

Visitor Numbers

Institution	2020-21 Target	YTD Visitor Numbers	% of Annual Target	Q3 Target	Q3 Visitor Numbers Achieved	% of Q3 Target
City Gallery Wellington	56,200	63,955	114%	13,400	19,177	143%
Wellington Museum	56,000	74,724	133%	20,500	26,355	129%
Capital E	45,500	41,306	91%	9,750	13,976	143%
Cable Car Museum	79,000	85,476	108%	25,500	28,490	112%
Space Place	24,000	28,795	120%	8,000	7,313	91%
Nairn Street Cottage	1,000	261	26%	500	154	31%
TOTAL	261,700	294,517	113%	77,650	95,465	123%

NB. All sites, with the exception of Nairn Street Cottage, fully reopened under normal operating hours from 6 July 2020.

Our 2020-21 targets are based on a COVID-19 operating environment of closed borders and no international visitors.

QUARTER THREE – JANUARY, FEBRUARY, MARCH 2021

Commentary on Variation Against Target:

123% of the Q3 target (95,465) was achieved with 77,650 visits. As at quarter-end we have received a total of 294,517 visitors, a total of 113% of the annual target for 2020-21. This compares to Q3 of 2019-20 with 519,854 visits or 78% of the 2019-20 annual target (noting some impact from COVID-19 in Q3 of 2019-2020).

- **City Gallery Wellington:** 112% of Q3 target was achieved, with events such as Open Late contributing to the numbers.
- **Wellington Museum:** Visitor numbers are tracking well, with 129% of the Q3 target achieved, assisted by venues hire and a vibrant programme of events.
- **Capital E:** 143% of Q3 target achieved. School bookings, as well as visitation to PlayHQ have been consistent, supported by high attendance for Children's Day.
- **Cable Car Museum:** While better than forecast, this is significantly lower than 2019-20 due to the absence of international visitors.
- **Space Place:** Closed during February while remedial work, including refurbishment of the steel windows and painting of the Dome was undertaken by Council contractors. School bookings have been consistent.
- **Nairn Street Cottage:** Extra precautions in a Covid-19 environment have had an impact on staffing Museums Wellington sites. As a result, the hours and days of opening Nairn Street Cottage were at times reduced to enable staff to be redeployed to busier sites, affecting visitor numbers.

Programme Highlights:

- **Wellington Museum** proudly supported a diverse range events this quarter, including *Women of Significance*, various events supporting *Pride Month*, and the debut of *The Eternal Queers: New Zealand first all-queer, all-people of colour play*. Planning continues for *Wellington on a Good Day*, the replacement for *Telling Tales*.
- **Space Place:** During the closure period, the Space Place team were able to pilot new tools and processes with our new business systems rollout.
- **City Gallery Wellington:** *Every Artist* opened at City Gallery Wellington: an exhibition of local, national, and international artists who rethink, remap, queer, and even gamify the history of art. Berlin-based artist Marianna Simnett's *CREATURE* opened in March, her largest solo show to date. The gallery's new initiative, 'A Curiously Good Art Club', supported by the Wright Family Trust launched on 28 March and was fully subscribed.
- **Capital E's** National Theatre for Children's show *The Lost Letter Office* continued its postponed 2020 tour through the North Island during Level's 1 & 2, before ending the tour at Te Papa's Sounding Theatre. Supported by Council, *Children's Day* provided a vibrant programme for over 3000 visitors and featured child-led performances including Virtuoso Strings and Star Jam, as well as MC Hugo Grrrl, and Kozo Kaos. The first of the *Baby Rock & Rhyme* programme series was delivered in Capital E's PlayHQ as a part of new weekly Term Time Activities in collaboration with the Wellington City Libraries team.

Priority Projects:

- **The Navigators:** Guidance from Pacific and European navigation experts has provided a strong foundation as we move forward into film production. Excellent support and contributions from key Wellington organisations has seen the budget stay on track with no additional or unexpected costs. We are planning for the official launch of the film in

late June 2021, alongside additional complimentary activities including educational resources, short 'behind the scenes' film clips, panel talks with the creators, celestial navigation expert talks and a whānau open day. These will be featured over the six months post-launch to maintain profile and awareness, as well as offering unique programming for our Wellington audiences.

