行政院及所屬各機關因公出國人員報告書 (出國類別:出席國際會議)

出席二〇〇三年第四十二屆國際會議協會 (International Congress and Convention Association, ICCA)年會報告書

服務機關:交通部觀光局出國人:職稱:約聘人員

姓名:葉碧華

出國地區:韓國釜山

出國期間:92年10月25日至29日

報告日期:93年2月25日

系統識別號: C09204652

行政院及所屬各機關出國報告提要

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出國報告名稱:出席二〇〇三年第四十二屆國際會議協會(International

Congress and Convention Association, ICCA)年會報告書

出國計畫主辦機關:交通部觀光局

出國人員姓名/服務機關/單位/職稱/電話

葉碧華/交通部觀光局/國際組/約聘人員/02-2349-1617

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關 鍵 詞:國際會議、會議展覽

內容摘要:

源於荷蘭阿姆斯特丹之國際專業會展組織—「國際會議協會 (ICCA)」,成立於一九六三年,主要成員計八大類,年會以在歐、美、亞等地輪流舉辦為原則。2003年第42屆年會於韓國釜山BEXCO會議展覽中心舉行,會期四天,計有來自41個國家,500位〈含當地業者〉代表出席,會中以「個案研討」方式,就年度重大災害危機處理及復原計畫進行討論,由各地區代表的重要經驗中獲得進步。

我國計有台北國際會議中心、集思國際會議公司、及本局等共三位代表出席,伺機蒐集市場最新訊息及變化趨勢,學習如何在強大競爭下,仍保有領導地位及自我特色,並當面感謝 ICCA 總會及亞太分會九十二年度派員來台為我籌劃會展專業人才培訓進階班課程暨專業論壇。 本文電子檔已上傳至出國報告資訊網(http://report.nat.gov.tw)

出席二00三年第四十二屆國際會議協會

(International Congress and Convention Association, ICCA)

年會報告書目錄

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出席二〇〇三年第四十二屆國際會議協會 (International Congress and Convention Association, ICCA) 年會報告書

壹、前言

國際會議協會(International Congress and Convention Association, ICCA) 係目前全球最具規模、且具領導地位的專業國際會議組織,成立於一九六三年, ICCA 年會提供全體會員包含會議(Meetings)、獎勵旅遊(Incentives)、研討會(Conventions)、及展覽(Exhibitions)的洽商、行銷及教育訓練的機會。該會設立的四大宗旨為: 1·整合會員間相關資訊,促進彼此間共同合作及經驗交流; 2·促進各會員對各項國際會議或展覽更深入的瞭解; 3·依會員類別需求,協助培訓會展專業人才; 及 4·協助會員,提昇國際會議專業服務水準。多年來,經由該會主要成員正確的領導與運作,各項會議之重要決議,已被視為會議展覽產業的主要風向球,加入 ICCA 組織儼然成為全球國際會展產業成員必要的義務。

ICCA 總部設於歐洲荷蘭阿姆斯特丹,由於亞太地區、拉丁美洲及歐美地區國家紛紛加入,已於全球分別成立亞太分

會〈馬來西亞〉(Asia Pacific Regional Office)、拉丁美洲分會〈烏拉圭〉(Latin American Chapter)、非洲分會(African Chapter)、中歐分會(Central European Chapter)、法語分會(Francophone Chapter)、地中海分會(Mediterranean Chapter)、北美分會(North American Chapter)、斯堪地那維亞分會(Scandinavian Chapter)以及英國愛爾蘭分會(UK/Ireland Chapter)等計九個分會,提供全球會員即時服務(如附件一),

截自二〇〇三年二月止,ICCA 擁有超過六百名全球會員,遍及八十個國家與地區,會員依其組織背景及其產業特性,共區分為八大類,分別為:

- A 會議旅行社(Congress Travel and Destination Management Companies);
- B 航空公司(Airlines);
- C 會議展覽顧問公司(Professional Congress, Convention and/or Exhibition Organisers);
- D 會議觀光局(Convention and Visitor Bureaux);
- E 會議資訊技術專家(Meeting Information and Technical Specialists);

F 旅館業(Meetings Hotels);

G 會議展覽中心(Congress, Convention and Exhibition Centres);

H 與會議相關,然不屬前者之榮譽會員(Honorary Members)。

其中以G類會議展覽中心會員人數最多,規模最大,佔約全體會員數之1/3。惟組織內之主要成員及業務決策仍以歐洲為主導,二〇〇二年ICCA於丹麥哥本哈根年會中,曾依荷蘭法律規定:「本身為協會者,不得為他屬協會之會員」,ICCA協會組織章程因而大幅修正,會員類別由原有之九大類〈刪除前述原屬於H類會議產業協會之會員〉,變更為八大類,會議產業協會已不再成為ICCA國際組織之成員〈如附件二〉。

二〇〇三年第四十二屆 ICCA 年會暨第七次展覽會於十 月二十六日至二十九日假韓國釜山 BEXO 會議中心舉行四 天,計有來自全球四十一個國家,五百位會員代表〈當地業者 一百五十位〉出席〈如附件三〉,會員出席情況未如預期,主 要原因係多數歐洲會員普遍對輾轉轉機赴韓國釜山不甚熱 衷,但在韓方強力的造勢下,仍然是一次成功的國際大會。本 居 ICCA 會議韓國共派出四十四位代表成為最大的與會團體。台灣部分僅有三位代表出席,分別為台北國際會議中心喬主任臨思、集思國際會議顧問公司葉總監泰民、及本局國際組葉研究員碧華。

貳、 年會概況

一、 開幕典禮:

我國代表一行三人,於十月二十五日上午由台北出發,經由漢城轉搭韓航國內班機,耗費近十一個小時,於晚間十時始抵達釜山下褟飯店。十月二十六日依大會議程出席於釜山市BEXCO大會堂舉行之第四十二屆ICCA年會開幕典禮,由ICCA新任理事長Mr. Christian Mutschlechner (M 君為維也納會議局局長)致詞後正式揭幕,韓國文化觀光部部長Mr. Lee Chang-dong並到場致歡迎詞後,隨即展開一系列韓國傳統文化藝術舞蹈表演,場面甚為壯觀熱鬧,韓方伺機大力推廣促銷,展現其國內新興會展產業及新設施之實力與決心,深深吸引在場的所有與會的國際會展專業人士。

ICCA 主席 Mr. Christian Mutschlechner 於專題報告中,勉勵並感謝 ICCA 全體會員在面對二〇〇三年 SARS 的挑戰、中

東伊拉克戰爭、東南亞國家所發生的恐怖份子攻擊、以及世界性經濟下滑的種種衝擊下,仍然能對 ICCA 組織展現強烈的向心力,Mr. Christian Mutschlechner 宣稱:「ICCA 不僅存活下來,且邁向更高的境界(I am delighted to be able to report that ICCA has not only survived, but has moved forward in a number of significant areas)」。

- 二、大會重要決議:(詳如附件四)
- (一) 全體與會人員起立為過去一年內去世之 ICCA 資深會 員默哀一分鐘。
- (二)宣布通過上一屆(第四十一屆)丹麥哥本哈根舉行之年會會議記錄准予備查。(詳如附件五)
- (三) 通過執行長 Mr. Martin Sirk 簡報二〇〇二年工作報告回顧。
- (四) 通過執行長 Mr. Martin Sirk 簡報之二()()三年財務稽核報告及二()()四年策略計畫及財務概算,強調由於更多的國際主要航線的加入,使 ICCA 對會員提供之服務網絡更形健全。
- (五) 通過二〇〇四年新進會員入會費提高為 1,500 歐元; 二〇〇四年年費提高為 2,500 (原為 2,350) 歐元。

- (六)通過二〇〇四年預算,來年將加強提供會員線上交易的機會。
- (七) 頒發會員入會達三十年(三位:英國倫敦會議局;波蘭 PBP Orbis 會議公司;及印度 Taj 觀光大飯店)及二十年(五位:澳洲 Grazer Congress;法國坎尼斯節慶行銷公司;以色列貿易局;加拿大 Palais 會議公司以及以色列 Otra 公司)證書,以茲獎勵。
- (八)宣布二() (四年於南非開普敦(Cape Town)ICCA 舉行年會之大會議程綱要。
- (九) 頒贈 ICCA 年度最佳行銷獎(ICCA Best Marketing Award 2003)入圍者有三位:
 - 1 · 西澳會議旅遊局(Perth Convention & Exhibition Center, Western Australia)
 - 2 · 英國 Kursaal 會議中心(Kursaal Convention Center)
 - 3 · 希臘國際會議中心(Greece Convention Center) 票選結果由英國 Kursaal 會議中心(Kursaal Convention Center)當選。
- (十) 通過 ICCA Categories Chairpersons 名單如下: A類會議主席:澳洲 Ms. Roslyn A. Mcleod

