for a grant for this work, as yet, and the project will currently not proceed unless grant funds are secured.

Terminal - Passenger Screening - \$2,708,000 for 2020/21

Council accepted a tender for the passenger screening equipment at the November 2020 Ordinary meeting, based on a total cost of \$408,000 with \$405,000 funded from an approved grant through the Federal Government's Regional Airport Security Infrastructure (RASI) Fund.

At the August 2020 Commercial Services Committee meeting, a report on the BBGA identified that funding was also needed to modify the terminal to accommodate the new screening equipment, which is mandatory due to changes in Federal Government legislation.

The report provided a concept plan with a conservative estimate of \$2.5m to accommodate the new equipment.

4.2 Ballina - Byron Gateway Airport - Long Term Financial Plan Review

To support airports implement the new equipment, the Federal Government had also opened the Regional Airports Screening Infrastructure (RASI) Program, with \$66.1m allocated to reduce the upfront capital installation and initial operating costs for regional airports in implementing the enhanced security screening equipment.

The recommendation from the August 2020 Commercial Services meeting, as adopted at the August 2020 Ordinary meeting, authorised the General Manager to apply for the maximum amount considered achievable from the grant program.

An application was submitted based on a total cost of \$2.5m including a grant contribution of 42.3m. Council has recently received approval for the full \$2.3m in grant funding.

The funding deed does not appear to require any contribution from Council and on that basis \$2.3m has been added to the \$408,000 to provide a total budget of \$2,708,000 for 2020/21.

The difficulty now will be having all these works completed by 1 July 2021 when the new body screening equipment is due to be operational.

Legal / Resource / Financial Implications

As per the information section of this report.

Consultation

Discussions have been on-going with the airlines servicing the BBGA, CASA and the consultants engaged on the various projects.

Options

This provides an update on the financial performance of the BBGA. There has been a significant increase in passenger numbers since June along with an improved financial outlook.

Unfortunately, as has always been the case with the BBGA, increased passengers and flight movements creates an ever increasing need for infrastructure renewals or improvements.

The capital works planned remain extensive and further updates will be provided as each of the major works progress.

Finally it is pleasing to see that the importance of the BBGA has been recognised through the Federal Government approving \$2.3m in grant funding as part of the RASI Program, recognising that only \$66.1m was available for the entire program.

RECOMMENDATION

That Council notes the contents of this report and adopts the updated review of the Long Term Financial Plan for the Ballina – Byron Gateway Airport, as per the report attachments.

Attachment(s)