- The announcement for **City Gallery Wellington's next high value international art exhibition** was made public on 30 March. *Hilma af Klint: The Secret Paintings* is set to be on display between 4 December 2021 – 27 March 2022 and these dates will let us scoop up the Christmas holidays, the Arts Festival, and Women's Cricket World Cup. Strong media coverage has assisted in over 1300 email registrations. Discussions continue with potential sponsors, alongside planning with Council and Wellington NZ.
- A temporary solution has been put in place to address **staff accommodation** issues, with the Corporate Services Team, including the Chief Executive, now co-locating with Wellington Cable Car at 276 Lambton Quay. This provides us with a short-term solution to address issues highlighted in our staff engagement survey.
- **Wellington Museum Development:** Councillors have reviewed project recommendations and progressed the 'staged' (above ground works) option in the draft Long-Term Plan. This option will improve building resilience to approximately 45% NBS costing \$20.92m and includes Museum decant and reinstate. With visitor experience work (exhibitions/fit-out) costs of \$6.6m to be funded by Experience Wellington, the staged project total cost is \$27.52m. Spend to date encompasses the design team consultants and staff resource to be capitalised. Management continues to consult Council about recouping work in progress costs to date.

The project start date will be determined by the LTP process. Council has indicated project funding availability from Year 2 (2022-23 FY). If funding is approved and consents granted, Museum decant would likely occur in April 2023 (Q4 FY 2022-23), with construction commencing in July 2023 (Q1 of FY 2023-24). The staged option includes building closure of approximately 21 months with the Museum reopening in January 2025 (Q3 FY 2024-25).

- **Future E:** The Head of Children & Young People and the Chief Executive attended a series of workshops with Wellington City Libraries staff and Athfield Architects to develop the vision for the reimagined Central Library Te Matapihi. In addition, they visited Tūranga, the new library in Christchurch and Christchurch Art Gallery to explore the spaces and the impact of Tūranga on existing cultural institutions. The next steps are to develop a Heads of Agreement that outlines the obligations of both parties as the co-location plans are advanced into the next stage of planning by Athfields.
- **Business System Review** The staged rollout of our new tools and systems has begun, with Space Place being the first institution to pilot the infrastructure. The team are meeting regularly to iron out implementation snags and build processes that provide a consistent approach across Experience Wellington. Roll out across all sites aims to be complete by 30 June 2021.

December - January School Holidays:

School holiday programmes and a number of family friendly workshops were provided at our sites over the summer period.

Dr Sarah Rusholme
Chief Executive

Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 March 2021 (Q3)

OUR CITY

City Residents' Awareness: The number of Wellingtonians who know about our institutions as assessed through the Annual Residents' Survey conducted by Council.

Residents' Awareness	2020-2021 Target	2020-2021 Result
City Gallery Wellington	95%	
Wellington Museum	95%	
Capital E	90%	
Cable Car Museum	95%	
Space Place	92%	
Nairn Street Cottage	54%	

OUR VISITORS

Physical Visitation: The total number of visits to institutions including general public, education and function attendees. The annual target is reviewed each year and benchmarked against the average visitation for the institution during the previous three years.

Visitor Numbers	2020-21 Target	2020-21 YTD Result	Q1 Target	Q1 Result	Q2 Target	Q2 Result	Q3 Target	Q3 Result	Q4 Target	Q4 Result
City Gallery Wellington	56,200	63,955	11,200	20,451	13,400	24,327	13,400	19,177	18,200	
Wellington Museum	56,000	74,724	9,000	22,314	12,500	26,055	20,500	26,355	14,000	
Capital E	45,500	41,306	9,250	10,785	12,500	16,545	9,750	13,976	14,000	
Cable Car Museum	79,000	85,476	17,500	21,954	17,500	35,032	25,500	28,490	18,500	
Space Place	24,000	28,795	4,000	10,183	6,000	11,299	8,000	7,313	6,000	
Nairn Street Cottage	1,000	261	0	0	250	107	500	154	250	
Experience Wellington Total	261,700	294,517	50,950	85,678	62,150	113,365	77,650	95,465	70,950	

City Gallery visitation may be affected by earthquake strengthening of the Town Hall.

