



Basin Reserve Trust
Report to the Wellington City Council
CCO Committee

Second Quarter ending 31 December 2018

1. Highlights

Quarter two highlights are outlined below

- Beers at the Basin – in its second year, Beers at the Basin has quickly become an iconic Wellington summer event. The event, which showcases the best craft breweries, local wineries, street food and music sold out to a record crowd of 5,800
- Blackcaps vs Sri Lanka Test – the BRT hosted the first Test Match of the summer with an aggregate crowd over four days (one day's play lost to rain) of 10,877 people. We received extremely positive feedback from New Zealand Cricket (NZC), the International Cricket Committee (ICC), players and umpires on the new players pavilion
- A successful Wellington Scottish Athletics Club Night of Miles event was held further demonstrating the Basin Reserves diverse use to a wide range of sports
- Positive engagement with the various local residents' groups with a meeting held between key community leaders and the BRT – an opportunity for closer working relationships exists. A follow up meeting will be conducted in quarter four
- A wide range of corporate functions and conferences were held including events for Sport Wellington, Sport New Zealand, Institute of Directors and Victoria University
- A significant amount of domestic and community cricket games and trainings have been held during quarter two providing access to the hallowed Basin Reserves turf for male and female cricketers from amateur to professional levels



2. Statement of Intent KPI Performance

The Basin Reserve continues to be one of the most used community and sporting venues in New Zealand. As highlighted in the table below the end of quarter two 2017 to 2018 comparison shows a significant increase in events and function bookings and the BRT's three-year trend across all KPI's is positive.

✓ Achieved ✗ Not Achieved. The 3 Year Trend = year on year performance → Steady ↗ Improving ↘ Declining

MEASURE		Q2	Q2	3 Year	Comments
		31 Dec 17	31 Dec 18	Trend	
Cricket events	Actual	11 ✓	24 ✓	↗	The early preparation of the wicket block has enabled cricket to be played at the Basin much earlier in the season increasing overall usage
	Target	9	21		
Other sports events	Actual	1 ✓	2 ✗	↗	Wellington Scottish Athletics Club Night of Miles Event held
	Target	1	3		
Community events	Actual	1 ✓	4 ✓	↗	Beers at the Basin event had a sold-out crowd of 5800
	Target	0	3		
Function bookings	Actual	3 ✓	11 ✓	↗	Significant increase in functions being held in the refurbished RA Vance Stand
	Target	3	6		
Practice facility usage days	Actual	41 ✓	53 ✓	↗	Increased usage of practise facilities represented by broader access to CW amateur teams including the Blaze
	Target	41	45		
Numbers attending events	Actual	22000 ✗	24,500 ✗	↗	One days play of cricket lost to rain during the Sir Lanka Test impacting attendance numbers
	Target	25,000	25,000		

Cricket Events and Practise Facility Usage

As the home ground of Cricket Wellington during quarter two a large volume of domestic cricket games were held. The Wellington Firebirds featured in the Plunket Shield and Ford Trophy with the Wellington Blaze competing in the Hallyburton Johnston Shield. The Basin also accommodates Cricket Wellington development and community teams (clubs and schools) with an increase in use of the practise wickets due to a more diverse usage of these facilities.



During quarter two the BRT also hosted International Cricket with the Blackcaps first Test Match of the summer played at the Basin vs Sri Lanka, 15 – 19 December. The Basin pitch received a good rating from the ICC and NZC were happy with the event delivery, venue presentation and aggregate attendance (10,877 spectators over four days). NZC, the ICC and opposition were very complimentary about the recently upgraded players pavilion.

Other Sports and Community Events

The Basin continues to feature a wide range of sporting and community events. A successful Wellington Scottish Athletics Club Night of Miles event was held on 8 December. This popular event is now an annual feature at the Basin. Another annual feature, Beers at the Basin was also held during December. This event is in its second year and showcases Wellingtons craft beer industry. The 2018 event sold out to a record crowd of 5800 event goers.



Functions

Through its contract with Black and Gold Events who manage and promote the recently refurbished Norwood Room and Long Room in the RA Vance Stand as a venue for conferences, meetings, weddings, celebrations, Christmas functions and team building workshops the BRT is pleased to report a significant increase in functions during quarter two. In total 11 functions were held, this is up from three functions at the same time in 2017.

3. Master Plan Redevelopment

The Trust continues to work with Council and architects Tennent-Brown in progressing the vision of the Masterplan. An update on this project is as follows

- Completion of the northern entrance enhancing the entry to the Basin Reserve and improving spectator safety whilst also providing a functional area for the sale of food and beverage
- Completion of the players pavilion providing world class viewing and changing facilities for players and umpires. The new pavilion also contains physio and drug testing rooms. The pavilion was officially opened by Mayor Justin Lester before the Sri Lankan Test
- Installation of new netting in the off-field practice cage improving safety at trainings for players and coaches
- Completion of stage one of the southwest terraces with the removal of the Brierley Pavilion and levelling of the area to create a flat grassed area for children to play on. It is anticipated that this area will be developed into a permanent children's play area with new designs being investigated. New timber bleachers were also installed with the surrounding area re-asphalted.



