



# Development Services

Monthly Review Report  
September 2016

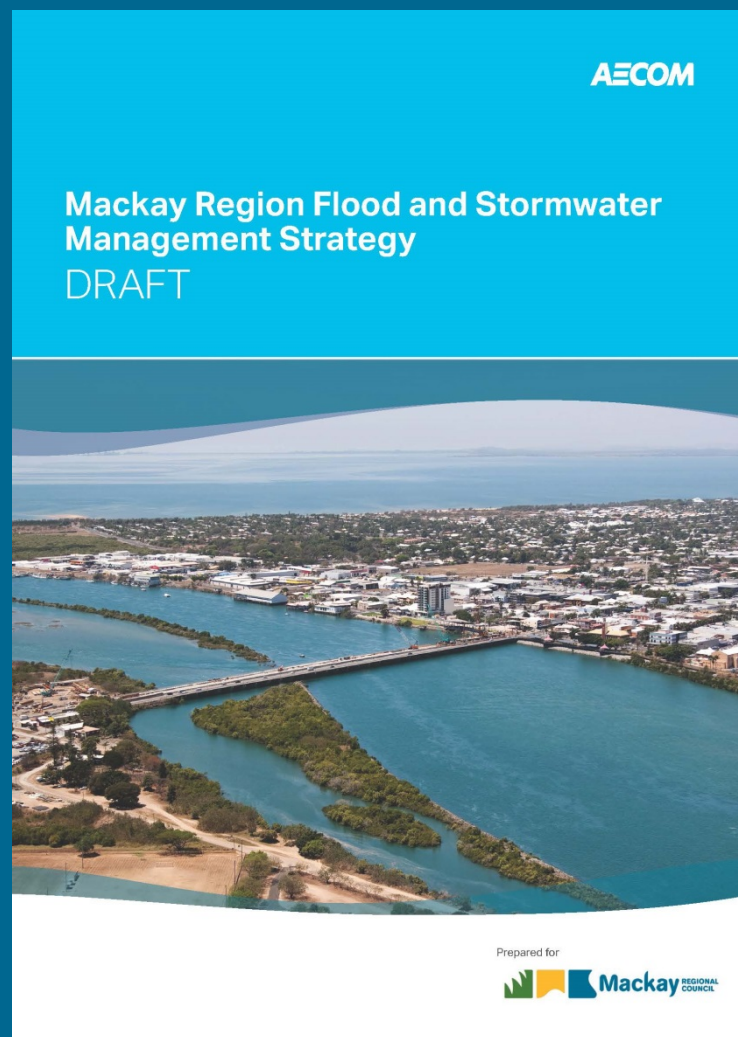
## Executive Summary

### Development Services

It's pleasing this month to see approvals issued for two major projects being the expansion of Auto Corner as well as an approval for a new Child Care Centre in the Mackay CBD. It's also exciting to see local developers continuing to show increased confidence in the local area through applications such as the one for a major new Aged Care and Hotel development in Mount Pleasant. On the Strategic front the draft Mackay Region Planning Scheme 2016 version is well progressed and subject to Council approval will be released for consultation at the end of October 2016. The draft Mackay Region Flood and Stormwater Management Strategy is also currently out for industry and community consultation. In the Parks program numerous capital projects such as the Royal Sands refurbishment and Stage 3 of Jubilee Park are well progressed and community consultation will soon commence on four coastal plans. In Economic Development our first expert ready program was a major success with 13 local businesses participating. September also saw a large number of events attracted under our conference and events attraction program with October continuing that trend with events like Fashion Week Mackay. The Sarina Sugar Shed also held its 10<sup>th</sup> anniversary this month and it is pleasing to see new products and record sales being achieved by the facility.



**Gerard Carlyon**  
*Director Development Services*



# Development News 09/2016

## Updates on Significant Developments Currently Being Assessed by Council

### NEW APPLICATION

DA-2016-91

194-202 Malcomson Street, MOUNT PLEASANT

The application lodged is seeking a Preliminary Approval for a Hotel (114 rooms) and Accommodation Units (109 room Retirement Village) plus a Development Permit to subdivide the property into two lots. The Hotel and Retirement Village are proposed in two separate buildings, both of which are seven stories in height.

The proposal plans are conceptual only at this stage and more detailed design will be submitted as part of a future application for a Development Permit.



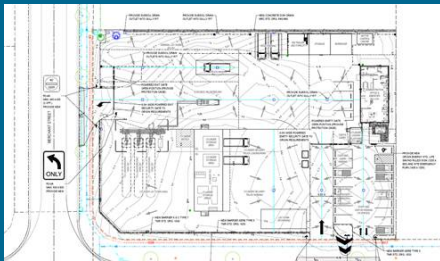
### OW APPROVED

OW-2016-26

61 Diesel Drive, PAGET QLD 4740

Operational Works (Civil) – Industrial

Approval has been issued for the relocation of the Origin Energy Service Terminal. The lease of the current terminal at Mackay Harbour is expiring soon. The engineering components incorporated are sewerage and stormwater works, pavements, earthworks, roadworks and landscaping and irrigation.



### APPLICATION APPROVED

DA-2016-20

363-369 Shakespeare Street, MACKAY

Council has approved a Material Change of Use application that is proposing to expand the existing Machinery and Vehicles Sales, Outdoor Sales Premises and ancillary Car Repair Workshop, known as Auto Corner.

The proposal involves four areas of expansion to the existing showroom building and the construction of new showroom and workshop on the eastern side of the property. Also included in the proposal is the development of a car parking area adjacent to the termination on Hyne Street.

The approval includes conditions requiring the relocation of some existing Council stormwater and sewer infrastructure, which will be fully detailed in a future Operational Works application.



### PLANS SEALED

SPCOM-2015-128/4

SP208195 - Plan of Lots 43, 45, 55 & 407 - Richana Estate

Stage 2B - Partial Release 5

Endorsed – 7/9/2016



### OW APPROVED

OW-2016-25

48-52 Carlyle Street, MACKAY

Operational Works (Civil) - Commercial - Child Care Centre

Approval has been issued for a new Child Care Centre in Mackay CBD. The approval is for a single story centre building with a second story ancillary office area. The engineering components incorporated are construction of a retaining wall, sewerage and stormwater works, pavement and landscaping.





