

FIRST RELEASE

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CONGRESSES AND OTHER BUSINESS MEETINGS, AUGUST 2008

In August 2008, the number of business meetings held in the Republic of Croatia was 145. There were 81 meetings with overnight stays and 64 without them. The total number of days at business meetings was 394. Each meeting was held 3 days on the average. The number of participants at all meetings was 6 334; the number of domestic participants was 4 415 (70%), while the number of foreign ones was 1 919 (30%).

According to professional organisers, the most meetings, 84 of them (58%), were organised by enterprises.

In August 2008, the turnover of 6 867 827 kuna was generated from business meetings. Out of the total turnover, 6 187 654 kuna (90%) was generated from meetings with overnight stays and 680 173 kuna (10%) from meetings without overnight stays.

In the period from January to August 2008, there were 3 770 business meetings held in the Republic of Croatia. Out of this number, there were 1 914 meetings with overnight stays and 1 856 without them. The total number of days at business meetings was 7 724. Business meetings were attended by 295 459 participants: 257 897 (87%) domestic and 37 562 (13%) foreign ones.

In the period from January to August 2008, the total turnover generated from all business meetings held in the Republic of Croatia was 155 299 554 kuna. Out of this sum, 131 468 903 kuna (85%) was generated from meetings with overnight stays and 23 830 651 kuna (15%) from meetings without overnight stays.

1. BUSINESS ENTITIES IN WHICH BUSINESS MEETINGS WERE HELD, AUGUST 2008

| | Business entities | Halls | Seats |
|--|-------------------|-------|-------|
|--|-------------------|-------|-------|

| | | | |
|---|----|-----|--------|
| Total | 40 | 209 | 16 219 |
| Hotels and similar facilities ¹⁾ | 38 | 194 | 14 181 |
| Universities, fair, cultural institutions and other types of facilities in which business meetings are held | 2 | 15 | 2 038 |

1) Hotels and similar facilities include 5, 4, 3 and 2-star rated hotels, hotel resorts, tourist apartment, guest houses, rooms to let and uncategorised facilities.

2. BUSINESS MEETINGS HELD IN PERIOD FROM JANUARY TO AUGUST 2008

| | Business meetings | Number of days at meetings | Participants | | | Night overstays | Turnover generated by meeting, kuna, incl. VAT |
|--|-------------------|----------------------------|--------------|--------------------------------------|-----------------------------------|-----------------|--|
| | | | Total | Participants without overnight stays | Participants with overnight stays | | |

VIII. 2008.

| | | | | | | | |
|-----------------------------|-----|-----|-------|-------|-------|--------|-----------|
| Total | 145 | 394 | 6 334 | 3 439 | 2 895 | 11 687 | 6 867 827 |
| Meetings with overnights | 81 | 271 | 3 467 | 572 | 2 895 | 11 687 | 6 187 654 |
| Meetings without overnights | 64 | 123 | 2 867 | 2 867 | - | - | 680 173 |

I. -VIII. 2008.

| | | | | | | | |
|--------------------------|-------|-------|---------|---------|--------|---------|-------------|
| Total | 3 770 | 7 724 | 295 459 | 207 929 | 87 530 | 205 199 | 155 299 554 |
| Meetings with overnights | 1 914 | 5 141 | 124 167 | 36 637 | 87 530 | 205 199 | 131 468 903 |

| | | | | | | | |
|-----------------------------|-------|-------|---------|---------|---|---|------------|
| Meetings without overnights | 1 856 | 2 583 | 171 292 | 171 292 | - | - | 23 830 651 |
|-----------------------------|-------|-------|---------|---------|---|---|------------|

3. BUSINESS MEETINGS, BY TYPE OF FACILITY IN WHICH BUSINESS MEETINGS WERE HELD, AUGUST 2008

| | Business meetings | Number of days at meeting | Participants | | | Night overstays | | Turnover generated by meeting, kuna, incl. VAT | |
|---|-------------------|---------------------------|--------------|----------|---------|-----------------|--------------------------|--|-------------------------|
| | | | Total | Domestic | Foreign | Total | By domestic participants | | By foreign participants |
| Total | 145 | 394 | 6 334 | 4 415 | 1 919 | 11 687 | 6 852 | 4 835 | 6 867 827 |
| Hotels and similar facilities ¹⁾ | 140 | 369 | 5 605 | 4 050 | 1 555 | 11 687 | 6 852 | 4 835 | 6 812 583 |
| Universities, fair, cultural institutions and other types of facilities in which business meetings are held | 5 | 25 | 729 | 365 | 364 | - | - | - | 55 244 |

1) Hotels and similar facilities include 5, 4, 3 and 2-star rated hotels, hotel resorts, tourist apartment, guest houses, rooms to let and uncategorised facilities.

