

## What do We Know

Tweed Shire's Contractor is removing rails and sleepers:

- Ballast is being spread ready for application of a top layer for the bike path
- The rail formation is reported to be generally in-tact

Richmond Valley's Contractor is also removing rail and sleepers

Lismore City Council (LCC) and Byron Shire Council (BSC) have NOT committed to any program of works

Individual Councillors on both LCC and BSC support reactivation of the rail corridor for transport services

## Where are We Now

TfNSW funding is available to BSC for Vegetation Clearance within the LGA

Via an Application to TfNSW, supported by UGL Country Linx, a Dilapidation Study, on the condition of the line from Bangalow to Yelgun, will be conducted by NRRC P/L

A 10yr Strategy, with Business Plans and Operating Models, has been developed for the staged re-introduction of rail services along the entire Casino to Murwillumbah line

Briefings about the 10yr Strategy and one Business Plan, outlining Operating Costs, have been provided as part of informal discussions with:

- Councillors from Regional LGAs
- Elements Executives (BBRC Ltd)

NRRL has an MOU for an Auspicing Agreement re Tax Deductibility of Donations for a Transport Study

## Where do We Want to Be

Obtain Agreement between ALL Stakeholders on the next steps and finalise Action Plans

Via a Dilapidation Report, accurately budget staged Refurbishment Costs

Obtain BSC's endorsement of the Strategy and Plan for extensions of rail operations within the LGA

See LCC formally commit to an off-formation bike path

Have the Project Plan and Scope of Works 'shovel ready' within 12mths

Finalise Stakeholders, their Roles, and Capital and Operational Funding Models. This is preliminary to accessing Capital via:

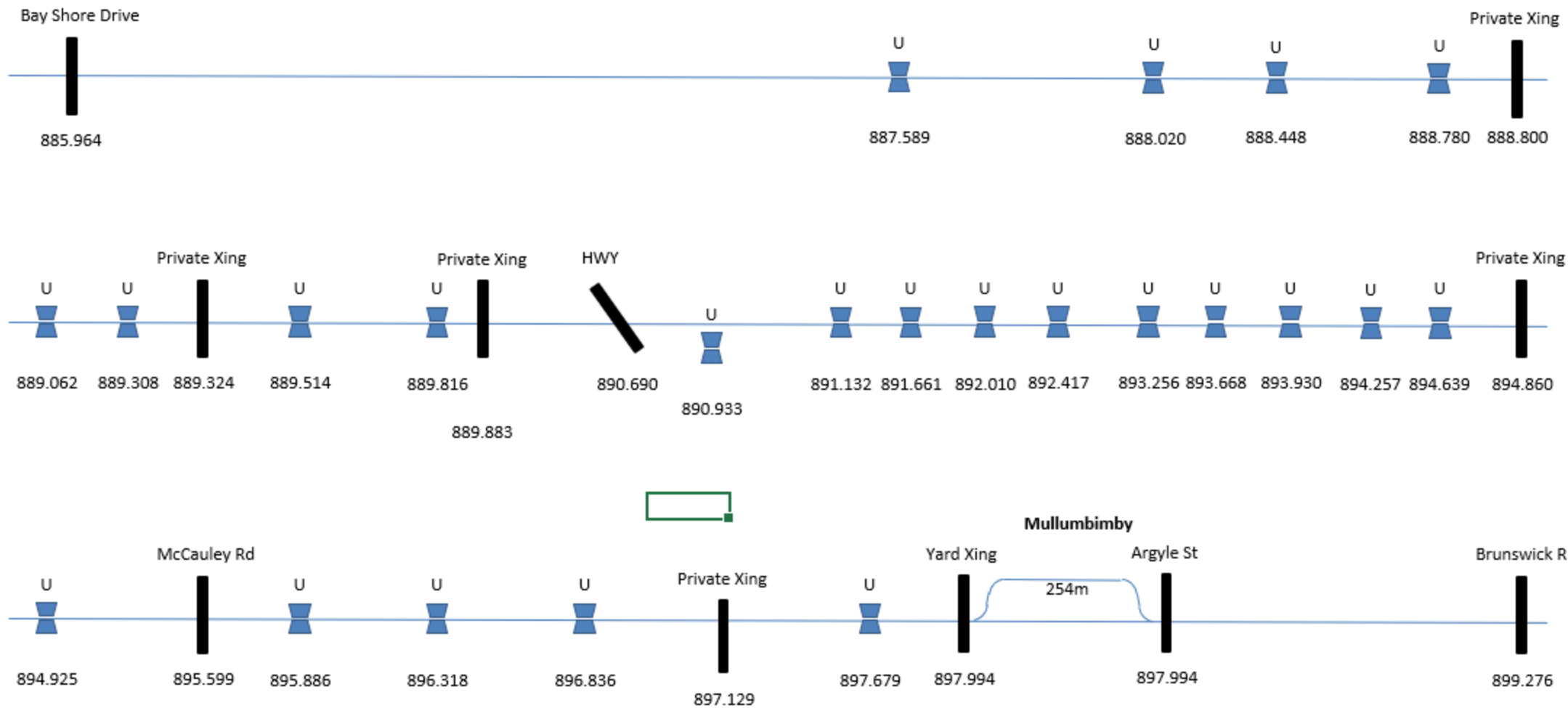
- Donors
- Equity Investors
- Debt funders
- Grant funding