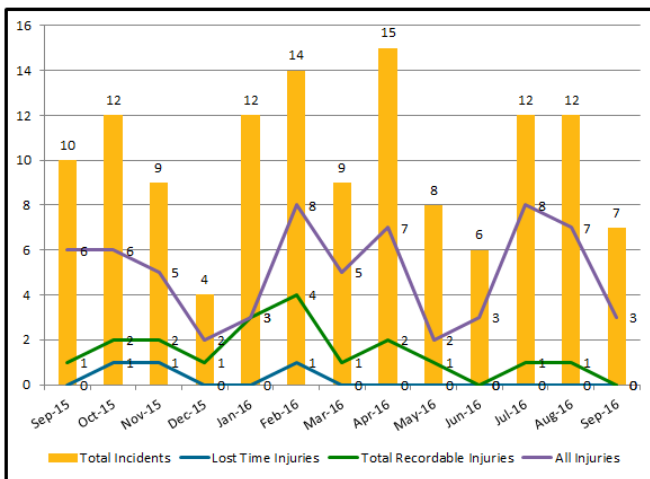
## Monthly Safety Review

### Summary

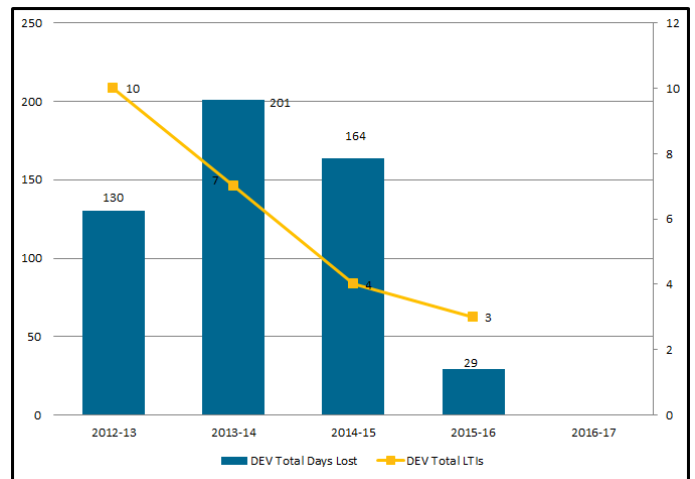
Seven incidents were reported during September, three of which related to an injury – including a member of public who was hit by a rock flicked up from a whipper snipper.

In 2016-17 year to date, there have been no lost time injuries, which is a very positive result.

### Incidents and Injuries






### Lost Time Injuries & Days Lost














Department	2012-13		2013-14		2014-15		2015-16		2016-17	
	LTI	Days Lost	LTI	Days Lost	LTI	Days Lost	LTI	Days Lost	LTI	Days Lost
Development Engineering	0	0	0	0	0	0	0	0	0	0
Development Assessment	0	0	0	0	0	0	0	0	0	0
Parks	9	130	6	179	4	164	3	29	0	0
Strategic Planning	0	0	0	0	0	0	0	0	0	0
Economic Development	0	0	1	22	0	0	0	0	0	0
<b>Development Services</b>	<b>9</b>	<b>130</b>	<b>7</b>	<b>201</b>	<b>4</b>	<b>164</b>	<b>3</b>	<b>29</b>	<b>0</b>	<b>0</b>



# Review of Operations

-  On Track
-  Potential Issue
-  Definite Issue

## STRATEGIC PLANNING

Regional and Local Area Planning		
Project	Status	Description of Project
Draft Mackay Region Planning Scheme		Subject to State and Council review. New plan to progress this project is being prepared for Council consideration in October 2016.
Mackay City 3D Model Project		3D model of current and potential future development for the Mackay City Centre is close to completion.
City Centre Heritage Register		Statement of significance for each property on the local heritage register is being compiled in accordance with the Queensland Heritage Act. Finalised heritage citations for current heritage places will be rolled out progressively during 2016/17.
Mackay Region Industrial Land Provision Study		Long term study to consider infrastructure options for developing industrial precincts identified in the draft planning scheme. The eastern Paget/ Airport precinct is being investigated. Initial findings of planned infrastructure capacity limit development capacity to planning scheme projections. Study will be ongoing for 2016/17.
Planning Scheme Policy – Open Space Policy		Draft policy to set service standards for open space provisions under the draft scheme. Consultation on the draft policy planned after completion of the draft planning scheme.
Growth Allocation Model		A model to allocate and map future urban growth over a 20 year projection period based on growth scenarios. The model is being updated with 2015 State population projections.
Communities Facility Strategy		Communities Facility Strategy is in draft form.
Mackay Priority Development Area		Council, in consultation with Economic Development Queensland has commenced investigating the potential development and activation opportunities of the Pioneer River and Binnington Esplanade. Background studies are underway.

Transport & Infrastructure Planning		
Projects	Status	Description of Project
Transport Modelling		Transport model developed and further scenario testing to be undertaken during 2016/17.
Development of a Local Government Infrastructure Plan		Project planning and preparation for the project is underway. Development of the Draft LGIP is scheduled to commence in the fourth quarter of 2016 and set to be completed by June 2018.
Road Hierarchy Review Project		A review of the Mackay Regional Council road hierarchy in the context of current land use and transport planning framework across Council. Stage 1 review to be completed in 2016/17.

Waterways		
Projects	Status	Description of Project
McCready's Creek South Stormwater Trunk Infrastructure Study		Study to consider existing flooding and stormwater drainage issues in the McCreadys Creek south catchment (which includes parts of Glenella, Mt Pleasant, Richmond & Beaconsfield) and identify acceptable solutions for trunk stormwater infrastructure for the next five years and potential ultimate development in the catchment.
Bakers Creek Stockroute Road East Stormwater trunk infrastructure Strategy		Study to consider existing flooding and stormwater drainage issues in the Bakers One catchment (which includes parts of Ooralea, Bakers Creek and Paget) and identify acceptable solutions for trunk stormwater infrastructure for the next five years and potential ultimate development in the catchment.

