



# Greytown District Trust Lands

## SPOTLIGHT REPORT - February 2022

Prepared 9 March 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.

	Apr 2021-Feb 2022	YTD Budget	Variance
<b>SUMMARY</b>			:
<b>Sales</b>			
<b>Rental</b>			
Commercial Buildings	652,087	690,222	(38,135)
Commercial Sections	107,545	106,849	696
<b>Total Rental</b>	<b>759,632</b>	<b>797,071</b>	<b>(37,439)</b>
Recoveries	100,919	98,298	2,621
<b>Total Sales</b>	<b>860,550</b>	<b>895,369</b>	<b>(34,819)</b>
Cost of Sales	(134,767)	(155,989)	21,222
<b>Gross Profit</b>	<b>725,783</b>	<b>739,380</b>	<b>(13,597)</b>
Other Income	10,962	7,832	3,130
Operating Expenses	155,409	228,245	(72,836)
<b>Net Operating Profit (Pre Grants)</b>	<b>581,337</b>	<b>518,967</b>	<b>62,370</b>
Grants	215,316	219,914	(4,598)
<b>Net Profit (Loss)</b>	<b>366,021</b>	<b>299,053</b>	<b>66,968</b>

### Balance Sheet Analysis:

#### Cash & Working Capital

\$50.7k in the bank and \$3.4mill moved to the investment fund, \$356k on deposit with BNZ. (\$675k withdrawn for purchase of East St, \$28k transferred into the deposit fund for property plan).

Liquid current assets less current liabilities = \$91.8k of working capital cover (including cash in the bank).

#### Leave liability

Helga = Annual Leave 62.09hrs (\$2.3k), Sick Leave = 31.2 days.

#### CAPEX

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

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

January - February 2022: Nil [other than East St for Sale]

## Executive analysis

### FEBRUARY 2022 & YTD

**Trading Income** Below budget for February and \$34.8k down on the YTD 2022. [Remember: We had originally forecast a new property purchase with rent kicking in from December].

[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 part of the YTD rental shortfall.

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

**Gross profit** Below budget by \$9.2k in February 22 (behind target by \$13.5k 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 \$3.2k in January 22 (\$62.3k on the YTD). [Primarily from savings on Health & Safety (\$9.8K), New Dev Investigation (\$7.5k), Prop Advisor Fees (\$7.3k) Legal (\$20.7k), Trust Mgmt (\$21.2k)].

**Grants** No grants recorded in February (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 \$1.8k YTD.

**Net Profit** February 22 \$59.4.7k profit (above Target). The YTD Result is a \$366k profit after Grants (against Budget of \$299k).

-Savings on Opex as noted above are the primary reason for this positive 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			
<b>Feb 2022 Target</b>	154,000	157,667	311,667			
Actual Spend	- 1,294	-	1,294			
Forecast Spend (Capex Plan)	6,667					
<b>Adjusted Target</b>	<b>152,706</b>	<b>157,667</b>	<b>310,373</b>			
<b>Banked end of Feb 2022</b>	123,333	157,667	281,000	3,134	1,130,000	4,424,039
Ahead of Target / (behind)	(29,373)	0	(29,373)			- 4,000,000
						Investment Fund
<b>Forecast Capex Spend Total</b>	<b>168,000</b>					
Remaining	(43,373)	(14,333)	(57,706)	(49,710)	-	(107,416)
Months left	1	1	1			
<b>Avg required per month</b>	<b>43,373</b>	<b>14,333</b>	<b>57,706</b>			
<b>FORECAST CASH DEPOSIT (ORIGINAL)</b>						<b>531,455</b>

## 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:

\$3.4 Mill in the Investment Portfolio.

\$356k in the Deposit account.

[Temp move of \$675k cash for purchase of East St].

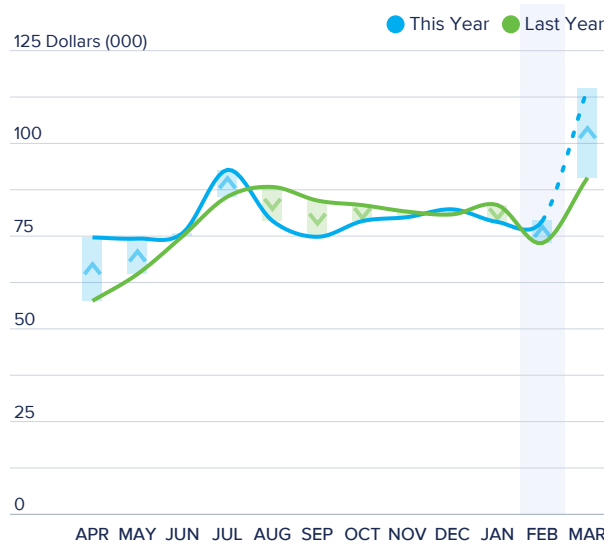
Total Property analysis: Overall Target of \$340k (\$168k on Capex Spend excluding R&M).

