

**Wellington Regional Stadium Trust
KPI Report**

12 Months 30-Jun-01		
Actual \$000	Budget \$000	Variance %

1. OPERATING PERFORMANCE

Revenue:

Advertising/sponsorship

Event revenue

Grants received

Total revenue

1,192	1,218	(2%)	
5,998	5,488	9%	
0	175		
13,049	12,918	1%	
Total Expenses	12,230	11,352	8%
Net surplus/(deficit)	819	1,566	48%

2. CASHFLOW PERFORMANCE

Cash flow from operations

Increase/(decrease) in cash available

1,704	2,045	17%
(624)	1,318	147%

3. BALANCE SHEET MANAGEMENT

Current asset/liability ratio

Bank Debt

0.31:1	1.40:1	
32,850	33,650	(2%)

4. CAPITAL EXPENDITURE

Planned Projects

On time (yes/no)

1,421	650	119%
Yes		

5. EVENTS (number of)

Rugby/Cricket Events

Other sports events

Concerts

Exhibitions (days) /other

20	17	18%
5	5	0%
1	4	0%
15	10	50%

6. EVENTS (seats sold)

Average capacity seats sold

Avg cap seats sold (excl minor events)

63%	62%	2%
72%		

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7. EVENTS (spend level)

Total avg spend per head (\$) - incl GST
Total avg spend per head (\$) - excl GST

Not provided due to commercial sensitivity

8. SATISFACTION

Wgtn residents satisfaction
User satisfaction
Turnover of memberships
Turnover of corporate boxes

Refer comments below

9. RISKS (reporting by exception only)

No significant risks identified by the Stadium Trust at the time of this report

BASIN RESERVE ONLY

Grants
Other Revenue

Events - number of days used

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Actual \$000	Budget \$000	Variance %
70		
39	28	39%
64		

EXPLANATORY NOTES TO KPI'S

Events (seats sold & spend level)

Events classified as 'minor' were two club rugby games and the two Firebird Cricket games.
Attendance at these events were 10,000 or less
Exhibitions attendances excluded from calculation as difficult to determine total capacity

User Satisfaction

The WCC survey indicated that 83% of residents rated their experience at the Stadium as "good to very good"

The Stadium Trust debriefs with event promoters have all expressed a high level of satisfaction with the Stadium

One Corporate Box has changed ownership in the period.

13 Memberships have changed ownership in the period.

Basin Reserve

Grants represents Funding from WCC for Deferred Maintenance Programme