

Visitor Numbers

Institution	2021-22 Target	YTD Visitor Numbers	% of Annual Target	Q1 Target	Q1 Visitor Numbers Achieved	% of Q1 Target
City Gallery Wellington	150,250	17,324	12%	25,000	17,324	69%
Wellington Museum	100,000	16,584	17%	23,000	16,584	72%
Capital E	59,770	13,149	22%	17,400	13,149	76%
Cable Car Museum	125,000	14,147	11%	25,000	14,147	57%
Space Place	44,000	6,513	15%	11,000	6,513	59%
Nairn Street Cottage	1,400	24	2%	0	24	-
TOTAL	480,420	67,741	14%	101,400	67,741	67%

NB. From 18 August, all sites were closed during the COVID-19 level 4 and level 3 lockdown. City Gallery Wellington, Wellington Museum and Space Place reopened from 9 September. The Cable Car Museum from 11 September, Capital E from 22 September, and Nairn Street Cottage remained closed.

QUARTER ONE – JULY, AUGUST, SEPTEMBER

Commentary on variation against Target

Quarter One saw all sites significantly impacted due to COVID-19 mandatory site closures, and staggered reopening (as listed above) with additional measures in place to keep our staff and visitors safe. Results show 67% of the Q1 target (101,400) was achieved with 67,741 visits: this makes up 14% of the annual target for 2021-22. This compares to Q1 of 2020-21 with 85,687 visits, or 33% of the 2020-21 annual target.

City Gallery Wellington numbers, while lower than 2020-21, remain consistent when doors are open as the large venue is a place where our visitors can socially distance while enjoying the exhibitions on display.

Capital E visitor numbers are better than Q1 of 2020-21 (10,785), with a new PlayHQ installation *Home is Where The Art Is* which opened at the beginning of Q1.

Nairn Street Cottage will set to reopen to the public by the end of October (pending alert level changes).

Programme highlights

- A Keith Quinn display was installed in the Attic of **Wellington Museum** accompanied by a lunchtime talk by Mr Quinn.
- Four new exhibitions opened at **City Gallery Wellington**: *Brett Graham*; *Toi Moana Toi Tangata*, *Pierre Huyghe: Human Mask*, *Judy Millar: Action Movie*, and *Tia Tananui: Gonville Gothic*.
- **Capital E**: The National Theatre for Children delivered its 2021 tour for *Story Studio Live!* to more than 4,000 students in 34 schools nationwide, and the Creative NZ-supported documentary film showing the behind-the-scenes development of children's theatre production *Lost Letter Office* was screened at City Gallery to cast, crew, staff, and sponsors, and will be promoted to schools as a resource.

Priority Projects

- **The Navigators Project**: After many months of work, a tikanga ceremony was held on 30 September to launch and welcome *Ngā Tohunga Whakatere – The Navigators* to Experience Wellington. Public screenings of the 30-minute planetarium show are being held from 2 October.
- **Hilma af Klint**: The Deed of Indemnity has been signed by the Minister of Finance. The artworks have been safely delivered. The media plan is rolling out and ticket sales are live and tracking well. A high-level risk register has been developed to address mitigation options in case of a change in alert levels during the show.
- **Staff Accommodation**: options to best support the primary location of staff in their new roles are being considered, as the organisation transitions to realising the benefits of the newly developed structure.
- The **Wellington Museum Development** project quarterly report was submitted to the Ministry for Culture and Heritage (MCH) as part of the requirement for funding. Council representatives have been invited to the January 2022 Board

meeting to present next steps for the project. The concept for the ground floor visitor experience has been revised by the Director Art & Heritage, and the project team have resumed work.

- **Business Systems Review:** All frontline business systems, apart from ticketing, have gone live throughout the organisation, and the ELT are working together to connect the resources and systems necessary to ensure that these systems support our mahi.
- **Future E:** A Heads of Agreement is being developed between Council and Experience Wellington to cement this exciting partnership opportunity. The Chief Executive sits on the project board, and Director Community Engagement on the Project Design Group. An internal project team is exploring ideas for spaces, audiences and wayfinding with the architects and Council's Future Library Team.