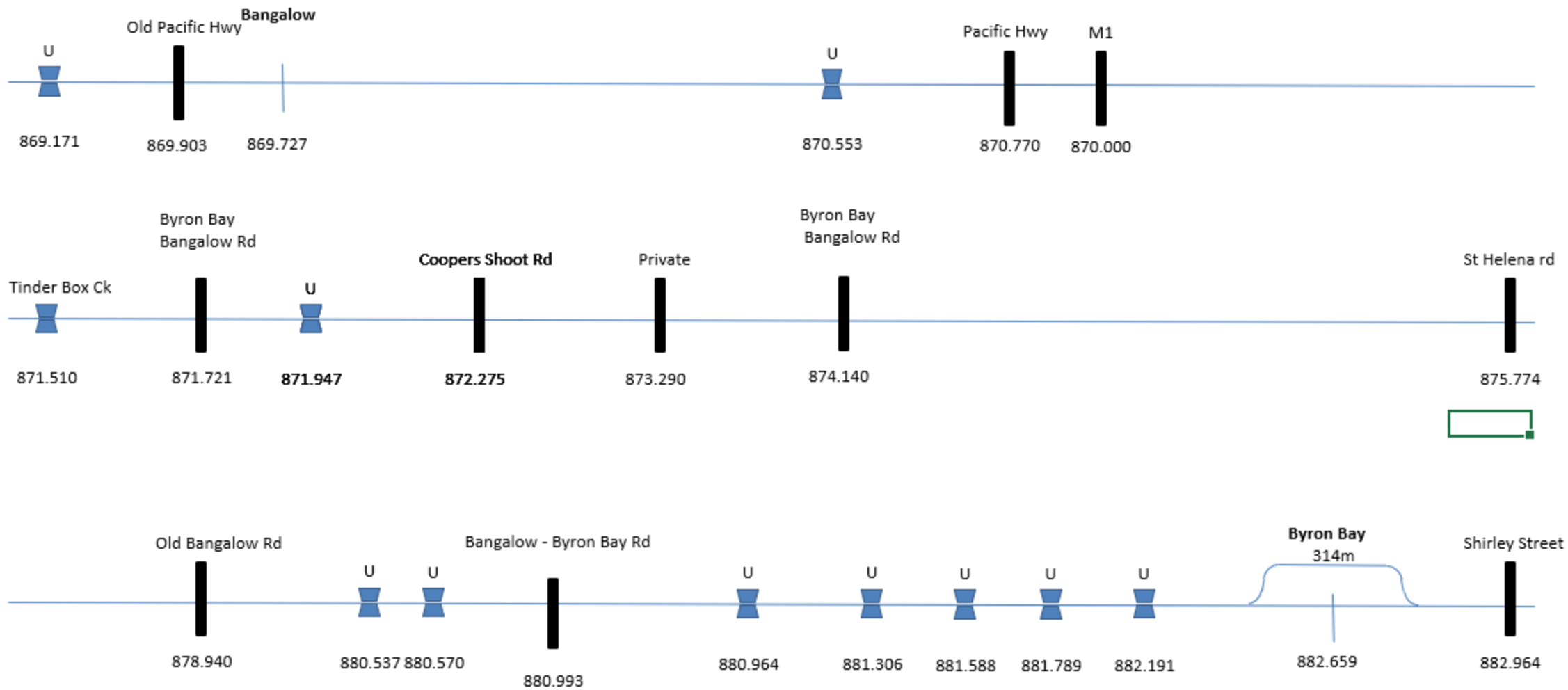
# Community Benefits

	Improved Transit Service	Increased Transit Travel	Reduced Road Travel	Transit Oriented Development
	Service Quality (speed, reliability, safety)	Transit miles and modal share	Modal shift - less road trips	Development
Potential Benefits	<ul style="list-style-type: none"> <li>Improved Convenience for users</li> <li>Equity benefits (since users tend to be disadvantaged)</li> <li>Option Value (the value of having an option for possible future use)</li> <li>Improved operating efficiency</li> <li>Improved security</li> </ul>	<ul style="list-style-type: none"> <li>Mobility benefits to new users</li> <li>Increased fare revenue</li> </ul>	<ul style="list-style-type: none"> <li>Reduced traffic congestion</li> <li>Road and parking savings</li> <li>Consumer savings</li> <li>Reduced chauffeuring burdens</li> <li>Increased traffic safety</li> <li>Energy conservation</li> </ul>	<ul style="list-style-type: none"> <li>Accelerating vehicle travel reductions (leverage effects)</li> <li>Improved accessibility (particularly for non drivers)</li> <li>More efficient development (reduced infrastructure costs)</li> <li>Farmland and habitat preservation</li> </ul>

# Value Proposition

<p><b>Key Activities</b></p> <ul style="list-style-type: none"> <li>• Passenger Rail is a backbone of mobility</li> <li>• Providing Tourist, Commuter, and Regional Rail Services across the Northern Rivers</li> <li>• A key driver for Tourism, Trade, and Regional Economic Activity and Growth</li> </ul>	<p><b>Key Partners</b></p> <ul style="list-style-type: none"> <li>• Venues &amp; Events</li> <li>• LGA's</li> <li>• Chambers of Commerce</li> <li>• Education</li> </ul>	<p><b>Value Proposition</b></p> <ul