

ST JAMES THEATRE CHARITABLE TRUST

REPORT NO. 2

**Prepared for Wellington City Council
Monitoring Subcommittee**

**For the 2nd Quarter 2006/7
1 October – 31 December 2006**

Signed

Date

1. OVERVIEW

The second quarter of the year was quiet.

Perform'ces this quarter	Budget this quarter	Same quarter 2005/06	Same quarter 2004/05	Same quarter 2003/04	Same quarter 2002/03	Perform'ces YTD	Budget YTD
32	43	46	72	30	60	89	109

The second quarter was quiet in the Westpac St James Theatre while a lot of one nighters at the Opera House.

	Actual This Quarter	2006/2007 Budget Quarter	Same Period Last Year (Actual)
Trust Consolidated profit/(loss) for quarter (after depreciation and interest charged)	(143,636)	(204,731)	15,869

2. THEATRE OPERATIONS

2.1 Overview

Company profit/(loss)	Actual profit/(loss)	2006/2007 Budget
October	(17,622)	18,681
November	12,668	16,902
December	(73,577)	(86,655)
Total this Quarter	(78,531)	(51,072)
Total year to date	9,397	(17,725)

2.2 Performance Analysis

Shows that took place were:

Westpac St James

➤ Giselle RNZB

- Opera House
- Radio Hauraki 40th Anniversary
 - Body Building Champs
 - Amazing A Capella
 - Highway of Legends
 - Dorothy the Dinosaur (own show)
 - The Laughing Samoans
 - The Street City Church
 - Bowzer
 - Allah Made Me Funny
 - Pao Pao Pao
 - Paula Hunt
 - Tim Finn
 - Peter Pan
 - Russel Peters
 - Fire Bird

These productions received financial assistance from either the St James directly or by way of a Performing Arts Foundation subsidy.

2.3 Westpac St James Theatre

The St James had a lower than budgeted quarter due to large international season which did not eventuate.

2.4 The Opera House

The Opera House well exceeded budget this quarter due to a large number of one night shows, many of which were short order bookings.

2.5 Food, Beverage & Events

Food and Beverage revenue was under budget however both Performance and Events profit has significantly increased on last year and the Jimmy Café continued to maintain its increased revenue and contribution to profit.

The total number of events for the quarter was 54, which is 60% of KPI of this quarter.

The number of enquiries going forward is steady, with tracking for a good conversion rate.

2.6 Marketing/Development (Fundraising)

The web site received 15,169 unique visits, viewing 41,071 pages and 271,557 hits during October to December period. Marketing assistance was given to the promoters of 18 shows. This assistance to promoters continues to be a unique service in the industry and a benefit to promoters.

The next season brochure is due late January 2007.

The Trust continues to host an increased number of schools tours of both venues.

3. ISSUES/RISKS

3.1 Entrepreneurial Shows

At The Opera House a successful own show for the under 5's was held: Dorothy the Dinosaur. The Trust approved a new international Winter Season of three shows for winter 2007. This contributes to the Council Events Team's need for an off Festival year mid year event.

4. **KPI REPORTING**

The KPI performance reflects the activity levels of each entity for the quarter. Please see attached reports, as detailed below

5. **FINANCIAL INFORMATION**

Please see attached information.

<i>Item 5.1</i>	Consolidated Statement of Financial Performance 1 October 2006 to 31 December 2006
<i>Item 5.2</i>	Consolidated Statement of Financial Position As at 31 December 2006
<i>Item 5.3</i>	Consolidated Statement of Cash Flows 1 October 2006 to 31 December 2006
<i>Item 5.4</i>	Consolidated Key Performance Indicators 1 October 2006 to 31 December 2006

Item 5.1

**St James Theatre Charitable Trust
Consolidated Statement of Financial Performance (Company and Trust Only)
For the Second Quarter - 1 October 2006 to 31 December 2006**

	Company		Trust		Consolidated		12 Month Reforecast \$'000	12 Months 2007 Budget \$'000
	This quarter Actual \$'000	This quarter Budget \$'000	This quarter Actual \$'000	This quarter Budget \$'000	Year to date Actual \$'000	Year to date Budget \$'000		
Revenue								
Sponsorships / Grants								
Theatre & Related Revenue	277	465	39	69	93	133	258	268
Food & Beverage Revenue	409	472			939	972	2,329	2,407
Box Office and Ticketek Revenue	10	20			770	856	1,557	1,636
Other Revenue	15	14	17	15	28	48	106	104
	712	971	56	84	1,861	2,036	4,370	4,471
Expenditure								
Administration			7	7				
F&B Cost of Goods	90	107			210	214	446	429
House Expenses / Operating	188	356	7	13	425	588	1,464	1,512
Personnel	354	371	27	25	847	803	1,681	1,655
Property	132	153			264	306	614	615
Operating Profit BODIDIT	763	986	41	45	1,746	1,912	4,205	4,211
Depreciation - Operating Assets	(51)	(102)	15	39	115	124	165	260
Depreciation - Infrastructure Assets	27	36	0	0	62	69	155	150
Operating Profit BIDIT	(78)	(51)	15	39	54	55	10	110
Interest	(78)	(51)	151	175	302	349	832	704
Operating Profit before tax	(78)	(51)	(136)	(136)	(249)	(295)	(822)	(594)
Taxation	(78)	(51)	18	18	36	36	70	70
Net Profit after tax	(78)	(51)	(154)	(154)	(284)	(330)	(892)	(663)
Distributions to the Trust	(78)	(51)	(154)	(154)	(284)	(330)	(892)	(663)
Transferred to Retained Earnings	(78)	(51)	(154)	(154)	(284)	(330)	(892)	(663)

Notes:

Company:

- 1 Theatre revenue was down with the loss of a season in October and an own show at the St. James being replaced with a smaller childrens based own show at The Opera House.
- 2 F & B continues to find the market very competitive
- 3 This is dependent on when tickets are sold for shows.
- 4 Under due to staff shortages
- 5 Will even out over the year particularly with major R&M during summer period

Trust:

- 6 The sponsorship market continues to be difficult for the St. James to attract new sponsors.