<p>Voluntary mechanism for Stormwater Quality Management – projects</p>	<p>★</p>	<p>Projects which are undertaken when Developers take up the option to contribute to regional stormwater quality projects instead of undertaking these projects on their development sites. Completed projects include:</p> <ul style="list-style-type: none"> <li>• Little McCreadys Creek Rehabilitation Project.</li> <li>• Contribution to the Janes Creek Revegetation Project.</li> <li>• Community Education through Water Sensitive Urban. Design (WSUD) Signage and Erosion and Sediment Control (ESC) Training.</li> </ul> <p>Completed by the end of this year:</p> <ul style="list-style-type: none"> <li>• Detailed Design of McCreadys Creek South regional Wetlands.</li> </ul> <p>Currently in first year of a 2yr project:</p> <ul style="list-style-type: none"> <li>• Investment into the improvement of on-farm agricultural practices.</li> </ul>
<p>Mackay Region Coastal and Inland Flood Hazard Adaptation Strategy</p>	<p>★</p>	<p>Project to identify the Mackay Regions coastal and flood hazards and identify adaptation options to minimize the adverse impacts of these hazards.</p>
<p>Urban Stormwater Quality Management Plan for Mackay</p>	<p>★</p>	<p>A Plan for how stormwater quality is managed in the Mackay Region. Review of previous plan is underway.</p>
<p>Minor Stormwater system design standard for residential areas</p>	<p>★</p>	<p>Proposed reduction of minor stormwater system design standard from existing 18% AEP (Q5) to 39% AEP (Q2). Interim arrangements to consider the changed standards of service have been developed.</p>
<p>Flood Gauge Mapping</p>	<p>★</p>	<p>Development of interactive mapping showing the flood footprint linked to the Forgan Bridge flood gauge height.</p>
<p>Mackay Regional Flood and Stormwater Management Strategy</p>	<p>★</p>	<p>The Flood and Stormwater Management Strategy will be a ten year strategy which will allow Council to plan and undertake measures to manage flood and stormwater, to minimise the risks to the community. This project is now out for consultation.</p>
<p>Inundation Simulation modelling for Mackay</p>	<p>★</p>	<p>A terrain visualisation system of the Pioneer River flood model is being developed. This will be a display where users can change flood scenarios to show different risks.</p>
<p>Mackay Floodplain Management Plan</p>	<p>★</p>	<p>A brief of the Mackay Floodplain Management Plan Project was prepared and project proposals are being considered. The project is set to commence in late 2016.</p>
<p>Catchment Data and Studies Review</p>	<p>★</p>	<p>Organise and consolidate existing stormwater catchment data and studies, presenting it in a GIS-referenced format with links to relevant data sources (such as studies, future planned works, infrastructure-related agreements, drawing index, etc.). Review to be completed in 3<sup>rd</sup> Quarter of 2016.</p>
<p>Stormwater Design Guidelines Review</p>	<p>★</p>	<p>Produce new stormwater design guidelines for inclusion in Planning Scheme Policy SC6.12-10. Amendments process to commence after adoption of the Mackay Region Planning Scheme, generally aligning with recommendations from QUDM.</p>

**Project Update:**

Preparation of the Mackay Region Flood and Stormwater Strategy commenced in October 2015 with a goal to progressively reduce flood and stormwater risks to the community through the identification and prioritisation of clear actions from works and projects that represent the most effective and efficient use of Council's funds. The strategy will ensure that future growth can be serviced whilst also allowing for the repair/maintenance and expansion of existing infrastructure.

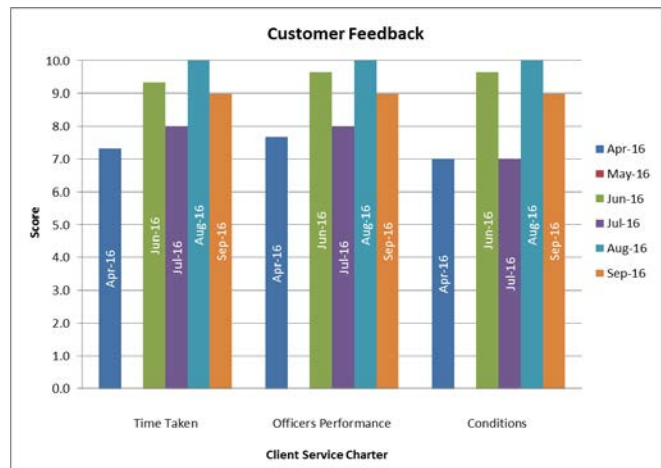
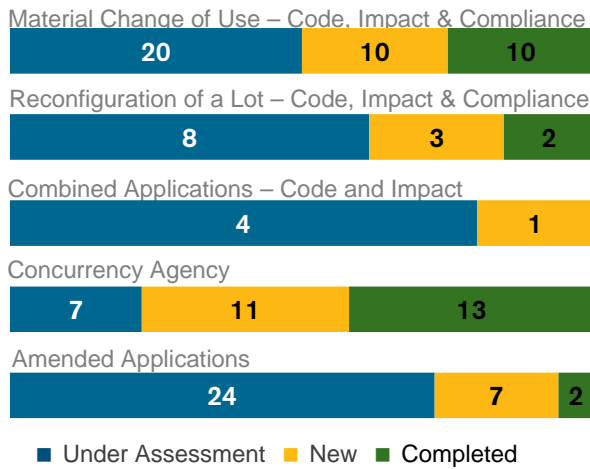
Council manages over 700km of flood and stormwater infrastructure, and the network is expected to grow with our population. The development of the strategy involved condition assessments of a significant proportion of this infrastructure, combined with flood studies to understand the existing exposure to flood risk of the region. Flood studies also looked at potential exposure to flood risk into the future.

To understand community expectations and priorities for managing these risks both now and into the future, targeted community consultation was undertaken during the development phase with key stakeholders representing the sectors of the economy, society/social, environment and infrastructure. This consultation helped to inform the specific objectives of the plan, from which, a number of key action items were developed. A prioritisation framework was developed, based on the priorities of Council and the community to assess a range of projects and initiatives preliminarily identified to complete the action items.

The project is currently in its second round of stakeholder consultation with a 'Connecting Mackay' webpage dedicated to the project for general public comment, and an information session with key stakeholders planned for 13 October 2016.

