

Destination Wairarapa June 2014 General Manager's Report

More Visitors, Staying Longer & Spending More

Overview

Visitor Arrivals

Wairarapa continues to outperform all feeder centres along SH2; Wellington, Hawkes Bay and Taupo. This is demonstrating a declining reliance on these markets for Wairarapa to receive its visitors.

April had Wairarapa Guest Nights at 18.1% up on the previous April which ranged between 12.3 points better than Greater Wellington and 1.5 points better than Hawkes Bay.

May also performed well with Guest Nights up 10.1% which ranged between 13.9 points up on Greater Wellington and 3 points up on Taupo.

For the YE May 2014 and Wairarapa is 5.7 points ahead of Wellington City as well as all SH2 feeder centres.

Wairarapa also outperformed the NZ Total growth in April and May.

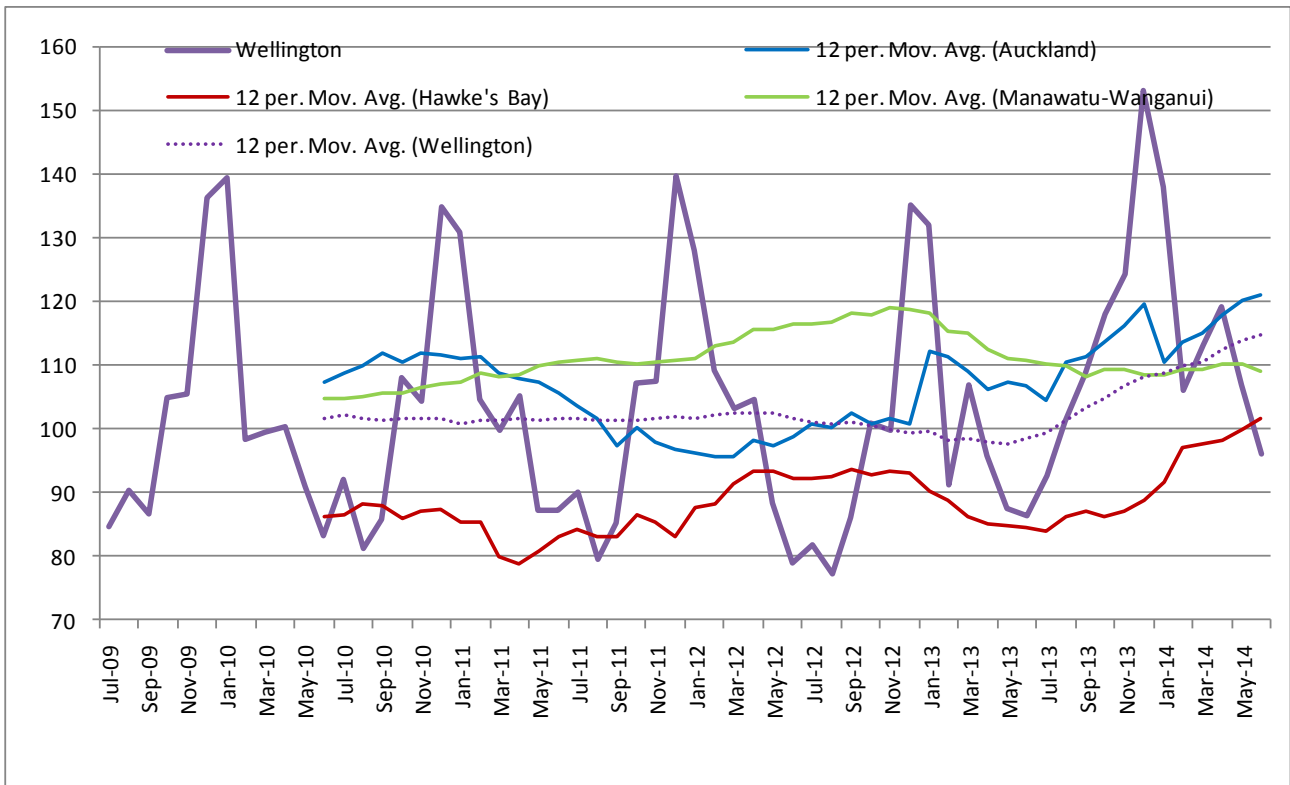
Commercial Accommodation Monitor						
Statistics New Zealand		12 Months Ending May 2013 v 2014				
	Wairarapa	Manawatu	Greater Wellington	Hawkes Bay	Taupo	National
Guest Arrivals						
2014	110,523	280,366	1,122,389	444,570	543,743	16,906,025
2013	108,345	271,294	1,167,707	440,515	555,045	16,340,349
Variance	2.0%	3.2%	-4.0%	0.9%	-2.1%	3.3%
Guest Nights						
2014	207,531	476,851	2,395,366	954,856	970,470	33,690,125
2013	195,013	447,831	2,380,525	944,856	951,692	31,923,279
Variance	6.0%	6.1%	0.6%	1.0%	1.9%	5.2%
Occupancy						
2014	22.5%	34.6%	59.1%	33.4%	36.8%	38.6%
2013	21.5%	32.7%	58.3%	31.6%	36.1%	36.8%
Variance	1.0	1.9	1.2	1.8	0.7	1.8
Length of Stay						
2014	1.88	1.70	2.13	2.15	1.78	1.99
2013	1.80	1.65	2.04	2.14	1.71	1.95
Note: Greater Wellington excludes Wellington City						

