## Simon Scott

| From:<br>Sent: | Wells Economic Analysis<br>Tuesday, 17 January 2023 1:03 PM |               |
|----------------|---|---------------|
| То:            | PAC   |               |
| Cc:            | Meg Webb  |               |
| Subject:       | Submission to Standing Committee of Public Accounts         | Event Stadium |
| Attachments:   | Parliamentary Standing Committee Submission v2.pdf          |               |

Simon Scott Committee Secretary Parliamentary Standing Committee of Public Accounts Parliament House HOBART TAS 7000

Dear Simon,

I attach a submission (as attachment) to the Inquiry into the Tasmanian Government's process into the feasibility planning for a new sporting and event stadium in Hobart.

Regards

Graeme Wells Ph Submission to Inquiry into the Tasmanian Government's process into the feasibility planning for a new sporting and event stadium in Hobart, Parliamentary Standing Committee of Public Accounts.

 Wells Economic Analysis
 Tuesday, 17 January 2023

 Graeme Wells
 Tuesday



The focus of this submission is item 3 of the Inquiry scope; the economic evaluation of the stadium proposal. The submission draws on four relevant documents (with associated appendices and references):

- Colin Carter, A Licence for a Tasmanian Team? A Report to the AFL Commission, July 2021.
- Price Waterhouse Coopers (PWC), *Hobart Stadium: Estimating the Economic Impacts of a new Arts, Entertainment and Sports precinct in Hobart*, September 2022.
- Tasmanian Government, Strategic Business Case, Tasmania's New Arts, Entertainment and Sports Precinct, 2022.
- Legislative Council Select Committee, Final Report on AFL in Tasmania, 2020.

The case for the new Hobart stadium, together with upgrades to UTAS Stadium in Launceston and the Dial Regional Sports Centre, emerged from the push to establish a Tasmanian AFL team. Clearly, if the stadiums were just to be used for 11 men's home and away games, the proposed spending (nearly one billion dollars in total<sup>1</sup>) would not be justified. Instead, the economic case relies on the attraction of non-AFL use and development of associated arts, entertainment and sports precincts in both Hobart and Launceston.

Broadening the scope of the stadium proposal makes evaluation difficult. While the Business Case and Economic Impact Statement is contingent on the development of an associated Arts, Entertainment and Sports (A, E &S) precinct, any significant private sector investment contingent on the stadium is unlikely until the popularity of the stadium under operation has been well established. The role of further public investment is unclear. In any event, a revised Mac Point Master Plan, which takes account of the new stadium, the A E &S precinct, upgrades to TasPorts berths, the positive spillover from the proposed Antarctic precinct, and space allocated to ongoing operations as a working port, is not publicly available<sup>2</sup>. Presumably a revised Master Plan would clarify these matters, as well as access issues such as whether port operations such as log trucks and cruise-ships are likely to constraint access to the stadium.

While acknowledging these significant uncertainties, this submission is based on the four documents referred to earlier. There are two overall conclusions:

• Information provided in the Impact Statement is incomplete and is insufficient to draw firm conclusions as to the overall impact on the Tasmanian economy and the Tasmanian fiscal position.

<sup>&</sup>lt;sup>1</sup> This is the sum of forecast cost for the Hobart stadium (\$741m) UTAS stadium upgrade (\$208m) and Dial arena (25m).

<sup>&</sup>lt;sup>2</sup> As recently as 20 June 2022, Premier Rockliff was referring to 'the proposed new arts, entertainment and sporting precinct at Regatta Point'.

• The reported benefit/cost ratio of 0.5 may be a significant overstatement.

These shortcomings are potentially significant and limit the usefulness of the Business Case as a basis on which to make funding and investment decisions.

### Economic Impact Statement

This analysis is based on the results of simulations with the Victoria University Regional Model (VURM). This is a well-regarded general equilibrium model widely used for analysis of the impact of policy interventions such as infrastructure projects. The analysis comprises two steps. The first involves establishing a 'base case' which describes the characteristics of the Tasmanian economy under 'business as usual' assumptions. In the second step involves applying 'shocks' to the model. The first shock appears to be straightforward, and it would involve making a change to the base case scenario which increases capital spending over an assumed three-year construction period. There are two issues where clarification would be helpful:

- Was the increase in investment assumed to occur in three equal instalments, or in accord with the capital expenditure profile (over 6 years see p.65 of the Business Case).
- To which sector was the increase in expenditure applied?

