



SOUTH MELBOURNE MARKET COMMITTEE

AGENDA

13 FEBRUARY 2020



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SOUTH MELBOURNE MARKET COMMITTEE SECTION 86 COMMITTEE MEETING

To Committee Members

Notice is hereby given that an Ordinary Meeting of South Melbourne Market Committee will be held in South Melbourne Market on Thursday, 13 February 2020 at 6.00pm.

ATTENDING MEMBERS

Joanne Plummer (Chairperson), Andrew Danson (Independent Member), Simon Talbot (Independent Member), Cr Bernadene Voss, Cr Marcus Pearl

ATTENDING OFFICERS

Kylie Bennetts, Director Office of the CEO, Danielle Bleazby, South Melbourne Market Executive Manager, Adam Mehegan, Operations Coordinator, Ross Williamson, Senior Licensing Coordinator, Sophie McCarthy, Business & Events Coordinator

AGENDA

- 1 APOLOGIES
- 2 MINUTES OF PREVIOUS MEETINGS

Minutes of the South Melbourne Market Committee of the Port Phillip City Council held on 5 December 2019.

- 3 DECLARATIONS OF CONFLICTS OF INTEREST
- 4 ACTION ITEMS
- 5 PRESENTATION OF MANAGERS REPORT

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	Trader Report	

- 6 SOUTH MELBOURNE MARKET REPORTS
- 7 PUBLIC QUESTION TIME



Nil

8 CONFIDENTIAL MATTERS

- 8.1 Presentation: Strategic Plan Report Food & Beverage 5 Years
- 8.2 2020/21 Budget
- 8.3 Manager's Update
- 8.4 Confidential Action Items
- 8.5 OHS & Incidents Report
- 8.6 Security Report
- 8.7 Contracts Report
- 8.8 Project Update
- 8.9 Risk Register Review
- 8.10 Fur Labelling Policy Draft
- 8.11 SO:ME Space Architecture
- 8.12 EOI Stall 134
- 8.13 EOI Stall 165
- 8.14 Licence/Deeds Of Surrender For Signing
- 8.15 SMM Carparking Charges Review Update
- 8.16 Committee Calendar: 3-Month Forward Look
- 8.17 Strategy in View



- 1. APOLOGIES
- 2. MINUTES OF PREVIOUS MEETINGS
- 3. DECLARATIONS OF CONFLICTS OF INTEREST
- 4. ACTION ITEMS





5. PRESENTATION OF MANAGER'S REPORT

5.1 SMM MANAGER'S REPORT

PREPARED BY: DANIELLE BLEAZBY, EXECUTIVE MANAGER SOUTH

MELBOURNE MARKET

1. PURPOSE

1.1 To provide an update to the South Melbourne Market Committee on activities since the last meeting.

2. ACTION

That the Committee:

2.1 Notes the Manager's Report

3. KEY POINT/ISSUES

- 3.1 Christmas Trading terrific atmosphere and vibe, with good numbers through the market. Operations teams did a great job managing Christmas Eve extremely smoothly with no incidents. Entire team worked hard on all aspects.
- 3.2 Night Market
 - 3.2.1 Well run event overall particular good work to Karolina, Helen, Meagan & Sophie
 - 3.2.2 Good attendance numbers on nights with good weather (as per Sophie's report)
 - 3.2.3 Night Market on the 15th January cancelled at 5pm due to electrical storms, rain, smoke and extreme heat which posed a risk to public safety and a lack of potential patronage. Majority of traders happy with this decision.
 - 3.2.4 Mixed feedback from Traders. Significant negative verbal feedback, but survey results split down the middle. With only 32 Trader responses to survey so far it is pretty much split down the middle around positive, neutral and negative. We will look for further feedback from next Traders meeting.



- 3.3 Mussel Festival program launched, partnership locked in with Jetty Road Brewery and further partnerships being explored
- 3.4 Easter in design for campaign advertising and programming of activates underway. Greek Easter falls weekend after, so looking at further activities for this weekend.
- 3.5 Market closes on Anzac Day which this year is a Saturday, so communications required.