4. BUSINESS MEETINGS, BY TYPE, AUGUST 2008

| | Business meetings | Number of days at meeting | Participants, total | | | Night overstays | | Turnover generated by meeting, kuna, incl. VAT | |
|--|-------------------|---------------------------|---------------------|----------|---------|-----------------|--------------------------|--|-------------------------|
| | | | Total | Domestic | Foreign | Total | By domestic participants | | By foreign participants |
| Total | 145 | 394 | 6 334 | 4 415 | 1 919 | 11 687 | 6 852 | 4 835 | 6 867 827 |
| Corporate/business meeting | 56 | 91 | 1 588 | 1 020 | 568 | 1 124 | 473 | 651 | 877 690 |
| Congress (forum, course of lectures, seminar, symposium) | 73 | 234 | 3 804 | 2 830 | 974 | 8 088 | 5 876 | 2 212 | 4 977 270 |
| Public conference/lecture | 4 | 4 | 115 | 115 | - | - | - | - | 17 120 |
| Governmental conferences | 2 | 20 | 10 | 10 | - | 100 | 100 | - | 32 000 |
| General assembly | - | - | - | - | - | - | - | - | - |
| Convention | - | - | - | - | - | - | - | - | - |
| Incentive arrangement | 2 | 17 | 102 | 17 | 85 | 758 | 4 | 754 | 261 901 |
| Team building | 1 | 1 | 90 | 90 | - | - | - | - | 19 122 |
| Other | 7 | 27 | 625 | 333 | 292 | 1 617 | 399 | 1 218 | 682 724 |

5. BUSINESS MEETINGS, BY PROFESSIONAL ORGANISER, AUGUST 2008

| | Business meetings | Number of days at meeting | Participants | | | Night overstays | | Turnover generated by meeting, kuna, incl. VAT | |
|-------|-------------------|---------------------------|--------------|----------|---------|-----------------|--------------------------|--|-------------------------|
| | | | Total | Domestic | Foreign | Total | By domestic participants | | By foreign participants |
| Total | 145 | 394 | 6 334 | 4 415 | 1 919 | 11 687 | 6 852 | 4 835 | 6 867 827 |

| | | | | | | | | | | |
|---|--|----|-----|-------|-------|-----|-------|-------|-------|-----------|
| International organisations | | 6 | 8 | 423 | 420 | 3 | 3 | - | 3 | 20 797 |
| Croatian Government, bodies of state and local government and self-government | | 3 | 30 | 19 | 19 | - | 173 | 173 | - | 59 000 |
| Universities, polytechnics, academies, institutes | | 7 | 36 | 368 | 191 | 177 | 719 | 50 | 669 | 317 901 |
| Travel agencies | | 24 | 52 | 1 039 | 597 | 442 | 3 385 | 2 688 | 697 | 2 272 902 |
| Business entities (enterprises) | | 84 | 189 | 3 197 | 2 322 | 875 | 1 978 | 710 | 1 268 | 2 537 576 |
| Professional associations | | 2 | 11 | 184 | 184 | - | 1 515 | 1 515 | - | 358 234 |
| Other (banks, insurance agencies, political parties, NGOs) | | 12 | 38 | 882 | 617 | 265 | 2 913 | 1 671 | 1 242 | 936 783 |
| Foreign enterprises, institutions, organisations | | 7 | 30 | 222 | 65 | 157 | 1 001 | 45 | 956 | 364 634 |

