### **Independent Auditor's Report**

# To the readers of the Globe Theatre Trust's financial statements and performance information for the year ended 30 June 2016

The Auditor-General is the auditor of the Globe Theatre Trust (the Trust). The Auditor-General has appointed me, Andrew Clark, using the staff and resources of Audit New Zealand, to carry out the audit of the financial statements and performance information of the Trust on her behalf.

### Opinion on the financial statements and the performance information

We have audited:

- the financial statements of the Trust on pages 9 to 21, that comprise the statement of financial position as at 30 June 2016, the statement of financial performance and statement of cash flows for the year ended on that date and the notes to the financial statements that include accounting policies and other explanatory information; and
- the performance information of the Trust on pages 22 to 28.

In our opinion:

- The financial statements of the Trust:
  - o present fairly, in all material respects:
    - its financial position as at 30 June 2016; and
    - its financial performance and cash flows for the year then ended;
       and
  - o comply with generally accepted accounting practice in New Zealand in accordance with the Public Benefit Entity Simple Format Reporting Accrual (Public Sector) Standard.
- The performance information of the Trust presents fairly, in all material respects, the
  Trust's actual performance compared against the performance targets and other
  measures by which performance was judged in relation to the Trust's objectives for the
  year ended 30 June 2016.

Our audit was completed on 21 September 2016. This is the date at which our opinion is expressed.

The basis of our opinion is explained below. In addition, we outline the responsibilities of the Board and our responsibilities, and explain our independence.

The Trust Board's responsibilities arise from the Local Government Act 2002 and the Trust Deed.

The Trust Board is responsible for such internal control as it determines is necessary to enable the preparation of financial statements and the performance information that are free from material misstatement, whether due to fraud or error. The Trust Board is also responsible for the publication of the financial statements and the performance information, whether in printed or electronic form.

### Responsibilities of the Auditor

We are responsible for expressing an independent opinion on the financial statements and the performance information and reporting that opinion to you based on our audit. Our responsibility arises from the Public Audit Act 2001 and the Trust Deed.

### Independence

When carrying out the audit, we followed the independence requirements of the Auditor-General, which incorporate the independence requirements of the External Reporting Board.

Other than the audit, we have no relationship with or interests in the Trust.

**Andrew Clark** 

Audit New Zealand

andrew Clark

On behalf of the Auditor-General

Wellington, New Zealand

### Basis of opinion

We carried out our audit in accordance with the Auditor-General's Auditing Standards, which incorporate the International Standards on Auditing (New Zealand). Those standards require that we comply with ethical requirements and plan and carry out our audit to obtain reasonable assurance about whether the financial statements and the performance information are free from material misstatement.

Material misstatements are differences or omissions of amounts and disclosures that, in our judgement, are likely to influence readers' overall understanding of the financial statements and the performance information. If we had found material misstatements that were not corrected, we would have referred to them in our opinion.

An audit involves carrying out procedures to obtain audit evidence about the amounts and disclosures in the financial statements and in the performance information. The procedures selected depend on our judgement, including our assessment of risks of material misstatement of the financial statements and the performance information, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the preparation of the Trust's financial statements and performance information in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on the effectiveness of the Trust's internal control.

An audit also involves evaluating:

- the appropriateness of accounting policies used and whether they have been consistently applied;
- the reasonableness of the significant accounting estimates and judgements made by the Board;
- the appropriateness of the reported performance information within the Trust's framework for reporting performance;
- the adequacy of the disclosures in the financial statements and in the performance information; and
- the overall presentation of the financial statements and the performance information.

We did not examine every transaction, nor do we guarantee complete accuracy of the financial statements and the performance information. Also, we did not evaluate the security and controls over the electronic publication of the financial statements and the performance information.

We believe we have obtained sufficient and appropriate audit evidence to provide a basis for our audit opinion.

### Responsibilities of the Trust Board

The Trust Board is responsible for the preparation and fair presentation of financial statements for the Trust that comply with generally accepted accounting practice in New Zealand and the Public Benefit Entity Simple Format Reporting — Accrual (Public Sector) Standard. The Trust Board is also responsible for preparation of the performance information for the Trust.



### SHOWCASING OUR COMMUNITY

Address: 312 Main St / PO Box 132, Palmerston North

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# Annual report to Palmerston North City Council from the Globe Theatre Trust Board

This Annual Report is presented after two years of operational experience following the extensive redevelopment of the theatre complex to include a second auditorium and new foyer/cafe/bar. The Trust Board had worked towards the goal to add a second auditorium to the complex for many years prior to achieving this dream.