4. OFFICER DIRECT OR INDIRECT INTEREST

4.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO: 56/04/176

ATTACHMENTS Nil





5.2 PERFORMANCE REPORT

PREPARED BY: DANIELLE BLEAZBY, EXECUTIVE MANAGER SOUTH

MELBOURNE MARKET

1. PURPOSE

1.1 To provide the Committee with an update on how the Market is tracking against Key Performance Indicators.

2. ACTION

That the Committee:

2.1 Notes the Market's performance.

3. OFFICER DIRECT OR INDIRECT INTEREST

3.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO: 56/04/176

ATTACHMENTS 1. SMM KPI report Feb 2020

KEY PERFORMANCE INC	ICATORS FEB 2020						
Objective	Measure	Reporting frequency	Baseline	Target	Actual	Status	NOTES
COMMUNITY							
Demonstrate value to our growing community through the effective management,	Visitor numbers	вм	3.835m	2% inc annually	0.50%		Slightly off track mainly due to some Dec (-2.9%) and Sept (-5.3%)
curation and maintenance of this high quality amenity	Stallholder Satisfaction with SMM as venue for Stall	А	83%	85%	90%		
	Customer Satisfaction measured by CoPP Community Satisfaction Report.	A	97%	99%	97%		
PEOPLE & CULTURE							
High performing, healthy,	SMM Staff Turnover	M	0.00%	0.70%	0%		
values driven culture with a Community First mindset	SMM Staff Time Lost due to Injuries	М	0	0	0		
	Customer injuries or near misses	М	твс	0	4		x2 customer injuries. 1 x trip and 1 x fainting
	Vendor injuries or near misses	М	TBC	0	1		x1 vendor, slip on wet surface loading dock. LB was been washed Vendor was not wearing non slipped
INTERNAL PROCESS							
Efficient & effective organisation	% capacity of Market stalls	ВМ	100%	100%	99%		only vacancies are gaps between a stall leaving and a new stall moving in; demand exceeds supply
	% capacity of Pop-up stalls	вм	95%	98%	100%		SO:ME Space is booked out at leas 4 months in advance
Environmental sustainability in a growing community	SMM Potable Water Usage (ml)	Q	26.612ML	26.612ML	13.6 ML (YTD)		
Environmental sustainability in a growing community	% SMM Waste Diverted from Landfill	Q	65%	67%	87%		
Finance	Debtors at 60 and 90 days	M		90: 0%	90: 2% 60: 2%		90 day - 4 stalls: legal action being taken to recover \$2,391 (stallholder left 18mnths ago); one on a paymer plan and wants to sell business (owes \$23,026); two in discussions with mgt 60 days - three stalls: one was making regular payments on a plan but has slipped; one has left SMM owing \$1,287; one in discussions with mat





5.3 ATTENDANCE REPORT

PREPARED BY: SOPHIE MCCARTHY, BUSINESS AND EVENTS COORDINATOR

1. PURPOSE

1.1 To provide the Committee with a further analysis of attendance at South Melbourne Market and South Melbourne Night Market.

2. BACKGROUND

2.1 The visitor numbers are monitored by a people counting program to determine total visitor numbers and average visitor numbers by trading day.

3. ACTION

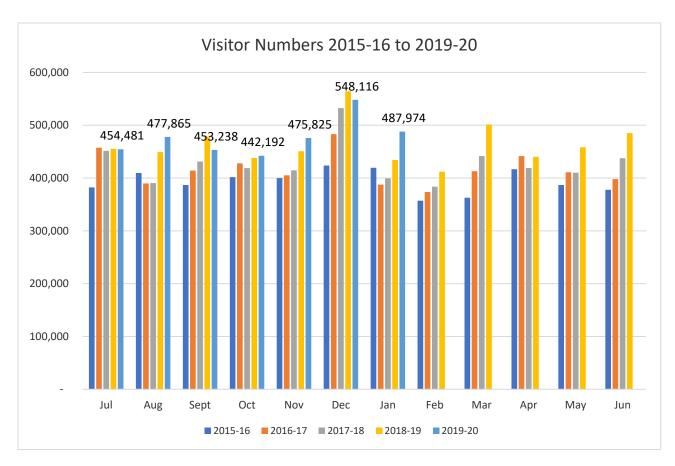
That the Committee:

3.1 Notes the attendance report.

4. KEY POINT/ISSUES

- 4.1 Visitor numbers in November 2019 (475,825) finished 5.6% up on Nov 2018 (450,793) with one extra trading day in Nov 2019. This is reflected in the average market day visitor numbers, with Wednesday and Sunday remaining similar to 2018, and Friday and Saturday visitor numbers dropping 2.67% & 5.44% respectively.
- 4.2 December 2019 finished 2.9% down on Dec 2018, while both months had 19 trading days. In 2019 we traded 3 non-market days and 2018 only 2. Non-Market days, despite the promotion that the Market is open on these days, are traditionally not as busy as market trading days.
- 4.3 January finished 12% up on the previous year as the Night Market was run for 4 of the Wednesdays through this month. Wednesdays were 49% up due to the Night Market, and Fridays were 18% up possibly due to regular Wednesday shoppers wishing to come outside of Night Market days. Saturday and Sunday were similar to 2019.
- 4.4 Note: The monthly market day average numbers are for Wed, Fri, Sat, Sun only, so any additional trading days are not accounted for in the average visitor number report. December also showed a slight decline in visitor numbers per market day.





