



WESTCOAST TREETOP WALK

ZIPLINE

BUSINESS PLAN AND PROPOSAL OUTLINE

June 2019

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1.0 INTRODUCTION

General ; The tourism hub

The West Coast Tree Top walk has been in operation since December 2012. In that time it has received over 200,000 visitors and injected over \$1.7M in wages into the local community and purchased over \$1.2M in goods.

The Westcoast Treetop Walk site has a number of potential additional attractions / activities which could be pursued to add to the visitor experience and hence increase visitation numbers to the site.

The addition of a broader mix of attractions and facilities would benefit from the established infrastructure of visitor centre, roading and services. The site has ample residual land to develop complementary eco tourism attractions with the opportunity to promote a single destination tourism hub servicing the Hokitika region.

The Westcoast Treetop Walk Zipline

The proposal is to construct a dual zipline at the West Coast Tree Top walk. The zipline would be a 400m long dual zipline running from the top of the Spiral Tower 5 at a height of 45m above the ground to a point opposite the Visitor Centre.

The West Coast Tree Top walk Zipline will be the longest , highest, fastest and lowest cost dual zipline in New Zealand.

This Business Plan outlines the proposal to construct the Zipline at the site and its financial viability.

2.0 WHAT IS A ZIPLINE ?

A Zipline is a "Flying Fox" where a cable is suspended from a high point to a low point. The Zipline rider is attached to the cable through harnesses and pulley wheels. The rider is attached to the cable at the highest point and then is released and travels downwards to the end.

There are a number of Ziplines world wide. Ziplines have proved to be an exciting attraction providing thrills to a wide diversity of tourists. Each Zipline varies in their makeup with some being single line rides others being multiple line rides over longer distances. There may also be multiple lines running adjacent to each other.

Rides time can take anywhere between 30 seconds for a 400m long single line to say two hours for multiple lines. The time taken with multiple lines is not in the ride but in the attaching and un-attaching of the zipline rider.

In general ziplines are set up in a forest environment to maximise the appeal of the forest experience.

3.0 CURRENT ZIPLINE OPERATIONS IN NEW ZEALAND

The following is a brief summary of existing ziplines in the New Zealand market place.

Rotorura

Canopy Tours run a zipline at Rotorura. The zipline is in six sections of varying length with the longest 220m, the shortest 47m. The Total length is 640m and its about an average of 20m above the ground.

The cost is Adult \$129 Child \$85 The forest is similar to the West Coast Treetop Walk forest.

Auckland

A zipline has been installed on the Waiheke island in Auckland Harbour. Access to the island is via a ferry @ \$35 Adult and \$18 child.

The site has three ziplines each 200m long. The zipline is about 20m above the ground over mixed forest. Ticket prices are Adult \$125 Child \$59 Family \$217 (pre-booked). (Add \$35 ferry cost)

Queenstown Ziptrek

The business is a franchise of the Canadian business currently operating at Whistler. There are two zipline operations.

Ziptrek Moa Line Total Length 490m. It is a single zipline made up of 4 ziplines with the longest 240m The highest point is about 25m above the ground. The zipline ride takes 2 hours and is very slow due to the time taken to move from one section to another. The forest is predominantly regrowth pine.

The Cost is \$149 Adult \$79 Child and no family ticket. Additional cost of \$25 to get up the gondola to reach the Zipline start.

4.0 WESTCOAST TREETOP WALK ZIPLINE

Westcoast Treetop zipline is proposed to run from the top of the spiral tower in a southwest direction back towards the Visitor Centre with the finishing point just next to Johnnies Creek pedestrian bridge. This location has been chosen as it means that the zipline does not run over the top of any of the Treetop Walk experience which may have detrimental effect on the visitors experience. The location will also ensure that anyone entering our site from the carpark or sitting at the Visitor centre will see the Zipline riders arrive. Also anyone walking along the first half of the Treetop Walk towards the spiral tower will also see riders on the zipline. There is sufficient space at the top of the spiral tower to allow closing off a small section of the platform without effecting the Treetop Walk experience.

