

Quarterly Review – Positively Wellington Business

Positively Wellington Business has presented its report for the quarter ended 30 September 2005 for review. A summary of key findings is presented below and the full report is attached.

Highlights: achievements

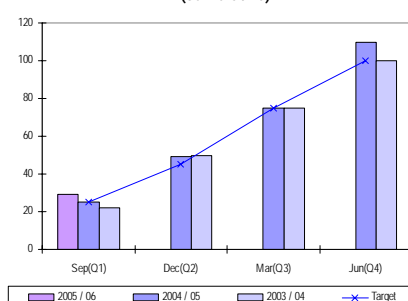
- Two ICT Wellington Cluster members secured contracts in Brazil worth a total of \$1.4 million.
- PWB received the New Zealand Regional Development Practitioner Incentive Award of its contribution to securing the new international Sound Stage film-making facility for the Wellington region.

Activities during the quarter

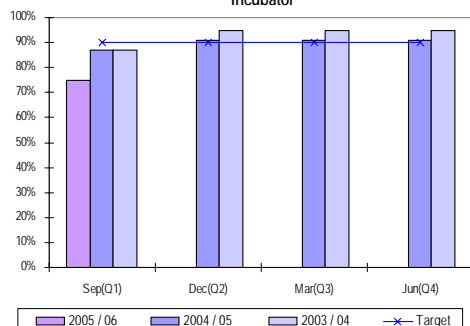
- PWB have received a capability funding grant to investigate the development of a Greater Wellington Industry Development Centre (a 'one stop shop' for the development of new ideas).
- PWB gathered a delegation representing 32 organisations to attend two New Zealand Opportunities Expos in England in October.
- There has been quite a high staff turnover during the last quarter which may be partly due to the recent restructuring process.

Performance

The number of new business start ups facilitated by Positively Wellington Business (cumulative)



Occupancy within Creative Head Quarters business incubator



Macro Key Performance Indicators

The following KPI's have been reported by the company

Measure	Annual Target	Quarter Target	Quarter Actual
Growth in GDP by targeted sector	> Nat Ave	N/A	N/A
Number of Businesses by targeted sector	+ Growth	N/A	N/A
Number of Jobs by targeted sector	+ Growth	N/A	N/A
Location Quotients by targeted sector	> Nat Ave	N/A	N/A

Until the results for the above are available proxy measures will be used to assess the performance of PWB (please see graphs above.)

PWB is now producing the six monthly "Regional Outlook" report for the Wellington Region. This analyses the state of the region's economy.

Financial Commentary

- There was a surplus of \$113K for the month which is \$62K under budget, mainly due to income received in advance last year.

Statement of Financial Performance

For the quarter ended 30 September 2005

\$'000	Q1 Actual	Q1 Budget	YTD Actual	YTD Budget	FY Budget
Income	1,117	1,161	1,117	1,161	4,231
Expenditure	1,004	999	1,004	999	4,227
Operating surplus	113	162	113	162	4

Operating margin 10% 14% 10% 14%

Statement of Financial Position

As at 30 September 2005

\$'000	YTD Actual	2004/05 Actual	FY Budget
Current assets	1,397	1,243	
Non-current assets	185	203	
Current liabilities	1,039	1,016	
Non-current liabilities	210	210	
Equity	333	220	

Current ratio 1.3 : 1 1.2 : 1
Equity ratio 21% 15%

Statement of Cash Flows

For the quarter ended 30 September 2005

\$'000	YTD Actual	2004/05 Actual	FY Budget
Operating	309	408	
Investing	-	(133)	
Financing	-	(1)	
Net	309	274	
Closing balance	1,139	830	

Note: FY Budgets are as approved in the Business Plan.

Contact officer:

Ian Clements

Profile – Positively Wellington Business

Recognising that there is greater economic strength through unity, the city councils of Hutt, Porirua, Wellington, Upper Hutt and Kapiti Coast are the major funders of Positively Wellington Business.



The role of Positively Wellington Business varies from giving advice to start up entrepreneurs to helping established businesses carve inroads into offshore markets. Its activities are driven by four key economic development principals: Creating new business; growing existing business; retaining existing business and attracting new business.

The Trust's economic development programmes include business clusters, which foster collaboration and emphasise the facilitation role of local government in economic development, and incubators which nurture start-up businesses with high growth and exporting potential. Positively Wellington Business works to attract investment into the region and helps to address skill shortages through a targeted migrant attraction programme. The Trust also provides many services to businesses 'on the ground' such as short courses to develop business skills, free general advice, and help in accessing central government funding grants.

While primarily funded by local government, Positively Wellington Business is a separate entity that receives funding support and contracts from central government and private sector partners for specific projects. Led by an influential board of trustees, the Trust develops and implements a regional strategy to ensure that economic development resources support the comparative and competitive strengths of the region without duplication between agencies or cities.

Positively Wellington Business is a catalyst for economic development through collaboration between the private and public sectors, and a focussed approach to business and skill growth.

Entity Data		
Established	2002	
Board	Ken Douglas (Chair) Emily Loughnan Murray Bain Bill Osborne Kim Wicksteed Clr John Morrison Vaughan Renner Robert Gray Charles Gilmore	<i>Term expires:</i> Porirua C.C. 31 Dec 06 31 Dec 06 31 Dec 07 31 Dec 07 Oct 07 Upper Hutt C.C (resigned) Hutt CC
CEO	Philip Lewin	
Balance date	30 June	
Number of FTE staff	17.50	
Website	www.smartwellington.co	
Type of entity	Council-settled Trust	
LGA designation	CCO	
By reason of	Board control: six trustees appointed by Council	
Council interest	\$2.043m	
Type of interest	Operating Grant	