4.5 Average Market Day Visitor Numbers:

Market Day	Nov-18	Nov-19	Diff	Dec-18	Dec-19	Diff	Jan- 19	Jan-20	Diff
Av Wed	21,301	21,397	0.45%	24,102	22,790	-5.4%	21,534	32,149	49.3%
AVVVCu	21,001	21,007	0.4070	24,102	22,700	-0.470	21,004	02,140	73.370
Av Fri	21,858	21,274	2.67%	24,179	23,044	-4.7%	18,936	22,303	17.8%
			-						
Av Sat	29,545	27,939	5.44%	31,019	30,343	-2.2%	29,926	29,821	-0.4%
Av Sun	34,530	34,691	0.47%	35,757	33,670	-5.8%	32,754	32,145	-1.9%

- 4.6 South Melbourne Night Market: The first Night Market on 8 January was the busiest so far. Beautiful weather, lots of tourists, and the whole Market open for the first time for a Night Market.
- 4.7 The second night on the 15 January was totally different story with media warning large storms and recommending people stay inside. The day was pleasant but by 4pm a large electrical storm hit South Melbourne and it was to remain for a few





hours. A decision was made at 5pm to cancel the Night Market to ensure public safety, avoid damage to furniture and equipment and to allow stalls to close when we knew our visitation numbers would be extremely low given the weather.

- 4.8 We had similar conditions threatened for the third night market, which did not eventuate apart from a light shower into the evening, but still had an impact on our overall numbers. The 29 Jan was a mild and sunny day, with the
- 4.9 We conducted Market Research at the 22 Jan night market event with the visitors, and we also asked for feedback from traders following the first night market. Changes were made to the future events based on this trader feedback to improve the event for everyone. This included:
 - more activity within the Market, encouraging more tastings, more trader activations, live roving music
 - more promotion of our regular traders about what is on offer inside the Market both leading up to the event and on the evening
 - repositioning marquees on Coventry Street to include larger gaps between marquees (4.8m) to allow for flow-through between Market traders & GM /Food Trucks and using clear backs to allow greater visibility to entrances and what the Market has to offer
 - repositioning and adding activities to outside the Food Hall area to entice foot traffic
 to that part of the Market, so they can see what is available past the car park
 entrance on Coventry St
 - fresh produce stalls (Deli Aisle, Fruit & Veg) approved to close from 8pm to avoid produce spoilage
 - improved traffic management throughout the day to avoid delays
- 4.10 In summary we feel that the community have again embraced the Night Market activation, however the sentiment of produce traders has not been so positive with concerns about lack of trade and long days. The market day visitor numbers through January may also indicate that some shoppers have chosen Friday to do their shopping due to the Night Market being on Wednesday.

		8.1.20	15.1.20	22.1.20	29.1.20
8am to 4pm	TOTAL	23,048	18,260	20,998	19,714
	AVERAGE	2,881	2,283	2,625	2,464
4pm to	TOTAL				11,163
10pm		14,616	4,562	11,471	
	AVERAGE	2,436	760	1,912	1,861





5. OFFICER DIRECT OR INDIRECT INTEREST

5.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO: 56/04/164

ATTACHMENTS Nil



5.4 SUSTAINABILITY REPORT

PREPARED BY: ADAM MEHEGAN, OPERATIONS COORDINATOR SOUTH

MELBOURNE MARKET

PURPOSE

1.1 Provide the SMM Committee updates on South Melbourne Markets Sustainable programs and improvements.

2. BACKGROUND

2.1 South Melbourne Market strives with its journey to make the most Sustainable Market in the country. Continually working and developing initiatives and partnerships to reduce the Markets footprint. Recycle, reduce and reuse, plus work toward generating income from resources (waste).