6. BUSINESS MEETINGS, BY TYPE OF FACILITY IN WHICH BUSINESS MEETINGS WERE HELD, JANUARY – AUGUST 2008

| | Business meetings | Number of days at meeting | Participants | | | Night overstays | | | Turnover generated by meeting, kuna, incl. VAT |
|--|-------------------|---------------------------|--------------|----------|---------|-----------------|--------------------------|-------------------------|--|
| | | | Total | Domestic | Foreign | Total | By domestic participants | By foreign participants | |
| Total | 3 770 | 7 724 | 295 459 | 257 897 | 37 562 | 205 199 | 117 394 | 87 805 | 155 299 554 |
| Hotels and similar facilities ¹⁾ | 3 520 | 7 328 | 225 795 | 192 043 | 33 752 | 205 086 | 117 290 | 87 796 | 151 117 200 |
| Universities, fairs, cultural institutions and other types of facilities in which business meetings are held | 250 | 396 | 69 664 | 65 854 | 3 810 | 113 | 104 | 9 | 4 182 354 |

1) Hotels and similar facilities include 5, 4, 3 and 2-star rated hotels, hotel resorts, tourist apartment, guest houses, rooms to let and uncategorised facilities.

7. BUSINESS MEETINGS, BY TYPES, JANUARY – AUGUST 2008

| | Business meetings | Number of days at meeting | Participants | | | Night overstays | | | Turnover generated by meeting, kuna, incl. VAT |
|--|-------------------|---------------------------|--------------|----------|---------|-----------------|--------------------------|-------------------------|--|
| | | | Total | Domestic | Foreign | Total | By domestic participants | By foreign participants | |
| Total | 3 770 | 7 724 | 295 459 | 257 897 | 37 562 | 205 199 | 117 394 | 87 805 | 155 299 554 |
| Corporate/business meeting | 1 038 | 1 724 | 49 963 | 42 811 | 7 152 | 21 606 | 8 971 | 12 635 | 26 383 290 |
| Congress (forum, course of lectures, seminar, symposium) | 1 906 | 4 489 | 145 279 | 124 326 | 20 953 | 142 554 | 85 519 | 57 035 | 96 328 873 |
| Public conference/lecture | 115 | 193 | 12 045 | 10 906 | 1 139 | 4 878 | 2 912 | 1 966 | 5 615 712 |
| Governmental conferences | 18 | 54 | 3 217 | 3 046 | 171 | 999 | 658 | 341 | 852 280 |
| General assembly | 71 | 98 | 16 316 | 15 475 | 841 | 1 304 | 675 | 629 | 1 633 342 |

| | | | | | | | | | | |
|-----------------------|--|-----|-----|--------|--------|-------|--------|-------|-------|------------|
| Convention | | 24 | 49 | 4 016 | 3 242 | 774 | 4 019 | 1 892 | 2 127 | 1 420 521 |
| Incentive arrangement | | 86 | 244 | 6 890 | 3 912 | 2 978 | 12 329 | 4 556 | 7 773 | 11 094 787 |
| Team building | | 109 | 222 | 5 717 | 5 336 | 381 | 7 580 | 6 595 | 985 | 4 221 217 |
| Other | | 403 | 651 | 52 016 | 48 843 | 3 173 | 9 930 | 5 616 | 4 314 | 7 749 532 |

8. BUSINESS MEETINGS, BY PROFESSIONAL ORGANISER, JANUARY – AUGUST 2008

| | Business meetings | Number of days at meeting | Participants | | | Night overstays | | Turnover generated by meeting, kuna, incl. VAT | |
|---|-------------------|---------------------------|--------------|----------|---------|-----------------|--------------------------|--|-------------------------|
| | | | Total | Domestic | Foreign | Total | By domestic participants | | By foreign participants |
| Total | 3 770 | 7 724 | 295 459 | 257 897 | 37 562 | 205 199 | 117 394 | 87 805 | 155 299 554 |
| International organisations | 88 | 206 | 4 719 | 3 049 | 1 670 | 5 631 | 1 445 | 4 186 | 3 276 338 |
| Croatian Government, bodies of state and local government and self-government | 162 | 331 | 14 533 | 13 459 | 1 074 | 6 948 | 5 770 | 1 178 | 5 512 479 |
| Universities, polytechnics, academies, institutes | 149 | 484 | 16 728 | 14 766 | 1 962 | 18 758 | 10 598 | 8 160 | 12 332 131 |
| Travel agencies | 400 | 934 | 34 031 | 25 081 | 8 950 | 47 089 | 23 092 | 23 997 | 34 715 311 |
| Business entities (enterprises) | 2 074 | 3 819 | 140 275 | 129 884 | 10 391 | 53 605 | 37 605 | 16 000 | 52 101 155 |
| Professional associations | 341 | 683 | 38 714 | 32 720 | 5 994 | 38 520 | 24 524 | 13 996 | 18 710 408 |
| Other (banks, insurance agencies, political parties, NGOs) | 383 | 816 | 34 756 | 33 132 | 1 624 | 18 647 | 12 328 | 6 319 | 10 577 524 |
| Foreign enterprises, institutions, organisations | 173 | 451 | 11 703 | 5 806 | 5 897 | 16 001 | 2 032 | 13 969 | 18 074 208 |

NOTES ON METHODOLOGY

Data sources

The data source is the regular monthly survey on business tourism conducted through the Report on Business Meeting (TU-23 form).