## DEVELOPMENT ASSESSMENT

### Volume of Operations

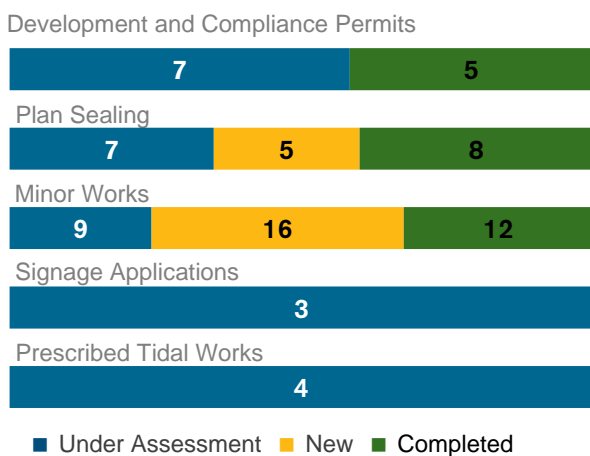


### Development Services Performance Against Legislative Timeframes

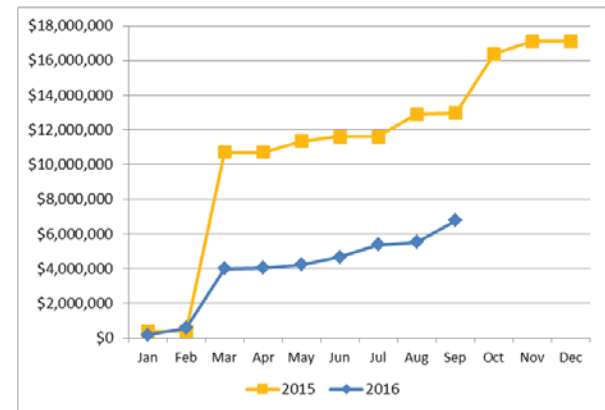
Application	Status	% Decided
MCU Code (85% in 40 Days)	🟢	100% decided in 40 days
MCU Impact (50% in 40 Days)	🟢	67% decided in 40 days.
ROL (85% in 40 Days)	🟢	100% decided in 40 days.
Concurrency Agency (85% in 10 Days)	🟡	82% decided in 10 days.
FastTrack / Streamlined Applications	No applications lodged for the month.	

## DEVELOPMENT ENGINEERING

### Volume of Operations



### Value of Approved Operational Works Cumulative value of works to date



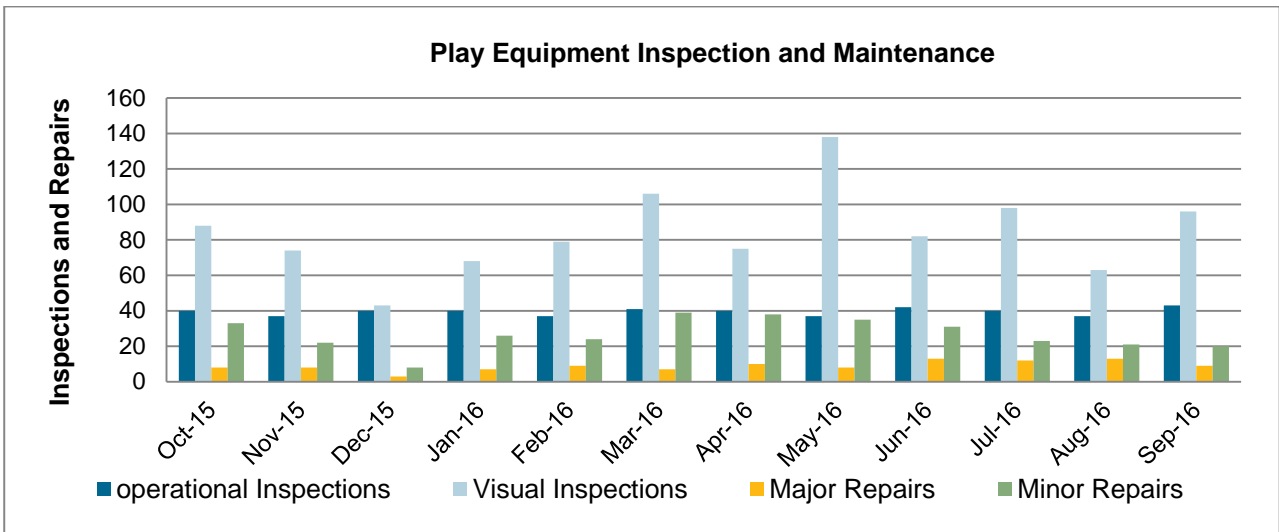
Four Operational Works applications were approved in September 2016 quarter with a total value of works of \$1.261.423.

Application	Status	% Decided
Minor Works (85% in <10 Days)	🟢	100% decided in 10 days.
Signage Applications	No applications lodged for the month.	
Operational Works (85% in 40 Days)	🟢	80% decided in 40 days.
Plan Sealing (85% decided in 20 days without action notice)	🟢	100% decided in 20 days without action notice.