1. BBGA - Operating Revenues and Expenses
2. BBGA - Capital Movements

Ballina Byron Gateway Airport - Operating Result and Cash Flow Analysis - 2002/03 to 2029/30 (December 2020 Revision)																						
Actual										Description	Adopted 2020/21	Actual to 30/11	Estimated									
2002/03	2004/05	2006/07	2008/09	2010/11	2012/13	2014/15	2016/17	2018/19	2019/20				2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30
										OPERATING REVENUES												
	129%	21%	5%	6%	9%	3%	7%	1%	(24%)	Passenger Numbers (% Change)	(51%)	(1%)	20.0%	11.5%	9.4%	0.5%	0.5%	0.5%	0.5%	0.5%	0.4%	
83,000	189,000	320,000	330,000	287,000	357,000	350,000	504,000	533,000	405,400	Passengers	200,000	145,000	400,000	480,000	535,000	553,000	556,000	559,000	562,000	565,000	568,000	570,000
										Passenger Charges / Landing Fees												
818,900	1,075,400	1,453,700	1,299,600	1,299,300	1,931,200	2,138,600	2,353,100	3,154,800	2,479,400	Income - Passenger Charges (RPT)	1,184,000	517,100	2,370,000	2,800,000	3,155,000	3,218,100	3,282,500	3,348,200	3,415,200	3,483,800	3,553,300	3,624,400
53,700	113,600	18,700	49,800	80,100	65,000	39,000	47,400	47,700	69,900	Income - Landing Fees (ABASS)	40,000	49,800	100,000	100,000	102,000	104,100	106,200	108,400	110,600	112,900	115,200	117,600
0	0	0	0	0	65,000	0	69,300	5,500	8,200	Income - Landing Fees (ABASS Exemption)	9,000	2,700	5,000	6,000	7,000	7,200	7,400	7,600	7,800	8,000	8,200	8,400
										Other Fees and Charges												
0	256,700	564,600	1,100,000	751,100	847,700	1,067,000	1,375,400	1,372,500	1,249,300	Security Charges Jet Airlines	515,000	387,000	1,030,000	1,200,000	1,373,000	1,400,500	1,428,600	1,457,200	1,486,400	1,516,200	1,546,600	1,577,600
8,500	19,700	56,100	64,800	91,000	210,300	278,500	484,300	572,000	485,300	Car Rental Franchises	215,000	157,800	429,000	515,000	572,000	583,500	595,200	607,200	619,400	631,800	644,500	657,400
18,500	21,300	25,900	45,200	47,900	56,000	64,200	62,100	67,300	66,500	Hanger, Land and Other Building Rentals	79,000	33,400	70,000	71,400	72,800	74,300	75,800	77,300	78,800	80,400	82,000	83,600
9,500	10,000	10,600	24,500	25,500	27,000	37,000	39,000	45,100	40,600	Airport Fuel Site Rent	47,000	20,300	41,000	41,800	42,600	43,500	44,400	45,300	46,200	47,100	48,000	49,000
10,500	10,900	2,900	26,800	25,300	47,300	84,000	63,100	69,600	131,000	Rental Terminal Building	75,000	40,200	75,000	131,000	133,600	136,300	139,000	141,800	144,600	147,500	150,500	153,500
3,700	14,100	21,900	20,800	20,300	20,400	23,000	24,400	25,400	22,500	Rental Administration Building	12,000	10,000	22,000	22,400	22,800	23,300	23,800	24,300	24,800	25,300	25,800	26,300
0	3,600	3,700	4,200	6,400	9,000	5,200	9,400	2,000	0	Aviation Security Cards	0	0	0	0	0	0	0	0	0	0	0	0
0	0	76,100	175,900	238,600	363,000	467,200	641,200	738,000	544,500	Car Parking	250,000	228,000	550,000	561,000	800,000	816,000	832,400	849,100	866,100	883,500	901,200	919,300
0	0	12,600	20,200	20,800	23,200	21,000	34,300	56,200	50,400	Car Parking Fines	20,000	8,800	40,000	40,800	40,000	40,800	41,700	42,600	43,500	44,400	45,300	46,300
0	0	14,000	67,500	112,800	118,000	131,800	143,100	139,100	90,400	Airport Shuttle Bus Rents	50,000	18,800	100,000	102,000	104,000	106,100	108,200	110,400	112,600	114,900	117,200	119,500
0	0	1,500	0	0	56,000	67,000	73,300	76,600	76,300	Advertising	30,000	37,900	57,000	76,000	77,800	78,600	80,200	81,900	83,600	85,300	87,100	88,900
0	0	0	0	0	0	0	14,700	10,500	10,500	Airport Lease Rentals	7,000	3,000	9,000	9,200	11,000	11,300	11,600	11,900	12,200	12,500	12,800	13,100
										Contributions to Council Expenses												
0	0	0	0	0	3,600	46,200	57,900	49,400	53,500	Contributions - Fire Station, NDB and Generator	73,000	4,500	35,000	50,000	49,000	50,000	51,000	52,100	53,200	54,300	55,400	56,600
0	0	0	0	0	0	0	99,400	361,600	293,700	Contributions - CAGRO Operations	120,000	106,400	271,000	325,000	362,000	369,300	376,700	384,300	392,000	399,900	407,900	416,100
0	0	0	0	0	138,600	240,100	188,800	133,800	81,600	Contributions - Loan Interest NSW LIRS	69,000	44,200	69,000	37,300	6,300	0	0	0	0	0	0	0
923,300	1,525,300	2,261,700	2,899,300	2,719,100	3,981,300	4,709,800	5,780,200	6,927,100	5,753,600	Total Operating Revenues	2,795,000	1,669,900	5,273,000	6,088,900	6,930,100	7,062,900	7,204,700	7,349,600	7,497,000	7,647,600	7,801,000	7,957,600
										OPERATING EXPENSES												
										Management												
9,800	3,100	80,400	168,900	356,600	436,000	654,900	704,100	812,900	888,200	Salaries and Oncosts	910,000	356,800	910,000	956,000	975,100	994,600	1,014,500	1,034,800	1,055,500	1,076,600	1,098,100	1,120,100
1,300	(800)	4,400	7,400	13,300	17,000	16,400	20,500	15,400	15,000	Conferences and Seminars	10,000	0	10,000	12,000	12,300	12,600	12,900	13,200	13,500	13,800	14,100	14,500
0	0	0	1,400	20,200	45,000	32,300	36,000	131,900	16,200	Office Expenses	12,000	5,400	12,000	12,300	12,600	12,900	13,200	13,500	13,800	14,100	14,500	14,900
0	0	0	12,500	21,000	21,600	20,100	19,000	17,100	17,600	Vehicle	5,700	2,400	5,700	5,800	5,900	6,000	6,200	6,400	6,600	6,800	7,000	7,200
										Buildings and Facilities - Maintenance												
39,200	49,500	89,300	129,700	142,600	121,100	113,700	114,300	121,700	159,700	Cleaning Contracts	120,000	48,000	140,000	143,500	147,100	150,800	154,600	158,500	162,500	166,600	170,800	175,100
30,200	49,200	52,200	74,600	96,000	144,500	98,300	118,800	48,900	59,200	Buildings Maintenance	40,000	32,700	40,000	41,000	42,000	43,100	44,200	45,300	46,400	47,600	48,800	50,000
17,000	22,200	46,400	33,800	44,900	40,700	35,700	35,400	6,000	6,600	Airport Building Area, Roads and Services	6,000	23,400	25,000	25,600	26,200	26,900	27,600	28,300	29,000	29,700	30,400	31,200
(operating result continued on following page)																						