\$28k transfer made in Feb 22.

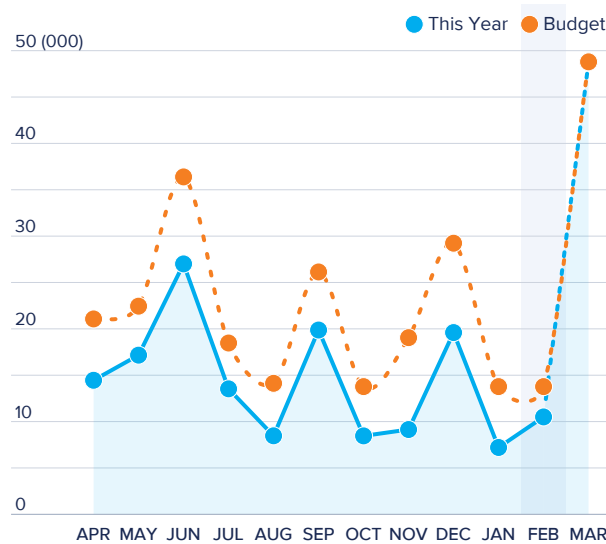
[Note: Forecast Capex Spend of \$168k planned to be spent per that specific monthly plan. Nothing spent to date, but to keep ahead of cashflow (if linear) would have \$168k set aside].

	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
<b>Revenue</b>										
Commercial Buildings	652,085	690,222	-38,137	60,209	70,260	-10,051	-14.3%	722,345	760,482	-38,137
Commercial Sections	107,543	106,849	694	9,823	9,781	42	0.4%	117,324	116,630	694
Recovery Revenue	100,364	98,298	2,066	8,385	9,113	-728	-8.0%	103,750	101,684	2,066
Interest Income	10,964	7,832	3,132	736	724	12	1.7%	42,354	39,222	3,132
<b>Total Revenue</b>	<b>870,956</b>	<b>903,201</b>	<b>-32,245</b>	<b>79,153</b>	<b>89,878</b>	<b>-10,725</b>	<b>-11.9%</b>	<b>985,773</b>	<b>1,018,018</b>	<b>-32,245</b>
<b>Cost of Sales</b>	<b>134,210</b>	<b>155,989</b>	<b>-21,779</b>	<b>9,247</b>	<b>10,730</b>	<b>-1,483</b>	<b>-13.8%</b>	<b>139,213</b>	<b>160,992</b>	<b>-21,779</b>
<b>Gross Profit</b>	<b>736,746</b>	<b>747,212</b>	<b>-10,466</b>	<b>69,906</b>	<b>79,148</b>	<b>-9,242</b>	<b>-11.7%</b>	<b>846,560</b>	<b>857,026</b>	<b>-10,466</b>
<b>GP%</b>	<b>84.6%</b>	<b>82.7%</b>		<b>88.3%</b>	<b>88.1%</b>		<b>0.3%</b>	<b>85.9%</b>	<b>84.2%</b>	
<b>OPEX</b>										
Operating Expenditure	16,471	39,772	-23,301	1,038	1,569	-531	-33.8%	31,290	54,591	-23,301
Administration Expenditure	138,932	188,473	-49,541	9,464	12,203	-2,739	-22.4%	172,909	222,450	-49,541
<b>Net Profit Before Grants</b>	<b>581,343</b>	<b>518,967</b>	<b>62,376</b>	<b>59,404</b>	<b>65,376</b>	<b>-5,972</b>	<b>-9.1%</b>	<b>642,361</b>	<b>579,985</b>	<b>62,376</b>
<b>Grants</b>	<b>215,316</b>	<b>219,914</b>	<b>-4,598</b>	<b>0</b>	<b>167</b>	<b>-167</b>	<b>-100.0%</b>	<b>220,483</b>	<b>225,081</b>	<b>-4,598</b>
<b>Net Profit After Grants</b>	<b>366,027</b>	<b>299,053</b>	<b>66,974</b>	<b>59,404</b>	<b>65,209</b>	<b>-5,805</b>	<b>-8.9%</b>	<b>421,878</b>	<b>354,904</b>	<b>66,974</b>