style="list-style-type: none"> <li>• Lower Carbon Emissions</li> <li>• Lower Congestion and Costs</li> <li>• Safety Benefits</li> <li>• Health Benefits</li> <li>• Regional Transport</li> <li>• Park'n'Ride</li> <li>• Day Trips to the Beach, Hinterland, and Communities in Byron Shire</li> </ul>	<p><b>Customer Relationships</b></p> <ul style="list-style-type: none"> <li>• Brand Worthy</li> <li>• Brand Recognition</li> <li>• Fun</li> <li>• Good Fun</li> <li>• Cheap &amp; Safe</li> <li>• Community Service</li> </ul>	<p><b>Customer Segments</b></p> <ul style="list-style-type: none"> <li>• Tourists</li> <li>• Employees, Students and Professionals</li> <li>• Personal Business</li> <li>• Shoppers</li> <li>• Mobility Constrained</li> <li>• Education and Sport</li> <li>• Park'n'Ride</li> <li>• Entertainment, Venues, and Events e.g., Music Festivals, Theatres, Markets, Clubs/Pubs, Resorts and Sports Facilities</li> </ul>
<p><b>Key Resources</b></p> <ul style="list-style-type: none"> <li>• Willing Workforce</li> <li>• Award Winning Train</li> <li>• Ideal Track Alignment</li> <li>• Popular Destinations</li> </ul>			<p><b>PR Channels</b></p> <ul style="list-style-type: none"> <li>• Website &amp; Online</li> <li>• Local Promotion (Offline)</li> <li>• LGAs</li> <li>• Chamber Marketing and Commercial Partners</li> </ul>	
<p><b>Cost Structures</b></p> <ul style="list-style-type: none"> <li>• Costed Corridor Refurbishment Programme</li> <li>• Costed 10 year Operating Plan Track; and</li> <li>• Balance Sheet</li> </ul>			<p><b>Revenue Streams</b></p> <ul style="list-style-type: none"> <li>• Ticket Sales – Train</li> <li>• Travel and Park'n'Ride</li> <li>• Merchandise</li> <li>• Affiliated Concessions – on Train and Trackside</li> </ul>	





