



## Kaine Thompson

---

**From:** Karen Fifield  
**Sent:** Friday, 28 November 2014 11:40 a.m.  
**To:** Kaine Thompson  
**Subject:** RE: Final panda paper

No worries

### Karen Fifield

Chief Executive | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
Ph +64 4 381 6752 | Mob +64 21 227 8129 | Fax +64 4 803 0777  
E [Karen.Fifield@wellingtonzoo.com](mailto:Karen.Fifield@wellingtonzoo.com) | W [www.wellingtonzoo.com](http://www.wellingtonzoo.com) |  

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**From:** Kaine Thompson  
**Sent:** Friday, 28 November 2014 11:34 a.m.  
**To:** Karen Fifield  
**Subject:** RE: Final panda paper



Gotcha... that's perfect background at this point, thank you.

---

**From:** Karen Fifield  
**Sent:** Friday, 28 November 2014 11:17 a.m.  
**To:** Kaine Thompson  
**Subject:** RE: Final panda paper

Hi Kaine – see below

### Karen Fifield

Chief Executive | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
Ph +64 4 381 6752 | Mob +64 21 227 8129 | Fax +64 4 803 0777  
E [Karen.Fifield@wellingtonzoo.com](mailto:Karen.Fifield@wellingtonzoo.com) | W [www.wellingtonzoo.com](http://www.wellingtonzoo.com) |  

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**From:** Kaine Thompson  
**Sent:** Friday, 28 November 2014 9:47 a.m.  
**To:** Karen Fifield  
**Subject:** RE: Final panda paper

Good morning,

What is the likely capital cost associated with a contemporary housing project do you think? At least 6m and then we will have to build a new front entrance which will be about 6.5m at least Are we still to be looking at similar costs? Yes for the other things What do you think is the appropriate time-frame? It will take two years to build and a year for planning at the least *Would* be keen to see a project plan for this at some point soon if we can, happy to help in that regard. Yes once we get the go ahead we can start to do that but no point doing that work without a commitment We also need to establish a team for this, a WCC/Zoo team and then I imagine half the known universe from Central... I will, of course, be putting myself on that team! Ha ha. Yes we will – as well as international designers with experience in panda exhibits

Look forward to the letter... as a guide, my understanding is that this is a commitment to Mr Key that "we can do it and we want to do it" so we can get the various mechanisms working together. Ok but he needs to announce it – there is a LOT of work with this so no point doing it if he is not committed to Wellington getting them and his govt paying for the bulk of it including ongoing costs eg bamboo provision.

---

**From:** Karen Fifield  
**Sent:** Friday, 28 November 2014 9:35 a.m.  
**To:** Kaine Thompson  
**Subject:** FW: Final panda paper  
**Importance:** High

Hi Kaine – this is the information from four years ago. At that time the Central Govt did an EOI process for the four major zoos- Auckland, Hamilton, Wellington and Orana Park. I would hope we can forego that this time and get the PM to announce they are coming here.

I will get the draft letter done today.

Cheers  
K

**Karen Fifield**  
Chief Executive | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
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**From:** Karen Fifield  
**Sent:** Wednesday, 26 November 2014 1:46 p.m.  
**To:** Richard Hardie  
**Cc:** [ross@zepelin.co.nz](mailto:ross@zepelin.co.nz)  
**Subject:** FW: Final panda paper  
**Importance:** High

Hi Richard this was our paper from last time – we will have to update figures.

See you on Friday

Cheers  
k

**Karen Fifield**  
Chief Executive | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
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---

**From:** Karen Fifield  
**Sent:** Monday, 30 August 2010 3:34 p.m.  
**To:** 'Jo Gascoigne'  
**Subject:** Final panda paper  
**Importance:** High

Hi Jo – here is the final paper from the Zoo re the briefing for the PM. Please let me know if you need anything else or you have any questions.

Cheers

K

Karen Fifield  
Chief Executive  
Wellington Zoo Trust  
200 Daniell Street  
Newtown, Wellington 6021

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## **Wellington Zoo.....the best little zoo in the world!**

*Winners of the 2009 Central/Southern Sustainable Business Network  
Sustainable Business of the Year Award and Not for Profit Award*

*Winner of the 2009 NZI National Sustainable Business Network  
People's Choice Award*

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## **Wellington Zoo Giant Panda**

### **The Zoo Strategy**

From the Zoo's perspective, we believe that housing Giant Panda is consistent with the Zoo's overall strategy and goals in being the 'best little Zoo in the world'. As the capital city Zoo we see our long term objective as being a key player in tourism, science, conservation and community engagement for New Zealand. As a species Giant Panda nicely complement Asian animals in our existing collection which includes Malayan Sun Bears, Nepalese Red Pandas, Asian Otters and Sumatran Tigers.

