



Greytown District Trust Lands

SPOTLIGHT REPORT - June 2021

Prepared 13 July 2021

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YTD Analysis

The below Exec Summary from Xero is a highlevel view of the three months YTD vs Budget in the 2021/22 financial year.

SUMMARY	Apr-Jun 2021	YTD Budget	Variance
Sales			
Rental			
Commercial Buildings	178,707	178,285	422
Commercial Sections	28,902	28,230	672
Total Rental	207,609	206,515	1,094
Recoveries	13,139	25,536	(12,397)
Total Sales	220,748	232,051	(11,303)
Cost of Sales	(62,761)	(72,937)	10,176
Gross Profit	157,987	159,114	(1,127)
Other Income	4,007	2,108	1,899
Operating Expenses	58,624	78,929	(20,305)
Net Operating Profit (Pre Grants)	103,370	82,293	21,077
Grants	47,250	47,751	(501)
Net Profit (Loss)	56,120	34,542	21,578

Balance Sheet Analysis:

Cash & Working Capital

Cash: \$11k in the bank and \$3.046 mill on deposit with BNZ. Liquid current assets less current liabilities = \$31k of working capital cover (including cash in the bank).

Leave liability

Helga = Annual Leave 44.86 hrs (\$2.24k), Sick Leave = 21.2 days.

CAPEX

April 2021: \$225 - 124 Main St (Roller Blinds)

May 2021: Nil

June 2021: Nil

Executive analysis

June 2021 & YTD

Trading Income is slightly above above budget for June but \$11.3k down on the YTD 2022. Interest income on expiry of 90 day BNZ term deposit recognised ahead of budget plan \$1.7k, reinvested for 60 days). Recoveries revenue is the main reason for the gap, which will be caught up in July with the recovery of Insurances.

Gross profit is above budget by \$1.2k in June (behind \$1.1k on the YTD). R&M spend (\$1.1k) in June, below budget on YTD (savings of \$2.5k). [Note: Insurance invoice to be added in July with additional revenue recovery to offset].

Opex is overall under budget \$9k in June (\$20.3k on the YTD). [Primarily from savings on H&S (\$9.8k), New Dev Investigation (\$2.5k), Legal (\$2.7k), Trust Mgmt (\$3.4k)]. [Worth noting that Trust mgmt includes the buyout \$5.7k of contract].

Grants

June Grants \$11.2k for Sports & Leisure. For the YTD currently in line with Budget (but please note that the timing doesnt show the savings of \$11.2k from Sports & Leisure Grants - which will correct itself again in July).

Net Profit

June \$33.1k profit. The YTD Result is a \$56.1k profit after Grants (against Budget of \$34k). Savings on Opex as noted above are the primary difference.

PROPERTY ANALYSIS

	PROPERTY ANALYSIS (CONTRIBUTIONS)					
	Capex Renewal Plan	Earnings retained	Total Fund	Interest	Sale/purchase of property	Term deposit & Savings
Target	168,000	172,000	340,000	52,844	- 1,000,000	3,009,905
Per Month	14,000	14,333	28,333			
June 2021 Target	42,000	43,000	85,000			
Actual Spend	- 225	-	225			
Forecast Spend (Capex Plan)	6,667					
Adjusted Target	41,775	43,000	84,775			
Banked end of June 2021	-	35,000	35,000	1,882	-	3,046,787
Ahead of Target / (behind)	(41,775)	(8,000)	(49,775)			
Forecast Capex Spend Total	168,000					
Remaining	-	(137,000)	(137,000)	(50,962)	1,000,000	812,038
Months left	9	9	9			
Avg required per month	-	15,222	15,222			
FORECAST CASH DEPOSIT (ORIGINAL)						2,234,749

SUMMARY

Explanations

The table is an analysis of property investment: Renewal is represented by the Capex Plan. This is to illustrate the progress for putting aside the cash, and also the forecast planned outcomes (and how this impacts the term deposit growth). For the Year ending term deposit forecast - have assumed net \$1mill used out of reserves for the purchase of a \$2mill property in 2021/22 year.

Activity:

\$2.041 Mill on Term Deposit with BNZ (60 days renewal Aug 2021).
\$1.005 Mill in the Deposit account with BNZ.