B類會議主席: 奧地利 Ms. Mararete Gamauf

C 類會議主席:丹麥 Mr. Lars Christensers

D類會議主席:挪威 Mrs. Anne Wallin Rodven

E類會議主席:美國 Mrs. Patricia Fisch

F 類會議主席: 烏拉圭 Mr. Arnaldo Nardone

G類會議主席:澳洲 Mr. Leigh Harry

- (十一)二〇〇五年ICCA年會已確定由烏拉圭首府孟都 (Montevideo, Uruguay)取得主辦權。
- 三、D類會員:觀光局或會議局(Statutory Bodies of Tourist and Convention Bureaux)決議事項(詳附件六):
- (一)共計24個國家,53位代表出席,首先歡迎新會員
- (二)確認上次會議紀錄
- (三)二〇〇四年二月於北美地區新設立一辦公室掌管美國、 加拿大、及墨西哥地區會務並提供會員對外聯絡管道。
- (四)為因應愈趨重要的亞太市場及會員需求,決定增加ICCA 亞太地區辦公室的年度運作預算,俾便加強推動區內會 員各項服務。
- (五)二(0)三年D類會員教育訓練研討會(Workshop)於英國 弗羅倫斯舉行,已達成對歐洲15位會員體(會議局)

之服務目標,二〇〇四年將針對全球會員提供教育訓練地點為瑞士日內瓦,二〇〇五年預計於西班亞馬德里舉行,預計以全球會員為培訓對象。

- (六)由墨西哥 Eduardo Chailo 簡介該國於二() ()四年起實施之加值稅(VAT system)退稅系統操作方式,相關訊息公佈於 ICCA 網站(www.iccaworld.com)。
- (七)由 ICCA 現任理事長 Mr. Christian Mutschlechner 及維也納會議旅遊局針對 D 類會員提報延續三年之研究報告案,惟因 ICCA 網站上(on-line)之問卷回覆率僅達百分之三十,目前尚無法提報最後結論,希請會員踴躍參與或提供意見。
- (八)由丹麥哥本哈根 Wonderful 會議局 Mr. Dorte Ottesen 提報目前各國「會議操作基金」的執行方式如下:
- 1.丹麥體系:由政府提供一份定額基金,供會議執行單位運作,雖不完全擔保損失,但可協助主辦者避免風險,至少可承擔 20%的風險,但最多可提供歐元 25,000,僅限丹麥所屬會議、旅遊、旅館、會議局及非營利之民間團體提出申請。
- 2. 奥地利體系:由奧地利旅遊銀行-專為旅遊業設置貸款基

金之銀行,國際會議超過百分之五十之國外與會人士、最少舉行2天、預算在歐元十萬元以內、且具一定發展歷史之會議,均可提出申請,最多可貸款達百分之二十七,申 請條件同於丹麥,然而,截至目前為止,三年內僅有六個申請案件。

- 3·泰國體系:提供泰幣二千萬元(約合歐元 425,000),針對 每場會議提供最高泰幣 500,000 元(約合歐元 10,000)之 貸款運作基金。
- 4·瑞典體系:瑞典醫藥協會針對區內醫學會議提供擔保金制度,便於推廣是項國際會議。
- 四、二〇〇三年ICCA展覽會(詳附件七)

總計三十五個攤位,14個國家及單位參與展出,其中以 南非開普敦觀光局(二〇〇四年主辦國)及韓國觀光公社 (二〇〇三年主辦單位)展出攤位陣容最為龐大與醒目。

冬、 專題演講暨教育訓練

二〇〇三年ICCA 年會援例就年度世界性重要議題,擬定專題講座,提供全體會員最新最正確的資訊及課程訓練研討,透過各項專業會議及展覽分組討論,探討一年來世界上所發生

的各項重要的局勢,及其轉變對國際會展產業所產生的重大影響,各項精采的專題,往往吸引全場爆滿的聽眾,謹就相關學者、專家主講議題及分組討論簡述如下:

1 · ICCA 資訊平台(ICCA Intelligence):

"ICCA Intelligence"大會提供之最新資訊平台,由大會共同夥伴,CAT Publication 雜誌負責進行「國際組織協調」"Association Management International",由 ICCA專業講師提供各項有關保險、贊助金、辦理展覽及行銷等國際會議規劃人員必備之教育訓練機會,以提昇專業服務水準。

2 · 危機處理課題(Crisis Management):

邀請泰國 The Winning Edge 公司危機處理專家 Mr. Bert Van Walbeek 主講巴厘島恐怖攻擊事件,以及 SARS 危機處理方式,透過生動精采的解說提供會員各項應變 技巧及策略應用模式。

3 · 報到技巧: 顧客的需求何在? (Registration Technology: What Are Clients Looking For?)

探討國際會議及展覽出席代表如何改進報到作業程序,教導顧客如何使用最新系統。

4 · 創造成功的團隊(Creating Successful Teams):

針對開創有效率的品牌及團隊,迎接新挑戰,爭取商機,提供組織架構策略,及改善的空間及技巧。

5 · ICCA 提供線上電腦直接操作方式(ICCA DATA Workshop):

教導會員利用 ICCA 資訊轉換成為自有資源,並運用 ICCA 各項統計分析資料(ICCA DATAbases),更進一步瞭解並掌握全球資訊及潛在客戶。

6 · 亞太地區最新競爭情勢(How Competitive Is the Asia Pacific Region?):

香港理工大學教授 Mrs. Allen Chang 報告亞太地區最新的會議發展情勢,目前中國大陸已成為全球最大的商品供應地區,各式商品製造商、供應商、展售會、研討會因應而生,且規模龐大,中國政府亦積極開發相關產業,投入更多、更新、更大的會議場所及展覽館的設立,尤其是重點都市如北京、上海、重慶等地,值得全球買家持續關注。

7 · 新國際會議展場簡介(Growth of New Generation Venues): 韓國充分把握此次 ICCA 年會,展示目前韓國最新的

國際會議展覽場地,成為全球專業會展產業菁英討論焦點。韓國政府已分別於漢城(COEX, Seoul)、大邱(EXCO, Daegu)、釜山(BEXCO, Busan)、及濟州島(ICC, Jeju)興建四所大型的會議展覽場地(詳如下表),並預計於二〇〇五年十月前全部完工啟用,為全力推動韓國的國際會議觀光事業,並成立會議觀光專責單位,並以共同推廣的模式,整體配套行銷,贏得多數與會人員的肯定。

韓國會議暨展覽場地比較表

		大邱 EXCO	釜山 BEXCO	漢城 COEX	濟州島 ICC JEJU
То	tal area	30,473	134,609	148,761	54,876
Exhibition	Indoor	11,613	26,446	28,027	2,579
space	Outdoor	3,888	13,223		. —
Conference	Convention	Same as	2,083	8,380	4,688
facilities	Hall	Exhibition			
		Area			
	Meeting rooms	11	18	58	15
Floors	Above ground	5	3	4	4
	Underground	4	1	4	2

資料來源:The Korea Herald, Monday October 27, 2003

肆、心得與建議

一、奧運模式辦理 ICCA 年會

今年於韓國釜山舉行之ICCA年會,韓國產官學各界 (包括韓國文化觀光部、韓國觀光公社、釜山市政府及民 間旅遊業公、協會) 均比照辦理奧運的心態,投入龐大的 人力及經費,於事前配合 ICCA 總會需求,針對各項會議 準備工作一一齊備,更動員近千名國內旅遊業菁英份子及 青年學子義工團體投入大量人力協助會員之報到、年會議 程之召開、開閉幕之表演、及各項活動交通導引支援等工 作。基於韓國民族性使然,處處展現繼辦理奧運、世足賽 不落人後的強勢作風,使大會各項緊凑的流程均能如期順 利完成,給全體與會代表留下深刻的印象。值得一提的 是,為使全體與會國際人士親身感受韓國辦理奧運會及世 足賽的臨場感,特由 CAT Publication、釜山籌委會、及一 樂園大飯店等單位共同贊助,十月二十七日安排於曾辦理 世界盃足球賽及亞洲盃運動會的釜山體育館提供晚宴及 表演節目,並安排各國會員參與精采的小型世界盃足球 審,搭配現場大型的電子廣告螢幕看板即時轉播,使與會 代表直實體驗難忘的韓國世足賽會的夜晚,也再次展現韓 國值得令人驕傲的一面。

