



info@rightway.co.nz
0800 555 024

GREYTOWN DISTRICT TRUST LANDS

SPOTLIGHT REPORT - FEBRUARY 2019

Prepared 12 March 2019



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Highlights

1. Capital Expenditure & Debt planning

Spotlight Forecasting Analysis

April-Feb YTD 2019 performance:

- Gross Profit, ahead of budget forecast (\$28.5k)
- OPEX - no notable spend, within budget range. Yet to utilise majority of the health & safety and new development budget for the YTD.
- GRANTS - No Grants paid/committed in Feb.
- YTD profit is \$336.1k (net of Grants), \$209k ahead of budget (but with deferred spend likely on R&M and Health & Safety/New Development, and \$25.2k on Grants). Assuming this deferred spend occurred prior to 31 March 2019 the original budget forecast is on 'Target'. There may be some savings in unclaimed education and community grants. It seems unlikely we will use all the Health and Safety budget this year.

The 2018/19 Budget is complete and will be presented for adoption at the next board meeting.

Position / Debt Analysis

- The WBS debt was repaid in 'July 2018'.
- The remaining **\$52k** planned for debt repayment (out of 2018/19 budget), can now be set aside for the 'New Development fund'.
- \$750k now on Term Deposit - interest calculated and paid at maturity (Jan 19 \$9.3k) - has been reinvested.
- \$56k cash in the bank.

Total YTD Capex

HIGHLIGHTS

- Apr: \$1.4k - New office Desktop computer.
- May: \$2.8k - Stihl Shop Gates, \$695 - Alarm System 64 Main St.
- June: \$28k - Downer Heat Pumps.
- July: \$1.3k Downer Alarms + \$8k on Arbour place (Pump station and Subdivision).
- August: \$11.5k Planting & Consents on Arbour place
- September: \$3.2k box finish footpath Arbour place.
- October/November \$1.2k Carpet tiles at 124 Main St +\$2k cleanup Arbor Pl.
- December \$1.2k Light Switches 124 Main St, \$91k Subdivision costs at Arbor Pl.
- January \$2.4k Chorus Spend.
- February \$3k Linz/Survey, \$2.4k refund from Chorus.

The spend on Arbour Place;

August = \$5.3k Boundary Planting, \$2.3k Subdivision costs, \$3.9k Street Lighting

September = \$3.2k Box Footpath

November = \$2k cleanup.

December = \$91k Subdivision.

January = \$2.4k

February = \$0.6k (net of refund)

Properties

No change from last month.

- We have now included a provision in the madate analysis for sale of all three Lots at Arbor Place net \$499k.
- \$750k is now on term deposit.

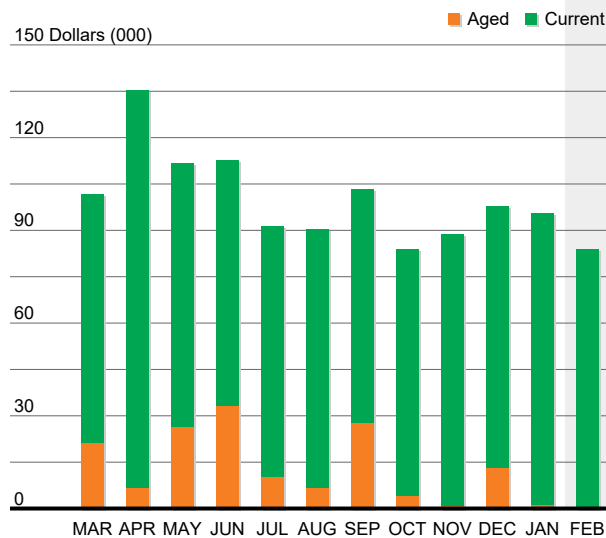


	YTD	Actual vs Orig Budget			Projections Analysis			
	Actual	Budget	Variance	Variance %	18/19 Proj	Orig Budget	Variance	Variance %
Interest Income	9,381	0	9,381	0.0%	9,381	0	9,381	0.0%
Recoveries	101,030	108,031	-7,001	-6.5%	101,481	108,482	-7,001	-6.5%
Rents	852,835	849,403	3,432	0.4%	929,371	925,939	3,432	0.4%
Total Revenue	963,246	957,434	5,812	0.6%	1,040,233	1,034,421	5,812	0.6%
Total Cost of Sales	158,324	190,469	-32,145	-16.9%	169,325	201,470	-32,145	-16.0%
Gross Profit	804,922	766,965	37,957	4.9%	870,908	832,951	37,957	4.6%
GP%	83.6%	80.1%			83.7%	80.5%		
ADMIN	191,883	202,786	-10,903	-5.4%	235,052	245,955	-10,903	-4.4%
GRANTS	252,230	277,468	-25,238	-9.1%	325,640	350,878	-25,238	-7.2%
OPEX	20,962	71,132	-50,170	-70.5%	40,179	90,349	-50,170	-55.5%
Total OPEX	465,075	551,386	-86,311	-15.7%	600,871	687,182	-86,311	-12.6%
Operating Profit	339,847	215,579	124,268	57.6%	270,037	145,769	124,268	85.2%
EBITDA	339,847	215,579	124,268	57.6%	270,037	145,769	124,268	85.2%
EBITDA%	35.3%	22.5%			26.0%	14.1%		
Depreciation	2,244	2,365	-121	-5.1%	2,459	2,580	-121	-4.7%
EBIT	337,603	213,214	124,389	58.3%	267,578	143,189	124,389	86.9%
Interest	1,460	3,929	-2,469	-62.8%	1,592	4,061	-2,469	-60.8%
EBT	336,143	209,285	126,858	60.6%	265,986	139,128	126,858	91.2%

