

ITEM NO. 4

FILE NO: PSC2013-03793

FEEES AND CHARGES 2014-2015 – NEW FEES FOR PORT STEPHENS TREESCAPE CAMPING & ACCOMMODATION AND THOU WALLA SUNSET RETREAT

REPORT OF: CARMEL FOSTER – ACTING GROUP MANAGER CORPORATE SERVICES
 GROUP: CORPORATE SERVICES

RECOMMENDATION IS THAT COUNCIL:

- 1) Agrees to place the fees proposed in **(ATTACHMENT 1)** for Port Stephens TreEscape Camping & Accommodation and Thou Walla Sunset Retreat on public exhibition for a period of 28 days; if no submissions are received to deem the proposed fees adopted from the day after the close of submissions.

**ORDINARY COUNCIL MEETING – 25 NOVEMBER 2014
 COMMITTEE OF THE WHOLE RECOMMENDATION**

	<p>Councillor Paul Le Mottee Councillor Steve Tucker</p>
	<p>That the recommendation be adopted.</p>

MOTION

311	<p>Councillor Steve Tucker Councillor Sally Dover</p>
	<p>It was resolved that Council place the fees proposed in (ATTACHMENT 1) for Port Stephens TreEscape Camping & Accommodation and Thou Walla Sunset Retreat on public exhibition for a period of 28 days; if no submissions are received to deem the proposed fees adopted from the day after the close of submissions.</p>

BACKGROUND

The purpose of this report is to seek Council's approval to place on public exhibition the proposed fees and charges for Port Stephens TreEscape Camping & Accommodation and Thou Walla Sunset Retreat as required by Section 610F of the *Local Government Act 1993*.

FINANCIAL/RESOURCE IMPLICATIONS

At its meeting on 28 October 2014 Council agreed to open the business to be known as Port Stephens TreEscape as an affordable camping and accommodation enterprise; at the same meeting Council noted the implementation of its resolution of 15 April 2014 (Minute No. 91) regarding the purchase of new product for the now renamed Thou Walla Sunset Retreat (formerly Soldiers Point Holiday Park).

To ensure that Council maximises its return on investment in these two facilities for the coming holiday season, it is proposed that the fees shown in **(ATTACHMENT 1)** be available to be charged at the earliest opportunity.

Source of Funds	Yes/No	Funding (\$)	Comment
Existing budget	Yes		Existing recurrent budget.
Reserve Funds	No		
Section 94	No		
External Grants	No		
Other	No		

LEGAL, POLICY AND RISK IMPLICATIONS

Under Section 610F of the *Local Government Act 1993* Council is required to place any proposed fees or charges on public exhibition for a period of 28 days. These proposed fees and charges have been developed under the provisions of Council's pricing policy as market-based.

Risk	Risk Ranking	Proposed Treatments	Within Existing Resources?
There is a risk that if the fees and charges proposed in (ATTACHMENT 1) are not placed on public exhibition Council would be in breach of legislation resulting in reputation loss.	Low	Council agrees to place the fees and charges in (ATTACHMENT 1) on public exhibition.	Existing
There is a risk that if there are submissions received and a further report to Council is required the proposed fees could not be legally charged until Council adopts them, resulting in loss of revenue.	Low	Council adopts the fees at the earliest opportunity after the exhibition period.	Existing

SUSTAINABILITY IMPLICATIONS

Includes Social, Economic and Environmental Implications

New services at Port Stephens TreEscape Camping & Accommodation and new facilities at Thou Walla Sunset Retreat provide social benefit to visitors and tourists as well as economic benefit to the Port Stephens local government area. Both provide financial benefit to Council in an environmentally sensitive manner.

CONSULTATION

Council staff undertook extensive research with other Councils and private providers to ascertain the most appropriate level of fees and charges that were attractive in the marketplace and also provided a good return to Council.

OPTIONS

- 1) Accept the recommendation;
- 2) Amend the recommendation;
- 3) Reject the recommendation.

