
Management Report July 2017

Ngā Taonga Sound & Vision

16 August 2017

Prepared by Tania Vincent

RELEASED UNDER THE
OFFICIAL INFORMATION ACT

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RELEASED UNDER THE
OFFICIAL INFORMATION ACT

Executive Summary

Ngā Taonga Sound & Vision For the month of July 2017

Summary

	Jul 2017	Jun 2017	Variance
Cash			
Cash received	2,297,224	51,513	4359.5%▲
Cash spent	632,209	516,810	22.3%▲
Cash surplus (deficit)	1,665,015	(465,297)	457.8%▲
Closing bank balance	1,786,030	121,016	1375.9%▲
Profitability			
Income	1,630,855	675,631	141.4%▲
Direct costs	6,176	1,705	262.1%▲
Gross profit (loss)	1,624,679	673,925	141.1%▲
Other Income	-	100	-100.0%▼
Expenses	539,062	1,027,869	-47.6%▼
Profit (loss)	1,085,618	(353,844)	406.8%▲
Balance Sheet			
Debtors	41,347	66,131	-37.5%▼
Creditors	79,706	214,583	-62.9%▼
Net assets	6,310,506	5,224,888	20.8%▲
Income			
Number of Invoices Issued	48.0	56.0	-14.3%▼
Average value of Invoices	741	1,105	-32.9%▼
Performance			
Gross profit margin	99.6%	99.7%	-0.1%▼
Net profit margin	66.6%	-52.4%	227.1%▲
Return on investment (p.a.)	206.4%	-81.3%	354.0%▲
Position			
Average debtors days	0.8	2.9	-73.2%▼
Average creditors days	4.5	6.3	-27.5%▼
Short term cash forecast	(38,359)	(148,452)	74.2%▲
Current assets to liabilities	2.1	0.9	129.4%▲
Term assets to liabilities			0.0%

Cash Summary

Ngā Taonga Sound & Vision For the month ended 31 July 2017 Excluding GST

	Jul 2017	Monthly Avg	Variance
Income			
Archive Services - Film Video Collection	14,485	14,485	0.0%
Archive Services - Sound Collection	3,740	3,740	0.0%
Archive Services - TVNZ Collection	10,519	10,519	0.0%
Food & Beverage Sales	8,151	8,151	0.0%
Front of House	184	184	0.0%
In Kind Support	1,182	1,182	0.0%
Interest Income	143	143	0.0%
Koha Revenue	99	99	0.0%
Ministry for Culture & Heritage	1,255,000	1,255,000	0.0%
Other Revenue	1,121	1,121	0.0%
Radio New Zealand Access Fee	12,125	12,125	0.0%
Retail Sales	99	99	0.0%
Te Anakura Rent Received	41,667	41,667	0.0%
Te Māngal Pāho	287,500	287,500	0.0%
Ticket Sales	1,950	1,950	0.0%
TVNZ - Production Library Service	14,250	14,250	0.0%
Total Income	1,652,216	1,652,216	0.0%
Less Operating Expenses			
Acquisition Expenses	315	315	0.0%
Advertising & Promotion	7,960	7,960	0.0%
Bank Fees	596	596	0.0%
Board Fees	5,000	5,000	0.0%
Cleaning	6,729	6,729	0.0%
Consultants	9,963	9,963	0.0%
Consultants - Corporate Services	2,250	2,250	0.0%
Cost of Goods Sold Mediaplex	5,463	5,463	0.0%
Creative Services	1,440	1,440	0.0%
EAP	540	540	0.0%
Employment Relations	1,873	1,873	0.0%
Freight & Courier - Collection Services	(482)	(482)	0.0%
Freight & Courier - Corporate Services	367	367	0.0%
Health & Safety	729	729	0.0%
Hosted Infrastructure	9,430	9,430	0.0%
Internet	6,018	6,018	0.0%
Journals & Publications	406	406	0.0%
KiwiSaver Employer Contributions	8,855	8,855	0.0%
Koha	350	350	0.0%
Landlines	810	810	0.0%
Licensing Fees	326	326	0.0%
Light, Power, Heating	29,266	29,266	0.0%

Cash Summary

	Jul 2017	Monthly Avg	Variance
Manaakitanga	304	304	0.0%
Mobles	779	779	0.0%
Motor Vehicle Expenses	165	165	0.0%
Office Supplies & Consumables	1,405	1,405	0.0%
Onsite Staff Events only	65	65	0.0%
Pest Control	1,276	1,276	0.0%
Printers	3,782	3,782	0.0%
Professional Development	622	622	0.0%
Rates	619	619	0.0%
Recruitment	1,705	1,705	0.0%
Rent	52,284	52,284	0.0%
Repairs & Maintenance - Corporate Services	1,586	1,586	0.0%
Repairs and Maintenance - Collection Services	4,641	4,641	0.0%
Salaries	350,050	350,050	0.0%
Security	1,232	1,232	0.0%
Shoretel Phone	175	175	0.0%
Software Licensing	445	445	0.0%
Software Subscriptions	28,237	28,237	0.0%
Storage Media	19	19	0.0%
Technical Preservation Costs	30,000	30,000	0.0%
Thrd Party Support	1,160	1,160	0.0%
Travel - National	16,217	16,217	0.0%
Stock - Food and Beverages	252	252	0.0%
Stock - Merchandise and Retail	(26)	(26)	0.0%
Sundry Receivables	(350,324)	(350,324)	0.0%
Annual Leave Accrual	(5,212)	(5,212)	0.0%
PAYE Payable	5,314	5,314	0.0%
Rounding	-	-	0.0%
Sundry Accruals	31,735	31,735	0.0%
Suspense	1,116	1,116	0.0%
Total Operating Expenses	277,825	277,825	0.0%
Operating Surplus (Deficit)	1,374,391	1,374,391	0.0%
Plus Non Operating Movements			
Equipment	(5,178)	(5,178)	0.0%
Furniture & Fittings	(6,253)	(6,253)	0.0%
Total Non Operating Movements	(11,431)	(11,431)	0.0%
GST Movements			
GST Inputs	(36,529)		
GST Outputs	338,583		
Net GST Movements	302,054		0.0%
Net Cash Movement	1,665,015	1,362,961	22.2%▲
Summary			
Opening Balance	121,016		
Plus Net Cash Movement	1,665,015		
Closing Balance	1,786,030		

