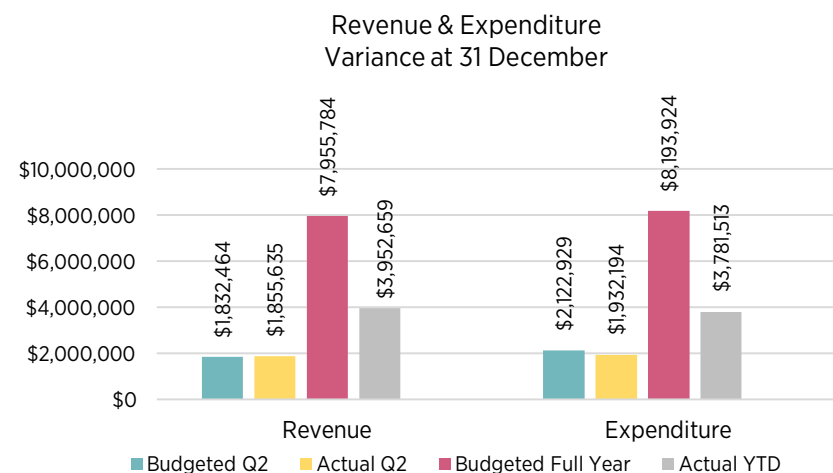


Financial Performance (\$)



Key Performance Indicators

	Q1 Results	Q2 Results	Q3 Results	Q4 Results	YTD Results	Annual Target
KPI 1: Percentage of Annual Acquisition Plan Achieved	30.5%	24.9%			55.4%	90%
KPI 2: Percentage of collection housed in best practice conditions	60%	60%			60%	60%
KPI 3: Percentage of collection available (subject to rights clearance)	44%	44%			44%	40%
KPI 4: Percentage of revenue from non-government sources	14.5%	15.3%			14.5%	13%
KPI 5: Number of visitors/viewers/listeners (all sources)	554,021	604,912			1,158,933	1,000,000
KPI 6: Responsiveness to iwi and Māori	Meeting expectations and commitments	Meeting expectations and commitments			Meeting expectations and commitments	Meeting expectations and commitments
KPI 7: Percentage of employee engagement*	-	-			-	35%

\*measured in July 2018 for the 2017/18 year

Key Variances & Developments

Major Budget Variances

Major variances: Revenue  
YTD Donations, Fundraising and Grants are down \$66k as work efforts focussed on the Patronage launch and campaign. Work is underway to address the shortfall by identifying more fundraising projects, increasing grant applications and patronage donations, and to establish a compelling sponsorship offering for Ngā Taonga.

Major variances: Expenditure

Salaries (including Kiwisaver) have YTD savings of \$345k as we have had a number of vacancies over the period. We have filled some of these roles, in addition to continuing our recruitment efforts. Other savings in anticipated spending include ICT of \$70k (resulting from spend being re-phased over the later part of the year), Depreciation of \$23k, and a number of savings in other cost categories.

Significant Achievements

- George Andrews, iconic television producer, is to deposit documentation, radio and television material that is not in our collection, and working with us to create a chronology of his significant career and achievements.
- Deposit of 67 nitrate films including unique footage of Napier Earthquake and other gems.

Significant Risks and Opportunities

Since the completion of our Strategic Plan 2016-2024 a significant amount of effort has gone into establishing a strong foundation for the organisation to achieve its aspirations. Key risks and opportunities under active management are:

**Relationships and reputation:** A stakeholder management framework is being developed, and a more inclusive approach to planning and decision making has seen significant improvements in this area. Work in the coming months will focus on improving our customer service and building on our key stakeholder relationships.

**Revenue:** Although our finances are more stable, they remain a risk for us especially around cash reserves. The nature of our non-governmental funding places us at risk as it is harder to plan and forecast.

**Accommodation:** Work is progressing on future accommodation options.

**Natural Disaster:** In general, collection/heritage organisations need to have more sophisticated plans in place to manage natural disasters, and Ngā Taonga is no exception. Although we cannot eliminate this risk we have done our due diligence around mitigating it and believe we have taken the best measures to secure the collection and our people.