	<b>Period 1</b>	<b>Period 2</b>	<b>Period 3</b>	<b>Period 4</b>	<b>Period 5</b>	<b>Period 6</b>
<b>Mullum - Bayshore Drive</b>	08:00-10:00	10:00-14:00	14:00-16:00	16:00- 1800	18:00-20:00	20:00-22:00
Worker	5					
Tourist		5	5	5		
Local Community Travel		5	5	5		
Entertainment					5	
<b>Bayshore Drive - Mullum</b>	08:00-10:00	10:00-14:00	14:00-16:00	16:00- 1800	18:00-20:00	20:00-22:00
Worker	5					
Tourist		5	5	5		
Local Community Travel		5	5	5		
Entertainment					5	5
<b>Mullum - Shirley Street</b>	08:00-10:00	10:00-14:00	14:00-16:00	16:00- 1800	18:00-20:00	20:00-22:00
Worker	5					
Tourist		5	5	5		
Local Community Travel		5	5	5		
Entertainment					5	5
<b>Shirley Street - Mullum</b>	08:00-10:00	10:00-14:00	14:00-16:00	16:00- 1800	18:00-20:00	20:00-22:00
Worker				5	5	
Tourist		5	5	5		
Local Community Travel		5	5	5		
Entertainment					5	5
<b>Bayshore Drive - Shirley Street</b>	08:00-10:00	10:00-14:00	14:00-16:00	16:00- 1800	18:00-20:00	20:00-22:00
Worker	10					
Tourist		10	10			
Local Community Travel		5	5	5		
Entertainment					10	
<b>Shirley Street - Bayshore Drive</b>	08:00-10:00	10:00-14:00	14:00-16:00	16:00- 1800	18:00-20:00	20:00-22:00
Worker	5					
Tourist		10	10	10		
Local Community Travel		5	5	5	5	
Entertainment					5	5

# Time Table

Km Post	Station	Avg KPH	65	1:00	Hours Shift One								Hours Shift Two							
		Km's	Run Time	16	1	2	3	4	5	6	7	8	1	2	3	4	5	6	7	8
897.994	Mullum			Dep	8:00	9:00	10:00	11:00	12:00	13:00	14:00	15:00	16:00	17:00	18:00	19:00	20:00	21:00	22:00	23:00
885.964	B'Drive	12.03	0:11	Arr	8:11	9:11	10:11	11:11	12:11	13:11	14:11	15:11	16:11	17:11	18:11	19:11	20:11	21:11	22:11	23:11
			0:02	Dep	8:13	9:13	10:13	11:13	12:13	13:13	14:13	15:13	16:13	17:13	18:13	19:13	20:13	21:13	22:13	23:13
882.659	Byron	3.305	0:03	Arr	8:16	9:16	10:16	11:16	12:16	13:16	14:16	15:16	16:16	17:16	18:16	19:16	20:16	21:16	22:16	23:16
			0:14	Dep	8:30	9:30	10:30	11:30	12:30	13:30	14:30	15:30	16:30	17:30	18:30	19:30	20:30	21:30	22:30	23:30
885.964	B'Drive	3.305	0:03	Arr	8:33	9:33	10:33	11:33	12:33	13:33	14:33	15:33	16:33	17:33	18:33	19:33	20:33	21:33	22:33	23:33
			0:02	Dep	8:35	9:35	10:35	11:35	12:35	13:35	14:35	15:35	16:35	17:35	18:35	19:35	20:35	21:35	22:35	23:35
897.994	Mullum	12.03	0:11	Arr	8:46	9:46	10:46	11:46	12:41	13:46	14:46	15:46	16:46	17:46	18:41	19:46	20:46	21:46	22:46	23:46

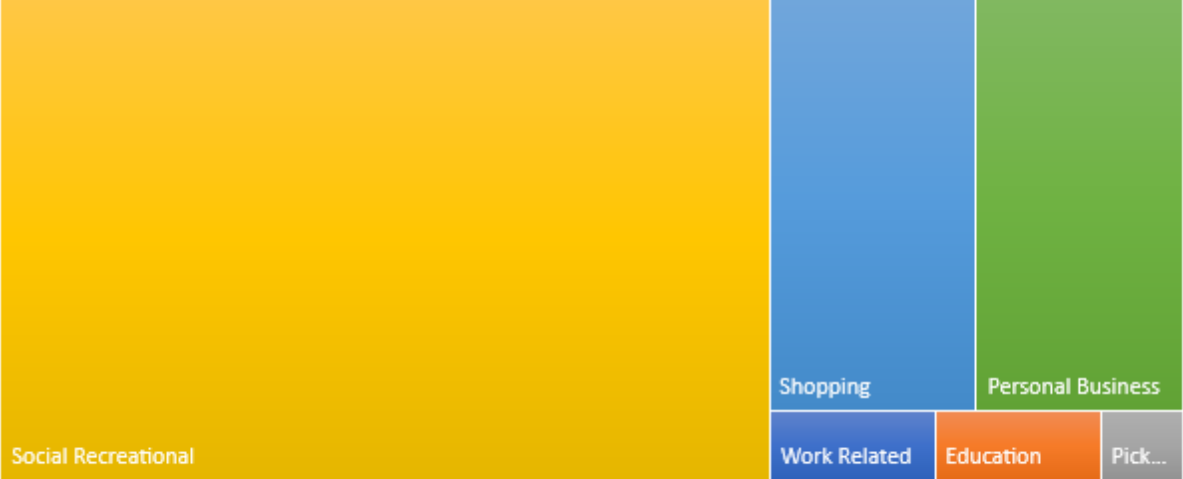
# Passenger Segments

Week Day



- Work Related
- Education
- Pick Up Drop Off
- Social Recreational
- Shopping
- Personal Business