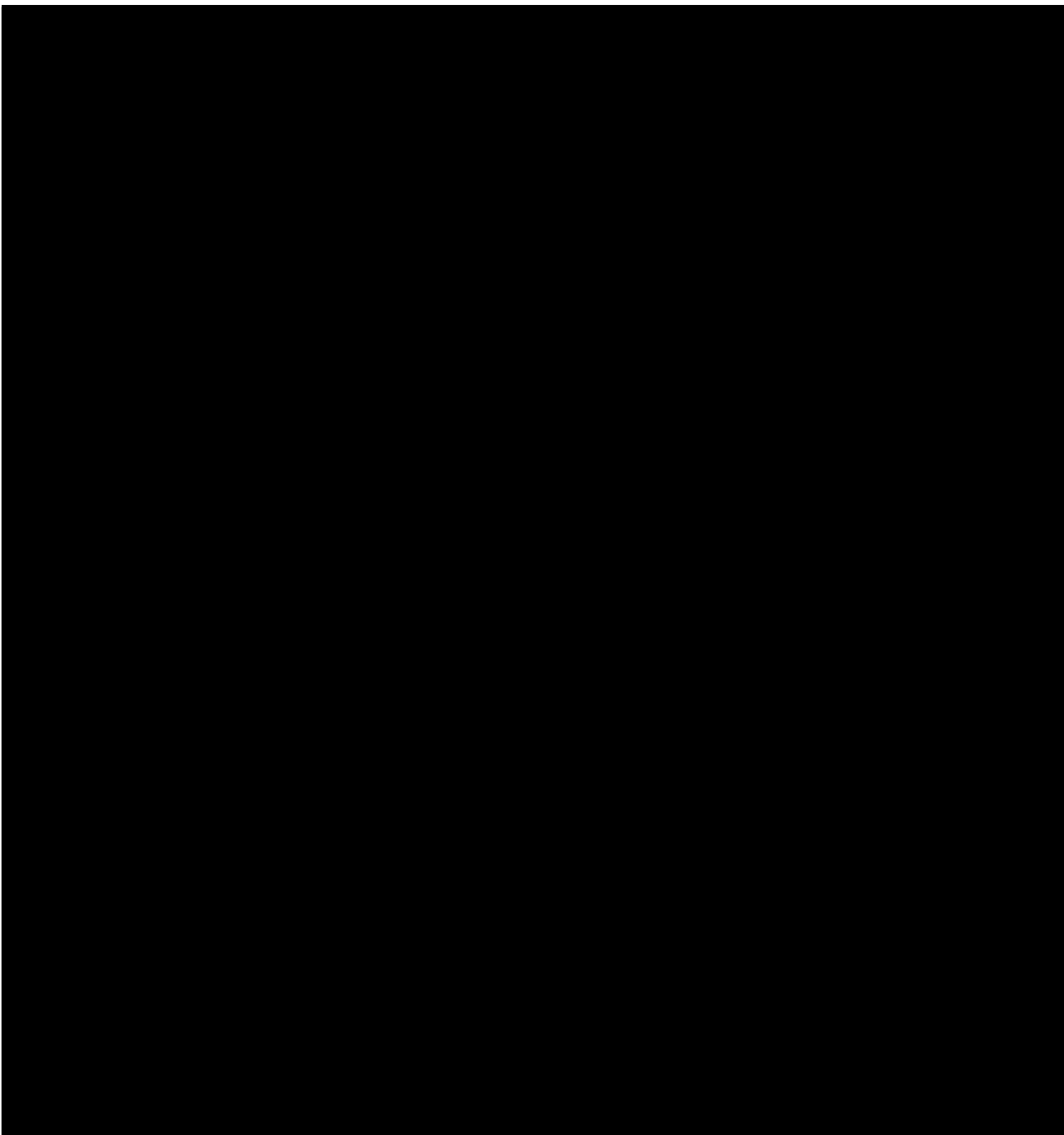
The Zipline is proposed to start at 45m above the ground and is approximately 400m long over beautiful old growth forest with views of the mountains and the Lake Mahinapua. It will take about half an hour to do with the bulk of the time enjoying the walk up the hill and half of the Treetop Walk and the spiral tower. The ride itself will take around 30 to 40 seconds. There will be two ziplines allowing two riders to ride simultaneously. Dual lines is attractive as a shared experience for couples or families with children.

Riders will be set up with harnesses at the Visitor Centre, then walk along the access track, onto the Treetop Walk and ascend the spiral tower. There they will be met by one of our staff. Each rider(s) will enter the ride enclosure but prior to entry will be harnessed to the spiral tower. The rider(s) will then be checked for harness attachment and secured to the zipline. Once secured to the zipline they will be detached from the spiral tower and then they will be free to ride the zipline. At the end of the zipline they will be greeted by a staff members and directed back to the Visitor Centre where they will be assisted by a staff member to remove the harness.

Initial ticket price is set at \$115 per adult. The customer will be able to do the zipline then re-walk the treetop walk for the one price.