KPI 1: Annual Acquisition Plan Achieved (%)

	Q1	Q2	Q3	Q4	YTD	Target
TMP - television <sup>1</sup>	26.6%	28.6%			55.2%	2,000 hours
TMP - radio	38.4%	8.5%			46.9%	2,000 hours
Television	33.4%	29.1%			62.5%	5,000 titles
Film	6.8%	10.7%			17.5%	400 titles
Radio	27.4%	28.2%			55.6%	1,600 titles
Music	29.6%	14.2%			43.8%	500 titles
Digital Collections	21.1%	37.5%			58.6%	800 titles
Total titles accessioned	30.5%	24.9%			55.4%	12,300

<sup>1</sup>This figure has been corrected to reflect television hours broken out but does not include cataloguing.

Variance

TMP Radio - Downturn in the second quarter reflects Nov/Dec wind down time for the radio stations - less new content.

Film - This figure does not reflect current work re-accessioning existing titles as it does not involve creation of new titles. A focus on new film titles in Q3 and Q4 will raise this total.

Music - the Collection Developer responsible for music was asked to cover other duties for 2-3 weeks and was away on extended leave for 5 weeks during this quarter. He is confident that the overall annual target will be met.

Collection Development

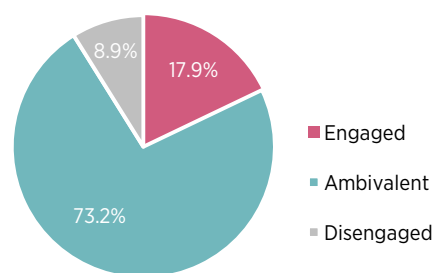
Highlights this quarter:

- "The Outlook for Someday" video competition has been running for ten years. Connected Media have deposited H.264 copies of all winning entries, 20 per year, from 2009-2016.
- Engaging with Te Kōhanga Reo National Trust by presenting footage from several titles from the 1980s and 1990s at the national Kōhanga Reo expo in Hamilton.
- Gregor Nicholas has expressed appreciation for the efficiency we are showing with a depositor retrieval of master film materials for two of his shorts.
- Academy award nominated Brian Brake documentary "Snows of Aorangi" proved to be one of the most complex film preservation tasks to be successfully completed last year.
- Four Merata Mita films have been fully preserved to the Digital Archive - Keskidee Aroha, Waitangi: Story of a Treat. The Bridee and Karanaa Hokianaa.

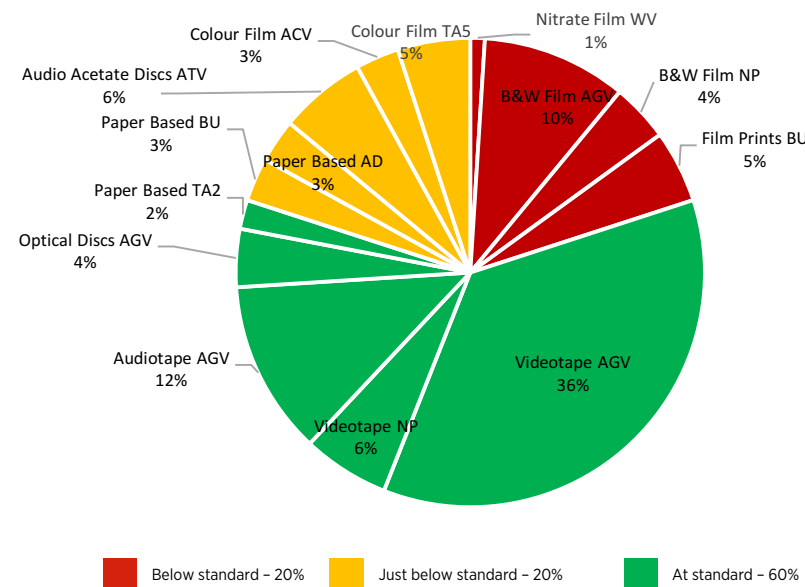
KPI 4: Revenue from non-government sources (\$) YTD



KPI 7: Employee engagement 2016/17 (%)