It was probably inevitable that change to the fabric of the building would also bring change to our governance and internal structures.

In February 2016, Bruce Warwick, retired following more than ten years as Theatre Manager. His contribution to the success of the old Globe, which led in no small way to the business case for the redevelopment, was immense. Bruce was well-known and well-loved by the performing arts community, not only in Palmerston North but nationally and internationally. His career in theatre spanned more than 50 years, his knowledge and contacts were equally extensive and we were lucky to have benefited from these for so many years. It is our good fortune that Bruce has been persuaded to serve on the committee of Manawatu Theatre Incorporated (formerly Society) and is still seen regularly greeting audiences as they come to experience a live performance at the Globe.

Bruce's retirement provided an opportunity for the Board to consider how the new complex was best managed. Our experience since the redevelopment revealed the true 24/7 nature of the business and two part-time staff was no longer adequate to provide cover for all the activities in the complex. The Board took the step of increasing staff to three part-time positions and were fortunate to recruit Virginia Warbrick and Roger Buchanan to join William Muirhead. William had been working alongside Bruce for almost three years, and we were delighted when he accepted one of the new roles, not least to provide the continuity needed to facilitate the smooth transition for Virginia and Roger. The new staff team has settled in well and new systems and processes are being put in place to reflect the changed nature of our business.

In June 2016, our Chairperson, Stephen Fisher, informed us of his intention to step down from the Board at the AGM. Stephen has been almost synonymous with the Globe over his long association with it - since its inception on 1982 through his association with Manawatu Theatre Society and more recently, as our Chairperson, championing and driving the redevelopment. His contribution to the cultural life of the City was recognised in 2015 with a Civic Award - his nomination was supported by each Board member individually and jointly and speaks volumes of our respect for him. Thanks to his inclusive style of leadership, the Board is confident that it can seamlessly continue to develop the business as he had intended - but it won't be the same without him.

The Trust Board remains committed to increasing the client base, increasing bookings and growing regular audiences for our clients. Highlights of the past year includes a highly successful season for Manawatu Theatre Inc with six productions, starting with the highly acclaimed Vicar of Dibley. Our regular clients made good use of the theatre, including the Jazz Festival, the Reel Earth Festival and the Performing Arts Competition Society. Other community users included Tall Poppies, MUSA, Massey University Drama Society and several local schools. Professional performances of particular note were Mark Hadlow in MAMIL, singer/guitarist Don McGlashan, pianist Dan Bolton and a series of Comedy Nights.



## The Globe Theatre Trust Financial Statements For the Year Ended 30 June 2016



Prepared under PBE simple format reporting – accrual (public sector)

21 September 2016

The Globe Theatre Trust 312 Main Street Palmerston North 4410

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### STATEMENT OF RESPONSIBILITY

We are responsible for the preparation of the Globe Theatre Trust's financial statements and statement of performance, and for the judgements made in them. We are responsible for any end-of-year performance information provided by the Globe Theatre Trust under section 19A of the Public Finance Act 1989. We have the responsibility for establishing and maintaining a system of internal control designed to provide reasonable assurance as to the integrity and reliability of financial reporting. In our opinion, these financial statements and statement of performance fairly reflect the financial position and operations of the Globe Theatre Trust for the year ended 30 June 2016.

Signed on behalf of the Board:

cess to

Board member

21 September 2016

Board member

21 September 2016

### **ENTITY INFORMATION FOR THE YEAR ENDED 30 JUNE 2016**

Legal name, type of entity and legal basis

Globe Theatre Trust (the Trust)

The Globe Theatre Trust (the Trust) is a trust incorporated in New Zealand under the Charitable Trusts Act 1957 and is domiciled in New Zealand. The Trust is controlled by Palmerston North City Council (PNCC) and is a council-controlled organisation as defined under section 6 of the Local Government Act 2002, by virtue of the Council's right to appoint the Board of Trustees.

### The Trust's purpose or mission

The primary objective of the Trust is to promote the arts within Palmerston North by catering for a variety of local and touring arts and cultural events such as drama, comedy, musical theatre, dance and musical recitals, public artistic competitions, conferences and seminars, rather than making a financial return.

Structure of the Trust's operations, including governance arrangements

The Globe Theatre is a Council-owned venue that is managed by a Trust Board comprising 5 Council-appointed trustees and 2 trustees co-opted by these appointees.