Actual										Description (cont'd)	Current Estimate	Actual to Date	Estimated															
2002.03	2004.05	2006.07	2008.09	2010.11	2012.13	2014.15	2016.17	2018.19	2019.20				2020.21	2021.22	2022.23	2023.24	2024.25	2025.26	2026.27	2027.28	2028.29	2029.30						
Operation Expenses																												
4,800	0	1,400	0	6,400	15,000	1,800	7,900	600	9,100	10,000	2,800	10,000	10,300	10,600	10,900	11,200	11,500	11,800	12,100	12,400	12,700							
2,900	3,700	4,400	4,500	7,800	7,700	7,400	6,900	7,800	15,200	10,000	2,500	10,000	10,300	10,600	10,900	11,200	11,500	11,800	12,100	12,400	12,700							
36,300	40,000	36,000	19,800	40,000	76,600	95,300	97,800	75,000	37,100	20,000	36,300	40,000	41,000	42,000	43,100	44,200	45,300	46,400	47,500	48,600	50,000							
0	0	0	0	1,500	4,200	6,200	9,300	11,800	7,700	9,000	1,900	6,000	6,200	6,400	6,600	6,800	7,000	7,200	7,400	7,600	7,800							
6,500	8,800	11,000	18,900	22,800	23,000	41,400	69,800	53,800	23,600	24,000	28,600	29,000	29,700	30,400	31,200	32,000	32,800	33,600	34,400	35,300	36,200							
11,300	11,600	10,000	31,100	31,700	28,600	46,900	30,600	50,600	59,500	54,000	37,500	62,000	63,600	65,200	66,800	68,500	70,200	72,000	73,800	75,600	77,500							
186,200	248,400	520,300	938,500	546,700	758,000	955,600	1,051,800	1,128,600	1,064,600	515,000	381,900	1,030,000	1,200,000	1,373,000	1,400,500	1,428,600	1,457,200	1,486,400	1,516,200	1,546,600	1,577,600							
0	0	1,600	33,700	22,700	25,500	17,000	9,600	14,700	6,600	10,000	800	10,000	10,300	10,600	10,900	11,200	11,500	11,800	12,100	12,400	12,700							
0	0	0	0	0	0	0	0	0	9,400	35,000	0	35,000	35,900	36,800	37,700	38,600	39,600	40,600	41,600	42,600	43,700							
0	0	0	0	0	0	0	0	0	9,400	0	66,200	100,000	50,000	0	0	0	0	0	0	0	0							
0	0	0	0	0	25,500	0	270,200	361,700	293,700	120,000	95,200	271,000	325,000	362,000	369,300	376,700	384,300	392,000	399,900	407,900	416,100							
0	2,400	5,600	6,700	5,100	10,600	6,700	8,600	9,500	1,200	2,000	600	2,000	2,100	2,200	2,300	2,400	2,500	2,600	2,700	2,800	2,900							
0	21,100	21,400	61,500	77,500	83,000	63,600	58,000	86,400	75,100	80,000	32,500	80,000	82,000	84,100	86,200	88,400	90,600	92,900	95,200	97,600	100,000							
0	0	0	2,300	4,100	500	300	400	300	100	500	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000							
76,300	102,900	145,200	156,800	158,100	96,000	90,800	28,200	18,500	51,600	30,000	32,000	50,000	51,300	52,600	53,900	55,200	56,600	58,000	59,500	61,000	62,500							
10,200	21,000	16,900	15,700	10,500	21,000	19,000	23,300	9,300	15,800	20,000	7,300	15,000	15,400	15,800	16,200	16,600	17,000	17,400	17,800	18,200	18,700							
1,000	1,000	9,300	2,900	1,300	5,000	3,000	2,000	1,600	2,400	6,000	0	5,000	5,100	5,200	5,300	5,400	5,500	5,600	5,700	5,800	5,900							
0	1,900	2,600	0	300	1,500	0	1,000	0	300	1,000	3,700	5,000	5,100	5,200	5,300	5,400	5,500	5,600	5,700	5,800	5,900							
4,300	2,000	4,600	9,300	8,700	8,400	7,700	1,100	0	100	1,000	100	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000							
0	0	2,000	0	3,200	100	1,600	8,300	10,800	8,200	10,000	2,400	10,000	10,300	10,600	10,900	11,200	11,500	11,800	12,100	12,400	12,700							
2,700	600	5,500	3,900	4,700	4,000	2,000	25,400	18,200	3,800	5,000	0	5,000	5,100	5,200	5,300	5,400	5,500	5,600	5,700	5,800	5,900							
200	100	300	1,600	2,700	2,600	34,100	17,500	56,800	71,900	70,000	31,900	70,000	71,800	73,600	75,400	77,300	79,200	81,200	83,200	85,300	87,400							
0	0	200	200	1,900	100	6,600	0	5,500	0	0	0	10,000	10,300	10,600	10,900	11,200	11,500	11,800	12,100	12,400	12,700							
