

ST JAMES THEATRE CHARITABLE TRUST
ST JAMES THEATRE LIMITED
REPORT NO. 3

Prepared for Wellington City Council
CCOP Sub-Committee

For the 3rd Quarter 2010/2011
1st January – 31 March 2011

Name **Chris Parkin, Chairman**

Signed _____

Date _____

1. Performances

January and February were quiet months as expected, particularly in a non-festival year, with business picking up in March. The number of performances during the quarter were close to budget and after nine months the overall number of performances at the St James and Opera House is slightly ahead of budget (refer KPIs). Trading income remains well ahead of budget YTD as does the net profit before depreciation. During the quarter, the shows at the St James Theatre were the opera Xerxes and children's show Dora the Explorer and the auditorium was also used on four occasions by Arise Church. At the Opera House, the RNZB performed a season of Tutus on Tour and there were 12 performances of Capital E's Hear to See. In addition, there were a number of very popular one-nighters, including Stan Walker, Sufjan Stevens and Tommy Tiernan. Locally based dance group, Footnote Dance also gave two performances of Hullapolloi and the ever popular Queens of the Whole Universe featured.

A full list of the shows held (with no. of performances indicated) are as follows:

| | |
|-------------|--|
| St James | Arise Church (4) Xerxes (5) Dora the Explorer (5) |
| Opera House | Sufjan Stevens (1) Lisa Williams (1) Stan Walker (1) Tutus on Tour (3) Hullapolloi (2) Party Girls (1) Michael Jackson HIStory (1) Queen of the Whole Universe (1) Hear to See (12) Tommy Tiernan (1) |

2. Food, Beverage & Events

Food & Beverage had a reasonable quarter for what is a traditionally quiet time of year. Sales from performances were good, and the Jimmy Café was again very busy in the summer months. The number of events for the quarter was down against budget and this is reflected in the KPIs. Despite this, overall YTD profit from events is ahead of budget due to a number of large functions earlier in the year. Total revenue from F&B is well ahead of budget and YTD net profit for food & beverage also exceeds budget. Café sales were strong and are just ahead of budget for the year.

3. Marketing

A second season brochure for the year was produced in March and features performances from March to November. The release of the brochure saw an immediate spike in sales.

4. Sponsorship/Grants

The main source of sponsorship during the year is been the annual WCC grant to cover the bank loan on the flying system. No additional funding in the form of sponsorships or grants were received in the quarter.

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 & KPIs | 1 January – 31 March 2011 |
| B – Consolidated Balance Sheet | 1 January – 31 March 2011 |
| C – Consolidated Statement of Cash Flows and Reconciliation | 1 January – 31 March 2011 |

