

ST JAMES THEATRE CHARITABLE TRUST

ST JAMES THEATRE LIMITED

REPORT NO. 3

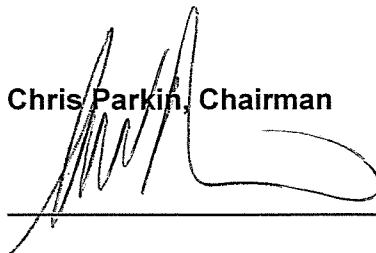
**Prepared for Wellington City Council
CCOP Sub-Committee**

**For the 3rd Quarter 2007/2008
1 January – 31 March 2008**

Name

Chris Parkin, Chairman

Signed



Date

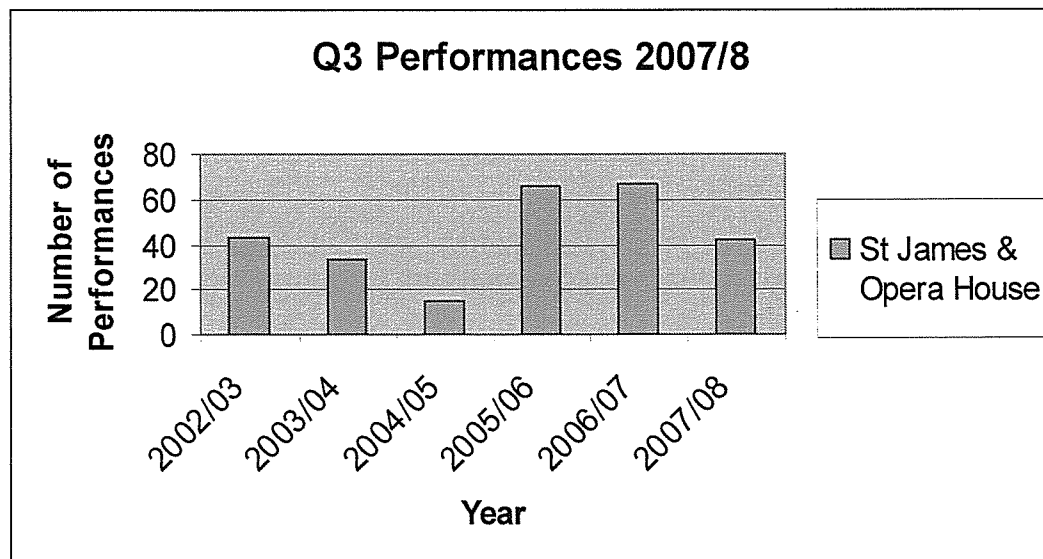
1st May 2008

1. Performances

The third quarter included the International Arts Festival, RNZB's season of Red and several unusual bookings including Ghosthunters International filming, the Peace Summit and NZSO rehearsals.

Of the 22 performances at the Opera House of which 68% were targeted at the wider community (non traditional audiences and community groups).

Of the 20 performances at St James most were aimed at traditional theatre audiences being a key venue for traditional International Arts Festival performances.



St James

- *Lyon Opera NZIF
- She Wei Dance Arts NZIF
- *Bro'Town NZIF
- Sacred Monsters NZIF
- Borrowed Light NZIF
- The Costs of Iraq NZIF
- RNZB Red
- Ghost Hunters International
- NZSO Rehearsal

Opera House

- Jose Gonzalez
- The Three Sisters NZIF
- *Trial of the Cannibal Dog NZIF
- *Traces NZIF
- Ghost Hunters International (filming)
- Wilco
- *Swan Princess
- Arise Church

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

**) Own show

Entrepreneurial Shows

There were no entrepreneurial shows in this quarter but work is underway on several options for next calendar year.

Despite serious consideration being given by the Council Events Team to support risk marketing for the potential staging of "We will Rock You" in September, budget limitations and the level of risk involved led to a decision to decline our application. The Trust felt unable to proceed on its own.

The Trust constantly looks for Own Productions to fill gaps in programming. The programming team is currently working on a number of options to fill blank spots in our calendar.

The combined Programming and Own Shows departments' revenue and profit YTD are ahead of budget.

