

Visitor Numbers

Institution	2020-21 Target	YTD Visitor Numbers	% of Annual Target	Q2 Target	Q2 Visitor Numbers Achieved	% of Q2 Target
City Gallery Wellington	56,200	44,778	80%	13,400	24,327	182%
Wellington Museum	56,000	48,369	86%	12,500	26,055	208%
Capital E	45,500	27,330	60%	12,500	16,545	132%
Cable Car Museum	79,000	56,986	72%	17,500	35,032	200%
Space Place	24,000	21,482	90%	6,000	11,299	188%
Nairn Street Cottage	1,000	107	11%	250	107	43%
<b>TOTAL</b>	<b>261,700</b>	<b>199,052</b>	<b>76%</b>	<b>62,150</b>	<b>113,365</b>	<b>182%</b>

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 TWO – OCTOBER, NOVEMBER, DECEMBER 2020

Commentary on Variation Against Target:

182% of the Q2 target (62,150) was achieved with 113,365 visits: a total of 76% of the annual target for 2020-21. This compares to Q2 of 2019-20 with 356,897 visits or 54% of the 2019-20 annual target (noting no impact from COVID-19 in Q2 of 2019-2020).

- **City Gallery Wellington:** Visitor numbers tracking well, with 182% of Q2 target achieved.
- **Wellington Museum:** Targeted marketing and adjusting offerings for our domestic visitors has resulted in 208% of the Q2 target being achieved.
- **Capital E:** Numbers are just over half from the previous year (which included Hannah Playhouse), Q2 target achieved.
- **Cable Car Museum:** Exceeded our expectations for the quarter, achieving 200% of the forecasted target, though still significantly lower than the same period last year due to no international visitors.
- **Space Place:** School bookings have picked up, and domestic visitor numbers increasing. 188% of Q2 target achieved.
- **Nairn Street Cottage:** Reopened at the end of October with visitor numbers only slightly lower than the same period last year.

Programme Highlights:

- **Wellington Museum's** extremely successful *Mittens* exhibition closed in October. *The Residents* book was successfully launched at the Museum, consisting of an evening with the author and a panel discussion. After months of negotiation and preparation, *Suffrage in Stitches* was delivered to Te Manawa in Palmerston North (set to open in early 2021), and we hope to secure further venues from there.
- **Space Place** A joint promotion between the Cable Car and Space Place *Take a Red Rocket to Space* was launched: a combined discounted fare to both the Cable Car and Space Place entry. *Sci-Fi Sunday's* ran over three consecutive Sunday's in December.
- **City Gallery Wellington:** The sell-out *Aitu Ball* on 1 October was an outstanding success, with vogueurs from Auckland and Wellington taking part, extremely positive feedback was received from FAFSWAG and participants. Two new shows by New Zealand artists opened at the Gallery: *Zac Langdon-Pole: Containing Multitudes* and *Simon Ingram: The Algorithmic Impulse*. The opening weekend included events and talks for a range of stakeholders.
- **Capital E's** *The Lost Letter Office* premiered at Te Raukura kī Kāpiti to 463 young theatregoers. The first part of the tour to 15 national centres has welcomed over 4,000 children. The team also hosted two film-shoots for the *Making of the Lost Letter Office* documentary. This will be used as a resource for funders, schools, and partners.

Priority Projects:

- **The Navigators Project:** Filming took place pre-Christmas, and post-production will begin in the new year. Completion of the Project is set for May 2021, with a launch in June 2021, close to Matariki. As much as possible, all production talent for the Navigators project will be drawn from the Wellington creative ecosystem.
- Planning for **City Gallery Wellington's next high value international art exhibition** continues. The exhibition is set to be on display between 4 December 2021 – 27 March 2022. Both Council and Wellington NZ remain supportive, and these new dates let us scoop up the Christmas holidays, the Arts Festival, and Women's Cricket World Cup.