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### **TRUST DETAILS AS AT 30 JUNE 2016**

Nature of Business Theatre

Establishment Date 15 April 2002

Trustees S Fisher (Chairperson)

M Dale R Harris

S Hickey (until 24 September 2015)

M May

J McDonald (from 24 September 2015)

P Monk D Servante

Treasurer D Servante

Secretary P O'Dell (until 31 March 2016)

M May (from 20 April 2016)

Staff R Buchanan (from 4 April 2016)

W Muirhead

V Warbrick (from 4 April 2016) B Warwick (until 29 February 2016)

Address Corner Pitt & Main Streets

PO Box 132 Palmerston North

Telephone: (06) 351 4409

Bankers Bank of New Zealand

Solicitors Cooper Rapley

Registered Office C/ Palmerston North City Council

Civic Administration Building

The Square Palmerston North

Incorporation Number 1206039

Inland Revenue Number 43-006-495

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### STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2016

	Note s	2016	SOI Budget	2015
Assets				
Current Assets				2
Bank Accounts and Cash	9	18,362	170,924	25,543
Debtors and Prepayments	10	11,443	11,500	6,369
Total Current Assets		29,806	182,424	31,912
Non-Current Assets				
Property, Plant and Equipment	11	243,315	247,049	260,195
Total Non-Current Assets		243,315	247,049	260,195
Total Assets		273,121	429,473	292,107
Liabilities				
Current Liabilities				
	- VA			
Creditors and Accrued Expenses	12	12,384	12,000	15,619
Employee costs payable	13	3,395	-	-
Unused Grants and Donations with Conditions	14	-	145,000	5,000
Total Current Liabilities		15,779	157,000	20,619
Non-Current Liabilities				
Total Non- Current Liabilities		<del>-</del>	-	-
Total Liabilities		15,779	157,000	20,619
Net Assets	10.	257,343	272,473	271,488
Trust Equity	7			
Contributed capital		100	100	100
Retained surpluses		257,243	272,373	271,388
Total Trust Equity	15	257,343	272,473	271,488

# STATEMENT OF CHANGES IN ACCUMULATED FUNDS FOR THE YEAR ENDED 30 JUNE 2016

		2016	SOI Budget	2015
Balance at 1 July		271,488	296,320	287,667
Current Period Surplus/(Deficit)		(14,144)	(23,847)	(16,179)
Total Current Period Surplus/(Deficit)		(14,144)	(23,847)	(16,179)
Balance at 30 June	15	257,343	272,473	271,488

Explanations of major variances against budget are provided in note 21.

The accompanying notes form part of these financial statements



### Measurement base

The financial statements have been prepared on a historical cost basis.

### SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Changes in Accounting Policies

There have been no changes to accounting policies this year.

### GST

The Trust is registered for GST. All amounts are recorded exclusive of GST, except for Debtors and Creditors which are stated inclusive of GST.

### Revenue

Revenue is measured at the fair value of consideration received or receivable.

### Theatre Hire

Charges for Theatre Hire are recognised when the Theatre is hired to the customer.

### Interest Revenue

Interest revenue is recorded as it is earned during the year.

### Grants

Grants received from the Palmerston North City Council are the primary source of funding to the Trust and are restricted for the purposes of the Trust meeting its objectives as specified in the Trust's trust deed.

Council, government, and non-government grants are recognised as revenue when they are received unless there is an obligation to return the funds if conditions of the grant are not met. If there is such an obligation, the grants are initially recorded as grants received in advance and recognised as revenue when conditions of the grant are satisfied.

### Fundraising and Donations

Fundraising and donations are recognised as revenue when cash is received, unless the donation have a "use or return" condition attached. If there is such a condition, then the donation is initially recorded as a liability on receipt and recognised as revenue when conditions of the donation are met.

### Donated assets revenue

Revenue from donated assets is recognised upon receipt of the asset if the asset has a useful life of 12 months or more, and the value of the asset is readily obtainable and significant.

Advertising, marketing, administration, overhead and fundraising costs

These are expensed when the related service has been received.

### Bank Accounts and Cash

Bank accounts and cash comprise cash on hand, cheque or savings accounts, and deposits held at call with banks. Bank overdrafts are presented as a current liability in the statement of financial position..

### Debtors and other receivables

Debtors are initially recorded at the amount owed. When it is likely the amount owed (or some portion) will not be collected, a provision for impairment is recognised and the loss is recorded as a bad debt expense.

### Investments

Deposits with banks are initially recorded at the amount paid. If it appears that the carrying amount of the investment will not be recovered, it is written down to the expected recoverable amount.