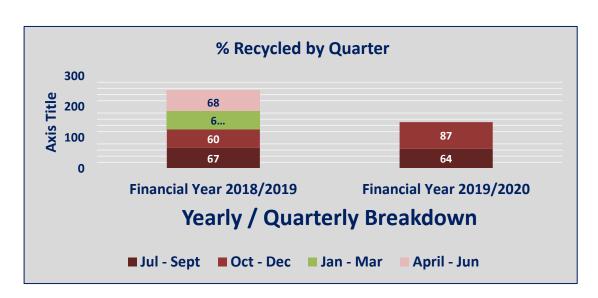
3. ACTION

That the Committee:

3.1 Notes the sustainability update.

4. LANDFILL DIVERSION

4.1

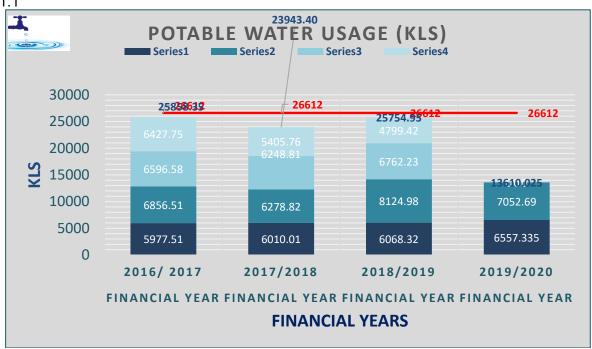


4.2 Landfill diversion continues to improve. Figures are till end of December. Monthly figures for January are not received until second week of Feb



5. POTABLE WATER

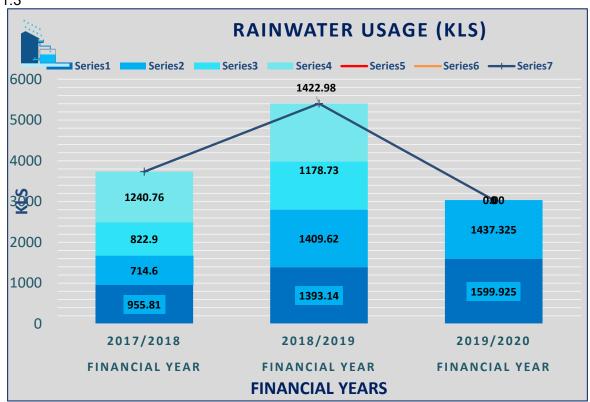




5.1.2 A decrease in potable water usage for the quarter 19 /20 versus same time 18 / 19 can be contributed to the Market now having the 79 stall holders connected to water sub metered in the use of potable water. 1124KL less than this time last year.



5.1.3



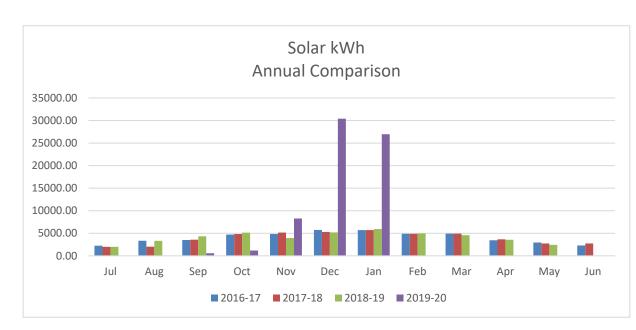
- 5.2 Rain water usage increase 2019/ 20 versus 2018 /19 can be contributed to increased toilet use, increase use by florists and increase use by cleaning (wash downs).
- 5.3 The Food court toilets, male urinals will be converted to rain water from waterless urinals.





6. SOLAR

6.1



- 6.2 The purple represents 2019/20. The roof space has 234KW of solar on the roof. In September and November, we experienced a couple teething issues of tripped inverters, therefore much of our energy hasn't been generated by solar.
- 6.3 In the past 3 financial years the December & January generated 5,000kw/h based on the 34kw system. The 200KW increase in solar panels has improved energy capture by approximately 25,0000kw/h.
- 6.4 Infrastructure for x2 car charging stations has been completed. Awaiting installation of charging units to complete the project.

7. OFFICER DIRECT OR INDIRECT INTEREST

7.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO: 56/04/164

ATTACHMENTS Nil



5.5 FINANCE REPORT

PREPARED BY: DANIELLE BLEAZBY, EXECUTIVE MANAGER SOUTH

MELBOURNE MARKET

1. PURPOSE

1.1 To inform the Committee about the Market's financial performance.

2. ACTION

That the Committee:

