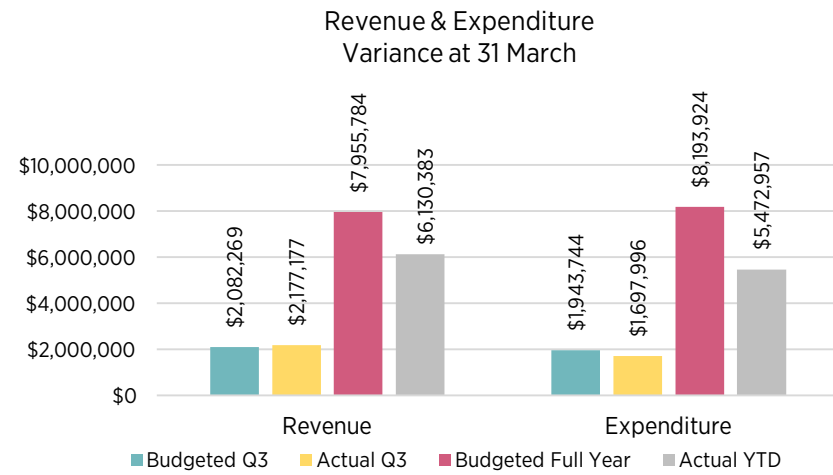


Financial Performance (\$)



Key Performance Indicators

	Q1 Results	Q2 Results	Q3 Results	Q4 Results	YTD Results	Annual Target
KPI 1: Percentage of Annual Acquisition Plan Achieved	30.5%	24.9%	20.7%		76.1%	90%
KPI 2: Percentage of collection housed in best practice conditions	60%	60%	60%		60%	60%
KPI 3: Percentage of collection available (subject to rights clearance)	44%	44%	44%		44%	40%
KPI 4: Percentage of revenue from non-government sources (YTD)	14.5%	15.3%	13.8%		13.8%	13%
KPI 5: Number of visits/views/listens (all sources)	554,011	605,661	466,040		1,625,712	1,000,000
KPI 6: Responsiveness to iwi and Māori	Meeting expectations and commitments	Meeting expectations and commitments	Meeting expectations and commitments		Meeting expectations and commitments	Meeting expectations and commitments
KPI 7: Percentage of employee engagement*	-	-	-		-	35%

\*measured in July 2018 for the 2017/18 year

Key Variances & Developments

Major Budget Variances

**Major variances: Revenue**  
YTD Lottery Grants Board revenue is up \$135k and this trend is expected to continue in Q4. YTD Donations, Fundraising and Grants are down \$66k as work efforts focussed on the Patronage launch and campaign. Work continues to address the budget shortfall by identifying fundraising projects and making grant applications. The effects of these fundraising initiatives will take some time until results can be seen.

Major variances: Expenditure

Salaries (including Kiwisaver) have YTD savings of \$528k as we have had a number of vacancies over the period. We have filled some of these roles, in addition to continuing our recruitment efforts. Other savings in anticipated spending include Third Party Support of \$55k, Depreciation of \$41k, and a number of savings in other cost categories.

Significant Achievements

- The estate responsible for Hibiscus Records deposited the label's output on vinyl consisting of recordings of traditional Pacific music from Tonga, Samoa, Fiji, Vanuatu and others.
- We supplied four Len Lye titles for the opening of *Toi Art*, the new Art Gallery at Te Papa, which opened on Saturday 17 March.

Significant Risks and Opportunities

Since the completion of our Strategic Plan 2016-2024 a significant amount of effort has gone into establishing a strong foundation for the organisation to achieve its aspirations. Key risks and opportunities under active management are:

**Relationships and reputation:** A stakeholder management framework is being developed, and a more inclusive approach to planning and decision making has seen significant improvements in this area. Work in the coming months will focus on improving our customer service and building on our key stakeholder relationships.

**Revenue:** Although our finances are more stable, they remain a risk for us especially around cash reserves. The nature of our non-governmental funding places us at risk as it is harder to plan and forecast.