Visitor Spend

This data measures indexed spend growth against the average month in 2008 and monthly transaction volumes.

Domestic Level of Spending

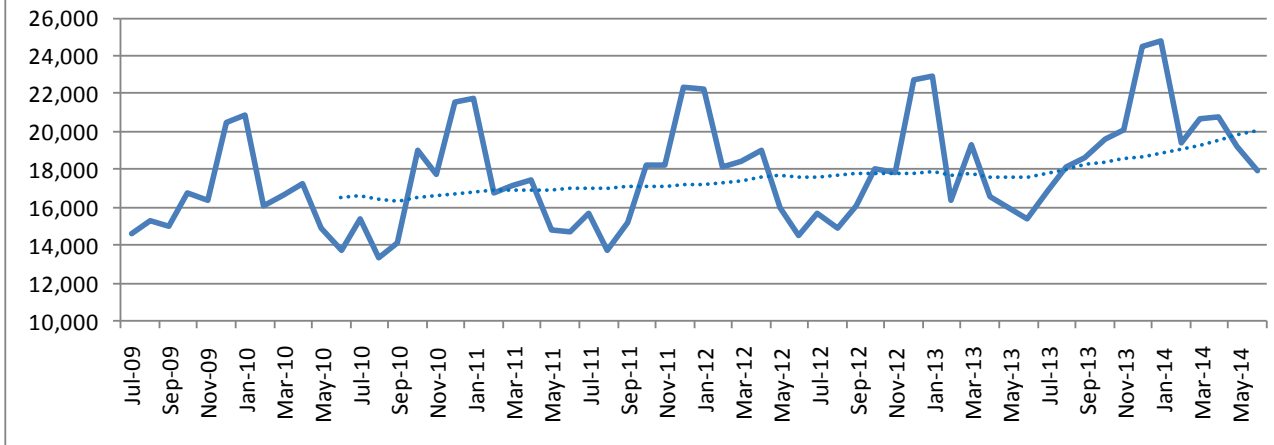
- March was 2 points (1.7%) off the record March spending levels of 2012 but April, May and June have produced a record spend from our domestic markets.
- Waikato produced best ever spend levels for an April.
- Wellington, Hawkes Bay and Auckland each produced record spending levels for a May and June.