2.1 Notes the Finance Report.

3. OFFICER DIRECT OR INDIRECT INTEREST

3.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO: 56/04/164

ATTACHMENTS 1. SMM Finance Report end 31 December 2019

Comprehensive Income Statement - South Melbourne Market as at 31 December 2019

Comprehensive Income Statemen	it - Souti	. Melbo	urrie Ivia	Net as	at of De	CELLINE	2019		
	Prior Yr.	Curr	ent Year to	date				2019-20 F	ull Year
	Actual	Actual	Forecast	Budget		Variance		Forecast	Budget
Year to Date - December 2019	2018/19 \$'000	2019/20 \$'000	2019/20 \$'000	2019/20 \$'000	2018/19 %	Forecast %	Budget %	2019/20	2019/20 \$'000
Income	\$ 000	\$ 000	\$ 000	\$ 000	70	70	70	\$'000	\$ 000
Licence Fees	3,149	3,290	3,247	3,218	4.5%	1.3%	0.9%	6,413	6,436
Parking fees	302	290	299	300	(4.0%)	(3.0%)	(0.3%)	600	600
Cooking School Income	157	98	125	113	(37.6%)	(21.6%)	10.6%	226	226
Other income	161	142	143	179	(11.7%)	(0.3%)	(20.1%)	349	357
Total Income	3,770	3,821	3,814	3,810	1.4%	0.2%	0.1%	7,587	7,619
Expenses					-	-	-		
Employee costs	764	720	733	774	5.8%	(1.8%)	(5.6%)	1,516	1,554
Advertising, Events and Publicity	260	218	235	308	16.2%	7.8%	31.1%	606	616
Contract Payments	947	1,298	1,224	1,164	(37.1%)	(5.7%)	(5.2%)	2,642	2,529
Professional Services	324	220	198	161	32.1%	(11.1%)	(23.0%)	323	321
Utilities, Insurance, Taxes & Levies	152	203	226	181	(33.6%)	10.2%	24.9%	457	362
Land Tax	103	129	134	103	(25.2%)	3.7%	(30.1%)	205	205
Congestion levy	131	139	139	139	(6.1%)	0.0%	0.0%	277	277
Fire Services levy	16	13	13	11	18.8%	0.0%	18.2%	21	21
Bad and doubtful debts	(1)	2	-	-	253.8%	0.0%	0.0%	-	-
Depreciation and amortisation	653	662	662	662	(1.4%)	0.0%	0.0%	1,323	1,323
Borrowing costs	-	-	-	-	0.0%	0.0%	0.0%	-	-
Head Office Costs	66 74	68 93	68 109	68 70	(3.0%)	0.0%	0.0%	136	136
Other expenses Total Expenses	3,488	3,764	3,741	3,641	(26.1%) (7.9%)	15.0% (0.6%)	56.0% (2.7%)	7,695	168 7,512
Operating Surplus/(Deficit) for the year	281	56	73	168	(80.0%)	22.4%	(56.9%)	(108)	107
					, ,				
Income Statement Converted to Cash	Prior Yr.	Curr	ent Year to	date				2019-20 F	ull Year
	Actual	Actual	Forecast	Budget		Variance		Forecast	Budget
	2018/19	2019/20	2019/20	2019/20	2018/19	Forecast	Budget %	2019/20	2019/20
Operating Surplus / Deficit) for the year	\$'000	\$'000	\$'000	\$'000	%	%	%	\$'000	\$'000
Operating Surplus/ (Deficit) for the year							_		
Operating Surplus/ (Deficit) for the year Adjustments for non-cash operating items:	\$'000	\$'000	\$'000	\$'000	%	%	%	\$'000	\$'000
	\$'000	\$'000	\$'000	\$'000	%	%	%	\$'000	\$'000
Adjustments for non-cash operating items:	\$'000 281	\$'000 56	\$'000 73	\$'000 168	% (80.0%) - -	% (22.4%) -	(56.9%)	\$'000 (108)	\$'000 107
Adjustments for non-cash operating items: • Add back depreciation • Add back written-down value of asset disposals	\$'000 281	\$'000 56	\$'000 73	\$'000 168	% (80.0%) - -	% (22.4%) -	% (56.9%) - - 0.0%	\$'000 (108)	\$'000 107
Adjustments for non-cash operating items: • Add back depreciation	\$'000 281	\$'000 56	\$'000 73	\$'000 168	% (80.0%) - -	% (22.4%) -	% (56.9%) - - 0.0%	\$'000 (108)	\$'000 107
Adjustments for non-cash operating items: • Add back depreciation • Add back written-down value of asset disposals Adjustments for investing items:	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: · Add back depreciation · Add back written-down value of asset disposals Adjustments for investing items: · Less capital expenditure	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items:	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: · Add back depreciation · Add back written-down value of asset disposals Adjustments for investing items: · Less capital expenditure Adjustments for financing items: · Less Loan Repayments · Less Lease Repayments	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - - (4.7%) - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - - (4.7%) - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings Adjustments for reserve movements:	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%) - - 0.0% - - (4.7%) - -	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings Adjustments for reserve movements: Statutory Reserve Drawdown/ (Replenish)	\$*000 281 653	\$'000 56 662	\$'000 73 662	\$'000 168 662	% (80.0%) - - (1.4%)	% (22.4%) - - 0.0%	% (56.9%)	\$'000 (108) 1,323	\$'000 107 1,323
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings Add New Borrowings Adjustments for reserve movements: Statutory Reserve Drawdown/ (Replenish) Discretionary Reserve Drawdown/ (Replenish)	\$'000 281 653 - (335) - - - -	\$'000 56 662 - (717) - - -	\$'000 73 662 - (1,179) - - -	\$'000 168 662 - (1,237) - - -	% (80.0%) - (1.4%) - (113.8%) 	% (22.4%) - 0.0% - (39.2%) - - - -	% (56.9%)	\$'000 (108) 1,323 (2,014) - - -	\$'000 107 1,323 (2,474)