Targets reflect the current COVID-19 environment of closed borders and no international visitors.

Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 March 2021 (Q3)

Virtual Visitation: The total number of unique user visits to institutional web/mobile sites.

Virtual Visitation	2020-21 Target	2020-21 YTD Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	78,000	66,372	20,115	22,285	23,972	
Museums Wellington	110,000	99,684	38,090	31,456	30,138	
Capital E	35,000	40,299	15,227	12,982	12,090	
Experience Wellington Total	223,000	206,355	73,432	66,723	66,200	

Social Media Profile: A snapshot of Facebook friends, Instagram and Twitter followers.

Social Media Profile	2020-21 Target	Q1 Snapshot	Q2 Snapshot	Q3 Snapshot	Q4 Snapshot
City Gallery Wellington	41,500	41,744	42,125	42,914	
Museums Wellington	13,500	13,902	14,468	14,915	
Capital E	9,500	9,395	9,521	9,665	
Space Place	10,800	10,376	10,502	10,541	
Nairn Street Cottage (FB page only)	-	549	562	565	
Experience Wellington Total	75,300	75,966	77,178	78,600	

The target for Museums Wellington and Nairn Street Cottage is a combined target of 13,500

Repeat Visitation: the number of visitors who have visited the institution at least once in the previous twelve months.

Repeat Visitation	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	50%	28%	76%	
Wellington Museum	35%	78%	53%	
Capital E	80%	58%	49%	
Cable Car Museum	32%	43%	25%	
Space Place	31%	46%	23%	

NOTE: This KRI is not included in the 2020-21 SOI but we will continue to monitor repeat visitation internally as a management tool.

Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 March 2021 (Q3)

Quality of Visit: Visitor feedback based on comfort, access, experience, knowledge gained, the friendliness of staff, the length of visit and overall enjoyment.

Quality of the Visitor Experience	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	88%		83%*	88%	86%	
Wellington Museum	90%		88%	86%	89%	
Capital E	90%		93%	97%	96%	
Cable Car Museum	80%		83%	81%	80%	
Space Place	90%		88%	91%	90%	
Nairn Street Cottage	90%		N/A	-	-	

**Over this quarter very little visitor data (43 surveys) was collected at City Gallery Wellington due to a combination of lower attendance and higher repeat visitation.*

Children & Young People Visiting for a Learning Experience: The number of students as part of a booked group visiting institutions for learning experiences. The delivery of LEOTC is part-funded by the Ministry of Education.

Learning Experience Visitors	2020-21 Target	2020-21 YTD Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	4,500	1,852	467	933	452	
Museums Wellington	3,500	2,795	629	1,464	702	
Capital E	10,000	9,604	1,664	5,823	2,117	
Space Place	3,000	2,776	948	1,716	112	
Experience Wellington Total	21,000	17,027	3,708	9,936	3,383	

Museums Wellington includes the Wellington Museum, Cable Car Museum and Nairn Street Cottage.

Please note that the Capital E numbers for the table Children & Young People Visiting for a Learning Experience include our education experiences (Digital offerings are funded by LEOTC, National Theatre for Children is funded by Creative New Zealand).

Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 March 2021 (Q3)

OUR SUSTAINABILITY

Non-Council Revenue: The total amount of revenue generated from non-Council sources.

Trading (\$'000)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	99	157	37	83	37	
Museums Wellington	144	386	128	139	119	
Capital E	127	99	28	46	25	
Space Place	136	343	104	141	98	
Sub Total	506	985	297	409	279	
Sub-letting, Interest & Other	30	2.3	0.7	0.8	0.8	
Experience Wellington Total	536	987	298	409	280	
Fundraising (\$'000)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	395	163	115	98	(50)	
Museums Wellington	100	100	45	32	23	
Capital E	942	1139	153	225	761	
Space Place	485	361	26	28	306	
Experience Wellington Total	1921	1763	339	425	1,040	

Museums Wellington includes the Wellington Museum, Cable Car Museum and Nairn Street Cottage.