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### **Budget figures**

The budget figures are derived from the statement of intent as approved by the Board at the beginning of the financial year. The budget figures have been prepared in accordance with Tier 3 standards, using accounting policies that are consistent with those adopted by the Board in preparing these financial statements.

### Tier 2 PBE Accounting Standards applied

The Trust has applied the following Tier 2 Accounting Standards in preparing its financial statements.

### Grant expenditure

Non-discretionary grants are those grants awarded if the grant application meets the specified criteria and are recognised as expenditure when an application that meets the specified criteria for the grant has been received.

Discretionary grants are those grants where the Globe Theatre Trust has no obligation to award on receipt of the grant application and are recognised as expenditure when approved by the Grants Approval Committee and the approval has been communicated to the applicant. The Globe Theatre Trust's grants awarded have no substantive conditions attached.

### 2 Donations, Fundraising and Other Similar Revenue

	Actual 2016	Actual 2015
Donations and Fundraising	1,151	10,443
NZ Guardian Trust	1,500	-
Pub Charity	8,646	-
Central Energy Trust	-	33,389
Community Organisation Grants Scheme	2,500	2,500
Other	820	-
Total Donations and Fundraising Revenue	14,617	46,332

### 3 Council Funding

	Actual 2016	Actual 2015
PNCC Grant	74,043	53,614
Total Grants Revenue	74,043	53,614

### 4 Sales of Goods and Services

	Actual 2016	Actual 2015	
Theatre Rental	38,193	29,769	
Tickets	13,060	11,000	
Recoverable expenses	14,541	16,078	
Other Sales	446	371	
Total Sales Revenue	66,240	57,217	

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8	Other	Expenses

	Actual 2016	Actual 2015
Audit Fees	6,971	6,769
Bank Charges	226	134
Consulting and Accountancy	3,374	2,445
General Expenses	1,107	938
Insurance	2,438	2,044
Legal expenses	-	44
Secretarial Fees	4,125	-
Manager's Fee	-	25,778
Assistant Manager's Fee	-	24,793
	Actual 2016	Actual 2015
Professional Development	52	207
Project Expenses	1,122	1,177
Provision for impairment of Debt	330	-
Security	651	1,005
Subscriptions and compliance costs	731	1,087
Technician	1,211	3,342
Travel	715	1,375
Waste Disposal	1,234	1,044
Total Other Expenses	24,287	72,210

### 9 Bank Accounts and Cash

	2016	2015
Cash on hand	458	458
Non-profit current	16,246	16,058
Rapid Save (donations)	1,658	9,027
Total Cash and Cash Equivalents	18,363	25,543

### 10 Debtors and Prepayments

	2016	2015
Accounts Receivable	10,528	5,977
Less provision for impairment	(330)	-
GST Receivable	-	-
Prepayments	1,065	392
Sundry Debtors Accruals	180	-
Total Debtors and Other Receivables	11,443	6,369

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### 12 Creditors and Accrued Expenses

	2016	2015
Accrued Expenses	8,511	8,223
Revenue in Advance	880	-
PAYE Payable	1,341	-
Creditors	1,156	6,502
GST Payable	496	894
Total Creditors and Other Payables	12,384	15,619

Creditors and other payables are non-interest bearing and are normally settled on 30-day terms. Therefore, the carrying value of creditors and other payables approximates their fair value.

### 13 Employee Costs Payable

	Allen	2016	2015
Holiday pay liability		2,855	-
Wages accrual	The state of the s	540	-
Total Employee Costs Payable		3,395	-

### 14 Unused Donations and Grants with Conditions

				2016	2015
Pub Charity Grant		AND WEEK	ASSY	-	5,000
<b>Total Unused Donations</b>	and Grants with Con	ditions	A STATE OF THE PARTY OF THE PAR	-	5,000

Grants received in advance relate to funding received for the provision of specific development where conditions of the grant have not yet been satisfied.

### 15 Accumulated Surpluses

	2016	2015
Contributed Capital		
Balance at 1 July	100	100
Capital Contribution		
Balance at 30 June	100	100
Retained Surplus		
Balance at 1 July	271,388	287,567
Surplus/(Deficit) for the Year	(14,144)	(16,179)
Balance at 30 June	257,243	271,388
Total Equity	257,343	271,488

### 16 Capital Commitments and Operating Leases

The Trust has no capital commitments and no operating lease commitments (2015 \$nil).

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Goods and services of \$953 (2015 \$86) were purchased from Trustee Russell Harris on normal commercial terms. At balance date, there was \$nil owing (2015 nil).

