

The Nambour Heritage Tramway Project: Business Case update (Dec. 2016)

Overview:

Stage one of the Nambour Heritage Tramway Project, and the primary concern of this Business Case Update, is designed to re-activate the existing heritage listed tram line that was initially established (1897) to transport sugar cane through the centre of Nambour to the Moreton Central Sugar Mill. The Tram will journey from the Western Terminus at 28 Mill St Nambour down Howard Street and return, a round trip distance of approximately 2km. The project is a key component of the Nambour Activation Plan.

Stage Two (at some future date) would see the Tramway extended from Howard St to the Nambour Showgrounds via the Nambour State College Farm.

Stage Three would see the Tramway link with the proposed Nambour-Coolumb Trail.

The project scope includes the purchase of a battery powered, solar generated, two foot gauge heritage style tram, along with the provision of depot and terminus facilities at 28 Mill St Nambour, and intersection and signal upgrades as necessary.

At the Ordinary Meeting of Council on 23 April 2015 Council resolved (OM15/52) to support the Nambour Heritage Tramway project via a joint funding and partnership arrangement with the Nambour Heritage Tramway Group (now the Nambour Tramway Company). Council will provide \$1.5 million over three years to progress the project. Council funds were contingent on raising \$600k in funds from the community, local businesses, and other sources of grant funding. TNT Co has met this fundraising requirement, with the assistance of the Nambour Alliance, through the granting of a National Stronger Regions Grant (\$500,000.00) for the building of the Western Terminus and over \$100,000.00 funds raised through various community based efforts (Tramfest, grants & donations).

The Nambour Tramway Company (TNT Co) is to act as Rail Infrastructure Manager and Rail Transport Operator, and are in the process of obtaining appropriate accreditations to satisfy the requirements of relevant Queensland legislation.

The governance and delivery model for the tramway scheme has been formalised in the Heads of Agreement.

The Feasibility Analysis that was presented to Council in April 2015 identified a range of social and economic benefits from the venture, including:

- the potential to assist in strengthening the identity and uniqueness of Nambour, leading to improved community pride, visitation and expenditure in the town.
- connect with and become part of the broader fabric of tourism attractions of the Sunshine Coast hinterland.
- commuter light rail link between two new supermarket precincts and

- the potential to connect, in future, to the Nambour State School Agricultural Faculty and Nambour Showgrounds precinct, and to Council's proposed Nambour – Coolum walking trail.

The Nambour Tram project also offers significant strategic value:

- A long term vision beyond current plans.
- Value for the region, as well as to Nambour.
- Attract visitors to Nambour.
- Nambour gets to tell it's story
- Linkages to Nambour's Historical Precinct and the recent past.
- A key element of Nambour Activation Plan.
- Businesses will leverage off a key tourist attraction.
- Presents opportunities to Nambour.

The Plan

We have borrowed heavily from the *Feasibility Analysis of the Nambour Heritage Tramway (R0300001)* by C Change: October 2014.

TNT Co have adopted a financial model based on the following:

- One Tram operating on a six day service, 8.00am to 6.00pm with an 'each way trip' interval of 30 minutes with a capacity to carry 28 passengers. Running times, days of operation and the type of service will be refined as the service matures.
- The advice and guidance of other Heritage and Tourist Rail operators has been sought and has been utilised when crafting this plan.

Assumptions are:

- Reduced land acquisition costs through a community lease
- Volunteer labour for ongoing operations and maintenance. Maintenance will include building maintenance as well as the Tram maintenance. Both tram & building are new and volunteers and working-bees will minimise this expense. We planned for an 'all volunteer' labour force for the start of operations. This is not unusual in the early days of heritage/tourist railways.
- We expect to have a manager/safety officer paid at ½ FTE.
- Gold coin ride (\$2 adults, \$1 school students, children, concession & seniors)
- Assumed 30% utilisation. Other heritage/tourist railways we have contacted have quoted between 65-85% utilisation. They have been operating for some time but their "bums on seats" numbers have remained remarkably steady. We decided on a 'worst case' number so halved their low number.