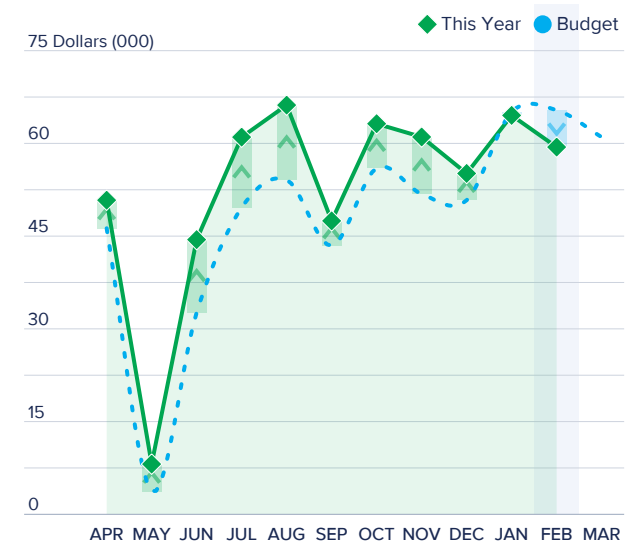
REVENUE - This Year vs. Last Year



OPEX + GRANTS - This Year vs. Budget



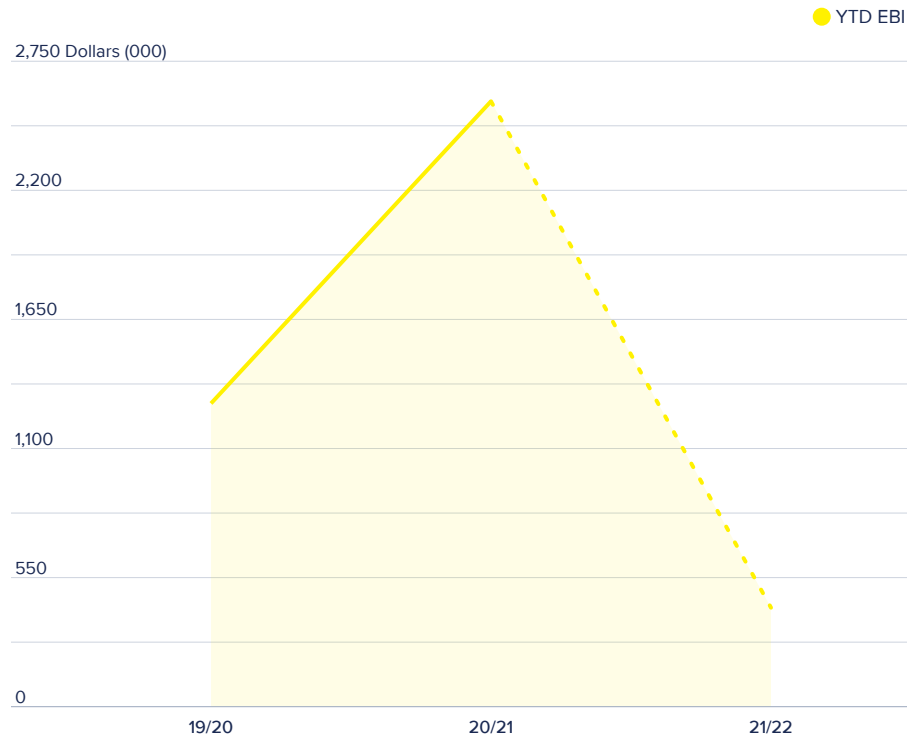
NP (After Grants) - This Year vs. Budget



