

# Destination Wairarapa December 2014 General Manager's Report

## More Visitors, Staying Longer & Spending More

### Overview

#### Visitor Arrivals

Wairarapa outperforming all other feeder centres along SH2 has been interrupted through October and November. Arrivals down 4.1% is somewhat mitigated by a slight increase in length of stay to 1.85 nights. Wairarapa isn't alone in these results with only Hawkes Bay and New Zealand increasing guest arrivals in the 12 month comparison.

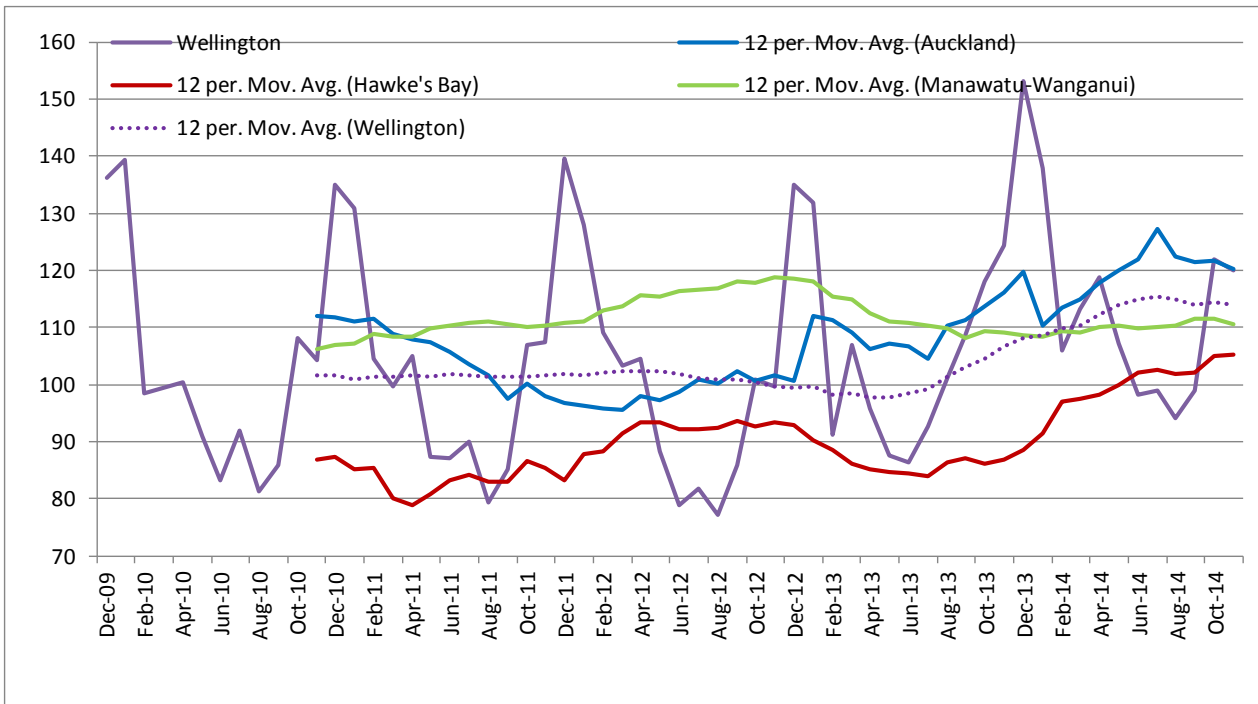
<b>Commercial Accommodation Monitor</b>					
Statistics New Zealand		<b>12 Months Ending November 2013 v 2014</b>			
	<b>Wairarapa</b>	<b>Greater Wellington</b>	<b>Hawkes Bay</b>	<b>Taupo</b>	<b>National</b>
<b>Guest Arrivals</b>					
2014	107,999	1,108,700	449,839	534,782	17,040,297
2013	112,406	1,178,193	442,650	551,959	16,614,358
Variance	-4.1%	-6.3%	1.6%	-3.2%	2.5%
<b>Guest Nights</b>					
2014	200,112	2,444,883	951,886	976,513	34,369,224
2013	206,074	2,408,532	959,120	965,358	32,600,248
Variance	-3.0%	1.5%	-0.8%	1.1%	5.1%
<b>Occupancy</b>					
2014	21.6%	59.9%	33.2%	37.4%	39.4%
2013	22.3%	59.1%	33.0%	36.4%	37.6%
Variance	-0.7	0.8	0.2	1.0	1.8
<b>Length of Stay</b>					
2014	1.85	2.21	2.12	1.83	2.02
2013	1.83	2.04	2.17	1.75	1.96
Note: Greater Wellington excludes Wellington City					
Wellington inventory dropped by 800 rooms a day					