From the summary results provided it appears that the investment increase was applied in equal instalments to an A, E &S sector which is presumably an aggregate of some of the 79 industry sectors in the VURM model. This approach is potentially problematic if the A, E &S description has the generally accepted meaning. Normally, A, E &S would exclude sectors such as transport, accommodation, engineering, construction, professional services, and manufacturing. The A, E &S sector that is going to use the stadium when it is complete, not the sector that is going to be the primary source of labour during construction. However, as the Impact Assessment indicates, additional employment in the A, E &S sector accounts for more than any other sector in the construction phase. This seems implausible and, because A, E&S is a labour-intensive sector, would result in an overestimate of the number of jobs created. Of the 4200 FTE jobs (1400 per annum) the Assessment reports approximately 1600 (533 per annum) would be generated in the A, E&S sector, with approximately 1500 (500 per annum) in civil engineering and construction. Other sectors such as retail trade and communication make up the rest.

### Does this interpretation misinterpret the Assessment results? If so, clarification would be helpful.

### Fiscal Outcomes

There is widespread concern that the various AE&S projects, of which the stadium is a part, will divert resources away from other needs such as healthcare and housing. In this context the impact of the stadium on the current fiscal deficit is important. **There should be clarity as to the fiscal assumptions and outcomes in the impact assessment:** 

- Is the maintained assumption that the Tasmania government pays \$350m, and the remainder of construction costs from other sources, with a federal contribution treated as a 'gift'?
- Is a balanced-budget constraint imposed when calculating the impact of Tasmania-wide impacts? If so, which Tasmanian taxes change, and by how much? If not, what is the time profile of the impact on the Tasmania budget? Do alternative fiscal closures have a material effect on state-wide impacts?

### Cost Benefit Analysis

It is difficult to evaluate the cost-benefit study as the detailed CBA analysis has not been released. However, several issues suggest that the benefit-cost ratio reported in the Business Case has been significantly overstated.

Government guidelines make it clear (Handbook, p.11) that 'The value of land should be determined by its opportunity cost, that is, what it could produce in its best alternative use'<sup>3</sup>. The land on which the stadium is to be built does have alternative uses. For example, before the current site was selected, the Macquarie Point Corporation accepted a tender for development of a 2.7-hectare site known as 'The Escarpment' the market value of that parcel of land can be well-established. It has an alternative use, and the opportunity cost should be included in the cost benefit analysis. The same issue may apply to other areas used for the stadium development.

### It appears that the government guideline has not been followed. Costs are understated.

 As is standard practice future streams of costs and benefits are discounted back to currentperiod values. Timing of the various flows has a material impact on the discounted values. Because costs are incurred early, and benefits accrue later, this consideration is more important for the assumed flows of benefits. If it has been assumed that the forecast flows, as documented in the attached table<sup>4</sup>, immediately rise to their long-run value, this results in a significant overstatement of the discounted benefits. Some events such as cricket test matches are assumed to occur once every eight years. A home game for an AFL final would occur in the distant future, if ever. For every year that benefit flows are deferred, their discounted value falls by approximately seven percent.

# The assumed time profile of benefit flows should be clearly documented. If an immediate step-up to long run values is assumed, it results in a significant overstatement of discounted benefits.

- It is difficult to see how most of the benefits quantified on p.59 of the Business Case should be counted as community benefits. Their inclusion overstates discounted community benefits:
  - a. 'Generating high-value jobs'.

Without detailed information it is difficult to know how industries in VURM are defined. However, using the ANZSIC classification, the four largest industries in Tasmania contribute around 45% of the workforce (not 53% as quoted in the Business Case). This proportion is the same as in Victoria, although 'education' makes the list in Tasmania, and 'professional and scientific services' in Victoria. As detailed on p.19 of the Business Case, the majority of jobs generated in the operation phase are in restaurants and accommodation (or, in the ANZSIC classification Accommodation and Food Services). In turn part-timers, many of whom are low paid workers, make up the majority of the workforce in this industry.

<sup>&</sup>lt;sup>3</sup> Commonwealth of Australia, *Handbook of Cost Benefit Analysis* (Financial Management Reference Material No.6), January 2006.

<sup>&</sup>lt;sup>4</sup> See the attached Table 'Key Content Assumptions', Appendix 6 of Business Case.

