

ITEMS FOR CONSIDERATION OF COUNCIL:

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REPORTS THROUGH THE EXECUTIVE MANAGER OF THE TRUST

REPORTS FROM EXECUTIVE MANAGER - OFFICE OF THE GENERAL MANAGER

1 [OGM] Fees and Charges 2004/2005

ORIGIN:

Executive Manager

FILE REFERENCE: GC3/8/1 Pt2; Caravan Parks; TCHP0305

SUMMARY OF REPORT:

This report proposes fees and charges for the year 2004/2005 for each product for each of the seven Tweed Coast Holiday Parks.

RECOMMENDATION:

That the Tweed Coast Holiday Parks Reserve Trust adopts the fees and charges as detailed in this report for the year 1 July 2004 to 30 June 2005.

REPORT:

The following schedule of fees and charges has been prepared after review of market rates, previous trading results and allowance for anticipated movements in trading conditions.

Holiday Van fees are recommended to rise by approximately 10%, but compensating this is an increase in the number of nights included in that tariff from 105 to 150. This realises a significant cost saving to those Holiday Van owners who regularly use their caravan.

GST, where applicable, is included at the appropriate rate in all of the prices.

Christmas and Easter (Peak) reservation deposits are recommended to remain at the rate of 4 nights at the 3-27 night rate for the product booked. Christmas and Easter bookings for periods of less than 4 nights are to be paid in full at the time of making the booking.

Christmas bookings are to be paid in full by 1 November 2004 and Easter bookings are to be paid in full by 1 February 2005.

Seasonal periods for the year 1 July 2004 to 30 June 2005 are:-

- a. Christmas: Saturday 18 December 2004 to Friday 28 January 2005 inclusive
- b. Easter: NSW - 9/4/2004 - 15/4/2004
QLD 25/3/2004 - 1/4/2004
- c. Winter: Months of June, July, and August (where applicable)
- d. Off-Peak: All periods not included above.

TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005 - BOYDS BAY HOLIDAY P

(nights)	2003/2004 OFF PEAK			2003/2004 WINTER			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK		
	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+
TOURIST ACCOMMODATION												
Powered Site	18.00	15.00	13.90	22.00	18.00	16.60	26.00	21.00	19.40	20.00	17.00	15.75
Tent Site	14.00	13.00	12.00	14.00	13.00	12.00	17.00	15.00	13.90	15.00	14.00	12.95
Extra Person :5 yrs & older	5.00	5.00	4.60	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45
Cabin without ensuite	40.00	36.00	33.00	40.00	36.00	33.00	77.00	66.00	61.00	44.00	39.00	36.15
Cabin with ensuite	48.00	44.00	40.00	48.00	44.00	40.00	92.00	78.00	72.00	52.00	47.00	43.55
River Cabins & ensuite	67.00	59.00	54.00	67.00	59.00	54.00	101.00	91.00	84.00	72.00	63.00	58.40
Harbour Cabin & ensuite	67.00	59.00	54.00	67.00	59.00	54.00	101.00	91.00	84.00	74.00	64.00	59.30
Extra Person :5 yrs & older	7.00	7.00	6.50	7.00	7.00	6.50	8.00	8.00	7.40	10.00	10.00	9.25
Holiday van : paid 4 wks in adv.		63.00	63.00		63.00	63.00		63.00	63.00		70.00	70.00
Offsite Storage: paid 4 wks in adv.		12.00	12.00		12.00	12.00		12.00	12.00		13.00	13.00
Long Term		91.00	91.00		91.00	91.00		91.00	91.00		95.00	95.00

Notes:

1. Winter is the period from 1 June until 31 August.
2. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
3. Off Peak is all periods other than those defined above.
4. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use the van for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered Site fee.
5. All prices include GST
6. All Tourist Accommodation is based on 1 or 2 persons.
7. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees. In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the park. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$63 wk</u>	\$31.20 per night	2004/2005	<u>52 wks @ \$70 wk</u>	\$24.27
	105 nights			150 nights	

TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005 - FINGAL HOLIDAY PARK

(nights)	2003/2004 OFF PEAK			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK			2004/2005 XMAS & EASTER		
	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+
TOURIST ACCOMODATION												
Powered Site	21.00	18.00	16.70	27.00	24.00	22.20	24.00	21.00	19.45	30.00	27.00	25.00
Beach Front Powered Site	24.00	21.00	19.40	31.00	28.00	25.90	28.00	25.00	23.15	34.00	31.00	28.70
Tent Site	14.00	13.00	12.00	20.00	18.00	16.70	16.00	15.00	13.90	22.00	20.00	18.50
Beach Front Tent Site	19.00	17.00	15.70	25.00	22.00	20.40	22.00	19.00	17.60	28.00	25.00	23.15
Extra Person :5 yrs & older	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45	8.00	8.00	7.40
Onsite Van - with annexe	45.00	40.00	37.00	83.00	70.00	64.80	47.00	42.00	38.90	89.00	76.00	70.45
Cabin with ensuite	72.00	66.00	61.10	115.00	109.00	101.00	78.00	70.00	64.85	124.00	115.00	106.60
Island Cabins							85.00	75.00	69.50	140.00	125.00	115.85
Extra Person :5 yrs & older	7.00	7.00	6.50	8.00	8.00	7.40	10.00	10.00	9.25	10.00	10.00	9.25
Holiday van : paid 4 wks in advance		68.00	68.00		68.00	68.00		75.00	75.00		75.00	75.00

Notes:

1. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
2. Off Peak is all periods other than those defined above.
3. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered person staying in the van.
4. All prices **include** GST
5. All Tourist Accommodation is based on 1 or 2 persons.
6. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees.

In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the p. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$68 wk</u>	\$33.68 per night	2004/2005	<u>52 wks @ \$75 wk</u>	\$26.00 per night
	105 nights			150 nights	

TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005 - KINGSCLIFF NORTH HOLIDAY PARK

(nights)	2003/2004 OFF PEAK			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK			2004/2005 XMAS & EASTER		
	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+
TOURIST ACCOMODATION												
Powered Site	19.00	17.00	15.70	25.00	22.00	20.40	21.00	19.00	17.60	28.00	25.00	23.15
Tent Site	17.00	15.00	13.90	22.00	20.00	18.50	19.00	17.00	15.75	25.00	22.00	20.35
Extra Person :5 yrs & older	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45	8.00	8.00	7.40
Onsite Van - with annexe	39.00	36.00	33.30	68.00	59.00	54.60	44.00	40.00	37.05	75.00	65.00	60.25
Extra Person :5 yrs & older	7.00	7.00	6.50	8.00	8.00	7.40	10.00	10.00	9.25	10.00	10.00	9.25
Holiday van : paid 4 wks in advance		60.00	60.00		60.00	60.00		68.00	68.00		68.00	68.00
Long Term		90.00	90.00		90.00	90.00		94.00	94.00		94.00	94.00

Notes:

1. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
2. Off Peak is all periods other than those defined above.
3. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use it for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered Site person staying in the van.
4. All prices **include** GST
5. All Tourist Accommodation is based on 1 or 2 persons.
6. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees.

In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the park. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$60 wk</u>	\$29.71 per night	2004/2005	<u>52 wks @ \$68 wk</u>	\$23.57 per night
	105 nights			150 nights	

TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005 - KINGSCLIFF BEACH HOLIDAY PARK

(nights)	2003/2004 OFF PEAK			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK			2004/2005 XMAS & EASTER		
	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+
TOURIST ACCOMODATION												
Powered Site	22.00	19.00	17.60	27.00	25.00	23.10	25.00	21.00	19.45	30.00	27.00	25.00
Tent Site	17.00	15.00	13.90	22.00	19.00	17.60	19.00	17.00	15.75	24.00	21.00	19.45
Extra Person :5 yrs & older	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45	8.00	8.00	7.40
Onsite Van - with annexe	46.00	41.00	38.00	82.00	72.00	66.70	51.00	45.00	41.70	89.00	79.00	73.20
Cabin with ensuite	76.00	70.00	64.80	119.00	112.00	104.70	83.00	75.00	69.50	130.00	119.00	110.30
Villas with ensuite	95.00	88.00	81.50	145.00	126.00	116.60	104.00	94.00	87.10	158.00	137.00	127.00
Extra Person :5 yrs & older	7.00	7.00	6.50	8.00	8.00	7.40	10.00	10.00	9.25	10.00	10.00	9.25
Holiday van : paid 4 wks in advance		69.00	69.00		69.00	69.00		75.00	75.00		75.00	75.00
Long Term	N.A.	N.A.		N.A.	N.A.		N.A.	N.A.		N.A.	N.A.	