### Visitor Spend

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

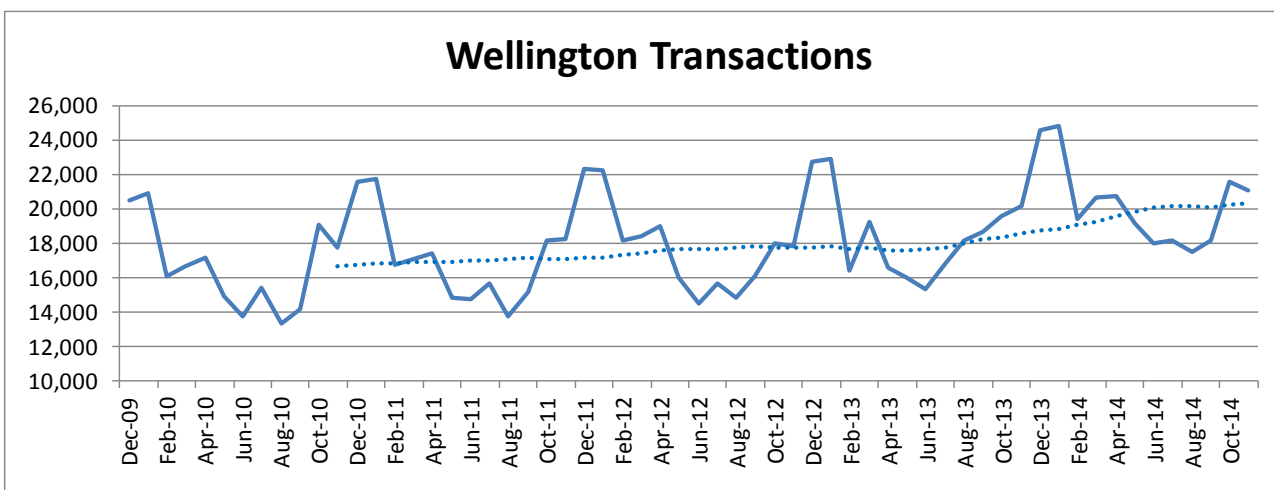
### Domestic Level of Spending

- All domestic markets continue to perform well for the Wairarapa. Auckland's slight retreat in spend has continued but is still at 120% of 2008 average spend and above CPI adjustments. Hawkes Bay continues its spend growth and is now well above 2008 index levels.



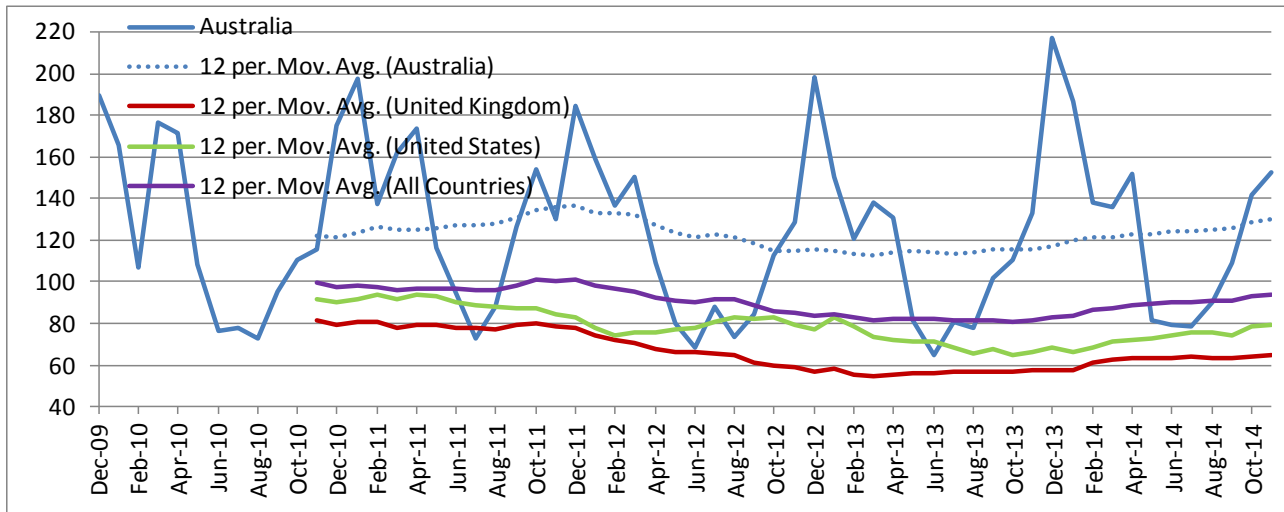
### Domestic Volume of Transactions

- October and November were record months for total domestic transaction volumes with only August missing the mark in the past 12 months.
- Wellington transactions continue to climb and the shallower winter month troughs are very encouraging for addressing seasonality