- Sale of annual passes, additional merchandise and sponsorship arrangements will add significantly to revenue.
- Other funds will be raised via:
 - Corporate sponsorship:
We have to date received \$28,180 from corporate donation and have strong indications from the business community that they see great benefits in being involved, long term, with the project. There are many opportunities for business to leverage off the presence of the Tram through Nambour and to interlink their particular customer base with its operation. We would expect sponsorship to increase as the project gains more traction and the public can see some on ground progress.
 - Community Funding:
The current two streams of community funding come from the highly successful Tramfest which has raised, to date – 30/12/2016, \$60,058.12 and community coin donation which has raised \$10,050.10. Considering that the funding effort has only been underway for 12 months we believe it shows a strong level of support and community buy-in.
 - Grant applications:
We have secured \$500,000.00 from the National Stronger Regions Fund. We have also received \$35,000 from the Gaming Fund for design and engineering work on the Tram. Our application for \$300,000.00 from a State Tourism Infrastructure Grant has been upgraded and re-submitted. There are a number of additional opportunities for grant funding that have been identified.
 - Donations:
TNT Co has Deductible Gift Recipient status. We expect this area to be developed substantially.
 - Crowd Funding:
This trigger will be pulled to coincide with a major 'Tramway' milestone and will source further financial assistance from a national and international community. Crowd funding will be used as a marketing tool as well as a fundraising tool.
 - Lottery/Art Union:
To be explored.

As is the nature of any Business Plan, a certain amount of flexibility and fluidity has been accommodated and provided for. This Plan is expected to develop and evolve, it is not a rigid structure. Opportunities, differing needs, and the unforeseen, will require a high degree of flexibility in effort, energies and management in response.

The capacity to implement this plan and to respond and evolve is well within the make-up of TNT Co board which has a mix of professional experience and expertise.



It's been done before (circa 1928), we can do it again!

Capacity to implement: Key personnel and experience

Paul Moriarty

Director, Nambour Tramway Company

Paul Moriarty is a recently retired professional consultant. Prior to his retirement he ran a management and marketing consultancy for more than 20 years, assisting clients in the public, private and not-for-profit sectors across Australia and South East Asia.

Paul has extensive experience devising and delivering management strategies, Marketing plans, Quality Assurance programs, and staff recruitment and training programs. Additionally, Paul has delivered dozens of successful media launches and advertising campaigns. He also has significant international business experience, especially in Singapore and Hong Kong.

Paul has also worked with volunteers across various endeavours over the past decade. The most notable of these involved recruiting, training and managing 85 volunteers for a community information centre. Paul has completed training courses in recruiting, managing, training and retaining volunteers through Volunteering Queensland.

Paul holds a Bachelor of Management from Sydney University and in 2001 was awarded a Centenary Medal for his services to international relations.

Peter Clark

Director, Nambour Tramway Company

Peter Clark is a registered commercial and residential builder with 35 years' experience as a qualified tradesman. Peter is also a business owner, manager and board member.

As a builder, Peter has undertaken dozens of commercial and residential projects throughout the Nambour region, with a particular passion for construction and

renovation projects that increase the amenity and appeal of Nambour's central business district.

Until recently, Peter and his wife owned a retail business in Nambour's main street, which they established in 1987 and sold in January 2016.

Peter has lived and worked in Nambour for more than 50 years. He is a recognised community leader, having served the Nambour community for decades through the Chamber of Commerce, Scouts, Rotaract, Jaycees, Rotary, Nambour Futures, Nambour Festivals Inc. and Nambour Alliance.

During his time volunteering for Nambour's community organisations, Peter has spearheaded (or been a key contributor) to some significant projects including:

- The redevelopment and ongoing operation of the Rotary Food Stall (at the Sunshine Coast Showgrounds, Nambour;
- The construction of the Centenary of Federation Clock Tower and Fountain in Nambour's main street, for which Peter also donated his labour; and
- In the early 2000s during his time as President of the Nambour Rotary Club, Peter secured land for, and then helped to oversee the construction of, the Hear and Say Centre Sunshine Coast (Nambour). This is now a vital piece of infrastructure for the Sunshine Coast's deaf community.