Profit & Loss

Ngā Taonga Sound & Vision For the month ended 31 July 2017

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Income								
Archive Professional Services - Scanning	-	1,700	(1,700)	-100.0%	-	1,700	(1,700)	-100.0%
Archive Services - Film Video Collection	3,024	2,731	293	10.7%	3,024	2,731	293	10.7%
Archive Services - Sound Collection	5,395	2,641	2,754	104.3%	5,395	2,641	2,754	104.3%
Archive Services - TVNZ Collection	9,154	8,914	240	2.7%	9,154	8,914	240	2.7%
Food & Beverage Sales	8,357	8,645	(288)	-3.3%	8,357	8,645	(288)	-3.3%
Front of House	434	500	(66)	-13.1%	434	500	(66)	-13.1%
Grants	-	3,000	(3,000)	-100.0%	-	3,000	(3,000)	-100.0%
In Kind Support	1,087	-	1,087	0.0%	1,087	-	1,087	0.0%
Interest Income	143	-	143	0.0%	143	-	143	0.0%
Koha Revenue	99	-	99	0.0%	99	-	99	0.0%
Ministry for Culture & Heritage	1,255,000	1,255,000	-	0.0%	1,255,000	1,255,000	-	0.0%
Other Revenue	2,746	-	2,746	0.0%	2,746	-	2,746	0.0%
Retail Sales	99	85	14	16.6%	99	85	14	16.6%
Te Anakura Rent Received	41,667	41,667	-	0.0%	41,667	41,667	-	0.0%
Te Māngai Pāho	287,500	287,500	-	0.0%	287,500	287,500	-	0.0%
Ticket Sales	1,899	4,880	(2,981)	-61.1%	1,899	4,880	(2,981)	-61.1%
TVNZ - Production Library Service	14,250	15,390	(1,140)	-7.4%	14,250	15,390	(1,140)	-7.4%
Total Income	1,630,855	1,632,653	(1,798)	-0.1%	1,630,855	1,632,653	(1,798)	-0.1%
Less Cost of Sales								

Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Cost of Goods Sold Mediaplax	6,176	943	5,233	554.9%	6,176	943	5,233	554.9%
Total Cost of Sales	6,176	943	5,233	554.9%	6,176	943	5,233	554.9%
Gross Profit	1,624,679	1,631,710	(7,031)	0.0%	1,624,679	1,631,710	(7,031)	0.0%
Less Operating Expenses								
ACC	11,500	(11,500)		-100.0%	-	11,500	(11,500)	-100.0%
Acquisition Expenses	157	170	(13)	-7.4%	157	170	(13)	-7.4%
Advertising & Promotion	341	5,650	(5,309)	-94.0%	341	5,650	(5,309)	-94.0%
Bank Fees	596	350	246	70.3%	596	350	246	70.3%
Cleaning	5,265	3,991	1,274	31.9%	5,265	3,991	1,274	31.9%
Consultants	3,663	2,000	1,663	83.1%	3,663	2,000	1,663	83.1%
Creative Services	2,150	745	1,405	188.6%	2,150	745	1,405	188.6%
Depreciation	56,781	60,108	(3,327)	-5.5%	56,781	60,108	(3,327)	-5.5%
EAP	-	250	(250)	-100.0%	-	250	(250)	-100.0%
Employment Relations	6,643	833	5,810	697.5%	6,643	833	5,810	697.5%
Freight & Courier - Collection Services	(211)	417	(628)	-150.6%	(211)	417	(628)	-150.6%
Freight & Courier - Corporate Services	367	833	(466)	-56.0%	367	833	(466)	-56.0%
Health & Safety	-	917	(917)	-100.0%	-	917	(917)	-100.0%
Hosted Infrastructure	8,150	8,281	(131)	-1.6%	8,150	8,281	(131)	-1.6%
Internet	6,277	5,939	338	5.7%	6,277	5,939	338	5.7%
Journals & Publications	-	35	(35)	-100.0%	-	35	(35)	-100.0%
KiwiSaver Employer Contributions	8,855	11,480	(2,625)	-22.9%	8,855	11,480	(2,625)	-22.9%
Koha	350	67	283	422.4%	350	67	283	422.4%
Landlines	804	711	93	13.1%	804	711	93	13.1%
Legal expenses	-	2,083	(2,083)	-100.0%	-	2,083	(2,083)	-100.0%



Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Licensing Fees	326	500	(174)	-34.8%	326	500	(174)	-34.8%
Light, Power, Heating	26,152	24,100	2,052	8.5%	26,152	24,100	2,052	8.5%
Manaakitanga	304	440	(136)	-31.0%	304	440	(136)	-31.0%
Materials	833	833	(833)	-100.0%	-	833	(833)	-100.0%
Memberships	-	714	(714)	-100.0%	-	714	(714)	-100.0%
Mobiles	296	1,003	(707)	-70.5%	296	1,003	(707)	-70.5%
Motor Vehicle Expenses	333	500	(167)	-33.4%	333	500	(167)	-33.4%
Office Supplies & Consumables	(512)	5,170	(5,682)	-109.9%	(512)	5,170	(5,682)	-109.9%
Onsite Staff Events only	65	-	65	0.0%	65	-	65	0.0%
Pest Control	-	580	(580)	-100.0%	-	580	(580)	-100.0%
Printers	2,285	2,194	91	4.2%	2,285	2,194	91	4.2%
Professional Development	622	3,827	(3,205)	-83.7%	622	3,827	(3,205)	-83.7%
Recruitment	1,005	3,833	(2,828)	-73.8%	1,005	3,833	(2,828)	-73.8%
Rent	52,284	54,083	(1,800)	-3.3%	52,284	54,083	(1,800)	-3.3%
Repairs & Maintenance - Corporate Services	1,358	3,283	(1,925)	-58.6%	1,358	3,283	(1,925)	-58.6%
Repairs and Maintenance - Collection Services	34	2,500	(2,466)	-98.6%	34	2,500	(2,466)	-98.6%
Salaries	340,939	382,671	(41,732)	-10.9%	340,939	382,671	(41,732)	-10.9%
Security	437	1,250	(813)	-65.0%	437	1,250	(813)	-65.0%
Shoretel Phone	175	3,321	(3,146)	-94.7%	175	3,321	(3,146)	-94.7%
Software Licensing	(440)	2,140	(2,580)	-120.6%	(440)	2,140	(2,580)	-120.6%
Software Subscriptions	7,205	6,296	909	14.4%	7,205	6,296	909	14.4%
Storage Media	-	83	(83)	-100.0%	-	83	(83)	-100.0%
Technical Preservation Costs	-	3,333	(3,333)	-100.0%	-	3,333	(3,333)	-100.0%
Third Party Support	2,180	11,496	(9,316)	-81.0%	2,180	11,496	(9,316)	-81.0%
Travel - National	3,825	4,411	(586)	-13.3%	3,825	4,411	(586)	-13.3%

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Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Total Operating Expenses	539,062	634,921	(95,859)	-15.1%	539,062	634,921	(95,859)	-15.1%
Net Profit	1,085,618	996,789	88,829	9.0%	1,085,618	996,789	88,829	9.0%

