



Greytown District Trust Lands

SPOTLIGHT REPORT - December 2021

Prepared 18 January 2022

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YTD Analysis

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

SUMMARY	Apr-Dec 2021	YTD Budget	Variance
Sales			
Rental			
Commercial Buildings	531,711	549,702	(17,991)
Commercial Sections	87,899	87,287	612
Total Rental	619,610	636,989	(17,379)
Recoveries	83,870	76,428	7,442
Total Sales	703,480	713,417	(9,937)
Cost of Sales	(117,883)	(130,596)	12,714
Gross Profit	585,597	582,821	2,776
Other Income	9,504	6,386	3,118
Operating Expenses	137,699	200,701	(63,002)
Net Operating Profit (Pre Grants)	457,403	388,506	68,897
Grants	213,566	215,830	(2,264)
Net Profit (Loss)	243,837	172,676	71,161

Balance Sheet Analysis:

Cash & Working Capital

\$42.7k in the bank and \$4mill moved to the investment fund, \$300k on deposit with BNZ. (\$67k withdrawn for deposit East St, \$28k transferred into the deposit fund for property plan).

Liquid current assets less current liabilities = \$60.3k of working capital cover (including cash in the bank).

Leave liability

Helga = Annual Leave 65.86hrs (\$2.43k), Sick Leave = 31.2 days.

CAPEX

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

May 2021 - November 2021: Nil

December 2021:\$1k 124 Main St (Carpet tiles)

Executive analysis

DECEMBER 2021 & YTD

Trading Income Below budget for December and \$9.9k down on the YTD 2022. We had originally forecast a new property purchase with rent kicking in from December which accounts for the December gap. [Note we have reflected the discussed changes on Rent remissions so Budget is now based on original Rugby club lease level].

-Covid relief accounts for the YTD rental shortfall.

-Recoveries revenue is also out from budget (some annualised, some spread over 12 months).

Gross profit Below budget by \$5.3k in December (ahead of target by \$2.7k for the YTD). [Note post budget changes to Revenue made].

-Savings derived from Legal, Repairs & Maintenance, Valuation fees have been overcome by reduced revenue and timing of recoveries.

Opex Overall under budget \$9.6k in December (\$63k on the YTD). [Primarily from savings on Health & Safety (\$9.8K), New Dev Investigation (\$7.5k), Prop Advisor Fees (\$6.8k) Legal (\$16.2k), Trust Mgmt (\$17.6k)].

Grants Rent remission grants recorded in December (as per the YTD budget) - Note 3 months recorded as paid in advance as relate to Apr-Jun 2022.

The only unallocated Grants are the Hardship grant of \$1.5k YTD.

Net Profit December \$32.4k profit (above Target). The YTD Result is a \$243.8k profit after Grants (against Budget of \$172.6k).

-Savings on Opex as noted above are the primary reason for this positive difference. Would expect a number of budget savings to be just timing issues and will potentially still be carried out at a later point in the year.

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			
Dec 2021 Target	126,000	129,000	255,000			
Actual Spend	-	1,294	-	1,294		
Forecast Spend (Capex Plan)	6,667					
Adjusted Target	124,706	129,000	253,706			
Banked end of Dec 2021	111,000	114,000	225,000	3,121	1,130,000	4,368,026
Ahead of Target / (behind)	(13,706)	(15,000)	(28,706)			- 4,000,000
						Investment Fund
Forecast Capex Spend Total	168,000					
Remaining	(55,706)	(58,000)	(113,706)	(49,723)	-	(163,429)
Months left	3	3	3			
Avg required per month	18,569	19,333	37,902			
FORECAST CASH DEPOSIT (ORIGINAL)						531,455

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).

Activity:

\$4 Mill in the Investment Portfolio.

\$300k in the Deposit account.

[Temp move of \$67.5k cash for purchase of East St].

