

ST JAMES THEATRE CHARITABLE TRUST

ST JAMES THEATRE LIMITED

REPORT NO. 2

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

**For the 2nd Quarter 2009/2010
1st October - 31 December 2009**

Name **Chris Parkin, Chairman**

Signed _____

Date _____

1. Performances

The second quarter of 2009/10 was another busy period for the theatres, which is illustrated by the KPI statistics which show in general the number of performances and days utilised being ahead of budget half way through the year. At the St James Theatre, October was dominated by the NBR NZ Opera's Eugene Onegin and the RNZB's Peter Pan, both shows having strong sales. November and December featured a number of local talent including Dave Dobbyn, local dance schools and the successful St James cabaret season which ran over 4 weeks on the St James first floor gallery. The Opera House featured a host of one acts performing for one or two nights including Lisa Williams, Dorothy the Dinosaur, the Imperial Russian Ballet's Swan Lake, Gomez, Rhythms of Ireland, Jason Alexander and the Christmas Comedy Gala.

A number of shows at both the St James and Opera House were aimed at the wider community (non traditional audiences and community groups), in particular local dance schools Paula Hunt (The Nutcracker), Deidre Tarrant (Les Sylphides & Cinderella) and Pump Dance (Charlie & The Chocolate Factory). A cabaret season featuring 4 up and coming NZ artists proved very popular and is likely to be repeated in the near future. The WCC sponsored China Xinjiang Cultural Showcase was held over 2 nights in the Opera House. Arise Church also continued to use the St James for their Sunday services.

A full list of the shows held are as follows:

St James	Eugene Onegin (NBR NZ Opera)
	Peter Pan (RNZB)
	Dave Dobbyn
	The Nutcracker - Paula Hunt Dance School*
	Arise Church
	Jane Keller**
	Bella Kalolo**
	Nota Bene
	Naomi Ferguson* **
	L.A. Mitchell* **
Opera House	Lisa Williams
	Dorothy the Dinosaur
	Swan Lake
	Laughing Samoans (Tsunami Appeal Show)*
	Gomez
	Rhythms of Ireland
	Topp Twins
	Divine Divas
	Rhys Darby
	Charlie & the Chocolate Factory - Pump Dance*
	China Xinjiang Cultural Showcase
Jason Alexander	
Xmas Comedy Gala	
Les Sylphides & Cinderella – Deidre Tarrant Dance School*	

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

** St James Cabaret Season

2. Food, Beverage & Events

Food & Beverage YTD revenue is slightly behind budget after six months of the year. Performance and café revenue remains close to budget but event revenue is approximately 13% below budget. This is largely attributable to the current economic climate and it is expected that this area of the business will accelerate again in six to nine months time.

3. Marketing

The International Festival of the Arts and Miss Saigon both feature in the new November to May Season Brochure and sales continue to be strong for these shows. Considerable work by internal staff has been put into revamping the website. Analysis is currently being undertaken as to whether a 3rd brochure will be produced in this financial year.

4. Sponsorship

Work is currently being undertaken in the Jimmy Café to improve the acoustics as a result of the successful grant application made to the Pelorus Trust last year. Funding is being sought to enable furniture to be purchased for the Jimmy, to replace old seats and to encourage restaurant style dining. Overall it has been very difficult to attract funding and budget will not be met in this area.

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 October - 31 December 2009
B – Consolidated Balance Sheet	1 October - 31 December 2009
C – Consolidated Statement of Cash Flows and Reconciliation	1 October - 31 December 2009