**A number of projects scheduled for FY2019-20 were postponed due to COVID-19 restrictions and have been rolled over into FY2020-21.

Spend per Visitor: Visitor related revenue (admissions and sales).

Spend per Visitor (\$)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	1.76	2.45	1.83	3.40	1.92	
Museums Wellington	1.06	2.41	2.89	2.27	2.17	
Capital E	2.79	2.40	2.60	2.75	1.82	
Space Place	5.67	11.92	10.24	12.48	13.38	
Experience Wellington Total	1.93	3.35	3.48	3.60	2.94	

Museums Wellington includes Wellington Museum, Cable Car Museum and Nairn Street Cottage.

Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 March 2021 (Q3)

OUR PEOPLE

	2020-21 Target	2020-21 Result
Health and Safety	No preventable serious harm incidents involving workers or visitors as defined by the Health and Safety at Work Act 2015.	

	2020-21 Target	2020-21 Result
Staff Satisfaction	At least 77% of staff are engaged with the organisation as indicated through the annual Staff Engagement Survey.	

OUR HERITAGE

Collection Development: Our Heritage Collections contribute to our understanding of Wellington's identity; its history, art and creativity which include visitors to some of Wellington's most important heritage sites (see visitor number KRI).

	2020-21 Target	2020-21 Result
New to the Collection	200	
Collection Assessment	800	
Collection Accessibility	10%	

New to the Collection: Commissions, acquisitions or donations of an item or a collection of items that have been accessioned into the collection.

Collection Assessment: The number of items (individual or type e.g. lifebuoys) that are reviewed for retention or disposal.

Collection Accessibility: The % of the Collection that is on display, on loan, used for research purposes or accessed through other mediums such as online.

Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 March 2021 (Q3)

COUNCIL'S SUBSIDY PER VISIT

The Council subsidy per physical visitor is calculated first by dividing the number of forecast visits into the operating grant received from Council (Table 1). Council's ownership costs such as insurance, maintenance and depreciation are then added (Table 2) to provide an estimate of the full subsidy per visit. The information regarding ownership costs is supplied by Council.

Table 1: Operating subsidy per visit

Subsidy per Visit (\$)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	43.34	28.80	28.30	25.50	35.68	
Museums Wellington	15.52	9.95	11.33	8.79	10.78	
Capital E	39.26	32.70	39.36	32.63	35.90	
Space Place	23.56	9.94	9.37	8.44	13.05	
Experience Wellington Total	29.47	20.98	22.53	17.35	23.91	

Subsidy per Visit forecast is based on the probable percentage of the operating grant received from Council as follows:

City Gallery Wellington – 30%

Museums Wellington (Wellington Museum, Cable Car Museum and Nairn Street Cottage) – 26%

Capital E – 22%

Space Place – 4.9% plus the cash underwrite

Central services provided through the Executive Office – 17.1%

Table 2: Full subsidy per visit inclusive of Council's ownership costs

Full Subsidy per Visit (\$)	2020-21 Target	2020-21 Result
City Gallery Wellington	46.87	
Museums Wellington	16.79	
Capital E	42.46	
Space Place	23.56	
Experience Wellington Total	31.93	

Council's estimated ownership costs are supplied by Council.