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Balance Sheet

Ngā Taonga Sound & Vision As at 31 July 2017

	31 Jul 2017	30 Jun 2017
Assets		
Bank		
Main Account	75,650	23,235
On Call Account	1,700,755	90,611
PayPal Account	9,988	8,468
Petty Cash Te Anakura	57	188
Total Bank	1,786,450	122,503
Current Assets		
Accounts Receivable	41,347	66,131
Stock - Food and Beverages	2,746	2,494
Stock - Merchandise and Retail	2,819	2,846
Sundry Receivables	213,710	564,034
Total Current Assets	260,622	635,505
Fixed Assets		
21 Northpoint Building	579,902	579,902
Less Accumulated Depreciation on 21 Northpoint Building	(72,488)	(71,521)
Buckle Street Refurbishment	37,215	37,215
Less Accumulated Depreciation on Buckle Street Refurbishment	(37,215)	(37,215)
Equipment	1,169,136	1,169,136
Less Accumulated Depreciation on Equipment	(623,206)	(609,244)
Furniture & Fittings	101,010	101,010
Less Accumulated Depreciation on Furniture & Fittings	(65,568)	(64,620)
IT Hardware	703,719	703,719
Less Accumulated Depreciation on IT Hardware	(223,814)	(211,804)
IT Software	155,315	155,315
Less Accumulated Depreciation on IT Software	(52,474)	(49,886)
Land - 21 Northpoint	253,590	253,590
Land - Te Anakura	495,000	495,000
Media Laboratory	1,057,454	1,057,454
Less Accumulated Depreciation on Media Laboratory	(706,441)	(696,430)
Motor Vehicles	8,358	8,358
less Accumulated Depreciation on Motor Vehicles	(8,358)	(8,358)
Radio Assets	279,911	279,894
less Accumulated Depreciation on Radio Assets	(112,402)	(107,737)
Research Library	40,084	40,084
less Accumulated Depreciation on Research Library	(40,084)	(40,084)
Te Anakura Building	2,191,014	2,191,014
Te Anakura Building Impairment	(344,325)	(344,325)
less Accumulated Depreciation on Te Anakura Building	(624,579)	(620,927)
Te Anakura Earthquake Strengthening Project	53,490	53,490
Less Accumulated Depreciation on Te Anakura Earthquake Strengthening Project	(1,159)	(1,070)
Te Anakura Fitout	577,012	577,012

Balance Sheet

	31 Jul 2017	30 Jun 2017
Less Accumulated Depreciation on Te Anakura Fitout	(412,960)	(410,556)
Te Anakura Furniture & Fittings (Stage 2)	1,384,203	1,384,203
Less Accumulated Depreciation on Te Anakura Furniture & Fittings (Stage 2)	(984,822)	(980,150)
TVNZ Card Catalogue	121,385	121,385
Less Accumulated Depreciation on TVNZ Card Catalogue	(4,046)	(3,844)
Whitirela Building	366,229	366,229
Less Accumulated Depreciation on Whitirela Building	(25,494)	(14,884)
Total Fixed Assets	5,234,590	5,291,353
Total Assets	7,281,662	6,049,360
Liabilities		
Current Liabilities		
Accounts Payable	79,706	214,583
Annual Leave Accrual	251,890	246,678
Business Visa	419	1,487
GST	270,966	(44,798)
Income Received In Advance	59,319	59,319
PAYE Payable	25,630	30,944
Rounding	-	-
Sundry Accruals	282,610	314,345
Suspense	616	1,915
Total Current Liabilities	971,156	824,472
Total Liabilities	971,156	824,472
Net Assets	6,310,506	5,224,888
Equity		
Current Year Earnings	1,085,618	(169,950)
Impairment Building	(344,325)	(344,325)
Retained Earnings	5,569,213	5,739,162
Total Equity	6,310,506	5,224,888

Aged Receivables

Ngā Taonga Sound & Vision July 2017

Receivables	Current	June	May	April	Older	Total
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With held under S9(2)(a)
and S9(2)(b)(i) of the
Official Information Act
1982

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Aged Receivables

Current	June	May	April	Older	Total
Withheld under s9(2)(a) and s9(2)(b)(i) of the Official Information Act 1982.					

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Aged Payables

Ngā Taonga Sound & Vision July 2017

Payables	Current	June	May	April	Order	Total
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Withheld under S9(2)(a) and S9(2)(b)(ii) of the Official Information Act 1982.

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Aged Payables

Current	June	May	April	Older	Total
Withheld under s 9(2)(a) and s 9(2)(b)(ii) of the Official Information Act 1982.					

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Management Report August 2017

Ngā Taonga Sound & Vision

12 September 2017

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Executive Summary

Ngā Taonga Sound & Vision For the month of August 2017

Summary

	Aug 2017	Jul 2017	Variance
Cash			
Cash received	76,311	2,297,224	-96.7%
Cash spent	653,570	632,209	3.4%
Cash surplus (deficit)	(577,259)	1,665,015	-134.7%
Closing bank balance	1,208,771	1,786,030	-32.3%
Profitability			
Income	102,867	1,630,855	-93.7%
Direct costs	1,553	6,332	-75.5%
Gross profit (loss)	100,814	1,624,523	-93.8%
Other Income	501	-	0.0%
Expenses	579,730	540,092	7.3%
Profit (loss)	(478,415)	1,084,431	-144.1%
Balance Sheet			
Debtors	36,258	41,347	-12.3%
Creditors	62,426	81,071	-23.0%
Net assets	5,830,903	6,309,319	-7.6%
Income			
Number of Invoices issued	58.0	48.0	20.8%
Average value of invoices	806	741	8.8%
Performance			
Gross profit margin	98.5%	99.6%	-1.1%
Net profit margin	-465.1%	66.5%	-799.4%
Return on Investment (p.a.)	-98.5%	206.3%	-147.7%
Position			
Average debtors days	10.9	0.8	1290.2%
Average creditors days	3.3	4.6	-27.6%
Short term cash forecast	(26,169)	(39,724)	34.1%
Current assets to liabilities	1.8	2.1	-14.3%
Term assets to liabilities			0.0%

Cash Summary

Ngā Taonga Sound & Vision For the month ended 31 August 2017 Excluding GST

	Aug 2017	Monthly Avg	Variance
Income			
Archive Services - Film Video Collection	3,548	9,017	-60.6%
Archive Services - Sound Collection	3,015	3,378	-10.7%
Archive Services - TVNZ Collection	10,003	10,261	-2.5%
Donations	200	100	100.0%
Food & Beverage Sales	13,399	10,775	24.4%
Front of House	5,379	2,781	93.4%
Gain on Disposal of Assets	501	250	100.0%
In Kind Support	386	784	-50.8%
Interest Income	123	133	-7.8%
Koha Revenue	53	76	-30.2%
Ministry for Culture & Heritage	-	627,500	-100.0%
Other Revenue	-	561	-100.0%
Radio New Zealand Access Fee	-	6,063	-100.0%
Retail Sales	195	147	32.5%
Tē Anakura Rent Received	41,667	41,667	0.0%
Tē M ngai P ho	-	143,750	-100.0%
Ticket Sales	14,848	8,399	76.8%
TVNZ - Production Library Service	14,250	14,250	0.0%
Total Income	107,566	879,891	-87.8%
Less Operating Expenses			
ACC	11,430	5,715	100.0%
Acquisition Expenses	-	157	-100.0%
Advertising & Promotion	410	4,185	-90.2%
Bank Fees	554	575	-3.6%
Board Fees	-	2,500	-100.0%
Cleaning	5,775	6,252	-7.6%
Consultants	3,128	6,545	-52.2%
Consultants - Corporate Services	-	1,125	-100.0%
Cost of Goods Sold Mediaplex	2,479	3,971	-37.6%
Creative Services	600	1,020	-41.2%
EAP	945	743	27.3%
Employment Relations	6,172	4,023	53.4%
Freight & Courier - Collection Services	745	131	467.4%
Freight & Courier - Corporate Services	231	299	-22.7%
Health & Safety	183	456	-59.9%
Hosted Infrastructure	13,715	11,573	18.5%
Internet	10,767	8,392	28.3%
Journals & Publications	-	203	-100.0%
KiwiSaver Employer Contributions	5,137	6,996	-26.6%
Koha	-	175	-100.0%