Notes:

1. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
2. Off Peak is all periods other than those defined above.
3. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered person staying in the van.
4. All prices **include** GST
5. All Tourist Accommodation is based on 1 or 2 persons.
6. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees.

In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the park. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$69 wk</u> 105 nights	\$34.17 per night	2004/2005	<u>52 wks @ \$75 wk</u> 150 nights	\$26.00 per night
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TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005
HASTINGS POINT HOLIDAY PARK & HASTINGS POINT HEADLAND CAMPING

(nights)	2003/2004 OFF PEAK			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK			2004/2005 XMAS & EASTER		
	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+
TOURIST ACCOMODATION												
Powered Site	17.00	16.00	14.80	25.00	22.00	20.40	20.00	18.00	16.65	29.00	25.00	23.15
Tent Site	15.00	13.00	12.00	21.00	18.00	16.70	18.00	15.00	13.90	25.00	21.00	19.45
Extra Person :5 yrs & older	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45	8.00	8.00	7.40
HEADLAND TENT CAMPING												
Tent site - no facilities	11.00	10.00	9.30	16.00	13.00	12.00	13.00	11.00	10.15	19.00	15.00	13.90
Extra Person :5 yrs & older	5.00	5.00	4.60	5.00	5.00	4.60	6.00	6.00	5.55	6.00	6.00	5.55
Holiday van : paid 4 wks in advance		59.00	59.00		59.00	59.00		67.00	67.00		67.00	67.00

Notes:

1. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
2. Off Peak is all periods other than those defined above.
3. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered person staying in the van.
4. All prices **include** GST
5. All Tourist Accommodation is based on 1 or 2 persons.
6. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees.

In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the park. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$59 wk</u> 105 nights	\$29.22 per night	2004/2005	<u>52 wks @ \$67 wk</u> 150 nights	\$23.23 per night
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TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005 - POTTSVILLE NORTH HOLIDAY PARK

(nights)	2003/2004 OFF PEAK			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK			2004/2005 XMAS & EASTER		
	1-2	3-27	28 +	1-2	3-27	28 +	1-2	3-27	28 +	1-2	3-27	28 +
TOURIST ACCOMODATION												
Powered Site	18.00	15.00	13.90	24.00	21.00	19.40	21.00	17.00	15.75	27.00	24.00	22.20
Tent Site	14.00	12.00	11.10	20.00	17.00	15.80	17.00	14.00	12.95	23.00	20.00	18.50
Extra Person :5 yrs & older	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45	8.00	8.00	7.40
Cabin with ensuite	48.00	42.00	38.90	83.00	75.00	69.40	52.00	45.00	41.70	89.00	79.00	73.20
Garden Cabin & ensuite	65.00	58.00	53.70	105.00	94.00	87.00	71.00	63.00	58.40	115.00	102.00	94.55
Extra Person :5 yrs & older	7.00	7.00	6.50	8.00	8.00	7.40	10.00	10.00	9.25	10.00	10.00	9.25
Holiday van : paid 4 wks in advance		64.00	64.00		64.00	64.00		70.00	70.00		70.00	70.00
Off-site storage: paid 4 wks in advance		13.00	13.00		13.00	13.00		14.00	14.00		14.00	14.00
Long Term (Rate per Week)												
1 or 2 persons			72.00			72.00			77.00			77.00
Extra person > 16 years			21.00			21.00			22.00			22.00
Extra person 2 - 16 years			15.00			15.00			16.00			16.00
Large Site Surcharge 131m2 - 170m2			8.00			8.00			9.00			9.00
Large Site Surcharge Over 170m2			10.00			10.00			12.00			12.00