## International Level of Spending

- Eleven of the past 12 months have produced record international transaction levels in contrast to the spend levels where:
  - Only Australia has hit any new spending benchmarks (four) in the past 12 months.
  - The importance of Tourism 2025 initiative to grow visitor spend over visitor volumes is vital.



## Winning Conferences

November Architectural Designers conference materialised

## Established Products and Markets

### ***Classic New Zealand Wine Trail (CNZWT) & Australia***

Assisted with biking collateral to be used by Positively Wellington Tourism at the Sydney GO Bike Expo.

### ***Trade***

Successful in securing two domestic tours group through contacts direct with Auckland based tour companies. Overall 60 people came for 3-4 nights for the Pukaha Mount Bruce Garden Tour. We worked with them to develop their full itinerary which included Pukaha Mount Bruce, Kahikatea Gardens, olive groves, Parkvale Mushrooms, Carrington House, Gladstone Inn. Both of these companies are keen to bring more groups to the region.

Renaissance Tours (a major cruise ship ground handler) brought a tour of 200 to Greytown and Martinborough. We worked with Cobblestones to provide an authentic colonial village/fair type experience complete with performance by the Greytown Primary School Kapa Haka group. Lunch was held at 4 vineyard location in Martinborough. Well received by the company and their passengers but given this was a one-off exercise it was a lot of work for us with limited ongoing traction.

Managed all tour content for a 4 night visit by luxury tour company Bill Peach Journeys from Australia. They stayed in Martinborough over Xmas and took in Wharekauhau, Kahikatea Gardens, Murdoch James. Barbara had met with them several years ago in Sydney.

### ***Domestic Marketing***

Platinum Partners marketing forum met again: our joint efforts were well demonstrated in the Wings over Wairarapa tabloid supplement in the DomPost in mid December. Destination Wairarapa provided all editorial and imagery relating to events and regional stuff to do in that publication as well as wrangled the combination page where smaller Wairarapa operators/events featured.

2015 Visitor Guide/Wine map was distributed. Here it is:

[http://wairarapanz.com/sites/default/files/image\\_library/PDF/Visitor%20Guide%202015%20web.pdf](http://wairarapanz.com/sites/default/files/image_library/PDF/Visitor%20Guide%202015%20web.pdf)

A significant campaign was developed and put in place for WINGS – included emails, website content, a prize draw and Facebook activity. A full report of this campaign will be developed in early February.

Working closely with the re-vitalised Balloon Festival team as they develop and promote their 2015 event.

### ***Online/Social:***

We undertook a 'clean up' campaign (offering tickets to Toast Martinborough as the incentive) to those in our database whose interests we did not know – we were able to reduce 'unknowns' by 10%.

Undertook a Facebook page LIKE campaign between Xmas and Jan 8<sup>th</sup> to grow our likes – gained 1,151 new page likes for an investment of \$350.

The investment in the website is showing great returns with the last six months August – January producing record revenue for operators through online accommodation bookings.

### ***Media***

- <http://www.stuff.co.nz/travel/destinations/nz/63701987/manukura-and-the-forest-clowns>
- Contributed story ideas to Wairarapa Lifestyle Editorial meeting
- Provided to all lifestyle media details of new site for Farmers Market
- Hosted 5 overseas journalists as part of a Tourism NZ media famil along the Classic NZ Wine Trail which came out of FAWC Festival in Hawkes Bay
- Hosted a conference magazine journalist and an Australian lifestyle writer from a Perth Daily newspaper at TOAST Martinborough
- Hosted two separate media visits via PWT from Australian cycling journalists

