

Quarterly Review – Positively Wellington Venues Ltd

Positively Wellington Venues Limited has presented its report for the quarter ended 31 March 2013 for review. A summary of key findings is presented below and the full report is attached.

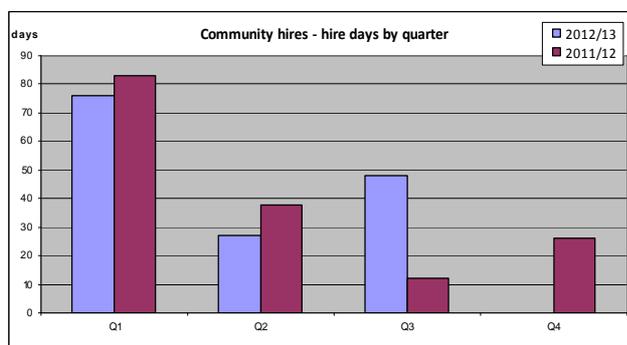
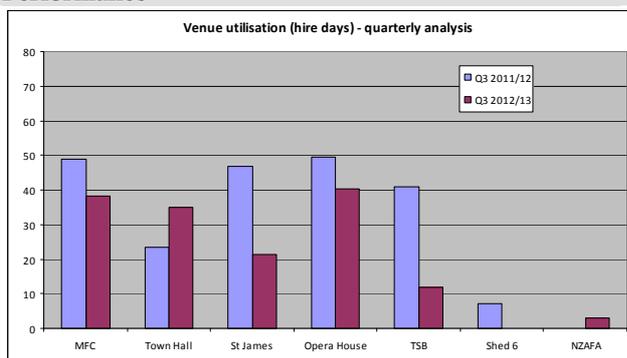
Highlights: achievements

- The fit-out design for Shed 6 was completed and the building contract tendered and awarded. The seismic strengthening work was nearly complete, and on track to be delivered on time and on budget.
- The third edition of *LIVE*, the Venues events brochure, was delivered via the DomPost to a significant readership in the company's target audience. Advertising revenue from this publication continues to increase.
- The New Zealand International Arts Festival has commenced their tenancy of the office space in the St James Theatre. It is expected that this relationship will provide a range of benefits to both organisations.

Activities during the quarter

- Preparation has begun to put the contract for ticketing services out to tender in April.
- A new sales brochure was completed to promote the refurbished TSB Arena/Shed 6.
- PWV has met with the Council's Economic Development Manager to discuss the resolution of issues around 'legacy' and community support to Venues spaces. Officers will be working with PWV to prepare a report to CCOPS that will be able to inform the next Letter of Expectation process.

Performance



Macro Key Performance Indicators

The following KPIs have been reported by the company:

Venue Utilisation: Event hires per venue	2012/13 Q3 event hires
Michael Fowler Centre	38
Town Hall	35
TSB Arena	12
St James Theatre	21
Opera House	40
Shed 6	-
Academy of Fine Arts	3
Total	149

- Venue utilisation includes the addition of spaces in the NZ Academy of Fine Arts that PWV now manages.
- Venue utilisation for Q3 is 30% lower than the same period last year (Q3 2011/12: 216 days), but revenue is higher. The variance is due largely to 2013 not being an International Arts Festival year.
- 48 community hire days for Q3 is much higher than Q3 2011/12 (12 days) as a result of an NZIAF exhibition and Capital E's "The Man the See Saw".
- There were no performances in Shed 6 as a result of construction work.

Contact officer: Richard Hardie

Financial Commentary

- Q3 is generally a quiet period as a result of Christmas and summer holidays. Q4 still requires further bookings to achieve budget.
- The Q3 operating result was an operating deficit of (\$277k), \$8k (3%) below budget.
- Revenue of \$2.7m was \$256k (9%) under budget, but offset in part by direct event costs that were 7% lower than budget.
- Overall, total expenses for the quarter were \$137K (8%) under budget, and PWV continues to manage operating costs closely.

Statement of Financial Performance

For the quarter ended 31 March 2013

\$'000	Q3 Actual	Q3 Budget	YTD Actual	YTD Budget	FY Budget
Income	2,678	2,934	11,479	11,233	15,291
Direct Event Costs	1,466	1,577	6,528	6,184	8,343
Gross Profit	1,212	1,357	4,950	5,049	6,948
Expenditure	1,489	1,626	4,977	5,121	6,948
Operating surplus	(277)	(269)	(27)	(73)	1
Operating Margin	(10%)	(9%)	(0.2%)	(0.6%)	0%

Statement of Financial Position

For the quarter ended 31 March 2013

\$'000	YTD Actual	FY Budget	2011/12 FY Actual
Current assets	1,593	2,604	536
Non-current assets	1,050	989	-
Current liabilities	2,402	3,305	536
Non-current liabilities	-	-	-
Equity	269	288	.1
Current ratio*	.66	.79	1
Equity ratio	10%	8%	0%

Statement of Cash Flows

For the quarter ended 31 March 2013

\$'000	2012/13 YTD Actual	2012/13 YTD Budget	2011/12 YE Actual
Operating	(44)	10	696
Investing	(156)	(156)	-
Financing	-	-	-
Net	(200)	(146)	696
Closing balance	535	589	735

* WCC provides PWV access to an overdraft facility

Profile – Positively Wellington Venues Ltd

Positively Wellington Venues Ltd is a Council Controlled Trading Organisation (CCTO) that has been established as a result of the merger of the Wellington Convention Centre – a former business unit of the Wellington City Council – and the St James Theatre Charitable Trust. The decision to establish PWV was based on the potential to realise efficiency gains and savings across the two organisations, opportunities to capitalise on WCC's shared services capabilities, and the desire to see greater integration and cooperation of Wellington's venue spaces with other CCTOs and external organisations.



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PWV started trading on 1 February 2011, taking over the operations of the Convention Centre which managed the Michael Fowler Centre, Wellington Town Hall, TSB Bank Arena and Shed 6. The operations of the St James Theatre Charitable Trust, which managed the St James Theatre and Opera House, were assigned to PWV from 1 July 2011.

Acting as an agent of WCC, the new entity is responsible for the management of Wellington's premiere venue spaces, including: the Michael Fowler Centre; the Wellington Town Hall; the St James Theatre; the Opera House; and the TSB Arena and Shed 6.

Entity Data

Established	February 2011	<i>Term expires:</i>
Board	Chris Parkin	31 December 2014
	Sam Knowles	31 December 2012
	Linda Rieper	31 December 2014
	Samantha Sharif	31 December 2014
	Mike Egan	31 December 2014
	Lorraine Witten	31 December 2014
	Ngaire Best (councillor)	31 October 2013
	Paul Eagle (councillor)	31 October 2013
CEO	Glenys Coughlan	
Balance date	30 June	
Number of FTE staff	90	
Website	http://www.pwv.co.nz/	
Type of entity	Company	
LGA designation	CCTO	
By reason of	Council appointees	
Council interest	100% shareholding	
Type of interest	Shares	