24,400	15,300	32,300	17,100	15,500	14,500	9,800	30,600	5,800	26,300	25,000	4,600	20,000	20,500	21,000	21,500	22,000	22,600	23,200	23,800	24,400	25,000							
28,800	29,000	31,600	56,900	89,600	132,000	140,700	106,200	125,700	174,900	153,000	58,800	176,000	180,000	184,000	188,100	192,300	196,600	201,000	205,500	210,100	214,900							
0	0	8,000	0	200	2,100	600	3,100	3,900	5,000	5,000	300	5,000	5,100	5,200	5,300	5,400	5,500	5,600	5,700	5,800	5,900							
5,200	14,100	24,500	33,200	81,300	192,000	163,900	319,500	219,600	224,600	200,000	123,900	200,000	250,000	300,000	307,500	315,200	323,100	331,200	339,500	348,000	356,700							
3,000	3,100	3,200	3,500	3,500	6,000	6,400	6,300	6,100	6,400	7,000	6,400	7,000	7,200	7,400	7,600	7,800	8,000	8,200	8,400	8,600	8,800							
0	0	35,700	63,700	55,400	65,000	61,500	55,800	78,200	61,700	55,000	11,600	40,000	40,000	35,000	36,800	38,600	37,700	38,600	39,600	40,600	41,600							
0	0	0	0	15,200	7,000	26,600	2,200	4,000	2,200	8,000	5,300	8,000	8,200	8,400	8,600	8,800	9,000	9,200	9,400	9,600	9,800							
0	0	0	0	0	6,000	0	0	0	0	80,000	0	80,000	0	0	0	0	0	0	0	0	0							
0	0	0	0	0	0	0	51,000	50,000	66,800	65,000	42,800	110,000	112,800	115,600	118,500	121,500	124,500	127,600	130,800	134,100	137,500							
Overheads and Debt Servicing																												
129,500	134,800	88,000	176,000	213,000	280,000	302,000	378,000	431,400	509,000	626,000	260,800	626,000	641,700	657,700	674,100	691,000	708,300	726,000	744,200	762,800	781,900							
85,600	59,000	41,800	109,500	217,000	423,600	502,300	422,600	306,800	280,900	250,500	74,900	250,500	236,900	425,300	670,000	670,300	700,300	665,700	634,500	603,300	571,000							
Non-Cash																												
167,200	165,000	270,500	271,000	735,000	830,000	770,700	806,800	782,100	786,000	1,050,000	0	820,000	850,000	950,000	1,128,000	1,189,000	1,246,000	1,281,000	1,314,000	1,347,000	1,381,000							
893,900	1,009,000	1,606,600	2,466,600	3,078,000	3,981,000	4,362,900	4,957,900	5,091,000	5,070,500	4,660,700	1,823,300	5,262,200	5,651,400	6,125,500	6,653,600	6,822,800	7,019,900	7,132,700	7,249,500	7,368,700	7,490,700							
29,400	516,300	655,100	432,700	(358,900)	300	346,900	822,300	1,836,100	683,100	(1,865,700)	(153,400)	10,800	437,500	804,600	409,300	381,900	329,700	364,300	398,100	432,300	466,900							
167,200	165,000	270,500	271,000	735,000	830,000	770,700	806,800	782,100	786,000	1,050,000	0	820,000	850,000	950,000	1,128,000	1,189,000	1,246,000	1,281,000	1,314,000	1,347,000	1,381,000							
196,600	681,300	925,600	703,700	376,100	830,300	1,117,600	1,629,100	2,618,200	1,469,100	(815,700)	(153,400)	830,800	1,287,500	1,754,600	1,537,300	1,570,900	1,575,700	1,645,300	1,712,100	1,779,300	1,847,900							
Capital Movements																												
0	169,000	185,800	251,400	237,400	532,100	845,500	1,073,300	1,188,700	1,294,900	1,409,000	0	1,409,000	1,490,000	1,428,000	1,164,000	1,031,000	1,088,000	1,059,000	1,091,000	1,122,000	1,154,000							
196,600	512,600	827,600	703,600	142,000	298,200	272,100	555,800	1,429,500	2,223,000	0	0	0	0	328,600	373,900	539,900	487,700	586,300	621,100	657,900	693,900							
0	636,500	826,800	1,356,500	0	789,900	403,800	709,700	2,159,400	0	2,539,700	2,696,200	202,500	50,000	375,000	150,000	350,000	50,000	50,000	50,000	50,000	50,000							
0	0	1,000,000	2,800,000	500,000	4,996,700	725,000	0	3,232,400	3,142,100	5,405,000	4,705,000	15,000,000	15,000,000															