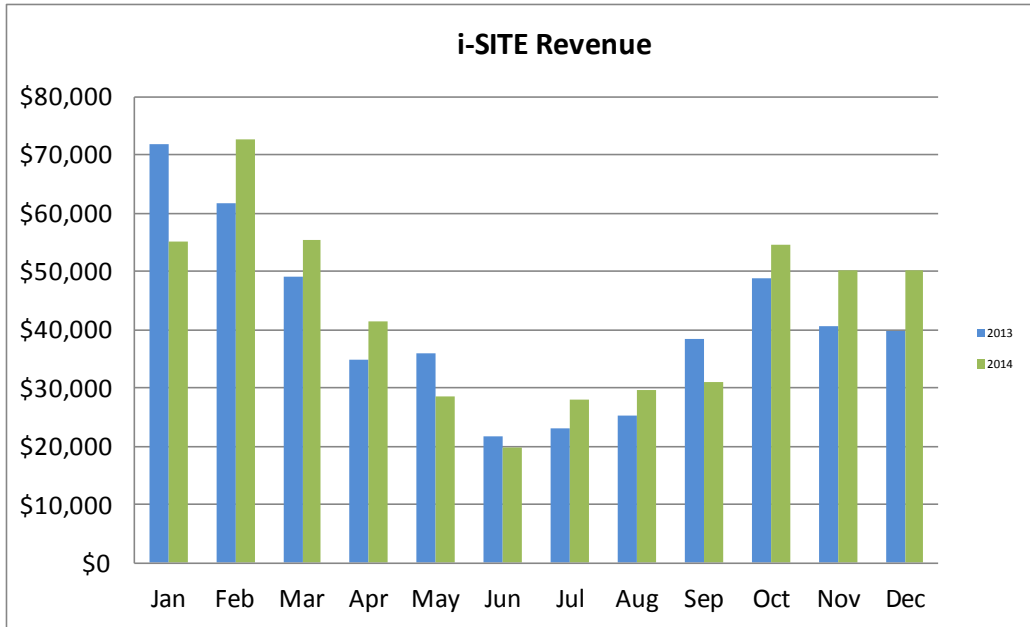
### ***i-SITE Visitor Centres***

#### ***Highlights:***

- **i-SITE Total Sales**
- November and December were record revenue months for the i-SITE Visitor Centres.
- i-SITE Visitor Centre gross revenue for YE December 2014 (\$516,612) was up 5.3% on the previous 12 months. As forecast, November and December

2014 were stronger than the same months in 2013 and finished the calendar year strongly.

- i-SITE revenue of \$516,612 for 2014 is up 26.8% on revenue generated in the YE 2013. That's annual growth of 8.9%.



- **i-SITE Foot Count**

The year ending December 2014 saw the i-SITE Visitor Centres with 51,668 visitors which is 1,094 (2.0%) down on the previous year.

- October 4,374 – up 1%
- November 4,311 – up 3%
- December 4,871 – down 22%

**Product Development**

- South Coast Transport Operator
  - Operator has travelled to Auckland to inspect potential vehicle
- Cattle Muster
  - Product has been tested and feedback given
  - Full launch expected prior to March
- Masterton Vineyards, Orchards and Groves Cycling
  - Product has been trialled and feedback given
  - Soft launch expected before end of February

**Operator Development**

- Thinking differently session was held with Wines from Martinborough
- Post summer accommodation and NZ Cycle Trail session will be held

**David Hancock**  
**General Manager**

## Financials 31 December 2014

- The financial statements are attached and summarised below:

Destination Wairarapa Profit & Loss Summary						
	December 2014			YTD		
	Actual	Budget	Variance	Actual	Budget	Variance
<b>Revenue</b>	<b>\$48,526</b>	<b>\$67,397</b>	<b>-\$18,871</b>	<b>\$429,568</b>	<b>\$411,828</b>	<b>\$17,740</b>
<b>Expenditure</b>						
Corporate Support	\$29,793	\$36,862	\$7,069	\$193,382	\$207,688	\$14,306
Marketing	\$9,892	\$5,145	-\$4,747	\$104,304	\$90,520	-\$13,784
i-SITEs	\$18,413	\$18,400	-\$13	\$102,785	\$109,601	\$6,816
<b>Total Expenses</b>	<b>\$58,098</b>	<b>\$60,407</b>	<b>\$2,309</b>	<b>\$400,471</b>	<b>\$407,809</b>	<b>\$7,338</b>
<b>Net Surplus/Deficit</b>	<b>-\$9,572</b>	<b>\$6,990</b>	<b>-\$16,562</b>	<b>\$29,097</b>	<b>\$4,019</b>	<b>\$25,078</b>
<b>PROJECTS</b>						
<b>Opening Rimutaka Cycle Trail funds in Retained Earnings</b>				<b>\$38,084</b>	<b>\$38,084</b>	<b>\$0</b>
<b>Revenue</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Expenses</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$13,661</b>	<b>\$0</b>	<b>-\$13,661</b>
<b>Closing Rimutaka Cycle Trail funds in Retained Earnings</b>				<b>\$24,423</b>	<b>\$0</b>	<b>\$24,423</b>
<b>Total Net Surplus/Deficit</b>	<b>-\$9,572</b>	<b>\$6,990</b>	<b>-\$16,562</b>	<b>\$15,436</b>	<b>\$4,019</b>	<b>\$11,417</b>

