



info@rightway.co.nz  
0800 555 024

# GREYTOWN DISTRICT TRUST LANDS

SPOTLIGHT REPORT - MARCH 2019

Prepared 10 April 2019



# CONTENTS

Executive Summary.....	3
Profit & Loss .....	5
Balance Sheet Analysis.....	6
Mandated Compliance - Charts.....	8
Mandated Compliance - Summary.....	9

## Highlights

### 1. Capital Expenditure & Debt planning

#### Spotlight Forecasting Analysis

Closing position for 31 March 2019 performance (Pre year end adjustments):

- Gross Profit, ahead of budget forecast (\$34.1k)
- OPEX - no notable spend, within budget range. Savings made on the health & safety and new development budget for the YTD.
- GRANTS - Savings on Community (\$10k), and Education (\$50k).
- YTD profit is \$325k (net of Grants), \$186k ahead of budget.

The 2018/19 Financial Performance report is now underway. The initial audit meeting has taken place to plan the process, and any adjustments that need to be considered.

#### Position / Debt Analysis

- The WBS debt was repaid in 'July 2018'.
- \$750k now on Term Deposit - interest calculated and paid at maturity (Jan 19 \$9.3k) - has been reinvested.
- \$65k cash in the bank.
- \$60k total working capital cover (which means cash plus debtors is \$60k greater than our GST/creditors/grants obligation/holiday pay liabilities owing).

#### 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 PI.
- December \$1.2k Light Switches 124 Main St, \$91k Subdivision costs at Arbor PI.
- January \$2.4k Chorus Spend.
- February \$3k Linz/Survey, \$2.4k refund from Chorus.
- March \$3.1k Arbor PI subdivision and excavator.