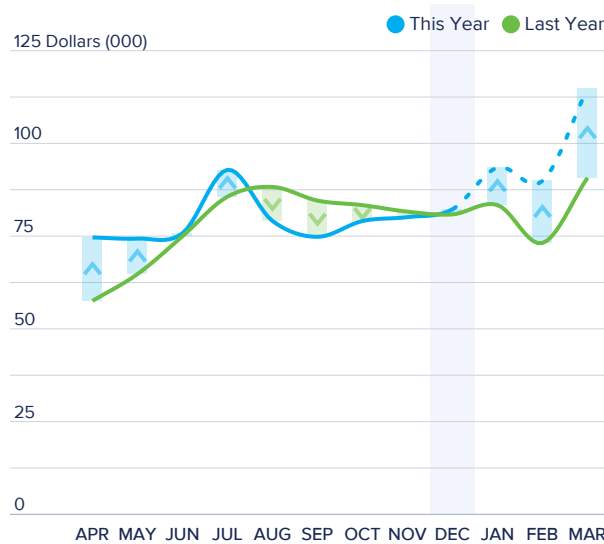
Total Property analysis: Overall Target of \$340k (\$168k on Capex Spend excluding R&M).

\$28k transfer made on 2nd Dec for the month of November 2021 - Short on the December transfer of approx \$28k.

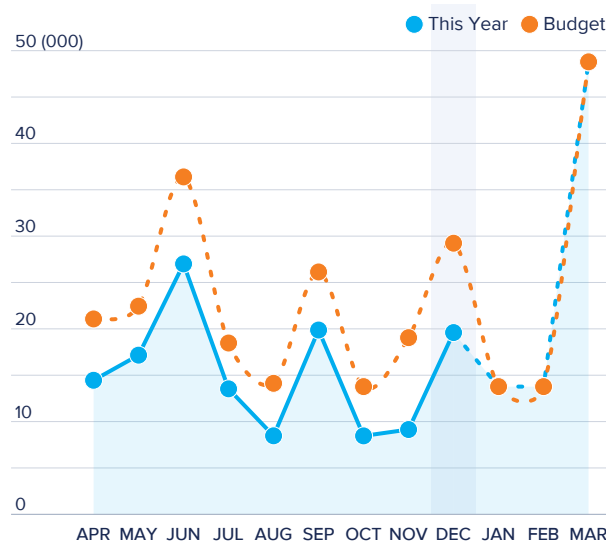
[Note: Forecast Capex Spend of \$168k planned to be spent per that specific monthly plan. Nothing spent to date, but to keep ahead of cashflow (if linear) would have \$111k set aside].

	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	531,709	549,702	-17,993	59,917	70,260	-10,343	-14.7%	742,489	760,482	-17,993
Commercial Sections	87,897	87,287	610	9,823	9,781	42	0.4%	117,240	116,630	610
Recovery Revenue	83,871	76,428	7,443	11,766	3,386	8,380	247.5%	109,127	101,684	7,443
Interest Income	9,506	6,386	3,120	723	719	4	0.6%	42,342	39,222	3,120
Total Revenue	712,983	719,803	-6,820	82,229	84,146	-1,917	-2.3%	1,011,198	1,018,018	-6,820
Cost of Sales	117,882	130,596	-12,714	7,488	4,101	3,387	82.6%	148,278	160,992	-12,714
Gross Profit	595,101	589,207	5,894	74,741	80,045	-5,304	-6.6%	862,920	857,026	5,894
GP%	83.5%	81.9%		90.9%	95.1%		-4.2%	85.3%	84.2%	
OPEX										
Operating Expenditure	14,482	36,634	-22,152	2,292	4,819	-2,527	-52.4%	32,439	54,591	-22,152
Administration Expenditure	123,212	164,067	-40,855	17,308	24,418	-7,110	-29.1%	181,595	222,450	-40,855
Net Profit Before Grants	457,407	388,506	68,901	55,141	50,808	4,333	8.5%	648,886	579,985	68,901
Grants	213,566	215,830	-2,264	22,688	22,855	-167	-0.7%	222,817	225,081	-2,264
Net Profit After Grants	243,841	172,676	71,165	32,453	27,953	4,500	16.1%	426,069	354,904	71,165