Domestic Volume of Transactions

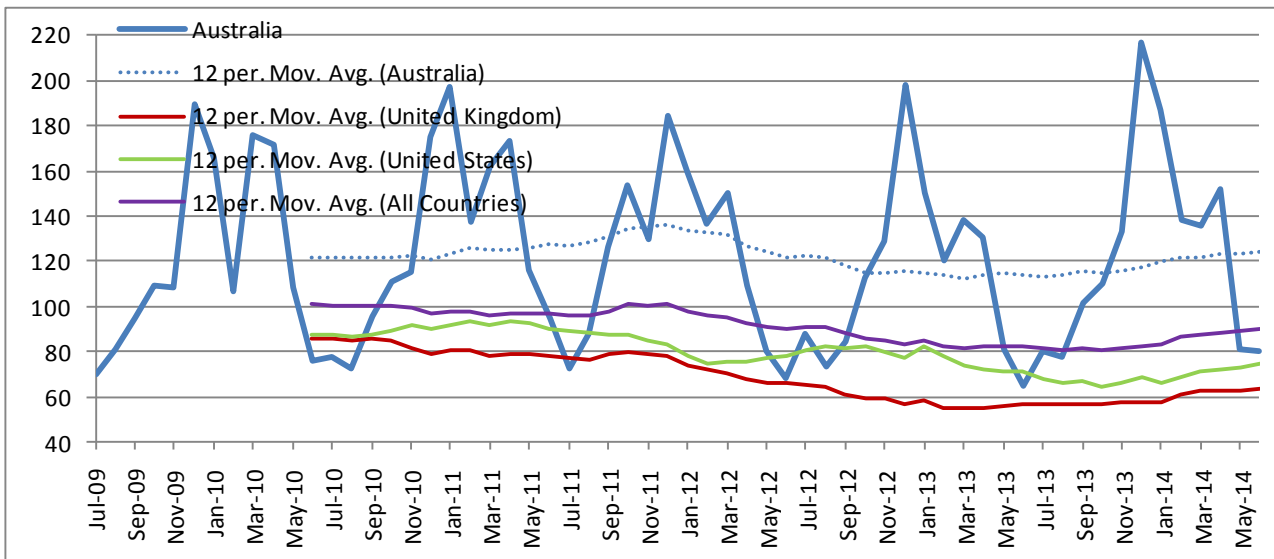
- June 2014 was the 13th straight month of record transactions from our domestic markets.
- It's encouraging that this is supported by strong spend with those transactions.

Wellington Transactions



International Level of Spending

- The UK and the USA continue to show improvements in the level of spending. The USA were just 2 points off their best ever April in 2012.
- May spend for all three major international markets was down.
- This in contrast to the transaction volumes where:
 - Australia has had record transactions in ten of the past 12 months
 - USA record transactions in five of the past 12 months
 - Total international transactions have had eight straight record months



Winning Conferences

Meetings

Destination Wairarapa attended Meetings in Auckland from 18-19 June. Destination Wairarapa was part of the Business Events Wellington stand with Copthorne Solway Park presenting the Wairarapa. We are currently working through the strong leads we received for conference business through the appointment streams we attended. These leads have been for properties throughout the Wairarapa.

Destination Wairarapa is currently preparing for Show Me Wellington on 7 August when we will be hosting a massive stand with eight operators participating.

Destination Wairarapa pitched for and won the 3-4 day conference of the Auditor General's Office. Peppers Parehua and Brackenridge have been shortlisted.

Established Products and Markets

Classic New Zealand Wine Trail (CNZWT) & Australia

Presented along with Wine trail partners at a training session aimed at Tourism NZ staff (teams were special interest, trade, PR) in Auckland.

Attended a planning meeting for next financial year's Australian work with Positively Wellington Tourism.

Working with Peppers Parehua we were able to host Kevin Bowler CEO of Tourism NZ on a private visit.

Trade

Represented the region at a Tourism NZ mega famil training day in Auckland – nearly 100 South East Asian travel sellers. Very good event.

NZ company Leisure Time Travel brought through 14 of their retailer/wholesalers/resellers from Australia. Copthorne hosted them for lunch and Barbara spoke.

Hosted a Tourism NZ famil of USA travel sellers.

Hosted A China – one of the big four Chinese special travel inbounders ex Auckland. They spent 4 days in Wellington; it has taken PWT two years to get them to visit. We were allocated a day and we provided a comprehensive overview of what might appeal to Chinese visitors.

As a result of this we've worked with Tranzit and the Copthorne to progress day and overnight packages. Also with both the Martinborough and Masterton Golf Courses and Kahikitea Gardens to produce trade-ready commissionable product.

We have had a lot of trade here during this period – mostly as a result of pre and post TRENZ famils. We've really benefitted from this overflow this year.

Visits/famil with:

- A luxury honeymoon company from India - they are already sending couples here.
- Singaporean travel company that are using Wharekauhau
- Another Indian company ...keen to use the region.
- A large Chinese travel seller company

Attended two major trade events: Market Insights in Sydney where we meet face to face with key travel trade and the RTONZ Trade Day in Auckland. Substantial follow up of these appointments has taken place and leads provided to our members.

Domestic Marketing

Platinum Partners marketing forum met again and worked together to jointly exhibit at the Palmerston North Women's Lifestyle Expo. As a group we are looking for other ways to market into the Manawatu as we all recognize the potential there.

Sara has managed a programme of email/website/Facebook promotion for many events in this period including Gate To Plate/A&P Show, Balloons, Brewday, Yarns in Barns etc.

We are working with Trust House in the run up to the launch of their new establishment The Farriers.