Peter is a Director of Sundale, a not-for-profit aged care provider headquartered in Nambour that has 12 facilities, 525 staff and an annual turnover of more than \$47 million. Peter was previously a voluntary Board Member of Nambour Alliance from 2008-2016.

Peter is a member of the Australian Institute of Company Directors (AICD).

Kristen Beckhaus

Director, Nambour Tramway Company

Kristen Beckhaus is a qualified solicitor and the Director at Beckhaus Legal.

Kristen was admitted to practice law in 2004 and has worked in both the public and private sectors. She commenced her legal career with the Office of the Director of Public Prosecutions in Beenleigh, Queensland as a law clerk and then a prosecutor.

In 2006 Kristen joined H Drakos & Company in Brisbane and had carriage of numerous different matters including civil and commercial litigation, criminal matters and estates.

Before practising law, Kristen worked in marketing roles in the IT sector in Australia and abroad.

Kristen's professional qualifications include:

- Admitted as a Solicitor of the Supreme Court of Queensland
- Admitted as a Solicitor of the Supreme Court of NSW

- Admitted as a Solicitor in the High Court of Australia
- College of Law Course
- Bachelor of Laws from the University of NSW
- Bachelor of Commerce from the University of NSW.

Outside of the office, Kristen enjoys running, swimming, going to the horse races and spending time with family and friends. She is a member of the Sunshine Coast Law Association, Queensland Gallery of Modern Art, Gympie Turf Club, Lazy Runner Club, Brisbane Royal Show and the Royal Agricultural Society of NSW.

Ron King

Director, Nambour Tramway Company

Ron King is an IT professional and business owner, who has established and run two successful businesses and managed and delivered large projects in Australia and Europe.

Ron is the owner of Wilenco Pty Ltd, a respected equipment supplier and service provider within the digital printing industry in Australia. He founded Wilenco in 1984, in anticipation of the IT developments that were poised to revolutionise the signage and graphics industries worldwide.

In the late 1980s Ron formed an association with several key industry suppliers to develop and promote Sign Shows in Australia. While Ron is no longer involved directly, this has developed and grown to become Visual Impact Sign & Digital Print Exhibitions, hosting several major trade exhibitions annually.

In 2002 Ron was asked by Remark International BV to assess their IT systems. After undertaking a three week assessment at their head office in Amsterdam, The Netherlands, Ron was contracted to complete a €2 million project to develop new software, install new IT hardware and manage their IT requirements globally. The project and ongoing support were managed successfully, with Ron's involvement with Remark continuing until 2009. The software and systems developed are still in use.

Prior to establishing Wilenco, Ron founded Sewplus in 1978, an importing and Distribution Company providing supplies to the craft and home sewing industry in Australia. Sewplus sourced products globally and distributed nationally to retailers, department stores and manufacturers. Ron sold Sewplus in 1995 to concentrate on Wilenco.

Ron relocated from Sydney to the Sunshine Coast in 2001. He has strong local, roots with both family and his business located in the region.

Rhonda Billett-Haire

Board Member, Nambour Tramway Company

Rhonda Billett-Haire is a Sunshine Coast Business Owner of Uptown Hair Studio and Ocean Nomad Australia. Rhonda has been self-employed for some 20 or more years and prides herself on being an active member of the local Sunshine Coast community. Rhonda is Trade qualified and has expertise in Marketing and Social Media engagement.

Rhonda is a savvy business leader, and has held roles on various boards such as Nambour Alliance, Sunshine Coast Business Awards and Nambour Tram Way. Her business professionalism was acknowledged with her business being inducted into the Sunshine Coast business Awards Hall of Fame after winning 3 awards for her commitment to business profitability and success in the region. Rhonda has also been awarded with the Young Business Leader of the Year Award back in 2005. Rhonda's leadership and ability to train others is evident with her business involved with the Queensland Training Awards, leading the youth into positive employment outcomes.

Rhonda is a very connected professional, always with an open ear in the great community for the prosperity and future of the Sunshine Coast.