*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)*

March = \$3.1k

**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.

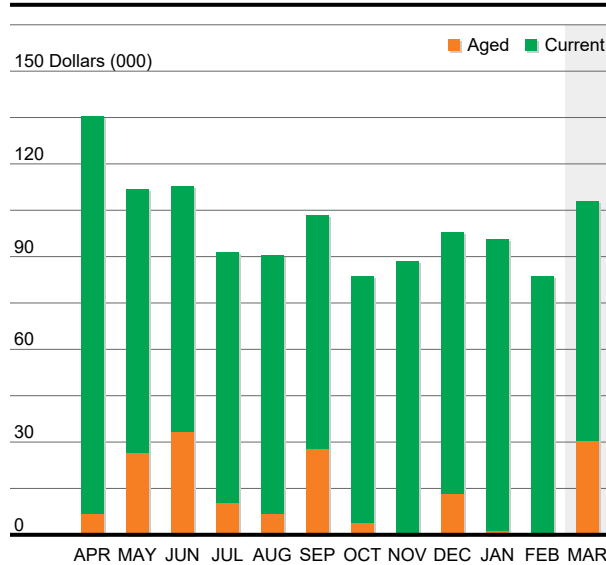


	YTD	Actual vs Orig Budget			Projections Analysis			
	Actual	Budget	Variance	Variance %	18/19 Proj	Orig Budget	Variance	Variance %
Interest Income	9,381	0	9,381	0.0%	9,381	0	9,381	0.0%
Recoveries	101,344	108,482	-7,138	-6.6%	101,344	108,482	-7,138	-6.6%
Rents	929,916	925,939	3,977	0.4%	929,916	925,939	3,977	0.4%
<b>Total Revenue</b>	<b>1,040,641</b>	<b>1,034,421</b>	<b>6,220</b>	<b>0.6%</b>	<b>1,040,641</b>	<b>1,034,421</b>	<b>6,220</b>	<b>0.6%</b>
<b>Total Cost of Sales</b>	<b>164,149</b>	<b>201,470</b>	<b>-37,321</b>	<b>-18.5%</b>	<b>164,149</b>	<b>201,470</b>	<b>-37,321</b>	<b>-18.5%</b>
<b>Gross Profit</b>	<b>876,492</b>	<b>832,951</b>	<b>43,541</b>	<b>5.2%</b>	<b>876,492</b>	<b>832,951</b>	<b>43,541</b>	<b>5.2%</b>
GP%	84.2%	80.5%			84.2%	80.5%		
ADMIN	233,809	245,955	-12,146	-4.9%	233,809	245,955	-12,146	-4.9%
GRANTS	290,479	350,878	-60,399	-17.2%	290,479	350,878	-60,399	-17.2%
OPEX	22,534	90,349	-67,815	-75.1%	22,534	90,349	-67,815	-75.1%
<b>Total OPEX</b>	<b>546,822</b>	<b>687,182</b>	<b>-140,360</b>	<b>-20.4%</b>	<b>546,822</b>	<b>687,182</b>	<b>-140,360</b>	<b>-20.4%</b>
<b>Operating Profit</b>	<b>329,670</b>	<b>145,769</b>	<b>183,901</b>	<b>126.2%</b>	<b>329,670</b>	<b>145,769</b>	<b>183,901</b>	<b>126.2%</b>
<b>EBITDA</b>	<b>329,670</b>	<b>145,769</b>	<b>183,901</b>	<b>126.2%</b>	<b>329,670</b>	<b>145,769</b>	<b>183,901</b>	<b>126.2%</b>
EBITDA%	31.7%	14.1%			31.7%	14.1%		
Depreciation	2,696	2,580	116	4.5%	2,696	2,580	116	4.5%
<b>EBIT</b>	<b>326,974</b>	<b>143,189</b>	<b>183,785</b>	<b>128.4%</b>	<b>326,974</b>	<b>143,189</b>	<b>183,785</b>	<b>128.4%</b>
Interest	1,460	4,061	-2,601	-64.0%	1,460	4,061	-2,601	-64.0%
<b>EBT</b>	<b>325,514</b>	<b>139,128</b>	<b>186,386</b>	<b>134.0%</b>	<b>325,514</b>	<b>139,128</b>	<b>186,386</b>	<b>134.0%</b>

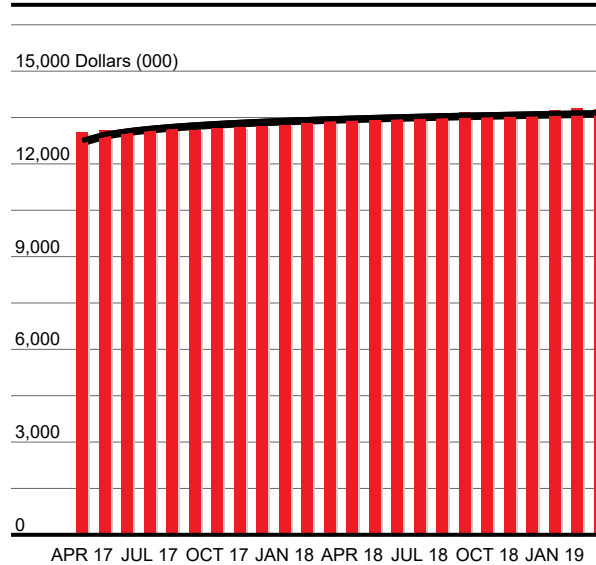
Accounts Receivable	
Bank Accounts	
Dev WIP	
Other Current Assets	
<b>Total Current Assets</b>	
Term Assets	
<b>Total Assets</b>	
Accounts Payable	
Grants Committed Not yet paid	
Other Current Liabilities	
<b>Total Current Liabilities</b>	
Term Liabilities	
<b>Total Liabilities</b>	
<b>Equity</b>	

Now	Monitors	
As at Mar 1	CAPEX Monitor	YTD
107,860	Improvements to Investment Pro	48,542
130,782	Office Furniture & Equipment	3,362
137,784	Freehold Land	-226,500
750,301	Buildings	-532,573
<b>1,126,727</b>	<b>Total CAPEX</b>	<b>-707,169</b>
12,750,182	<b>Debt Monitor</b> As at Mar 19	
<b>13,876,909</b>	Taxes	29,522
15,405	Accounts Payable	16,405
1,000	Term Loans	10
81,841	Other	53,189
<b>98,246</b>	<b>Total Debt</b>	<b>99,126</b>
880		
<b>99,126</b>		
<b>13,777,783</b>		