It is hard to justify the claim that the stadium leads to significant diversification, or that it is particularly significant in generating high-value jobs.

|            |                 | Secto       | ral Distribu  | ution of Labou       | Force                             |        |         |
|------------|-----------------|-------------|---------------|----------------------|-----------------------------------|--------|---------|
|            |                 |             | Victoria      | and Tasmania         |                                   |        |         |
|            |                 |             |               | Accommodatior        | Professional<br>Scientific<br>and |        |         |
|            |                 | Retail      |               | and Food             | Technical                         | Health | Four    |
|            | Construction    | Trade       | Education     | services             | Services                          | Care   | Largest |
| Victoria   | 10.13           | 9.82        | 8.78          | 6.30                 | 9.57                              | 15.13  | 44.65   |
| Tasmania   | 8.47            | 10.12       | 9.10          | 8.21                 | 6.81                              | 16.78  | 44.48   |
| Source: AB | S Table 6291.0. | 55.001 Labo | ur Force, Aus | stralia, Detailed; A | NZSIC sectors.                    |        |         |

b. 'Sports spectatorship and self-rated health'.

To be relevant for cost benefit analysis, one would need to be able to show that attendance at sporting events *leads to* better health outcomes. **The paper cited in support of this proposition (Inoue et.al.) explicitly cautions against this interpretation of their results.** To quote "because of the cross-sectional nature of the study, causality between sporting event attendance and self-rated health cannot be inferred. Future research should use a longitudinal research design or identify appropriate instrumental variables to gain insight on causal inference" (Inoue, p.7).

c. 'Psychological benefits for sports spectators.

The Doyle et. Al. paper cited in the Business Case is not relevant for a cost benefit study. In plain language, the paper is intended to identify various aspects of spectator experience as an aid to marketing by sports promoters Unsurprisingly, if attendance did not have effects such as generating positive emotions, patrons wouldn't go. The paper does not identify any consumer or social benefits over and above the price spectators pay for the ticket.

d. 'Livability'

The effect of stadiums on property values in surrounding areas is quite mixed. The projects cited in the Assessment refer to stadiums built in areas where house values were lower than average; the reverse is true at Mac Point. In an era where Hobart house prices have accelerated to the extent that essential service workers can no longer afford to live near the hospitals and other services in the CBD, it is hardly the case that, were it to occur, a further increase in house prices should be regarded as a benefit.



# Key Content Assumptions

- Hobart Stadium is assumed to be operational in Tasmania infrastructure pipeline and building challenges, 2030 is a more realistic target). 2030 (ideally 2028, however due to current .
- It is estimated that from 2030, the new Hobart Stadium could host up to 44 events per year should Hobart host 7 regular AFL season matches. .
- acquisition budget of \$5.5 million plus access to This could be achieved with an additional the risk pool for music content. .
- 587,000 in attendance each year, and 115,700 interstate and overseas visitors each year. It is estimated that the stadium could see •
- Tasmania, the incremental net uplift is 420,000 When taking into account existing content in in attendance and 104,000 interstate and overseas visitors. .

