

Visitor Numbers

Institution	2020-21 Target	YTD Visitor Numbers	% of Annual Target	Q1 Target	Q1 Visitor Numbers Achieved	% of Q1 Target
City Gallery Wellington	56,200	20,451	36%	11,200	20,415	183%
Wellington Museum	56,000	22,314	40%	9,000	22,314	248%
Capital E	45,500	10,785	24%	9,250	10,785	117%
Cable Car Museum	79,000	21,954	28%	17,500	21,954	125%
Space Place	24,000	10,183	42%	4,000	10,183	255%
Nairn Street Cottage	1,000	0	0%	0	0	100%
TOTAL	261,700	85,687	33%	50,950	85,687	168%

NB. All sites, with the exception of Nairn Street Cottage, fully reopened under normal operating hours from 6 July 2020.

QUARTER ONE – JULY, AUGUST, SEPTEMBER

Commentary on variation against Target:

Our 2020-21 targets are based on our current COVID-19 operating environment of closed borders and no international visitors. Visitation across all sites has risen steadily since reopening, and we are pleased to report that we have exceeded all quarterly targets. 168% of the Q1 target (50,950) was achieved with 85,687 visits: a total of 33% of the annual target for 2020-21. This compares to Q1 of 2019-20 with 165,855 visits or 25% of the 2019-20 annual target (noting no impact from COVID-19 in Q1 of 2019-2020).

- **City Gallery Wellington:** started to see a slow rebound in numbers in July, which declined when Alert Level 2 was announced in August and started to return once that was lifted. Numbers are approximately half of what was seen in the previous year (however noting Q1 2019-20 was bolstered by a busy programme schedule and NZ International Film Festival).
- **Wellington Museum:** tracking well ahead of target, especially over the school holiday period with the popularity of the Mittens exhibition. Q1 numbers are similar to last year.
- **Capital E:** is seeing continually high visitor numbers attending PlayHQ, even during Alert Level 2. Significantly less visitors overall than the 2019-20 period which included visitors to the Hannah Playhouse.
- **Cable Car Museum:** While significantly impacted as a result of no international visitors, is still tracking ahead of our projected target for the quarter. Approximately half the number of visitors as the 2019-20 year.
- **Space Place:** Similar numbers to Q1 of 2019-20 due to continued venue hire and school group bookings. Well above what was predicted for this quarter.
- **Nairn Street Cottage:** seasonal closure throughout Q1 and set to reopen at the end of October.

Programme highlights:

- **Wellington Museum's** mini-exhibition *Mittens – Floofy and Famous* and accompanying 'Pet Project' saw outstanding visitor numbers, particularly during the school holidays, with merchandise selling out several times.
- **City Gallery Wellington:** Elisabeth Pointon's flyover artwork took place after being rescheduled due to COVID and adverse weather conditions. *Terminal* at City Gallery opened alongside a vibrant timetable of diverse programming.
- **Capital E:** Two postponed National Theatre for Children projects: *Lost Letter Office* and *Story Studio LIVE 2020* recommenced development. The latter includes a series of workshops with schools and kura exploring young people's perspectives on the environment. *Light Years* opened in August in PlayHQ.

Priority Projects

- **The Navigators Project** script is currently being finalised with filming expected to be finished by the end of 2020. The project will then go into postproduction with the aim of completion by April 2021. A wānanga was held to run through the script and Jack Thatcher is being consulted to ensure the script is accurate in the portrayal of the ancient techniques of Pacific Navigation.

Planning has also started on developing resource material to support the Navigators film and will be a mix of online content (videos, interviews) and physical material (publication, posters). This will allow us to provide more in-depth information and background knowledge, that expands on topics highlighted in the film.