July School Holidays

- A busy July school holiday season at all sites included four days of Art Camp and three 'Square Eyes' kid-friendly movie screenings bringing over 600 people to **City Gallery**. Māori performers Lala Simpson and Moira Wairama provided Matariki-inspired storytelling and music sessions to over 100 tamariki and whānau at **PlayHQ**. Space-inspired screen-printing workshops were held at **Space Place**, plus outreach at Strathmore Community Centre.

Jo Arenhold
Senior Corporate Advisor

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Key Result Indicators 2021-22

Update on Progress against Targets, as at 30 September 2021 (Q1)

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	2021-22 Target	2021-22 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	2021-22 Target	2021-22 YTD Result	Q1 Target	Q1 Result	Q2 Target	Q2 Result	Q3 Target	Q3 Result	Q4 Target	Q4 Result
City Gallery Wellington	150,250	17,324	25,000	17,324	34,750		67,500		23,000	
Wellington Museum	100,000	16,584	23,000	16,584	27,000		30,000		20,000	
Capital E	59,770	13,149	17,400	13,149	16,000		11,370		15,000	
Cable Car Museum	125,000	14,147	25,000	14,147	35,000		45,000		20,000	
Space Place	44,000	6,513	11,000	6,513	10,500		12,000		10,500	
Nairn Street Cottage	1,400	24	0	24	400		600		400	
Experience Wellington Total	480,420	67,741	101,400	67,741	123,650		166,470		88,900	

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 2021-22

Update on Progress against Targets, as at 30 September 2021 (Q1)

Virtual Visitation: The total number of unique user visits to institutional web/mobile sites.

Virtual Visitation	2021-22 Target	2021-22 YTD Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	80,000	41,191	41,191			
Museums Wellington	100,000	28,038	28,038			
Capital E	38,000	13,436	13,436			
Experience Wellington Total	218,000	82,665	82,665			

Social Media Profile: A snapshot of Facebook friends, Instagram and Twitter followers.

Social Media Profile	2021-22 Target	Q1 Snapshot	Q2 Snapshot	Q3 Snapshot	Q4 Snapshot
City Gallery Wellington	43,000	44,212			
Museums Wellington	15,120	15,483			
Capital E	10,000	9,912			
Space Place	10,910	10,773			
Nairn Street Cottage (FB page only)	-	589			
Experience Wellington Total	79,030	80,969			

The target for Museums Wellington and Nairn Street Cottage is a combined target of 15,120

Quality of Visit: Visitor feedback based on ease of access, friendliness of staff, level of comfort and overall satisfaction.

Quality of the Visitor Experience	2021-22 Target	2021-22 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	88%		78%			
Wellington Museum	90%		100%			
Capital E	90%		100%			
Cable Car Museum	80%		82%			
Space Place	90%		100%			
Nairn Street Cottage	90%		-			

Key Result Indicators 2021-22

Update on Progress against Targets, as at 30 September 2021 (Q1)

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	2021-22 Target	2021-22 YTD Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	4,500	218	218			
Wellington Museum	7,000	245	245			
Capital E	23,400	5,475	5,475			
Cable Car Museum	-	21	21			
Space Place	3,500	485	485			
Nairn Street Cottage	-	-	-			
Experience Wellington Total	38,400	6,444	6,444			

The target of 7,000 set for Wellington Museum covers 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).

Venue Hire	2021-22 Target	2021-22 YTD Result	Q1 Result		Q2 Result		Q3 Result		Q4 Result	
			No. of bookings	Total attendees						
City Gallery Wellington	-		5	306						
Wellington Museum	-		37	1,049						
Capital E	-		14	346						
Space Place	-		12	285						
Experience Wellington Total	-		68	1,986						

**This is a new measure for 2021-22, providing a breakdown of venue hire per site. The total number of attendees are included in our overall physical visitation numbers.*

OUR PEOPLE

	2021-22 Target	2021-22 Result
Health and Safety	No preventable serious harm incidents involving workers or visitors as defined by the Health and Safety at Work Act 2015.	0

Note, Staff satisfaction results are reported to the Board via the PPS Committee.