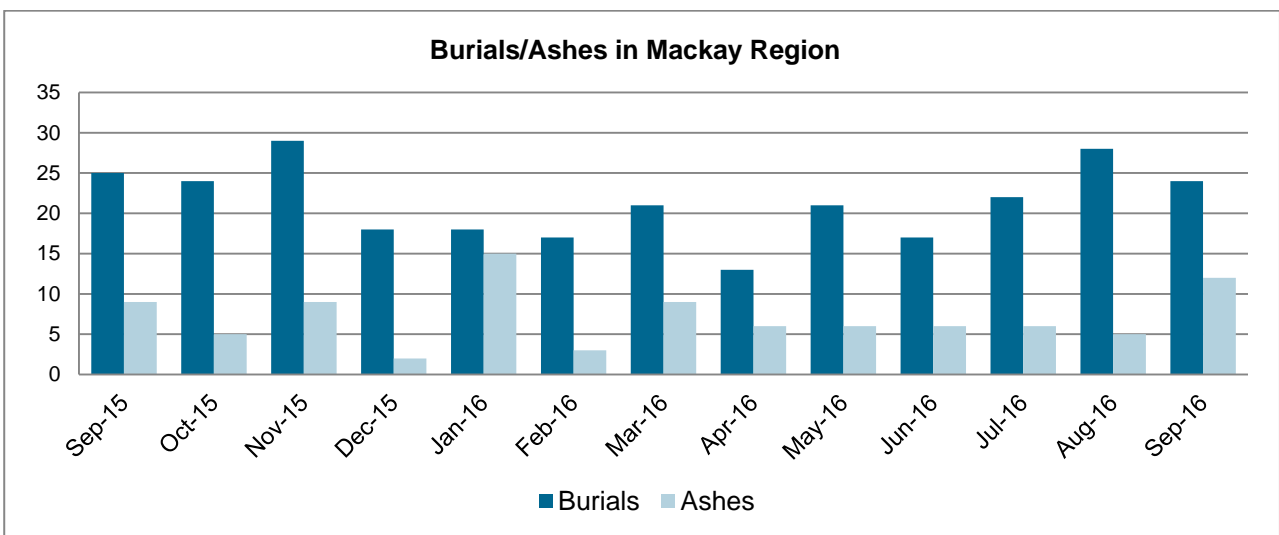


**PARKS AND ENVIRONMENT**

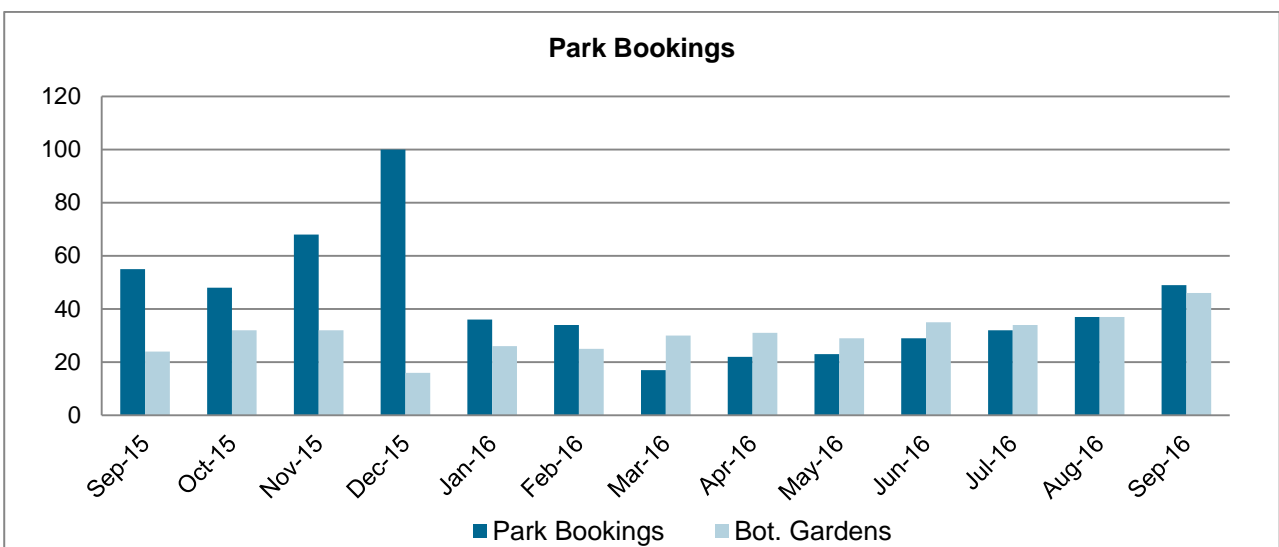
**Parks Building Services Activities**



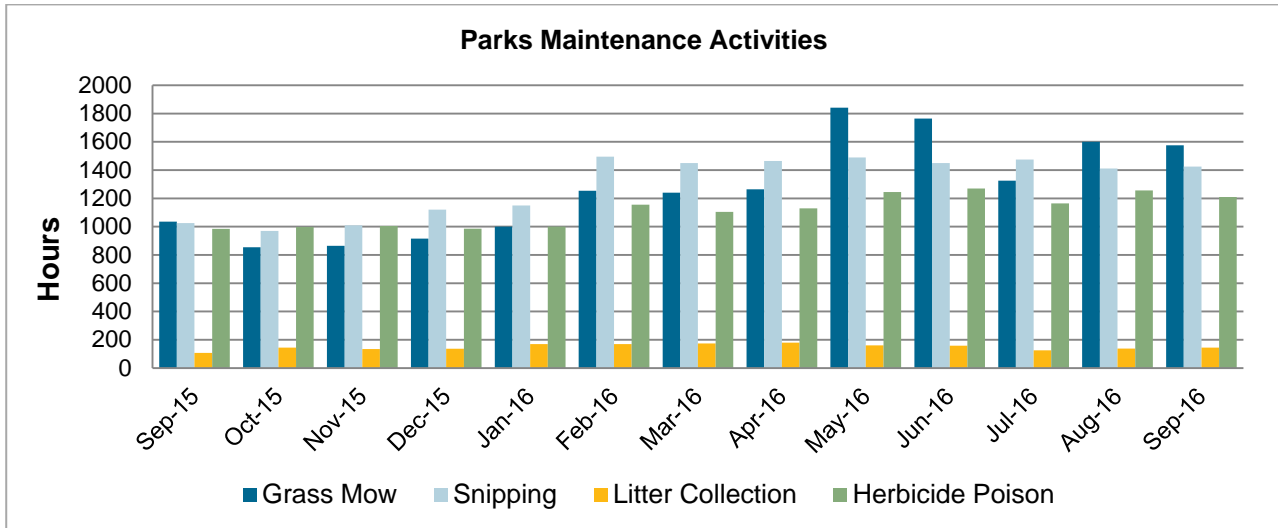
**Cemeteries**



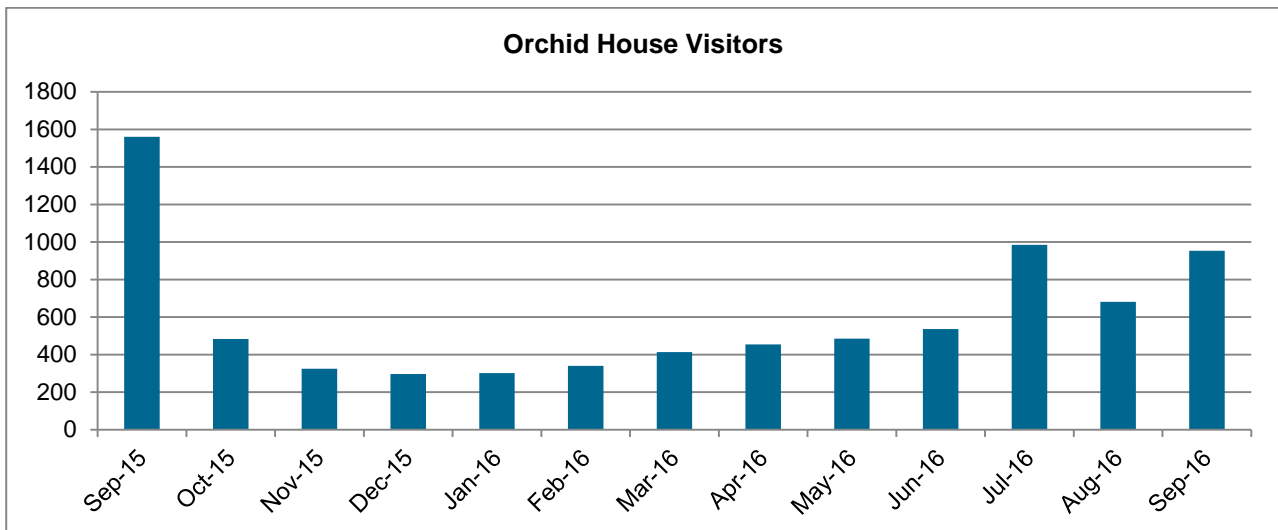
**Administration – Parks Bookings**



Grass Maintenance Activities



Horticulture

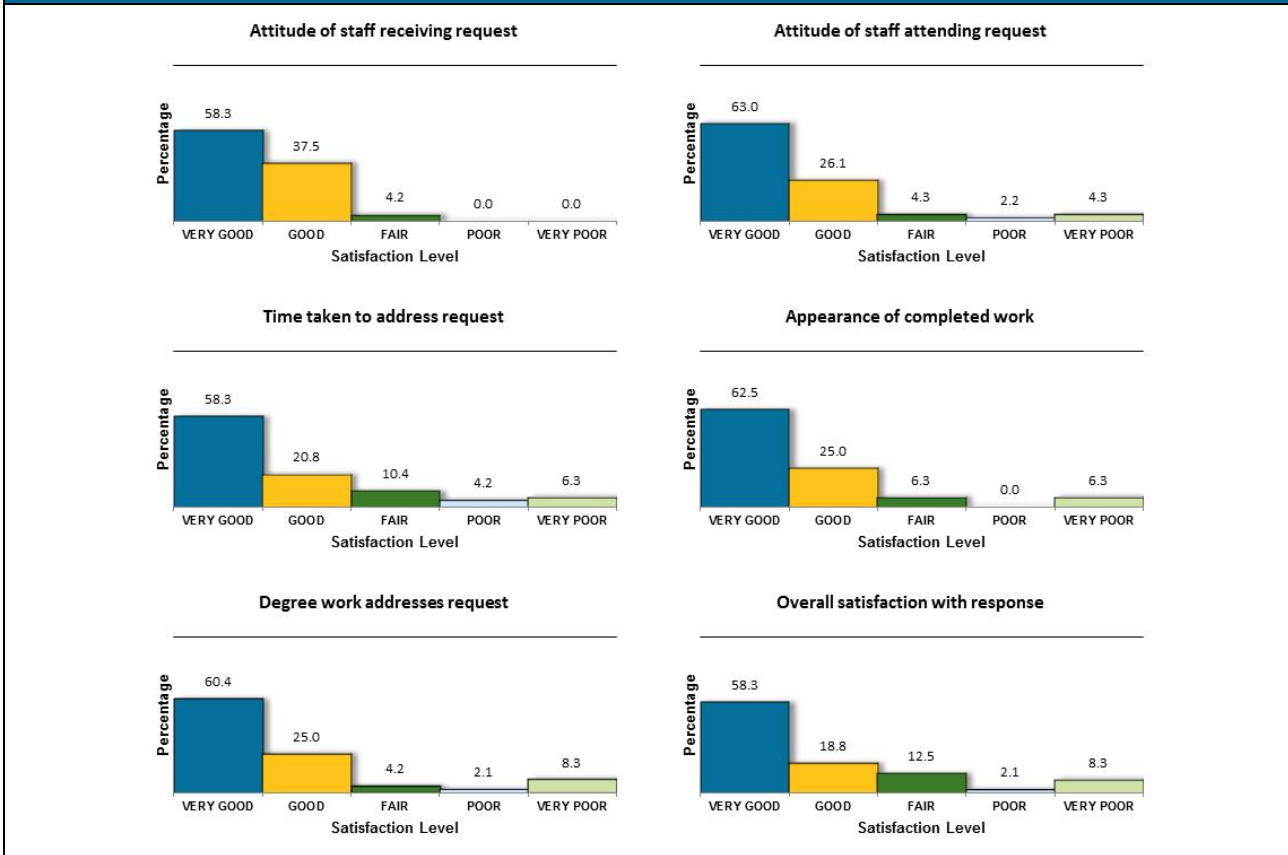


Natural Environment Projects		
Project	Status	Description of Project
Coastcare activities	●	Around 30 children attended a school holiday activity at Bucasia Beach.
Beach Plan Review	●	Drafts of four plans have been prepared and community engagement is due to commence shortly.
Lagoons Creek Wetland	●	A planting day was held with stakeholder groups, staff and our Green Army team.

Capital Works Projects		
Project	Status	Description of Project
Jubilee Park Upgrade Stage 3	●	Concrete paths, garden beds, park furniture and turf have been completed. A grant application for artwork component currently in progress.
Royal Sands Park	●	Construction in progress. Project includes shade structure, refurbishment of play equipment, construction of a half basketball court and a new picnic shelter.
Tom McLean Park	●	Replacement of two old shade sail structures with solid roofed shelters is currently in progress.