Appendix A

| St James Theatre Charitable Trust | | | | | | | | |
|---|------------------|------------------|------------------|------------------|------------------|-----------------|------------------|------------------|
| Consolidated Income Statement | | | | | | | | |
| For the Period Ended 31 March 2011 | | | | | | | | |
| | Q3 YTD Actual | Q3 YTD Budget | Q2 YTD Actual | Q2 YTD Budget | Q1 YTD Actual | Q1 YTD Budget | Budget 10/11 | YE 2009/10 |
| KPIs | | | | | | | | |
| Number of Performances - St James | 71 | 65 | 57 | 50 | 26 | 27 | 86 | 76 |
| Number of Performances - Opera House | 66 | 70 | 42 | 45 | 20 | 22 | 108 | 84 |
| Number of Non-Performance Events - St James | 118 | 140 | 101 | 100 | 46 | 50 | 200 | 210 |
| Number of Non-Performance Events - Opera House | 13 | 32 | 10 | 25 | 4 | 13 | 50 | 60 |
| Total Number of Days Utilised (inc café) - St James | 238 | 215 | 165 | 145 | 84 | 75 | 290 | 286 |
| Total Number of Days Utilised - Opera House | 116 | 112 | 78 | 80 | 44 | 40 | 160 | 144 |
| Income | | | | | | | | |
| Trading Income | 2,607,614 | 2,439,176 | 2,003,764 | 1,828,255 | 919,665 | 894,474 | 3,644,547 | \$ 4,280,215 |
| Trust Income (WCC, Sponsorships & Grants) | 140,800 | 211,132 | 102,256 | 132,588 | 63,712 | 79,044 | 284,676 | \$ 271,176 |
| Interest and Investments Income | 4,792 | 1,803 | 4,026 | 1,552 | 1,999 | 951 | 2,700 | \$ 5,169 |
| Net Income | 2,753,206 | 2,652,111 | 2,110,046 | 1,962,395 | 985,376 | 974,469 | 3,931,923 | 4,556,560 |
| Expenditure | | | | | | | | |
| Employee Costs | 1,378,321 | 1,453,047 | 962,110 | 1,000,792 | 510,472 | 495,331 | 1,998,551 | \$ 2,014,948 |
| Operating Costs | 1,241,207 | 1,252,735 | 929,027 | 890,524 | 476,203 | 420,998 | 1,763,784 | \$ 2,145,349 |
| Net Expenditure | 2,619,528 | 2,705,782 | 1,891,137 | 1,891,316 | 986,675 | 916,329 | 3,762,335 | 4,160,297 |
| EBITDA | 133,678 | (53,671) | 218,909 | 71,079 | (1,299) | 58,140 | 169,588 | 396,263 |
| Depreciation | 437,820 | 431,921 | 293,198 | 287,589 | 147,184 | 143,635 | 576,584 | \$ 607,421 |
| Amortisation | - | - | - | - | - | - | - | - |
| EBIT | (304,142) | (485,592) | (74,289) | (216,510) | (148,483) | (85,495) | (406,996) | (211,158) |
| Interest Expense | 31,480 | 34,313 | 21,342 | 22,338 | 10,574 | 11,265 | 45,374 | \$ 52,034 |
| Net Income/(Expenditure) before Tax | (335,622) | (519,905) | (95,631) | (238,848) | (159,057) | (96,760) | (452,370) | (263,192) |
| Operating Margin | -12.2% | -19.6% | -4.5% | -12.2% | -16.1% | -9.9% | -11.5% | -9.9% |
| Notes | | | | | | | | |

Appendix B

| St James Theatre Charitable Trust | | | | | |
|---|--------------|----------------------|----------------------|----------------------|-------------------|
| Consolidated Balance Sheet | | | | | |
| For the Period Ended 31 March 2011 | | | | | |
| Equity | Notes | Q3 YTD Actual | Q2 YTD Actual | Q1 YTD Actual | YE 2009/10 |
| Retained Earnings | | 15,212,769 | 15,212,769 | 15,212,769 | 15,475,961 |
| Settlers Capital | | 2,700,000 | 2,700,000 | 2,700,000 | 2,700,000 |
| Prior Period Adjustment | | | | | |
| Current Year Earnings | | (335,622) | (95,630) | (159,057) | (263,192) |
| Total Equity | | 17,577,147 | 17,817,139 | 17,753,712 | 17,912,769 |
| Assets | | | | | |
| Cash & cash equivalents | | 186,230 | 340,940 | 259,984 | \$ 319,535 |
| Trade Receivables | | 75,027 | 153,209 | 108,494 | \$ 253,317 |
| Stock | | 48,906 | 43,192 | 49,245 | \$ 53,283 |
| Other current Assets | | 10,759 | 38,511 | 35,488 | \$ 118,220 |
| Total Current Assets | | 320,922 | 575,852 | 453,211 | 744,355 |
| Fixed Assets | | 18,453,988 | 18,571,125 | 18,713,284 | \$ 18,851,970 |
| Capital Work In Progress | | - | - | - | |
| Investments | | - | - | - | |
| Other non-current assets | | - | - | - | |
| Total Non Current Assets | | 18,453,988 | 18,571,125 | 18,713,284 | 18,851,970 |
| Total Assets | | 18,774,910 | 19,146,977 | 19,166,495 | 19,596,325 |
| Liabilities | | | | | |
| Trade Payables | | 192,804 | 150,632 | 222,681 | \$ 292,786 |
| GST | | 23,352 | 66,760 | 24,590 | \$ 65,523 |
| Other Current Payables | | 421,067 | 523,488 | 548,740 | \$ 681,263 |
| Other Non-Current Loans (PAF) | | | | | |
| Current ANZ Loan | | 117,000 | 115,500 | 114,000 | \$ 112,302 |
| Non-Current ANZ Loan | | 443,540 | 473,458 | 502,772 | \$ 531,682 |
| Total Liabilities | | 1,197,763 | 1,329,838 | 1,412,783 | 1,683,556 |
| Net Assets | | 17,577,147 | 17,817,139 | 17,753,712 | 17,912,769 |
| Current Ratio | | 0.43 | 0.67 | 0.50 | 0.65 |
| Equity ratio (Total Liabs/Equity) | | 6.8% | 7.5% | 8.0% | 9.4% |
| Equity ratio (Equity/Total Assets) | | 93.6% | 93.1% | 92.6% | 91.4% |