Hobart Stadium Capacity Optimisation Analysis

| 30,000     35%       30,000     5%       5,000     5%       7,500     10%       5,000     5%       5,000     30%       5,000     30%       5,000     30%       7,500     10%       7,500     10%       7,500     10%       7,500     10%       7,500     5%       30,000     5%       7,500     5%       17,500     5%       16,000     5%       7,500     25%       5,000     50%       22,500     50%       22,500     50%       22,500     50%       7,500     25%       15,000     50%       27,500     50%       27,500     40%  |   | vear   | Attendance | VISITATION % | event   |
|---|---|--------|------------|--------------|---------|
| ed Tasmanian team)         0.25         30,000         35%           Tasmanian team)         7         20,000         5%           Tasmanian team)         2         5,000         5%           Turlited)         and Tier 1 Mattidas (i.e. vs Brazil)         0.25         5,000         5%           Olympics U23 qualifiers etc.)         0.25         5,000         30%           Olympics U23 qualifiers etc.)         0.25         7,500         10%           ourne Rebels)         0.5         7,500         10%           ourne Rebels)         0.5         7,500         5%           futuritionals, Boxing, College Football,         3         5,000  | AFL   |        |            |              |         |
| i.e. Dedicated Tasmanian team)       7       20,000       25%         Tasmanian team)       2       5,000       25%         Tasmanian team)       3       7,500       10%         Indrited)       0.25       5,000       5%         Olympics U23 qualifiers etc.)       0.25       5,000       30%         Onmotics U23 qualifiers etc.)       0.25       22,500       30%         and Tier 1 Mattidas (i.e. vs Brazil)       0.25       7,500       10%         and Tier 1 Mattidats (i.e. vs Brazil)       0.25       7,500       10%         owne Rebels)       0.25       7,500       10%         owne Rebels)       0.5       7,500       10%         off the traition is the technic in the technin the technin the technic in the technic in the technin   | AFL Final Matches (i.e. Dedicated Tasmanian team)   | 0.25   | 30,000     | 35%          | 10,500  |
| Tasmanian team)     2     5,000     5%       I United)     3     7,500     10%       and Tier 1 Matildas (i.e. vs Brazil)     0.25     5,000     5%       Olympics U23 qualifiers etc)     0.25     22,500     30%       Ownpics U23 qualifiers etc)     0.25     20,000     30%       an)     0.25     20,000     30%       ourme Rebels)     0.25     17,500     10%       ourme Rebels)     0.25     17,500     10%       ourme Rebels)     0.5     17,500     30%       ourme Rebels)     0.5     17,500     30%       ourme Rebels)     0.5     17,500     10%       ourme Rebels)     0.5     17,500     30%       ourme Rebels)     0.5     17,500     5%       ourme Rebels)     2     7,500     10%       ourme Rebels)     2     7,500     5%       net copular Australian)     3     22,500     5%       internationals, Boxing, College Football,     3     22,500     5%       internationals, Boxing, College Football,     3     2,500     5%       outces, Aust Wooden Boat Festival)     3     7,500     50%       uptics)     0.5     17,500     50%       outces, Inte   | AFL Regular Season Matches (i.e. Dedicated Tasmanian team)  | 7      | 20,000     | 25%          | 5,000   |
| n United)     3     7,500     10%       and Tier 1 Matidas (i.e vs Brazil)     0.25     22,500     30%       Olympics U23 qualifiers etc)     0.25     22,500     30%       ourne Rebels)     0.25     20,000     30%       ourne Rebels)     0.25     17,500     30%       ourne Rebels)     0.25     7,500     10%       ourne Rebels)     0.5     7,500     25%       ourne Rebels)     0.5     7,500     50%       or popular Australian)     3     22,500     50%       internationals, Boxing, College Football,     3     2,500     50%       ustralian Masters Games, International     0.25     7,500     50%       uptics)     0.5     17,500     50%       outsis, Boxing, College Football,     3     2,500     50%       outsis, Intern   | AFLW Matches (i.e. Dedicated Tasmanian team)  | 2      | 5,000      | 5%           | 250     |
| n United) 3 7,500 10%<br>and Tier 1 Matildas (i.e. vs Brazil) 0.25 22,500 30%<br>Olympics U23 qualifiers etc.) 0.25 22,500 30%<br>an) 0.25 22,500 30%<br>ourne Rebels) 2 7,500 10%<br>0.5 17,500 10%<br>0.5 7,500 10%<br>0.5 7,500 10%<br>0.5 7,500 2.50%<br>10 000 15%<br>4 10,000 5%<br>11,500 2.50%<br>Internationals, Boxing, College Football, 3 22,500 50%<br>ustratian Masters Games, International<br>mpics) 2 2,500 50%<br>0.5 17,500 2.50%<br>10 f Voices, Aust Wooden Boat Festival) 0.25 15,000 2.50%<br>ustratian Masters Games, International<br>mpics) 2 2,500 50%<br>0.5 17,500 2.50%<br>10 f Voices, Aust Wooden Boat Festival) 0.25 15,000 2.50%<br>ustratian Masters Games, International<br>mpics) 2 2,7,500 40%<br>0.5 17,500 2.50%  | Football  |        |            |              |         |