- **Staff accommodation** remains a priority, and the urgency to address this was reflected in our recent staff engagement survey. We continue to look at a number of options under limited financial constraints.
- **Wellington Museum Development:** Recent meetings have taken place with trustees, senior staff, consultants, and Council's Property Director. As a result, management worked with the building consultants to scope a phased approach to the 'above ground' works already included as an option in the project business case for consideration in Council's LTP process.
- **Future E:** The Capital E senior team met with the Wellington City Library team in October for an initial workshop to explore synergies and potential for collaboration within a refurbished Central Library building. The Chief Executive had a subsequent meeting with Gisella Carr, Council's Head of Arts, Culture & Community Services, to discuss next steps and initiate more focussed workshops for the two teams and Athfield Architects to develop thinking about a 21<sup>st</sup> Library experience for the city.
- **Business System Review** We are currently working with our technology partner (Gravity Lab) to build a test environment to connect our proposed new retail systems, Vend and Shopify, to our CRM (Salesforce) and our accounting system (Xero). Progress on this is going well and we hope to have confirmation that all systems will integrate before the end of January. We have now selected a ticketing option (Patronbase) and are currently working through the logistics and plan for implementation. We hope to have the first site (Space Place) ready by March 2021.

**October School Holidays:**

Strong visitor numbers were experienced during the October school holidays, with sell out holiday programmes across the organisation. Overall visitor numbers were down compared to July school holiday programmes, but this was a strong retail period with a good number of donations via Tap & Go.

**Dr Sarah Rusholme**  
**Chief Executive**

# Key Result Indicators 2020-21

Update on Progress against Targets, as at 31 December 2020 (Q2)

## 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	<b>44,778</b>	11,200	20,451	13,400	24,327	13,400		18,200	
Wellington Museum	56,000	<b>48,369</b>	9,000	22,314	12,500	26,055	20,500		14,000	
Capital E	45,500	<b>27,330</b>	9,250	10,785	12,500	16,545	9,750		14,000	
Cable Car Museum	79,000	<b>56,986</b>	17,500	21,954	17,500	35,032	25,500		18,500	
Space Place	24,000	<b>21,482</b>	4,000	10,183	6,000	11,299	8,000		6,000	
Nairn Street Cottage	1,000	<b>107</b>	0	0	250	107	500		250	
<b>Experience Wellington Total</b>	<b>261,700</b>	<b>199,052</b>	<b>50,950</b>	<b>85,678</b>	<b>62,150</b>	<b>113,365</b>	<b>77,650</b>		<b>70,950</b>	

*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 December 2020 (Q2)

**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	42,400	20,115	22,285		
Museums Wellington	110,000	69,546	38,090	31,456		
Capital E	35,000	28,209	15,227	12,982		
<b>Experience Wellington Total</b>	<b>223,000</b>	<b>140,155</b>	<b>73,432</b>	<b>66,723</b>		

**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		
Museums Wellington	13,500	13,902	14,468		
Capital E	9,500	9,395	9,521		
Space Place	10,800	10,376	10,502		
Nairn Street Cottage (FB page only)	-	549	562		
<b>Experience Wellington Total</b>	<b>75,300</b>	<b>75,966</b>	<b>77,178</b>		

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%		
Wellington Museum	35%	78%		
Capital E	80%	58%		
Cable Car Museum	32%	43%		
Space Place	31%	46%		

**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 December 2020 (Q2)

**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%		
Wellington Museum	90%		88%	86%		
Capital E	90%		93%	97%		
Cable Car Museum	80%		83%	81%		
Space Place	90%		88%	91%		
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	1,400	467	933		
Museums Wellington	3,500	2,093	629	1,464		
Capital E	10,000	7,487	1,664	5,823		
Space Place	3,000	2,664	948	1,716		
<b>Experience Wellington Total</b>	<b>21,000</b>	<b>13,644</b>	<b>3,708</b>	<b>9,936</b>		

*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 December 2020 (Q2)

## 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	120	37	83		
Museums Wellington	144	267	128	139		
Capital E	127	74	28	46		
Space Place	136	245	104	141		
<b>Sub Total</b>	<b>506</b>	<b>706</b>	<b>297</b>	<b>409</b>		
Sub-letting, Interest & Other	30	1	1	1		
<b>Experience Wellington Total</b>	<b>536</b>	<b>707</b>	<b>298</b>	<b>409</b>		
Fundraising (\$'000)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	395	213	115	98		
Museums Wellington	100	77	45	32		
Capital E	942	378	153	225		
Space Place	485	54	26	28		
<b>Experience Wellington Total</b>	<b>1921</b>	<b>764</b>	<b>339</b>	<b>425</b>		