Key Result Indicators 2021-22

Update on Progress against Targets, as at 30 September 2021 (Q1)

OUR SUSTAINABILITY

Non-Council Revenue: The total amount of revenue generated from non-Council sources.

Trading (\$'000)	2021-22 Target	2021-22 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	740	36	36			
Museums Wellington	536	84	84			
Capital E	138	28	28			
Space Place	490	110	110			
Sub Total	1904	258	258			
Sub-letting, Interest & Other	30	0.4	0.4			
Experience Wellington Total	1934	258.4	258.4			
Fundraising (\$'000)	2021-22 Target	2021-22 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	560	25	25			
Museums Wellington	116	28	28			
Capital E	623	156	156			
Space Place	78	20	20			
Trust Office	0	2	2			
Experience Wellington Total	520	231	231			

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 (\$)	2021-22 Target	2021-22 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	4.93	2.06	2.06			
Museums Wellington	2.37	2.73	2.73			
Capital E	2.31	2.10	2.10			
Space Place	11.14	16.85	16.85			
Experience Wellington Total	3.96	3.79	3.79			

Museums Wellington includes Wellington Museum, Cable Car Museum and Nairn Street Cottage.

Key Result Indicators 2021-22

Update on Progress against Targets, as at 30 September 2021 (Q1)

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 (\$)	2021-22 Target	2021-22 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	17.64	34.81	34.81			
Museums Wellington	10.15	16.99	16.99			
Capital E	32.52	33.63	33.63			
Space Place	8.85	15.14	15.14			
Experience Wellington Total	18.30	29.68	29.68			

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 (\$)	2021-22 Target	2021-22 Result
City Gallery Wellington		
Museums Wellington		
Capital E		
Space Place		
Experience Wellington Total		

Council's estimated ownership costs are supplied by Council.

Qtr Statement Financial Performance

Experience Wellington

For the 3 months ended 30 September 2021

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2020
Trading Income						
Trading Income	257,016	347,654	257,016	347,654	1,904,053	298,235
WCC Operating Grant	2,010,326	1,968,984	2,010,326	1,968,984	7,875,939	1,930,377
WCC Rental Subsidy	442,245	442,251	442,245	442,251	1,769,004	442,245
Sponsorship and Donations	11,112	275,226	11,112	275,226	757,504	21,787
Grants Other	220,279	335,950	220,279	335,950	1,328,322	316,883
Investment Income	461	10,720	461	10,720	30,000	839
Other Income	18,841	22,617	18,841	22,617	321,462	40
Total Revenue	2,960,279	3,403,402	2,960,279	3,403,402	13,986,284	3,010,407
Cost of Sales						
Cost of Sales (Trading Income)	64,436	91,196	64,436	91,196	467,609	125,701
Openings - Exhibitions & Programmes	9,581	12,249	9,581	12,249	48,000	640
Total Cost of Sales	74,017	103,445	74,017	103,445	515,609	126,341
Net Revenue	2,886,263	3,299,957	2,886,263	3,299,957	13,470,675	2,884,066
Operating Expenses						
Employee Costs	1,717,374	1,842,426	1,717,374	1,842,426	7,384,983	1,683,924
Council Rent	334,621	334,707	334,621	334,707	1,338,828	334,621
Exhibitions & Programmes	389,770	477,823	389,770	477,823	2,498,663	346,626
Marketing & Promotions	80,128	318,965	80,128	318,965	716,276	67,517
Occupancy Costs	310,029	284,394	310,029	284,394	1,365,941	292,823
Communication Costs	15,734	19,002	15,734	19,002	76,000	24,768
Trustee Fees and Expenses	20,000	23,550	20,000	23,550	94,200	24,000
Technology Costs	74,469	29,849	74,469	29,849	119,492	66,527
Professional Fees	32,090	25,761	32,090	25,761	103,056	16,603
Administration Fees	32,001	45,914	32,001	45,914	175,949	34,934
Depreciation	72,668	128,451	72,668	128,451	513,800	129,456
Interest	-	-	-	-	-	-
Total Operating Expenses	3,078,883	3,530,842	3,078,883	3,530,842	14,387,188	3,021,798
Net Surplus/(Deficit)	(192,620)	(230,885)	(192,620)	(230,885)	(916,513)	(137,733)