While the acquisition of Giant Panda has not been formally tested there is sufficient information to justify doing the work necessary to take a formal decision forward. While we would all like to see the Giant Panda here as soon as possible it is imperative that all relevant factors are considered before the final decision is made. The next stage of negotiations could then proceed with a much higher degree of confidence by all parties.

The Zoo has already had discussions and exchanged information with other Zoos who house Giant Panda, particularly Adelaide Zoo, which is an excellent comparative study. While we can quickly start the necessary investigations, it could take between nine to 12 months before we have enough information to make a formal decision, given the possible level of capital investment needed. Engaging with the Chinese Government and key interests in Wellington will be critical to ensure success.

An upfront commitment of between \$440,000 and \$620,000 could be needed to undertake the investigations and engage with the Chinese Government. The investigations would include market analysis carried out by a specialised market research firm, preparation of a full feasibility study, an initial visit to China, working with architects and quantity surveyors to assess the requirements for facilities (such as the new exhibit for the Giant Panda, other Zoo buildings such as the front entrance, parking, perimeter fence, visitor amenity etc), an assessment of what dedicated Zoo staff may be required, and initial implementation planning. This investigation would be spread over the 2010/2011 and 2011/2012 financial years.

### **The ability of Wellington Zoo to undertake the work needed**

We need to ensure that the decision to house the Giant Panda in Wellington continues to be consistent with the strategic objectives for the Zoo, Wellington City Council and Central Government. The process of housing the Giant Panda and the decisions made must also meet the reasonable expectations of the Chinese Government.

The Zoo is aware of the need to balance expectations with cost analysis and risk assessment in areas such as visitor and revenue expectations, capacity issues, knock on effects for the existing asset and visitation projections.

We are part way through a ten year capital redevelopment programme<sup>1</sup> for the Zoo, but we would need to revisit our plans and resources to undertake an initiative of this scale. This would need to be done in

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<sup>1</sup> Wellington Zoo has a significant capital programme over ten years of \$20.8million- we are in Year Five of this programme. This is the most significant programme in the history of the Zoo. The Zoo's target is to raise 25% of the CAPEX – we have raised approximately \$3m to date. The rest of the funding is provided by Wellington City Council.

conjunction with the current capital programme to ensure the Zoo has the capacity and infrastructure to cope with increased visitation expected from Giant Panda. Adelaide Zoo has given us access to the work they undertook in the housing of their Panda in 2009. Their costs were in the order of:

- AUD\$165,000 to progress and then close negotiations with the Chinese Government
- AUS\$35.5 million for capital development directly related to the housing of the Giant Panda
- Over AUD\$510,000 to relocate the Panda; and
- AUD\$240,000 of additional operating costs plus the US\$1 million annual payment to the Chinese Government.

We do not have the full cost associated with the investigations they undertook prior to the decision to have Panda at the Adelaide Zoo.

We propose a partnership between the Central Government, Wellington City Council, and Wellington Zoo Trust for this project. As part of the feasibility study we would also investigate the option of a private sector partner. We believe that a steering group should be established involving the key government departments, Wellington City Council and The Zoo Trust to consider the best form of governance for this project and agree clear accountability and decision making criteria.

While we do not have final costing for the investigation, we remain focused on doing the right work in a way that represents value for all parties involved. We have done an outline of what the magnitude of costs to complete the investigations could be, but these are indicative only. These will need to be refined over the next month so that work can commence in a timely manner. To assist us we can also access suitably qualified experts, who understand Zoo development in general and Wellington Zoo in particular.

We are fortunate to already have relevant expertise at the Zoo relating to both bears in general and the Giant Panda in particular. These staff will prove invaluable as we undertake the investigations and negotiations with the Chinese Government.