二、教育訓練紮實精采

年會中,各國代表除積極參與大會討論外,更為聆聽 精采的專業講師精采的專題講座,而忙碌地穿梭於各教 育訓練場次,以藉機吸收會展產業各項最新動態及各項商機。會中各項表決皆採用最先進的電子計票器,執行投開票作業,且立即由螢幕中呈現投票結論,提高議事效率,減少人工計算的誤差,值得國內於辦理各項大型國際會議時參考學習。我國出席代表於會中親向大會主席 Mr. Christian Mutschlechner 及執行長 Mr. Martin Sirk當面表達謝意,感謝 ICCA 亞太分會於二〇〇三年九月協助邀請 ICCA 專業講師來台,辦理國內第一次之會展專業人才培訓課程及專業論壇,並希望持續借重該會專業資源,提昇國內專業服務水準,並伺機觀察學習辦理會展教育訓練課程之安排,收穫良多。

三、專責單位及大型現代化會展場地

韓國持續寬編經費籌建大型國際會議中心及展覽場 地的規模與決心,瞭解韓國推廣會議觀光的遠見,一如 辦理世界盃體育競賽一般的精神,令人動容。反觀國內,現有展場展地不足,主要大型展場仍遲未完工,為加速執行推廣國內會展產業之政策目標,實有必要成立專責單位(如會議局),加緊興建大型現代化會展場地之迫切性,以提昇我國會展產業之競爭力。

四、鼓勵國內會展業者參與學習

今年ICCA年會我國僅有三位代表出席,勢單力薄, 反觀中國大陸共計十八位代表出席,分別來自於北京、 上海、廣州之會議公司或會議中心,陣容龐大,顯示中 國大陸會展產業未來的龐大商機,更顯示中國大陸相關 會展產業的業者,積極追求會展專業知識及掌握世界脈 動積極參與世界舞台的決心,頗值得國內業者警惕,未 來應可朝鼓勵國內配合政府推廣政策表現績優之業者, 積極參與是項國際重要年會,透過該會豐沛的人脈及資 源,作為加入國際舞台的奠基石。

伍、附件



HAVE YOU EVER THOUGHT ABOUT JOINING ICCA?

ICCA OFFERS YOU OPPORTUNITIES IN

BUSINESS PROMOTION EDUCATION NETWORKING



WHAT IS ICCA?

ICCA, the International Congress & Convention Association, founded in 1963, is the world's leading organisation representing suppliers to the global meetings and events market.

With a membership of over 600 companies in 80 countries, ICCA forms a unique network of professionals with the common aim of maximising business opportunities and raising standards in the organising of meetings, incentives, conventions and exhibitions. ICCA Head Office is in Amsterdam, the Netherlands. There are two regional offices: one in Asia Pacific and one in South America servicing the Americas. These three offices provide constant support for members world-wide.

WHO BENEFITS FROM BEING A MEMBER OF ICCA?

ICCA represents ALL professional meeting suppliers. The Membership is divided into Categories representing different industry sectors:

Category A	Congress Travel and Destination
	Management Companies
Category B	Airlines
Category C	Professional Congress, Convention and/or
,	Exhibition Organisers
Category D	Tourist and Convention Bureaux
Category E	Meeting Information and Technical Specialists
Category F	Meetings Hotels
Category G	Convention and Exhibition Centres
Category H	Meetings Industry Associations
Category I	Honorary Members



WHAT ARE THE MAIN BENEFITS OF ICCA MEMBERSHIP?

ICCA supplies its members with carefully researched marketing information with the main emphasis being on **business** opportunities:

BUSINESS

Access to privileged marketing information via ICCA DATA:

Congress Bulletins - a weekly flow of association event information published on Internet.

Association Database on CD-ROM - a user-friendly tool with easy search possibilities, giving a selection of potential clients and detailed information on their events, according to your own criteria. Four issues per year.



Corporate Database on CD-ROM - containing some 2,000 profiles of corporate meeting planners responsible for organising more than 30,000 events per year.

ICCA DATA Calendar - accessed through Internet, updated every two weeks, giving a basic listing of all future events in the ICCA Association Database.

Business Workshops - where members have the opportunity to discuss - on a face-to-face basis - business with potential clients.

PROMOTION

Members successfully take advantage of ICCA's participation in the major trade shows. Promotion under the ICCA brand provides an instantly recognisable quality benchmark. ICCA strongly promotes members and their services to clients.



International Meetings News - ICCA's magazine published six times per year, giving news on the industry, distributed to 10,000 meeting planners and decision makers world-wide.

World-wide distribution of the annual *Membership Directory*, which includes detailed information on every member and their services.

Meeting Statistics- with so much information on hand, ICCA DATA is able to monitor and analyse trends in event planning, economic impact and attendance. A comprehensive international meetings market statistics report is published each year and distributed to members.

Members Update - ICCA's monthly online newsletter keeping members informed on what is happening in the Association and Industry.

ICCA Website - gives all relevant details on ICCA Events, ICCA DATA products and education for both members and non-members. ICCA also promotes its members via the website. In short, www.iccaworld.com is the one-stop-shop for the whole meetings industry.

EDUCATION

ICCA Congress - focusing on top educational programmes and open to all professionals in the meetings industry.

ICCRM - International Congress & Convention Researchers Meeting - a specialised educational event - essential for research and marketing/sales representatives keen to learn new techniques in accessing and following up business leads.

ICCA Forum for Young Professionals - ICCA recognises the importance of youth in the meeting industry and dedicates resources to their development.

Education and Training Directory on the Internet, giving an overview of all courses and training related to the meetings industry.



NETWORKING AND OTHER BUSINESS OPPORTUNITIES

An international network of over 600 meeting industry companies in 80 countries, enabling you to discover new ideas, new business tools plus gain a crucial insight into different markets and cultures.

Client Advisory Board (CAB): keeping members informed on the needs of meeting planners via extensive contact through a Client Advisory Board. The CAB consists of clients representing international associations and corporations who meet regularly with the members of the ICCA Board of Directors.

ICCA Annual General Assembly - giving members a unique chance to meet, exchange ideas and learn from each other.

HOW TO JOIN ICCA

ICCA membership is a corporate membership. If your organisation has handled or is involved in international meetings and you wish to benefit from the business opportunities that ICCA membership offers you, the following steps should be taken:

- Complete the specific application form for your Category of Membership. (A copy of the application can be requested from ICCA Head Office).
- Return this to the ICCA Head Office. A confirmation will be sent, plus an invoice for the Entrance Fees and a pro-forma invoice for the Membership Fee.
- 3. ICCA Head Office will forward the application to the ICCA Board of Directors requesting their approval.
- 4. Upon Board approval and payment of the Entrance Fee the membership becomes official.

FOR MORE INDEPTH INFORMATION ON SERVICES, ACTIVITIES PLUS OTHER BENEFITS AND COSTS OF ICCA MEMBERSHIP PLEASE VISIT THE ICCA WEBSITE AT HTTP://WWW.ICCAWORLD.COM OR CONTACT ICCA:

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Who is who at ICCA

Board of Directors (as per December 2002)

Mr. Christian Mutschlechner Vienna Convention Bureau

Mr. Leigh Harry

Melbourne Exhibition & Convention Centre (MECC)

Australia

Mr. Lars Christensen

International Conference Services A/S

(INCON Group) Denmark

Mr. Eduardo Sanovicz

Brazilian Tourist Board -EMBRATUR-

Brazil

Ms. Tuula Lindberg Finland Convention Bureau

Finland

Mr. Martin Sirk ICCA Head Office The Netherlands

Mrs. Patricia Fisch

International Destinations Inc. U.S.A.