- Planning for **City Gallery Wellington's** next high value international art exhibition continues, including discussions with partners and the impacts from dealing with at COVID-19 environment.
- **Staff Accommodation** will remain an ongoing challenge until we receive certainty about the funding and timing of the Museum redevelopment project. In the interim we have developed a short-term approach to managing our office accommodation issues.
- The **Wellington Museum Development** project was unsuccessful in receiving funds from the Government's COVID-19 Shovel Ready fund. The Chief Executive and Chair with senior representatives and Project Consultants met with Council representatives to discuss next steps in Early September. The Chair and the Director Museums Wellington (in place of the Chief Executive) met with the Chief Executive of the Ministry for Culture & Heritage to discuss potential funding opportunities for the Project. Acting Chief Executive James Unwin and the Director met with Council officer, Danny McComb to provide an update on the Project and to discuss next steps with the LTP process. Mr McComb provided advice that there was strong support within Council for the Project.
- **Business Systems Review:** The upgrade of the organisation's main operational, communication and data storage system is complete. This involved replacing computer hardware and the transition to the cloud-based Office 365. This significantly improved flexible and remote working and was invaluable during lockdown. We also moved to a VIOP communication system (3CX) and new internet provider, Lightwire. Our new CRM system (Salesforce) ensures we capture data for all interactions with our customers, supporters and sponsors. This project is slowly being rolled out but is also dependent on successful integration with retail systems.
- **Future E:** The Chief Executive is continuing dialogue with stakeholders, including the Wellington City Library team and Athfield Architects.

July School Holidays:

- Strong visitation over the July school holidays at Wellington Museum with the Mittens exhibition, Space Place, PlayHQ and sell out workshops in Capital E, plus *Square Eyes* film screenings at City Gallery and performances of Orchestra Wellington's 'Where's my Triangle?'
- Strong engagement for school holiday programmes with most sold out/fully attended across sites.

James Unwin
Acting Chief Executive

Key Result Indicators 2020-21

Update on Progress against Targets, as at 30 September 2020 (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	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	20,451	11,200	20,451	13,400		13,400		18,200	
Wellington Museum	56,000	22,314	9,000	22,314	12,500		20,500		14,000	
Capital E	45,500	10,785	9,250	10,785	12,500		9,750		14,000	
Cable Car Museum	79,000	21,954	17,500	21,954	17,500		25,500		18,500	
Space Place	24,000	10,183	4,000	10,183	6,000		8,000		6,000	
Nairn Street Cottage	1,000	0	0	0	250		500		250	
Experience Wellington Total	261,700	85,768	50,950	85,678	62,150		77,650		70,950	

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 30 September 2020 (Q1)

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	20,115	20,115			
Museums Wellington	110,000	38,090	38,090			
Capital E	35,000	15,227	15,227			
Experience Wellington Total	223,000	73,432	73,432			

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			
Museums Wellington	13,500	13,902			
Capital E	9,500	9,395			
Space Place	10,800	10,376			
Experience Wellington Total	75,300	75,966			

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%			
Wellington Museum	35%			
Capital E	80%			
Cable Car Museum	32%			
Space Place	31%			

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 30 September 2020 (Q1)

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%*			
Wellington Museum	90%		88%			
Capital E	90%		93%			
Cable Car Museum	80%		83%			
Space Place	90%		88%			
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	467	467			
Museums Wellington	3,500	629	629			
Capital E	10,000	1,664	1,664			
Space Place	3,000	948	948			
Experience Wellington Total	21,000	3,708	3,708			

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 30 September 2020 (Q1)

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	37	37			
Museums Wellington	144	128	128			
Capital E	127	28	28			
Space Place	136	104	104			
Sub Total	506	297	297			
Sub-letting, Interest & Other	30	8	8			
Experience Wellington Total	536	305	305			
Fundraising (\$'000)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	395	115	115			
Museums Wellington	100	45	45			
Capital E	942	153	153			
Space Place	485	26	26			
Experience Wellington Total	1921	339	339			