Appendix C

| St James Theatre Charitable Trust | | | | |
|---|------------------|-----------------|-----------------|------------------|
| Consolidated Statement of Cash Flows | | | | |
| For the Period Ended 31 March 2011 | | | | |
| | Q3 YTD Actual | Q2 YTD Actual | Q1 YTD Actual | YE 2009/10 |
| Operating Cashflow | | | | |
| Cash Provided From | | | | |
| Trading Receipts | 2,607,614 | 2,003,764 | 919,665 | 4,280,215 |
| Trust Income (Sponsorships & Donations) | 140,800 | 102,256 | 63,712 | 271,176 |
| Interest and Investments Income | 4,792 | 4,026 | 1,999 | 5,169 |
| Cash Applied To | | | | |
| Employees | 1,378,321 | 962,110 | 510,472 | 2,014,948 |
| Suppliers | 1,311,257 | 1,039,048 | 447,238 | 2,067,033 |
| Net GST | 42,171 | (1,237) | 40,933 | 26,731 |
| Other Operating | | | | |
| Interest Paid | 31,480 | 21,342 | 10,574 | 52,034 |
| Total Operating Cash Flow | (10,023) | 88,783 | (23,841) | 395,814 |
| Investing Cashflow | | | | |
| Cash Provided From | | | | |
| Sale of Fixed Assets | | | | |
| Other | | | | |
| Cash Applied To | | | | |
| Purchase of Fixed Assets | 39,838 | 12,353 | 8,498 | 82,615 |
| Change in Retained Earnings (PPAdj) | | | | |
| Total Investment Cash Flow | (39,838) | (12,353) | (8,498) | (82,615) |
| Financing Cashflow | | | | |
| Cash Provided From | | | | |
| Drawdown of Loans | | | | |
| Other | | | | |
| Cash Applied To | | | | |
| Repayment of loans | 83,444 | 55,026 | 27,212 | 104,332 |
| Other | | | | |
| Total Investment Cash Flow | (83,444) | (55,026) | (27,212) | (104,332) |
| Net Increase (Decrease) in cash held | (133,305) | 21,404 | (59,551) | 208,867 |
| Opening Cash Equivalent | 319,535 | 319,535 | 319,535 | 110,668 |
| Closing Cash Equivalent | 186,230 | 340,939 | 259,984 | 319,535 |
| St James Theatre Charitable Trust | | | | |
| Reconciliation of Consolidated Statement of Cash Flows | | | | |
| For the Period Ended 31 March 2011 | | | | |
| | Q3 Actual YTD | Q2 Actual YTD | Q1 Actual | YE 2009/10 |
| Operating Surplus | (335,622) | (95,631) | (159,057) | (263,192) |
| add back non cash items - Depn & Amort | 437,820 | 293,198 | 147,184 | 607,421 |
| add back non cash items - Retained Earnings adj | | | | 0 |
| (Increase)/ decrease in receivables | 178,290 | 100,108 | 144,823 | 47,776 |
| (Increase)/ decrease in other assets | 111,838 | 89,800 | 86,770 | (36,237) |
| (Increase)/ decrease in fixed assets | (39,838) | (12,353) | (8,498) | (82,615) |
| Increase/ (Decrease) in AP | (99,982) | (142,154) | (70,105) | 49,963 |
| Increase/ (Decrease) in other liabilities | (260,196) | (157,775) | (132,523) | 16,814 |
| Increase/ (Decrease) in GST | (42,171) | 1,237 | (40,933) | (26,731) |
| Increase/(Decrease) in Loans | (83,444) | (55,026) | (27,212) | (104,332) |
| Net Cashflow | (133,305) | 21,404 | (59,551) | 208,867 |