Ms. Margarete Gamauf

Austrian Airlines Austria

Ms. Ingrid Houtekier

Antwerp Convention Bureau

Belgium

Ms. Roslyn A. McLeod

Tour Hosts Pty Limited

Australia

Mr. Arnaldo Nardone

Radisson Montevideo Victoria Plaza Hotel

Uruquay

Mr. Lutz Vogt

German Convention Bureau (GCB)

Germany

Mrs. Anne Wallin Rodven

Oslo Promotion

Oslo Visitors & Convention Bureau

Norway

ICCA Presidents to date

Mr. Moises Shuster, Mexico 1963 - 1964 Mr. Jean Claude Murat, France 1964 - 1968 Mr. Moises Shuster, Mexico 1968 - 1972 1972 - 1976 Mr. Gilbert Garber, U.S.A. Mr. Alwin Zecha, Hong Kong 1976 - 1980 Mr. Ernst Stock, Austria 1980 - 1986 Mr. Fred Wakefield, United Kingdom 1986 - 1990 Mrs. Jacqueline Pietri, France 1990 - 1994 Mr. Pieter A. van der Hoeven, Australia 1994 - 1998 Mrs. Tuula Lindberg, Finland 1998 - 2002 Mr. Christian Mutschlechner, Austria 2002 - Present



Honorary Members

Dr. Zbigniew Bankowski

Council for International Organizations

of Medical Sciences -CIOMS-

Geneva, Switzerland

Mr. Gilbert Garber Past President

U.S.A.

1st Vice President

2nd Vice President

3rd Vice President

Immediate Past President

Chief Executive Officer

Member

Member

Member

Member

Member

Member

Member

Mr. Fred Wakefield Past President United Kingdom

Mrs. Jacqueline Pietri

Past President

France

Mr. Nino Fiorentino

Founding Father Italy

Chairpersons ICCA Categories

Congress Travel and Destination Management

Companies (A) Ms. Roslyn A. McLeod Tour Hosts Pty Limited

Australia

Airlines (B)

Ms. Margarete Gamauf Austrian Airlines

Austria

Professional Congress, Convention and/or

Exhibition Organisers (C) Mr. Lars Christensen

International Conference Services A/S (INCON Group)

Denmark

Tourist and Convention Bureaux (D)

Mrs. Anne Wallin Rodven

Oslo Promotion

Oslo Visitors & Convention Bureau

Norway

Meeting Information & Technical Specialists (E)

Mrs. Patricia Fisch

International Destinations Inc.

U.S.A.

Meetings Hotels (F)

Mr. Arnaldo Nardone

Radisson Montevideo Victoria Plaza Hotel

Congress, Convention & Exhibition Centres (G)

Melbourne Exhibition & Convention Centre (MECC)

Australia

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African Chapter
Mr. James M. Mgani
Arusha International Conf. Centre
Tanzania

Asia Pacific Chapter
Mr. Anthony Wong
AOS Convention & Events
Malaysia

Central European Chapter Mr. Hilmar Guckert Düsseldorf Congress Germany

Francophone Chapter Mr. Michael Cleva-Decreps Palais des Congrès de Versailles France

Iberian Chapter
Mr. Gerardo Quintana
Consorcio Turismo de Sevilla
Sevilla Convention Bureau
Spain

Latin American Chapter
Mr. Mariano Castex
Congresos Internacionales S.A.
(INCON Group)
Argentina

Mediterranean Chapter
Mr. Milan Cupic
Adriatic Istria Convention Bureau
Croatia

North American Chapter
Mr. Dev Sharma
JPDL Multi Management Inc.
Canada

Scandinavian Chapter
Mr. Frode Aasheim
Bergen Convention Bureau
Norway

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Ms. Jennifer Salsbury
Scottish Exh. & Conf. Centre
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ICCA Local & National Committee Chairpersons

Australian Committee
Mr. Leigh Harry
Melbourne Exh. & Conv. Centre
Australia

Austrian Committee Mr. Walter Straub Hofburg Congress Center & Redoutensäle Vienna Austria Brazilian Committee
Mrs. Christina Castello
Congrex do Brasil Ltda.

Chinese Taipei Committee
Ms. L. S. Chiao
Taipei International Convention
Centre -TICCChinese Taipei

German Committee
Mr. Claus Bühnert
Stuttgart - Liederhalle Cultural &
Congress Centre -KKLGermany

Indian Committee Mr. Shobu Mathew SITA World Travel (I) Ltd. India

Israel Committee Mr. Zvi Gelfand Ortra Ltd. Israel

Malaysia Committee Ms. Poon Siew Lean Malaysia Tourism Promotion Board Malaysia

Munich Committee
Mr. Peter Trautmann
Munich International Airport
Germany

Netherlands Committee
Ms. José Schaap
Ahoy Exh., Congress & Event Ctr.
The Netherlands

<u>Sri Lankan Committee</u> Mr. S. Senthil Gopinath Sri Lanka Convention Bureau Sri Lanka

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Taipei, September 25-27

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2003 ICCA CONGRESS & EXHIBITION

26 - 29 October 2003

Busan Korea

Visit:

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Addendum to

Membership Directory 2003/2004 (as per 2 October 2003)

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Α	Congress Travel & Destination Management Companies
В	Airlines

- C Professional Congress and/or Exhibition Organisers
- D Convention and Visitor Bureaux
- E Meeting Information & Technical Specialists
- F Meetings Hotels
- G Congress, Convention and Exhibition Centres
- H Honorary Members

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7th ICCA

Congress & Exhibition



in Busan, Republic of Korea

26-29 October 2003

		ICCA General Assembly		ICCA Congress		Optional
	Saturday 25	Sunday 26	Monday 27	Tuesday 28	Wednesday 29	Thursday 30
MORNING	Delegates Arrival ALL DAY REGISTRATION	ALL DAY REGISTRATION	Opening Ceremony			Delegates Departure
		Optional Closed Category Meetings	Keynote Presentation	Education Sessions	Education Sessions	OR OR
			Coffee Break	Coffee Break	Coffee Break	Optional Half Day
		First Time Attendees Meeting	Open Category Meetings	Education Sessions	Education Sessions	OR Departure Post Tours
AFTERNOON	Optional Half Day City Tour	Lunch	Lunch/ Business Leads Exchange	Lunch/ Business Leads Exchange	Lunch/ Business Leads Exchange	
		Chapter Meetings General Assembly Part I Closed Category Meetings	Open Category Meetings	Education Sessions	Keynote Presentation Closing Session	
		Coffee Break	Coffee Break	Coffee Break		
		General Assembly Part II	Open	Plenary Session		
			- Category Meetings	Cape Town 2004 Reception		
EVENING		Welcome Reception	CAT Night	at Leisure	Korea Night	

附件四

20-96, 19-69-96, 27-27-31

7th ICCA Congress

Monday 27 October 09.30-10.30 Keynote Presentation

Our keynote speaker is renowned international diplomat <u>Tan Sri Razali Ismail</u>, Special Advisor to the Prime Minister of Malaysia and United Nations Secretary General's Special Envoy for Myanmar. His presentation will deal with the impact of the meetings industry on issues of global concern including economic development, the environment, peace and security.

subject to final confirmation

Tuesday 28 October 09.00-10.30 Education sessions

Session 1: Fundamental Research

Christian Mutschlechner, Director, Vienna Convention Bureau & ICCA President, Austria

- Category: Critical Skills
- Format: Workshop
- Audience: New entrants to meetings industry; managers responsible for setting up or managing research departments or for outsourcing research projects.
- Content: Two contrasting but equally important research subjects: a city case study on how to research statistics and how to use them to obtain political and industry support for marketing and development strategies. This will be followed by a presentation and discussion on the most efficient ways to undertake sales research into the international association and corporate meeting markets.

Session 2: Airlines: the Shape of Things to Come

- Category: Asia Pacific Expertise
- Format: Presentation
- Audience: CEO/Directors wishing to understand the future of air travel; senior and middle managers responsible for collaborating with airlines.
- Content: Contrasting views on the likely development of air travel in Asia and worldwide, as global alliances and budget airlines develop two widely divergent business models. With international events critically dependent on airbourne delegates, hear how airline economics have dramatically changed in recent years, and discuss the implications for our industry.

Session 3: Building Long Term Client Relationships

Roger Tondeaur, CEO, MCI Group, Switzerland (Moderator)

David Kliman, President, The Kliman Group, USA

Anthony Wong, Managing Director, AOS Convention & Events Sdn Bhd, Malaysia

- Category: Client Focus
- Format: Panel Discussion
- Audience: General interest for all delegates with direct client contact
- Content: It is generally acknowledged that it is much more profitable and cost-effective to build long-term business relationships than to rely on one-off sales. Three experienced planners will present their personal perspectives on what is needed to build these relationships in today's cost-obsessed marketplace, including techniques, principles, and practical examples. Relationships explored will include PCO to client and venue to PCO/client. There will be opportunities for open debate and for sharing ideas.