| and Tier 1 Matitdas (i.e. vs Brazil) 0.25 22,500 30%<br>Olympics U23 qualifiers etc.) 0.25 5,000 30%<br>an) 0.25 27,500 30%<br>ourne Rebels) 2 7,500 10%<br>0.5 7,500 10%<br>0.5 7,500 10%<br>0.5 7,500 10%<br>0.5 7,500 5%<br>4 10,000 5%<br>4 10,000 5%<br>1 5,000 2.50%<br>Internationals, Boxing, College Football, 3 22,500 2.50%<br>unteration Masters Games, International<br>mpics) 2 2,500 50%<br>0.5 17,500 2.50%<br>and of Voices, Aust Wooden Boat Festival) 0.25 15,000 2.50%<br>ustratian Masters Games, International<br>mpics) 2 2,500 50%<br>0.5 17,500 2.50%<br>0.5 10,50%<br>0.5 | A-League Matches (i.e. Western United)  | 3      | 7,500      | 10%          | 750     |
| Olympics U23 qualifiers etc)     0 25     5,000     5%       ent)     0 25     22,500     30%       ooume Rebels)     0 25     20,000     30%       ooume Rebels)     0 125     67,500     10%       ooume Rebels)     0 125     67,500     10%       ooume Rebels)     0 125     67,500     30%       ooume Rebels)     0 125     67,500     10%       ooume Rebels)     0 125     7,500     10%       ooume Rebels)     0 125     7,500     15%       ooume Rebels)     0 5     7,500     5%       of the rebels)     0 5     15,000     5%       of the rebels)     0 10,000     5%     5%       of Voices, Aust Wooden Boat Festival)     3     22,500     50%       ul of Voices, Aust Wooden Boat Festival)     0 25     15,000     26%       ul of Voices, Aust Wooden Boat Festival)     0 25     15,000     50%       uptics)     0 25     15,000     26%     20%       outsialian Masters Games, International     0 25     27,500     50%       of 5     0 25     27,500     50%     50%       of 5     0 25     15,000     26%       of 5     0 25     0 25%     40%  | Tier 2 Socceroos (i.e. vs Qatar) and Tier 1 Matildas (i.e. vs Brazil)   | 0.25   | 22,500     | 30%          | 6,750   |
| an)         0.25         22,500         30%           courne Rebels)         0.25         20,000         30%           courne Rebels)         0.25         20,000         30%           courne Rebels)         0.125         67,500         15%           courne Rebels)         0.5         7,500         10%           courne Rebels)         0.5         7,500         10%           courne Rebels)         0.5         7,500         10%           courne Rebels)         0.5         7,500         5%           courne Rebels)         0.5         7,500         5%           courne Rebels)         3         30,000         5%           nals or popular Australian)         5         15,000         5%           internationals, Boxing, College Football,         3         22,500         5%           of Voices, Aust Wooden Boat Festival)         3         5,000         5%           ustratian Masters Games, International         0.25         15,000         5%           mpics)         22,500         5%         5%         5%           coloces, Aust Wooden Boat Festival)         0.25         15,000         5%           mpics)         3         27,500  | Youth international football (i.e. Olympics U23 qualifiers etc)   | 0.25   | 5,000      | 5%           | 250     |
| an)         0.25         22,500         30%           ourne Rebels)         0.25         20,000         30%           ourne Rebels)         0.125         67,500         10%           0.125         67,500         30%         30%           0.125         7,500         10%         30%           0.5         7,500         30%         30%           0.5         7,500         10%         5%           10,000         5%         17,500         30%           0.5         7,500         10%         5%           anals or popular Australian)         5         10,000         5%           Internationals, Boxing, College Football,         3         22,500         50%           International         0.25         15,000         50%           International         0.25         15,000         50%  | Виару   |        |            |              |         |