Botanic Gardens Projects		
Project	Status	Description of Project
Irrigation Upgrades	🟢	New infrastructure has been installed and MRBG's irrigation now running on raw water. Technological upgrades to irrigation system are in progress.
Cremorne sector upgrades	🟢	Upgrades and improvements to the Cremorne Visitor centre ongoing .
Pathway upgrades	🟢	Various pathway upgrades. Pathway upgrades through Balmoral began in September.
Operational Depot upgrades	🟢	Detailed design of the Operations depot in Meadowlands is close to complete .
Meadowlands detailed design	🟢	Full detailed design of balance of Meadowlands site.
Lagoons desilting	🟢	Options analysis of potential methods of removing sediment from the Lagoons.

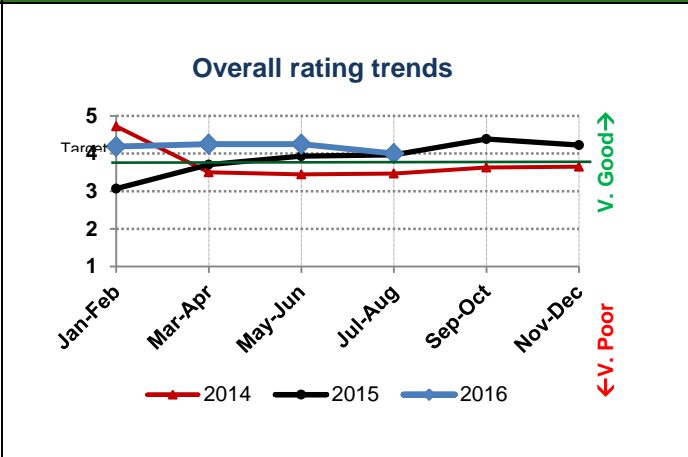
**REQUESTS FOR MAINTENANCE WORK**



**Representative Comments**

- Very good as usual.
- Very good for the tree.
- Professional, but some grass would have been nice.
- Very good.
- Bollards were supposed to be painted for visibility but otherwise excellent.
- Amazing. Everything was cleaner and tidy. Super impressed with outcome.
- Good.
- Within weeks (3).
- Perfect.
- As always the work was excellent.
- Thank you.