**Accommodation:** Work is progressing on the property strategy.

**Natural Disaster:** In general, collection/heritage organisations need to have more sophisticated plans in place to manage natural disasters, and Ngā Taonga is no exception. Although we cannot eliminate this risk we have done our due diligence around mitigating it and believe we have taken the best measures to secure the collection and our people.

KPI 1: Annual Acquisition Plan Achieved (%)

	Q1	Q2	Q3	Q4	YTD	Target
TMP – television <sup>1</sup>	26.6%	28.6%	16.9%		72.1%	2,000 hours
TMP – radio	38.4%	8.5%	12.1%		59%	2,000 hours
Television	33.4%	29.1%	21.1%		83.6%	5,000 titles
Film	6.8%	10.7%	24.3%		41.8%	400 titles
Radio	27.4%	28.2%	26.2%		81.8%	1,600 titles
Music	29.6%	14.2%	39.4%		83.2%	500 titles
Digital Collections	21.1%	37.5%	24.5%		83.1%	800 titles
Total titles accessioned	30.5%	24.9%	20.7%		76.1%	12,300 titles/hours

<sup>1</sup>This figure has been corrected to reflect television hours broken out but does not include cataloguing.

Variance

Lower third quarter numbers reflect a period of recruitment and training in the Collection Development area. Film accessioning is accelerating and may yet reach projected full year totals.

Collection Development

Highlights this quarter:

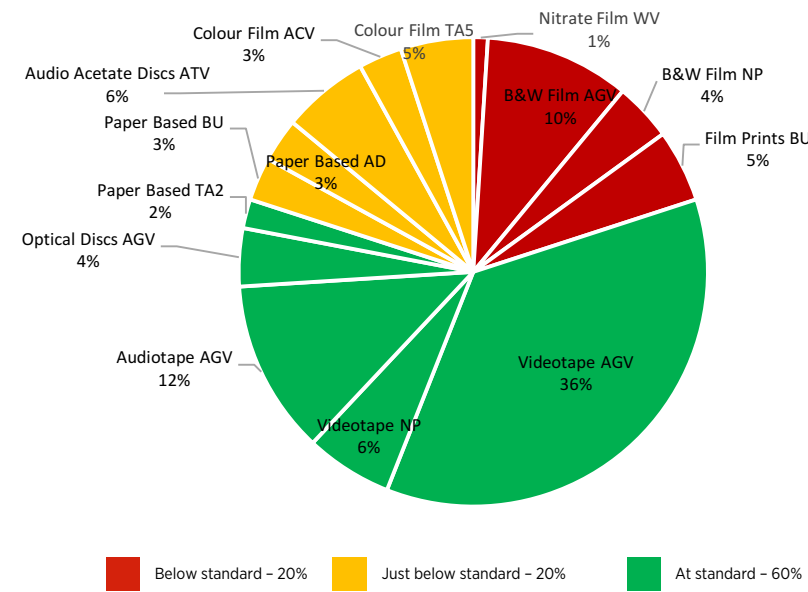
- Attendance at the Māoriland Film Festival in Ōtaki;
- A 1953 sound recording of Auckland Mayor E.A. Busing from Auckland Council Archives and a 1962 film of cable laying at Muriwai Beach from Spark were both accepted and copies returned to the depositors;
- Web based content such as *NZ Wars: The Stories of Ruapekapeka, Spurred On, Amy Street* and *So This Happened* continue to be collected alongside traditional broadcast masters.

Preservation Services

Highlights this quarter:

- The Documentation preservation work stream, predominantly photographs, has joined Film, Sound and Video in feeding digital files directly into Kohinga (the Digital Archive). The Digital Archive is rapidly growing and access files are now available to staff from their desktop computers.