Goods and services of \$550 (2015 \$nil) were supplied to Trust employee Bruce Warwick on normal commercial terms and at balance date, there was \$nil owing (2015 nil).

Goods and services of \$2,703 (2015 \$nil) were purchased from Trust employee Bruce Warwick on normal commercial terms and at balance date, there was \$nil owing (2015 nil).

No provision has been required, nor any expense recognised, for impairment of receivables from related parties (2015 nil).

Trustees are not paid any remuneration. All remuneration paid to the staff is disclosed in Note 6. No other benefits were provided.

The Key Management Personnel is made up of seven Trustees, including the Chairperson, Treasurer and Board Secretary, and 3 part-time staff members.

### 19 Donated Goods and Services

No Donated Goods or Services were received (2015 nil) during the year.

### 20 Capital Management

The Trust's capital is its equity, which comprises Trust capital and retained surpluses. Equity is represented by net assets.

The Trust deed requires the Board of Trustees to manage its revenues, expenses, assets, liabilities, investments, and general financial dealings prudently. The Trust's equity is largely managed as a by-product of managing revenues, expenses, assets, liabilities, investments, and general financial dealings.

The objective of managing the Trust's equity is to ensure that the Trust effectively achieves its objectives and purpose, whilst remaining a going concern.

### 21 Explanation of major variances against budget

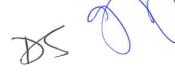
### REVENUE

Income received from grants donations and fundraising was slightly ahead of budget at \$14,617 compared to a budgeted figure of \$12,000. This was due to success in applying for grants form Pub Charity, NZ Guardian Trust and Community Organisation Grants Scheme.

### **EXPENDITURE**

The Trust Board employed staff for the first time in 2015/16. This recognised that our needs had changed as the new facility became fully operational and it was no longer possible to rely upon a contractual relationship. Expenditure recorded as "Employee related costs" replaces contractor's fees previously recorded in "Other Expenses".

Expenditure in "Administration and overheads" was lower than budget. The staff team is increasingly expert at managing the building and have achieved significant reductions in associated costs (cleaning and power) and an associated reduction in recoverable costs. Necessary maintenance to the lighting rig in Globe 1 has increased the expenditure under "Repairs and maintenance".



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# SHOWCASING OUR COMMUNITY

Address: 312 Main St / PO Box 132, Palmerston North Website: www.globetheatre.co.nz Email: info@globetheatre.co.nz Phone: 06 351 4409

# STATEMENT OF SERVICE PERFORMANCE - FOR THE 12 MONTHS ENDED 30 JUNE 2016

1. Continue with the Theatre's Redevelopment Plans to ensure that the Theatre remains a first class Theatre for hire, providing a quality and accessible resource for

community and professional hirers	hirers				
Planned activities			Outputs (KPIs)		
	2014/15 target	Outcome	2015/16 target	Outcome	
2015 and 2016:	Funding in place for	Partly achieved:	Café/Bar and	Partly achieved.	
On-going fundraising for	priority 2 projects	Priority 2 projects identified as fit out of Piano Box	Piano Box	Piano Box completed. Funding in place for cafe/bar to	
outstanding priorities.		kitchen for café bar and building a piano	completed.	be completed in 2016/17. Funding still being sought to	0
		box to enable a baby grand piano to be	Funding in place	match Council's contribution to an Accessible	
		moved on site	for Accessible	Walkway.	
		Target \$25,000, to date \$14,000	Walkway		
	7	achieved			
2015 and 2016	Ongoing	Achieved: Asset register reviewed and	Ongoing	Achieved.	
Review and monitor the	implementation of	updated during this year.	implementation	Inventory for Globe 1 and outstanding items requiring	
technical inventory to	the outcome of the		of the outcome	attention have been listed for Board consideration	
prioritise further development review	t review		of the review	during 2016/17 and 2017/18.	
2015	Review of mission,	Achieved: input into 2015/16 Statement   Monitoring of	Monitoring of	Achieved.	
Prepare the Business Plan	vision and objectives	of Intent	Business Plan as	Operational review has been completed. Business Plan	_
	once new auditorium		necessary.	for 2016/17 has been submitted to PNCC as part of the	Ф
	is operating			SOI. Reports via staff team to be considered during	
				2016/17 for input into 2018/28 onwards.	