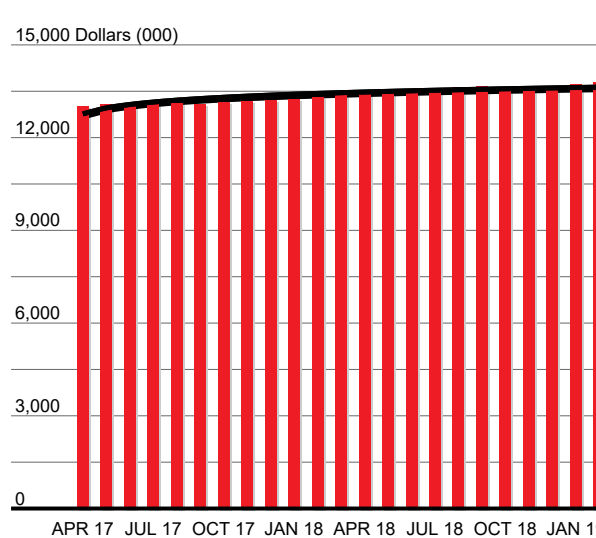
Accounts Receivable	
Bank Accounts	
Dev WIP	
Other Current Assets	
Total Current Assets	
Term Assets	
Total Assets	
Accounts Payable	
Other Current Liabilities	
Total Current Liabilities	
Term Liabilities	
Total Liabilities	
Equity	

Now	Monitors	
As at Feb 1	CAPEX Monitor	YTD
83,841	Improvements to Investment Pro	48,542
124,707	Office Furniture & Equipment	3,362
133,314	Freehold Land	-226,500
750,301	Buildings	-532,573
1,092,163	Total CAPEX	-707,169
12,750,634	Debt Monitor As at Feb 19	
13,842,797	Taxes	18,761
3,527	Accounts Payable	3,527
49,934	Term Loans	10
53,461	Other	32,089
926	Total Debt	54,387
54,387		
13,788,410		