Statement of Financial Performance

Experience Wellington

For the 3 months ended 31 March 2021

	MARCH QTR ACT	MARCH QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	2019 YTD
Trading Income						
Trading Income	280,208	262,821	986,850	550,554	775,478	1,759,347
WCC Operating Grant	1,930,377	1,930,215	5,791,132	5,790,645	7,720,868	5,618,160
WCC Rental Subsidy	442,245	442,251	1,326,735	1,326,753	1,769,004	1,326,735
Sponsorship and Donations	(54,620)	15,999	68,557	110,497	276,496	63,932
Grants Other	1,140,767	673,475	1,781,389	1,298,654	1,644,737	967,939
Investment Income	892	10,720	2,379	25,720	30,000	21,889
Other Income	412,102	25,864	414,008	77,694	287,758	68,842
Total Revenue	4,151,972	3,361,345	10,371,049	9,180,517	12,504,341	9,826,844
Cost of Sales						
Cost of Sales (Trading Income)	47,108	102,485	267,814	216,161	270,397	542,893
Openings - Exhibitions & Programmes	259	-	1,348	20,000	21,290	12,291
Total Cost of Sales	47,367	102,485	269,161	236,161	291,687	555,185
Net Revenue	4,104,605	3,258,860	10,101,888	8,944,356	12,212,654	9,271,660
Operating Expenses						
Employee Costs	2,043,120	1,681,158	5,438,710	5,036,201	6,717,529	4,875,801
Council Rent	334,621	334,707	1,003,864	1,004,121	1,338,828	1,003,864
Exhibitions & Programmes	770,905	542,046	1,797,626	1,375,880	2,210,543	1,316,320
Marketing & Promotions	106,991	157,511	280,613	475,272	633,459	392,726
Occupancy Costs	281,827	296,766	898,508	897,783	1,188,918	864,811
Communication Costs	22,137	25,258	72,736	75,054	101,114	97,970
Trustee Fees and Expenses	24,000	23,550	72,000	70,650	94,200	71,030
Technology Costs	88,358	38,239	192,094	128,374	168,381	144,013
Professional Fees	78,568	63,740	119,844	191,217	254,967	48,800
Administration Fees	46,905	51,944	131,313	163,061	212,688	162,520
Depreciation	117,836	129,950	373,791	389,852	519,800	392,329
Bad Debts	112	-	112	-	-	-
Total Operating Expenses	3,915,382	3,344,869	10,381,211	9,807,465	13,440,427	9,370,183
Net Surplus/(Deficit)	189,223	(86,009)	(279,322)	(863,109)	(1,227,773)	(98,523)

Statement of Financial Performance (Executive Office)

Experience Wellington

For the 3 months ended 31 March 2021

Institution is 10 Trust Office.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income	(1,137)	-	(833)	-	-	2,038
WCC Operating Grant	1,834,963	1,834,875	5,504,888	5,504,625	7,339,508	5,337,748
Sponsorship and Donations	50	-	130	-	-	35
Grants Other	27,000	-	32,000	-	-	10,000
Investment Income	892	10,720	2,379	25,720	30,000	21,889
Other Income	18,278	-	19,778	-	-	-
Grants - Living Wage	18,070	-	54,210	-	-	40,000
Total Revenue	1,898,117	1,845,595	5,612,553	5,530,345	7,369,508	5,411,710
Cost of Sales						
Cost of Sales	705	-	1,095	-	-	4,631
Total Cost of Sales	705	-	1,095	-	-	4,631
Net Revenue	1,897,412	1,845,595	5,611,457	5,530,345	7,369,508	5,407,079
Other Income						
WCC Underwrite	333,875	-	333,875	-	-	-
Total Other Income	333,875	-	333,875	-	-	-
Operating Expenses						
Employee Costs	740,937	468,996	1,789,068	1,406,988	1,875,989	608,358
Exhibitions & Programmes	200	-	400	-	-	525
Marketing & Promotions	102,519	146,730	262,253	440,179	586,915	22,418
Occupancy Costs	32,839	20,250	70,234	60,750	81,000	63,116
Communication Costs	9,427	7,200	20,962	21,600	28,800	24,494
Trustee Fees and Expenses	24,000	23,550	72,000	70,650	94,200	71,030
Technology Costs	71,854	27,750	168,358	83,250	111,000	120,959
Professional Fees	57,428	23,700	74,895	71,100	94,800	32,907
Administration Fees	3,613	3,390	11,241	10,670	14,510	13,382
Depreciation	21,379	27,000	79,945	81,000	108,000	86,913
Bad Debts	112	-	112	-	-	-
Total Operating Expenses	1,064,308	748,566	2,549,469	2,246,187	2,995,214	1,044,103
Net Surplus/(Deficit)	1,166,978	1,097,029	3,395,863	3,284,158	4,374,294	4,362,976

Statement of Financial Performance (Museums Wellington)