Session 4: ICCA DATA Workshop (Association Database, Beginners)

ICCA Staff

- Category: Critical Skills
- Format: Interactive Workshop
- Audience: Those in charge of finding potential association and corporate clients
- Content: With hands-on computer training you will get an introduction to the full range of ICCA DATA products. A general introduction to the market and statistics will start off this practical session. Focus will be on the Association & Corporate databases online including the Hot Leads, Key Contacts, Calendar and other services ICCA offers. You will learn how to use them as research tools through in-depth demonstrations and case studies. Come and learn how to use the ICCA DATAbases to find potential clients.

Tuesday 28 October 11.00-12.30 Education sessions

Session 1: Characteristics of Association Markets

Robin Lokerman, CEO, GIC - Association & Conference, Belgium

- Category: Critical Skills
- Format: Presentation with Question & Answer session
- Audience: CEO/Directors new to the international association market; Sales and Marketing Managers responsible for this segment.
- Content: International associations are one of the most complex market segments in the meetings industry. Learn about the different types of association, about the roles of association management companies and "core PCO's", and the different models of decision-making that associations employ when selecting venues for their major events. Hear how associations and their delegates differ from corporate clients, and discuss the relative merits of different sales and marketing approaches. Discover and discuss the similarities and differences between international associations based in Europe, Asia and North America.

Session 2: Risk Assessment, Disaster Planning and Strategies for Recovery (part 1)

Bert van Walbeek, Managing Director, The Winning Edge, Thailand

Bob Guy, Managing Director, Pacific World Singapore/Pacific World Malaysia/Destination East James Papineau, Director Marketing & Sales, Suntec Singapore International, Singapore

- Category: Asia Pacific Expertise
- Format: Panel
- Audience: CEO/Directors and Marketing/PR managers
- Content: Two sessions (see 14.00 for part 2) have been allocated to this critically important subject, which can be attended either as a choice of single modules or as an extended topic. There will be detailed case studies relating to the experiences arising from the Bali bombing and from the impact of SARS, and lessons to be learnt about public-private sector collaboration, handling the media, insurance and risk assessment requirements, and how to plan and prepare for unexpected disasters. The session leaders have been intimately involved not only in reactive "fire-fighting", but also in setting up strategic systems that can be implemented in advance of any.

Session 3: Techno Trends & Data Management

Corbin Ball, CEO, Corbin Ball Associates, USA

- Category: Technology
- Format: Presentation with questions & answers session
- Audience: General interest
- Contents: Inspirational speaker, author and columnist Corbin Ball takes a look at how tomorrow's meetings technology is being introduced today, and what delegates and meeting planners are going to be demanding from their venues and PCO's in the very near future. Hear what investment decisions will need to be taken to stay ahead of the pack (or even to stay in business). Corbin last addressed the ICCA congress in Hong Kong three years ago find out how the world of technology has moved on!

Session 4: ICCA DATA Workshop (Association Database, Advanced)

ICCA Staff

- Category: Critical Skills
- Format: Interactive workshop
- Audience: Those in charge of finding potential association and corporate clients
- Content: With hands-on computer training you will get an introduction to the full range of ICCA DATA products. A general introduction to the market and statistics will start off this practical session. Focus will be on the Association & Corporate databases online including the Hot Leads, Key Contacts, Calendar and other services ICCA offers. You will learn how to use them as research tools through in-depth demonstrations and case studies. Come and learn how to use the ICCA DATAbases to find potential clients.

Tuesday 28 October 12.30-14.00

Business Leads Exchange II (during lunch)

Category: Business to Business

Audience: Sales & Marketing Directors and Managers

Content: The Business Leads Exchanges (BLE), for ICCA members only, have been arranged so as not to conflict with

the education sessions. They are sessions of 1½ hours where a maximum of 50 participants per session share information on events they have recently handled. It's a very efficient way to pick up current information on meetings, which circulate between countries and could head your way soon! To take part, you must register online in advance and submit details of the leads you are willing to pass on. Organised on a geographical basis, the BLE sessions allow participants to choose the area most appropriate for their marketing focus. One will feature international meetings, one European meetings and one regional meetings in other parts of the world, such as Asia Pacific and Latin America.

Deadline: If you wish to take part in one or more BLEs, please submit your congress information by 12 September 2003. The list of leads to be exchanged will be sent to you on Friday 17 October 2003. When you attend the session itself you will receive the submitted information in hard copy which you can process during the session. At the end of the session, you will receive all information on a diskette.

For more information, contact Marianne Korten, email marianne@icca.nl marianne@icca.nl.

Tuesday 28 October 14.00-15.30 Education sessions

Session 1: Risk Assessment, Disaster Planning and Strategies for Recovery (part 2)

Bert van Walbeek, Managing Director, The Winning Edge, Thailand

Bob Guy, Managing Director, Pacific World Singapore/Pacific World Malaysia/Destination East James Papineau, Director Marketing & Sales, Suntec Singapore International, Singapore

- Category: Critical Skills
- Format: Panel Discussion
- Audience: General Interest for CEO/Directors/Middle Managers
- Content: Two sessions (see 11.00 for part 1) have been allocated to this critically important subject, which can be attended either as a choice of single modules or as an extended topic. There will be detailed case studies relating to the experiences arising from the Bali bombing and from the impact of SARS, and lessons to be learnt about public-private sector collaboration, handling the media, insurance and risk assessment requirements, and how to plan and prepare for unexpected disasters. The session leaders have been intimately involved not only in reactive "fire-fighting", but also in setting up strategic systems that can be implemented in advance of any

Session 2: Growth of New Generation Venues

Dirk Elzinga, Managing Director, Cape Town International Convention Centre, South Africa Peter Brokenshire, General Manager, Kuala Lumpur Convention Centre, Malaysia Larry Oltmanns, Partner, Skidmore Owing & Merrill Inc., UK (Moderator) Jong-Hee Kim, President, ICC JEJU, Korea

- Category: Asia Pacific & South African Expertise
- Format: Panel Discussion
- Audience: Special interest for CEO/Directors in charge of building venues and competitor analysis, and general interest for delegates interested in trends in venue design and functionality.
- Content: Asia is in the middle of a massive growth in new venues: hear from industry leaders (including the director of next year's ICCA Congress venue in Cape Town) how they feel these new centres have improved on previous designs, and how venues are being developed to be more in tune with anticipated future client requirements. Is there a long-term over-supply in the marketplace and if so, who will be best prepared for survival and prosperity? What lessons can the planners and developers of future centres learn from today's top venues, and how can costly mistakes be avoided?

Session 3: (NEW SESSION!) Regional Meetings versus International Meetings

Roslyn McLeod, Managing Director, Tour Host Pty Ltd, Australia

- Category: Client Focus
- Format: Presentation
- Audience: Sales and marketing directors and managers; general interest.
- Content: Are regional meetings supplanting international meetings in Asia and around the world? Industry fact or fiction? Is there a trend developing and, if so, how will it affect our businesses and the economy of host cities? What are the factors driving growth in different market segments, and what are the implications for size of meetings, budgets, destination choice, and other critical factors. Add your own opinions during this interactive session to those of ICCA colleagues dealing with these issues on a day-to-day basis.

Session 4: ICCA DATA Workshop (Corporate Database, Beginners)

ICCA Staff

- Category: Critical Skills
- Format: Interactive workshop
- Audience: Those in charge of finding potential association and corporate clients
- Content: With hands-on computer training you will get an introduction to the full range of ICCA DATA products. A general introduction to the market and statistics will start off this practical session. Focus will be on the Association & Corporate databases online including the Hot Leads, Key Contacts, Calendar and other services ICCA offers. You will learn how to use them as research tools through in-depth demonstrations and case studies. Come and learn how to use the ICCA DATAbases to find potential clients.