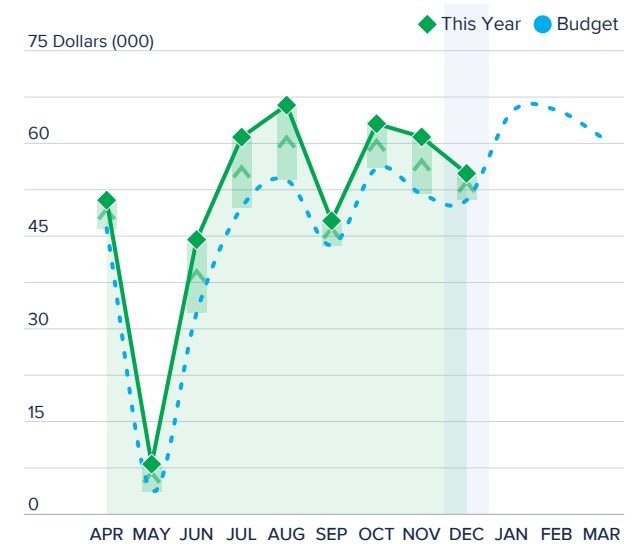
REVENUE - This Year vs. Last Year



OPEX + GRANTS - This Year vs. Budget

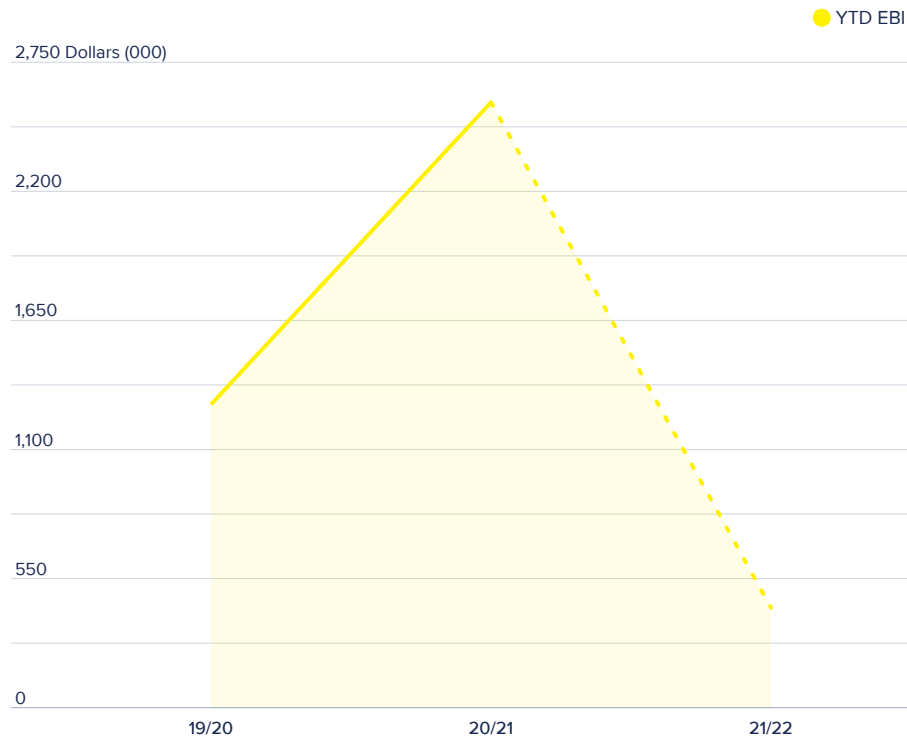


NP (After Grants) - This Year vs. Budget



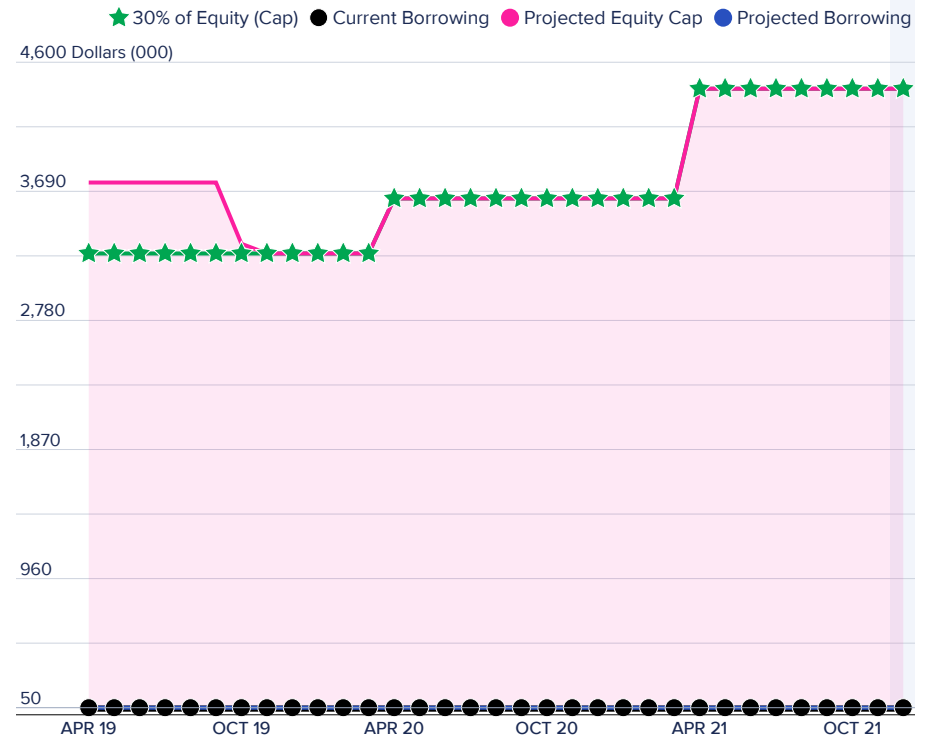
	Now	Actual vs Last Year to Date			Monitors	
	As at Dec 21	Last Year	Variance	Variance %	CAPEX Monitor	YTD
Accounts Receivable	164,016	138,885	25,131	18.1%	Fixed Assets	-1,159,513
Bank - Cheque	42,780	507,460	-464,680	-91.6%	Total CAPEX	-1,159,199
Bank - Trust Funds	66,542	66,542	0	0.0%		
Bank Investments	300,526	2,394,690	-2,094,164	-87.5%	Debt Monitor	As at Dec 21
Dev WIP	-3	-3	0	0.0%	Accounts Payable	42,764
Other Current Assets	67,500	0	67,500	0.0%	Taxes	40,595
Prepaid Grant	17,438	0	17,438	0.0%	Other	78,162
Prepayments	904	0	904	0.0%	Total Debt	161,521
Total Current Assets	659,703	3,107,574	-2,447,871	-78.8%		
Fixed Assets	13,702,149	12,593,550	1,108,599	8.8%		
Investment Portfolio	4,000,000	0	4,000,000	0.0%		
Loan - Asset	155,000	155,000	0	0.0%		
Total Assets	18,516,852	15,856,124	2,660,728	16.8%		
Accrued Annual Leave	2,436	1,013	1,423	140.5%		
Creditors	42,764	45,477	-2,713	-6.0%		
Grants Committed Not yet paid	0	17,416	-17,416	-100.0%		
GST	40,595	42,468	-1,873	-4.4%		
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	27,195	19,292	70.9%		
Total Current Liabilities	161,521	143,569	17,952	12.5%		
Total Liabilities	161,521	143,569	17,952	12.5%		
Equity	18,355,331	15,712,555	2,642,776	16.8%		

EBI > Interest Cost x2



Test: EBI > interest cost x 2
 EBI = \$243.8k. Interest cost = \$nil

Borrowing < 30% of Equity



Borrowing Cap = \$4,486mill [Equity of \$14,955 mill]
 Adjusted to remove revalued Community Land.
 Land Reserve Balance - per Policy is \$2,459,967 (Pre sale of Niven St).