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	1.83	1.83			
Museums Wellington	1.06	2.89	2.89			
Capital E	2.79	2.60	2.60			
Space Place	5.67	10.24	10.24			
Experience Wellington Total	1.93	3.48	3.48			

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

Key Result Indicators 2020-21

Update on Progress against Targets, as at 30 September 2020 (Q1)

OUR PEOPLE

	2020-21 Target	2020-21 Result
Health and Safety	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
Staff Satisfaction	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
New to the Collection	200	
Collection Assessment	800	
Collection Accessibility	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 30 September 2020 (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 (\$)	2020-21 Target	2020-21 Result	Q1 Result	Q2 Result	Q3 Result	Q4 Result
City Gallery Wellington	43.34	28.30	28.30			
Museums Wellington	15.52	11.33	11.33			
Capital E	39.26	39.36	39.36			
Space Place	23.56	9.37	9.37			
Experience Wellington Total	29.47	22.53	22.53			

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	
Experience Wellington Total	31.93	

Council's estimated ownership costs are supplied by Council.

Strategic Projects 2020-21

Update on Progress against Targets, as at 30 September 2020 (Q1)

Strategic Priorities have first claim on resources after the delivery of visitor experience programmes.

KEY PROJECTS UPDATE FOR Q1	
Project:	Q1 Update:
<p>To present high profile, large scale international contemporary art exhibitions at City Gallery Wellington.</p> <p>Elizabeth Caldwell, Director City Gallery</p>	<ul style="list-style-type: none"> Planning for City Gallery Wellington's next high value international art exhibition continues, including discussions with partners and the impacts from dealing with the COVID-19 environment.
<p>To complete the development of Wellington Museum.</p> <p>Brett Mason, Director Museums Wellington</p>	<ul style="list-style-type: none"> This project was unsuccessful in receiving funds from the Government's Shovel Ready fund. The Chief Executive and Chair, with senior representatives and Project Consultants, met with Council officers to discuss the building status and next steps in early September. A meeting between the Acting Chief Executive, Museums Wellington Director, and Council officer Danny McComb discussed the project within the context of LTP process. Indications were that there was strong support within Council for the project. The Experience Wellington Board and ELT met with the project consultants on 22 October, and an update on these discussions will be provided to Council's Chief Executive on 6 November.
<p>Producing 'The Navigators' planetarium show for Space Place</p> <p>Brett Mason, Director Museums Wellington</p>	<ul style="list-style-type: none"> The script is currently being finalised with filming to be finished by the end of 2020. The project will then go into postproduction with the aim of completion by April 2021. A wānanga was held to run through the script and Jack Thatcher is being consulted to ensure the script is accurate in the portrayal of the ancient techniques of Pacific Navigation. The film will be using animation with the protagonist being a 12-year-old Māori girl. Auditions for a young actor will take place soon. Live shots will be used in conjunction with animation. Planning has started for resource material to support the Navigators show and will be a mix of online content (videos, interviews) and physical material (publication, posters). This will provide in-depth information and background knowledge, that expands on topics highlighted in the film and shares the content gathered during the extensive consultation phase.
<p>Identifying a long-term home for Capital E Nōku Te Ao</p> <p>Dr Sarah Rusholme, Chief Executive</p>	<ul style="list-style-type: none"> Ongoing dialogue continues with key stakeholders, including the Wellington City Library Team and Athfield Architects. Future E was discussed by the Chief Executive at Council's CCO LTP session and further information was distributed.
<p>To upgrade our IT equipment and systems.</p> <p>James Unwin, Finance Manager</p>	<ul style="list-style-type: none"> 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) Once built, we will need to test extensively to make sure that data is being pulled through correctly before we fully switch and go live. We are still investigating a ticketing solution and will conduct initial sessions with our team, Gravity Lab and PatronBase to investigate opportunities.