Item 5.2

**St James Theatre Charitable Trust
And St James Theatre Limited - Consolidated
Statement of Financial Position
As at 31 December 2006**

	Trust Thousands	Consolidated Thousands
Assets		
Current assets		
Cash & cash equivs	1,072	0
Accounts Receivable	201	1,225
Stock	0	140
Other current assets	65	51
	<u>1,338</u>	<u>1,416</u>
Non current assets		
Fixed assets		
Work in progress	19,504	19,858
Investment in St James Theatre Limited	476	485
	<u>250</u>	<u>0</u>
	<u>20,230</u>	<u>20,343</u>
Total Assets	21,568	(18,927)
Liabilities		
Current liabilities		
Bank Overdraft	0	0
Accounts Payable	24	137
GST	22	140
Performance deposits held	0	130
Other Current	184	301
ANZ Loan	0	0
	<u>230</u>	<u>708</u>
Non current liabilities		
ANZ Loan	979	979
	<u>979</u>	<u>979</u>
Total Liabilities	1,209	1,687
Net Assets	20,359	(20,614)
Equity		
Retained earnings - brought forward	20,653	20,481
Retained earnings - current period	(294)	(284)
Total equity	20,359	20,197

Item 5.3

**St James Theatre Charitable Trust
Consolidated Statement of Cash Flows (Company and Trust Only)
For the Second Quarter - 1 October 2006 to 31 December 2006**

	Qtr Movement Thousands	YTD Thousands
Cash Flow from Operating Activities		
Cash was provided from:		
Receipts from Customers	(326)	712
Interest	18	35
GST Refunds	0	0
Other	0	0
	<u>(309)</u>	<u>747</u>
Cash was applied to:		
Payments to Suppliers and Employees	881	2,112
GST Payments	33	36
Interest paid	9	27
Other	0	0
	<u>923</u>	<u>2,175</u>
Net Cash flow from Operating Activities	(1,232)	(1,428)
Cash Flow from Investment Activities		
Cash was provided from:		
Proceeds from the sale of Assets	0	0
Cash was applied to:		
Purchase of Fixed Assets	46	126
Other	0	0
	<u>46</u>	<u>126</u>
Net Cash flow from Investing Activities	(46)	(126)
Cash Flow from Financing Activities		
Cash was provided from:		
ANZ Funding	0	0
Cash was applied to:		
ANZ Funding	21	42
	<u>21</u>	<u>42</u>
Net Cash flow from Financing Activities	(21)	(42)
Net Increase/(Decrease) in cash held	(1,298)	(1,596)
Add Opening Cash Balance brought forward	0	1,758
Net Cash Movement (including Deposit yes)	(1,298)	162

Item 5.4

**St James Theatre Charitable Trust - Consolidated
Detailed Key Performance Indicators
For the Second Quarter - 1 October 2006 to 31 December 2006**

	Actual Thousands or #	This quarter Budget Thousands or #	Variance	Actual Thousands \$ or #	Year To Date Budget Thousands \$ or #	Variance %	Year End Budget ##	Change in Projection %
1. OPERATING PERFORMANCE								
ST JAMES THEATRE CHARITABLE TRUST								
Sponsorship Revenue	39	69	(44%)	93	133	(30%)	\$ 267,676	
ST JAMES THEATRE LIMITED								
Number of performances SJT	9	28	(68%)	47	68	(31%)	121	
Number of performances OH	23	15	53%	45	41	10%	150	
Total number of days utilised SJT	14	37	(62%)	69	92	(25%)	177	
Total number of days utilised OH (includes perfs, dark/bump in days & special events in auditoria)	22	16	38%	50	46	9%	151	
Ave spend per head per perf. SJT	\$ 3.77	\$1.50-\$3.50		\$ 4.24	\$1.50-\$3.50			
Ave spend per head per perf. OH	\$ 2.28	\$0.30 - \$1.50		\$ 3.15	\$0.30 - \$1.50			
Total average spend per head	\$ 3.03	\$0.30 - \$3.50		3.69	\$0.30 - \$3.50			
Ave capacity total seats sold on SJT prod onl	N/A			N/A				
Ave capacity total seats sold on OH prod onl	80%			80%	55%			
2.0 CAPITAL MAINTENANCE								
2.1 Compliance with building regulations	yes	yes		yes	yes		yes	
2.2 Compliance with Historic Places Trust requirements	yes	yes		yes	yes		yes	
3.0 RISKS								
Reported by Exception only								

1 NB: # perfs for 1st Quarter should have been 22 not 19 as recorded in 1st Quarter report