Ballina Byron Gateway Airport - Capital Movements (December 2020 Revision)																						
Asset Description	Capital Expenditure										Funding Sources 2020/21			Funding Sources 2021/22			Funding Sources 2022/23			Funding Sources 2023/24		
	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30	Grants	Loans	Reserves	Grants	Loans	Loans	Grants	Loans	Reserves	Grants	Loans	Loans
Apron Upgrades and Concrete Pads	1,600,000											1,600,000			0						0	
CAGRO Facility						300,000						0			0						0	
Car Parking, Solar, Boulevard	2,000,000	3,000,000											2,000,000								0	
Checked Baggage Screening				650,000																	0	
Crown Land and Revetment Wall					100,000															325,000	325,000	
Pilot Activated Lighting / ALER	315,000											315,000									0	
Runway - Lengthening / Strengthening	100,000	10,000,000	15,000,000									100,000	5,000,000	5,000,000		5,000,000	10,000,000				0	
Terminal - Arrivals Hall Expansion				2,500,000	2,500,000															1,250,000	1,250,000	
Terminal - Baggage Area Expansion	100,000	2,000,000										100,000	1,000,000	1,000,000							0	
Terminal - Passenger Screening	2,708,000										2,708,000										0	
Miscellaneous Infrastructure			50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000								50,000			50,000	
Total	6,823,000	15,000,000	15,050,000	3,200,000	2,650,000	350,000	50,000	50,000	50,000	50,000	2,705,000	2,000,000	2,118,000	6,000,000	9,000,000	0	5,000,000	10,000,000	50,000	1,575,000	1,250,000	375,000

