

Territory Discoveries

EXPENSE AND REVENUE SUMMARY

Business Line	2003-04 Estimate	2004-05 Budget
	\$000	\$000
Operating Revenue	5 541	5 592
Holiday Sales	5 541	5 592
Operating Expenses	5 243	4 983
Holiday Sales	5 243	4 983
Operating Result	298	609

Total 2004-05 Staffing: 35.5

Profile

Overview

Territory Discoveries contributes to the Northern Territory's economic growth by developing tourism products for sale to consumers in the domestic and international marketplace. The core performance objective of Territory Discoveries is to increase the exposure of, and potential economic returns to, the Territory tourism industry, particularly small to medium-sized operators.

Strategic Issues

- Increase competitiveness with other Australian and international destinations.
- Increase the Territory's share of the domestic and international markets by converting consumer desire to visit the Territory into actual visitation.

Budget Highlights

- Introduce a booking system to facilitate consumers booking Northern Territory tourism products online.
- Establish a supplier access system to allow operators to access accommodation and tours online, giving them more flexibility to manage forward bookings and commissions.

Performance

Expenses declining in 2004-05 due to operating efficiencies that have been implemented. There is no significant increase anticipated in revenue. The focus will be on creating and maintaining a stronger alliance with retail travel agency chains, and increasing the servicing of travel agents in Western Australia, South Australia and the Territory.

A proactive approach to following up information and booking requests will be applied, with an emphasis on servicing consumer business. Creating an online booking system will allow consumers to book and pay for holiday packages via the internet.

Holiday Sales

Territory Discoveries packages Northern Territory tourism products for sale in the domestic and international marketplace. It promotes packaged products through the domestic retail network and directly to consumers through advertising and other promotional activities.

Outcome

Increased tourist visitation to the Northern Territory from the domestic and international marketplace.

Performance Measures	2003-04 Estimate	2004-05 Estimate
<i>Quantity</i>		
Territory tourism operators participating in wholesale program	183	190
Territory tourism products featured in wholesale program	1 410	1 410
Number of holiday packages sold	10 000	10 092
Value of holiday packages sold	\$10.0M	\$10.0M
<i>Quality</i>		
Client satisfaction	80%	80%
<i>Timeliness</i>		
Key activities delivered in accordance with operational timeframes	90%	90%
<i>Cost</i>		
Cost per holiday package sold	\$524	\$494

Statement of Financial Performance

	2003-04 Estimate	2004-05 Budget
	\$000	\$000
OPERATING REVENUE		
<i>Grants and Subsidies</i>		
Current	2 404	2 118
Capital		
Community Service Obligations	448	448
Sales of Goods and Services	2 689	3 026
Interest Revenue		
Rent and Dividends		
Miscellaneous Revenue		
Profit/Loss on Disposal of Assets		
TOTAL OPERATING REVENUE	5 541	5 592
OPERATING EXPENSES		
Employee Expenses	1 872	1 928
<i>Administrative Expenses</i>		
Purchases of Goods and Services	3 332	3 053
Repairs and Maintenance		
Depreciation and Amortisation	39	2
Other Administrative Expenses		
<i>Grants and Subsidies</i>		
Current		
Capital		
Interest Expense		
TOTAL OPERATING EXPENSES	5 243	4 983
OPERATING SURPLUS BEFORE INCOME TAX	298	609
Income Tax Expense		
NET OPERATING SURPLUS	298	609

Statement of Financial Position

	2003-04 Estimate	2004-05 Budget
	\$000	\$000
ASSETS		
Cash and Deposits	6 129	6 741
Receivables	892	892
Prepayments		
Inventories		
Advances and Investments		
Land and Improvements	6	6
Plant and Equipment	5	3
Other Assets		
TOTAL ASSETS	7 032	7 642
LIABILITIES		
Deposits Held		
Creditors and Accruals	3 975	3 975
Borrowings and Advances		
Provisions	113	114
Other Liabilities	1 755	1 755
TOTAL LIABILITIES	5 843	5 844
NET ASSETS	1 189	1 798
EQUITY		
<i>Capital</i>		
Opening Balance	5 676	5 676
Equity Injections/Withdrawals		
Reserves		
<i>Accumulated Funds</i>		
Opening Balance	- 4 785	- 4 487
Current Year Surplus/Deficit	298	609
Dividends Paid/Payable		
TOTAL EQUITY	1 189	1 798

Statement of Cash Flows

	2003-04 Estimate	2004-05 Budget
	\$000	\$000
CASH FLOWS FROM OPERATING ACTIVITIES		
Operating Receipts		
<i>Grants and Subsidies Received</i>		
Current	2 404	2 118
Capital		
Community Service Obligations	448	448
Receipts from Sales of Goods and Services	2 689	3 026
Interest Received		
Total Operating Receipts	5 541	5 592
Operating Payments		
Payments to Employees	1 872	1 927
Payments for Goods and Services	3 332	3 053
<i>Grants and Subsidies Paid</i>		
Current		
Capital		
Interest Paid		
Income Tax Paid		
Total Operating Payments	5 204	4 980
NET CASH FROM OPERATING ACTIVITIES	337	612
CASH FLOWS FROM INVESTING ACTIVITIES		
Investing Receipts		
Proceeds from Asset Sales		
Repayment of Advances		
Sales of Investments		
Total Investing Receipts		
Investing Payments		
Purchases of Assets		
Advances and Investing Payments		
Total Investing Payments		
NET CASH FROM INVESTING ACTIVITIES		
CASH FLOWS FROM FINANCING ACTIVITIES		
Financing Receipts		
Proceeds of Borrowings		
Deposits Received		
Equity Injections		
Total Financing Receipts		
Financing Payments		
Repayment of Borrowings		
Finance Lease Payments		
Dividends Paid		
Equity Withdrawals		
Total Financing Payments		
NET CASH FROM FINANCING ACTIVITIES		
Net Increase in Cash Held	337	612
Cash at Beginning of Financial Year	5 792	6 129
CASH AT END OF FINANCIAL YEAR	6 129	6 741