Qtr Stat Fin Performance (Executive Office)

Experience Wellington

For the 3 months ended 30 September 2021

Institution is 10 Trust Office.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2020
Trading Income						
Trading Income	-	-	-	-	-	304
WCC Operating Grant	1,911,710	1,871,661	1,911,710	1,871,661	7,486,648	1,834,963
Sponsorship and Donations	2,135	20,001	2,135	20,001	80,004	63
Grants Other	-	110,001	-	110,001	440,004	-
Investment Income	461	10,720	461	10,720	30,000	839
Other Income	-	-	-	-	-	(3,300)
Total Revenue	1,914,305	2,012,383	1,914,305	2,012,383	8,036,656	1,832,869
Cost of Sales						
Cost of Sales	805	-	805	-	-	222
Total Cost of Sales	805	-	805	-	-	222
Net Revenue	1,913,500	2,012,383	1,913,500	2,012,383	8,036,656	1,832,647
Operating Expenses						
Employee Costs	443,420	517,635	443,420	517,635	2,070,536	455,726
Exhibitions & Programmes	15,666	-	15,666	-	-	200
Marketing & Promotions	42,921	120,726	42,921	120,726	482,899	39,368
Occupancy Costs	23,760	20,250	23,760	20,250	81,000	26,379
Communication Costs	6,168	5,748	6,168	5,748	22,992	4,429
Trustee Fees and Expenses	20,000	23,550	20,000	23,550	94,200	24,000
Technology Costs	65,442	27,750	65,442	27,750	111,000	61,989
Professional Fees	11,954	23,700	11,954	23,700	94,800	7,029
Administration Fees	3,519	3,315	3,519	3,315	14,212	3,827
Depreciation	16,898	27,000	16,898	27,000	108,000	30,656
Total Operating Expenses	649,748	769,674	649,748	769,674	3,079,639	653,602
Net Surplus/(Deficit)	1,263,752	1,242,709	1,263,752	1,242,709	4,957,017	1,179,044

Qtr Stat Fin Performance (Museums Wellington)

Experience Wellington

For the 3 months ended 30 September 2021

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

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2020
Trading Income						
Trading Income						
Admissions	3,604	1,500	3,604	1,500	15,000	5,082
Bar	830	1,500	830	1,500	15,000	301
Retail Sales	38,932	90,000	38,932	90,000	360,000	90,513
Venue Hire	40,447	36,501	40,447	36,501	146,000	32,034
Total Trading Income	83,813	129,501	83,813	129,501	536,000	127,930
WCC Rental Subsidy	175,456	175,455	175,456	175,455	701,824	175,456
Sponsorship and Donations	3,834	2,000	3,834	2,000	20,000	7,545
Grants	24,657	24,000	24,657	24,000	96,000	37,376
Other Income	-	-	-	-	-	1,783
Total Revenue	287,760	330,956	287,760	330,956	1,353,824	350,090
Cost of Sales						
Cost of Sales	40,049	49,299	40,049	49,299	201,182	88,863
Total Cost of Sales	40,049	49,299	40,049	49,299	201,182	88,863
Net Revenue	247,711	281,657	247,711	281,657	1,152,642	261,226
Operating Expenses						
Employee Costs	438,705	371,233	438,705	371,233	1,484,981	438,004
Council Rent	175,456	175,458	175,456	175,458	701,832	175,456
Exhibitions & Programmes	26,725	54,999	26,725	54,999	220,000	17,245
Marketing & Promotions	77	3,469	77	3,469	17,101	5,969
Occupancy Costs	89,811	76,194	89,811	76,194	306,495	77,474
Communication Costs	7,696	6,252	7,696	6,252	25,008	14,080
Technology Costs	5,997	500	5,997	500	2,000	2,034
Professional Fees	177	115	177	115	460	30
Administration Fees	5,747	10,452	5,747	10,452	41,808	10,104
Depreciation	37,362	82,500	37,362	82,500	330,000	73,864
Total Operating Expenses	787,754	781,172	787,754	781,172	3,129,685	814,262
Net Surplus/(Deficit)	(540,043)	(499,515)	(540,043)	(499,515)	(1,977,043)	(553,036)