### Estimated Costs

The following table sets out the estimated costs for the Zoo associated with investigations, negotiations, relocation and housing of the Panda. Some of these figures are informed by the experience of Adelaide Zoo, some are based on the general cost of undertaking work (eg feasibility study in the order of 1 – 2 % for capital projects), others from initial quotes (eg transporting the Panda) and our understanding of Chinese Government expectations (eg the number of Keepers). In some instances we have been unable to estimate the cost in the time available. Some more detail is attached.

	Adelaide Zoo – AUS\$	Estimated lower end-NZ\$	Estimated upper end-NZ\$
Panda negotiations	\$165,000	\$140,000	\$200,000

Investigations	Total unknown	\$250,000	\$420,000
Capital investment	\$35.5 million minimum	\$11.5 million minimum	\$28 million minimum
Ongoing zoo operational costs above existing capacity and capability	Not available	Unknown at this stage – part of feasibility study	Unknown at this stage – part of feasibility study
Panda relocation	510,000 minimum	600,000 minimum	750,000 minimum
Panda annual costs above existing capacity and capability	1,240,000	1,110,000 plus cost of establishing bamboo plantation	1,270,000 plus cost of establishing bamboo plantation

### Timing of the next stage

In order to make a formal decision to proceed and take the next step in the negotiation process with the Chinese Government, we first need to undertake market analysis and a feasibility study. As part of the feasibility study we will need to understand the capital development required to meet the forecast visitor projections.

Adelaide Zoo is the most recent Zoo internationally to newly house Giant Panda. While we have access to the feasibility study and many of the actual figures for Adelaide Zoo we must test the assumptions and analysis for our context. It is also necessary to compare projections with reality for Adelaide Zoo and factor this into the New Zealand context as well.

Forecast visitor numbers will have a significant impact on the development that needs to be done in, and potentially around, the Zoo. An initial scan suggests that, at the least, the capital work in Wellington would involve the construction of the Giant Panda enclosure and upgrading of existing visitor facilities. Or, if forecast visitor numbers are realistically expected to be high and/or the Chinese Government had specific expectations about the facilities provided, it could involve more substantial redevelopment of the Zoo entry, visitor flows through the Zoo to the Giant Panda exhibit, and improvements to surrounding traffic and parking. At the top end capital costs could be in the order of NZ\$28million and the lower end NZ\$11.5million minimum. At the lower end there would likely be no impact on the Zoo's current capital programme – noting that we are in Year Five of this programme. At the scale undertaken in Adelaide (the top end) there would likely be significant impacts. The scale of capital work will not be confirmed until market testing is undertaken and the feasibility study has progressed.

### Some of the key challenges

As we see it the major challenges will be the expectations of the Chinese Government and ensuring we can justify the capital expenditure through a return on investment all partners agree is feasible and acceptable. This return will need to be measured in both financial and non-financial terms.

While we have technical expertise this will be a long term project to acquire Giant Panda so a challenge will be ensuring those technical specialists are an ongoing part of the team and that all the project partners are satisfied with progress.

We are also aware that this project must not affect the ongoing growth of the Zoo and the normal operations so it would require additional staffing and financial resources to ensure its success

## **How can we work together to achieve the right result**

To minimise the likelihood of any adverse reaction leading up to a final decision to house the Giant Panda in Wellington, developing the necessary facilities and services, or relocating the Giant Panda, engaging with key stakeholders will be important. These include: Wellington City Council, relevant government agencies, the Chinese Government, tourism agencies, conservation agencies such as WWF and the immediate Newtown community. This is not seen as a licence to talk but to ensure that negotiations and implementation run smoothly and that key expectations are met as far as reasonably possible.

## **Timeframe**

We are aware of the imperatives around timing of the investigations and potential arrival date for the Panda.

Subject to agreeing the way forward, it would be possible to start work in October on the market testing and feasibility study – targeted market analysis being where most effort will need to be put first. During this time attention can be given to finalising the overall timeline for bringing the Giant Panda and establishing an appropriate information campaign and management strategy. We will need to work with government officials to ensure that the Zoo meets government requirements around the import and housing of Giant Panda and that the Chinese Government is appropriately engaged.

The results of the feasibility study should be ready mid to late 2011. More consideration will however be required around exact timing and this should be discussed and agreed up front once a decision is made to proceed with further work.

Dr Chris West, CEO of Zoos South Australia is confirmed to visit Wellington from September 18-22 to meet with any party we would suggest to give us his experience on the Giant Panda acquisition for Adelaide Zoo. This visit will provide valuable first hand experience to inform our thinking and the cost are being met by Wellington Zoo Trust.