ATTACHMENTS

- 1) New proposed Fees and Charges Port Stephens TreEscape Camping & Accommodation and Thou Walla Sunset Retreat.

COUNCILLORS ROOM

Nil.

TABLED DOCUMENTS

Nil.

ATTACHMENT 1

New proposed Fees and Charges Port Stephens TreEscape Camping & Accommodation and Thou Walla Sunset Retreat

Port Stephens TreEscape Camping & Accommodation

Per night rates (minimum - maximum)

Room only rates based on 2 adults unless otherwise specified;

Minimum is low season mid-week; maximum is high season.

All fees include GST.

Accommodation Type	Low Season – Mid Week	High Season
Studios	From \$90	\$210
2 bedroom villas	From \$100	\$260
1 bedroom suites & deluxe studio	From \$100	\$315
Unpowered camp sites	\$30	\$50
Powered camp sites	\$34	\$72
Powered van sites with slabs	\$34	\$72
Dormitory tents (inclusive of 10 occupants)	From \$150 per night	\$350 per night
Extra adult charges (in cabins/villas)	\$15	\$25
Extra adult charges (on sites)	\$15	\$15
Extra child charges (on sites)	\$5	\$10
Additional person with rollaway bed	\$30 per night	\$30 per night
Late checkout- 12 noon subject to availability	\$30	\$50
Extra late checkout - 3pm subject to availability	\$50	\$70
Children free in accommodation using existing bedding		

Thou Walla Sunset Retreat

Per night rates (minimum - maximum)

Based on 2 adults unless otherwise specified;

- Best Available Rates (BAR) will be determined on market demand and selected from the low to high season bandwidth.
- Published Full Rates will be High Season Rates.
- No rate seasons will be required for approval.
- All rates include GST.

Room Only

Accommodation Type	Low	High	Base Number of Persons	Extra persons Over 3 years old
	Best Available Rate (BAR) Range			
Waterview Deluxe	\$185	\$460	2	\$20
Waterview Sunset	\$185	\$460	2	\$20
Waterview Bath Cottage	\$150	\$320	2	n/a
Waterview Standard	\$150	\$320	2	\$20
Standard Cabin	\$121	\$250	2	\$15
Thou Walla Tent	\$121	\$300	2	n/a
Site	\$35	\$115	2	\$10

Packages and Discounts

Accommodation Type	\$10 Tuesday Range	3 Day Weekend Range	Escape Range	Discount Approvals Best Available Rate
Waterview Deluxe	\$380 - \$930	BAR less 12%	BAR Plus \$45	10% - 30%
Waterview Sunset	\$380 - \$930	BAR less 12%	BAR Plus \$45	10% - 30%
Waterview Bath Cottage	\$310 - \$650	BAR less 12%	BAR Plus \$45	10% - 30%
Waterview Standard	\$310 - \$650	BAR less 12%	BAR Plus \$45	10% - 30%
Standard Cabin	\$252 - \$510	BAR less 12%	BAR Plus \$45	10% - 30%
Thou Walla Tent	\$252 - \$610	BAR less 12%	BAR Plus \$45	10% - 30%
Site	\$80 - \$240	BAR less 12%	n/a	10% - 30%

Package Summary

\$10 Tuesday	Stay 3 nights including a Tuesday and pay for 2 nights with \$10 for Tuesday
3 Day Weekend	Stay 3 nights' weekend and 3-night rate is discounted by 12%
Escape	Full self-cooked breakfast for 2 daily; 2 bottles of wine, oysters and prawns

Add-Ons & Sundries

	Activities Range per person At Cost	Concierge Range per person \$35 - \$280	Self-Cooked Breakfast Range per person \$15 - \$30	Extra Parking Range per Vehicle \$15 - \$30
	Activities Include: Sailing School Cheese Making Wine Tasting & Tour Tours Massage Room Service Waterside Dining Dive/Snorkel	Include: <ul style="list-style-type: none"> • Cooked Breakfast • Butler Service • Room Service 		