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Planned activities			Outputs (KPIs)	
	2014/15 target	Outcome	2015/16 target	Outcome
2015 and 2016	Maintenance of	Achieved: MTS have had 3	Maintenance of	Achieved.
Continue to renew and	Memorandum of	productions in the theatre (Calendar	Memorandum of	MTS put on six shows during 2015/16: The Vicar of
develop the Memorandum of	Understanding,	Girls, as part of the opening festival,	Understanding,	Dibley, Muppet Mayhem, Borscht, Quilt, Kiwi Bop and
Understanding with the	continued bookings from	continued bookings from Stiff for the Christmas show and	continued	Corpsing.
Manawatu Theatre Society	the Manawatu Theatre	Badjelly the Witch for the Easter	bookings from	
	Society	school holidays show).	the Manawatu	
			Theatre Society	
2015 and 2016	Maintenance of	Achieved: Formal relationships have	Maintenance of	Achieved.
Develop a Memorandum of	Memorandum of	been established with all existing	Memorandum of	All regular users have maintained their use of the
Understanding arrangement	Understanding	regular users. One new regular user	Understanding	theatre. The MOU arrangement has not extended
with regular users and key	arrangements, increasing has been	has been established during the year.	arrangements,	beyond MTS. Some issues over tailoring the MOU to
community groups	the number as		increasing the	meet needs of individuals groups.
	opportunities arise		number as	
			opportunities	
			arise	
2015 and 2016	Capturing the details of	Partly achieved/ongoing: Hirers	Capturing the	Achieved.
Seek additional hirers for the	the users, both existing	details captured through Xero	details of the	Updating of hirers details through Xero is ongoing.
Theatre, including a wider	and new, on the	accounting system, not all details are	users, both	Booking forms are in the process of being transferred
customer base related to the	Theatre's hirer database up to date.	up to date.	existing and new,	to the quotes facility in Xero.
new auditorium space		Booking forms have been developed	on the Theatre's	
		to capture this information more	hirer database	
		completely		

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Planned activities			Outputs (KPIs)	
	2014/15 target	Outcome	2015/16 target	Outcome
2015 and 2016	120 performance nights	Achieved: 129 performance nights	150 performance	Achieved.
Ongoing promotion and	and 240 usage nights.	and 192 usage nights. The number of	nights and 230	151 performance nights and 246 usage nights.
monitoring of usage	Monthly useage per	performance nights was exceeded	usage nights	
	auditorium operating at	although the overall usage did not		Note:
	full capacity is 20 useage	full capacity is 20 useage quite meet the target. The Trust		A performance night refers to events where an
	nights and 10	Board notes that Globe 2 was not		audience comes to watch a production of performing
	performance nights per	fully operational for the first two		alts. A useage night refers to all other uses and includes
	month.	months of the year (during the		rehearsals, set-up time, dark nights (when the theatre
	Assumes no additional	busiest time of the year) and that this		is set up for a production so that no-one else can hire
	use and 20% of existing	contributed to the slight under		it but no performance takes place) meetings and
	use moves from the 200	achievement of overall usage.		exhibitions.
	seater to the 100 seater			
2015 and 2016	System developed as	Partly achieved/ongoing: The	System	Partly achieved/ongoing.
Computerised database of	necessary	booking forms will add to these	developed as	Systems still being developed and implemented.
Theatre hirers, including		details over time.	necessary	
details of technical				
requirements etc				
2015 and 2016	Increase in the number	747 names and email addresses	Increase in the	Achieved:
Computerised database of	of patrons on the	captured by Patronbase	number of	1,217 names and email addresses captured by
Theatre audience/patrons	database	122 "Friends of the Globe"	patrons on the	Patronbase
			database	122 "Friends of the Globe"
		Total: 869		Total: 1339

The Globe Theatre Trust Financial Statements 2016

3. Achieve growth to meet usage/performance nights and rental	age/performance nights a	and rental income targets		
Diamod activities			Outputs (KPIs)	
יומוווכם מכוועווכן	2014/15 target	Outcome	2015/16 target	Outcome
2015	Booking and invoicing	Partly achieved: Invoicing system is in n/a	n/a	n/a
Introduction of a computerized	system fully operational.	ntroduction of a computerized system fully operational. place. Improvement of the system to		
booking and invoicing system Customer feedback	Customer feedback	link booking forms to invoicing is		
	monitored and rated	required. This will form part of the		
	satisfactory or better	operational review. Customer		
		feedback needs to be more regularly		
		collected and collated.		
2015	Updated as necessary	Achieved.	n/a	n/a
Maintenance programme	and carried out as			
reviewed	required			