Notes:

1. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
2. Off Peak is all periods other than those defined above.
3. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered person staying in the van.
4. All prices **include** GST
5. All Tourist Accommodation is based on 1 or 2 persons.
6. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees. In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the park. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$64 wk</u>	\$31.70 per night	2004/2005	<u>52 wks @ \$70 wk</u>	\$24.27 per night
	105 nights			150 nights	

TWEED COAST HOLIDAY PARKS RESERVE TRUST EXTRAORDINARY MEETING HELD WEDNESDAY
21 JANUARY 2004 AT 2.30PM

SCHEDULE OF FEES AND CHARGES FOR THE YEAR 01/07/2004 TO 30/06/2005 - POTTSVILLE SOUTH HOLIDAY PARK

(nights)	2003/2004 OFF PEAK			2003/2004 XMAS & EASTER			2004/2005 OFF PEAK			2004/2005 XMAS & EASTER		
	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+	1-2	3-27	28+
TOURIST ACCOMODATION												
Powered Site	21.00	19.00	17.60	30.00	26.00	24.10	24.00	21.00	19.45	34.00	29.00	26.85
Waterfront Powered Sites	24.00	22.00	20.40	34.00	30.00	27.80	28.00	25.00	23.15	38.00	33.00	30.55
Tent Site	19.00	16.00	14.80	22.00	20.00	18.50	21.00	18.00	16.65	25.00	22.00	20.35
Waterfront Tent Site	21.00	19.00	17.60	26.00	23.00	21.30	24.00	21.00	19.45	29.00	26.00	24.10
Extra Person :5 yrs & older	5.00	5.00	4.60	6.00	6.00	5.50	7.00	7.00	6.45	8.00	8.00	7.40
On-site Van - with annexe	46.00	40.00	37.00	89.00	81.00	75.00	49.00	43.00	39.85	98.00	89.00	82.50
Cabin with ensuite	71.00	65.00	60.20	117.00	108.00	100.00	77.00	69.00	63.95	127.00	117.00	108.45
Mooball Cabins							85.00	75.00	69.50	142.00	127.00	117.70
Extra Person :5 yrs & older	7.00	7.00	6.50	8.00	8.00	7.40	10.00	10.00	9.25	10.00	10.00	9.25
Holiday van : paid 4 wks in advance		68.00	68.00		68.00	68.00		75.00	75.00		75.00	75.00
Long Term		91.00	91.00		91.00	91.00		95.00	95.00		95.00	95.00

Notes:

1. Christmas is the first 5 weeks of NSW school holidays, Easter is 1 week commencing on Easter Friday.
2. Off Peak is all periods other than those defined above.
3. The Holiday Van weekly fee includes van storage on-site and the first 150 nights occupancy by the Holiday Van owner or whoever he/she permits to use for extra's in the first 150 days, ie 2+ persons may occupy the van at no additional charge. After 150 days occupancy will be at the prevailing Powered person staying in the van.
4. All prices **include** GST
5. All Tourist Accommodation is based on 1 or 2 persons.
6. Prices based on operating under Div. 40, ie GST at 10% for first 27 days, thereafter input taxed. Extra are at 10% irrespective of period of stay.

Note re Holiday Vans

In previous years the weekly fee entitled Holiday Van owners to 105 nights use before having to pay additional fees. In 2004/05 it is proposed to increase the weekly fee and also the number of "free" nights from 105 to 150 to encourage greater usage and income to the park. The following workings detail the value of this incentive to the Holiday Van owner.

2003/2004	<u>52 wks @ \$68 wk</u>	\$33.68 per night	2004/2005	<u>52 wks @ \$75 wk</u>	\$26.00 per night
	105 nights			150 nights	

LEGAL/RESOURCE/FINANCIAL IMPLICATIONS:

The proposed fees will reflect in Budget 2004/2005.

POLICY IMPLICATIONS:

Nil.

UNDER SEPARATE COVER:

Nil.

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