Adjustments for non-cash operating items:	\$'000 281 653 - (335) - - - -	\$'000 56 662 - (717) - - -	\$'000 73 662 - (1,179) - - - (445)	\$'000 168 662 - (1,237) - - -	% (80.0%) - (1.4%) - (113.8%) 	% (22.4%) 0.0% - (39.2%)	% (56.9%)	\$'000 (108) 1,323 (2,014) - - -	\$'000 107 1,323 (2,474)
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings Adjustments for reserve movements: Statutory Reserve Drawdown/ (Replenish) Discretionary Reserve Drawdown/ (Replenish) Cash Surplus/(Deficit) for the Year Opening Balance - Cash Surplus Closing Cash Surplus Balance	\$1000 281 653 - (335) - - - - 599 - 599	\$'000 56 662 - (717) - - - 1 - 1	\$'000 73 662 - (1,179) - - - (445) - (445)	\$'000 168 662 - (1,237) - - - - (407)	% (80.0%) - (1.4%) - (113.8%) 	% (22.4%) - 0.0% - (39.2%)	% (56.9%)	\$'000 (108) 1,323 (2,014) - - - (799)	\$'000 107 1,323 (2,474) - - - (1,044)
Adjustments for non-cash operating items:	\$1000 281 653 - (335) - - - - - 599 - 599	\$'000 56 662 - (717) - - - 1 - 1	\$'000 73 662 - (1,179) - - - (445) - (445)	\$'000 168 662 - (1,237) - - - - (407)	% (80.0%) - (1.4%) - (113.8%) 	% (22.4%) - 0.0% - (39.2%)	% (56.9%)	\$'000 (108) 1,323 (2,014) - - - (799)	\$'000 107 1,323 (2,474) - - - (1,044)
Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings Adjustments for reserve movements: Statutory Reserve Drawdown/ (Replenish) Discretionary Reserve Drawdown/ (Replenish) Cash Surplus/(Deficit) for the Year Opening Balance - Cash Surplus Closing Cash Surplus Balance	\$1000 281 653 - (335) - - - - - 599 - 599 Prior Yr. Actual 2018/19	\$'000 56 662 - (717) - - - 1 - 1 Currr Actual 2019/20	\$'000 73 662 - (1,179) (445) ent Year to Forecast 2019/20	\$1000 168 662 - (1,237) - - - (407) date Budget 2019/20	% (80.0%) - (1.4%) - (113.8%) - (113.8%) - (99.8%) - (99.8%)	% (22.4%) 0.0% - (39.2%) (100.3%) Variance Forecast	% (56.9%)	\$'000 (108) 1,323 (2,014) - - - (799) (799) 2019-20 F Forecast 2019/20	\$'000 107 1,323 (2,474) - - (1,044) (1,044) full Year Budget 2019/20
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Adjustments for non-cash operating items:	\$1000 281 653 - (335) - - - - 599 Prior Yr. Actual 2018/19 \$1000 40	\$'000 56 662 - (717) - - - 1 - 1 Curre Actual 2019/20 \$'000 42	\$'000 73 662 - (1,179) (445) - (445) ent Year to Forecast 2019/20 \$'000 120	\$'000 168 662 - (1,237) (407) date Budget 2019/20 \$'000 256	% (80.0%) - (1.4%) -	% (22.4%) 0.0% - (39.2%) (100.3%) Variance Forecast %	% (56.9%)	\$'000 (108) 1,323 (2,014) (799) (799) 2019-20 F Forecast 2019/20 \$'000 512	\$'000 107 1,323 (2,474) - - (1,044) (1,044) (1,044) full Year Budget 2019/20 \$'000
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Adjustments for non-cash operating items: Add back depreciation Add back written-down value of asset disposals Adjustments for investing items: Less capital expenditure Adjustments for financing items: Less Loan Repayments Less Lease Repayments Add New Borrowings Adjustments for reserve movements: Statutory Reserve Drawdown/ (Replenish) Discretionary Reserve Drawdown/ (Replenish) Cash Surplus/(Deficit) for the Year Opening Balance - Cash Surplus Closing Cash Surplus Balance Capital Works South Melb Market Renewal Works Stall Fit Outs South Melb Market Solar PV SMM Building Compliance Works	\$1000 281 653 - (335) - - - - 599 Prior Yr. Actual 2018/19 \$1000 40 13 16 266	\$'000 56 662 - (717) - - - 1 - 1 Curr Actual 2019/20 \$'000 42 85 569 10	\$'000 73 662 - (1,179) (445) ent Year to Forecast 2019/20 \$'000 120 108 612 300	\$'000 168 662 - (1,237) (407) date Budget 2019/20 \$'000 256 108 274 600	% (80.0%)	% (22.4%) 0.0% - (39.2%) (100.3%) Variance Forecast % (21%) 7% (97%)	% (56.9%)	\$'000 (108) 1,323 (2,014)	\$'000 107 1,323 (2,474) - - (1,044) (1,044) (1,044) (1,044) 5ull Year Budget 2019/20 \$'000 512 215 547 1200
Adjustments for non-cash operating items:	\$1000 281 653 - (335) - - - 599 - 599 Prior Yr. Actual 2018/19 \$1000 40 13 16	\$'000 56 662 - (717) - - - 1 - 1 Currr Actual 2019/20 \$'000 42 85 569	\$'0000 73 662 - (1,179) (445) - (445) - (445) ent Year to Forecast 2019/20 \$'000 120 108 612	\$1000 168 662 - (1,237) - - - (407) - (407) date Budget 2019/20 \$1000 256 108 274	(80.0%) (1.4%) (113.8%) (113.8%) (99.8%) (99.8%) (6%) (534%) (3387%)	% (22.4%) 0.0% - (39.2%) (100.3%) - (100.3%) Variance Forecast % (21%) 7%	% (56.9%)	\$'000 (108) 1,323 (2,014) 	\$'000 107 1,323 (2,474) - - - (1,044) (1,044) (1,044) 5'ull Year Budget 2019/20 \$'000 512 215 547