Experience Wellington

For the 3 months ended 31 March 2021

Institution is 20 Museum, 22 Nairn St, 21 Cable Car.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	10,886	-	23,505	-	-	37,023
Bar	2,064	-	3,811	-	-	4,062
Membership	-	-	-	-	-	197
Retail Sales	51,708	86,310	230,572	184,949	246,599	633,941
Royalty/Production/Tour fees	6,000	-	6,000	-	-	-
Venue Hire	48,832	17,499	122,141	37,499	50,000	107,223
Total Trading Income	119,490	103,809	386,028	222,448	296,599	782,446
WCC Rental Subsidy	175,456	175,455	526,369	526,365	701,820	526,369
Sponsorship and Donations	6,700	-	21,724	-	-	34,405
Grants	16,438	25,107	78,471	75,321	100,432	83,834
Other Income	3,921	-	5,814	-	-	4,209
Contractors fees On-charged	-	-	153	-	-	-
Total Revenue	322,005	304,371	1,018,559	824,134	1,098,851	1,431,262
Cost of Sales						
Cost of Sales	4,168	67,212	146,918	127,583	152,962	324,119
Openings - Exhibitions & Programmes	128	-	248	-	-	1,032
Total Cost of Sales	4,296	67,212	147,167	127,583	152,962	325,151
Net Revenue	317,709	237,159	871,392	696,551	945,889	1,106,111
Operating Expenses						
Employee Costs	505,475	359,849	1,224,796	1,075,479	1,436,510	1,236,189
Council Rent	175,456	175,458	526,369	526,374	701,832	526,369
Exhibitions & Programmes	238,321	49,992	298,549	143,536	206,301	107,042
Marketing & Promotions	1,383	4,187	2,179	12,826	17,101	78,182
Occupancy Costs	76,858	85,728	242,895	257,593	341,732	249,025
Communication Costs	8,793	6,396	33,921	19,080	26,336	38,287
Technology Costs	1,739	3,051	5,174	9,978	11,886	5,422
Professional Fees	-	125	5,651	375	510	1,151
Administration Fees	9,639	13,901	29,113	41,693	54,707	50,323
Depreciation	74,218	82,500	222,230	247,500	330,000	233,147
Total Operating Expenses	1,091,883	781,187	2,590,877	2,334,434	3,126,915	2,525,138
Net Surplus/(Deficit)	(774,174)	(544,028)	(1,719,485)	(1,637,883)	(2,181,026)	(1,419,026)

Statement of Financial Performance (Space Place)

Experience Wellington

For the 3 months ended 31 March 2021

Institution is 26 Space Place.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	57,711	2,100	208,746	75,000	99,999	270,813
Bar	2,921	3,000	11,348	-	-	12,752
Membership	976	900	3,804	-	-	4,322
Retail Sales	16,670	29,901	60,585	18,751	25,000	76,758
Royalty/Production/Tour fees	-	11,500	-	-	-	-
Venue Hire	19,595	13,800	58,667	22,500	30,000	85,227
Total Trading Income	97,873	61,201	343,150	116,251	154,999	449,872
WCC Operating Grant	95,414	-	286,243	286,020	381,360	280,411
WCC Rental Subsidy	-	159,165	-	-	-	-
Sponsorship and Donations	157	15,000	286	-	-	1,558
Grants	306,129	20,520	360,391	461,520	484,698	66,319
Other Income	-	21,540	-	-	184,000	-
Wages On-charged	-	400	-	-	-	-
Contractors fees On-charged	-	300	-	-	-	-
Total Revenue	499,573	278,126	990,071	863,791	1,205,057	798,160
Cost of Sales						
Cost of Sales	11,685	17,674	44,341	14,251	19,000	34,299
Openings - Exhibitions & Programmes	-	-	-	-	-	347
Total Cost of Sales	11,685	17,674	44,341	14,251	19,000	34,646
Net Revenue	487,888	260,452	945,730	849,540	1,186,057	763,514
Other Income						
WCC Underwrite	-	-	2,336	-	-	988
Total Other Income	-	-	2,336	-	-	988
Operating Expenses						
Employee Costs	153,286	409,395	504,815	588,565	784,772	501,857
Exhibitions & Programmes	194,011	174,465	400,828	78,652	130,756	106,819
Marketing & Promotions	527	7,950	666	43,835	59,703	50,956
Occupancy Costs	12,941	220,899	47,963	64,276	85,224	52,516
Communication Costs	190	5,850	3,945	7,770	10,322	7,984
Technology Costs	13,479	4,200	15,524	1,800	2,497	6,771
Professional Fees	-	900	373	-	-	-
Administration Fees	6,282	19,410	13,556	14,801	19,654	17,909
Depreciation	1,003	8,700	2,525	8,252	11,000	4,259
Total Operating Expenses	381,718	851,769	990,194	807,951	1,103,928	749,070

