

**KEY PERFORMANCE TARGETS: OUTTURN FOR 2005-06 AND PROPOSALS FOR 2006-07**

1. The table attached at Annex A summarises the outturn (in some cases provisional) against the KPTs set for the Agency last year and the proposed KPTs for this year which the Senior Management Team plans to submit to Secretary ED and the Minister for their approval.
2. The Board will see that with the exception of the income target we think all the KPTs were achieved. A separate paper discussing performance against the income target and lessons learned is on the agenda. The other targets were only achieved by a narrow margin.
3. The main issues which have exercised the SMT in considering the proposed targets for the current year are:
  - the level of the income target;
  - whether we should propose a separate target for our market share of visitors to historic properties (as we used to have);
  - whether the target for condition surveys should remain in the KPTs;
  - whether to include the new target for Scottish Historic Environment Policies; and
  - whether we should include submitting the WHS nomination for the Antonine Wall among the KPTs.
4. The Board is invited to endorse the new set of proposed targets.