Key Advisory Personnel

Phil Barker

Director, Rail Safety Consulting Australia

Phil Barker has worked in the rail industry for over 35 years and has wide-ranging experience in the assessment and implementation of railway operations safety management systems and operating practices. His areas of specialisation include occurrence investigation and Exceeded Limit of Authority (SPAD) management.

Previous roles held include:

- Chief Accident Investigator, Saudi Railways Commission;
- Director, Rail Safety Regulation, Queensland Department of Transport;
- General Manager Safety - Rail, Adani Mining;
- Rail Business Manager and Principal Consultant, Halcrow Ltd;
- Senior Rail Accident Investigator, Australian Transport Safety Bureau,
- Train Crewing Manager, Queensland Rail; and
- Safeworking Superintendent at Queensland Rail, a role which he held for 25 years.

This experience is supported by formal qualifications including a Master's Degree in Rail Operations Management (with Distinction) from Central Queensland University,

an Advanced Diploma in OH&S Management, a Diploma of Transport Safety Investigation, a Diploma of Government (Investigation), an ATSB Human Factors in Transport Investigations Certificate, and a Certificate IV Total Quality Management. Phillip also holds a current Licence to Perform High Risk Work in Steam Boiler and Reciprocating Steam Engine.

Phillip has published a number of rail operations safety related articles in various industry journals and has received the Queensland Rail CEO's Certificate of Commendation for innovation.

Phil is a Fellow of the Institution of Railway Operators, Fellow of the Chartered Professional Member Safety Institute Australia and a Registered Safety Practitioner, Australia. He is also a Certified Generalist OHS Practitioner, and an Associate Fellow of the Australian Institute of Management (AIM).

**Trevor Smith Dip Arch (QUT) PHF
Greenway Architects**

**Rod Wilkins BSc (Hons)
Quantity Surveyor/Cost Planner/Estimator/Project Manager**

**Christine Perren CPA
SDE Accountants**

**Rilla Kerr
Administration**

Friends of the Tram: Volunteer Skills Audit

TNT Co has 23 registered volunteers on its books with specific skills in the areas of: Architect, Art, Catering, Electronics, Engineering, Graphic Design, Guide, Heritage, Marketing, Mechanic, Murals, Music, PR, Rail Operations (light), Rail Safety, Safety (Workplace), Woodwork.

TNT Co also has 40 registered volunteers on its books with "anything we can do to help" skills.

In conclusion

This 5 year journey has continued to attract local, national and international interest. It has the unwavering support of a group of volunteers who can see the long-term benefits of this, big picture project for Nambour and the whole region. They carry

with them the attitude of 'whatever it takes' to see all three stages of the project reach fruition.

Our position remains unchanged from our initial presentation to Council, that –

- The business model we support is based on the predominant use of volunteers for the day to day operation of the Tramway, our Visitor Information Centre and building and vehicle maintenance.
- Donations of material and labour should be a factor in the construction of the Terminus building.
- By allowing those who wish to be part the construction process, we bring the whole community along for the journey and build strong community ownership.
- That the property situated at 28 Mill Street was one that council suggested, and offered us as the best site, we agree.
- The use of 28 Mill Street relieves the need for land acquisitions beside the Mill Cottage on the corner of Mill Street and Mill Lane and the Eastern, Aldi end to house and maintain the vehicle.
- This property has, since the early 70's, been a community use as a day care facility, it was originally built by the community as the first child care facility on the Sunshine Coast.
- We believe a community lease on this land is a fair and reasonable request, given that the substantial financial and physical input by the community will sit on council owned land and remain a council asset.

We ask that your deliberations give the whole project the dignity it deserves, the position it seeks and the best possible long term future.