Working closely with WINGS as they develop their marketing and PR plans for the January 2015 show.

Working with a number of event managers developing new events: Huia Festival at Labour Weekend, The Tora Coastal Challenge, Pukaha Mount Bruce Duathlon for example.

Working with Rimutaka Shuttles on a new Greytown Girly day tour to be promoted to those attending World of Wearable Arts in Wellington.

Launched the new 'When and Where' weekly email – this is aimed at making sure locals know what is on each week – they play a huge role in influencing VFR behaviour. We have 626 people who have opted in to date; a great start to a new resource.

Promoted Castlepoint being announced by AA as one of NZ's Top 10 most loved beaches.

Supported and advised Cobblestones through their new logo development.

Worked with Dompost and Hawke's Bay today on two small regional features.

Online/Social:

Continuing to develop more and improve our www.newzealand.com content.

Added approx 700 new names to our database as a result of the Palmerston North Women's Lifestyle Expo.

Ongoing grooming of website content and SEO work is improving the performance of the site.

Media

- Attended a Wairarapa Lifestyle editorial planning meeting and pitched story ideas.
- Met with One Green Bean (PWT's PR agency) while was in Sydney. They continue to give us a bigger than our share of visiting media.

During this period we hosted:

- Cooking Light USA's largest food magazine
- 6 USA travel writers via TNZ in a joint famil
- Australian writer from APP Wire service to Harvest Wine Festival
- Freelancer Liz Light
- The Robb Report – luxury magazine/website
- Travel and Leisure Magazine from Singapore
- Fairfax reporter to experience the Tora Coastal Walk
- Writer from Jetstar's Voyeur Magazine.

Some online results:

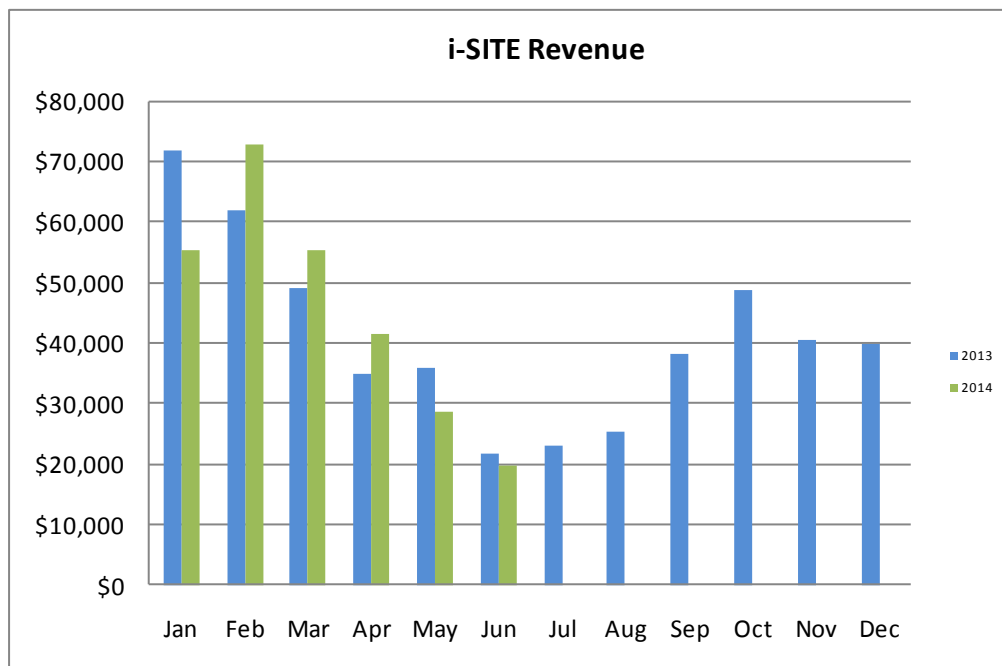
- http://www.afr.com/p/lifestyle/life_leisure/comforting_aura_of_capital_eateries_SJ_yu5uYIPbWqOoJn2ydRyN
- http://www.nzherald.co.nz/travel/news/article.cfm?c_id=7&objectid=11249777

- <http://andsoshethinks.wordpress.com/2014/04/03/up-with-people-down-in-the-wairarapa/>
- <http://theculturetrip.com/pacific/new-zealand/articles/cultural-weekends-in-the-wairarapa-new-zealand-s-best-kept-secret/>

i-SITE Visitor Centres

Highlights:

- **i-SITE Total Sales**
- February and March were record revenue months through the i-SITE Visitor Centres and this has been backed up by the best ever April with turnover of \$41,530.
- May and June weren't able to keep up this performance, but both produced second best turnover on record.
- i-SITE Visitor Centre gross revenue for YE June 2014 (\$488,516) was down 2.5% on the previous 12 months.