## Cost estimates – further information

	Adelaide Zoo – AUS\$	Estimated lower end-NZ\$	Estimated upper end-NZ\$
<b>Panda negotiations</b>			
• Including travel, interpreters etc	165,000	140,000	200,000
<b>Investigations and analysis</b>			
• Market analysis	Not available	50,000	70,000
• Feasibility study	35,000 (this was a significantly reduced rate)	100,000	150,000
• Scoping of enclosure, zoo entry and development needs	Not available	150,000	200,000
<b>Capital investment</b>			
• Panda enclosure	8 million	3.5 million	8 million
• Zoo entry and visitor amenity (eg pathways, toilets, catering, fencing etc)	27 million	8 million	20 million
• Associated development (eg parking and traffic)	Not available	Unknown at this stage	Unknown at this stage
• Establishment of bamboo plantation	425,000	Unknown at this stage	Unknown at this stage
<b>Ongoing zoo operational costs above existing capacity and capability</b>			
• Merchandising and marketing	Not available	Unknown at this stage	Unknown at this stage
• Visitor Engagement/Tourism	Not available	Unknown at this stage	Unknown at this stage
• Security for Giant Panda	Not available	Unknown at this stage	Unknown at this stage
<b>Panda relocation</b>			
Including transport and relocation costs (fees etc)	510,000 Panda transport cost	600,00 Panda transport, other costs unknown	750,000 Panda transport, other costs unknown
<b>Panda annual costs above existing capacity and capability</b>			
• Keeper/veterinary requirements	180,000	100,000	200,000
• Costs of staff travelling to China while pandas are in New Zealand	60,000	40,000	70,000
• Annual payment to China US\$	1 million	1 million	1 million

It is very important to note that all of the above costs are indicative and have not yet been tested. Final costs will depend on a number of critical factors including:

- Chinese government expectations
- Funding options
- Results of market analysis (visitor volume expectations)
- Feasibility Study and financial modelling outcomes – particularly in relation to operating revenues and costs
- Zoo designers cost estimates on exhibit development and other visitor amenity improvements at the Zoo

The above table does not reflect any revenue from donations, grants, merchandise sales, or entry fee. This will be assessed as part of the feasibility study.

## Kaine Thompson

---

**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 7:21 a.m.  
**To:** Celia Wade-Brown  
**Cc:** John McGrath  
**Subject:** Re: Giant Pandas

Matt Bialy is working on finding a share inside but I will follow up today and come back

Sent from my iPad

On 18/03/2015, at 6:43 pm, Celia Wade-Brown <[celia.wade-brown@wcc.govt.nz](mailto:celia.wade-brown@wcc.govt.nz)> wrote:

Any progress within WCC or at Central Govt for feasibility?

<image001.jpg>  
**Celia Wade-Brown**  
*Mayor of Wellington*

<image002.jpg>

Level 4, 101 Wakefield Street  
PO Box 2199, Wellington  
New Zealand  
Phone +64 4 801 3102  
[mayor@wcc.govt.nz](mailto:mayor@wcc.govt.nz)

<image003.jpg>

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---

**From:** Kaine Thompson  
**Sent:** Thursday, 26 February 2015 8:39 a.m.  
**To:** Celia Wade-Brown; Karen Fifield; Derek Fry  
**Cc:** Kevin Lavery  
**Subject:** RE: Giant Pandas

So does that still equate to about \$200,000 each?

---

**From:** Celia Wade-Brown  
**Sent:** Wednesday, 25 February 2015 11:08 p.m.  
**To:** Karen Fifield; Derek Fry  
**Cc:** Kevin Lavery; Kaine Thompson  
**Subject:** Re: Giant Pandas

The suggestion was 50:50 with our study portion from WEID.

Regards  
Celia

Mayor Celia Wade-Brown  
4/101 Wakefield St  
P O Box 2199  
Wellington NZ

+64 4 8013102 (office)  
@WellingtonMayor

On 25/02/2015, at 10:32 pm, Karen Fifield <Karen.Fifield@wellingtonzoo.com> wrote:

Hi Derek – I hope you are well.




The Mayor asked me to follow up with you regarding funding contribution towards a feasibility study for the acquisition of Giant Pandas for the city to be housed at Wellington Zoo. The Mayor, our Board Chair and I have met with the Prime Minister's Chief of Staff regarding a contribution from Central Government as well – and I have followed up with him today about that.