- The redevelopment of Museum Stand is progressing well. Enabling works will commence in February 2019 with construction planned to commence in April 2019. We are aiming for completion in January 2020
- Council's plans for the upgrade of the embankment, toilet blocks and the perimeter fence and ground entrances is currently on hold pending outcomes from the Get Welly Moving project
- The BRT is progressing initial planning for replacement floodlights and are confident of securing funding so that the consenting process for replacement floodlights can commence in 2019

4. Sponsorship and fundraising

Sponsorship

Despite the work of HT Group (Independent Stadium sponsorship expert) as well as the BRT's own attempts we have been unsuccessful in securing a naming rights partner and / or venue signage partners for the 2018/19 season. The \$80K of revenue budgeted for sponsorship / signage has been removed from the yearend forecast.

The BRT will continue to focus on securing revenue from either a naming rights partner or multiple venue signage partners. Securing the India Test Match in February 2020 opens up the Indian market – should the BRT secure this game (bidding will commence in March 2019) we are continuing our discussions with India's premier Sports Marketing & Management, company Twenty First Century Media. A site inspection of the Basin Reserve is being conducted on 2 February 2019 with representatives of Twenty First Century Media

Fundraising

Positive relationships have been built with leading community funding trusts and opportunities exist for the BRT to secure community funding – this is evidenced by the BRT's success in securing funding for the installation of new netting in the off-field practice cage

5. Basin Reserve Trust Meetings

The BRT Trustees met on 16 November. The meeting schedule for the remainder of this reporting year is outlined in the table below

Friday 13 May 2019	10am	Norwood Room, Basin Reserve
Friday 17 September 2019	10am	Norwood Room, Basin Reserve

6. Financial Performance

The BRT have completed a yearend reforecast that considers the year to date actuals. The Trust is forecasting a yearend surplus of \$70K against a budgeted surplus of \$87K a negative variance of \$17K.



We are forecasting yearend income of \$1,051M against budgeted income of \$1,005M a positive variance of \$46K. Key drivers of this variance are as follows

- \$8K increase in WCC Grants
- \$35K increase in Other Grants (Four Winds)
- \$40K increase in Ground Hire International Cricket
- \$43K increase in Ground Hire Other Events (includes \$35K contra for Noodle Night Markets)
- \$80K decrease in Other Income (removal of signage / sponsorship income)

We are forecasting yearend expenses of \$981K against budgeted expenses of \$917K a negative variance of \$63K. Key drivers of this variance are as follows

- \$5K increase in Building Expenses (Fire and pest control)
- \$5K increase in Ground Expenses (Turf management costs)
- \$21K increase in Occupancy Costs (Water, power, gas, consumables)
- \$6K increase in Admin Costs (Increased management costs and reduced consultants' fees)
- \$25 increased Other Expenses (Increased marketing costs as a result of Noodle Night Markets contra)

A year to date summary of financial performance is outlined below (Please refer to the attached Statement of Financial Performance for the period ending 31 December 2018 for further information)

Variance (Actual minus Budget). ✓ Favorable variance to budget ✗ Unfavorable variance to budget

FINANCIAL PERFORMANCE (\$000)	Budget Q2	Actual Q2	Variance Q2	Budget YTD	Actual YTD	Variance YTD	Budget FYE
Total Revenue	201	249	✓48	467	565	✓98	1,005
Total Expenses	272	294	✗(22)	446	490	✗(44)	918
Net Surplus (Loss)	(71)	(45)	✓26	21	75	✓54	87
FINANCIAL POSITION							
Total Assets	723	932	✓209				795
Total Liabilities	57	256	✗(199)				63
Equity	666	676	✓10				732
CASH FLOWS							
Total Net Cash Flows	(155)	(100)	✓55	(42)	32	✓17	10
Opening Cash	163	224	✓61	50	92	✓42	50
Closing Cash	8	124	✓116	8	124	✓116	60



7. Outlook

Key events planned for quarter three and four are as follows

- Super Smash featuring women's and men's double headers and the 'Fill the Basin' campaign
- Various community matches, covering club cricket, wanderers and charity fundraising events – approximately 10 matches
- Functions and conferences
- Blackcaps v Bangladesh Test Match – March 8-12, 2019
- Noodle Night Markets from April 2-16, 2019

8. Issues / Risks

- Museum Stand - unforeseen cost escalation and time delays may arise due to the potential risk of discovering asbestos within the stand after testing is undertaken
- An organic layer has developed on the turf that is causing a build-up of dead organic grass. The build-up is reducing the water infiltration rates and leading to Poa (a weed) growth. A full turf renovation is required at the end of the cricket season to resolve this issue
- We have been advised that during the 2019 winter Seddon Park will have new lights installed and that plans are in place to install lights at Hagley Oval in Christchurch before the Women's World Cup in 2021. To ensure the Basin regains its position as the premier cricket venue in New Zealand it is vital that we install floodlights to enable day / night cricket (and other evening events).