**Trends**



**ECONOMIC DEVELOPMENT**

Program	Activity	Report Period	YTD 16/17	Target	Status	Comments
<b>Investment Facilitation and Business Support</b>	Meetings facilitated with developers / property owners / business owners	2	13	-	★	<ul style="list-style-type: none"> <li>Eight meetings were held with developers and/or property owners regarding investing in the region.</li> </ul>
	Applications approved under Facilitating Development Policy	0	1	-	★	<ul style="list-style-type: none"> <li>Two (2) x Stage 2 – Applications were received.</li> <li>One Stage 1 – Expression of Interest application was received.</li> </ul>
<b>Industry Development and Networking</b>	Meetings with local businesses/ industry representatives	31	78	100	★	<ul style="list-style-type: none"> <li>Staff attended 31 industry development and networking meetings and events.</li> </ul>
	Pepper – The robot				★	<ul style="list-style-type: none"> <li>Actions managed from previous Pepper Working Group, collaboration between Central Queensland University and Mackay Regional Council. Next Working Group meeting to be held in October.</li> </ul>
	Startup Mackay				★	<ul style="list-style-type: none"> <li>Ongoing support provided as required.</li> <li>Work continues to support the Startup weekend in November.</li> </ul>
	Split Spaces Mackay				★	<ul style="list-style-type: none"> <li>Ongoing support provided as required.</li> <li>Split Spaces publicly announced that they have secured an office at the Central Queensland University City Campus.</li> </ul>
	Export Ready Program				★	<ul style="list-style-type: none"> <li>Thirteen local businesses are participating in the Export Ready Program which commenced in early September.</li> <li>Program runs for 3 hours per week over 10 weeks, and culminates in a pitching event in the final session.</li> </ul>
	International Delegations				★	<ul style="list-style-type: none"> <li>Expressions of Interest have been called for local businesses interested in participating in a trade mission to India in November 2016. The visit will coincide with IMME 2016.</li> </ul>
	Tourism Development – RV and Caravan Attraction				★	<ul style="list-style-type: none"> <li>Discussions continued with the Valley Heart Business group regarding the development of marketing collateral for businesses in the Pioneer Valley.</li> <li>Discussions have been held with the Mirani Caravan Park regarding tourism signage within the park promoting attractions in the region.</li> <li>Other marketing avenues are being investigated by the group in partnership with Mackay Tourism to harness the opportunities provided by CMCA RV Friendly Town Status.</li> <li><i>Mackay Region Welcomes Recreation Vehicles</i> signage' has been received from Caravanning Queensland and proposed locations are currently being investigated in consultation with Mackay Tourism.</li> </ul>

Program	Activity	Report Period	YTD 16/17	Target	Status	Comments
<b>Placemaking</b>	Evans Avenue				●	<ul style="list-style-type: none"> <li>The Evans Ave banner brackets and banners have been erected along Evans Avenue and Malcomson Street in North Mackay.</li> <li>Discussions with stakeholders have continued regarding a fence line art project in the Evans Avenue parkland with property owners approving the use for public artwork. Economic Development is working with the Arts Development Officer on the public art project.</li> </ul>
	Mirani Business Group/Valley Heart Business Group				●	<ul style="list-style-type: none"> <li>Economic Development attended the Valley Heart Business Group meeting. Topics covered included the Fair Dinkum Aussie Christmas event in Mirani, Platypus Beach Project, Façade Improvement Scheme, Mirani Railway Station project, and place-making and place activation projects such as community mural artwork and RV Friendly attraction and retention ideas.</li> <li>Economic Development are assisting and facilitating the Platypus Beach Project with DILGP and the Mirani Community &amp; Business Group.</li> </ul>
<b>Mackay Pride Façade Improvement Scheme</b>	Applications approved – Round Three	1	7	10	●	<ul style="list-style-type: none"> <li>Nine applications for Round Three have been received to date. Seven applications have been approved and two are still under assessment. No works have been completed as yet, with two underway and five yet to commence works.</li> </ul>
<b>Invest Mackay Events Attraction and Conference Attraction</b>	Number of events / conferences held in the month	9	16	-	●	<ul style="list-style-type: none"> <li>The Economic Development team supported 7 events through council's Events Attraction Program during the month of September including: <ul style="list-style-type: none"> <li>Sarina Beach Coconut Festival</li> <li>Mackay's Bluewater Highland Fling</li> <li>Women's National Basketball League Pre-season game (Townsville vs Sydney)</li> <li>Qld Cricket Indoor Junior State Titles</li> <li>Mackay Big Boys Toys Expo</li> <li>SPREA National Conference rural education)</li> <li>Bulls Masters Country Challenge</li> </ul> </li> </ul>
	Number of events / conferences approved in the month	5	10	8	●	<ul style="list-style-type: none"> <li>New events/conferences approved through the program include: <ul style="list-style-type: none"> <li>The Grass is Greener Music Festival</li> <li>Rio Tinto River 2 Reef Charity Ride</li> <li>Miss Teen Australia Queensland Finals</li> <li>Mackay Swap Meet</li> </ul> </li> </ul>
	Ongoing meetings with events to provide support and ensure funding obligations are met:					●

Program	Activity	Report Period	YTD 16/17	Target	Status	Comments
						<ul style="list-style-type: none"> <li>• Miss Teen Australia Queensland Finals</li> <li>• Mackay Cycles regarding the Mackay City Centre Criterium Series</li> <li>• The Grass is Greener Music Festival</li> <li>• Mackay City Centre Farmers Markets</li> </ul>

**e-Statistics**

Total Subscribers	March	April	May	June	July	August	Sept
City Centre Business Network	808	788	764	753	743	725	716
Regional Focus Business Network	304	304	307	307	310	310	313
Sarina Businesses Network	287	287	287	288	286	287	288
Evans Avenue Network	122	122	122	122	122	122	122
City Deals Club Subscribers	3,473	3,396	3,392	3,306	3,299	3,306	3,306
Mackay Region Joblink Analytic Report <a href="http://www.mackayregionjoblink.com.au">www.mackayregionjoblink.com.au</a>	320 users 1,321 views	336 users 1,825 views	345 users 1,406 views	357 users 1,406 views	365 users 939 views	371 users 667 views	375 users 1,155 views

