

# ***FIRST RELEASE***

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## **CONGRESSES AND OTHER BUSINESS MEETINGS, SEPTEMBER 2008**

In September 2008, the number of business meetings held in the Republic of Croatia was 529. There were 351 meetings with overnight stays and 178 without them. The total number of days at business meetings was 1 200. Each meeting was held 2 days on the average. The number of participants at all meetings was 36 735, out of which the number of domestic participants was 29 276 (80%) and the number of foreign ones was 7 459 (20%).

According to professional organisers, the most meetings, 277 of them (52%), were organised by enterprises.

In September 2008, the turnover of 30 843 405 kuna was generated from business meetings. Out of the total turnover, 27 961 101 kuna (91%) was generated from meetings with overnight stays and 2 882 304 kuna (9%) from meetings without overnight stays.

In the period from January to September 2008, there were 4 299 business meetings held in the Republic of Croatia. Out of this number, there were 2 265 (53%) meetings with overnight stays and 2 034 (47%) without them. The total number of days at business meetings was 8 924. Business meetings were attended by 332 194 participants, out of which 287 173 (86%) domestic and 45 021 (14%) foreign ones.

In the period from January to September 2008, the total turnover generated from all business meetings held in the Republic of Croatia was 186 142 959 kuna. Out of this sum, 159 430 004 kuna (86%) was generated from meetings with overnight stays and 26 712 955 kuna (14%) from meetings without them.

### **1. BUSINESS ENTITIES IN WHICH BUSINESS MEETINGS WERE HELD, SEPTEMBER 2008**

	Business entities	Halls	Seats

Total		95	414	45 149
Hotels and similar facilities <sup>1)</sup>		87	356	28 631
Universities, fair, cultural institutions and other types of facilities in which business meetings are held		8	58	16 518

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 SEPTEMBER 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		
<b>IX. 2008.</b>							
Total	529	1 200	36 735	20 673	16 062	38 606	30 843 405
Meetings with overnights	351	926	20 764	4 702	16 062	38 606	27 961 101
Meetings without overnights	178	274	15 971	15 971	-	-	2 882 304
<b>I. – IX. 2008.</b>							
Total	4 299	8 924	332 194	228 602	103 592	243 805	186 142 959
Meetings with overnights	2 265	6 067	144 931	41 339	103 592	243 805	159 430 004
Meetings without overnights	2 034	2 857	187 263	187 263	-	-	26 712 955

### 3. BUSINESS MEETINGS, BY TYPE OF FACILITY IN WHICH BUSINESS MEETINGS WERE HELD, SEPTEMBER 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	529	1 200	36 735	29 276	7 459	38 606	20 877	17 729	30 843 405
Hotels and similar facilities <sup>1)</sup>	493	1 123	29 367	22 628	6 739	38 606	20 877	17 729	30 177 381
Universities, fair, cultural institutions and other types of facilities in which business meetings are held	36	77	7 368	6 648	720	-	-	-	666 024

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, SEPTEMBER 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	529	1 200	36 735	29 276	7 459	38 606	20 877	17 729	30 843 405
Corporate/business meeting	152	278	7 291	6 144	1 147	5 232	2 470	2 762	5 150 024
Congress (forum, course of lectures, seminar, symposium)	293	720	18 982	14 800	4 182	24 096	13 734	10 362	17 337 442
Public conference/lecture	19	32	1 250	1 074	176	344	129	215	461 607
Governmental conferences	7	35	640	484	156	1 396	848	548	978 507
General assembly	9	18	4 101	4 001	100	105	105	-	377 236
Convention	3	5	811	648	163	1 321	1 234	87	1 208 219
Incentive arrangement	22	60	1 535	103	1 432	3 959	371	3 588	4 030 235
Team building	13	26	1 175	1 108	67	2 095	1 950	145	1 164 384
Other	11	26	950	914	36	58	36	22	135 751

#### 5. BUSINESS MEETINGS, BY PROFESSIONAL ORGANISER, SEPTEMBER 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	529	1 200	36 735	29 276	7 459	38 606	20 877	17 729	30 843 405
International organisations	14	31	607	388	219	787	173	614	734 894
Croatian Government, bodies of state and local government and self-government	21	54	1 176	1 034	142	1 446	1 233	213	912 635
Universities, polytechnics, academies, institutes	19	74	1 842	1 165	677	3 175	2 016	1 159	1 735 520
Travel agencies	81	203	7 461	5 072	2 389	10 992	5 871	5 121	7 199 556
Business entities (enterprises)	277	544	17 305	15 665	1 640	12 045	8 659	3 386	9 911 025
Professional associations	30	69	2 569	2 061	508	2 995	1 128	1 867	2 970 257

Other (banks, insurance agencies, political parties, NGOs)		50	114	3 244	3 022	222	1 946	1 484	462	1 670 754
Foreign enterprises, institutions, organisations		37	111	2 531	869	1 662	5 220	313	4 907	5 708 764

## 6. BUSINESS MEETINGS, BY TYPE OF FACILITY IN WHICH BUSINESS MEETINGS WERE HELD, JANUARY – SEPTEMBER 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	4 299	8 924	332 194	287 173	45 021	243 805	138 271	105 534	186 142 959
Hotels and similar facilities <sup>1)</sup>	4 013	8 451	255 162	214 671	40 491	243 692	138 167	105 525	181 294 581
Universities, fairs, cultural institutions and other types of facilities in which business meetings are held	286	473	77 032	72 502	4 530	113	104	9	4 848 378

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 – SEPTEMBER 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	4 299	8 924	332 194	287 173	45 021	243 805	138 271	105 534	186 142 959
Corporate/business meeting	1 190	2 002	57 254	48 955	8 299	26 838	11 441	15 397	31 533 314
Congress (forum, course of lectures, seminar, symposium)	2 199	5 209	164 261	139 126	25 135	166 650	99 253	67 397	113 666 315
Public conference/lecture	134	225	13 295	11 980	1 315	5 222	3 041	2 181	6 077 319
Governmental conferences	25	89	3 857	3 530	327	2 395	1 506	889	1 830 787
General assembly	80	116	20 417	19 476	941	1 409	780	629	2 010 578

Convention		27	54	4 827	3 890	937	5 340	3 126	2 214	2 628 740
Incentive arrangement		108	304	8 425	4 015	4 410	16 288	4 927	11 361	15 125 022
Team building		122	248	6 892	6 444	448	9 675	8 545	1 130	5 385 601
Other		414	677	52 966	49 757	3 209	9 988	5 652	4 336	7 885 283



Incentive arrangement		117	450	8 324	1 225	7 099	18 765	1 438	17 327	35 950 899
Team building		116	258	5 332	5 075	257	6 578	6 230	348	9 311 794
Other		1	1	40	40	-	-	-	-	30 000

## 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 and 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  
e.g. for example (from Latin: *exempli gratia*)  
etc. and so on (from Latin: *et cetera*)  
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