Qtr Stat Fin Performance (Space Place)

Experience Wellington

For the 3 months ended 30 September 2021

Institution is 26 Space Place.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2020
Trading Income						
Trading Income						
Admissions	73,216	79,997	73,216	79,997	320,000	70,865
Bar	904	3,750	904	3,750	15,000	4,553
Membership	977	-	977	-	-	1,350
Retail Sales	17,661	15,995	17,661	15,995	80,000	16,946
Venue Hire	17,015	15,750	17,015	15,750	75,000	10,569
Total Trading Income	109,774	115,492	109,774	115,492	490,000	104,283
WCC Operating Grant	98,616	97,323	98,616	97,323	389,291	95,414
Sponsorship and Donations	583	-	583	-	-	58
Grants	19,505	19,500	19,505	19,500	78,022	26,007
Total Revenue	228,478	232,315	228,478	232,315	957,313	225,763
Cost of Sales						
Cost of Sales	27,288	18,819	27,288	18,819	84,494	16,275
Total Cost of Sales	27,288	18,819	27,288	18,819	84,494	16,275
Net Revenue	201,190	213,496	201,190	213,496	872,819	209,488
Other Income						
WCC Underwrite	-	-	-	-	184,000	-
Total Other Income	-	-	-	-	184,000	-
Operating Expenses						
Employee Costs	170,893	195,532	170,893	195,532	782,187	108,807
Exhibitions & Programmes	57,751	11,217	57,751	11,217	50,031	32,989
Marketing & Promotions	-	1,020	-	1,020	4,080	1,386
Occupancy Costs	16,098	16,173	16,098	16,173	63,914	18,055
Communication Costs	190	2,001	190	2,001	8,000	2,877
Technology Costs	-	600	-	600	2,497	2,045
Professional Fees	-	-	-	-	-	373
Administration Fees	3,245	5,380	3,245	5,380	18,996	3,835
Depreciation	694	1,251	694	1,251	5,000	761
Total Operating Expenses	248,870	233,174	248,870	233,174	934,705	171,128
Net Surplus/(Deficit)	(47,680)	(19,678)	(47,680)	(19,678)	122,114	38,360

Qtr Stat Fin Performance (Capital E)

Experience Wellington

For the 3 months ended 30 September 2021

Institution is 30 Capital E.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2020
Trading Income						
Trading Income						
Admissions	20,300	28,251	20,300	28,251	113,000	20,917
Retail Sales	2,598	2,751	2,598	2,751	11,004	2,540
Venue Hire	4,705	3,501	4,705	3,501	14,004	4,603
Total Trading Income	27,603	34,503	27,603	34,503	138,008	28,059
WCC Rental Subsidy	107,624	107,625	107,624	107,625	430,496	107,624
Sponsorship and Donations	1,710	3,825	1,710	3,825	15,300	2,574
Grants	153,917	151,929	153,917	151,929	607,716	150,000
Other Income	417	375	417	375	1,500	800
Total Revenue	291,270	298,257	291,270	298,257	1,193,020	289,058
Cost of Sales						
Cost of Sales	6,439	7,026	6,439	7,026	28,100	4,466
Openings - Exhibitions & Programmes	1,359	249	1,359	249	1,000	282
Total Cost of Sales	7,798	7,275	7,798	7,275	29,100	4,748
Net Revenue	283,472	290,982	283,472	290,982	1,163,920	284,310
Operating Expenses						
Employee Costs	198,547	315,480	198,547	315,480	1,261,931	278,610
Exhibitions & Programmes	146,384	198,249	146,384	198,249	792,992	190,756
Marketing & Promotions	15	1,149	15	1,149	4,596	6,295
Occupancy Costs	110,268	109,878	110,268	109,878	439,512	105,320
Communication Costs	390	750	390	750	3,000	607
Technology Costs	1,449	249	1,449	249	1,000	(270)
Professional Fees	15,000	1,749	15,000	1,749	6,996	4,099
Administration Fees	11,419	10,182	11,419	10,182	40,728	8,866
Depreciation	7,999	9,000	7,999	9,000	36,000	9,324
Development (FMC)	-	-	-	-	-	446
Digital-Marketing & Communications	-	-	-	-	-	6,763
Total Operating Expenses	491,470	646,686	491,470	646,686	2,586,755	610,813
Net Surplus/(Deficit)	(207,998)	(355,704)	(207,998)	(355,704)	(1,422,835)	(326,503)