2. Food, Beverage & Events

YTD profit remains healthy. However Food & Beverage YTD revenue and profit are now under budget due to the lower than expected ticket sales for the NZ International Arts Festival which directly affects F&B spend per head. While the Festival overall recorded excellent results several of the 'headline acts' and sell out shows were held at other venues this year and attendance numbers at St James and Opera House were down on budget and previous Festivals.

The Trust continues to explore all options for increasing revenue including retail and rental options.

3. Marketing

The Autumn Season Brochure was published this quarter. The Trust continues to focus on new 'Social Network Marketing' methods to complement more traditional forms and to attract new, particularly young audiences. The website is being revamped.

4. Sponsorship

As reported last quarter the Trust has received approval for a major grant organisation for funding for a dedicated Sponsorship Manager. Key areas of focus will be sourcing new naming rights sponsors, ongoing applications to grant organisations, corporate arts partnership and supplier sponsorships.

5. Financials & KPI reporting

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

Appendices

A – Consolidated Income Statement & KPI's	1 January - 31 March 2008
B – Consolidated Balance Sheet	1 January - 31 March 2008
C – Consolidated Statement of Cash Flows and Reconciliation	1 January - 31 March 2008

Appendix A

St James Theatre Charitable Trust							
Consolidated Balance Sheet							
For the Three Quarters Ended 31 March 2008							
Equity	Notes	Q3 YTD Actual	Q2 YTD Actual	Q1 YTD Actual	YE 2006/07	YE 2005/06	YE 2004/05
Retained Earnings		\$ 16,443,709	\$ 16,443,709	\$ 16,443,709	\$ 17,781,358	\$ 17,784,910	\$ 18,102,401
Settlers Capital		\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000	\$ 2,700,000
Current Year Earnings		-\$ 311,886	-\$ 94,912	\$ 46,273	-\$ 1,337,649	-\$ 3,552	\$ 317,491
Total Equity		\$ 18,831,823	\$ 19,048,797	\$ 19,189,982	\$ 19,143,709	\$ 20,481,358	\$ 20,484,910
Assets							
Cash & cash equivalents		\$ 401,116	\$ 601,433	\$ 869,633	\$ 963,758	\$ 1,757,673	\$ 1,277,352
Receivables		\$ 122,099	\$ 98,884	\$ 225,635	\$ 220,606	\$ 227,292	\$ 99,276
Stock		\$ 66,908	\$ 48,850	\$ 61,495	\$ 61,510	\$ 55,232	\$ 46,399
Other current Assets	1	\$ 61,621	\$ 97,873	\$ 152,284	\$ 11,911	\$ 3,676	\$ 52,224
Total Current Assets		\$ 651,745	\$ 847,040	\$ 1,309,047	\$ 1,257,785	\$ 2,043,872	\$ 1,475,251
Fixed Assets		\$ 19,802,217	\$ 19,953,101	\$ 20,088,262	\$ 20,253,444	\$ 20,161,131	\$ 19,582,798
Capital Work In Progress			\$ 41,224	\$ 41,224	\$ 40,032	\$ 419,581	\$ 1,253,206
Investments		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other non-current assets		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non Current Assets		\$ 19,802,217	\$ 19,994,325	\$ 20,129,486	\$ 20,293,476	\$ 20,580,712	\$ 20,836,004
Total Assets		\$ 20,453,962	\$ 20,841,365	\$ 21,438,533	\$ 21,551,261	\$ 22,624,585	\$ 22,311,255
Liabilities							
Current Payables		\$ 175,590	\$ 96,612	\$ 374,803	\$ 500,329	\$ 191,086	\$ 242,573
GST	2	\$ 90,270	\$ 230,873	\$ 104,442	\$ 99,582	\$ 167,729	-\$ 43,828
Other Current Payables	3	\$ 487,685	\$ 573,610	\$ 855,357	\$ 871,613	\$ 763,891	\$ 528,385
Non Current ANZ Loan		\$ 868,594	\$ 891,473	\$ 913,948	\$ 936,028	\$ 1,020,522	\$ 1,099,214
Total Liabilities		\$ 1,622,139	\$ 1,792,568	\$ 2,248,551	\$ 2,407,551	\$ 2,143,228	\$ 1,826,344
Net Assets		\$ 18,831,823	\$ 19,048,797	\$ 19,189,982	\$ 19,143,709	\$ 20,481,357	\$ 20,484,911
Current Ratio		0.86	0.94	0.98	0.85	1.82	2.03
Equity ratio		8.6%	9.4%	11.7%	12.6%	10.5%	8.9%
Notes		<p>1 Q1 includes Prepaid Insurance current asset of \$128k, Q2 Prepaid Insurance \$85k, Q3 Prepaid Insurance \$41k</p> <p>2 Q2 GST payable included \$193k relating to the IWS</p> <p>3 Q3 includes \$207k Deposits Held, Income in Advance \$164k and Accruals</p>					