Tuesday 28 October 16.00-17.30 Plenary Session Best Marketing Award 2003

- Category: Critical Skills
- Format: Multiple presentations
- Audience: General interest

Content: Since it was launched in 1997, the ICCA Best Marketing Award has become one of the industry's most prized accolades, recognising high levels of creativity and business acumen in a competitive marketplace. At this plenary session, this year's three short-listed contestants will present their campaigns and the entire audience will have a say in selecting the winner. For information on how to submit a campaign, please contact Mieke van Keulen, email: mieke@icca.nl

Wednesday 29 October 09.00-10.30 Education Sessions

Session 1: Registration Technology: What Are Clients Looking For?

John Martinez, Director, Shocklogic Inc., UK

Trevor Gardiner, Managing Director, Amlink Technologies Pty. Ltd, Australia

- Category: Critical Skills
- Format: Presentation
- Audience: PCO/DMC's; venues offering registration services; technical companies.
- Content: Online possibilities are taking over the traditional ways to register delegates. What are the various options to supply a smooth running conference registration? Web based registration management programmes are hot and clients want them. The speakers will discuss how to match the supplier and client's needs and how to select the best solution. How to deal with clients who do not want the high tech touch? Is your staff equipped to handle the online activities? Learn to go with the online flow and to streamline your services according to the client's requests.

Session 2: How Competitive is the Asia Pacific Region?

- Category: Asia Pacific Expertise
- Format: Presentation
- Audience: CEO/Directors with strategic responsibility; general interest.
- Content: New destinations are born every day. The Asia Pacific region is often perceived as a giant yo-yo: many economical and political ups and downs rule this part of the world, but increasingly clients are looking for new and novel destinations. The session will go into detail on comparing myths and reality within the Asia Pacific market. Hear how major companies plan their strategic investment decisions, and what this says about future growth and increased competitiveness in markets as diverse as China, India and Vietnam. Receive a clear update on the Asia Pacific developments and what we can expect in the near future. Build this information into your strategic competitor analysis planning.

Session 3: Doctors on Call: Medical Clients Diagnose the Asian meetings market

(moderated by top reporter Siew Hoon Yeoh, Reed Travel & Meetings (Asia)

- Category: Client Focus
- Format: Panel Discussion
- Audience: General interest for all delegates interested in the international medical meetings market.
- Content: Leading Asian doctors talk about how their meeting needs are changing, and the new requirements of organisers, sponsors and delegates. Asia now has some of the world's leading medical research facilities and

practitioners, utilising cutting-edge technology and techniques: what are the implications for where medical congresses take place?

Session 4: ICCA DATA Workshop- CANCELLED AND REPLACED BY:

Session 4: How to handle clients, Part 1

Mike van der Vijver/Eric de Groot, MindMeeting, Netherlands (Moderators)

David Kliman, President, The Kliman Group, USA

Anthony Wong, Managing Director, AOS Convention & Events Sdn Bhd, Malaysia

- Category: Client Focus
- Format: Interactive Workshop
- Audience: CEO/Directors and Sales & Marketing Managers; also of general interest to other delegates wanting to learn more about dealing with clients.
- Content: A multi-cultural panel of experienced sales and marketing specialists give hints and advice on how to deal with demanding clients and delegates.

Wednesday 29 October 11.00-12.30 Education Sessions

Session 1: Creating Successful Teams

Rick Taylor, CEO, Cape Town Convention Bureau, South Africa Jill Henry, Director of Sales & Marketing, Perth Convention Bureau, Australia Jurriaen Sleijster, Deputy CEO, MCI Group, Switzerland

- Category: Critical Skills
- Format: Presentation and Question & Answer session
- Audience: General interest
- Contents: Discover the secrets of building successful teams to win bids, and to retain and refer business. This session will examine the subject from a fascinating variety of perspectives, underpinned by practical case studies. How can PCO's build teams to expand on their core in-house expertise, and offer clients a full-service proposition; how can cities create effective working relationships between convention centres, hotels, local PCO's and even local politicians; what does it take to create a team out of competitor destinations or venues in different parts of the world?

Session 2: Creating Effective PR/Communication Strategies

Bert van Walbeek, Managing Director, The Winning Edge, Thailand Siew Hoon Yeoh, Editorial Director, Reed Travel & Meetings (Asia), Singapore

Diane DiMaggio, Int. Advertising Director, Successful Meetings, USA

- Category: Critical Skills
- Format: Workshop
- Audience: Marketing and PR Directors and Managers
- Content: Learn how to integrate a strong PR component into your strategic marketing plans, and evaluate and improve your communication skills. This interactive session will be strong on practical ideas and proven strategies, with advice from experienced communications specialists. What makes a good story? How do the media evaluate your communication material? How can you build an effective relationship with the press?

Session 3A: How to handle clients, Part 2

Mike van der Vijver/Eric de Groot, MindMeeting, Netherlands (Moderators)

David Kliman, President, The Kliman Group, USA

Anthony Wong, Managing Director, AOS Convention & Events Sdn Bhd, Malaysia

- Category: Client Focus
- Format: Interactive Workshop
- Audience: CEO/Directors and Sales & Marketing Managers; also of general interest to other delegates wanting to learn more about dealing clients.
- Content: A multi-cultural panel of experienced sales and marketing specialists give hints and advice on how to deal with demanding clients and delegates.

Session 4: ICCA DATA Workshop (Corporate Database, Advanced)

ICCA Staff

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Wednesday 29 October 14.00-15.00 "The Copenhagen Lecture" Keynote Presentation by Allan Pease

International speaker and best-selling author acknowledged as one of the world's leading authorities on Body Language and Human Communication. His books have all reached #1 best-seller status, have been published in over 36 languages and have sold ten million copies world-wide.

Contents: A hot topic in the meetings industry is the extent to which technology will take over from face-to-face contact. Why is it that conferences and meetings will continue to be critical components for business success, and for advancing science, medicine, and technology? What is it about face-to-face contact that delegates find so essential? Allan will explain his own role at conferences, and will give contrasting examples of superlative and disastrous conferences. Highlighting differences in the way men and women process information and communicate with one another, this session will leave you speechless, amused, informed and full of energy at the same time!

More detailed information on the education programme can be found on the website: www.iccaworld.com/7congress

MINUTES OF THE 41ST ICCA GENERAL ASSEMBLY COPENHAGEN, DENMARK 1 DECEMBER 2002.



In accordance with the rules and regulations of ICCA, the 41st General Assembly during its Plenary Business Sessions in Copenhagen, Denmark, on 1 December 2002, approved and adopted the following:

1. Approval of the Minutes of the 40th General Assembly

Proposed by Airy Garrigosa, Barcelona Convention Bureau, Spain and seconded by Patricia Fisch, International Destinations Inc., U.S.A.

The Minutes of the 40th General Assembly, held in Cancun, Mexico were approved.

2. Approval 2001 Financial Report

Proposed by Pieter van der Hoeven, Adelaide Convention Centre, Australia and seconded by Christian Mutschlechner, Vienna Convention Bureau, Austria. The Financial Reports included in the Annual Report 2001 sent to all members on 28 October 2002 was approved

3. Exclusions

Proposed by Christian Mutschlechner, Vienna Convention Bureau, Austria and seconded by Olivier Lepine, Biarritz Tourism, France, the 41st General Assembly ratified the exclusion of: China P.R. - Beijing Tianping Jiahua (C); Colombia - Colombian Corporation of Convention Centres (G); Greece -Helexpo (G); Greece -Artion D&V (C); Israel - Peltours (C); Malaysia - Mitra Malaysia (A); Mexico -Acapulco Convention & Visitors Bureau (D); Mexico - ExpoGuadalajara (G); Mexico - Mexican Government Ministry of Tourism (D); Morocco - MCI (C); Portugal - Certame (C); Turkey - Bakhus Travel (C); Turkey - International Scala (C); Turkey - Miltur Tourism (A).

4. Approval Strategic Plan 2003-2005

Proposed by Martin Kinna, Convention Partnership, U.K., and seconded by Laure Mouton, Paris Convention Centre, France, the Strategic Plan 2003 –2005 as sent to all members on 28 October 2002 was approved by the 41st General Assembly.

5. Approval Entrance Fee 2003

Proposed by Pieter A. van der Hoeven, Adelaide Convention Centre, Australia and seconded by Frank Seifert, Congress & Messe Marketing Int./AFAG Congress Management, Germany, the Entrance Fee 2003 as sent to all members on 28 October 2002 was approved by the 41st General Assembly.

6. Approval Membership Fee 2003

Proposed by Kurt Hesse, SAS Scandinavian Airlines, Denmark, and seconded by Luis Candal, Granada Congress & Exhibition Centre, Spain, the Membership Fee 2003 as sent to all members on 28 October 2002 was approved by the 41st General Assembly.