THE NAMBOUR TRAMWAY COMPANY LTD SUMMARY OF SCENARIO	
Scenario relates to the following:	
Location of Terminus	28 Mill St Nambour
Built by TNTCo	Cost \$799,982
Lease of land from council	Community Rate

THE NAMBOUR TRAMWAY COMPANY LTD PROJECTED CASHFLOW STATEMENT NAMBOUR HERITAGE TRAMWAY PROJECT												
OPERATING FUND		Yr1 \$	Yr2 \$	Yr3 \$	Yr4 \$	Yr5 \$	Yr6 \$	Yr7 \$	Yr8 \$	Yr9 \$	Yr10 \$	Yr11 \$
Opening Balance of Operating Fund		99,401	122,938	142,498	162,965	185,170	206,841	229,457	253,898	276,855	300,275	326,603
Revenues												
Daily Ticketing		32,506	32,506	32,506	33,676	33,676	33,676	34,879	34,879	34,879	36,127	36,127
Annual passes		30,000	30,000	30,000	30,900	30,900	30,900	31,850	31,850	31,850	32,805	32,805
Merchandising/Shopper Dockets		5,500	8,000	8,500	8,500	8,500	10,000	10,000	10,000	10,000	10,000	10,000
Advertising/Sponsorship		28,500	28,500	28,500	29,400	29,400	29,400	30,280	30,280	30,280	31,200	31,200
Tramfest		25,000	25,000	25,000	25,900	25,900	25,900	26,825	26,825	26,825	27,785	27,785
Interest Income	5	2,982	3,688	4,275	4,889	5,555	6,205	6,884	7,617	8,306	9,008	9,798
Total Revenues	10	124,488	127,694	128,781	133,265	133,931	136,081	140,717	141,451	142,139	146,925	147,715
Operating Costs												
Labour		45,000	45,000	45,000	46,350	46,350	46,350	47,740	47,740	47,740	49,175	49,175
Utilities		4,000	4,000	4,000	4,120	4,120	4,120	4,244	4,244	4,244	4,370	4,370
Rail Accreditation		-	-	-	-	-	-	-	-	-	-	-
Security		2,700	2,700	2,700	2,781	2,781	2,781	2,865	2,865	2,865	2,950	2,950
Promotions		20,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	10,000	10,000	10,000
Maintenance		4,000	5,000	5,000	6,000	6,000	6,000	8,000	9,000	7,000	7,000	20,000
Insurance		4,000	4,120	4,235	4,362	4,492	4,627	4,765	4,908	5,055	5,206	5,362
Lease of Terminus Land	7	250	254	258	261	265	269	273	277	282	286	290
Workcover Insurance		2,000	2,060	2,122	2,185	2,251	2,319	2,388	2,460	2,534	2,610	2,688
Sundries		4,000	2,000	2,000	2,000	2,000	3,000	2,000	2,000	2,000	2,000	5,000
Total Operating Costs	9	85,950	73,134	73,314	76,060	76,259	77,466	80,275	81,494	81,719	83,596	99,835
Net Annual Surplus		38,538	54,560	55,466	57,205	57,672	58,615	60,442	59,956	60,420	63,329	47,880
Initial setup costs		15,000										
Less transfer to Sinking Fund		-	10,000	10,000	10,000	11,000	11,000	11,000	12,000	12,000	12,000	14,000
Less transfer to Future Fund		-	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Closing Balance of Operating Fund		122,938	142,498	162,965	185,170	206,841	229,457	253,898	276,855	300,275	326,603	335,483

THE NAMBOUR TRAMWAY GROUP LTD PROJECTED CASHFLOW STATEMENT (SCENARIO 3) NAMBOUR HERITAGE TRAMWAY PROJECT												
SINKING FUND		Yr1 \$	Yr2 \$	Yr3 \$	Yr4 \$	Yr5 \$	Yr6 \$	Yr7 \$	Yr8 \$	Yr9 \$	Yr10 \$	Yr11 \$
<i>Opening Balance of Sinking Fund</i>		-	-	10,000	20,300	30,909	42,836	55,121	67,775	81,808	96,262	111,150
Transfer from Operating Fund		-	10,000	10,000	10,000	11,000	11,000	11,000	12,000	12,000	12,000	14,000
Council Funding		1,500,000										
Initial Funding	6	601,704	-	-	-	-	-	-	-	-	-	-
Interest Income	5	-	-	300	609	927	1,285	1,654	2,033	2,454	2,888	3,335
Total Inflows		2,101,704	10,000	10,300	10,609	11,927	12,285	12,654	14,033	14,454	14,888	17,335
Capital Costs	8	2,101,704	-	-	-	-	-	-	-	-	-	-
Tram Overhauls	3	-	-	-	-	-	-	-	-	-	-	98,285
Building Overhauls	3	-	-	-	-	-	-	-	-	-	-	33,598
Total Outflows		2,101,704	-	-	-	-	-	-	-	-	-	131,883
<i>Closing Balance of Sinking Fund</i>		-	10,000	20,300	30,909	42,836	55,121	67,775	81,808	96,262	111,150	(3,398)