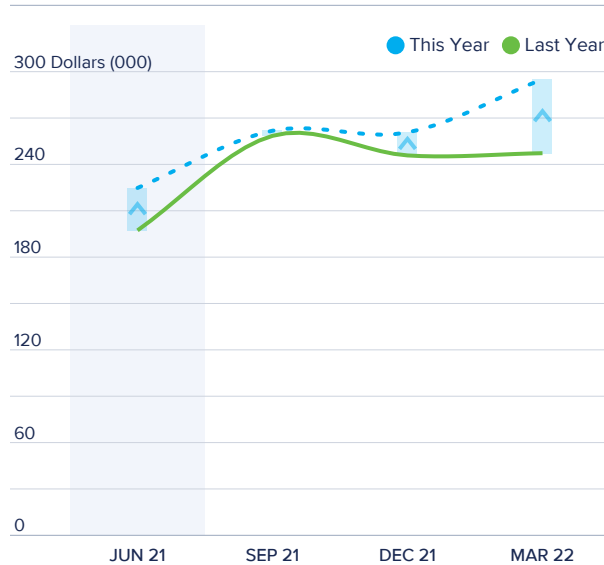
Total Property analysis: Overall Target of \$340k (\$168k on Capex Spend excluding R&M).

\$35k transfer made in June 2021 into Desposit account.

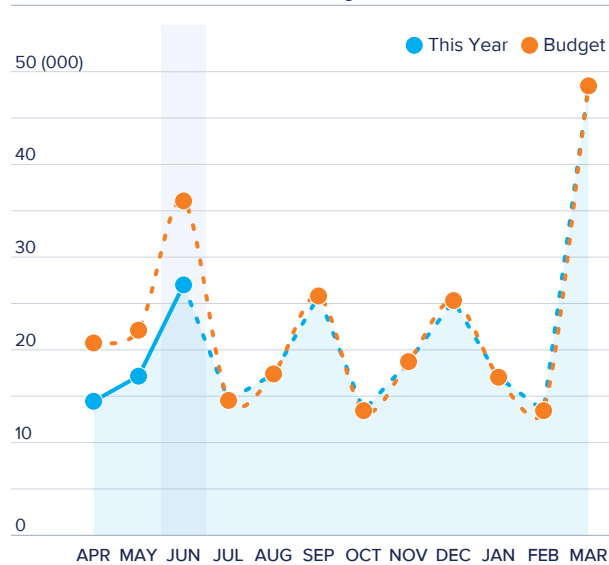
[Note: Forecast Capex Spend of \$168k planned to be spent per that specific monthly plan. Nothing spent to date, but to keep ahead of cashflow (if linear) would have \$41.7k set aside].

	YTD	Actual vs Orig Budget		Current Month vs Orig Budget				Projections Analysis		
	Actual	Budget	Variance	Actual	Budget	Variance	Variance %	21/22 Proj	Orig Budge	Variance
Revenue										
Commercial Buildings	178,706	178,285	421	59,576	59,509	67	0.1%	760,903	760,482	421
Commercial Sections	28,901	28,230	671	9,881	9,410	471	5.0%	151,094	150,423	671
Recovery Revenue	13,140	25,536	-12,396	3,803	3,386	417	12.3%	89,288	101,684	-12,396
Interest Income	4,007	2,108	1,899	2,509	705	1,804	255.9%	41,121	39,222	1,899
Total Revenue	224,754	234,159	-9,405	75,769	73,010	2,759	3.8%	1,042,406	1,051,811	-9,405
Cost of Sales	62,763	72,937	-10,174	4,333	4,676	-343	-7.3%	154,718	164,892	-10,174
Gross Profit	161,991	161,222	769	71,436	68,334	3,102	4.5%	887,688	886,919	769
GP%	72.1%	68.9%		94.3%	93.6%		0.7%	85.2%	84.3%	
OPEX										
Operating Expenditure	4,229	19,110	-14,881	888	15,244	-14,356	-94.2%	35,810	50,691	-14,881
Administration Expenditure	54,395	59,819	-5,424	26,117	20,817	5,300	25.5%	217,026	222,450	-5,424
Net Profit Before Grants	103,367	82,293	21,074	44,431	32,273	12,158	37.7%	634,852	613,778	21,074
Grants	47,250	47,751	-501	11,250	167	11,083	6,636.5%	257,630	258,131	-501
Net Profit After Grants	56,117	34,542	21,575	33,181	32,106	1,075	3.3%	377,222	355,647	21,575