Cash Summary

	Aug 2017	Monthly Avg	Variance
Landlines	1,500	1,155	29.9%
Len Lye Foundation Expense	300	150	100.0%
Licensing Fees	168	247	-32.1%
Light, Power, Heating	40,912	35,089	16.6%
Manaakitanga	219	281	-16.1%
Mobiles	620	700	-11.4%
Motor Vehicle Expenses	511	338	51.2%
Office Supplies & Consumables	2,195	1,800	21.9%
Onsite Staff Events only	-	32	-100.0%
Pest Control	656	966	-32.1%
Printers	1,184	2,483	-52.3%
Professional Development	(10)	306	-103.3%
Rates	619	619	0.0%
Recruitment	3,860	2,783	38.7%
Rent	52,284	52,284	0.0%
Repairs & Maintenance - Corporate Services	626	1,106	-43.4%
Repairs and Maintenance - Collection Services	2,500	3,571	-30.0%
Salaries	363,675	356,862	1.9%
Security	1,094	1,163	-5.9%
Shoretel Phone	6,349	3,262	94.6%
Software Licensing	266	356	-25.2%
Software Subscriptions	(676)	13,780	-104.9%
Storage Media	-	9	-100.0%
Technical Preservation Costs	-	15,000	-100.0%
Third Party Support	1,020	1,090	-6.4%
Travel - National	612	8,415	-92.7%
Stock - Food and Beverages	(212)	20	-1163.1%
Stock - Merchandise and Retail	(179)	(103)	-74.5%
Sundry Receivables	-	(175,162)	100.0%
Annual Leave Accrual	(3,576)	(4,394)	18.6%
PAYE Payable	39,042	22,178	76.0%
Rounding	-	-	66.7%
Sundry Accruals	100,053	65,894	51.8%
Suspense	(786)	165	-577.5%
Total Operating Expenses	677,097	477,461	41.8%
Operating Surplus (Deficit)	(569,530)	402,430	-241.5%
Plus Non Operating Movements			
Equipment	-	(2,589)	100.0%
Furniture & Fittings	-	(3,126)	100.0%
Radio Assets	(18)	(9)	-100.0%
Total Non Operating Movements	(18)	(5,724)	99.7%
GST Movements			
GST Inputs	(16,870)		
GST Outputs	9,158		
Net GST Movements	(7,711)		0.0%
Net Cash Movement	(577,259)	396,706	-245.5%

Cash Summary

	Aug 2017	Monthly Avg	Variance
Summary			
Opening Balance	1,786,030		
Plus Net Cash Movement	(577,259)		
Closing Balance	1,208,771		

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OFFICIAL INFORMATION ACT

Profit & Loss

Ngā Taonga Sound & Vision For the month ended 31 August 2017

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Income								
Archive Professional Services - Scanning	1,700	(1,700)	(1,700)	-100.0%	-	3,400	(3,400)	-100.0%
Archive Services - Film Video Collection	720	7,805	(7,085)	-90.8%	3,744	10,536	(6,792)	-64.5%
Archive Services - Sound Collection	380	406	(26)	-6.3%	5,775	3,047	2,728	89.5%
Archive Services - TVNZ Collection	10,323	6,590	3,733	56.6%	19,477	15,504	3,973	25.6%
Donations	200	-	200	0.0%	200	-	200	0.0%
Food & Beverage Sales	13,194	3,338	9,856	295.3%	21,550	11,983	9,567	79.8%
Front of House	5,729	500	5,229	1045.7%	6,163	1,000	5,163	516.3%
Gain on Disposal of Assets	501	-	501	0.0%	501	-	501	0.0%
Grants	-	20,000	(20,000)	-100.0%	-	23,000	(23,000)	-100.0%
In Kind Support	386	-	386	0.0%	1,473	-	1,473	0.0%
Interest Income	123	-	123	0.0%	266	-	266	0.0%
Koha Revenue	53	-	53	0.0%	152	-	152	0.0%
Len Lye Foundation Royalties	300	-	300	0.0%	300	-	300	0.0%
Ministry for Culture & Heritage	-	-	-	0.0%	1,255,000	1,255,000	-	0.0%
Other Revenue	-	-	-	0.0%	2,746	-	2,746	0.0%
Retail Sales	195	135	60	44.3%	294	220	74	33.6%
Te Anakura Rent Received	41,667	41,667	-	0.0%	83,334	83,334	-	0.0%
Te M ngai P ho	-	-	-	0.0%	287,500	287,500	-	0.0%
Ticket Sales	14,848	11,031	3,817	34.6%	16,747	15,911	836	5.3%
TVNZ - Production Library Service	14,250	15,390	(1,140)	-7.4%	28,500	30,790	(2,290)	-7.4%

Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Total Income	102,867	108,562	(5,695)	-5.2%	1,733,722	1,741,215	(7,493)	-0.4%
Less Cost of Sales								
Cost of Goods Sold Mediaplex	1,553	2,293	(740)	-32.3%	7,885	3,236	4,649	143.7%
Total Cost of Sales	1,553	2,293	(740)	-32.3%	7,885	3,236	4,649	143.7%
Gross Profit	101,315	106,269	(4,954)	-5.0%	1,725,838	1,737,979	(12,141)	-1.0%
Less Operating Expenses								
ACC	11,430	-	11,430	0.0%	11,430	11,500	(70)	-0.6%
Acquisition Expenses	315	170	145	85.2%	472	340	132	38.9%
Advertising & Promotion	523	650	(127)	-19.5%	865	6,300	(5,435)	-86.3%
Bank Fees	524	360	174	49.8%	1,120	700	420	60.1%
Cleaning	5,337	3,991	1,346	33.7%	10,603	7,982	2,621	32.8%
Consultants	858	2,000	(1,142)	-57.1%	4,521	4,000	521	13.0%
Creative Services	1,584	-	1,584	0.0%	3,735	745	2,990	401.3%
Depreciation	56,363	60,108	(3,745)	-6.2%	113,144	120,216	(7,072)	-5.9%
EAP	945	250	695	278.0%	945	500	445	89.0%
Employment Relations	(168)	833	(1,001)	-120.2%	6,475	1,666	4,809	288.7%
Freight & Courier - Collection Services	56	417	(361)	-86.6%	(155)	834	(989)	-118.6%
Freight & Courier - Corporate Services	259	833	(574)	-68.9%	626	1,666	(1,040)	-62.4%
Health & Safety	183	917	(734)	-80.1%	183	1,834	(1,651)	-90.0%
Hosted Infrastructure	8,190	8,281	(91)	-1.1%	16,340	16,562	(222)	-1.3%
Internet	6,418	5,939	479	8.1%	12,695	11,878	817	6.9%
Journals & Publications	-	494	(494)	-100.0%	-	529	(529)	-100.0%
KiwiSaver Employer Contributions	5,137	17,335	(12,198)	-70.4%	13,992	28,815	(14,823)	-51.4%
Koha	-	67	(67)	-100.0%	350	134	216	161.2%

Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Landlines	713	711	2	0.3%	1,517	1,422	95	6.7%
Legal expenses	1,050	2,083	(1,033)	-49.6%	1,050	4,166	(3,116)	-74.8%
Len Lye Foundation Expense	300	-	300	0.0%	300	-	300	0.0%
Licensing Fees	275	-	275	0.0%	541	500	41	8.1%
Light, Power, Heating	19,979	25,100	(5,181)	-20.6%	46,070	49,200	(3,130)	-6.4%
Manaakitanga	412	750	(338)	-45.0%	716	1,190	(474)	-39.8%
Materials	-	833	(833)	-100.0%	-	1,666	(1,666)	-100.0%
Memberships	-	714	(714)	-100.0%	-	1,428	(1,428)	-100.0%
Mobiles	708	1,003	(295)	-29.5%	1,476	2,006	(530)	-26.4%
Motor Vehicle Expenses	178	500	(322)	-64.5%	511	1,000	(489)	-48.9%
Office Supplies & Consumables	2,508	2,470	38	1.5%	2,391	7,640	(5,249)	-68.7%
Online Development	-	7,500	(7,500)	-100.0%	-	7,500	(7,500)	-100.0%
Onsite Staff Events only	-	250	(250)	-100.0%	65	250	(185)	-74.1%
Pest Control	1,294	580	714	123.2%	1,294	1,160	134	11.6%
Printers	1,184	2,194	(1,010)	-46.1%	3,469	4,388	(919)	-20.9%
Professional Development	(10)	5,778	(5,788)	-100.2%	612	9,605	(8,993)	-93.6%
Rates	619	1,378	(759)	-55.1%	619	1,378	(759)	-55.1%
Recruitment	3,610	3,833	(223)	-5.8%	4,615	7,666	(3,051)	-39.8%
Rent	52,284	54,063	(1,800)	-3.3%	104,567	108,166	(3,599)	-3.3%
Repairs & Maintenance - Corporate Services	826	2,664	(1,838)	-69.0%	2,262	5,947	(3,685)	-62.0%
Repairs and Maintenance - Collection Services	3,092	2,500	592	23.7%	3,126	5,000	(1,874)	-37.5%
Salaries	383,812	577,844	(194,032)	-33.6%	724,751	960,515	(235,764)	-24.5%
Security	1,263	1,250	13	1.0%	1,700	2,500	(800)	-32.0%
Shoretel Phone	3,175	3,321	(146)	-4.4%	3,349	6,642	(3,293)	-49.6%
Software Licensing	266	2,140	(1,874)	-87.6%	(174)	4,280	(4,454)	-104.1%

Profit & Loss

	Actual	Budget	Var NZD	Var %	YTD Actual	YTD Budget	Var NZD	Var %
Software Subscriptions	(676)	6,296	(6,972)	-110.7%	6,529	12,592	(6,063)	-48.1%
Storage Media	-	83	(83)	-100.0%	-	166	(166)	-100.0%
Technical Preservation Costs	-	3,333	(3,333)	-100.0%	-	6,666	(6,666)	-100.0%
Third Party Support	640	11,496	(10,856)	-94.4%	2,820	22,992	(20,172)	-87.7%
Travel - National	4,994	7,411	(3,017)	-40.7%	8,305	11,822	(3,517)	-29.8%
Total Operating Expenses	579,730	830,733	(251,003)	-30.2%	1,119,822	1,465,654	(345,832)	-23.6%
Net Profit	(478,415)	(724,464)	246,049	34.0%	506,016	272,325	333,691	123.0%

OFFICIAL INFORMATION ACT

Balance Sheet

Ngā Taonga Sound & Vision As at 31 August 2017

	31 Aug 2017	31 Jul 2017
Assets		
Bank		
Main Account	47,456	75,650
On Call Account	1,145,877	1,700,755
PayPal Account	15,433	9,988
Petty Cash Te Anakura	200	57
Total Bank	1,208,966	1,786,450
Current Assets		
Accounts Receivable	36,258	41,347
Stock - Food and Beverages	2,534	2,746
Stock - Merchandise and Retail	2,640	2,819
Sundry Receivables	213,710	213,710
Total Current Assets	255,142	260,622
Fixed Assets		
21 Northpoint Building	579,902	579,902
Less Accumulated Depreciation on 21 Northpoint Building	(73,454)	(72,488)
Buckle Street Refurbishment	37,215	37,215
Less Accumulated Depreciation on Buckle Street Refurbishment	(37,215)	(37,215)
Equipment	1,169,136	1,169,136
Less Accumulated Depreciation on Equipment	(636,761)	(623,206)
Furniture & Fittings	101,010	101,010
Less Accumulated Depreciation on Furniture & Fittings	(66,511)	(65,568)
IT Hardware	703,719	703,719
Less Accumulated Depreciation on IT Hardware	(235,823)	(223,814)
IT Software	155,315	155,315
Less Accumulated Depreciation on IT Software	(55,063)	(52,474)
Land - 21 Northpoint	253,590	253,590
Land - Te Anakura	495,000	495,000
Media Laboratory	1,057,454	1,057,454
Less Accumulated Depreciation on Media Laboratory	(716,449)	(706,441)
Motor Vehicles	8,358	8,358
less Accumulated Depreciation on Motor Vehicles	(8,358)	(8,358)
Radio Assets	279,911	279,911
less Accumulated Depreciation on Radio Assets	(117,067)	(112,402)
Research Library	40,084	40,084
less Accumulated Depreciation on Research Library	(40,084)	(40,084)
Te Anakura Building	2,191,014	2,191,014
Te Anakura Building Impairment	(344,325)	(344,325)
less Accumulated Depreciation on Te Anakura Building	(628,231)	(624,579)
Te Anakura Earthquake Strengthening Project	53,490	53,490
Less Accumulated Depreciation on Te Anakura Earthquake Strengthening Project	(1,248)	(1,159)
Te Anakura Fitout	577,012	577,012

Balance Sheet

	31 Aug 2017	31 Jul 2017
Less Accumulated Depreciation on Te Anakura Fitout	(415,364)	(412,960)
Te Anakura Furniture & Fittings (Stage 2)	1,384,203	1,384,203
Less Accumulated Depreciation on Te Anakura Furniture & Fittings (Stage 2)	(989,494)	(984,822)
TVNZ Card Catalogue	121,385	121,385
Less Accumulated Depreciation on TVNZ Card Catalogue	(4,248)	(4,046)
Whitireia Building	366,229	366,229
Less Accumulated Depreciation on Whitireia Building	(26,104)	(25,494)
Total Fixed Assets	5,178,227	5,234,590
Total Assets	5,642,335	7,281,862
Liabilities		
Current Liabilities		
Accounts Payable	62,426	81,071
Annual Leave Accrual	255,466	251,890
Business Visa	195	419
GST	264,954	270,788
Income Received In Advance	59,319	59,319
PAYE Payable	(13,412)	25,630
Rounding	-	-
Sundry Accruals	180,898	282,610
Suspense	1,586	616
Total Current Liabilities	811,432	972,343
Total Liabilities	811,432	972,343
Net Assets	5,830,903	6,309,319
Equity		
Current Year Earnings	606,016	1,084,431
Impairment Building	(344,325)	(344,325)
Retained Earnings	5,569,213	5,569,213
Total Equity	5,830,903	6,309,319

Aged Receivables

Ngā Taonga Sound & Vision August 2017

	Current	July	June	May	Older	Total
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Receivables

Withheld under S9(2)(a) and S9(2)(b)(i) of the Official Information Act 1982.

Aged Receivables

Current July June May Older Total

Withheld under s 9(2)(a) and s 9(2)(b)(ii) of the Official Information Act 1982.

RELEASED UNDER THE OFFICIAL INFORMATION ACT

Aged Payables

Ngā Taonga Sound & Vision August 2017

Payables	Current	July	June	May	Older	Total
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With held under s 9 (2) (a) and
s 9 (2) (b) (ii) of the Official
Information Act 1982.