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	2.68	1.83	3.40		
Museums Wellington	1.06	2.53	2.89	2.27		
Capital E	2.79	2.69	2.60	2.75		
Space Place	5.67	11.42	10.24	12.48		
<b>Experience Wellington Total</b>	<b>1.93</b>	<b>3.55</b>	<b>3.48</b>	<b>3.60</b>		

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 December 2020 (Q2)

## OUR PEOPLE

	2020-21 Target	2020-21 Result
<b>Health and Safety</b>	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
<b>Staff Satisfaction</b>	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
<b>New to the Collection</b>	200	
<b>Collection Assessment</b>	800	
<b>Collection Accessibility</b>	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 December 2020 (Q2)

## 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	27.45	28.30	25.50		
Museums Wellington	15.52	10.10	11.33	8.79		
Capital E	39.26	36.10	39.36	32.63		
Space Place	23.56	8.88	9.37	8.44		
<b>Experience Wellington Total</b>	<b>29.47</b>	<b>19.58</b>	<b>22.53</b>	<b>17.35</b>		

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	
<b>Experience Wellington Total</b>	<b>31.93</b>	

Council's estimated ownership costs are supplied by Council.

# Statement of Financial Performance

## Experience Wellington

For the 3 months ended 31 December 2020

	DEC QTR ACT	DEC QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	2019 YTD
<b>Trading Income</b>						
Trading Income	408,406	161,251	706,641	287,733	775,478	1,233,277
WCC Operating Grant	1,930,377	1,930,215	3,860,754	3,860,430	7,720,868	3,745,440
WCC Rental Subsidy	442,245	442,251	884,490	884,502	1,769,004	884,490
Sponsorship and Donations	101,390	15,999	123,177	94,498	276,496	45,789
Grants Other	323,739	297,936	640,622	625,179	1,644,737	654,798
Investment Income	647	4,280	1,486	15,000	30,000	20,525
Other Income	1,866	25,964	1,906	51,830	287,758	35,863
<b>Total Revenue</b>	<b>3,208,670</b>	<b>2,877,896</b>	<b>6,219,077</b>	<b>5,819,172</b>	<b>12,504,341</b>	<b>6,620,182</b>
<b>Cost of Sales</b>						
Cost of Sales (Trading Income)	95,005	72,980	220,705	113,676	270,397	344,137
Openings - Exhibitions & Programmes	448	10,000	1,088	20,000	21,290	12,010
<b>Total Cost of Sales</b>	<b>95,453</b>	<b>82,980</b>	<b>221,794</b>	<b>133,676</b>	<b>291,687</b>	<b>356,147</b>
<b>Net Revenue</b>	<b>3,113,217</b>	<b>2,794,916</b>	<b>5,997,283</b>	<b>5,685,496</b>	<b>12,212,654</b>	<b>6,264,035</b>
<b>Operating Expenses</b>						
Employee Costs	1,711,666	1,679,004	3,395,590	3,355,043	6,717,529	3,246,435
Council Rent	334,621	334,707	669,242	669,414	1,338,828	669,242
Exhibitions & Programmes	680,095	305,404	1,026,721	833,834	2,210,543	938,024
Marketing & Promotions	106,106	159,171	173,623	317,761	633,459	287,578
Occupancy Costs	323,857	300,647	616,680	601,017	1,188,918	617,186
Communication Costs	25,830	25,012	50,598	49,796	101,114	67,369
Trustee Fees and Expenses	24,000	23,550	48,000	47,100	94,200	47,030
Technology Costs	37,209	38,843	103,736	90,135	168,381	116,286
Professional Fees	24,672	63,740	41,275	127,477	254,967	44,111
Administration Fees	49,462	55,643	84,396	111,117	212,688	109,482
Depreciation	126,499	129,951	255,955	259,902	519,800	261,642
Interest	12	-	12	-	-	-
<b>Total Operating Expenses</b>	<b>3,444,030</b>	<b>3,115,672</b>	<b>6,465,828</b>	<b>6,462,596</b>	<b>13,440,427</b>	<b>6,404,384</b>
<b>Net Surplus/(Deficit)</b>	<b>(330,813)</b>	<b>(320,756)</b>	<b>(468,545)</b>	<b>(777,100)</b>	<b>(1,227,773)</b>	<b>(140,349)</b>