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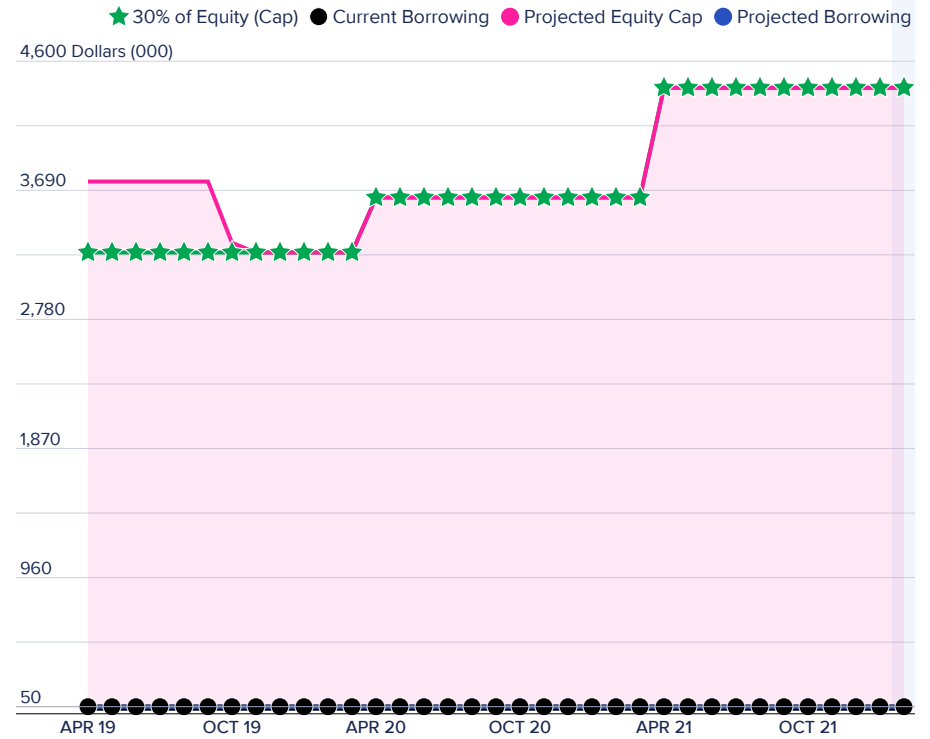
	Now	Actual vs Last Year to Date			Monitors	
	As at Feb 22	Last Year	Variance	Variance %	CAPEX Monitor	YTD
Accounts Receivable	133,655	100,327	33,328	33.2%	Fixed Assets	-1,147,170
Bank - Cheque	50,743	61,440	-10,697	-17.4%	<b>Total CAPEX</b>	<b>-1,146,786</b>
Bank - Trust Funds	66,542	66,542	0	0.0%		
Bank Investments	356,553	2,900,476	-2,543,923	-87.7%	<b>Debt Monitor</b>	<b>As at Feb 22</b>
Dev WIP	-3	-3	0	0.0%	Taxes	19,815
Other Current Assets	675,000	0	675,000	0.0%	Accounts Payable	15,671
Prepaid Grant	17,438	0	17,438	0.0%	Other	57,063
Prepayments	646	0	646	0.0%	<b>Total Debt</b>	<b>92,549</b>
<b>Total Current Assets</b>	<b>1,300,574</b>	<b>3,128,782</b>	<b>-1,828,208</b>	<b>-58.4%</b>		
Fixed Assets	13,714,492	12,595,164	1,119,328	8.9%		
Investment Portfolio	3,400,000	0	3,400,000	0.0%		
Loan - Asset	155,000	155,000	0	0.0%		
<b>Total Assets</b>	<b>18,570,066</b>	<b>15,878,946</b>	<b>2,691,120</b>	<b>16.9%</b>		
Accrued Annual Leave	2,317	948	1,369	144.4%		
Creditors	15,671	12,559	3,112	24.8%		
Grants Committed Not yet paid	0	14,173	-14,173	-100.0%		
GST	19,815	35,900	-16,085	-44.8%		
Less Allowance for Doubtful Debts	29,239	0	29,239	0.0%		
Rent & Property Costs Prepaid	25,508	6,958	18,550	266.6%		
Rounding	-1	0	-1	-100.0%		
<b>Total Current Liabilities</b>	<b>92,549</b>	<b>70,538</b>	<b>22,011</b>	<b>31.2%</b>		
<b>Total Liabilities</b>	<b>92,549</b>	<b>70,538</b>	<b>22,011</b>	<b>31.2%</b>		
<b>Equity</b>	<b>18,477,517</b>	<b>15,808,408</b>	<b>2,669,109</b>	<b>16.9%</b>		

**EBI > Interest Cost x2**



Test: EBI > interest cost x 2  
 EBI = \$366k. Interest cost = \$nil

**Borrowing < 30% of Equity**



Borrowing Cap = \$4,486mill [Equity of \$15,018 mill]  
 Adjusted to remove revalued Community Land.  
 Land Reserve Balance - per Policy is \$2,459,967 (Pre sale of Niven St).