Coverage and comparability

The survey covers all business entities performing business meetings, incentive arrangements and team building programmes (hotel and restaurant facilities, universities, concert and congress halls, fair, cultural facilities) as well as mediators and organisers of such meetings and incentive travels (e.g. travel agencies). The survey covers all business meetings with at least one realised overnight and all business meetings without realised overnights attended by 20 participants or more.

Due to the fact that not all of reporting units have established their registers of business meetings, the coverage in this survey is not full yet.

Definitions

Corporate/business meetings are those business-oriented meetings in which the participants represent the same company, corporate group, joint-venture, or client/provider relations.

Congress is a meeting of generally fixed frequency having an extraordinary nature, in which participants belonging to different places meet at a predetermined site and time in order to discuss things. Scientific congresses and conferences can be subcategorised into forums, colloquiums, seminars and symposiums.

Public conferences/lectures are unidirectional meetings in which discussion is proposed by the conference organiser, the audience taking an essentially passive role, and where specialised knowledge is not necessarily required.

Governmental conferences are technical or political meetings between governments with the aim of discussing national or international topics to reach agreements of a political nature.

General assemblies are civil meetings, limited to the members of one organisation, of an internal nature, committed to discussing the function of the organisation itself, and to signing legally binding agreements (election of candidates, reviewing programmes, setting norms and rules) concerning predominated issues.

Conventions are general and formal meetings of legislative bodies, social or economic groups in order to provide information on a particular situation in order to deliberate and, consequently, establish consent on policies among the participants. Usually of limited duration with set objectives, but no determined frequency.

Incentive travel is the method of stimulating the employees of a certain corporation and improving the corporation's functioning. Incentive travel is a stimulating travel given as an award to the best employees of a certain corporation. It has replaced classic stimulating money award etc. This is the way firms thank their clients, motivate or reward their employees for their loyalty and hard work invested in firm's efficiency, by taking them to a nice incentive travel. Incentive programmes include: golfing, sailing, rafting, ballooning, shooting, cycling, paint ball, ATV safari etc.

Team building programme is the special type of incentive travel offering active relaxation at the same time, organised by agencies catering for the employees of certain firms and institutions with the aim of boosting the team spirit, practicing coordination and offering other incentives.

Other types of business meetings are presentations, candidate testing, promoting campaigns, religious congresses and similar meetings.

Business meetings with overnights are meetings at which at least a part of participants realised an overnight. Business meetings without overnights are meetings at which no participants realised an overnight. Regarding meetings without overnights, e.g. evaluation of candidates for a job, it is possible for the number of days to be more than one, since a meeting may last for several days, but not all participants stayed all the time at the meeting (that is, there were no overnights).

Professional organisers of business meetings or incentive travels are institutions, associations, companies that organise a business meeting (orderers), such as: international governmental organisations (e.g. UN, EU, EFTA, OECD, NATO), international NGOs, the Government of the Republic of Croatia and administration, bodies of state and local government and self-government, universities, polytechnics, research centres, academies, institutes, travel agencies, business entities (enterprises), professional associations and others (e.g. banks, insurance agencies, political parties, NGOs, religious organisations etc.) as well as foreign enterprises, institutions and organisations.

Turnover generated by meetings or incentive travels in kuna (including VAT) includes the turnover of accommodation services, food services (restaurants, bar services, cafés), hire of the meeting rooms, display area and technical equipment when the reporting is being done by accommodation facilities, fair, universities, cultural institutions or other service providers.

Abbreviations

EFTA European Free Trade Association

EU European Union

incl. including

NATO North Atlantic Treaty Organisation

NGO non-government organisation

OECD Organisation for Economic Cooperation and Development

VAT value added tax

UN United Nations

Symbols

- no occurrence