- All revenue and expenses are performing better than budget. While marketing spend is higher than budget it's great to have had the room to spend more on our core function
- Other Revenue is additional grants from Councils for Huri Huri but is offset through expenditure in Domestic Marketing and Contractor Staff
- Gain on Sale is from return of lease vehicles
- Some big ticket marketing expenses are still to come with conference trade shows, Australia and Auckland travel and the Huri Huri Wairarapa Bike Festival
- Contractor Staff is higher than budget with Catherine Rossiter-Stead being engaged to manage Huri Huri
- Salaries is lower than budget with much of the annual leave liability having been removed
- Domestic Marketing expenditure is up on budget due to Huri Huri

**DESTINATION WAIRARAPA INC.**  
**INCOME STATEMENT FOR THE PERIOD**  
**31/12/2014**



	<b>Actual</b>	<b>Budget</b>	<b>Actual</b>	<b>Budget</b>
	<b>31/12/2014</b>	<b>31/12/2014</b>	<b>YTD</b>	<b>YTD</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
<b>REVENUE</b>				
Retail Sales & Other Commissions	1,123	800	4,049	3,600
Less Cost of Sales	(232)	(600)	(1,450)	(2,250)
Accommodation Commissions	2,512	3,300	12,620	14,500
Escape Planner - Net Revenue	870	1,000	16,393	19,000
Wine Map Revenue	370	-	9,943	-
Other Revenue	-	-	20,753	-
Grants - Masterton District Council	22,187	21,667	131,560	130,002
Grants - Carterton District Council	4,417	4,338	26,265	26,025
Grants - South Wairarapa District Council	10,160	9,667	60,480	57,999
Donation - THF	-	21,035	104,165	125,806
Membership	6,817	5,916	40,111	35,496
Interest Received	302	275	2,214	1,650
Gain on Sale	-	-	2,467	-
<b>Operational Revenue</b>	<b>48,526</b>	<b>67,397</b>	<b>429,568</b>	<b>411,828</b>
<b>EXPENDITURE</b>				
<b>Corporate Support</b>				
Salaries	10,116	19,849	98,816	119,094
Personnel Expenses incl Training	581	50	2,310	1,800
Board Fees	4,828	5,903	10,590	11,806
Board Members' Expenses	8	75	115	150
Membership Expenses incl TDG	150	-	1,901	2,700
Subscriptions & Membership	34	55	8,182	3,330
Vehicle Leases	1,088	-	3,799	-
Vehicle Operating Costs	869	875	4,769	5,250
Rent & Rates	1,156	1,275	7,422	7,650
Electricity	92	170	703	1,150
Telecoms incl Mobiles	684	500	4,590	4,460
Information Technology	649	810	4,298	4,860
Office Supplies incl Furnishings	983	500	4,071	3,000
Kitchen Supplies	5	35	44	210
Equipment Rental	91	100	454	600
Bank Fees - National Bank	35	55	199	340
Accounting Fees	2,083	2,083	12,500	12,498
Merchant & Bank Fees - BNZ	925	250	2,269	1,500
Insurance	400	410	2,376	2,440
ACC Levies	114	175	534	1,050
Fringe Benefit Tax	1,134	608	4,222	3,648
Legal Expenses	-	-	100	500
Audit Fees	1,259	1,259	7,545	7,552
Depreciation	1,952	1,425	9,679	8,700
Interest Expense	558	400	1,896	2,400
Bad Debts	-	-	-	1,000
<b>Total Corporate Support Expenses</b>	<b>29,793</b>	<b>36,862</b>	<b>193,382</b>	<b>207,688</b>