KPI 2: Collection housed in best practice conditions (%)



Media Type	Ideal Conditions
Film – B&W, Colour Nitrate	2 – 4 °C 30 – 50% RH
Magnetic Tape – Video & Audio	11 – 17 °C 30 – 50% RH
Audio Discs – Lacquer, Acetate, Vinyl	18 – 20 °C 30 – 50% RH
Photographic Negatives – B&W, Colour	2 – 4 °C 20 – 30% RH
Photographic Prints	2 – 4 °C 20 – 30% RH
Optical Discs	12 – 18 °C 40% RH
Paper Based Documentation	13 – 18 °C 40 – 50% RH

Abbr.	Location	Current Conditions
ACV	Avalon Cold Vault	7 – 8 °C 22% RH
ADV	Avalon Documentation Vault	18 °C
AGV	Avalon General Vault	15 °C 24 – 26% RH
ATV	Avalon Temporary Vault	18 °C
BU	Buckle St Vault	40% RH
NP	Northpoint Vault	15 °C 40% RH
TA2	Te Anakura Documentation	18 °C 40% RH
TA5	Te Anakura Cold Vault	5 °C 40% RH
WV	Whitireia Nitrate Vault	15 °C 40% RH

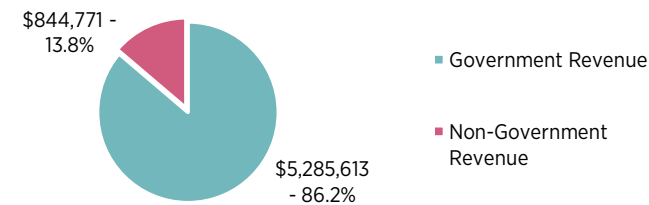
KPI 3: Collection available (subject to rights clearance) (%)

Format	Able to preserve	% preservable at current resource level <sup>1</sup>	% of total collection <sup>2</sup>	Limiting factors
Film – all gauges (silent)	Yes	80%	6%	Colour grading needs outsourcing, material condition.
Film – all gauges (optical sound)	Yes	50%	14%	Colour grading needs outsourcing, some formats not available.
Film – mag. sound	Yes	50%	2%	Equipment available but not in service.
Video 2-inch	Yes	90%	>1%	Equipment nearing end of life, collection nearly fully preserved.
Video 1-inch	Yes	80%	4.5%	Equipment nearing end of life, collection nearly fully preserved.
Video ½-inch	No	0%	>1%	Unable to preserve in NZ (although we do have a contractor Australia).
Video Betacam SP	Yes	20%	10%	Equipment nearing end of life.
Video Digital Betacam	Yes	20%	26%	Too few head hours available. Large proportion of collection.
Video Umatic	Yes	80%	6.5%	Equipment nearing end of life, parts are scarce.
Video VHS / SVHS	Yes	30%	13%	Too few head hours available. Large proportion of collection.
Video DV / mini-DV / DVCam	Yes	50%	>1%	Too few head hours available.
Video HDCAM / HDCAM SR	Yes	100%	>1%	Modern format.
Audio – disc formats	Yes	100%	4%	Equipment in service, new styli purchased recently.
Audio – ¼-inch ORT	Yes	70%	1.5%	Equipment nearing end of life.
Audio – DAT	Yes	30%	>1%	Too few head hours available, equipment is scarce.
Audio – cassette formats	Yes	90%	3%	Too few head hours available.
Audio – multi-track	Yes	30%	>1%	Do not have equipment for all formats.
Audio – CDR	Yes	70%	>1%	Unstable format.
Documentation – posters	Yes	80%	>1%	Larger items must be outsourced.
Documentation – photographs	Yes	30%	2%	Volume too high.

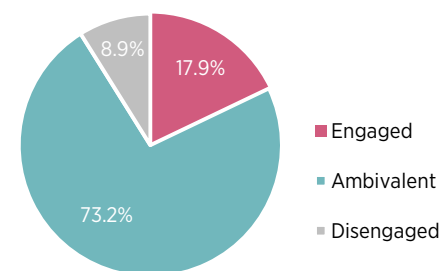
<sup>1</sup> Estimates pending actual collection analysis data.