# Statement of Financial Performance (Executive Office)

## Experience Wellington

For the 3 months ended 31 December 2020

Institution is 10 Trust Office.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
<b>Trading Income</b>						
Trading Income	-	-	304	-	-	2,038
WCC Operating Grant	1,834,963	1,834,875	3,669,926	3,669,750	7,339,508	3,558,499
Sponsorship and Donations	17	-	80	-	-	5
Grants Other	5,000	-	5,000	-	-	10,000
Investment Income	647	4,280	1,486	15,000	30,000	20,525
Other Income	4,800	-	1,500	-	-	-
Grants - Living Wage	36,140	-	36,140	-	-	40,000
<b>Total Revenue</b>	<b>1,881,567</b>	<b>1,839,155</b>	<b>3,714,436</b>	<b>3,684,750</b>	<b>7,369,508</b>	<b>3,631,066</b>
<b>Cost of Sales</b>						
Cost of Sales	168	-	390	-	-	-
<b>Total Cost of Sales</b>	<b>168</b>	<b>-</b>	<b>390</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Revenue</b>	<b>1,881,399</b>	<b>1,839,155</b>	<b>3,714,046</b>	<b>3,684,750</b>	<b>7,369,508</b>	<b>3,631,066</b>
<b>Operating Expenses</b>						
Employee Costs	592,405	468,996	1,048,131	937,992	1,875,989	333,291
Exhibitions & Programmes	-	-	200	-	-	525
Marketing & Promotions	120,366	146,725	159,734	293,449	586,915	11,871
Occupancy Costs	11,017	20,250	37,395	40,500	81,000	41,093
Communication Costs	7,106	7,200	11,535	14,400	28,800	15,637
Trustee Fees and Expenses	24,000	23,550	48,000	47,100	94,200	47,030
Technology Costs	34,515	27,750	96,504	55,500	111,000	100,033
Professional Fees	10,439	23,700	17,468	47,400	94,800	32,718
Administration Fees	3,801	3,890	7,628	7,280	14,510	7,783
Depreciation	27,910	27,000	58,566	54,000	108,000	56,742
<b>Total Operating Expenses</b>	<b>831,559</b>	<b>749,061</b>	<b>1,485,161</b>	<b>1,497,621</b>	<b>2,995,214</b>	<b>646,723</b>
<b>Net Surplus/(Deficit)</b>	<b>1,049,840</b>	<b>1,090,094</b>	<b>2,228,885</b>	<b>2,187,129</b>	<b>4,374,294</b>	<b>2,984,344</b>

# Statement of Financial Performance (Museums Wellington)

## Experience Wellington

For the 3 months ended 31 December 2020

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

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
<b>Trading Income</b>						
<b>Trading Income</b>						
Admissions	7,537	-	12,619	-	-	24,958
Bar	1,446	-	1,747	-	-	1,812
Membership	-	-	-	-	-	193
Retail Sales	88,352	61,650	178,864	98,639	246,599	372,649
Venue Hire	41,274	12,501	73,308	20,000	50,000	86,292
<b>Total Trading Income</b>	<b>138,608</b>	<b>74,151</b>	<b>266,538</b>	<b>118,639</b>	<b>296,599</b>	<b>485,903</b>
WCC Rental Subsidy	175,456	175,455	350,912	350,910	701,820	350,912
Sponsorship and Donations	7,479	-	15,024	-	-	20,179
Grants	24,657	25,107	62,033	50,214	100,432	39,451
Other Income	111	-	1,893	-	-	4,209
Contractors fees On-charged	153	-	153	-	-	-
<b>Total Revenue</b>	<b>346,464</b>	<b>274,713</b>	<b>696,554</b>	<b>519,763</b>	<b>1,098,851</b>	<b>900,654</b>
<b>Cost of Sales</b>						
Cost of Sales	53,888	44,813	142,751	60,371	152,962	203,202
Openings - Exhibitions & Programmes	120	-	120	-	-	860
<b>Total Cost of Sales</b>	<b>54,008</b>	<b>44,813</b>	<b>142,871</b>	<b>60,371</b>	<b>152,962</b>	<b>204,061</b>
<b>Net Revenue</b>	<b>292,457</b>	<b>229,900</b>	<b>553,683</b>	<b>459,392</b>	<b>945,889</b>	<b>696,593</b>
<b>Operating Expenses</b>						
Employee Costs	281,316	357,765	719,320	715,630	1,436,510	796,160
Council Rent	175,456	175,458	350,912	350,916	701,832	350,912
Exhibitions & Programmes	42,983	49,512	60,228	93,544	206,301	72,954
Marketing & Promotions	(5,173)	5,170	796	8,639	17,101	56,046
Occupancy Costs	88,563	86,051	166,037	171,865	341,732	162,983
Communication Costs	11,047	6,330	25,128	12,684	26,336	26,064
Technology Costs	1,401	4,589	3,435	6,927	11,886	4,656
Professional Fees	5,621	125	5,651	250	510	1,151
Administration Fees	9,369	14,034	19,474	27,792	54,707	32,975
Depreciation	74,148	82,500	148,012	165,000	330,000	156,878
<b>Total Operating Expenses</b>	<b>684,732</b>	<b>781,534</b>	<b>1,498,994</b>	<b>1,553,247</b>	<b>3,126,915</b>	<b>1,660,780</b>
<b>Net Surplus/(Deficit)</b>	<b>(392,275)</b>	<b>(551,634)</b>	<b>(945,311)</b>	<b>(1,093,855)</b>	<b>(2,181,026)</b>	<b>(964,187)</b>