This acquisition is more about the diplomacy and business that the animals generate – that has been the biggest spin off for Adelaide/South Australia which is why NSW is now making a pitch to acquire them too. The Chinese trust those who care for these precious animals and therefore will do business with them.

If you could let me know how this is progressing at the WCC end that would be great.

Cheers  
k

**Karen Fifield**

Chief Executive | Zoo Administration | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
Ph 04 381 6752 | Mob 021 227 8129 | Fax 04 803 0777  
E Karen.Fifield@wellingtonzoo.com | W www.wellingtonzoo.com |  |  | 

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## Kaine Thompson

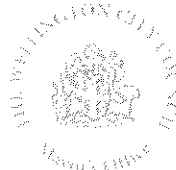
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**From:** Celia Wade-Brown  
**Sent:** Wednesday, 18 March 2015 6:43 p.m.  
**To:** Kaine Thompson  
**Cc:** John McGrath  
**Subject:** RE: Giant Pandas

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Celia Wade-Brown  
Mayor of Wellington



Level 4, 101 Wakefield Street  
PO Box 2199, Wellington  
New Zealand  
Phone +64 4 801 3102  
[mayor@wcc.govt.nz](mailto:mayor@wcc.govt.nz)

[Wellington.govt.nz](http://Wellington.govt.nz)

**Absolutely Positively**  
**Wellington City Council**  
Me Heke Ki Pōneke

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**Sent:** Thursday, 26 February 2015 8:39 a.m.  
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**Cc:** Kevin Lavery  
**Subject:** RE: Giant Pandas

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**Sent:** Wednesday, 25 February 2015 11:08 p.m.  
**To:** Karen Fifield; Derek Fry  
**Cc:** Kevin Lavery; Kaine Thompson  
**Subject:** Re: Giant Pandas

The suggestion was 50:50 with our study portion from WEID.

Regards  
Celia

Mayor Celia Wade-Brown  
4/101 Wakefield St  
P O Box 2199  
Wellington NZ  
+64 4 8013102 (office)  
@WellingtonMayor

On 25/02/2015, at 10:32 pm, Karen Fifield <Karen.Fifield@wellingtonzoo.com> wrote:

Hi Derek – I hope you are well.


The Mayor asked me to follow up with you regarding funding contribution towards a feasibility study for the acquisition of Giant Pandas for the city to be housed at Wellington Zoo. The Mayor, our Board Chair and I have met with the Prime Minister's Chief of Staff regarding a contribution from Central Government as well – and I have followed up with him today about that.

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If you could let me know how this is progressing at the WCC end that would be great.

Cheers  
k

**Karen Fifield**

Chief Executive | Zoo Administration | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
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## Kaine Thompson

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**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 4:21 p.m.  
**To:** Karen Fifield  
**Subject:** RE: GPs

Sounds good to me. 4.00pm?

---

**From:** Karen Fifield  
**Sent:** Thursday, 19 March 2015 4:13 p.m.  
**To:** Kaine Thompson  
**Subject:** RE: GPs

Ok cool – should we meet in lido?

Karen Fifield  
Chief Executive | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
Ph +64 4 381 6752 | Mob +64 21 227 8129 | Fax +64 4 803 0777  
E [Karen.Fifield@wellingtonzoo.com](mailto:Karen.Fifield@wellingtonzoo.com) | W [www.wellingtonzoo.com](http://www.wellingtonzoo.com) | |

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**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 4:08 p.m.  
**To:** Karen Fifield  
**Subject:** RE: GPs

That's ok, if you're willing, let's do that.

---

**From:** Karen Fifield  
**Sent:** Thursday, 19 March 2015 4:06 p.m.  
**To:** Kaine Thompson  
**Subject:** RE: GPs

Sure – I could meet you next Friday afternoon in town – after 3.30pm. my week is a bit full – sorry.

Cheers  
k

Karen Fifield  
Chief Executive | Wellington Zoo Trust  
200 Daniell Street | Newtown | Wellington 6021  
Ph +64 4 381 6752 | Mob +64 21 227 8129 | Fax +64 4 803 0777  
E [Karen.Fifield@wellingtonzoo.com](mailto:Karen.Fifield@wellingtonzoo.com) | W [www.wellingtonzoo.com](http://www.wellingtonzoo.com) | |

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**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 4:03 p.m.  
**To:** Karen Fifield  
**Subject:** RE: GPs

This is really disappointing... I was hopeful.