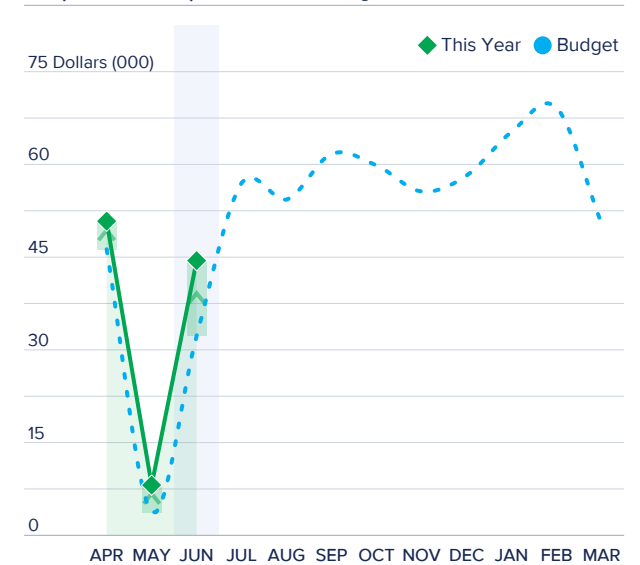
REVENUE - This Year vs. Last Year



OPEX + GRANTS - This Year vs. Budget

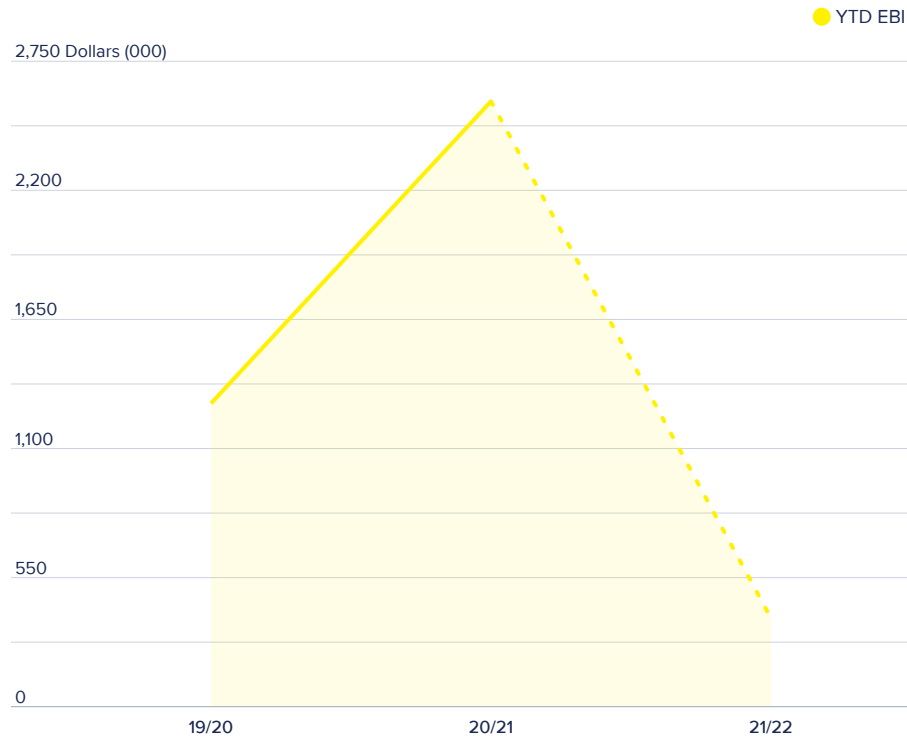


NP (After Grants) - This Year vs. Budget



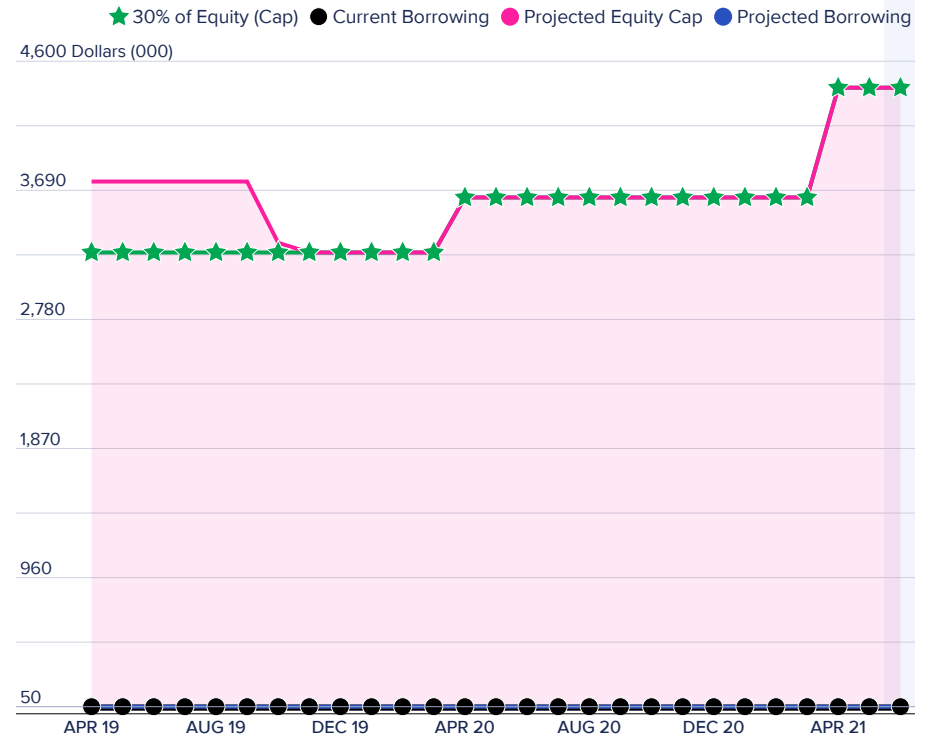
	Now	Actual vs Last Year to Date			Monitors	
	As at Jun 21	Last Year	Variance	Variance %	CAPEX Monitor	YTD
Accounts Receivable	142,144	86,127	56,017	65.0%	Fixed Assets	120
Bank - Cheque	11,025	75,314	-64,289	-85.4%	Total CAPEX	225
Bank - Trust Funds	66,542	66,542	0	0.0%		
Bank Investments	3,046,787	2,234,604	812,183	36.3%	Debt Monitor	As at Jun 21
Deposits Receivable	6,598	0	6,598	0.0%	Accounts Payable	31,214
Dev WIP	-3	-3	0	0.0%	Taxes	13,070
Total Current Assets	3,273,093	2,462,584	810,509	32.9%	Other	77,975
Fixed Assets	14,861,782	13,037,225	1,824,557	14.0%	Total Debt	122,259
Loan - Asset	155,000	155,000	0	0.0%		
Total Assets	18,289,875	15,654,809	2,635,066	16.8%		
Accrued Annual Leave	2,249	7,146	-4,897	-68.5%		
Accrued Expenses	0	981	-981	-100.0%		
Creditors	30,454	9,790	20,664	211.1%		
Grants Committed Not yet paid	760	22,300	-21,540	-96.6%		
GST	13,070	27,888	-14,818	-53.1%		
Income in Advance	0	10,000	-10,000	-100.0%		
Less Allowance for Doubtful Debts	29,239	0	29,239	0.0%		
Rent & Property Costs Prepaid	46,487	23,716	22,771	96.0%		
Total Current Liabilities	122,259	101,821	20,438	20.1%		
Spark - Phone Purchase 24 Instalments	0	183	-183	-100.0%		
Total Liabilities	122,259	102,004	20,255	19.9%		
Equity	18,167,616	15,552,805	2,614,811	16.8%		

EBI > Interest Cost x2



Test: EBI > interest cost x 2
 EBI = \$ 56,120, Interest cost = \$nil

Borrowing < 30% of Equity



Borrowing Cap = \$4,430,285 [Equity of \$14,767,617]
 Adjusted to remove impact of revalued Community Land (to lower the borrowing capacity).
 Land Reserve Balance - per Policy is \$2,459,967