<sup>2</sup> Estimated proportion of collection as a whole. Standard counting and data not available across all collections yet.

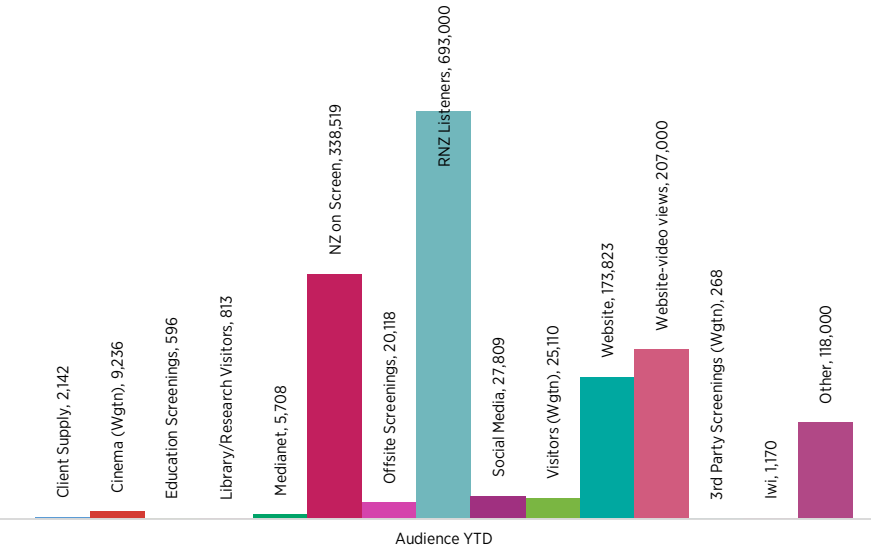
KPI 4: Revenue from non-government sources (\$) YTD



KPI 7: Employee engagement 2016/17 (%)



KPI 5: Number of visits/views/listens (all sources) (#) YTD



KPI 6: Delivery of targets in the Iwi Engagement Annual Plan 2017/18

Measure	Q1	Q2	Q3	Q4	YTD Total	Annual Target
Meet with iwi/Māori organisations to discuss possible relationship arrangements	3	4	9		16	5
Iwi/Māori screenings delivered	5	6	5		16	3
Iwi/Māori exhibitions online	1	0	2		3	3
Iwi/Māori internships completed	0	0	3		3	3

Highlights

Quarter Three saw the completion of a two important milestones in the delivery of Ngā Taonga Kōrero – a project supported by Te Taura Whiri i te Reo Māori to improve catalogue entries and curate a series of online exhibitions:

- Our three interns completed their work improving online catalogue descriptions in te reo Māori for RNZ's Ngā Taonga Kōrero collection, enhancing access for Māori researchers and users.
- Two more online exhibitions showcasing material from Ngā Taonga Kōrero were launched. One further exhibition will go online by the end of June 2018.

We also worked with the following groups to discuss various matters including relationship meetings, screenings, information hui, research requests and establishing kaitiaki for taonga held in the collection:

- Ngāti Koata
- Te Kura Kaupapa Māori o Te Rito
- Māoriland Film Festival
- Whakatōhea Pre-Settlement Claims Trust
- Te Runanga o Te Whānau
- Ngāti Mutunga o Wharekauri Iwi Trust
- Te Whakakitenga o Waikato Incorporated
- Te Runanganui o Ngāti Porou Trust – Heritage Committee
- Te Tira Whakaari Trust
- Ngā Uri a Te Kooti Arikirangi Settlement Trust
- Te Ākitai Waiohua Iwi Authority
- Te Matatini
- Te Runanga o Ngāti Maru (Taranaki)
- Hāhi Ringatu
- Te Taura Whiri i te Reo Māori – supplied several recordings for use in te reo Māori proficiency assessments