# Statement of Financial Performance ( Space Place)

## Experience Wellington

For the 3 months ended 31 December 2020

Institution is 26 Space Place.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
<b>Trading Income</b>						
<b>Trading Income</b>						
Admissions	80,169	3,100	151,035	39,999	99,999	181,419
Bar	3,874	3,000	8,427	-	-	6,168
Membership	1,478	900	2,828	-	-	2,715
Retail Sales	26,969	17,874	43,915	10,000	25,000	57,116
Venue Hire	28,504	13,800	39,072	12,000	30,000	66,264
<b>Total Trading Income</b>	<b>140,994</b>	<b>38,674</b>	<b>245,278</b>	<b>61,999</b>	<b>154,999</b>	<b>313,682</b>
WCC Operating Grant	95,414	-	190,829	190,680	381,360	186,941
WCC Rental Subsidy	-	159,165	-	-	-	-
Sponsorship and Donations	71	15,000	128	-	-	1,425
Grants	28,255	25,520	54,263	45,305	484,698	31,209
Other Income	-	21,540	-	-	184,000	-
Wages On-charged	-	500	-	-	-	-
Contractors fees On-charged	-	300	-	-	-	-
<b>Total Revenue</b>	<b>264,735</b>	<b>260,699</b>	<b>490,498</b>	<b>297,984</b>	<b>1,205,057</b>	<b>533,257</b>
<b>Cost of Sales</b>						
Cost of Sales	16,380	18,024	32,655	7,600	19,000	16,530
Openings - Exhibitions & Programmes	-	10,000	-	-	-	347
<b>Total Cost of Sales</b>	<b>16,380</b>	<b>28,024</b>	<b>32,655</b>	<b>7,600</b>	<b>19,000</b>	<b>16,877</b>
<b>Net Revenue</b>	<b>248,354</b>	<b>232,675</b>	<b>457,842</b>	<b>290,384</b>	<b>1,186,057</b>	<b>516,380</b>
<b>Other Income</b>						
WCC Underwrite	2,336	-	2,336	-	-	988
<b>Total Other Income</b>	<b>2,336</b>	<b>-</b>	<b>2,336</b>	<b>-</b>	<b>-</b>	<b>988</b>
<b>Operating Expenses</b>						
Employee Costs	242,722	409,395	351,529	392,320	784,772	356,396
Exhibitions & Programmes	173,828	105,795	206,817	52,188	130,756	28,957
Marketing & Promotions	(1,247)	9,150	139	26,750	59,703	37,733
Occupancy Costs	16,967	225,249	35,022	42,622	85,224	35,824
Communication Costs	878	5,850	3,755	5,060	10,322	5,655
Technology Costs	-	4,200	2,045	1,200	2,497	808
Professional Fees	-	900	373	-	-	-
Administration Fees	3,439	19,870	7,274	10,328	19,654	10,771
Depreciation	761	8,700	1,522	5,502	11,000	3,209
<b>Total Operating Expenses</b>	<b>437,348</b>	<b>789,109</b>	<b>608,476</b>	<b>535,970</b>	<b>1,103,928</b>	<b>479,353</b>

Statement of Financial Performance ( Space Place)

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	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
<b>Net Surplus/(Deficit)</b>	(186,658)	(556,434)	(148,298)	(245,586)	82,129	38,014

# Capital E

## Experience Wellington For the 3 months ended 31 December 2020

Institution is 30 Capital E.