**City Centre Coordination**

Program	Activity	Status	Comments
<b>City Centre Events / Community Participation</b>	Greater Whitsunday Farmers Market	🌟	<ul style="list-style-type: none"> <li>• Weekly attendance of 700 each week remains strong</li> <li>• Continued provision of entertainers each week to perform at the Market to enhance the ambience</li> <li>• Planning commenced on implementing an Eat Local Wednesday Campaign. The campaign will be two-tiered, aimed at both City Centre businesses and Customers.</li> <li>• Additional marketing support is being provided to assist in the ongoing success of the Farmers Market, including the production of City Centre electronic materials (e.g. Website &amp; Facebook banners, City Centre WiFi advertising), and the printing of magnets for distribution to restaurants and cafes.</li> </ul>
	Active Kids in the City	🌟	<ul style="list-style-type: none"> <li>• The Active Kids in the City school holiday program continued in the September School Holidays with activities held each day.</li> </ul>
	Event Sponsorship	🌟	<ul style="list-style-type: none"> <li>• Mackay City Centre sponsored the Mackay Professional Bull Riding Tour, which generated exposure both locally and internationally, with the event broadcast on Fox Sports and 7 Mate locally as well as the National Geographic Network internationally. The City Centre also received branded signage at the event as well as the</li> </ul>

						opportunity to advertise television commercials during the event.
	Fashion Week Mackay				★	<ul style="list-style-type: none"> <li>North Jacklin Mercedes-Benz Fashion Week Mackay (FWM) to be held on 6, 7, 8 October.</li> <li>FWM committee continues to meet fortnightly.</li> <li>Plans are well underway for Mackay City Centre's Streets of Style, to be held on October 8 during Fashion Week.</li> </ul>
<b>City Centre Development / Marketing Campaigns</b>	Window Activation Strategy				★	<ul style="list-style-type: none"> <li>Activation of vacant buildings in the City Centre; updated displays were done for Fredericks/Big on Shoes.</li> <li>September installations included the Greater Whitsunday Farmers Market, and Fashion Week Mackay.</li> <li>Future plans are in place to feature displays for Lucy Dillon for Brides/Crafty Cat, and Paxton's Markets.</li> </ul>
	WiFi Strategy				★	<ul style="list-style-type: none"> <li>Free WiFi to feature in upcoming social media campaign</li> </ul>
	City Centre Active Kids and City Centre Active in the City				★	<ul style="list-style-type: none"> <li>Weekly activities undertaken and renewed for July – December 2016: <ul style="list-style-type: none"> <li>➢ Lazy Runners Club</li> <li>➢ Zumba</li> <li>➢ City Dog Walking</li> </ul> </li> </ul>
Program	Activity	Report period	YTD	Target	Status	Comments
<b>Business Attraction</b>	Businesses attracted to City Centre	2	5	10	★	<ul style="list-style-type: none"> <li>Paddock &amp; Brew Co.</li> <li>Burger Urge</li> </ul>

City Centre Digital Statistics								
Facebook	Sept	Aug	July	June	May	April	March	Feb
Likes	4,610	4,511	4,175	4,141	4,030	4,002	3,985	3,678
Total Reach	114,581	167,133	34,739	25,035	35,260	21,899	81,672	100,508
Mackay City Centre Instagram								
Followers	942	896	813	702	637	609	590	579
Following	130	118	117	113	111	111	111	111
City Centre WiFi								
Total Users	1,042	1,351	1,342	1,043	1,014	986	962	814
Total Sessions	2,538	3,336	3,902	2,497	2,383	2,384	2,294	2,637
Average Session Times	17m 47s	16m 45s	15m 53s	15m 32s	14m 4s	15m 22s	12m 24s	1m 52s

**Sarina Sugar Shed**

Program	Activity	Report Period	YTD	Target 16 /17	Status	Comments
<b>Business Operations</b>	Visitation	2,053	5,028	10,000	★	Visitors came from: <ul style="list-style-type: none"> <li>• Mackay Region – 197</li> <li>• Queensland – 882</li> <li>• NSW – 187</li> <li>• Victoria – 109</li> <li>• SA, WA, NT, ACT, TAS – 363</li> <li>• Overseas – 215</li> </ul>
	Ticket Sales	\$27,909	\$70,801	\$185,000	★	<ul style="list-style-type: none"> <li>• Sales are ahead of budget.</li> </ul>
	Total Income (incl. Tickets income)	\$65,464	\$157,746	\$526,500	★	<ul style="list-style-type: none"> <li>• September 2016 - \$65,464</li> <li>• This is tracking higher than the same period last year.</li> <li>• \$12,000 in sales was generated at the 10 year celebration, Barrels of Fun Rum and Sugar Festival, held on September 4.</li> </ul>
	Total Expenses	\$71,690	\$233,524		★	<ul style="list-style-type: none"> <li>• September 2016 - \$71,690</li> <li>• This is tracking higher than the same period last year due to additional expenses for the Barrels of Fun Rum and Sugar Festival.</li> </ul>
<b>Business and Product Development</b>	Farm Tour Wagons				★	<ul style="list-style-type: none"> <li>• Work is nearly complete on the farm tour wagons.</li> <li>• Work continues to ensure that appropriate planning approvals and processes are followed.</li> <li>• Tours will commence in early 2017 (subject to approval) and are expected to increase visitation and revenue.</li> </ul>
	Alcohol development				★	<ul style="list-style-type: none"> <li>• Bottling of new Batch 7 Rum and a special edition Rum Liqueur.</li> </ul>
<b>Marketing and Media</b>	10 Year Celebration				★	<ul style="list-style-type: none"> <li>• Sugar Shed 10 year celebration, Barrels of Fun Rum and Sugar Festival, was held in the Field of Dreams Parkland on Sunday September 4, 2016. The event attracted around 3000 visitors.</li> <li>• A 2016 Celebration Edition of Sarina Rum Liqueur was released at the event. Much of the sales this month were attributed to this product.</li> <li>• Cr May officially opened the event and cut the celebration cake which was shared with the crowds.</li> </ul>
	Farmers Markets				★	<ul style="list-style-type: none"> <li>• Continue to attend the Mackay City Centre Farmers Markets.</li> </ul>