

PROJECTIONS FOR THE CAPE BRIDGEWATER HOLIDAY CAMP  
AND CONVENTION CENTRE

1. Accommodation - School Camps

- a. Most camps four nights - best possible if telephone service had have been at 100%. 36 weeks per year, average 50 persons @ \$25.00 per head times 4 nights = \$5,000.00 gross. Nett profit - average \$4,000.00. Therefore 36 times \$4,000.00 = \$144,000.00 nett per annum times 7 years (1988/89/90/91/92/93/94).

Also projected time to reinstate if phone service is made adequate - 18 months, therefore 8.5 times \$144,000.00 = \$1,224,000.00.

To be taken into account if business had have been run successfully with adequate phone service, the camp would have had the operating capacity of being able to have 2 camps at one time. Second camp would have been average of 20 persons, although this would have been a special camp @\$35.00 per head because of the special activities involved and the special type of persons, therefore gross \$2,800.00 per week, estimated nett profit \$1,700.00 per week times 20 = \$34,000.00. Once again multiplied by 8.5 = \$289,000.00.

Sub-total for weekday camps = \$1,513,000.00.

2. Weekend camps and Singles:

- a. Singles weekends would have operated from 1992 and if the phone service had have been at 100% operation then it would have been possible to have had singles weekends conservatively 42 weekends per year @ \$165.00 per head times 40 persons times 42 weeks = \$277,200.00 gross profit. Estimated nett profit \$105 times 40 persons times 42 weeks = \$176,400.00 per annum times 4.5 (3 years plus 1.5 to re-establish business) = total nett for singles \$793,800.00.

Sub-total = \$2,306,800.00.

We also have to take into account of course projected weekend trips from various areas around Portland, Warrnambool, Mt. Gambier.

3. Projected Cafe/BYO Restaurant/Devonshire Teas:

In now existing residential premises manager projected at possibly \$5.00 nett per head on an average of 20 customers 7 days a week 52 weeks per year = \$36,400.00 profit. The plans were drawn up in 1990 and the project would have been operative from 1991. Therefore, amount claimed—

We understand of course that all of these projections would have to be reduced somewhat by anticipation of poor weather, camps failing to confirm a booking and other associated economic matters. We also appreciate that a deduction would have to be made for the cost of improving the premises and also setting up of any other new areas. We would consider that 20% would adequately cover this amount. Other financial matters of course have to be taken into account however I believe Mr. Sith has provided these to you.

We also need to take into account the fact that Mr. Smith has suffered stress and has been diagnosed as suffering from post traumatic stress syndrome. This disorder has been documented by his resident Psychologist in Portland, Kay Franklin, and also a psychiatrist he has visited in Geelong, Dr. Chris Mackie. We therefore would need to look at the travelling allowances, financial expenses and including any extra staff needed to be employed whilst Mr. Smith is seeking treatment and the length of time that this treatment will last for. Mr. Smith will report back with a Doctor's ideas as to the length of time that he needs to undergo treatment. It would be the considered opinion of the Medical Practitioners that Mr. Smith would need quite some time away from the business itself during the years ahead due to this ongoing post traumatic stress syndrome. We would therefore have to take into account the employment of possibly a Manager to run the business until Mr. Smith is adequately recovered from his mental condition.

Cost of preparation of this Statement of Claim:

We need a full account from George Close, a full account from the Accountant, Derek Ryan, need a full account from ourselves, we need a full account from Mr. Smith of his costs incurred over the years in regard to preparation of this claim, the cost of the phone calls to other COT members, travelling expenses, meeting with other COT members, travelling expenses of travelling to Melbourne to meet with Telecom officials and meetings with anyone else in relation to this matter, his associated costs of correspondence and hours lost from his business in regard to preparation of this claim, travelling expenses incurred on behalf of myself travelling to Cape Bridgewater, costs incurred in the preparation of a video, costs incurred on himself travelling to here, costs incurred, make sure we include Rosie in our part your costs, the costs of photocopying, all the costs of extra stationery, the fax, the phone, travelling expenses, hours for GE, for Barry.

Supply the Accountant with details in relation to the JTN proposal in respect to Japanese school visitors.