7. Approval Budget 2003

Proposed by Airy Garrigosa, Barcelona Convention Bureau, Spain and seconded by Patricia Fisch, International Destinations Inc., U.S.A., the Budget 2003 as sent to all members on 28 October was approved by the 41st General Assembly.

8. Approval amendments to the Articles of Association

Martin Sirk, ICCA Chief Executive Officer, informed delegates that they would be voting for amending the authentic Dutch version of the Articles of Association, a draft of which the ICCA attorney has produced, which is available for members to read. The English translation of the proposed amendments to the Articles of Association was published on the ICCA website on 12 November 2002. In addition to the changes as published the ICCA Board of Directors also proposed an additional amendment to these Articles of Association in which Category H - Meetings Industry Associations would no longer be listed as ICCA members under the proposed Article 5.2. With this additional amendment the proposal to the General Assembly is as follows:

- to adopt an amendment of the Association's Articles that will lead to new Articles as per the said draft-notarial deed;
- b. that the effective date of the amendment be the date on which the said notarial deed is executed:
- to authorise the Chief Executive Officer, with the power of sub-authorisation, to appear before a "notaris" for the purpose of having the deed of amendment duly executed, and also to have any non-material changes to the draft-Articles made which the "notaris" may advise him to make.

Proposed by Luis Candal, Granada Congress & Exhibition Centre, Spain and seconded by Per Wessel, Norway Trade Fairs, Norway, the General Assembly approved the above (91.8% approving, 2.4% not approving and 5.7% abstaining).

9. Approval amendments to the By-laws

Proposed by Pieter A. van der Hoeven, Adelaide Convention Centre, Australia and seconded by Martin Kinna, Convention Partnership, U.K., the General Assembly approved the amendments to the By-laws published on the ICCA website on 12 November, 2002 with the additional amendments relating to references to Category H.

10. Elections:

In accordance with the Articles of Association and By-laws the following members were elected:

Presidential Election

Mr. Christian Mutschlechner

Category Elections:

Category A Roslyn McLeod
Category B Margarete Gamauf
Category C Lars Christensen
Category D Anne Wallin Rodven
Category F Arnaldo Nardone
Category G Leigh Harry

From the Floor: Ingrid Houtekier Eduardo Sanovicz Lutz Vogt

11. 30 Year Certificates

The ICCA 30 Year Certificate was presented to the following organisations: London Convention Bureau, U.K.; PBP "Orbis: Co. Ltd., Poland; Taj Hotels, Resorts & Palaces, India.

12. 20 Year Certificates

The ICCA 20 Year Certificate was presented to the following organisations: Grazer Congress, Austria; Cannes Palais des Festivals et des Congres, France; Israel Trade Fairs & Convention Centre, Israel; Palais des Congres de Montreal, Canada; Otra, Israel.



ICCA Annual Report - Financial Year 2002 Executive Summary

This Executive Summary is designed to provide ICCA members with a quick overview of the 2002 financial results, together with brief explanations of the most significant variations against the original budget.

Full details of the financial results for 2002 can be found in the member password protected section on the ICCA website, www.iccaworld.com, along with accompanying Auditor's letters of approval. The results will be subject to a vote of approval at the 2003 General Assembly in Busan, Korea on Sunday 26 October.

Income and Expenditure

With total expenditure (including EURO 123,525 Bad Debt Provision/Dotation Reserve) of EURO 2,216,234 (compared with a budget of EURO 1,791,000) and income of EURO 2,208,092 (budget EURO 1,806,823) ICCA recorded an overall deficit for the year of EURO 8.142 compared with a budgeted surplus of EURO 5.823. This is in line with the CEO's report to the 2002 General Assembly in Copenhagen, Denmark.

Balance Sheet

The result of the deficit means that the consolidated balance sheet now shows an accumulated surplus of **EURO 341.807**. The strategic objective is to maintain a surplus that would be sufficient to cover liabilities in the event of ICCA being wound up.

Significant variations to the 2002 results

(Reference numbers refer to budget lines which can be looked up in the "Statement of Consolidated Income & Expenditure for the Year 2002" on the website)

Non-collectable fees had the largest negative impact on the results. There were two components: firstly, fees which had not been received relating to 2001 had to be written off in this year; secondly, the number of members not paying their 2002 fees was higher than anticipated. (Ref: The figure now appears at the end of the accounts under "Dotation Reserves Accounts Receivable" instead of under "1. Income" as in previous years).

General Assembly: a surplus of EURO 96.401 was the best result ever, and compensated for difficulties elsewhere caused by the economic situation. A change to reporting from net to gross figures accounts for a high proportion of the significant increases in overall revenue and expenditure (*Ref: 1.4 and 2.4*).

Sales: failure to meet all sales targets was a reflection of the difficult economic situation, but major changes have been put in place for 2003, giving significant improvements (*Ref: 1.5 to 1.13*).

Fees: The original budget for Auditor Fees was underestimated (*Ref 2.6.1*). The Financial Controller was only employed after the budget was set, and only subsequently reviewed the requirements. In the case of Professional Advice, an essential major review of the Articles and By-laws caused a significant overspend (*Ref 2.6.3*).

Financial issues: Bank Charges now includes credit card processing charges, previously under a different heading (*Ref*: 2.6.14). Exchange Rate Differences (*Ref* 2.7.8) shows that ICCA was hit by Dollar-Euro differences.

There was an underestimated budget for Equipment and IT contracts, but results were in line with 2001 expenditure (*Ref 2.6.4*). This was partially offset by savings on telecommunications (*Ref 2.6.8*).

Salaries: the original budget did not reflect the full costs of the staff complement. The increase from 2001 to 2002 is because salaries were moved from other codes to the main salaries budget code (Ref 2.1.1).

Office rent: there was a higher than anticipated rent review for the current 5 year contract (Ref 2.2.1).

Martin Sirk, Chief Executive Officer comments:

2002 was a year of mixed fortunes for the association. On the positive side, the General Assembly and Congress in Copenhagen was a great success, with record attendance and strong sponsorship support. For this ICCA members in Denmark and Sweden and the Head Office team need to be congratulated for an exceptional marketing effort.

On the negative side, non-collectable membership fees were a major problem. In part, this was the result of us moving to a more transparent accounting system for fees uncollected from the previous year. We now write off 50% of any outstanding fees automatically at the end of each year, whereas previously these fees were rolled over into the next year's accounts. We therefore needed to take a one-off negative impact in order to move to this more prudent accounting procedure. Lessons were learnt during the year, and a more robust approach to fee collection has been put in place, which has had an immediate positive impact on collection levels and cashflow.

We have moved to make all salary budgets more transparent by consolidating such expenditure under one heading, which gave the false appearance in the accounts of a major increase. In fact, headcount and budgets are stable. The only new post added during 2002 was that of Category Executive, which it was felt was essential to assist in delivering Category-specific programmes and benefits. The postholder's new role has been very well received by the Category Chairmen and project leaders.

ICCA had not reviewed its Articles and By-laws with Dutch legal authorities for some considerable time, and this exercise cost far more than had been anticipated, owing to various technical changes that needed to be made. Full details were reported to the 2002 General Assembly, and all the changes were approved. The Dutch version of the Articles and By-laws has now been duly notarised and an English translation has been circulated to all members.

Finally, I would like to observe that taking on the CEO position on 1 July 2002, I inherited a dedicated and motivated team, who worked extremely hard to control costs and maximise the positive impact of the General Assembly & Congress over the second half of a challenging year. We have now set in place additional financial and administrative controls to ensure that the organisation is run as effectively as possible, and that managers have clear responsibility for both controlling costs and optimising revenue for the areas under their control.

Our top management priority now is to concentrate on increasing member benefits and the value of members' investments in ICCA membership and programmes. The long term financial health of the association is dependent upon recruiting and retaining organisations which have a long term commitment to the international meetings market: only by consistently increasing and improving member benefits can we achieve this aim.