Statement of Financial Performance

Experience Wellington

For the 3 months ended 30 September 2020

	SEPT QTR ACT	SEPT QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	2019 YTD
Trading Income						
Trading Income	298,235	126,482	298,235	126,482	775,478	518,380
WCC Operating Grant	1,930,377	1,930,215	1,930,377	1,930,215	7,720,868	1,872,720
WCC Rental Subsidy	442,245	442,251	442,245	442,251	1,769,004	442,245
Sponsorship and Donations	21,787	78,499	21,787	78,499	276,496	17,087
Grants Other	316,883	327,243	316,883	327,243	1,644,737	327,189
Investment Income	839	10,720	839	10,720	30,000	5,460
Other Income	40	25,866	40	25,866	287,758	14,291
Total Revenue	3,010,407	2,941,276	3,010,407	2,941,276	12,504,341	3,197,372
Cost of Sales						
Cost of Sales (Trading Income)	125,665	40,696	125,665	40,696	270,397	152,300
Openings - Exhibitions & Programmes	640	10,000	640	10,000	21,290	1,368
Total Cost of Sales	126,305	50,696	126,305	50,696	291,687	153,668
Net Revenue	2,884,101	2,890,580	2,884,101	2,890,580	12,212,654	3,043,703
Operating Expenses						
Employee Costs	1,900,922	1,676,039	1,900,922	1,676,039	6,717,529	1,651,309
Council Rent	334,621	334,707	334,621	334,707	1,338,828	334,621
Exhibitions & Programmes	346,579	528,430	346,579	528,430	2,210,543	450,670
Marketing & Promotions	66,905	158,590	66,905	158,590	633,459	129,947
Occupancy Costs	292,823	300,370	292,823	300,370	1,188,918	299,815
Communication Costs	24,768	24,784	24,768	24,784	101,114	32,934
Trustee Fees and Expenses	24,000	23,550	24,000	23,550	94,200	22,926
Technology Costs	65,512	51,292	65,512	51,292	168,381	67,500
Professional Fees	16,603	63,737	16,603	63,737	254,967	25,777
Administration Fees	34,904	55,474	34,904	55,474	212,688	54,104
Depreciation	129,456	129,951	129,456	129,951	519,800	130,834
Total Operating Expenses	3,237,091	3,346,924	3,237,091	3,346,924	13,440,427	3,200,437
Net Surplus/(Deficit)	(352,990)	(456,344)	(352,990)	(456,344)	(1,227,773)	(156,734)

Statement of Financial Performance (Executive Office)

Experience Wellington

For the 3 months ended 30 September 2020

Institution is 10 Trust Office.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income	304	-	304	-	-	1,750
WCC Operating Grant	1,834,963	1,834,875	1,834,963	1,834,875	7,339,508	1,779,249
Sponsorship and Donations	63	-	63	-	-	-
Grants Other	-	-	-	-	-	10,000
Investment Income	839	10,720	839	10,720	30,000	5,460
Other Income	(3,300)	-	(3,300)	-	-	-
Grants - Living Wage	-	-	-	-	-	40,000
Total Revenue	1,832,869	1,845,595	1,832,869	1,845,595	7,369,508	1,836,459
Cost of Sales						
Cost of Sales	222	-	222	-	-	-
Total Cost of Sales	222	-	222	-	-	-
Net Revenue	1,832,647	1,845,595	1,832,647	1,845,595	7,369,508	1,836,459
Operating Expenses						
Employee Costs	506,388	468,996	506,388	468,996	1,875,989	201,395
Exhibitions & Programmes	200	-	200	-	-	325
Marketing & Promotions	38,768	146,724	38,768	146,724	586,915	5,812
Occupancy Costs	26,379	20,250	26,379	20,250	81,000	23,579
Communication Costs	4,429	7,200	4,429	7,200	28,800	7,118
Trustee Fees and Expenses	24,000	23,550	24,000	23,550	94,200	22,926
Technology Costs	60,974	27,750	60,974	27,750	111,000	59,164
Professional Fees	7,029	23,700	7,029	23,700	94,800	18,796
Administration Fees	3,796	3,390	3,796	3,390	14,510	3,144
Depreciation	30,656	27,000	30,656	27,000	108,000	27,857
Total Operating Expenses	702,618	748,560	702,618	748,560	2,995,214	370,116
Net Surplus/(Deficit)	1,130,028	1,097,035	1,130,028	1,097,035	4,374,294	1,466,343