- **i-SITE Profit Reports**

Profits (excluding retail) for the year ending June 2014 (\$31,341) were down 8.9% on the previous year.

- **i-SITE Foot Count**

The year ending June saw the i-SITE Visitor Centres with 53,657 visitors which is 895 (1.7%) up on the previous year.

- April 4,804 – down 15%
- May 3,136 – up 1%
- June 3,048 – up 35%

Product Development

- China
 - Destination Wairarapa hosted a Tourism NZ training session on China to help bring operators up to speed with what's required for this market
 - Destination Wairarapa is engaging interpreters on a one pager in Chinese for operators to use to assist Chinese speaking visitors
 - i-SITE Visitor Centres have installed Union Pay
- South Coast Transport Operator
 - Moving from concept to planning stage with a new operator
- Cycle Trail Development
 - Work continues on the Touring Route from Masterton to Martinborough
 - Work is being done with KiwiRail on using the rail bridge to connect Underhill Road for use by cyclists
 - Meetings have been scheduled with GWRC/Tranz Metro to discuss increasing capacity for bikes on trains

Operator Development

- China
 - Destination Wairarapa hosted a Tourism NZ training session on China to help bring operators up to speed with what's required for this market

David Hancock
General Manager

General Manager's Financial Report

Unaudited Financials EOY 30 June 2014

- The unaudited EOY financial statements are attached and summarised below:

Destination Wairarapa						
Profit & Loss Summary						
	June 2014			Full Year		
	Actual	Budget	Variance	Actual	Budget	Variance
Revenue	\$67,736	\$64,056	\$3,680	\$828,633	\$813,568	\$15,065
Expenditure						
Corporate Support	\$37,620	\$35,981	-\$1,639	\$382,616	\$397,039	\$14,423
Marketing	\$25,754	\$8,905	-\$16,849	\$208,814	\$179,400	-\$29,414
i-SITEs	\$18,241	\$18,620	\$379	\$208,613	\$225,796	\$17,183
Total Expenses	\$81,615	\$63,506	-\$18,109	\$800,043	\$802,235	\$2,192
Net Surplus/Deficit	-\$13,879	\$550	-\$14,429	\$28,590	\$11,333	\$17,257
PROJECTS						
Opening Rimutaka Cycle Trail funds in Retained Earnings				\$38,084	\$47,603	-\$9,519
Revenue	\$0	\$0	\$0	\$0	\$0	\$0
Expenses	\$96	\$0	-\$96	\$8,808	\$0	-\$8,808
Closing Rimutaka Cycle Trail funds in Retained Earnings				\$29,276	\$0	\$29,276
Total Net Surplus/Deficit	-\$13,975	\$550	-\$14,525	\$19,782	\$11,333	\$8,449

- The June EOY accounts are unaudited
- Revenue EOY was up \$15,065 with unbudgeted Other Revenue coming in at \$17,064 largely due to additional funding for the TECNZ Conference
- Corporate Expenses and i-SITE Expenses were both under budget by \$14,423 and \$17,183 respectively. These expenses were reduced in:
 - IT
 - Depreciation
 - i-SITE wages
- It was pleasing to see an over spend of \$29,414 on budget in Marketing
 - Conference Marketing was up almost \$20,000
- Rimutaka Cycle Trail money is held in retained earnings and seen coming through the P&L
- The EOY surplus was budgeted at \$11,333. After the Asset Replacement Reserve is returned to \$40,000 (\$7,300), the \$28,590 surplus will be \$9,957 over budget.

DESTINATION WAIRARAPA INC.