The location of the zipline route will mean there will be minimal tree clearing required. No trees will need to be removed but some minor branch trimming will be required at a small number of sites along the route of the zipline.

The West Coast Tree Top walk zipline will be the longest, fastest ,highest and lowest cost zipline in New Zealand and it will be strongly marketed along those lines. It will also not involve long periods of standing around waiting to be zipped down the line. Patrons will enjoy the experience of a high line, fast speed zip all within half an hour



6.0 STAGING AND PROCESS

The Department of Conservation, Local IWI and Westland Council have been consulted and have provided positive feedback.

A formal lease has been submitted to DOC.

A proposal has been submitted to the local IWI for feedback and approval.

A Development Application has been submitted to Council.

An initial survey has been done to establish viability of the concept.

The Westland Planning process is about 20 days and the DOC process is about the same which can run concurrently. Construction is likely to take about four weeks plus training.

7.0 DESIGN FEE PROPOSAL

The following is the design proposal submitted by Project Adventure New Zealand.

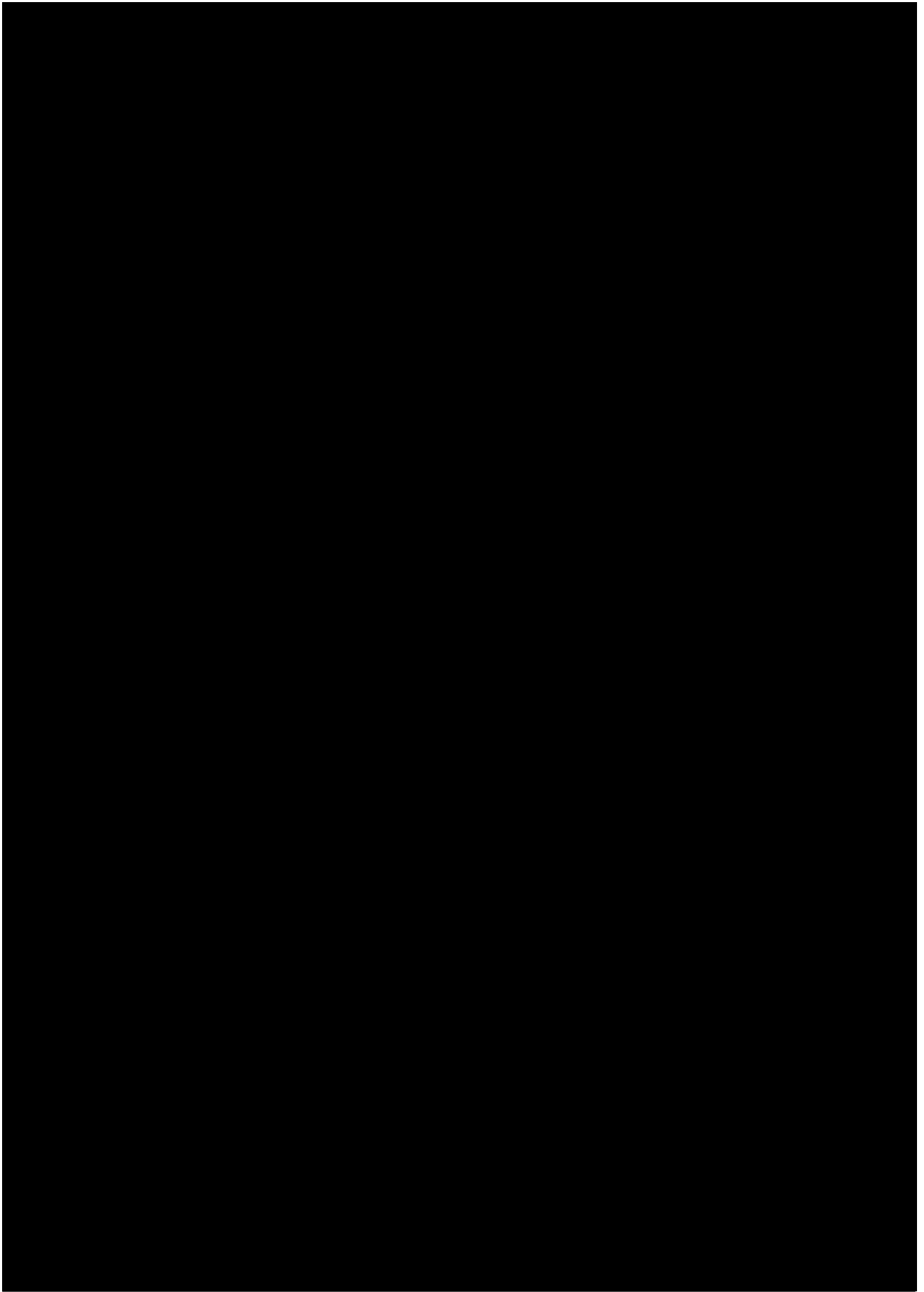
Project Adventure New Zealand proposal 2013