	QTR ACT	QTR BUDGET	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
<b>Trading Income</b>						
<b>Trading Income</b>						
Admissions	38,818	14,331	59,734	30,366	139,908	94,236
Retail Sales	3,046	1,592	5,586	2,630	6,000	7,247
Royalty/Production/Tour fees	348	-	348	-	-	5,707
Venue Hire	3,278	1,500	7,881	3,000	7,500	10,171
<b>Total Trading Income</b>	<b>45,490</b>	<b>17,423</b>	<b>73,549</b>	<b>35,996</b>	<b>153,408</b>	<b>117,361</b>
WCC Rental Subsidy	107,624	-	215,247	-	-	215,247
Sponsorship and Donations	6,019	999	8,594	1,998	3,996	5,924
Grants	219,277	225,181	369,277	458,619	937,526	458,590
Other Income	900	3,624	1,700	7,248	14,496	9,691
<b>Total Revenue</b>	<b>379,310</b>	<b>247,227</b>	<b>668,367</b>	<b>503,861</b>	<b>1,109,426</b>	<b>806,812</b>
<b>Cost of Sales</b>						
Cost of Sales	8,372	6,342	12,838	9,657	26,891	25,951
Openings - Exhibitions & Programmes	328	-	610	-	1,290	1,649
<b>Total Cost of Sales</b>	<b>8,700</b>	<b>6,342</b>	<b>13,448</b>	<b>9,657</b>	<b>28,181</b>	<b>27,600</b>
<b>Net Revenue</b>	<b>370,610</b>	<b>240,885</b>	<b>654,920</b>	<b>494,204</b>	<b>1,081,245</b>	<b>779,213</b>
<b>Operating Expenses</b>						
Employee Costs	182,023	285,444	460,634	569,172	1,140,400	686,518
Exhibitions & Programmes	304,281	124,004	495,037	361,565	1,010,109	421,853
Marketing & Promotions	(5,554)	3,456	740	7,014	15,200	76,016
Occupancy Costs	110,230	107,000	215,549	213,980	426,913	202,664
Communication Costs	694	3,102	1,301	5,952	12,256	5,522
Technology Costs	506	1,704	236	3,408	11,498	3,498
Professional Fees	4,610	-	8,709	-	1,000	2,419
Administration Fees	11,739	13,309	20,605	26,197	45,757	25,871
Depreciation	9,323	9,000	18,647	18,000	36,000	17,254
Development (FMC)	(446)	-	-	-	-	-
Digital-Marketing & Communications	(6,763)	-	-	-	-	-
<b>Total Operating Expenses</b>	<b>610,644</b>	<b>547,019</b>	<b>1,221,457</b>	<b>1,205,288</b>	<b>2,699,133</b>	<b>1,441,615</b>
<b>Net Surplus/(Deficit)</b>	<b>(240,034)</b>	<b>(306,134)</b>	<b>(566,538)</b>	<b>(711,084)</b>	<b>(1,617,888)</b>	<b>(662,402)</b>