INCOME STATEMENT FOR THE PERIOD 30/06/2014



DRAFT ACCOUNTS	Actual	Budget	Actual	Budget
	30/06/2014	30/06/2014	YTD	YTD
	\$	\$	\$	\$
REVENUE				
Retail Sales & Other Commissions	333	350	7,636	9,000
Less Cost of Sales	(92)	(200)	(5,361)	(5,500)
Accommodation Commissions	3,223	1,800	33,893	35,000
Escape Planner - Net Revenue	-	-	10,435	29,000
Wine Map Revenue	370	-	10,544	-
Other Revenue	-	-	17,064	-
Grants - Masterton District Council	21,667	21,667	258,750	260,004
Grants - Carterton District Council	4,338	4,338	51,681	52,050
Grants - South Wairarapa District Council	10,000	9,667	118,129	115,998
Donation - THF	21,036	21,035	252,422	252,016
Membership	6,158	5,200	68,980	62,000
Interest Received	704	200	4,460	4,000
Operational Revenue	67,736	64,056	828,633	813,568
EXPENDITURE				
Corporate Support				
Salaries	19,633	18,059	215,146	216,922
Personnel Expenses incl Training	159	400	2,675	4,500
Board Fees	4,828	5,903	22,508	23,612
Board Members' Expenses	6	75	305	300
Membership Expenses incl TDG	41	-	3,167	3,000
Subscriptions & Membership	66	-	8,494	7,678
Vehicle Operating Costs	2,181	875	12,927	10,500
Other Travel & Transport	-	-	28	-
Rent & Rates	1,156	1,275	15,401	15,300
Electricity	103	125	1,863	1,500
Telecoms incl Mobiles	778	587	10,064	7,000
Information Technology	1,135	1,060	5,846	12,720
Office Supplies incl Furnishings	516	125	6,213	1,500
Kitchen Supplies	111	50	353	600
Equipment Rental	91	122	1,089	1,387
Bank Fees - National Bank	33	60	590	720
Accounting Fees	2,083	2,084	25,000	25,000
Merchant & Bank Fees - BNZ	268	387	3,724	4,600
Insurance	392	388	4,998	4,700
ACC Levies	-	187	1,506	2,200
Fringe Benefit Tax	673	587	7,293	7,000
Legal Expenses	-	-	-	1,000
Audit Fees	870	867	11,040	10,400
Other Fees	57	-	1,124	-
Depreciation	1,385	2,140	16,135	26,400
Loss on Sale	783	-	783	-
Interest Expense	275	625	4,343	7,500
Bad Debts	-	-	-	1,000
Total Corporate Support Expenses	37,620	35,981	382,616	397,039

DESTINATION WAIRARAPA INC.

INCOME STATEMENT FOR THE PERIOD 30/06/2014



DRAFT ACCOUNTS	Actual	Budget	Actual	Budget
	30/06/2014	30/06/2014	YTD	YTD
Marketing				
Contract Staff	3,916	2,250	29,437	27,000
CNZWT Marketing	-	350	638	3,500
International Marketing Alliance	5,375	900	53,378	50,750
Advertising	-	-	2,064	2,500
Domestic Marketing	2,362	1,000	9,018	12,000
Distribution	1,981	1,000	12,577	12,000
Web Site & E-Marketing	1,678	1,805	23,253	21,550
Visitor Guide	-	-	21,920	21,000
Relationship Marketing	11	100	445	1,500
Branding & Imagery	-	500	1,539	3,500
Exhibitions & Events	464	1,000	9,994	9,600
Trade	121	-	910	2,000
Media	667	-	5,420	3,000
Conferences	9,084	-	29,414	9,500
Rimutaka Cycle Trail	96	-	8,808	-
Total Marketing Expenses	25,754	8,905	208,814	179,400
I-Sites				
Wages	12,306	15,000	164,467	180,000
Personnel incl Training & Conferences	1,971	-	4,263	3,000
Travel & Transport	-	50	135	500
Rent & Rates	1,895	2,150	23,413	25,796
Electricity	1,142	550	4,553	5,400
Telecom	463	450	6,979	5,700
Photocopier	228	150	2,038	1,800
Office Supplies incl Furnishings	206	150	1,696	1,800
Kitchen Supplies	31	120	1,004	1,400
Repairs & Maintenance	-	-	65	400
Total I-Site Expenses	18,241	18,620	208,613	225,796
Operating Expenditure	81,615	63,506	800,043	802,235
Operating Surplus (Deficit)	(13,879)	550	28,590	11,333

* Rimutaka Cycle Trail Total \$38,084

DESTINATION WAIRARAPA INC.