Qtr Stat Fin Performance (City Gallery)

Experience Wellington

For the 3 months ended 30 September 2021

Institution is 40 City Gallery.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2020
Trading Income						
Trading Income						
Admissions	6,650	3,260	6,650	3,260	498,445	8,895
Bar	215	3,000	215	3,000	7,000	321
Membership	4,943	900	4,943	900	3,600	587
Retail Sales	19,677	11,424	19,677	11,424	90,198	22,635
Royalty/Production/Tour fees	-	6,000	-	6,000	6,000	-
Venue Hire	4,245	13,800	4,245	13,800	43,100	5,041
Total Trading Income	35,730	38,384	35,730	38,384	648,343	37,478
WCC Rental Subsidy	159,165	159,825	159,165	159,825	639,300	159,165
Sponsorship and Donations	2,850	249,400	2,850	249,400	642,200	11,547
Grants	22,200	30,520	22,200	30,520	106,580	103,500
Other Income	18,423	21,342	18,423	21,342	133,562	757
Wages On-charged	-	600	-	600	1,800	-
Contractors fees On-charged	-	300	-	300	600	-
Total Revenue	238,369	500,371	238,369	500,371	2,172,385	312,447
Cost of Sales						
Cost of Sales	27,143	20,464	27,143	20,464	117,458	15,864
Openings - Exhibitions & Programmes	8,222	12,000	8,222	12,000	47,000	358
Total Cost of Sales	35,365	32,464	35,365	32,464	164,458	16,223
Net Revenue	203,004	467,907	203,004	467,907	2,007,927	296,225
Operating Expenses						
Employee Costs	465,808	431,538	465,808	431,538	1,785,346	402,776
Exhibitions & Programmes	143,245	214,510	143,245	214,510	1,439,990	105,436
Marketing & Promotions	37,116	39,660	37,116	39,660	344,540	7,291
Occupancy Costs	229,257	224,199	229,257	224,199	1,122,716	224,760
Communication Costs	1,290	10,260	1,290	10,260	27,910	2,775
Technology Costs	1,581	4,500	1,581	4,500	10,800	729
Professional Fees	-	1,200	-	1,200	3,800	428
Administration Fees	7,943	15,985	7,943	15,985	59,005	7,948
Depreciation	8,436	8,700	8,436	8,700	34,800	13,571
Total Operating Expenses	894,675	950,552	894,675	950,552	4,828,907	765,714
Net Surplus/(Deficit)	(691,671)	(482,645)	(691,671)	(482,645)	(2,820,980)	(469,490)

Statement of Financial Position

Experience Wellington As at 30 September 2021

	30 SEP 2021	30 JUN 2021
Assets		
Fixed Assets		
Property, plant and equipment	1,067,703	1,132,667
Collections and Artefacts	2,338,816	2,338,816
Intangible assets	28,007	35,711
Total Fixed Assets	3,434,526	3,507,194
Non-Current Asset		
Legacy Investment with Nikau Foundation	293,325	293,325
Total Non-Current Asset	293,325	293,325
Current Assets		
Inventory	191,927	144,603
Trade and other receivables	721,970	760,453
Cash and Cash equivalents	2,607,350	1,737,000
Total Current Assets	3,521,248	2,642,056
Total Assets	7,249,099	6,442,575
Liabilities		
Current Liabilities		
Trade and other payables	3,128,563	2,129,884
Employee benefits	316,947	316,086
Total Current Liabilities	3,445,510	2,445,970
Total Liabilities	3,445,510	2,445,970
Net Assets	3,803,589	3,996,605
Equity		
Reserves	2,601,444	2,601,840
Retained earnings	1,202,145	1,394,765
Total Equity	3,803,589	3,996,605