THE NAMBOUR TRAMWAY COMPANY LTD PROJECTED CASHFLOW STATEMENT (SCENARIO 3) NAMBOUR HERITAGE TRAMWAY PROJECT												
FUTURE FUND	NOTE	Yr1 \$	Yr2 \$	Yr3 \$	Yr4 \$	Yr5 \$	Yr6 \$	Yr7 \$	Yr8 \$	Yr9 \$	Yr10 \$	Yr11 \$
<i>Opening Balance of Future Fund</i>		-	-	25,000	50,750	77,273	104,591	132,728	161,710	191,562	222,308	253,978
Transfer from Operating Fund		-	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Interest Income	5	-	-	750	1,523	2,318	3,138	3,982	4,851	5,747	6,669	7,619
Total Inflows		-	25,000	25,750	26,523	27,318	28,138	28,982	29,851	30,747	31,669	32,619
Total Outflows	4	-	-	-	-	-	-	-	-	-	-	-
<i>Closing Balance of Future Fund</i>		-	25,000	50,750	77,273	104,591	132,728	161,710	191,562	222,308	253,978	286,597

THE NAMBOUR TRAMWAY COMPANY LTD
NAMBOUR HERITAGE TRAMWAY PROJECT

NOTE 1 - STRUCTURE

- The Nambour Heritage Tramway Company Ltd is structured as a company limited by guarantee.

- The Company is registered as a charity and deductible gift recipient.

NOTE 2 - GST AND PAYG WITHHOLDING

- We have assumed for simplicity that any commitments will be paid monthly when incurred.

NOTE 3 - SINKING FUND EXPENDITURE

Assumptions

- Operated by The Nambour Tramway Company Ltd

- Operating hours factored around a workforce of 0.5 FTE worker

- Two persons operating tram at all times

- Kiosk at Western Terminus manned by volunteers

- Low maintenance vehicle

- Low infrastructure maintenance (track, buildings, depots)

- Vehicle has an overhaul every 10 years including a full replacement of the batteries

- Revenue amounts and increases have been adopted as provided by The Nambour Tramway Company Ltd

Item	Unit	Quantity	Rate	Annual Cost	Comment
Current quote for periodic overhauls (included in capital costs)					
Tram	Overhaul every 10 years			73,133	£36,750 (future exch 1.99 assumed)
Buildings - repaint etc.	Every 10 years			25,000	
Future Cost of Periodic Overhauls (indexed at 3% CPI)					
Tram				98,285	
Buildings - repaint etc.				33,598	

NOTE 4 - FUTURE FUND EXPENDITURE

Future Fund is to be used for:

- The on street beautification of Howard Street

- Track extensions to the Nambour Show Grounds

NOTE 5 - INVESTMENT EARNINGS

Assumed rate of interest on investment earnings

3%

NOTE 6 - FUNDING SOURCES

Initial Funding Sources:

- Corporate sponsorship

- Community funding

- Grant applications

- Council and non-council contributions

- Philanthropic donations

For the purpose of this cashflow statement the monetary value of these different funding sources has not been dissected.

Various funding scenarios have been modelled by The Nambour Tramway Company Ltd. This modelling has not been included as part of this cashflow statement.