Appendix A

**St James Theatre Charitable Trust
 Consolidated Income Statement
 For the Year Ended 31 December 2009**

	Note	Q2 YTD Actual	Q2 YTD Budget	Q1 Actual	Q1 Budget	Budget 09/10	YE 2008/09	YE 2007/08	YE 2006/07
KPIs									
Number of Performances - St James		48	44	30	22	76	88	76	94
Number of Performances - Opera House		54	44	29	24	84	97	115	145
Number of Perf Days Utilised (inc dark, pack in/out) - SJ		76	50	35	28	100			
Number of Perf Days Utilised (inc dark, pack in/out) - OH		49	50	28	28	100			
Number of Non-Performance Events - St James		91	100	53	55	210			
Number of Non-Performance Events - Opera House		14	30	7	16	60			
Total Number of Days Utilised (inc café) - St James		178	143	92	75	286	218	140	147
Total Number of Days Utilised - Opera House		65	72	39	39	144	107	131	150
Income									
Trading Income		2,267,309	2,183,013	1,333,359	1,230,826	4,094,455	3,651,129	4,417,869	3,364,379
Trust Income (WCC, Sponsorships & Grants)		140,588	402,090	102,044	113,545	584,180	423,148	445,395	236,792
Interest and Investments Income		3,358	-	2,209	-	-	1,141	23,613	63,331
Net Income		2,411,255	2,585,103	1,437,612	1,344,371	4,678,635	4,075,418	4,886,877	3,664,502
Expenditure									
Employee Costs		973,347	995,852	502,602	479,286	2,036,207	1,989,791	1,803,281	1,779,785
Operating Costs		1,347,352	1,411,666	944,914	925,420	2,426,429	2,070,951	2,811,885	2,419,849
Net Expenditure		2,320,699	2,407,518	1,447,516	1,404,706	4,462,636	4,060,742	4,615,166	4,199,634
EBITDA		90,556	177,585	(9,904)	(60,335)	215,999	14,676	271,711	(535,132)
Depreciation		306,746	313,159	154,096	156,188	628,696	604,797	688,206	704,017
Amortisation		-	-	-	-	-	7,570	12,609	22,203
EBIT		(216,190)	(135,574)	(164,000)	(216,523)	(412,697)	(597,691)	(429,104)	(1,261,352)
Interest Expense		26,085	26,970	13,456	13,713	49,584	57,101	65,174	76,297
Net Income/(Expenditure) before Tax		(242,275)	(162,544)	(177,456)	(230,236)	(462,281)	(654,792)	(494,278)	(1,337,649)
Operating Margin		-10.0%	-6.3%	-12.3%	-17.1%	-9.9%	-16.1%	-10.1%	-36.5%
Notes									
1. 2008/09 SJ Performances does not include 87 Terracotta Warriors exhibition days.									
2. Trust Income includes a budgeted \$200k contribution from WCC for Event Funding									
3. 2 new KPIs added relating to Non-Performance Targets									

Appendix B

St James Theatre Charitable Trust						
Consolidated Balance Sheet						
For the Year Ended 31 December 2009						
Equity	Notes	Q2 YTD Actual	Q1 YTD Actual	YE 2008/09	YE 2007/08	YE 2006/07
Retained Earnings		15,475,961	15,475,961	16,130,753	16,443,709	17,781,358
Settlers Capital		2,700,000	2,700,000	2,700,000	2,700,000	2,700,000
Prior Period Adjustment	1				181,322	
Current Year Earnings	1	(242,275)	(177,457)	(654,792)	(494,278)	(1,337,649)
Total Equity		17,933,686	17,998,504	18,175,961	18,830,753	19,143,709
Assets						
Cash & cash equivalents		171,470	159,715	110,668	391,390	963,758
Trade Receivables		106,954	75,695	301,093	344,303	220,606
Stock		44,063	50,651	48,501	51,803	61,510
Other current Assets		13,306	102,025	86,765	122,789	11,911
Total Current Assets		335,793	388,086	547,027	910,285	1,257,785
Fixed Assets		19,076,798	19,228,746	19,376,776	19,901,220	20,253,444
Capital Work In Progress		-	-	-	-	40,032
Investments		-	-	-	-	-
Other non-current assets		-	-	-	-	-
Total Non Current Assets		19,076,798	19,228,746	19,376,776	19,901,220	20,293,476
Total Assets		19,412,591	19,616,832	19,923,803	20,811,505	21,551,261
Liabilities						
Trade Payables		179,520	320,967	242,823	285,416	500,329
GST		59,953	17,446	92,254	65,179	99,582
Other Current Payables		542,226	556,794	664,449	784,430	871,613
Other Non-Current Loans (PAF)						
Current ANZ Loan		107,250	106,000	104,592	97,412	936,028
Non-Current ANZ Loan		589,956	617,121	643,724	748,315	
Total Liabilities		1,478,905	1,618,328	1,747,842	1,980,752	2,407,551
Net Assets		17,933,686	17,998,504	18,175,961	18,830,753	19,143,709
Current Ratio		0.43	0.43	0.50	0.80	0.85
Equity ratio (Total Liabs/Equity)		8.2%	9.0%	9.6%	10.5%	12.6%
Equity ratio (Equity/Total Assets)		92.4%	91.8%	91.2%	90.5%	88.8%
Notes						
1. Current year earnings have been adjusted in 07/08 and prior period adjustment because of over-depreciation of assets in earlier years.						