| 0.25         20,000         30%           ourne Rebels)         2         7,500         10%           0.125         67,500         15%         0.1%           0.5         7,500         10%         30%           0.5         7,500         10%         30%           0.125         67,600         30%         30%           0.5         7,500         10%         5%           17,500         3         30,000         5%           onals or poular Australian)         5         15,000         5%           Internationals, Boxing, College Football,         3         22,500         5%           Internationals, Boxing, College Football,         3         5,000         25%           Informationals, Boxing, College Football,         3         22,500         5%           Informationals, Boxing, College Football,         3         22,500         5%           Inforces, Aust Wooden Boat Festival)         3         5,000         5%           Inforces, Aust Wooden Boat Festival)         3         2,500         50%           Inforces, International         0.25         2,500         50%           Inforces, Aust Wooden Boat Festival)         0.5         1,5,000 <td< td=""><td>Tier 2 Wallabies (i.e. vs F ji, Japan)</td><td>0.25</td><td>22,500</td><td>30%</td><td>6,750</td></td<>  | Tier 2 Wallabies (i.e. vs F ji, Japan)  | 0.25   | 22,500     | 30%          | 6,750   |
| ourme Rebels)         2         7,500         10%           0.5         17,500         30%         30%           0.5         7,500         10%         30%           0.5         7,500         10%         30%           0.5         7,500         10%         5%           10,000         5%         17,600         5%           11         5         10,000         5%           11         5         10,000         5%           11         5         15,000         5%           11         3         22,500         5%           11         3         5,000         25%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25         15,000         5%           11         0.25  | Super Rugby Magic Round   | 0.25   | 20,000     | 30%          | 6,000   |
| 0.125 67,500 15%<br>0.5 7,500 30%<br>0.5 7,500 30%<br>0.5 7,500 30%<br>10,000 15%<br>4 7,000 5%<br>4 5,000 5%<br>11,0,000 2.50%<br>11,0,000 2.50%<br>11,0,000 2.50%<br>11,0,000 2.50%<br>11,0,000 2.50%<br>11,5,000 2.50%<br>11,5,000 2.50%<br>11,5,000 2.50%<br>11,5,000 2.50%<br>11,5,000 2.50%<br>10,000 2.  | Super Rugby Matches (i.e. Me bourne Rebels)   | 2      | 7,500      | 10%          | 750     |
| 0.125 67,500 15%<br>0.5 7,500 30%<br>0.5 7,500 30%<br>0.5 7,500 30%<br>10,000 15%<br>4 7,000 5%<br>4 5,000 5%<br>11,000 2.50%<br>11,000 2.50%<br>10,000 2.50%<br>10,000 2.50%<br>10,000 2.50%<br>10,000 2.50%<br>10,000 2.50%<br>10,000 2.50%<br>11,500 2.50%<br>11,500 2.50%<br>10,000 2.50%<br>1  | Cricket   |        |            |              |         |
| 0.5     17,500     30%       0.5     7,500     10%       4     10,000     15%       4     5,000     5%       5     15,000     5%       10ternationals, Boxing, College Football,     3     30,000     5%       10ternationals, Boxing, College Football,     3     22,500     50%       10ternationals, Boxing, College Football,     3     5,000     25%       10ternational     0.25     15,000     50%       10ternational     0.25     15,000     50%       10tics)     0.5     17,500     50%       10tics)     0.5     50%     50%  | Test Matches (i.e. Ashes)   | 0.125  | 67,500     | 15%          | 10,125  |
| 0.5     7,500     10%       4     10,000     15%       4     5,000     5%       5     33,000     5%       7500     15,000     5%       7500     15,000     5%       101     5     15,000     5%       101     5     15,000     5%       101     3     22,500     50%       101     3     5,000     25%       101     0.25     15,000     25%       101     0.25     15,000     25%       101     0.25     15,000     50%       101     0.25     15,000     50%       101     0.25     15,000     50%       101     0.25     17,500     50%       101     0.5     17,500     40%       0.5     17,500     40%  | Men's ODI / 1T20  | 0.5    | 17,500     | 30%          | 5,250   |
| 4     10,000     15%       4     5,000     5%       anals or popular Australian)     5     15,000     5%       internationals, Boxing, College Football,     3     30,000     5%       internationals, Boxing, College Football,     3     22,500     50%       internationals, Boxing, College Football,     3     5,000     2.50%       internationals, Boxing, College Football,     3     5,000     2.50%       wistralian Masters Games, International     0.25     15,000     50%       wistralian Masters Games, International     0.25     15,000     50%       intics)     0.5     17,500     50%       intics)     0.5     5,000     50%  | Women's ODI / IT20  | 0.5    | 7,500      | 10%          | 750     |
| 4     5,000     5%       nals or popular Australian)     5     15,000     5%       Internationals, Boxing, College Football,     3     30,000     5%       I of Voices, Aust Wooden Boat Festival)     3     22,500     25%       wustralian Masters Games, International     0.25     15,000     25%       mpics)     2     7,500     25%       0.5     15,000     50%       0.5     17,500     50%       0.5     0.5     40%       0.5     587,188     40%  | BBL (i.e Hobart Hurricanes)   | 4      | 10,000     | 15%          | 1,500   |