NOTE 7 - LEASE OF TERMINUS LAND

Market Value of Land

Lease Rate

Lease Cost per Year

N/A

Community

\$250 annual increase by CPI

THE NAMBOUR TRAMWAY COMPANY LTD					
NOTE 8 - CAPITAL EXPENDITURE					
NAMBOUR HERITAGE TRAMWAY PROJECT					
Features					
Route length	1 km				
Terminus stations	Single side platform (15 metres long), awning weather cover, lighting, signage				
Intermediate stops	Mill Lane terminus include manned ticket office/memorabilia shop, with staff amenities				
Depot	Assume off road pavement only. Need signage and pavement markings only				
Track standard	Includes workshop, office, crew amenities				
Turnouts	Use p/w rail and turnouts (20 or 33g/m rail on new concrete ties)				
Vehicle	Assume 11 kg/m rail (1 in 7 or 8) and 2nd hand manual operated points are available				
Max speed	Single vehicle (850 mm gauge). Double ended driving stations, battery powered				
	11 kph				
Item	Unit	Quantity	Rate	Amount	Comment
Property acquisition					
28 Mill Street (terminus site) Lease costs	Item			5,000	Lease costs
				Sub Total	5,000
Heritage Tram					
Supply	Item			488,720	Severn Lamb budget quote full tram £295,000 @ exchange rate 1.64
Installation, Commissioning and Training	Item			22,632	Severn Lamb budget quote £13,500 @ exchange rate 1.64
Transport	Item			15,550	Severn Lamb budget quote - Herefordshire to Nambour £9,500 @ exchange rate 1.64
Procurement support for tram acquisition			4%	20,172	
Contingency on tram acquisition			2%	26,224	Includes scope/price contingency and ERV
				Sub Total	573,328
Track					
New embedded track (in roadway, terminus platforms and in depot building)	metres	149	1000	149,000	Assumes 2nd hand rail on concrete slab with bitumen infill in station areas
Minor rehab/clean existing	Item			5,000	
Demolish existing redundant track & reinstate road	Item			15,000	
				Sub Total	169,000
Extra for loco operation					
Turnouts	No.	5	30000	-	Assume 2nd hand turnouts on new timber ties-new quote ~\$70k to supply only. Included in cost of western terminus
Extra track	Item	240	500	120,000	Embedded thru station platform areas
				Sub Total	120,000
Stations - Heritage themed					
Terminus station - Mill Lane end	Item			715,397	Includes hoist and staff toilet. Constructed with in-kind labour and materials
Depot end	Item	1		23,700	DDA Compliant stop (to be designed)
Intermediate stop	Item	1		23,700	DDA Compliant stop (to be designed)
Site services	Item			10,000	Power, water, sewage
Fencing - security (2.1m chain wire)	metres	170	50	8,500	Compound 70 x 40 m
Security system	Item	1		5,800	Alarm and CCTV
Solar power battery charging	Item	1		8,000	
Building fit-out tools, jacks	Item	1		10,000	
				Sub Totals	807,897
Civil Works - Mill Lane					
Service modifications	Item	1		5,000	
Drainage modifications	Item	1		-	
Road/kerbing modifications	Item	1		4,000	
Relocation of car parking and one-lining of Mill Lane beyond roundabout	Item	1		176,500	Based on SCC prelim plans and estimate
				Sub Totals	185,500
Miscellaneous					
Route signage	Item			10,000	
Flashing light warning lights	Item			30,000	Located where tramway crosses one lane of traffic in Howard St and Mill St
Traffic Signals activation	Item			80,000	To cover both Currie St and Ann St intersections
				Sub Totals	120,000
				SUB-TOTAL	1,977,025
Design				-	Included in costings or Provided on a volunteer basis
Project management/supervision				-	Included in costings or Provided on a volunteer basis
Safety Accreditation	Item			6,000	Safety Management System
Rail Accreditation Application Fee				5,000	Payable to TVR Rail Safety Regulator (2014 fee 1065)
Contingency		5.75%		113,679	Some contingencies already included in costings
				TOTAL	2,101,704

Western Terminus Estimate commercial vs utilisation of in-kind contributions		
Trade	Full Cost \$	**Revised Cost with Volunteer Contributions \$
Preliminaries	85,000	85,000
Substructure	115,825	110,525
Frame	139,315	177,208
Roof	62,521	incl in Frame
External Walls	90,464	incl in Frame
Windows and External Doors	27,665	incl in Frame
Internal Walls	11,156	11,156
Internal Doors	4,411	4,411
Wall Finishes	20,902	20,901
Floor Finishes	24,511	19,510
Ceiling Finishes	12,172	12,172
Fixtures and Fittings	14,485	14,485
Painting	15,307	15,307
Hydraulics	74,690	74,690
Electrical and Dry Fire Services	84,000	79,000
Mechanical Services	17,435	15,435
External Works	100,543	85,543
Contingency	156,000	96,000
Total Cost excl GST	1,088,742	799,902
Adjusted from \$5m2 to \$17m2 on a m2 rate for estimating purposes	977,708	715,397