Let's ponder on this because there might be a smart way through this...

Maybe a catch up next week?

---

**From:** Karen Fifield  
**Sent:** Thursday, 19 March 2015 3:45 p.m.  
**To:** Kaine Thompson  
**Subject:** RE: GPs

Hi Kaine – that's great but my conversation in Sydney was not really what I wanted to hear – they are not progressing the acquisition of Giant panda due to OPEX risk beyond the first 18months. I can give you more details about my conversation with the CE of Taronga of course. They did their own feasibility study and talked to all the US zoos which hold Giant panda. In fact San Diego Zoo tried to give theirs back to China due to ever increasing costs but China refused to take them. Taronga predicts CAPEX of \$23m plus (and they have a swanky front entrance already) and they predict they would be \$2m pa in the red for OPEX beyond 18 months. Even babies did not give the US zoos an uplift in visitors. Anyway, it was not a good story at all- without central government committing to the lots of the costs ongoing I think I am playing with fire with the Zoo's future if we proceed. I heard from Wayne Eagleson last week and they are still considering how this fits in with the govt agenda for the budget and he will come back to me. That doesn't sound promising even though he did say that the PM is still keen. I will be updating my Board on Monday at our Board meeting.

Cheers  
K

Karen Fifield  
Chief Executive | Wellington Zoo Trust



200 Daniell Street | Newtown | Wellington 6021  
Ph +64 4 381 6752 | Mob +64 21 227 8129 | Fax +64 4 803 0777  
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**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 9:25 a.m.  
**To:** Karen Fifield  
**Subject:**

Hi Karen,

I'm waiting to hear from Finance today about where they're going to locate some funding re the GP's. From your end, how'd Sydney go?

**Kaine Thompson**  
Office of the Chief Executive | Tari Tumuāki Matua  
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## Kaine Thompson

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**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 3:31 p.m.  
**To:** Mathew Bialy  
**Subject:** RE: Pandas

The Prime Minister.

Ha ha... Sorry, I jest, go direct to Karen if you want to, keep me looped in... what she's doing is basically to try and nail it down by using what Taronga and Adelaide have already done quite recently. We did some work here too in 2010 but it wasn't robust enough to build from.



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**From:** Mathew Bialy  
**Sent:** Thursday, 19 March 2015 2:33 p.m.  
**To:** Kaine Thompson  
**Subject:** RE: Pandas

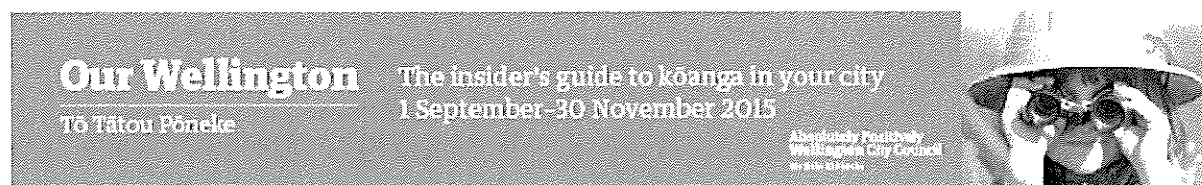
Hi Kaine,

Just one further follow up question who is best to talk to about the expectations of what will be included in the business case/funding requirement?

Cheers!

**Mathew Bialy**  
Specialist Financial Advisor | | Wellington City Council  
P 04 803 8127 | M | F  
E Mathew.Bialy@wcc.govt.nz | W Wellington.govt.nz |  | 

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**From:** Kaine Thompson  
**Sent:** Thursday, 19 March 2015 2:00 p.m.  
**To:** Mathew Bialy  
**Subject:** RE: Pandas  
**Importance:** High

Hi Matt,

With my responses below.

- **A brief history of how we have got to the current position**  
At the Mayor's last meeting of the year last year with Kevin, the Prime Minister raised with her Wellington's willingness to host Pandas and, while it is a closely guarded matter, indicated that the Government was

prepared to ask on the basis that the answer would be yes. Since then, we have worked to understand what is required to “backfill” that discussion prior to the Prime Minister making any announcement.