Statement of Financial Performance (Space Place)

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Net Surplus/(Deficit)	106,170	(591,317)	(42,128)	41,589	82,129	15,432

Capital E

Experience Wellington For the 3 months ended 31 March 2021

Institution is 30 Capital E.

	QTR ACT	QTR BUDGET	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	19,660	39,308	79,395	69,674	139,908	117,734
Retail Sales	2,751	1,754	8,337	4,384	6,000	9,279
Royalty/Production/Tour fees	202	-	550	-	-	88
Venue Hire	2,804	2,500	10,686	5,500	7,500	16,392
Total Trading Income	25,417	43,562	98,967	79,558	153,408	143,493
WCC Rental Subsidy	107,624	-	322,871	-	-	322,871
Sponsorship and Donations	2,158	999	10,752	2,997	3,996	7,678
Grants	759,330	211,633	1,128,607	670,252	937,526	686,238
Other Income	522	3,624	2,222	10,872	14,496	18,842
Total Revenue	895,051	259,818	1,563,419	763,679	1,109,426	1,179,122
Cost of Sales						
Cost of Sales	3,029	10,950	15,867	20,607	26,891	30,468
Openings - Exhibitions & Programmes	131	-	741	-	1,290	1,695
Total Cost of Sales	3,160	10,950	16,608	20,607	28,181	32,164
Net Revenue	891,891	248,868	1,546,811	743,072	1,081,245	1,146,959
Operating Expenses						
Employee Costs	212,704	285,434	673,338	854,606	1,140,400	977,556
Exhibitions & Programmes	169,349	291,126	664,386	652,691	1,010,109	515,918
Marketing & Promotions	167	3,405	907	10,419	15,200	123,173
Occupancy Costs	104,694	107,334	320,243	321,314	426,913	302,911
Communication Costs	(133)	3,102	1,167	9,054	12,256	6,789
Technology Costs	240	2,638	476	6,046	11,498	3,980
Professional Fees	16,531	500	25,239	500	1,000	2,419
Administration Fees	11,253	10,770	31,858	36,967	45,757	34,784
Depreciation	9,058	9,000	27,705	27,000	36,000	25,772
Digital-Marketing & Communications	40	-	40	-	-	-
Total Operating Expenses	523,904	713,309	1,745,361	1,918,597	2,699,133	1,993,302
Net Surplus/(Deficit)	367,987	(464,441)	(198,550)	(1,175,525)	(1,617,888)	(846,343)

Statement of Financial Performance (City Gallery)