Statement of Financial Performance (Museums Wellington)

Experience Wellington

For the 3 months ended 30 September 2020

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

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	5,082	-	5,082	-	-	7,617
Bar	301	-	301	-	-	229
Membership	-	-	-	-	-	104
Retail Sales	90,513	36,989	90,513	36,989	246,599	110,256
Venue Hire	32,034	7,499	32,034	7,499	50,000	38,157
Total Trading Income	127,930	44,488	127,930	44,488	296,599	156,363
WCC Rental Subsidy	175,456	175,455	175,456	175,455	701,820	175,456
Sponsorship and Donations	7,545	-	7,545	-	-	9,986
Grants	37,376	25,107	37,376	25,107	100,432	39,451
Other Income	1,783	-	1,783	-	-	4,209
Total Revenue	350,090	245,050	350,090	245,050	1,098,851	385,465
Cost of Sales						
Cost of Sales	88,948	15,558	88,948	15,558	152,962	66,683
Total Cost of Sales	88,948	15,558	88,948	15,558	152,962	66,683
Net Revenue	261,141	229,492	261,141	229,492	945,889	318,783
Operating Expenses						
Employee Costs	488,500	357,865	488,500	357,865	1,436,510	432,100
Council Rent	175,456	175,458	175,456	175,458	701,832	175,456
Exhibitions & Programmes	17,245	44,032	17,245	44,032	206,301	37,357
Marketing & Promotions	5,969	3,469	5,969	3,469	17,101	21,414
Occupancy Costs	77,474	85,814	77,474	85,814	341,732	81,931
Communication Costs	14,080	6,354	14,080	6,354	26,336	10,886
Technology Costs	2,034	2,338	2,034	2,338	11,886	2,998
Professional Fees	30	125	30	125	510	1,151
Administration Fees	10,104	13,758	10,104	13,758	54,707	16,273
Depreciation	73,864	82,500	73,864	82,500	330,000	78,444
Total Operating Expenses	864,758	771,713	864,758	771,713	3,126,915	858,009
Net Surplus/(Deficit)	(603,617)	(542,221)	(603,617)	(542,221)	(2,181,026)	(539,226)

Statement of Financial Performance (Space Place)

Experience Wellington

For the 3 months ended 30 September 2020

Institution is 26 Space Place.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	70,865	19,998	70,865	19,998	99,999	97,223
Bar	4,553	-	4,553	-	-	2,558
Membership	1,350	-	1,350	-	-	873
Retail Sales	16,946	4,999	16,946	4,999	25,000	23,191
Venue Hire	10,569	6,000	10,569	6,000	30,000	25,638
Total Trading Income	104,283	30,997	104,283	30,997	154,999	149,484
WCC Operating Grant	95,414	95,340	95,414	95,340	381,360	93,470
WCC Underwrite	-	-	-	-	-	988
Sponsorship and Donations	58	-	58	-	-	963
Grants	26,007	23,178	26,007	23,178	484,698	31,209
Other Income	-	-	-	-	184,000	-
Total Revenue	225,763	149,515	225,763	149,515	1,205,057	276,114
Cost of Sales						
Cost of Sales	16,275	3,799	16,275	3,799	19,000	13,516
Openings - Exhibitions & Programmes	-	-	-	-	-	55
Total Cost of Sales	16,275	3,799	16,275	3,799	19,000	13,571
Net Revenue	209,488	145,716	209,488	145,716	1,186,057	262,542
Operating Expenses						
Employee Costs	124,910	196,153	124,910	196,153	784,772	166,613
Exhibitions & Programmes	32,989	26,094	32,989	26,094	130,756	17,546
Marketing & Promotions	1,386	15,838	1,386	15,838	59,703	18,138
Occupancy Costs	18,055	21,426	18,055	21,426	85,224	20,661
Communication Costs	2,877	2,530	2,877	2,530	10,322	2,828
Technology Costs	2,045	600	2,045	600	2,497	808
Professional Fees	373	-	373	-	-	-
Administration Fees	3,835	5,788	3,835	5,788	19,654	4,371
Depreciation	761	2,751	761	2,751	11,000	2,114
Total Operating Expenses	187,231	271,180	187,231	271,180	1,103,928	233,079
Net Surplus/(Deficit)	22,257	(125,464)	22,257	(125,464)	82,129	29,463