**DESTINATION WAIRARAPA INC.**  
**INCOME STATEMENT FOR THE PERIOD**  
**31/12/2014**



	Actual	Budget	Actual	Budget
	31/12/2014	31/12/2014	YTD	YTD
<b>Marketing</b>				
Contract Staff	4,300	2,250	20,156	13,500
CNZWT Marketing	-	-	2,520	2,700
International Marketing Alliance	-	-	22,669	24,650
Advertising	-	-	720	2,500
Domestic Marketing	2,469	1,000	15,757	6,000
Distribution	1,038	1,000	5,175	6,000
Web Site & E-Marketing	524	795	3,759	4,770
Visitor Guide	-	-	18,079	15,000
Relationship Marketing	130	100	1,270	900
Branding & Imagery	-	-	700	2,000
Exhibitions & Events	288	-	1,798	4,000
Trade	459	-	862	2,000
Media	360	-	1,544	1,000
Conferences	324	-	5,543	5,500
Rimutaka Cycle Trail	-	-	3,751	-
<b>Total Marketing Expenses</b>	<b>9,892</b>	<b>5,145</b>	<b>104,304</b>	<b>90,520</b>
<b>I-Sites</b>				
Wages	14,352	15,000	83,068	87,000
Personnel incl Training & Conferences	1,156	-	2,245	1,500
Travel & Transport	-	-	-	150
Rent & Rates	1,895	2,150	11,368	12,896
Electricity	158	300	1,724	2,200
Telecom	477	600	2,345	3,430
Photocopier	183	150	963	900
Office Supplies incl Furnishings	36	150	471	900
Kitchen Supplies	156	50	602	625
Repairs & Maintenance	-	-	-	-
<b>Total I-Site Expenses</b>	<b>18,413</b>	<b>18,400</b>	<b>102,785</b>	<b>109,601</b>
<b>Operating Expenditure</b>	<b>58,098</b>	<b>60,407</b>	<b>400,471</b>	<b>407,809</b>
<b>Operating Surplus (Deficit)</b>	<b>(9,573)</b>	<b>6,990</b>	<b>29,097</b>	<b>4,019</b>

\* Rimutaka Cycle Trail Total \$24,423



## DESTINATION WAIRARAPA INC.

BALANCE SHEET AS AT 31 DECEMBER 2014



CURRENT ASSETS	\$	\$
Cash Float	400	
Bank - National	54,723	
National Bank - Call Account	69,179	
BNZ Trust Account.	54,644	
Inventory I-Sites	1,521	
Receivables - Trade	5,169	
Donation Not Yet Received	104,165	
Prepayments	687	
<b>Total Current Assets</b>		<b>290,488</b>
<b>NON-CURRENT ASSETS</b>		
Fixed Assets	135,147	
Less Accumulated Depreciation	(59,114)	
<b>Fixed Assets</b>		<b>76,033</b>
<b>TOTAL ASSETS</b>		<b>366,521</b>
<b>LIABILITIES</b>		
Accounts Payable	21,999	
Income in Advance	1,530	
BNZ Trust Account (Commission)	54,644	
Payroll Liability	22,405	
Toyota Finance	51,596	
<b>TOTAL LIABILITIES</b>		<b>152,174</b>
<b>EQUITY</b>		
Opening Retained Earnings	82,550	
Contingency Reserve	70,000	
Asset Replacement Reserve	32,700	
Surplus / (Deficit) for the year 2014/15	29,097	
<b>Total Equity</b>		<b>214,347</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>366,521</b>

DESTINATION WAIRARAPA  
STATEMENT OF CASH FLOWS  
AS AT 31 DECEMBER 2014



**Cash Flows from Operating Activities**

<u>Cash was provided from:</u>	<b>\$</b>
Donation - Trust House	-
Donation - Others	-
Receipts from Customers	72,534
Grants Received - TLA	218,305
Gain on Sale	2,436
Interest Received	2,214
	<u>295,489</u>

Cash was applied to:

Payments to suppliers and employees	365,242
Interest Paid	1,896
	<u>367,138</u>

**Net Cash Inflows / (Outflows) from Operating Activities (71,649)**

**Cash Flows from Investing Activities**

Cash was applied to:	
Purchase of Fixed Assets	<u>52,342</u>
	52,342
Cash was provided from:	
Sale of Fixed Assets	<u>19,174</u>
	19,174

**Net Cash Outflows from Investing Activities (33,168)**

**Cash Flows from Financing Activities**

Cash was provided from:	
Proceeds from Finance leases	<u>52,127</u>
	52,127
Cash was applied to:	
Repayment of borrowings	766
Finance Lease Repayments	<u>23,895</u>
	24,661