St James Theatre Charitable Trust				
Consolidated Statement of Cash Flows				
For the Three Quarters Ended 31 March 2008				
	31 March 2008	YE 2006/07	YE 2005/06	YE 2005/04
Operating Cashflow				
Cash Provided From				
Trading Receipts	\$ 3,438,722	\$ 3,362,830	\$ 3,828,698	\$ 3,957,557
Trust Income (Sponsorships & Donations)	\$ 384,553	\$ 110,943	\$ 615,781	\$ 216,303
Interest and Investments Income	\$ 12,443	\$ 63,331	\$ 82,028	\$ 66,398
Cash Applied To				
Employees	\$ 1,279,049	\$ 1,779,785	\$ 1,596,908	\$ 1,381,711
Suppliers	\$ 2,902,148	\$ 1,883,314	\$ 1,906,814	\$ 2,175,533
Net GST	\$ 9,312	\$ 68,147	\$ 211,557	\$ 48,332
Other Operating				
Interest Paid	\$ 49,886	\$ 76,297	\$ 75,490	\$ 16,398
Total Operating Cash Flow	-\$ 404,677	-\$ 270,439	\$ 1,158,852	\$ 618,284
Investing Cashflow				
Cash Provided From				
Sale of Fixed Assets	\$ -	\$ -	\$ -	\$ -
Other	\$ -	\$ -	\$ -	\$ -
Cash Applied To				
Purchase of Fixed Assets	\$ 90,531	\$ 438,983	\$ 599,838	\$ 1,644,329
Other				
Total Investment Cash Flow	-\$ 90,531	-\$ 438,983	-\$ 599,838	-\$ 1,644,329
Financing Cashflow				
Cash Provided From				
Drawdown of Loans	\$ -	\$ -	\$ -	\$ 1,099,215
Other	\$ -	\$ -	\$ -	\$ -
Cash Applied To				
Repayment of loans	\$ 67,434	\$ 84,493	\$ 78,693	\$ -
Other				
Total Investment Cash Flow	-\$ 67,434	-\$ 84,493	-\$ 78,693	\$ 1,099,215
Net Increase (Decrease) in cash held	-\$ 562,642	-\$ 793,915	\$ 480,321	\$ 73,170
Opening Cash Equivalent	\$ 963,758	\$ 1,757,673	\$ 1,277,352	\$ 1,204,182
Closing Cash Equivalent	\$ 401,116	\$ 963,758	\$ 1,757,673	\$ 1,277,352

St James Theatre Charitable Trust		
Reconciliation of Consolidated Statement of Cash Flows		
For the Three Quarters Ended 31 March 2008		
	31 March 2008	YE 2006/07
Operating Surplus	-\$ 311,886	-\$ 1,337,649
add back non cash items - Depn & Amort	\$ 581,790	\$ 726,220
(Increase)/ decrease in receivables	\$ 98,507	\$ 6,686
(Increase)/ decrease in other assets	-\$ 55,108	-\$ 14,513
(Increase)/ decrease in fixed assets	-\$ 90,531	-\$ 438,983
Increase/ (Decrease) in AP	-\$ 324,739	\$ 309,243
Increase/ (Decrease) in other liabilities	-\$ 383,928	\$ 107,722
Increase/ (Decrease) in GST	-\$ 9,312	-\$ 68,147
Increase/(Decrease) in Loans	-\$ 67,434	-\$ 84,494
Net Cashflow	-\$ 562,642	-\$ 793,915