Capital E

Experience Wellington For the 3 months ended 30 September 2020

Institution is 30 Capital E.

	QTR ACT	QTR BUDGET	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	20,917	16,035	20,917	16,035	139,908	27,351
Retail Sales	2,540	1,038	2,540	1,038	6,000	3,614
Royalty/Production/Tour fees	-	-	-	-	-	88
Venue Hire	4,603	1,500	4,603	1,500	7,500	4,222
Total Trading Income	28,059	18,573	28,059	18,573	153,408	35,275
WCC Rental Subsidy	107,624	-	107,624	-	-	107,624
Sponsorship and Donations	2,574	999	2,574	999	3,996	2,639
Grants	150,000	233,438	150,000	233,438	937,526	167,000
Other Income	800	3,624	800	3,624	14,496	2,617
Total Revenue	289,058	256,634	289,058	256,634	1,109,426	315,155
Cost of Sales						
Cost of Sales	4,243	3,315	4,243	3,315	26,891	13,673
Openings - Exhibitions & Programmes	282	-	282	-	1,290	781
Total Cost of Sales	4,525	3,315	4,525	3,315	28,181	14,454
Net Revenue	284,533	253,319	284,533	253,319	1,081,245	300,702
Operating Expenses						
Employee Costs	321,549	283,728	321,549	283,728	1,140,400	318,370
Exhibitions & Programmes	190,708	237,561	190,708	237,561	1,010,109	170,067
Marketing & Promotions	6,283	3,558	6,283	3,558	15,200	25,104
Occupancy Costs	105,320	106,980	105,320	106,980	426,913	99,119
Communication Costs	607	2,850	607	2,850	12,256	4,316
Technology Costs	(270)	1,704	(270)	1,704	11,498	1,235
Professional Fees	4,099	-	4,099	-	1,000	2,169
Administration Fees	8,866	12,888	8,866	12,888	45,757	16,640
Depreciation	9,324	9,000	9,324	9,000	36,000	8,545
Development (FMC)	446	-	446	-	-	-
Digital-Marketing & Communications	6,763	-	6,763	-	-	-
Total Operating Expenses	653,693	658,269	653,693	658,269	2,699,133	645,565
Net Surplus/(Deficit)	(369,160)	(404,950)	(369,160)	(404,950)	(1,617,888)	(344,863)

Statement of Financial Performance (City Gallery)

Experience Wellington

For the 3 months ended 30 September 2020

Institution is 40 City Gallery.