# Statement of Financial Performance ( City Gallery)

## Experience Wellington

For the 3 months ended 31 December 2020

Institution is 40 City Gallery.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
<b>Trading Income</b>						
<b>Trading Income</b>						
Admissions	7,704	3,100	16,599	6,700	11,400	14,910
Bar	6,415	3,000	6,736	6,000	12,000	8,556
Membership	87	900	674	1,800	3,600	1,000
Retail Sales	49,382	17,874	72,017	28,998	76,773	89,804
Royalty/Production/Tour fees	-	-	-	-	11,500	16,569
Venue Hire	19,006	13,800	24,047	27,600	55,200	53,478
<b>Total Trading Income</b>	<b>82,594</b>	<b>38,674</b>	<b>120,072</b>	<b>71,098</b>	<b>170,473</b>	<b>184,316</b>
WCC Rental Subsidy	159,165	159,165	318,330	318,330	636,660	318,330
Sponsorship and Donations	87,804	15,000	99,351	92,500	272,500	17,602
Grants	10,410	25,520	113,910	71,040	122,080	75,548
Other Income	-	21,540	757	42,882	85,962	35,600
Wages On-charged	1,226	500	1,226	1,100	2,100	2,255
Contractors fees On-charged	-	300	-	600	1,200	-
<b>Total Revenue</b>	<b>341,199</b>	<b>260,699</b>	<b>653,646</b>	<b>597,550</b>	<b>1,290,975</b>	<b>633,652</b>
<b>Cost of Sales</b>						
Cost of Sales	16,182	18,024	32,047	36,048	71,546	75,432
Openings - Exhibitions & Programmes	-	10,000	358	20,000	20,000	9,154
<b>Total Cost of Sales</b>	<b>16,182</b>	<b>28,024</b>	<b>32,405</b>	<b>56,048</b>	<b>91,546</b>	<b>84,586</b>
<b>Net Revenue</b>	<b>325,017</b>	<b>232,675</b>	<b>621,241</b>	<b>541,502</b>	<b>1,199,429</b>	<b>549,066</b>
<b>Operating Expenses</b>						
Employee Costs	413,199	409,395	815,976	817,455	1,634,910	922,351
Exhibitions & Programmes	159,002	105,795	264,439	326,540	863,380	412,559
Marketing & Promotions	4,662	9,150	11,953	18,500	114,600	101,645
Occupancy Costs	256,247	225,249	481,006	450,398	890,746	468,945
Communication Costs	6,105	5,850	8,880	11,700	23,400	10,651
Technology Costs	787	4,200	1,516	23,100	31,500	6,833
Professional Fees	-	900	428	1,800	3,600	5,676
Administration Fees	21,113	19,870	29,061	39,520	78,060	27,775
Depreciation	13,078	8,700	26,649	17,400	34,800	26,948
<b>Total Operating Expenses</b>	<b>874,193</b>	<b>789,109</b>	<b>1,639,907</b>	<b>1,706,413</b>	<b>3,674,996</b>	<b>1,983,384</b>
<b>Net Surplus/(Deficit)</b>	<b>(549,177)</b>	<b>(556,434)</b>	<b>(1,018,666)</b>	<b>(1,164,911)</b>	<b>(2,475,567)</b>	<b>(1,434,318)</b>

# Statement of Financial Position

## Experience Wellington As at 31 December 2020

	31 DEC 2020	30 JUN 2020
<b>Assets</b>		
<b>Fixed Assets</b>		
Property, plant and equipment	1,911,486	2,120,232
Collections and Artefacts	2,338,816	2,338,816
Intangible assets	51,119	63,754
<b>Total Fixed Assets</b>	<b>4,301,422</b>	<b>4,522,803</b>
<b>Non-Current Asset</b>		
Legacy Investment with Nikau Foundation	259,528	259,528
<b>Total Non-Current Asset</b>	<b>259,528</b>	<b>259,528</b>
<b>Current Assets</b>		
Inventory	157,344	195,443
Trade and other receivables	198,559	321,674
Cash and Cash equivalents	1,639,101	1,553,484
<b>Total Current Assets</b>	<b>1,995,005</b>	<b>2,070,602</b>
Debit Card - CGW	(100)	-
Debit Card - Wellington Museum	(7)	-
Debit Card - Trust Office	5	-
Debit Card - Capital E	(620)	-
Credit Card - Carolyn Mettrick	(555)	-
<b>Total Assets</b>	<b>6,554,677</b>	<b>6,852,932</b>
<b>Liabilities</b>		
<b>Current Liabilities</b>		
Trade and other payables	2,257,594	2,089,708
Employee benefits	317,517	317,401
<b>Total Current Liabilities</b>	<b>2,575,111</b>	<b>2,407,109</b>
<b>Total Liabilities</b>	<b>2,575,111</b>	<b>2,407,109</b>
<b>Net Assets</b>	<b>3,979,566</b>	<b>4,445,823</b>
<b>Equity</b>		
Reserves	2,567,064	2,564,776
Retained earnings	1,412,502	1,881,047
<b>Total Equity</b>	<b>3,979,566</b>	<b>4,445,823</b>