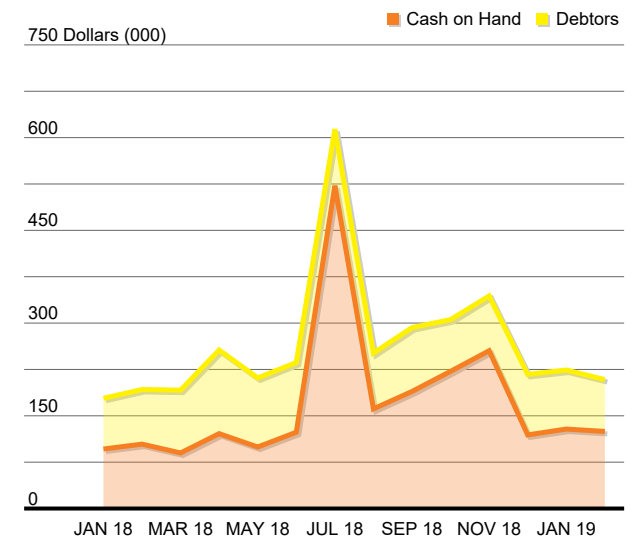
RECEIVABLES



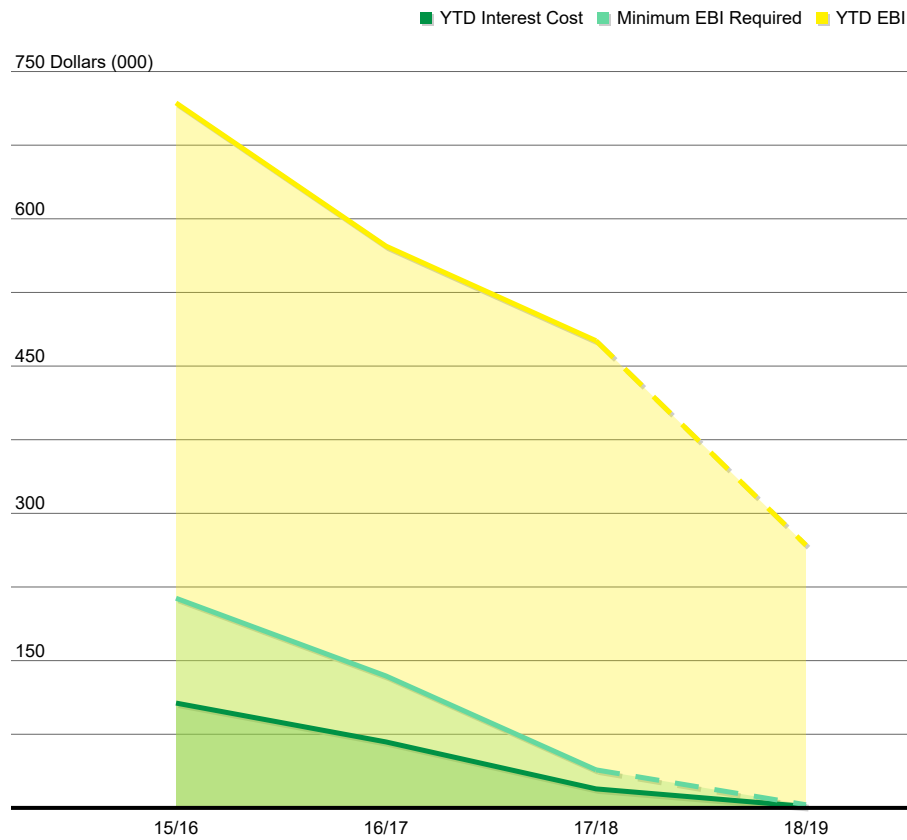
EQUITY TREND



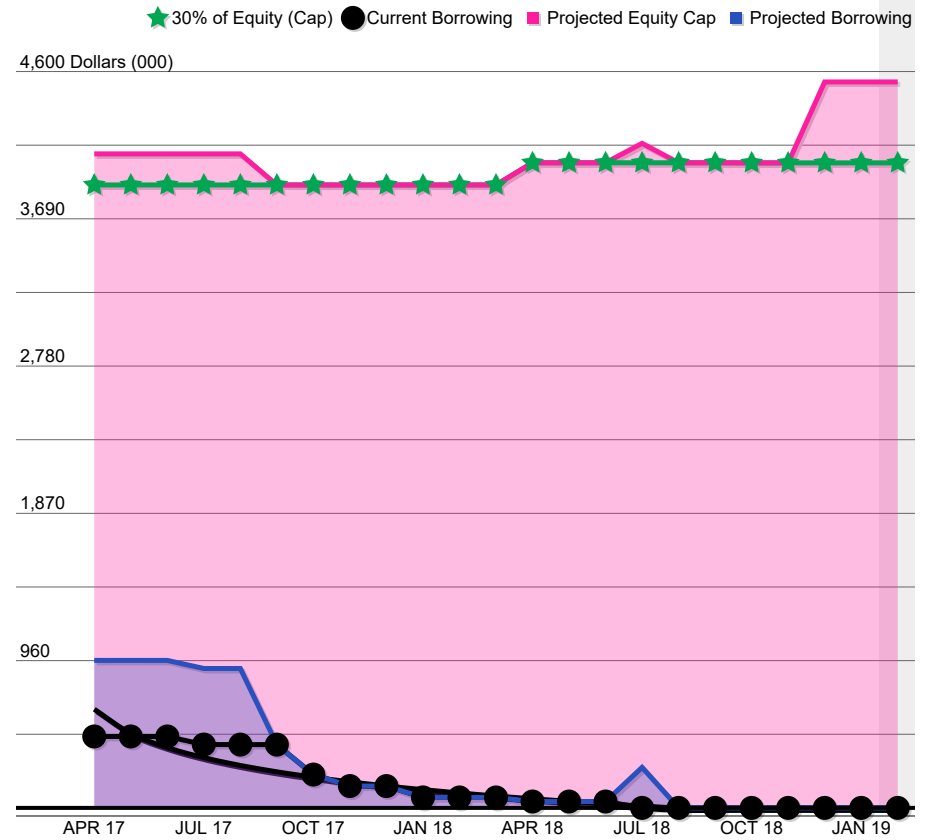
LIQUIDITY - (Cash + Debtors)



EBI > Interest Cost x2



Borrowing < 30% of Equity



Mandated Compliance

Compliance with Minister mandated borrowing restrictions	
1. EBI > interest cost x 2	
YTD interest	1,460
Minimum EBI cover required (YTD interest x 2)	2,920
YTD EBI	337,601
2. Borrowing < 30% of equity	
Cap based on equity	4,136,523
Current level of drawdown from WBS	10
<i>The Trust is therefore fully compliant with both its borrowing restrictions.</i>	
Projected available borrowing allocation up to cap	
Cap based on equity	4,136,523
Projected Borrowing Cap	4,136,523
Less	
Current level of drawdown from WBS	(10)
Projected additional drawdown:	
Sale of Lot 25 \$375 less costs	355,000
Sale of smaller lots \$85k & \$65k	144,000
Total Gain	499,000
Projected repayment Debt:	
	0
Total Debt Repaid	0
Projected available borrowing allocation up to cap	4,635,513
Land Reserve Balance - per Policy	1,480,734