RELEASED UNDER THE
OFFICIAL INFORMATION ACT

Aged Payables

Current July June May Older Total

Withheld under S9(2)(a) and
S9(2)(b)(ii) of the Official
Information Act 1982.

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OFFICIAL INFORMATION ACT

Profit and Loss

Ngā Taonga Sound & Vision

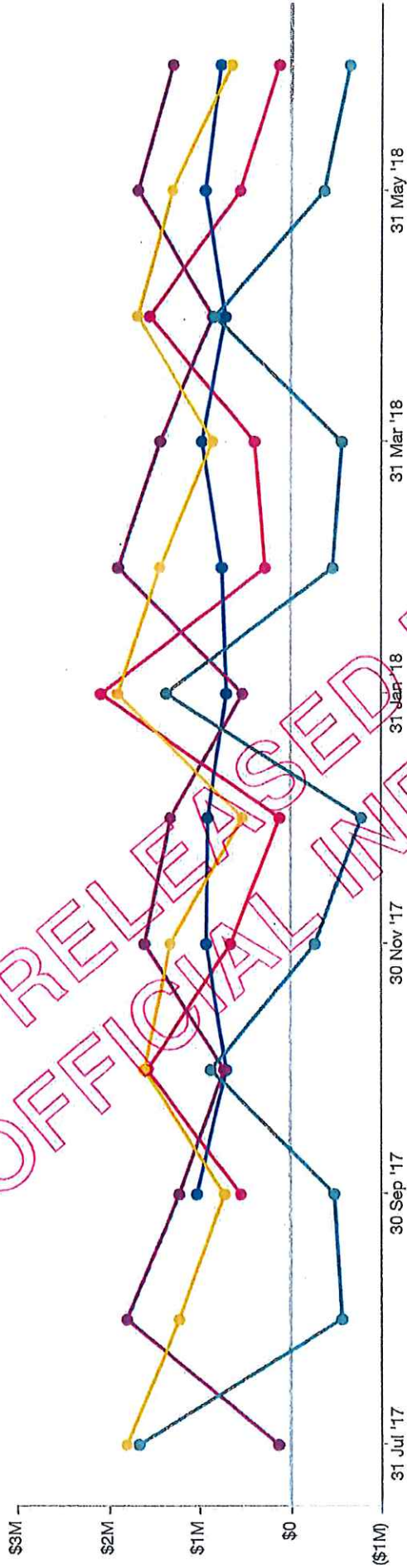
For the month ended 31 August 2017

	AUG 2017	AUG 2016	MONTH VARIANCE	YTD	LAST YEAR YTD	YTD VARIANCE
Trading Income						
Archive Services - Film Video Collection	720	7,095	(6,375)	3,744	7,095	(3,351)
Archive Services - Sound Collection	380	369	11	5,775	369	5,406
Archive Services - TVNZ Collection	10,323	6,590	3,732	19,477	6,590	12,887
Donations	200	60	140	200	60	140
Food & Beverage Sales	13,194	9,207	3,987	21,550	9,207	12,343
Front of House	5,729	-	5,729	6,163	-	6,163
In Kind Support	386	-	386	1,473	-	1,473
Interest Income	123	489	(367)	266	489	(223)
Koha Revenue	53	-	53	152	-	152
Len Lye Foundation Royalties	300	-	300	300	-	300
Ministry for Culture & Heritage	-	-	-	1,255,000	-	1,255,000
Other Revenue	-	962	(962)	2,746	962	1,785
Retail Sales	195	117	77	294	117	177
Te Anakura Rent Received	41,667	41,667	-	83,334	41,667	41,667
Te Māngai Pāho	-	-	-	287,500	-	287,500
Ticket Sales	14,848	9,593	5,256	16,747	9,593	7,155
TVNZ - Production Library Service	14,250	14,250	-	28,500	14,250	14,250
Total Trading Income	102,367	90,399	11,967	1,733,222	90,399	1,642,823
Cost of Sales						
Cost of Goods Sold Mediaplex	1,553	3,390	(1,837)	7,885	3,390	4,495
Total Cost of Sales	1,553	3,390	(1,837)	7,885	3,390	4,495
Gross Profit	100,814	87,009	13,805	1,725,337	87,009	1,638,328
Other Income						
Gain on Disposal of Assets	501	-	501	501	-	501
Total Other Income	501	-	501	501	-	501
Operating Expenses						
ACC	11,430	57	11,373	11,430	57	11,373
Acquisition Expenses	315	155	160	472	155	317
Advertising & Promotion	523	1,527	(1,003)	865	1,527	(662)
Audit	-	132	(132)	-	132	(132)
Bank Fees	524	321	204	1,120	321	800
Cleaning	5,337	5,616	(278)	10,603	5,616	4,987
Consultants	858	10,644	(9,786)	4,521	10,644	(6,123)
Creative Services	1,584	403	1,182	3,735	403	3,332
Depreciation	56,363	62,117	(5,754)	113,144	62,117	51,027
EAP	945	-	945	945	-	945
Employment Relations	(168)	-	(168)	6,475	-	6,475

Profit and Loss

	AUG 2017	AUG 2016	MONTH VARIANCE	YTD	LAST YEAR YTD	YTD VARIANCE
Freight & Courier - Collection Services	56	941	(885)	(155)	941	(1,096)
Freight & Courier - Corporate Services	259	-	259	626	-	626
Health & Safety	183	769	(586)	183	769	(586)
Hosted Infrastructure	8,190	5,368	2,822	16,340	5,368	10,972
Insurance	-	8,666	(8,666)	-	8,666	(8,666)
Internet	6,418	7,567	(1,149)	12,695	7,567	5,128
Journals & Publications	-	35	(35)	-	35	(35)
KiwiSaver Employer Contributions	5,137	-	5,137	13,992	-	13,992
Koha	-	-	-	350	-	350
Landlines	713	447	267	1,517	447	1,071
Legal expenses	1,050	244	806	1,050	244	806
Len Lye Foundation Expense	300	6,639	(6,339)	300	6,639	(6,339)
Licensing Fees	215	207	8	541	207	334
Light, Power, Heating	19,919	26,307	(6,389)	46,070	26,307	19,763
Manaakitanga	412	135	277	716	135	581
Materials	-	756	(756)	-	756	(756)
Mobiles	708	3,265	(2,557)	1,476	3,265	(1,789)
Motor Vehicle Expenses	178	-	178	511	-	511
Office Supplies & Consumables	2,508	3,942	(1,434)	2,391	3,942	(1,551)
Offsite Staff Events only	-	397	(397)	-	397	(397)
Onsite Staff Events only	-	-	-	65	-	65
Pest Control	1,294	613	681	1,294	613	681
Printers	1,184	2,073	(889)	3,469	2,073	1,396
Professional Development	(10)	8,571	(8,581)	612	8,571	(7,959)
Rates	619	1,378	(758)	619	1,378	(758)
Recruitment	3,610	-	3,610	4,615	-	4,615
Rent	52,284	57,673	(5,389)	104,567	57,673	46,894
Repairs & Maintenance - Corporate Services	826	-	826	2,262	-	2,262
Repairs and Maintenance - Collection Services	3,092	2,664	427	3,126	2,664	461
Salaries	383,812	602,079	(218,266)	724,751	602,079	122,673
Security	1,263	1,240	23	1,700	1,240	460
Shoratel Phone	3,175	3,995	(820)	3,349	3,995	(646)
Software Licensing	266	25,121	(24,855)	(174)	25,121	(25,295)
Software Subscriptions	(676)	382	(1,058)	6,529	382	6,147
Technical Preservation Costs	-	880	(880)	-	880	(880)
Third Party Support	640	-	640	2,820	-	2,820
Travel - National	4,394	5,753	(1,359)	8,305	5,753	2,552
Venue Hire	-	97	(97)	-	97	(97)
WW1 Screenings Project	-	700	(700)	-	700	(700)
Total Operating Expenses	579,730	859,871	(280,141)	1,119,822	859,871	259,951
Net Profit	(478,415)	(772,862)	294,447	606,016	(772,862)	1,378,877