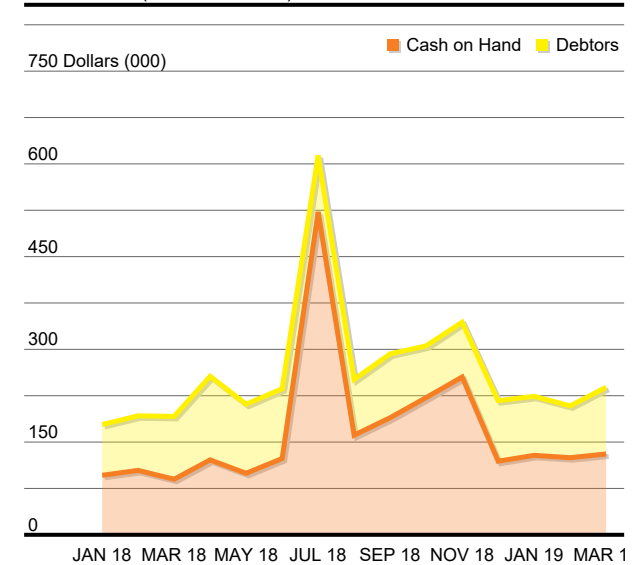
RECEIVABLES



EQUITY TREND



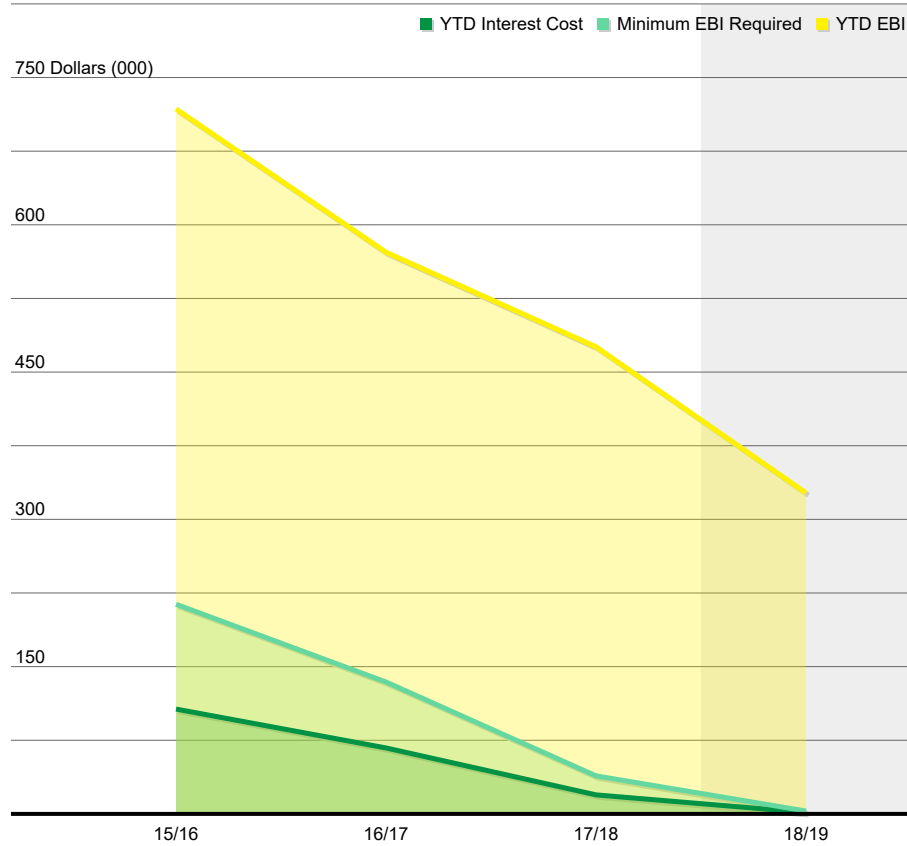
LIQUIDITY - (Cash + Debtors)