BALANCE SHEET AS AT 30 JUNE 2014 DRAFT ACCOUNTS



CURRENT ASSETS	\$	\$
Cash Float	400	
Bank - National	(31,134)	
National Bank - Call Account	276,965	
BNZ Trust Account.	10,065	
Inventory i-Sites	1,595	
Receivables - Trade	7,438	
Receivables - Other	3,502	
Total Current Assets	268,831	
NON-CURRENT ASSETS		
Fixed Assets	136,705	
Less Accumulated Depreciation	(84,161)	
Fixed Assets	52,543	
TOTAL ASSETS		321,374
LIABILITIES		
Accounts Payable	30,640	
Income in Advance	36,948	
BNZ Trust Account (Commission)	10,065	
Payroll Liability	29,261	
Loans - BNZ	766	
Toyota Finance	23,364	
TOTAL LIABILITIES		131,044
EQUITY		
Opening Retained Earnings	59,040	
Contingency Reserve	70,000	
Asset Replacement Reserve	32,700	
Surplus / (Deficit) for the year 2013/14	28,590	
Total Equity		190,330
TOTAL LIABILITIES & EQUITY		321,374

DESTINATION WAIRARAPA
STATEMENT OF CASH FLOWS
AS AT 30 JUNE 2014



DRAFT ACCOUNTS

Cash Flows from Operating Activities

<u>Cash was provided from:</u>	\$
Donation - Trust House	252,422
Donation - Others	10,000
Receipts from Customers	132,942
Grants Received - TLA	428,561
Interest Received	4,460
	<hr/> 828,385

Cash was applied to:

Payments to suppliers and employees	787,326
Interest Paid	4,343
	<hr/> 791,669

Net Cash Inflows / (Outflows) from Operating Activities **36,716**

Cash Flows from Investing Activities

Purchase of Fixed Assets	8,976
	<hr/> 8,976

Cash was provided from

Sale of Fixed Assets	5,803
	<hr/> 5,803

Net Cash Outflows from Investing Activities **(3,173)**

Cash Flows from Financing Activities

Cash was applied to:

Repayment of borrowings	4,338
Finance Lease Repayments	16,562
	<hr/> 20,900

Net Cash Inflows/ (Outflows) from Financing Activities **(20,900)**

Net (Decrease) / Increase in Cash Held **12,643**

Opening Cash Balance 243,653

Closing Cash Balance **256,296**

Closing Cash is made up of:

Cash Floats	400
Funds at Bank	(21,069)
Short Term Deposits	276,965
	<hr/> <u>256,296</u>