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THE NAMBOUR TRAMWAY COMPANY LTD							
NOTE 10 - INCOME PROJECTION							
NAMBOUR HERITAGE TRAMWAY PROJECT							
<p>Spreadsheet for tram movements, passenger numbers and fare revenue, working on a capacity of 28</p> <p>The below chart is designed to stimulate a realistic estimate of usage and income to provide the committee with workable figures for budgeting and grant submissions.</p> <p>*** I see a potential for relieving the traffic congestion around Nambour State High by utilising the tram and pedestrian links between Howard Street and the School.</p> <p>*** Other sources of revenue could be monthly and yearly tickets, as well as off peak tickets. The funds would be received in advance and refreshed each month or year.</p>							
Day	Station	Arrival	Departure	Full Fare	Concession	Child	TOTAL
Monday to Friday	28 Mill St		8.10am	5	2	3	
	Town Cnr	8.15am	8.20am				
	Aldi	8.25am	8.40am	4	2	2	
	Town Cnr	8.45am	8.50am				
	28 Mill St	9.00am	9.30am	3	1	1	
	Town Cnr	9.35am	9.40am				
	Aldi	9.45am	10.15am	4	2	2	
	Town Cnr	10.20am	10.25am				
	28 Mill St	10.30am	11.00am	5	2	3	
	Town Cnr	11.05am	11.10am				
	Aldi	11.15am	11.45am	5	2	3	
	Town Cnr	11.50am	11.55am				
	28 Mill St	12 noon	12.30pm	2	1	1	
	Town Cnr	12.35pm	12.40pm				
	Aldi	12.45pm	1.45pm	2	1	1	
	Town Cnr	1.50pm	1.55pm				
	28 Mill St	2.00pm	2.30pm	4	2	2	
	Town Cnr	2.35pm	2.40pm				
	Aldi	2.45pm	2.50pm	5	2	2	
	Town Cnr	2.55pm	3.00pm				
	28 Mill St	3.05pm	3.10pm	7	4	4	
	Town Cnr	3.15pm	3.20pm				
	Aldi	3.25pm	4.30pm	2	1	1	
	Town Cnr	4.35pm	4.40pm				
	28 Mill St	4.45pm					
Per Day				49	25	26	
Per week				246	123	129	
Saturday	28 Mill St		9.00am	4	2	2	
	Town Cnr	9.05am	9.10am				
	Aldi	9.15am	10.00am	4	2	2	
	Town Cnr	10.05am	10.00am				
	28 Mill St	10.05am	11.00am	8	4	4	
	Town Cnr	11.05am	11.10am				
	Aldi	11.15am	11.20am	8	4	4	
	Town Cnr	11.25am	11.30am				
	28 Mill St	11.35am	12.30pm	3	2	2	
	Town Cnr	12.35pm	12.40pm				
	Aldi	12.45pm	2.00pm	2	1	1	
	Town Cnr	2.05pm	2.10pm				
	28 Mill St	2.15pm					
Total over a 6 day period				274	137	143	554.4
One-way fare cost				\$ 2.00	\$ 1.00	\$ 1.00	
Weekly takings based on a one-way fare				\$ 548.40	\$ 138.40	\$ 143.80	
Total annual fare income				\$ 28,516.80	\$ 7,196.80	\$ 7,477.60	\$ 43,191.20
Discount Applied to Allow for people using annual passes							\$ 10,685.50 24.74%
							\$ 32,505.70
Annual Passes - \$150 x 200							\$ 30,000.00
Shopper Docket revenue							\$ 5,500.00
Sponsorship/advertising revenue							\$ 28,500.00
TOTAL ANNUAL REVENUE							\$ 96,505.70