**Net Cash Inflows/ (Outflows) from Financing Activities 27,466**

**Net (Decrease) / Increase in Cash Held (77,351)**

Opening Cash Balance 256,297

Closing Cash Balance 178,946

Closing Cash is made up of:

Cash Floats	400
Funds at Bank	109,367
Short Term Deposits	<u>69,179</u>
	<u><u>178,946</u></u>

# DESTINATION WAIRARAPA - FIXED ASSET DEPRECIATION SCHEDULE

As at 31 DECEMBER 2014



<u>ASSETS</u>	DATE	COST PRICE	ACCUM DEPN	OPENING BOOK VALUE	ASSETS	Disposal Cost	Accum Depr	DEPN RATE % DV	DEPN Opening Assets	DEPN Additions Depreciate	CLOSING COST PRICE	CLOSING ACCUM DEPN	CLOSING BOOK VALUE	SALE PRICE	GAIN (LOSS) on Sale
<b>Furniture &amp; Equipment</b>															
Coffee Table	Oct-07	234	140	94				12.50 Dv	6		234	146	88		
Display Stand & Panels	Oct-07	309	183	126				12.50 Dv	8		309	191	118		
Wairarapa Banners	Oct-07	312	185	127				12.50 Dv	8		312	193	119		
Wall Display Unit	Oct-07	322	190	132				12.50 Dv	8		322	198	124		
Marketing Panel	Oct-07	338	201	137				12.50 Dv	9		338	210	128		
Chairs	Oct-07	388	230	158				12.50 Dv	10		388	240	148		
Blinds	Oct-07	459	357	102				30.00 Dv	10		459	367	92		
Brochure Stand	Oct-07	646	383	263				12.50 Dv	16		646	399	247		
Signage	Oct-07	1,294	767	527				12.50 Dv	33		1,294	800	494		
Wairarapa Display Panels	Oct-07	1,870	1,110	760				12.50 Dv	45		1,870	1,158	712		
Joinery - Display Stands	Oct-07	6,536	3,877	2,659				12.50 Dv	166		6,536	4,043	2,493		
PABX System	Oct-08	5,133	4,634	499				36.00 Dv	90		5,133	4,724	409		
Midback Chairs (4)	Feb-09	959	587	372				19.20 Dv	26		959	613	346		
2 Drawer Flip Cabinet Black	Feb-09	496	338	158				19.20 Dv	15		496	353	143		
Form Midback Chair (2)	Feb-09	656	448	208				19.20 Dv	20		656	468	188		
Vortex Sofa & Chairs	Feb-09	512	350	162				19.20 Dv	18		512	366	146		
Vortex Tub Chair	Feb-09	296	202	94				19.20 Dv	9		296	211	85		
Desk - Light Maple	Feb-09	346	236	110				19.20 Dv	11		346	247	99		
Chair - Hero Black Knight	Feb-09	99	68	31				19.20 Dv	3		99	71	28		
Coffee Table	Feb-09	230	157	73				19.20 Dv	7		230	164	66		
Counter	Feb-09	7,990	3,969	3,991				12.00 Dv	239		7,990	4,208	3,752		
Signage	Jun-09	880	736	144				30.00 Dv	22		880	758	122		
Hero Chair Black Knight	Jun-09	119	78	40				19.20 Dv	4		119	82	36		
Espresso Guest Chairs (2)	Jun-09	283	187	96				19.20 Dv	9		283	196	87		
Desks Tawa (3)	Jun-09	824	475	349				15.80 Dv	27		824	502	322		
Work Station Tawa (1)	Jun-09	399	230	169				15.80 Dv	13		399	243	156		
4 Drawer Mobiles (5)	Jun-09	969	640	328				19.20 Dv	32		969	672	296		
Bookcases Tawa (2)	Jun-09	532	352	180				19.20 Dv	17		532	369	163		
Cupboard Tawa	Jun-09	426	281	145				19.20 Dv	14		426	295	131		
Cubit Coffee Table	Jun-09	230	152	78				19.20 Dv	7		230	159	71		
Laptop	Jun-09	2,280	2,257	23				60.00 Dv	7		2,280	2,294	16		
Work Station Tawa (1)	Jun-09	399	230	169				15.80 Dv	13		399	243	156		
PABX System 2	Jul-09	2,990	2,689	321				36.00 Dv	58		2,990	2,727	263		