St James Theatre Charitable Trust												
Consolidated Income Statement												
For the Three Quarters Ended 31 March 2008												
	Note	Q3 YTD Actual	Q3 YTD Budget	Q2 YTD Actual	Q2 YTD Budget	Q1 Actual	Q1 Budget	Budget 07/08	Forecast 07/08	YE 2006/07	YE 2005/06	YE 2005/04
KPIs												
Number of Performances - Opera House		74	78	53	64	31	28	108	104	145	90	69
Number of Performances - St James		65	83	45	57	33	41	115	97	94	103	132
Number of Days Utilised - Opera House		83	110	52	80	32	40	140	113	150	97	91
Number of Days Utilised - St James		109	115	69	80	44	51	162	156	147	170	205
Average Own Show Seat Utilisation						52%	55%	55%	55%	58%	58%	54%
Income												
Trading Income		\$ 3,438,722	\$ 3,648,780	\$ 2,715,612	\$ 2,839,532	\$ 2,026,707	\$ 1,965,543	\$ 4,909,314	\$ 4,449,256	\$ 3,364,379	\$ 3,800,110	\$ 3,857,979
Interest and Investments Income		\$ 12,443	\$ 39,033	\$ 7,883	\$ 26,212	\$ 4,272	\$ 13,106	\$ 52,000	\$ 25,410	\$ 63,331	\$ 82,028	\$ 66,398
Trust Income (Sponsorships & Donations)		\$ 384,553	\$ 254,131	\$ 336,009	\$ 177,588	\$ 96,544	\$ 134,044	\$ 297,676	\$ 428,098	\$ 236,792	\$ 558,281	\$ 137,761
Net Income		\$ 3,835,718	\$ 3,941,944	\$ 3,059,304	\$ 3,043,332	\$ 2,127,523	\$ 2,112,693	\$ 5,258,990	\$ 4,902,764	\$ 3,664,502	\$ 4,440,419	\$ 4,062,138
Expenditure												
Employee Costs		\$ 1,279,049	\$ 1,420,367	\$ 925,559	\$ 951,002	\$ 546,315	\$ 486,842	\$ 1,926,480	\$ 1,785,162	\$ 1,779,785	\$ 1,586,908	\$ 1,381,711
Operating Costs		\$ 2,236,879	\$ 2,436,375	\$ 1,804,644	\$ 1,977,369	\$ 1,322,221	\$ 1,492,869	\$ 3,183,962	\$ 2,734,466	\$ 2,419,849	\$ 2,046,444	\$ 2,299,546
Net Expenditure		\$ 3,515,928	\$ 3,856,742	\$ 2,730,203	\$ 2,928,371	\$ 1,868,536	\$ 1,979,711	\$ 5,110,442	\$ 4,519,628	\$ 4,199,634	\$ 3,645,352	\$ 3,681,257
EBITDA		\$ 319,790	\$ 85,202	\$ 329,101	\$ 114,961	\$ 259,987	\$ 132,983	\$ 148,548	\$ 383,136	\$ 535,132	\$ 795,067	\$ 380,881
Depreciation		\$ 572,301	\$ 611,808	\$ 385,015	\$ 403,875	\$ 190,289	\$ 200,537	\$ 824,758	\$ 785,251	\$ 704,017	\$ 677,172	\$ 676,451
Amortisation		\$ 9,489	\$ 22,054	\$ 6,370	\$ 14,703	\$ 3,250	\$ 7,351	\$ 29,404	\$ 16,839	\$ 22,203	\$ 45,957	\$ -
EBIT		\$ 282,000	\$ 548,660	\$ 62,284	\$ 303,617	\$ 65,468	\$ 74,905	\$ 705,614	\$ 418,984	\$ 1,261,352	\$ 71,938	\$ 295,870
Interest Expense		\$ 49,886	\$ 57,328	\$ 32,628	\$ 38,592	\$ 19,195	\$ 19,480	\$ 75,680	\$ 68,238	\$ 76,297	\$ 75,490	\$ 21,921
Net Income/(Expenditure) before Tax		\$ 311,886	\$ 605,988	\$ 94,912	\$ 342,209	\$ 46,273	\$ 94,386	\$ 701,294	\$ 487,182	\$ 1,337,649	\$ 3,552	\$ 317,491
Operating Margin		-8.1%	-15.4%	-3.1%	-11.2%	2.2%	-4.5%	-14.9%	-9.9%	-36.5%	-0.1%	-7.8%
Notes												