Appendix C

St James Theatre Charitable Trust					
Consolidated Statement of Cash Flows					
For the Year Ended 31 December 2009					
	Q2 Actual	Q1 Actual	YE 2008/09	YE 2007/08	YE 2006/07
Operating Cashflow					
Cash Provided From					
Trading Receipts	2,267,309	1,333,359	3,651,129	4,417,869	3,362,830
Trust Income (Sponsorships & Donations)	140,588	102,044	423,148	445,395	110,943
Interest and Investments Income	3,358	2,209	1,141	23,613	63,331
Cash Applied To					
Employees	973,347	502,602	1,989,791	1,803,281	1,779,785
Suppliers	1,260,842	766,437	2,150,989	3,338,849	1,883,314
Net GST	32,301	74,808	(27,075)	34,403	68,147
Other Operating					
Interest Paid	26,085	13,456	57,101	65,174	76,297
Total Operating Cash Flow	118,680	80,309	(95,388)	(354,830)	(270,439)
Investing Cashflow					
Cash Provided From					
Sale of Fixed Assets				-	-
Other				-	-
Cash Applied To					
Purchase of Fixed Assets	6,768	6,066	87,923	308,559	438,983
Change in Retained Earnings (PPAdj)				(181,320)	
Total Investment Cash Flow	(6,768)	(6,066)	(87,923)	(127,239)	(438,983)
Financing Cashflow					
Cash Provided From					
Drawdown of Loans				-	-
Other				-	-
Cash Applied To					
Repayment of loans	51,110	25,195	97,411	90,301	84,493
Other					
Total Investment Cash Flow	(51,110)	(25,195)	(97,411)	(90,301)	(84,493)
Net Increase (Decrease) in cash held	60,802	49,048	(280,722)	(572,370)	(793,915)
Opening Cash Equivalent	110,666	110,666	391,388	963,758	1,757,673
Closing Cash Equivalent	171,468	159,714	110,666	391,388	963,758
St James Theatre Charitable Trust					
Reconciliation of Consolidated Statement of Cash Flows					
For the Year Ended 31 December 2009					
	Q2 Actual YTD	Q1 Actual	YE 2008/09	YE 2007/08	YE 2006/07
Operating Surplus	(242,275)	(177,456)	(654,792)	(494,278)	(1,337,649)
add back non cash items - Depn & Amort	306,746	154,096	612,367	700,815	726,220
add back non cash items - Retained Earnings adj			-	181,320	
(Increase)/ decrease in receivables	194,139	225,398	43,210	(123,697)	6,686
(Increase)/ decrease in other assets	77,897	(17,410)	39,326	(101,171)	(14,513)
(Increase)/ decrease in fixed assets	(6,768)	(6,066)	(87,923)	(308,559)	(438,983)
Increase/ (Decrease) in AP	(63,303)	78,144	(42,593)	(214,913)	309,243
Increase/ (Decrease) in other liabilities	(122,223)	(107,655)	(119,981)	(87,183)	107,722
Increase/ (Decrease) in GST	(32,301)	(74,808)	27,075	(34,403)	(68,147)
Increase/(Decrease) in Loans	(51,110)	(25,195)	(97,411)	(90,301)	(84,494)
Net Cashflow	60,802	49,048	(280,722)	(572,370)	(793,915)