- **An outline of the current position**

The current position is that the Prime Minister, Kevin, the Mayor and Wayne Eagleson have met now twice. The Prime Minister has asked for the provision of a business case and has asked Wayne Eagleson to identify a portion of the cost for that business case and there was an agreement that we would meet the other half of the cost for that. As it stands Karen F is working on obtaining the business case from Taronga and Adelaide Zoos who are both willing to help Wellington Zoo out, this may reduce the cost of the business case from the \$0.25m mark to maybe half that. I haven't heard from Karen yet. The Prime Minister is now actively asking about progress being made on this.

- **Any commitments from Kevin/Celia to the project**

Celia has agreed to part fund the business case and indicated her willingness to ensure there is support at Wellington Council. Kevin too is supportive and has some understanding of the initial numbers arising out of the business case undertaken in 2010.

- **Any economic impact assessment results (if any)**

As above.

- **The commitment being put forward by the Government**

Unclear at this stage but it will be the majority of the capital required I understand. The costs could be around \$10 - \$18m, we are being given the sense that the Government will pick up most of the tab, but until we know costs, we won't know what Mr Key will commit his Ministers to.

- **The expected wider benefits to the country**

As above, to be part of the business case – these are also fairly generic based on global experiences of significant economic and associated uplift for the duration of the panda visits.

- **Any details on timing**

None as yet, this depends on our ability to furnish the business case.

Happy to discuss as always, Kaine.

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**From:** Mathew Bialy

**Sent:** Thursday, 19 March 2015 11:59 a.m.

**To:** Kaine Thompson

**Subject:** RE: Pandas

Hi Kaine,

Can you give me some info to have another discussion with Andy including:

- A brief history of how we have got to the current position
- An outline of the current position
- Any commitments from Kevin/Celia to the project
- Any economic impact assessment results (if any)
- The commitment being put forward by the Government
- The expected wider benefits to the country
- Any details on timing



Cheers,

Mat

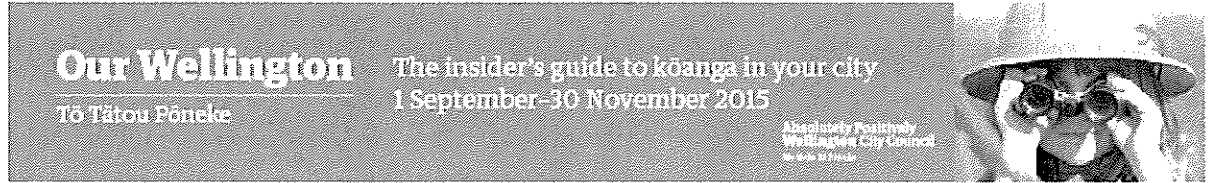
**Mathew Bialy**

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Wellington City Council  
He Kōwhiri

The banner features a character wearing a hat and holding binoculars to their eyes. The background is a dark, textured grey.



## Kaine Thompson

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**From:** Kaine Thompson  
**Sent:** Monday, 23 March 2015 7:55 a.m.  
**To:** Karen Fifield  
**Subject:** RE: our meeting

No problem...

I'm just thinking about what the other angles on this are though. I don't want to write it off. Personal investment is high ha ha ha. But, if it is GPs in isolation, the business case may not stack up – unless Mr Key says “don't care, make it happen, we will find the money for it”. The investment in this as a single project is, on the basis of what you've explained, not defensible to our ratepayers.

However, is there another angle here, one which ties in a whole range of things – Pandas being PART of the picture. I'm not sure... If it is insurmountable, maybe we have to call it now when we know the direction of a business case study before-hand. I guess I am wondering if we have exhausted the options here, particularly given Mr Key's enthusiasm – having the PM excited about something in Wellington is not an opportunity I would like to let slip if we don't absolutely have to.

I will talk to Andy this am, he's asked a range of questions I have responded to as well.

Failing all this, I will reapply to volunteer as a Panda Nanny in Chengdu for three months.

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**From:** Karen Fifield  
**Sent:** Friday, 20 March 2015 1:27 p.m.  
**To:** Kaine Thompson  
**Subject:** our meeting

Hi Kaine – I have now been asked to see Helene Ritchie at 3.30pm next Friday! Aarrghh so we will have to rejig our meeting. Also Andy Mathews is asking about the feasibility study so I have told Richard Hardie about my findings at Taronga. I am not sure where that will go. I think we should stick to Snow Leopards my self but if it does come off we could still house pandas near where the SLs might go.

Tah  
k

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