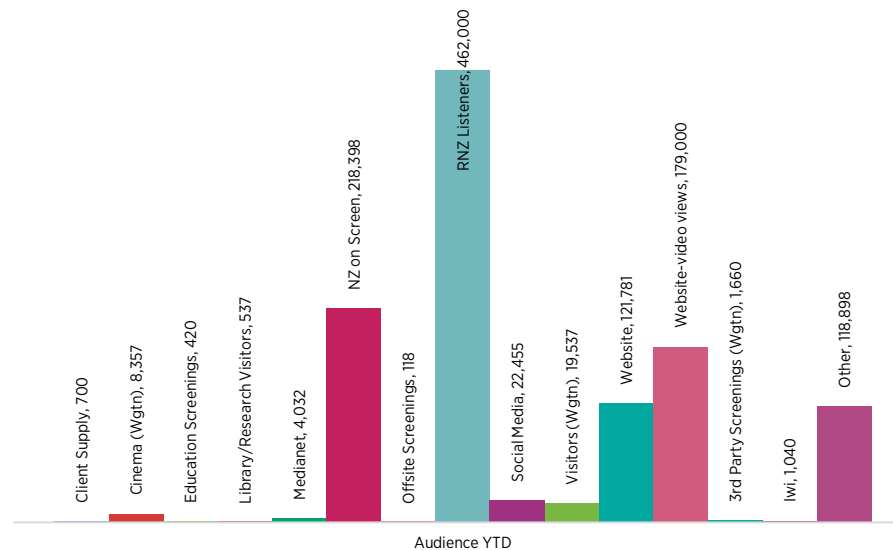
KPI 2: Collection housed in best practice conditions (%)



Media Type	Ideal Conditions
Film - B&W, Colour Nitrate	2 - 4 °C 30 - 50% RH
Magnetic Tape - Video & Audio	11 - 17 °C 30 - 50% RH
Audio Discs - Lacquer, Acetate, Vinyl	18 - 20 °C 30 - 50% RH
Photographic Negatives - B&W, Colour	2 - 4 °C 20 - 30% RH
Photographic Prints	2 - 4 °C 20 - 30% RH
Optical Discs	12 - 18 °C 40% RH
Paper Based Documentation	13 - 18 °C 40 - 50% RH

Abbr.	Location	Current Conditions
ACV	Avalon Cold Vault	7 - 8 °C 22% RH
ADV	Avalon Documentation Vault	18 °C
AGV	Avalon General Vault	15 °C 24 - 26% RH
ATV	Avalon Temporary Vault	18 °C
BU	Buckle St Vault	40% RH
NP	Northpoint Vault	15 °C 40%RH
TA2	Te Anakura Documentation	18 °C 40%RH
TA5	Te Anakura Cold Vault	5 °C 40%RH
WV	Whitireia Nitrate Vault	15 °C 40%RH

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



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

Measure	Q1	Q2	Q3	Q4	YTD Total	Annual Target
Meet with iwi/Māori organisations to discuss possible relationship arrangements	3	4			7	5
Iwi/Māori screenings delivered	5	6			11	3
Iwi/Māori exhibitions online	1	0			1	3
Iwi/Māori internships completed	0	0			0	3

Highlights

At the request of Uenuku Charitable Trust we travelled to Raetihi to screen material relating to Wainuiārua (Central Whanganui River) and were taken on a tour of their areas of importance on the Whanganui River. We also met with researchers from Raukawa and had a second hui with Moriori regarding Treaty settlement.

Screenings were held for:

- Ngāti Ranginui, Tauranga Moana;
- Navajo - Ute delegation (hosted at Te Anakura)
- National Weavers Hui, Rotorua
- Tūhono hono i Ngā Taonga ā-Iwi, Kaitiaki
- Uenuku Trust Screening, Raetihi
- Te Kōhanga Reo National Trust Expo, Kirikiriroa

Notable requests for collection items in this quarter include: Te Whakaminenga o Kāpiti [Te Āti Awa ki Whakarongotai, Ngāti Raukawa ki Te Tonga and Ngāti Toa Rangatira] - joint project with Kāpiti Coast District Council on the history of Te Tiriti in the region, for travelling exhibition to be launched on Waitangi Day 2018 and Māori Education Trust: research and supply of audio on the Trust's history for use on their new website.