Forecast cash flow



	31 Jul '17	31 Aug '17	30 Sep '17	31 Oct '17	30 Nov '17	31 Dec '17	31 Jan '18	28 Feb '18	31 Mar '18	30 Apr '18	31 May '18	30 Jun '18
Receipts	-	-	\$532,265	\$1,564,396	\$653,376	\$114,350	\$2,071,502	\$270,000	\$395,604	\$1,546,457	\$549,623	\$117,737
Payments	-	-	\$1,017,566	\$698,002	\$924,248	\$907,209	\$701,606	\$744,120	\$970,321	\$718,257	\$925,685	\$768,494
Opening Bank	\$121,016	\$1,786,030	\$1,208,771	\$723,470	\$1,589,863	\$1,316,992	\$526,633	\$1,896,529	\$1,422,409	\$847,692	\$1,675,892	\$1,299,830
Net cash movement	\$1,665,015	(\$577,259)	(\$485,301)	\$866,393	(\$270,871)	(\$792,859)	\$1,369,896	(\$274,120)	(\$574,717)	\$828,200	(\$376,062)	(\$650,757)
Closing Bank	\$1,786,030	\$1,208,771	\$723,470	\$1,589,863	\$1,316,992	\$526,633	\$1,896,529	\$1,422,409	\$847,692	\$1,675,892	\$1,299,830	\$649,073

RELEASED UNDER THE OFFICIAL INFORMATION ACT

Board of Trustees
 Ngā Taonga Whitiāhua me Ngā Taonga Kōrero
 The New Zealand Archive of Film, Television and Sound

Risk Register – Ngā Taonga Sound & Vision

Risk Area	Description of Risk	Business Impact Analysis	Likely Causes	Level of Impact of risk	Risk appetite	Treatment	Residual risk after treatment	Responsibilities
Reputational	That the reputation of the Board of Trustees (collectively or individually) is damaged with key stakeholders (eg. the Minister or Ministry, Lottery Grants Board) such that the organisation's ability to deliver is impeded/impacted.	Could include: reduction in funding, reduction in trust and confidence, increase in monitoring activity creating overhead for the organisation, decrease in public statements of support for the work we do, reduction in publicity opportunities.	[Examples] A breakdown in the relationship between Trustees and relevant stakeholders. Not maintaining the "No Surprises" Policy effectively. An individual Trustee or group of Trustees conduct bringing the organisation into disrepute.	ALMOST CERTAIN EXTREME MAJOR MODERATE MINOR INSIGNIFICANT	- Do not accept - Accept and apply treatment - Accept and ignore	Trustees, Code of Conduct included in Board Manual and Trustee Induction. BOT maintains a deliberate engagement strategy with key stakeholders.	All Trustees and the BOT	
Financial	Drop in funding, or funding not increasing in line with costs and expectations. Viability of some funding sources such as Lottery Grants Board.	The organisation's mandate has increased significantly in the past five years, and the funding to support that increased mandate has not been included in our base funding to date. This significantly hampers our ability to improve performance against expectations and to offer new services to share the collections with diverse audiences.	Loss of confidence due to failure to meet expectations. Government funding moved to higher value activity. Lottery Grants Funding declines.		Accept and apply treatment	Actively engage with Government to increase confidence and ultimately, funding. Increase funding from non-government sources. Explore fees and commercial service options that decrease reliance on Government and philanthropy. Actively manage and invest in external credibility and reputation.	All Trustees and the BOT	
Reputational	Damage to our external relationships due to non-delivery.	From the public's perspective, we are only relevant when the collections are shared. However, audience access is the most 'optional' part of our business. If we have to prioritise activity due to lack of funding or capacity, preservation and conservation will always be higher priority.	Funding doesn't match cost of delivery against demand. Service levels don't increase to match clients' expectations in the digital age.		Accept and apply treatment	Increase external engagement and focus. Improve systems for managing delivery to external stakeholders so that experience improves.	All Trustees and the BOT	
Reputational	Capacity to deliver	Partly tied to funding, see financial risks above. Also related to availability of equipment and technology at the operational level.	Failure to manage expectations effectively. Community demand increases without the ability to respond – especially for high/visort. Patchy delivery (exceeding in some areas, but not in others, or for some clients but not others).		Accept and apply treatment	Continue to communicate our strengths and challenges in an open and transparent way. Engage support from within the digital community to raise awareness of what we are attempting to deliver, and what those challenges are.	All Trustees and the BOT	

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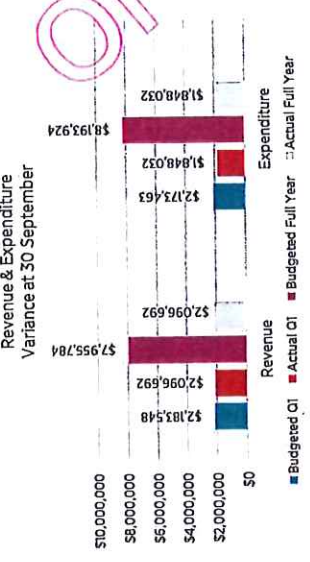
Risk Area	Description of Risk	Business Impact Analysis	Tricky causes	Likelihood of risk occurring	Level of Impact of risk	Risk appetite	Treatment	Residual risk after treatment	Responsibilities
Reputational	Capability to deliver	Significant investments have already been made in the capability of the organisation to deliver to (and eventually to exceed) expectations. However this is an ongoing task, and is dependent on a number of key employees, leadership capability and focus by the Board.	Turnover/ departure of key staff Change of league.	<p>NEARLY CERTAIN</p> <p>POSSIBLE</p> <p>UNLIKELY</p> <p>RARE</p>	<p>EXTREME</p> <p>MAJOR</p> <p>MODERATE</p> <p>MINOR</p> <p>INSIGNIFICANT</p>	<p>- Do not accept</p> <p>- Accept and apply treatment</p> <p>- Accept and ignore</p> <p>Accept and apply treatment</p>	Succession planning. Keeping the CE focused on supporting employees to be engaged, effective and resilient, focus on organisational health, culture and best practices by CE and Managers.		All Trustees and the BOT

OFFICIAL INFORMATION ACT

Key Performance Indicators

KPI	Target	Actual	Variance
KPI 1: Percentage of Acquisition Plan Achieved	32%	32%	0%
KPI 2: Percentage of collection housed in best practice conditions	60%	60%	0%
KPI 3: Percentage of collection available (subject to rights clearance)	42%	42%	0%
KPI 4: Percentage of collection available (subject to rights clearance)	14.5%	14.5%	0%
KPI 5: Number of collection sources	54/201	54/201	0%
KPI 6: Percentage of collection sources	100/1000	100/1000	0%
KPI 7: Percentage of collection sources	32%	32%	0%