| 3     30,000     5%       Internationals, Boxing, College Football,     5     15,000     2.50%       Internationals, Boxing, College Football,     3     22,500     50%       I of Voices, Aust Wooden Boat Festival)     3     5,000     2.5%       wustralian Masters Games, International     0.25     15,000     50%       mpics)     2     7,500     25%       0.5     15,000     50%       0.5     17,500     40%       0.5     587,188     40%   | WBBL (i.e Hobart Humicanes)   | 4      | 5,000      | 5%           | 250     |
| 3     30,000     5%       Internationals, Boxing, College Football,     5     15,000     2.50%       Internationals, Boxing, College Football,     3     22,500     50%       I of Voices, Aust Wooden Boat Festival)     3     5,000     2.5%       wustralian Masters Games, International     0.25     15,000     50%       mpics)     2     2,500     50%       0.5     15,000     50%       0.5     17,500     40%       0.5     587,188     40%   | Entertainment   |        |            |              |         |
| nals or popular Australian)     5     15,000     2.50%       Internationals, Boxing, College Football,     3     22,500     50%       I of Voices, Aust Wooden Boat Festival)     3     5,000     25%       ustralian Masters Games, International     0.25     15,000     50%       mpics)     2     2,500     50%       0.5     15,000     50%       0.5     17,500     40%       0.5     17,500     40%  | Tier 1 concerts (Internationals)  | 3      | 30,000     | 5%           | 1,500   |
| Internationals, Boxing, College Football,       3       22,500       50%         I of Voices, Aust Wooden Boat Festival)       3       5,000       25%         ustralian Masters Games, International       0.25       15,000       50%         mpics)       2       2,500       50%         0.55       15,000       50%       40%         0.5       17,500       40%         0.5       55       5600       50%   | Tier 1 minus concerts (Internationals or popular Australian)  | 5      | 15,000     | 2.50%        | 375     |
| 3     22,300     30%       In of Voices, Aust Wooden Boat Festival)     3     5,000     25%       uustralian Masters Games, International     0.25     15,000     50%       mpics)     2     2,500     50%       0.5     17,500     50%       0.5     17,500     40%       0.5     17,500     40%   | Ad-hoc sport (i.e. UFC, Football Internationals, Boxing, College Football,                                    | c      | JU EUN     | CO0/         | 11,250  |
| 2       7,500       25%         If of Voices, Aust Wooden Boat Festival)       3       5,000       2.50%         ustralian Masters Games, International       0.25       15,000       50%         mpics)       2       2,500       50%       60%         0.5       15,000       50%       40%       60.5       40%         0.5       0.5       17,500       40%       60.5       567,100       50%  | Supercross, Motocross)  | 0      | nnc'77     | %/DC         |         |
| 2       7,500       25%         If of Voices, Aust Wooden Boat Festival)       3       5,000       2.50%         uustralian Masters Games, International       0.25       15,000       5.0%         mpics)       2       2,500       50%       6.0%         0.5       1,5,000       50%       40%         0.5       11,500       40%         0.5       17,500       40%   | Existing Tasmanian Events   |        |            |              |         |
| If of Voices, Aust Wooden Boat Festival) 3 5,000 2.50%<br>uustralian Masters Games, International 0.25 15,000 50%<br>mpics) 2 2,500 50%<br>0.5 17,500 40%<br>0.5 17,500 40%   | Dark Mofo / Mona Foma   | 2      | 7,500      | 25%          | 1,875   |
| ustralian Masters Games, International 0.25 15,000 50%<br>mpics) 2 2,500 50%<br>0.5 17,500 40%<br>0.5 587,188   | Local events (i.e. Targa, Festival of Voices, Aust Wooden Boat Festival)                                      | 3      | 5,000      | 2.50%        | 125     |
| 2 2,500 50%<br>0.5 27,500 40%<br>0.5 17,500 40%<br>43.625 587,188   | Mass Participation events (i.e. Australian Masters Games, International<br>Transclart Games Special Olymnics) | 0.25   | 15,000     | 50%          | 7,500   |
| 2 2,500 50%<br>0.5 27,500 40%<br>0.5 17,500 40%<br>43.625 587,188   | Business Events   |        |            |              |         |
| 0.5 27,500 40%<br>0.5 17,500 40%<br>43.625 587,188  | Business Events (>1,500 ppl)  | 2      | 2,500      | 50%          | 1,250   |
| 0.5 27,500 40%<br>0.5 17,500 40%<br>43.625 587,188  | World Cup Content   |        |            |              | ia.     |
| 0.5 17,5 <u>00</u> 40%<br>43.625 587,188  | Tier 3 Content  | 0.5    | 27,500     | 140%         | 11,000  |
| 43.625 587,188  | Tier 4 Content  | 0.5    | 17,500     | 40%          | 2,000   |
|   | Weighted Total / Annual Average   | 43.625 | 587,188    |              | 115,700 |