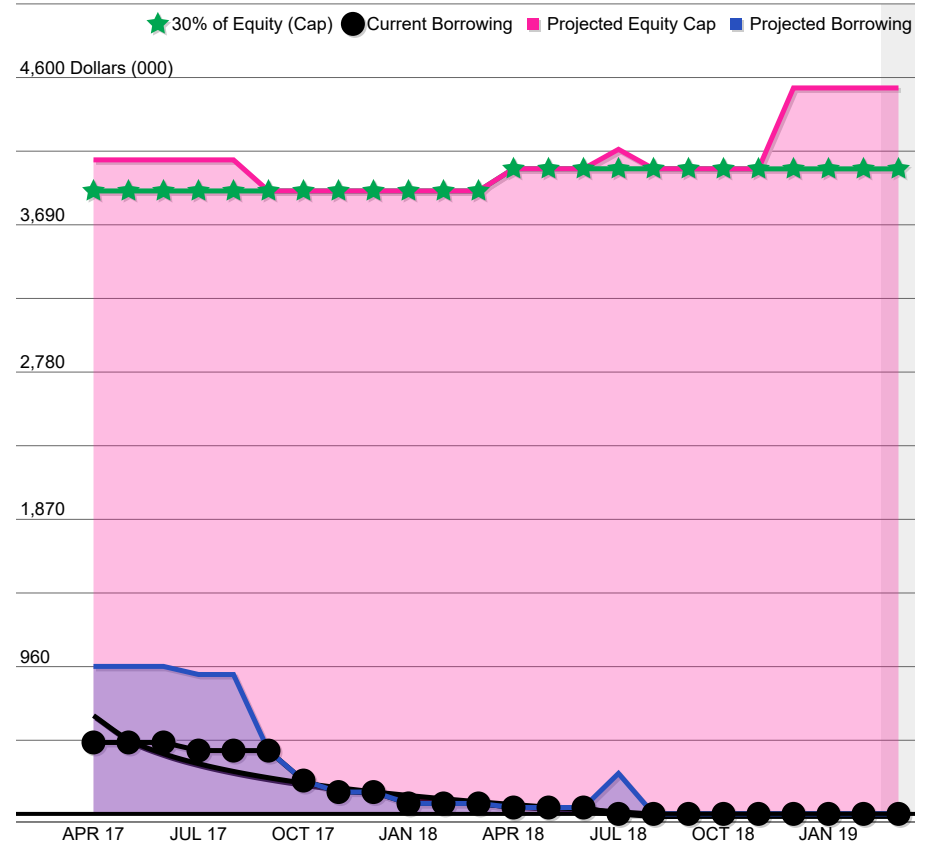
We have compiled these management reports based on information provided which has not been subject to an audit or review engagement. Accordingly, we do not accept any responsibility for the reliability, accuracy or completeness of the compiled financial information contained in the management reports. Nor do we accept any liability of any kind whatsoever, including liability by reason of negligence, to any person for losses incurred as a result of placing reliance on these management reports.



**EBI > Interest Cost x2**



**Borrowing < 30% of Equity**





## Mandated Compliance

<b>Compliance with Minister mandated borrowing restrictions</b>	
<b>1. EBI &gt; interest cost x 2</b>	
YTD interest	1,461
Minimum EBI cover required (YTD interest x 2)	2,922
YTD EBI	326,974
<b>2. Borrowing &lt; 30% of equity</b>	
Cap based on equity	4,133,335
Current level of drawdown from WBS	10
<i>The Trust is therefore fully compliant with both its borrowing restrictions.</i>	
<b>Projected available borrowing allocation up to cap</b>	
Cap based on equity	4,133,335
<b>Projected Borrowing Cap</b>	<b>4,133,335</b>
<b>Less</b>	
Current level of drawdown from WBS	(10)
Projected additional drawdown:	
<i>Sale of Lot 25 \$375 less costs</i>	355,000
<i>Sale of smaller lots \$85k &amp; \$65k</i>	144,000
<b>Total Gain</b>	<b>499,000</b>
Projected repayment Debt:	
	0
<b>Total Debt Repaid</b>	<b>0</b>
<b>Projected available borrowing allocation up to cap</b>	<b>4,632,324</b>
<b>Land Reserve Balance - per Policy</b>	<b>1,480,734</b>