Financial Performance (\$)



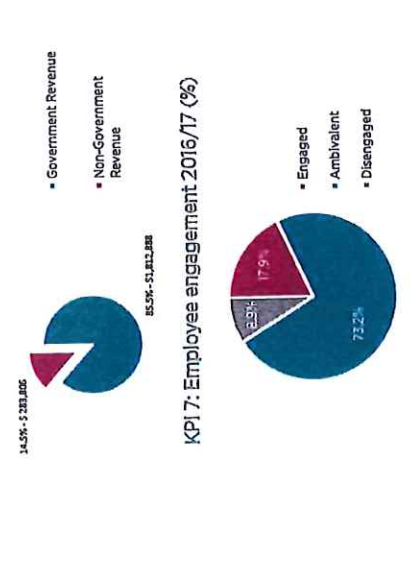
KPI 1: Annual Acquisition Plan Achieved (%)

Category	Q1	Q2	Q3	Total
TMP - television	302	769	1,671	2,000
TMP - radio	769	1,671	2,000	5,000
Television	1,671	2,000	2,000	4,000
Film	27	429	1,671	2,000
Radio	148	1,671	2,000	6,000
Music	169	1,671	2,000	8,000
Digital Collections	169	1,671	2,000	8,000

Collection Development

- Highlights this quarter:
 - Deposit of "The Demolition Teams" containing "inside the red zone" footage of post-earthquake Christchurch and Wellington demolition projects.
 - Kiwi Media (David Stubbs) - Girl vs Boy, Reservoir, Hill, Belief, The Possession of Janet Moses
 - "The Rehearsal" DVD/DPP
 - "The Valley" Stuff Circuit including virtual reality specifications
 - Downloaded 12 episodes of "Black Hands" audio podcast about Bain family murders (1984) by Martin van Beynen, for Stuff.co.nz.
 - Spark (old NZ Post Office) film deposit: 1962 laying of submarine telecommunications cable COFPAAC at Miruiri Beach.
 - Cliff Walker deposit: 4-inch open reel tapes and 78s, including unique recordings of New Plymouth jazz groups at the Bowl and RPM Pictures for the working collection including equipment donated by TVNZ, MTS and RPM Pictures for the working collection including professional video decks now obsolete in the commercial marketplace - Digi Betacam/Beta SP/DV/CAM/waveform rasteriser/SVHS.

KPI 4: Revenue from non-government sources (\$)



Key Variances & Developments

Major Budget Variances
 The only significant variance is in Grants - down on budget by \$355. Our work efforts are currently focused on the upcoming launch of our Paparangi Campaign in June 2018. As a result we have reduced our expenditure on this campaign material this quarter.
Major Budget Opportunities
 Significant budget opportunities have YTD savings of \$224k as we have had a number of vacancies this quarter. We have filled some of these roles. In addition to continuing our recruitment efforts.
 Other savings in anticipated spend include ICT of \$2k (resulting from projects being self-sufficient than budgeted), Description of \$11k, and a number of savings in other cost categories.
Significant Achievements
 Over 500 still images were supplied to military historian Dr. Chris Popley, for his forthcoming book on early New Zealand film. Camera in the Crown scheduled to launch at Ngā Taonga on 1 December 2017.

KPI 3: Collection available (subject to rights clearance) (%)

Category	Target	Actual	Variance
Film - all gauges (silent)	80%	80%	0%
Film - all gauges (feature sound)	50%	45%	-5%
Film - mag. sound	50%	50%	0%
Video 2-inch	90%	90%	0%
Video 1/2-inch	80%	80%	0%
Video 1/4-inch	80%	80%	0%
Video 1/8-inch	80%	80%	0%
Video 1/16-inch	80%	80%	0%
Video Betacam SP	20%	20%	0%
Video Digital Betacam	20%	20%	0%
Video Umatc	80%	80%	0%
Video Hi8 / SVHS	30%	30%	0%
Video DV / mini-DV / DVCam	50%	50%	0%
Video HDCAM / HDCAM SR	100%	100%	0%
Audio - disc	100%	100%	0%
Audio - 2-inch DRT	70%	70%	0%
Audio - DAT	30%	30%	0%
Audio - cassette format	90%	90%	0%
Audio - multi-track	30%	30%	0%
Audio - CD/R	70%	70%	0%
Documentation - photos	80%	80%	0%
Documentation - photographs	30%	30%	0%

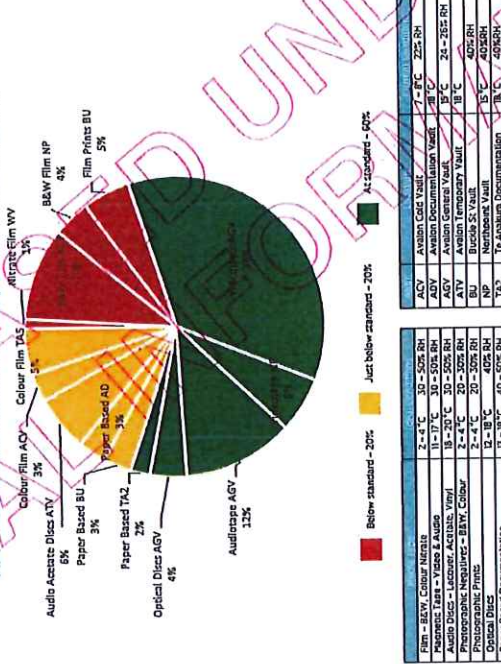
KPI 6: Delivery of targets in the Iwi Engagement Annual Plan 2017/18

Category	Target	Actual	Variance
Meet with iwi/Māori organisations, or discuss possible relationship arrangements	3	3	0
Iwi/Māori screenings delivered	5	5	0
Iwi/Māori exhibitions online	1	1	0
Iwi/Māori internships completed	0	0	0

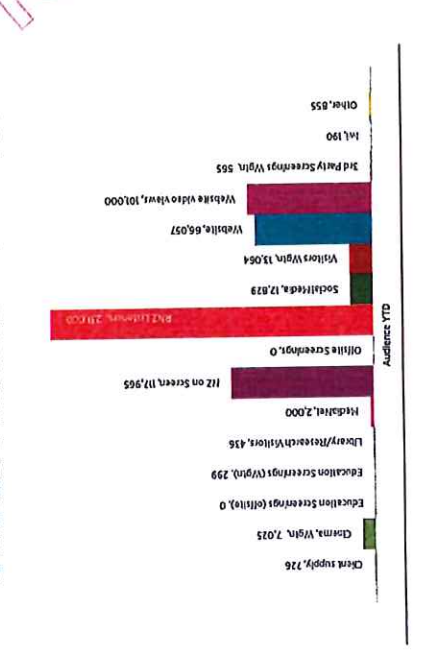
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KPI 6: Percentage of collection sources	100/1000	100/1000	0%
KPI 7: Percentage of collection sources	32%	32%	0%

KPI 2: Collection housed in best practice conditions (%)



KPI 5: Number of visits/views/listens (all sources) (#) YTD



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KPI 7: Employee engagement 2016/17 (%)