Thank you for your enquiry regarding the design and installation of Flying Foxes/Zip Lines. Project Adventure New Zealand, Aotearoa is located in Wellington New Zealand and we complete approximately 90% of installations, maintenance and inspection audits in New Zealand.

We are leaders in the design and installation of Challenge Ropes Courses, Climbing Towers, Flying Foxes and Zip Lines in New Zealand, Asia and the Pacific and I welcome the opportunity to provide you with the information requested. Our highly experienced team has completed over 100 Challenge Ropes Course projects in New Zealand as well as a large number of projects in Taiwan, South Korea, Singapore, and the USA, consistently developing innovative design solutions. Our parent company, Project Adventure Inc is the world's foremost developer of Challenge Ropes Courses having installed over 4,000 worldwide.

At PANZA we design and install Challenge Ropes Courses and Zip Lines to the very highest safety standards. PANZA's design and installation processes not only comply with the most stringent local and international requirements, but we actually help set the guidelines. As a member of the Association for Challenge Course Technology (ACCT), we play a role in developing global industry guidelines and standards. We are able to design and install a Zip Line that meets ACCT Standards, local building and engineering codes.

Please find following guideline costs to install a stand-alone 400m dual cable/dual participant commercial zip line based on our recent project. These costs includes zipSTOP braking systems. Variation in costs would occur when a Site and Local Logistics Survey is completed and we have gained an intimate knowledge of the local area and the resources available.



8 PROGRAM

Monday July 2019	Confirm Project to Proceed
Monday August 2019	Begin Stage #1 of Project
Monday August 2019	Stage #1 Completed
Wednesday September	Installation Contract
Monday September	Installation
Monday September	Staff Training,
Management and Start-Up Oversight	
Monday 15 th October	Opening Day

9.0 ADDITIONAL INFORMATION

Zipstop Zip Line Braking

This uses a self-regulating eddy current magnetic braking system to brake zip line participants safely and comfortably. With the ability to brake participants safely at high velocities, the Zipstop fills a critical need for zip line operators. Key benefits of the Zipstop zip line brake include: Eddy current braking technology - The Zipstop uses the same eddy current braking system found in the Trublue Auto Belay. With this technology, the braking resistance adjusts automatically to suit the weight of the rider, allowing for a smooth rider deceleration. Variable rider weights and speeds - Allowing for a wide range of weights and velocities, the Zipstop gives you flexibility in zipline design and operations. Increased throughput - Consistent braking and automatic reset provide you with an increase in zip line throughput. Low operational cost and risk - This low maintenance system eliminates the needs for rider involvement in braking and significantly reduces staff involvement as well. Automatic reset - The Zipstop is designed to automatically reset itself after each ride, minimizing the needs for staff involvement.

Zip Lines

In terms of the question of “one cable or two”, the overall design and engineering are probably much more important than having 1 or 2 cables since cable failure has been exceedingly rare in the industry. Through testing two cable systems help with tension strength particularly on longer systems. I also believe two cable systems help with light trolleys, which Eco Zip NZ has.