Experience Wellington

For the 3 months ended 31 March 2021

Institution is 40 City Gallery.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	7,756	2,100	24,355	8,800	11,400	18,801
Bar	2,607	3,000	9,343	9,000	12,000	9,543
Membership	876	900	1,550	2,700	3,600	1,709
Retail Sales	18,691	29,901	90,708	58,899	76,773	119,015
Royalty/Production/Tour fees	2,000	11,500	2,000	11,500	11,500	19,569
Venue Hire	4,940	13,800	28,986	41,400	55,200	60,150
Total Trading Income	36,870	61,201	156,942	132,299	170,473	228,786
WCC Rental Subsidy	159,165	159,165	477,495	477,495	636,660	477,495
Sponsorship and Donations	(63,686)	15,000	35,666	107,500	272,500	19,397
Grants	13,800	20,520	127,710	91,560	122,080	81,548
Other Income	54,787	21,540	55,544	64,422	85,962	42,522
Wages On-charged	720	400	1,946	1,500	2,100	2,386
Contractors fees On-charged	-	300	-	900	1,200	-
Total Revenue	201,656	278,126	855,302	875,676	1,290,975	852,134
Cost of Sales						
Cost of Sales	23,226	17,674	55,273	53,722	71,546	102,193
Openings - Exhibitions & Programmes	-	-	358	20,000	20,000	9,217
Total Cost of Sales	23,226	17,674	55,631	73,722	91,546	111,410
Net Revenue	178,429	260,452	799,671	801,954	1,199,429	740,724
Operating Expenses						
Employee Costs	430,322	409,395	1,246,297	1,226,850	1,634,910	1,348,868
Exhibitions & Programmes	168,989	174,465	433,428	501,005	863,380	584,822
Marketing & Promotions	2,354	7,950	14,307	26,450	114,600	112,319
Occupancy Costs	213,661	220,899	694,667	671,297	890,746	645,598
Communication Costs	3,860	5,850	12,740	17,550	23,400	15,570
Technology Costs	1,047	4,200	2,562	27,300	31,500	6,364
Professional Fees	106	900	535	2,700	3,600	5,933
Administration Fees	16,118	19,410	45,179	58,930	78,060	40,141
Depreciation	10,898	8,700	37,547	26,100	34,800	40,079
Total Operating Expenses	847,355	851,769	2,487,262	2,558,182	3,674,996	2,799,694
Net Surplus/(Deficit)	(668,925)	(591,317)	(1,687,592)	(1,756,228)	(2,475,567)	(2,058,969)

Statement of Financial Position

Experience Wellington

As at 31 March 2021

	31 MAR 2021	30 JUN 2020
Assets		
Fixed Assets		
Property, plant and equipment	1,816,575	2,120,232
Collections and Artefacts	2,338,816	2,338,816
Intangible assets	43,415	63,754
Total Fixed Assets	4,198,806	4,522,803
Non-Current Asset		
Legacy Investment with Nikau Foundation	259,528	259,528
Total Non-Current Asset	259,528	259,528
Current Assets		
Inventory	170,828	195,443
Trade and other receivables	353,767	321,674
Cash and Cash equivalents	3,437,763	1,553,484
Total Current Assets	3,962,358	2,070,602
Debit Card - CGW	500	-
Debit Card - Wellington Museum	337	-
Debit Card - Trust Office	217	-
Debit Card - Capital E	820	-
Credit Card - Carolyn Mettrick	4,820	-
Total Assets	8,427,386	6,852,932
Liabilities		
Current Liabilities		
Trade and other payables	3,940,870	2,089,708
Employee benefits	317,555	317,401
Total Current Liabilities	4,258,424	2,407,109
Total Liabilities	4,258,424	2,407,109
Net Assets	4,168,962	4,445,823
Equity		
Reserves	2,567,237	2,564,776
Retained earnings	1,601,725	1,881,047
Total Equity	4,168,962	4,445,823

Statement of Cash Flows

Experience Wellington

For the 3 months ended 31 March 2021

	JAN-MAR 2021	YTD
Operating Activities		
Cash was provided from:		
Receipts from customers	2,503,565	4,333,169
Receipts from related parties	2,724,567	7,500,628
Total Cash was provided from:	5,228,132	11,833,797
Cash was applied to:		
Payments to suppliers and employees	(3,083,197)	(9,125,014)
Payments to related parties	(334,621)	(892,323)
Net GST received/(paid)	(10,257)	116,595
Total Cash was applied to:	(3,428,075)	(9,900,742)
Net Cash Flows from Operating Activities	1,800,057	1,933,055
Investing Activities		
Interest received	911	2,398
Payment for property, plant and equipment	(15,220)	(67,757)
Net Cash Flows from Investing Activities	(14,308)	(65,359)
Net Cash Flows	1,785,748	1,867,695
Cash and Cash Equivalents		
Cash and cash equivalents at beginning of period	1,637,343	1,555,396
Cash and cash equivalents at end of period	3,423,091	3,423,091
Net change in cash for period	1,785,748	1,867,695