	QTR ACT	QTR BUD	YTD ACTUAL	YTD BUDGET	FULL YR BUDGET	YTD 2019
Trading Income						
Trading Income						
Admissions	8,895	3,600	8,895	3,600	11,400	9,379
Bar	321	3,000	321	3,000	12,000	3,487
Membership	587	900	587	900	3,600	639
Retail Sales	22,635	11,124	22,635	11,124	76,773	36,787
Royalty/Production/Tour fees	-	-	-	-	11,500	16,569
Venue Hire	5,041	13,800	5,041	13,800	55,200	33,545
Total Trading Income	37,478	32,424	37,478	32,424	170,473	100,407
WCC Rental Subsidy	159,165	159,165	159,165	159,165	636,660	159,165
Sponsorship and Donations	11,547	77,500	11,547	77,500	272,500	2,910
Grants	103,500	45,520	103,500	45,520	122,080	39,529
Other Income	757	21,342	757	21,342	85,962	1,500
Wages On-charged	-	600	-	600	2,100	-
Contractors fees On-charged	-	300	-	300	1,200	-
Total Revenue	312,447	336,851	312,447	336,851	1,290,975	303,510
Cost of Sales						
Cost of Sales	15,966	18,024	15,966	18,024	71,546	38,750
Openings - Exhibitions & Programmes	358	10,000	358	10,000	20,000	533
Total Cost of Sales	16,325	28,024	16,325	28,024	91,546	39,282
Net Revenue	296,123	308,827	296,123	308,827	1,199,429	264,228
Operating Expenses						
Employee Costs	459,574	408,060	459,574	408,060	1,634,910	443,637
Exhibitions & Programmes	105,436	220,745	105,436	220,745	863,380	224,409
Marketing & Promotions	7,291	9,350	7,291	9,350	114,600	57,551
Occupancy Costs	224,760	225,149	224,760	225,149	890,746	218,188
Communication Costs	2,775	5,850	2,775	5,850	23,400	5,433
Technology Costs	729	18,900	729	18,900	31,500	2,839
Professional Fees	428	900	428	900	3,600	3,661
Administration Fees	7,948	19,650	7,948	19,650	78,060	11,744
Depreciation	13,571	8,700	13,571	8,700	34,800	13,605
Total Operating Expenses	822,512	917,304	822,512	917,304	3,674,996	981,067
Net Surplus/(Deficit)	(526,390)	(608,477)	(526,390)	(608,477)	(2,475,567)	(716,839)

Balance Sheet

Experience Wellington As at 30 September 2020

	30 SEP 2020	30 JUN 2020
Assets		
Bank		
AUD 00001	1,800.21	1,777.49
Call	210,925.36	210,898.77
Credit Card - Brett Mason	599.84	-
Credit Card - Karryn Baudet	1,104.74	1,104.74
Credit Card - Pat Stuart	1,045.67	-
Credit Card - Sarah Rusholme	2,253.96	-
Credit Card Amber Callanan	543.74	161.37
Main	2,647,372.12	903,514.99
MCH	446,546.59	446,490.32
WM Fundraising	16.90	16.90
Total Bank	3,312,209.13	1,563,964.58
Current Assets		
Accounts Receivable	657,636.81	57,395.14
Cricket Museum	7,709.00	9.00
Inventory	135,622.00	135,622.00
less Provision for Doubtful Debts	(27,315.40)	(27,315.40)
Main bank account holding	(1,911.43)	(1,911.43)
Petty Cash	7,155.90	7,155.90
Prepayments	2,024.27	32,584.93
Stock Adjustment	30,040.42	59,821.42
Sundry debtors	259,000.00	259,000.00
Total Current Assets	1,069,961.57	522,361.56
Fixed Assets		
Less Accumulated Depreciation on Building Fittings	(2,288,814.39)	(2,249,935.25)
Building Fittings	2,501,087.08	2,501,087.08
Building -WIP	891,931.37	874,931.37
Collections and Artefacts	2,338,816.00	2,338,816.00
Computer & AV Equipment	948,071.74	948,288.26
Exhibitions	1,363,906.31	1,363,906.31
Intangible Assets - Software	280,939.66	280,939.66
Less Accumulated Depreciation on Computer & AV Equipment	(774,451.18)	(730,466.93)
Less Accumulated Depreciation on Exhibitions	(649,800.70)	(615,303.09)
Less Accumulated Depreciation on Motor Vehicles	(23,730.00)	(23,730.00)
Less Accumulated Depreciation on Office Equipment	(1,478,469.80)	(1,473,866.13)
Less Accumulated Depreciation on Software	(224,676.15)	(217,185.24)
Motor Vehicles	23,730.00	23,730.00
Office Equipment	1,504,090.84	1,501,590.84
Total Fixed Assets	4,412,630.78	4,522,802.88