1179

1237 (113.8%) (39.2%)

Total Capital Expenditure





5.6 TRADER REPORT

PREPARED BY: ROSS WILLIAMSON, SENIOR LICENCING COORDINATOR

1. PURPOSE

1.1 To provide an update on what is happening around the Market affecting traders.

2. BACKGROUND

2.1 This is a regular update on activity. No determination is required by the Committee.

3. ACTION

That the Committee:

3.1 Note the Trader Update

4. KEY POINT/ISSUES

- 4.1 EOI update
 - 4.1.1 Collaborate (Stall 134) will become Ruby and Sky after a change in ownership. One of the existing owners will remain). This will see a new fit-out and rebranding, but 75% of the existing product will remain.
 - 4.1.2 Stall 165 Existing casual stallholder Elementary was the successful applicant after an EOI process.
 - 4.1.3 Stall 155-156 (Sina) The EOI sought expressions of interest to take one third, half (17sqm) or the whole stall (34sqm), so as not to limit potential applicants: we might have received a submission from a "must have" business that would need the whole space. The EOI closes on 9 February and we have 4 applications so far. All those who have applied for the whole stall would also work in half the space and do not stand out as worthy of a whole stall in prime location: of little marginal benefit to SMM. Management's view is that dividing the stall in two is the best option as it provides two reasonably sized, attractive stalls for tenants. This means more opportunities for emerging businesses to get a place, at less rent. It





also works with the proposed SO:ME architecture (refer Confidential Section of papers).

Works will be done to create two SO:ME Space stalls when the space becomes vacant on 14 February.

4.1.4 Stall 130 (TOMS Organic Meats) – EOI closes on 12 February. This was an open EOI for food offerings but not an eatery (e.g. specialty food or fish, not just targeting a high-end butcher). Three applications have been received so far and only one is from a butcher.

4.2 Fit-out works underway

- 4.2.1 Stall 1-2 (Nutshoppe) renovation works (refit to existing stall plus extension of shop into adjacent stall) commenced on 7 January and should be complete by mid February.
- 4.2.2 Stall 3-5 (SMS Seafood) design of extension to existing shop to include ready-to-eat seafood is almost complete. Builders are on standby to provide quotes with the intention to commence the build quickly.