Prints (3)	Aug-09	1,813	1,263	550				31.60 Dv	59		1,813	1,222	491		
Brochure Stand	Sep-09	1,019	483	535				12.50 Dv	33		1,019	518	502		
15" Monitor & Wall Bracket	Dec-09	1,219	1,199	20				60.00 Dv	6		1,219	1,205	14		
Mobile Phones (2)	Feb-10	2,665	2,614	51				60.00 Dv	15		2,665	2,629	36		
Vortex 2 Seater Sofa	May-10	589	349	239				19.50 Dv	23		589	372	216		
Banner	Jun-10	1,964	1,173	791				30.00 Dv	79		1,964	1,252	712		
Banner Stand	Jun-10	1,890	1,010	880				30.00 Dv	66		1,890	1,078	812		
Display Units	Oct-10	1,430	562	868				12.50 Dv	54		1,430	616	814		
Signage (Sign Factory)	Nov-10	1,184	850	325				30.00 Dv	49		1,184	908	276		
Computer Toshiba Tecra	Dec-10	1,715	1,563	152				50.00 Dv	38		1,715	1,601	114		
Phillips LCD 22"	Dec-10	304	254	50				40.00 Dv	10		304	264	40		
Computer Toshiba Tecra A11	Feb-11	1,475	1,329	146				50.00 Dv	36		1,475	1,365	110		
Disk Drive 300GB HDD's (2)	Jun-11	995	875	120				50.00 Dv	30		995	905	90		
Server & Equipment	Jun-11	12,768	7,494	5,274				25.00 Dv	859		12,768	8,153	4,615		
Camera - Canon EOS1100	Dec-11	999	723	276				40.00 Dv	55		999	778	221		
Acer LCD 22" (4)	Jan-12	936	686	250				40.00 Dv	54		936	720	216		
Computer - 15.6" Samsung	Jun-12	1,440	1,094	346				30.00 Dv	86		1,440	1,180	260		
Signage (Sign Factory)	Sep-13	920	230	690				30.00 Dv	104		920	334	586		
Signage (Sign Factory)	Apr-14	1,372	103	1,269				30.00 Dv	190		1,372	293	1,079		
Deif Optplex PC'S (2)	May-14	1,265	107	1,178				50.00 Dv	294		1,265	401	864		
Camcorder & Accessories	May-14	4,738	316	4,422				40.00 Dv	854		4,738	1,200	3,538		
Samsung Galaxy/Tab 2 7.6	Jun-14	661	28	633				50.00 Dv	158		661	186	475		
Signage 3 Banners	Aug-14	-	-	-	1,960			30.00 Dv	0	163	1,960	163	1,797		
Samsung Galaxy/Tab 2 7.6	Aug-14	-	-	-	511			50.00 Dv	0	43	511	43	468		
2 Transformer Basic Screens	Nov-14	-	-	-	520			50.00 Dv	0	43	520	43	477		
<b>Total Furniture &amp; Equipment</b>		<b>82,805</b>	<b>51,198</b>	<b>31,607</b>	<b>2,991</b>	-	-		<b>3,965</b>	<b>249</b>	<b>65,796</b>	<b>55,412</b>	<b>30,384</b>		
<b>Vehicles</b>															
Toyota Corolla ETU339	Oct-11	17,387	10,784	6,603		17,387	11,279	30.00 Dv	-	495	-	-	-	7,391	1,283
Toyota Corolla EJM659	Oct-11	17,387	10,784	6,603		17,387	11,279	30.00 Dv	-	495	-	-	-	7,261	1,153
Toyota Camry ESF771	Dec-11	19,126	11,395	7,731		19,126	12,168	30.00 Dv	-	773	-	-	-	6,998	30
Toyota Corolla HQU231	Oct-14	-	-	-	24,715			30.00 Dv	-	1854	24,715	1,854	22,861		
Toyota Corolla HQU232	Oct-14	-	-	-	24,637			30.00 Dv	-	1848	24,637	1,848	22,799		
<b>Total Vehicles</b>		<b>53,900</b>	<b>32,963</b>	<b>20,937</b>	<b>49,351</b>	<b>53,900</b>	<b>34,726</b>		<b>-</b>	<b>5,465</b>	<b>49,351</b>	<b>3,702</b>	<b>45,649</b>	<b>21,641</b>	<b>2,467</b>
<b>Total: Destination Wairarapa</b>		<b>136,705</b>	<b>84,161</b>	<b>52,543</b>	<b>52,343</b>	<b>53,900</b>	<b>34,726</b>		<b>3,965</b>	<b>5,714</b>	<b>135,147</b>	<b>59,114</b>	<b>76,033</b>	<b>21,641</b>	<b>2,467</b>