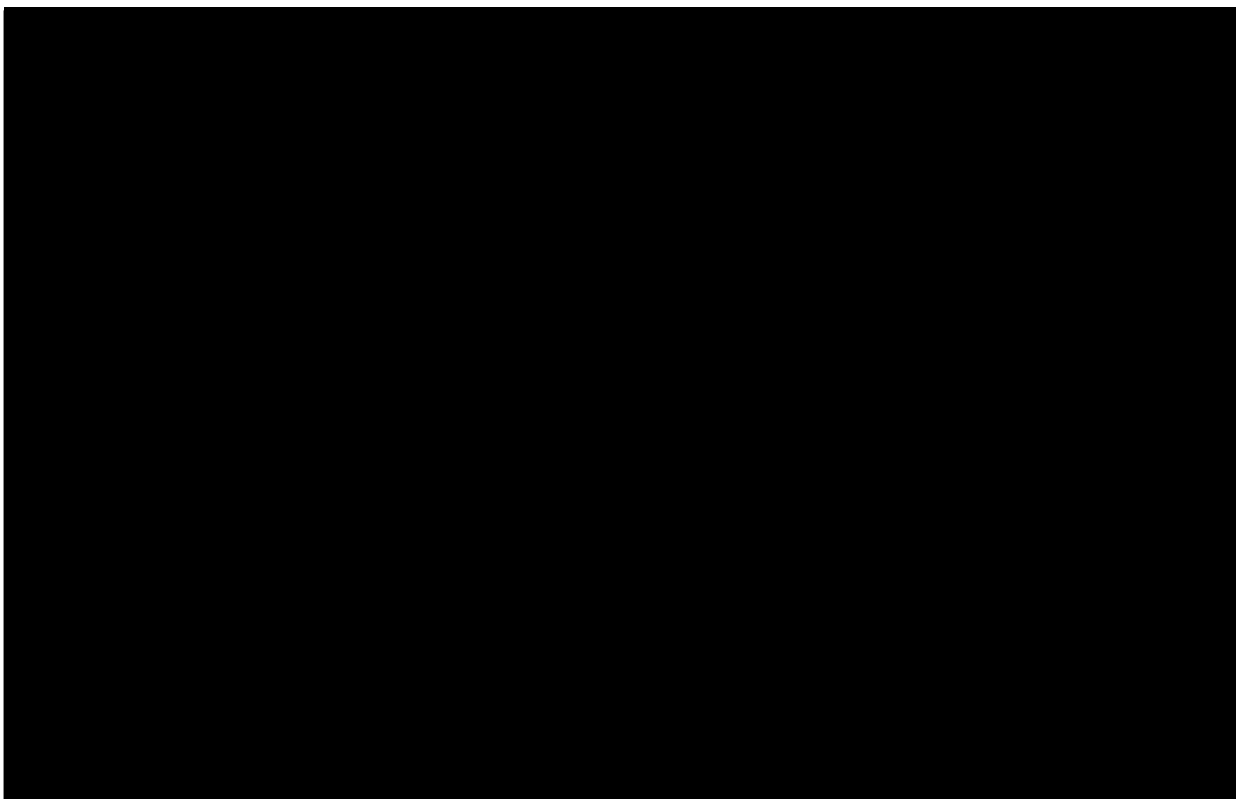
PANZA “Rules of Thumb” on Cabling

- < 200 meters A single 10mm cable is adequate.
- 200 to 400 meters A single or double 12mm is adequate depending on the proposed clients and site restraints
- 400 to 600 meters A single 16mm or double 12mm is adequate depending on the proposed clients and site restraints

- > 600 meters A single 20mm would be recommended depending on the proposed clients and site restraints

Additional Points on Cabling

- 2 line systems give a stiffer ride and less drape in the main cables
- 2 line systems result in more pendulum motion with stopping although using the Zipstop braking system generally negates this
- 2 line systems require slightly more time for connect and disconnect
- 2 cable anchoring is trickier. You must adjust more often at the beginning of the installation
- There are reports of guide carpal tunnel syndrome with two line systems since motion required to get trolleys on and off is more complex.
- 2 line systems result in a slightly higher decibel zipline pulley



10.0 SAFETY PLAN

As per DOC requirements a Site Safety Plan will be prepared for the zipline project by Project Adventures New Zealand. The Plan will be audited by one of the accredited DOC auditors.

11.0 CONCLUSION

The Westcoast Treetop Zipline offers a unique opportunity for the business to grow using the existing infrastructure provided by the established business. Existing roading, carparking, power, water supply, sewage system, ticketing, signage and access tracks together with the 450 metre long elevated treetop walk structure and associated Visitor Centre and Café provide the support facilities necessary for such an attraction.

The zipline operation will employ 7 FTE's for seven months of the operation

The addition of a Zipline to the Westcoast Treetop Walk would expand the potential visitor demographic to include a younger thrill seeker market. Joint ticketing and marketing would defray the costs of establishment and operation.

Other eco-tourism attractions on the site could also add to the visitor experience and form the basis of a tourism hub servicing the Hokitika region. Other attractions to consider include boat and kayaks on Lake Mahinapua, mountain bikes, eco cabin accommodation, helicopter glacier tours (commenced Dec 2018), farm experience and a Maori cultural centre.

We believe the addition of a Zipline to be a sound proposition that could enhance the attraction and hence the profitability of the Westcoast Treetop Walk.

Shane Abel
Neil Wade

Directors
Westcoast Treetop Walk LP

June 2019