	30 SEP 2020	30 JUN 2020
Non-current Assets		
Legacy Investment with Nikau Foundation	259,528.00	259,528.00
Total Non-current Assets	259,528.00	259,528.00
Total Assets	9,054,329.48	6,868,657.02
Liabilities		
Current Liabilities		
Accounts Payable	253,616.92	329,338.02
Capital E Staff Birthdays	(405.72)	(357.52)
Gift Vouchers	4,498.46	3,852.46
GST	46,632.11	(175,351.02)
PAYE Payable	(13.50)	-
Provision for ACC	5,660.57	5,660.57
Provision for Holiday Pay	258,105.31	258,105.31
Provision for Long Service Leave	59,638.00	59,638.00
Revenue in Advance	3,939,227.73	1,478,602.80
Rounding	10.13	10.00
Staff Social Club	5,528.63	4,903.20
Sundry Accruals	386,604.57	442,752.69
Suspense	200.00	-
Unpaid Expense Claims	-	296.72
Wages Deductions Payable	(29.40)	(342.00)
Credit Card - Marianne Taylor	1,616.16	2,406.52
Credit Card - Annie Mercer	532.48	3,419.58
Credit Card - Sarah Rusholme	-	4,231.70
Debit Card - Trust Office	9.86	-
Credit Card- Erika McClintock	970.02	874.22
Credit Card Elizabeth Caldwell	884.78	1,923.35
Credit Card - Pat Stuart	-	2,274.80
Credit Card - Brett Mason	-	594.46
Total Current Liabilities	4,963,287.11	2,422,833.86
Total Liabilities	4,963,287.11	2,422,833.86
Net Assets	4,091,042.37	4,445,823.16
Equity		
Acquisition Funds	(5,029.33)	(3,238.17)
Capital E Reserves	44,630.00	44,630.00
Capital Reserve	2,122,961.39	2,122,961.39
City Gallery Reserves	256,261.00	256,261.00
Current Year Earnings	(352,989.63)	(47,808.38)
Nairn Street Cottage Reserves	23,895.40	23,895.40
Retained Earnings	1,881,047.41	1,928,855.79
Wellington Museum Reserves	37,266.13	37,266.13
WM - Plimmers	83,000.00	83,000.00
Total Equity	4,091,042.37	4,445,823.16

Statement of Cash Flows

Experience Wellington

For the 3 months ended 30 September 2020

	JUL-SEP 2020	YTD
Operating Activities		
Cash was provided from:		
Receipts from customers	2,601,962	2,601,962
Receipts from related parties	2,372,622	2,372,622
Total Cash was provided from:	4,974,584	4,974,584
Cash was applied to:		
Payments to suppliers and employees	(3,094,310)	(3,094,310)
Payments to related parties	(223,081)	(223,081)
Net GST received/(paid)	139,171	139,171
Total Cash was applied to:	(3,178,220)	(3,178,220)
Net Cash Flows from Operating Activities	1,796,364	1,796,364
Investing Activities		
Interest received	839	839
Payment for property, plant and equipment	(37,247)	(37,247)
Net Cash Flows from Investing Activities	(36,408)	(36,408)
Net Cash Flows	1,759,956	1,759,956
Cash and Cash Equivalents		
Cash and cash equivalents at beginning of period	1,555,396	1,555,396
Cash and cash equivalents at end of period	3,315,352	3,315,352
Net change in cash for period	1,759,956	1,759,956