4.3 Congestion

- 4.3.1 Good progress has been made in the project to address congestion issues in three key areas: the Deli aisle; between Aptus Seafood and K&L Poultry; and around Babes Eggs in West aisle.
 - Deli aisle centre-of-aisle displays (below Aisle B) installations are in place reducing the amount of display space by 40% along with a reduction in height. This has provided more space and less blocked views. It is too early to tell if it has impacted positively on spend but paths of travel are less congested. We will monitor this.
 - Deli aisle centre-of-aisle displays (above Aisle B) once the Nutshoppe and SMS Seafood renovations are complete we will look at ways to improve congestion, while providing complementary eating/pause points for customers.
 - Between Aptus Seafood and K&L Poultry designs have been completed for new stand-up eating benches for oysters which will create a 1.5m corridor for traffic flow. The designs will be reviewed and approved by 5 February, then will be issued for quotation.
 Works will proceed as soon as possible after quotes are received.
 - Around Babes Eggs in West aisle (Rug Bazar relocation into Stall 185) –relocation is complete. The space opposite the Seafood Grill, created by this move, is now vacant for seating for Aptus





Oyster Bar and Seafood Grill customers. The proposed move of Babes Eggs into the space created by Rug Bazar's move is on hold until we review congestion again following the works that have been done and those that will be done between Apus and K& L Poultry.

5. OFFICER DIRECT OR INDIRECT INTEREST

5.1 No officers involved in the preparation of this report have any direct or indirect interest in the matter.

TRIM FILE NO: 56/04/176

ATTACHMENTS Nil



6. SOUTH MELBOURNE MARKET REPORTS

Nil



7. PUBLIC QUESTION TIME

Nil





8. **CONFIDENTIAL MATTERS**

13 FEBRUARY 2020

8.1	Presentation: Strategic Plan Report - Food & Beverage - 5 Years. Error! Bookmark not defined.
8.2	2020/21 Budget
8.3	Manager's Update Error! Bookmark not defined.
8.4	Confidential Action Items Error! Bookmark not defined.
8.5	OHS & Incidents Report
8.6	Security Report Error! Bookmark not defined.
8.7	Contracts Report Error! Bookmark not defined.
8.8	Project Update Error! Bookmark not defined.
8.9	Risk Register Review Error! Bookmark not defined.
8.10	Fur Labelling Policy Draft Error! Bookmark not defined.
8.11	SO:ME Space Architecture Error! Bookmark not defined.
8.12	EOI Stall 134 Error! Bookmark not defined.
8.13	EOI Stall 165 Error! Bookmark not defined.
8.14	Licence/Deeds Of Surrender For Signing Error! Bookmark not defined.
8.15	SMM Carparking Charges Review Update Error! Bookmark not defined.
8.16	Committee Calendar: 3-Month Forward Look Error! Bookmark not defined.
8.17	Strategy in view Error! Bookmark not defined.

RECOMMENDATION

That in accordance with Section 77(2)(a) of the Local Government Act 1989 (as amended), the meeting be closed to members of the public in order to deal with the following matters, that are considered to be confidential in accordance with Section 89(2) of the Act, for the reasons indicated:

AGENDA ITEM	REASON
8.1 Presentation: Strategic Plan Report - Food & Beverage - 5 Years	89(2)(h). A matter which the Council or special committee considers would prejudice the Council or any person.
8.2 2020/21 Budget	89(2)(d). Contractual matters.
8.3 Manager's Update	89(2)(d). Contractual matters.



8.4 Confidential Action Items	89(2)(d). Contractual matters 89(2)(g). Matters affecting the security of Council property 89(2)(h). A matter which the Council or special committee considers would prejudice the Council or any person.
8.5 OHS & Incidents Report	89(2)(g). Matters affecting the security of Council property.
8.6 Security Report	89(2)(g). Matters affecting the security of Council property.
8.7 Contracts Report	89(2)(d). Contractual matters.
8.8 Project Update	89(2)(e). Proposed developments.
8.9 Risk Register Review	89(2)(g). Matters affecting the security of Council property
8.10 Fur Labelling Policy Draft	89(2)(d). Contractual matters 89(2)(h). A matter which the Council or special committee considers would prejudice the Council or any person
8.11 SO:ME Space Architecture	89(2)(h). A matter which the Council or special committee considers would prejudice the Council or any person.
8.12 EOI Stall 134	89(2)(d). Contractual matters.
8.13 EOI Stall 165	89(2)(d). Contractual matters.
8.14 Licence/Deeds Of Surrender For Signing	89(2)(d). Contractual matters.
8.15 SMM Carparking Charges Review Update	89(2)(h). A matter which the Council or special committee considers would prejudice the Council or any person.
8.16 Committee Calendar: 3- Month Forward Look	89(2)(e). Proposed developments 89(2)(h). A matter which the Council or special committee considers would prejudice the Council or any person.
8.17 Strategy in view	89(2)(d). Contractual matters.