DESTINATION WAIRARAPA - FIXED ASSET DEPRECIATION SCHEDULE

As at 30 JUNE 2014



		COST	ACCUM	OPENING		ASSET	GAIN	DEPN	DEPN	DEPN	CLOSING
ASSETS	DATE	PRICE	DEPN	BOOK	Additions	Disposal	(LOSS)	RATE %	Opening	Additions	BOOK
				VALUE		Cost	on Sale	DV	Assets	Disposals	VALUE
Furniture & Equipment											
Martinborough Sign	Oct-07	209	112	97	30.06.14	209	(97)	12.50 DV	-	(112)	-
Coffee Table	Oct-07	234	126	108				12.50 DV	14		94.04
Display Stand & Panels	Oct-07	309	165	144				12.50 DV	18		125.60
Wairarapa Banners	Oct-07	312	167	145				12.50 DV	18		126.52
Wall Display Unit	Oct-07	322	171	151				12.50 DV	19		131.64
Marketing Panel	Oct-07	338	181	157				12.50 DV	20		136.96
Chairs	Oct-07	388	207	181				12.50 DV	23		157.72
Blinds	Oct-07	459	331	128				20.00 DV	26		101.68
Brochure Stand	Oct-07	646	345	301				12.50 DV	38		262.68
Signage	Oct-07	1,294	692	602				12.50 DV	75		526.76
Wairarapa Display Panels	Oct-07	1,870	1,001	869				12.50 DV	109		760.44
Joinery - Display Stands	Oct-07	6,536	3,497	3,039				12.50 DV	380		2,658.60
PABX System	Oct-08	5,133	4,353	780				36.00 DV	281		499.33
Midback Chairs (4)	Feb-09	859	522	337				19.20 DV	65		271.77
2 Drawer Filing Cabinet Black	Feb-09	496	301	195				19.20 DV	37		157.90
Form Midback Chair (2)	Feb-09	656	399	257				19.20 DV	49		207.98
Vortex Sofa & Chairs	Feb-09	512	312	200				19.20 DV	38		162.49
Vortex Tub Chair	Feb-09	296	180	116				19.20 DV	22		93.74
Desk - Light Maple	Feb-09	346	210	136				19.20 DV	26		109.73
Chair - Hero Black Knight	Feb-09	99	60	39				19.20 DV	8		31.42
Coffee Table	Feb-09	230	140	90				19.20 DV	17		73.26
Counter	Feb-09	7,960	3,425	4,535				12.00 DV	544		3,990.96
Signage	Jun-09	880	674	206				30.00 DV	62		144.36
Hero Chair Black Knight	Jun-09	119	69	49				19.20 DV	9		40.04
Essence Guest Chairs (2)	Jun-09	283	164	119				19.20 DV	23		95.54
Desks Tawa (3)	Jun-09	824	411	413				15.60 DV	64		349.41
Work Station Tawa (1)	Jun-09	399	199	200				15.60 DV	31		168.64
4 Drawer Mobiles (5)	Jun-09	969	562	406				19.20 DV	78		328.43
Bookcases Tawa (2)	Jun-09	532	309	223				19.20 DV	43		179.50
Cupboard Tawa	Jun-09	426	247	179				19.20 DV	34		144.53
Cubit Coffee Table	Jun-09	230	133	97				19.20 DV	19		77.94
Laptop	Jun-09	2,280	2,224	56				60.00 DV	33		22.56
IBM Equipment (2nd Hand)	Jun-09	3,470	3,166	304	30.06.14	3,470	(304)	40.00 DV	-	(3,166)	-
Work Station Tawa (1)	Jun-09	399	199	200				15.60 DV	31		168.64
PABX System 2	Jul-09	2,990	2,488	502				36.00 DV	181		320.68
Prints (3)	Aug-09	1,813	1,112	701				21.60 DV	151		550.13
Brochure Stand	Sep-09	1,019	407	611				12.50 DV	76		535.45
15" Monitor & Wall Bracket	Dec-09	1,219	1,168	51				60.00 DV	31		19.91
IBM Equipment (2nd Hand)	Feb-10	2,124	1,742	382	30.06.14	2,124	(382)	40.00 DV	-	(1,742)	-
Mobile Phones (2)	Feb-10	2,665	2,537	128				60.00 DV	77		50.53
Vortex 2 Seater Sofa	May-10	589	291	297				19.50 DV	58		239.48
Banner	Jun-10	1,964	975	989				20.00 DV	198		790.61
Banner Stand	Jun-10	1,690	840	850				20.00 DV	170		680.43
Display Units	Oct-10	1,430	438	992				12.50 DV	124		868.28
Signage (Sign Factory)	Nov-10	1,184	720	464				30.00 DV	139		325.20
Computer Toshiba Tecra	Dec-10	1,715	1,411	304				50.00 DV	152		151.65
Phillips LCD 22"	Dec-10	304	220	84				40.00 DV	34		50.30
Computer Toshiba Tecra A11	Feb-11	1,475	1,183	292				50.00 DV	146		145.62
Disk Drive 500GB HDD's (2)	Jun-11	995	756	239				50.00 DV	119		119.54
Server & Equipment	Jun-11	12,768	5,736	7,032				25.00 DV	1,758		5,274.00
Camera - Canon EOS1100	Dec-11	999	539	460				40.00 DV	184		276.00
Acer LCD 22" (4)	Jan-12	936	486	450				40.00 DV	180		269.52
Computer - 15.6" Samsung	Jun-12	1,440	749	691				50.00 DV	345		345.94
Signage (Sign Factory)	Sep-13	-	-	-	920			30.00 DV	-	230	690.00
Signage (Sign Factory)	Apr-14	-	-	-	1,372			30.00 DV	-	103	1,269.10
Dell Optiplex PC'S (2)	May-14	-	-	-	1,285			50.00 DV	-	107	1,177.92
Camcorder & Accessories	May-14	-	-	-	4,738			40.00 DV	-	315.86	4,422.13
	Jun-14	-	-	-	661			50.00 DV	-	28	633.33
Total Furniture & Equipment		79,632	49,058	30,574	8,976	5,803	(783)	1,528	6,377	(4,237)	31,607
Vehicles											
Toyota Corolla ETU339	Oct-11	17,387	7,954	9,433				30.00 DV	2830.00		6,603
Toyota Corolla EJM659	Oct-11	17,387	7,954	9,433				30.00 DV	2830.00		6,603
Toyota Camry ESF771	Dec-11	19,126	8,081	11,045				30.00 DV	3314.00		7,731
Total Vehicles		53,900	23,989	29,911	-	-	-	-	8,974	-	20,937
Total for : Destination Wairarapa		133,532	73,047	60,485	8,976	5,803	(783)	15,351	(4,237)	52,543	