Source of Capital Funding	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30
Capital Grants and Contributions	2,705,000	6,000,000	5,000,000	1,575,000	1,250,000	0	0	0	0	0
Loan Borrowings	2,000,000	9,000,000	10,000,000	1,250,000	1,250,000	0	0	0	0	0
Reserves	2,118,000	0	50,000	375,000	150,000	350,000	50,000	50,000	50,000	50,000
Total	6,823,000	15,000,000	15,050,000	3,200,000	2,650,000	350,000	50,000	50,000	50,000	50,000

Airport Reserve Balances	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30
Opening Balance	2,646,800	(49,400)	(251,900)	26,700	25,000	414,900	552,600	1,088,900	1,660,000	2,267,300
Movement	(2,696,200)	(292,566)	278,680	(1,300)	389,900	137,700	536,300	571,100	607,300	643,900
Closing Balance	(49,400)	(251,900)	26,700	25,000	414,900	552,600	1,088,900	1,660,000	2,267,300	2,911,200

Loan Summary	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30
Loan Principal Repaid P.A.	1,408,600	1,490,100	1,426,300	1,163,700	1,031,000	1,087,500	1,059,300	1,090,600	1,121,800	1,154,100
Loan Interest Paid P.A.	249,800	237,300	425,700	670,400	670,800	700,800	665,700	634,500	603,300	571,000
Total Principal and Interest P.A.	1,658,400	1,727,400	1,852,000	1,834,100	1,701,800	1,788,300	1,725,000	1,725,100	1,725,100	1,725,100
Principal Outstanding - 30 June	6,877,900	14,387,800	22,961,500	23,047,800	23,266,800	22,179,300	21,120,000	20,029,400	18,907,600	17,753,500

Infrastructure Assets	2020/21	2021/22	2022/23	2023/24	2024/25	2025/26	2026/27	2027/28	2028/29	2029/30
Written Down Value	42,195	56,345	70,445	72,517	73,978	73,082	71,851	70,587	69,290	67,959

Loan Repayments	2020/21		2021/22		2022/23		2023/24		2024/25		2025/26		2026/27		2027/28		2028/29		2029/30		
	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	PRINCIPAL	INTEREST	
Runway / Apron (Loan 1350)	84,227	18,597	90,574	12,243	97,045	5,779															
Runway / Apron (Loan 1352)	177,963	37,311	187,228	28,047	196,975	18,299	207,229	8,646													
Runway / Apron (Loan 1359)	847,522	101,711	899,831	55,402	465,310	9,466															
Car Park (Loan 1365)	95,700	10,700	99,400	6,928	103,300	3,024															
Runway / Apron (Loan 1367)	63,494	1,403	0	0																	
Runway / Apron (Loan 1368)	48,930	10,799	50,631	9,098	52,400	7,305	54,267	5,462	56,179	3,550	58,197	1,532									
Terminal (Loan 1373)	90,756	69,304	99,478	66,582	96,275	63,785	99,155	60,905	101,802	58,258	105,310	58,258	108,312	51,747	111,560	48,500	114,770	45,290	118,108	41,952	
Car Park and Solar			75,060	59,000	77,000	57,000	79,000	55,000	81,000	53,000	84,000	50,000	86,000	48,000	89,000	45,000	92,000	42,000	94,000	40,000	
Car Park, Solar, Runway, Baggage				338,000	261,000	348,000	251,000	358,000	241,000	358,000	241,000	358,000	241,000	369,000	230,000	379,000	220,000	390,000	209,000	402,000	197,000
Runway							376,000	290,000	387,000	279,000	387,000	279,000	398,000	268,000	410,000	256,000	422,000	244,000	434,000	232,000	
Arrivals Hall									47,000	36,000	48,000	36,000	48,000	35,000	50,000	33,000	51,000	32,000	52,000	29,000	
Arrivals Hall											47,000	36,000	48,000	35,000	50,000	33,000	51,000	32,000	52,000	29,000	
2025/27											0	0	0	0	0	0	0	0	0	0	
2027/28											0	0	0	0	0	0	0	0	0	0	
2028/29											0	0	0	0	0	0	0	0	0	0	
2029/30											0	0	0	0	0	0	0	0	0	0	
Total Repayments	1,408,591	249,825	1,490,142	237,300	1,426,305	425,658	1,163,651	670,413	1,030,981	670,808	1,087,507	700,790	1,059,312	665,747	1,090,560	634,500	1,121,770	603,290	1,154,108	570,952	