Weekend



- Work Related
- Education
- Pick Up Drop Off
- Social Recreational
- Shopping
- Personal Business



## Projected Income

<b>Escalation %</b>	<b>CPI</b>	<b>Visitors</b>	<b>COG</b>	<b>Suppliers</b>	<b>Tickets</b>
	3%	0.50%	2%	2%	2%

### Passengers

	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
	2023	2024	2025	2026	2027
Visitors	2,000,000	2,010,000	2,020,050	2,030,150	2,040,301
To Travel	5%	9%	9%	9%	9%
Total	90,000	180,900	181,805	182,714	183,627
Shire Residents	20,000	20,100	20,201	20,302	20,403
To Travel	5%	5%	5%	5%	5%
Total	1,000	1,005	1,010	1,015	1,020
Total Passengers	91,000	181,905	182,815	183,729	184,647

### Income

#### Mullum - Byron

Ticket Cost	\$8.50	\$8.67	\$8.84	\$9.02	\$9.20
Pass %	100%	52%	52%	52%	52%
Passengers Travelling	91,000	94,591	95,064	95,539	96,017
Total	\$788,970	\$820,101	\$840,685	\$861,786	\$883,417

#### Byron - Bangalow

Ticket Cost		\$6.50	\$6.63	\$6.76	\$6.90
Pass %		43%	43%	43%	43%
Passengers Travelling		78,219	78,610	79,003	79,398
Total		\$508,424	\$521,186	\$534,268	\$547,678

#### Bangalow - Mullum

Ticket Cost		\$10.00	\$10.20	\$10.40	\$10.61
Pass %		5%	5%	5%	5%
Passengers Travelling		9,095	9,141	9,186	9,232
Total		\$90,953	\$93,235	\$95,576	\$97,975

Souvenir Sales (Net)	\$2,500	\$2,550	\$2,601	\$2,653	\$2,706
Food & Drink (Net)	\$2,500	\$2,550	\$2,601	\$2,653	\$2,706
<b>Gross Income</b>	<b>\$791,470</b>	<b>\$1,422,027</b>	<b>\$1,457,707</b>	<b>\$1,494,283</b>	<b>\$1,531,776</b>

# Operating Budget

	Current	1	2	3	4	5
Patrons		91,000	181,905	182,815	183,729	184,647
<b>Income</b>						
Ticket Sales Byron - Mullum		788,970	820,101	840,685	861,786	883,417
Ticket Sales Bangalow - Byron		0	508,424	521,186	534,268	547,678
Ticket Sales Bangalow - Mullum		0	90,953	93,235	95,576	97,975
Souvenir Sales (Net)		2,500	2,525	2,550	2,576	2,602
Food & Beverage (Net)		5,000	5,050	5,101	5,152	5,203
Membership		5,000	5,050	5,101	5,152	5,203
Fundraisers / Donation		5,000	5,050	5,101	5,152	5,203
Gross Income		806,470	1,437,152	1,472,958	1,509,660	1,547,280
<b>Expenses</b>						
Accreditation		10,000	10,300	10,609	10,927	11,255
Fuel		117,860	206,637	212,837	219,222	225,798
Insurance		60,000	61,800	63,654	65,564	67,531
Main 1 Track		189,605	337,749	347,882	358,318	369,068
Main 2 Rollingstock		131,751	228,218	235,064	242,116	249,380
Marketing		20,000	20,600	21,218	21,855	22,510
Safety		5,000	5,150	5,305	5,464	5,628
Telephone		3,000	3,090	3,183	3,278	3,377
Training		10,000	10,300	10,609	10,927	11,255
Power		4,000	4,120	4,244	4,371	4,502
Wages 1		0	46,350	47,700	49,050	50,400
Wages 2		290,000	291,350	292,700	294,050	295,400
Loan Repayments		230,910	230,910	230,910	230,910	230,910
Total Expenses		1,072,126	1,456,574	1,485,913	1,516,051	1,547,013
<b>Surplus / Deficit</b>		<b>-265,656</b>	<b>-19,422</b>	<b>-12,955</b>	<b>-6,392</b>	<b>267</b>