Agenda ICCA Category D meeting, GA & Congress in Busan, Republic of Korea

Sunday 26 October

Closed meeting: 15.30 - 17.00, Room 205

15.30 – 16.00	Coffee/tea in the meeting room
16.00 – 16.30	Report from BOD and other ICCA Matters
16.30 – 17.00	Category D workshops – report and future venues

Monday 27 October

Open Category Meeting, Room 205

11.00 – 13.00	1. Introduction of Mexican VAT System
	Beginning January 1, the 15 percent value-added tax (VAT) for people attending meetings and conventions in Mexico will be eliminated. Eduardo Chaillo of the Mexican Tourist Board will give us the background for this decision.
	2. Report Cat D survey
14.30 – 15.30	Mixed meeting Category D + G, room 206 Convention Visitors Bureau/Centre relationship - Where do they work best and on what basis?
	- How does the growth of alliances fit with the traditional model?
16.00 – 17.00	Discussion on pre-finance/guarantee funds





Gaby Weigold Mark Burri Sophia Yeh Pat Crimp Nick Bond Marcos Capurro

Switzerland Basel CVB Switzerland Zurich CVB Taiwan Tourism Bureau MOTC Chinese Taipei UK Wales Tourist Board UK VisitBritain Uruguay Montevideo CVB

A total of 53 category members from 24 countries attended the meetings.

The meeting started with 30 minutes coffee and tea for networking.

1. Adoption of the agenda

The agenda was adopted

2. Approval of the minutes from our Geneva meeting

The minutes were approved without comments.

3. Report from Board of Directors' meeting and other ICCA matters

a. Budget Update 2003

We are currently looking at a greater surplus than budgeted. A total of 75 applications for membership have been received in 2003, which means a small growth in net membership.

b. Busan Congress

Total number of attendees is 503, including local delegates.

c. Proposed budget 2004

The entrance and membership fees will be adjusted according to Dutch rate of inflation for 2004, as agreed by earlier assemblies. This will mean an estimated surplus for 2004 of € 19.000, which is less than 1% of the total turnover.

d. Americas

- A new representative office in North American office will be set up to cover retention, recruitment and member activities in USA, Canada and Mexico will be in place during 2004, and more information will follow.
- The current Americas Office will become a Latin America Office, covering South America and Latin America except Mexico.

e. Asia Pacific

The budget for the Asia Pacific Office will be increased, reflecting the importance of this area for recruiting and retaining ICCA members.

f. Increased activities

- There will be an increased focus on quantity as well as quality on sales leads for members in 2004.
- Additional funds have been allocated for an enhanced website, as well as for increase in ICCA DATA training for members, including the introduction of online training modules.
- New education programme on the international association market will be introduced.

g. BOD projects

Several projects have been launched, with your Board members responsible for the projects.

First-time attendees/mentor programme

This first project was launched during the Busan congress, with a scheme for welcoming first-time attendees, including appointed mentors among the more senior members. Pat Fisch has been responsible for the programme.





Young Executive Exchange

Lutz Vogt, German CB and Eduardo Sanovicz, Embratur, Brazil are setting up guidelines for an exchange programme, meant for young professionals (max 35 years) in member companies, to spend 2-5 weeks in a member company in another country. The basic idea is that the sending company pays all costs, but the receiving company helps to find for instance cheap accommodation. A company that sends an employee must also be ready to receive one.

The members present in the meeting were interested in this scheme, and wanted to know more. Would the financing cause a problem? What about members with small budgets? Could one find new ways of financing such a scheme? Would the training programme be the same for everyone, no matter where they go?

The answer to all questions was that complete guidelines would be set up.

h. BOD Strategic Review

The Board of Directors will discuss ICCA's strategic plan during the May 2004 meeting (to be held immed ately before IMEX in Frankfurt) to make sure the association is structured and prepared to face up to the future needs and demands of our clients. Members' input to this discussion will be appreciated. You find more information about this on the ICCA website.

i. International Relations

ICCA will actively build relationships with other industry- and industry related associations like WTO, CIC, MPI, IACVB, IAAM. In addition, JMIC (Joint Meetings Industry Council) will be launching new lobbying tools - designed for use by ICCA members and the meetings industry in general.

There was a question from the floor about ICCA's financial reserve, and Christian Mutschlechner answered that this was € 350,000, covering 50% of salary costs.

Another question from the floor raised the issue of the financial impact for ICCA of the different databases, on the basis that the corporate database is rather poor, and that more emphasis should be put on the association database. Christian Answered that 90% of the convention bureaus also deal with corporate clients, and that the first priority always would be quality above quartity:

- 4. Category D Workshops-future venues
 a. This year's works op was for European Associations, and it took place in Florence. It was very successful, reaching the target of 15 participating bureaus.
 - b. Next year's workshop will take place in Geneva, Switzerland, and the dates will be 17-20 June 2004. This will be a workshop for international associations.
 - c. The workshop in 2005 will take place in Madrid. In principal, Madrid will be a European Workshop, however it might turn into an international workshop, which will be decided down the line.

5. Cape Town 2004

 IACVB will hold their Global Executive Forum in Cape Town just prior to next year's ICCA GA and Congress, and members are invited to take part in this event as well, for maximised benefils.

6. Open Category Meeting

a. Introduction of Mexican VAT system Eduardo Chaillo tolid us how Mexico recently has approved an amendment to Article 29th. of the Tax Law, to apply Vat Exemption for International Congresses, Conventions, Fairs and Exhibitions organised in the country, starting January 2004.





Eduardo's presentation can be found on the ICCA website (at www.iccaworld.com) click ICCA presentation on the front page, and choose November 2003).

b. Report on Category D survey
For the third time, Christian Mutschlechner and Vienna Convention Bureau had taken on the job to do a survey among the category members. This is an important tool for all of us, and it was disappointing to see that only 30% of the members had returned the questionnaire, which for the first time was produced on-line on the ICCA website.

Christian reported on the results that had been obtained so far, but a result of 30% is too low to give definite answers.

Christian has sent out reminders, and we hope that all members will return the questionnaire. If you still have a bad conscience about this, please go to the ICCA website, and log in to My ICCA. There you find the questionnaire. It is to late to return it online, but if you print it out, you can send it to Christian by fax. The fax number is on the questionnaire.

c. Discussion on ple-finance and guarantee funds

The system of pre-financing and/or guarantee funds varies between destination – in content, size and who is behind the system.

Dorte Ottesen from Wonderful Copenhagen told us about a Danish system that gives a guarantee for a bank loan for the pre-financing of congresses. It is not a guarantee for loss, but an alternative to taking a personal risk for a loan. It can cover up to 20% of the budget of the congress, but max. DKK 200.000 (appx € 25.000).

The system is run by Wonderful Copenhagen, but organisers all over Denmark can apply for a loan. The system has been founded and financed by 5 Danish regions, 2 PCO's, Copenhagen Convention Centre, Eurocard, the Danish hotels association and the government.

Only Danish hosts/national associations can apply. The association must be nonprofit; the congress must have min. 50 participants and must last min 1 night/2 days. 1 application has been received in 2003 – last year they had 7.

In Austria, Christian Mutschlechner told us; the Austrian Tourism Bank - a bank that normally funds tourist projects, has set up a guarantee fund. There are certain criteria to use the fund: 50% international participants, min. 2 days duration, min. turnover € 100.000, the budget must balance, and the congress must have a history. The Bank gives a guarantee of 27% of the total income. It has been used as a marketing tool in Austria, but apparently, there is no need for it, as they have had only 6 applications in 3 years.

We heard that in ¶hailand they have a fund of 20 mill Baht (appx €425.000) with a max of 500.000 Baht per congress (appx € 10.000)

In Sweden, the Swedish Medical Society operates a guarantee system for medical conferences.

Systems are also available in the Netherlands, in Finland and in Wales.

d. Mixed Category Meeting with cat. G
A discussion with Category G (congress centres) followed, and the theme was "Where does the co-operation between bureaus and centres work best, and on what basis" and "How does the growth of alliances fit with the traditional model?" Leigh Harry, chair of Cat. G, will send out minutes from these discussions.

e. An update on DQME





Our category programme ended with an update on DOME, by Gary Grimmer. DOME is now ready to be taken one step further, and a certification process will be launched, meaning that only certified people can work with the system, in order to ensure the quality of input and output. A DOME presentation is also available on the ICCA website.

Minutes by Anne Wallin Rødven and Leena Sipilä

ICCA EXHIBITION 2003 EXHIBITORS CONTACT DETAILS AND PROFILES



(in alphabetical order)

Amlink Technologies

Stand 35

Headquarters Office

PO Box 323

Springwood, QLD 4127

Australia

Phone: 61-7-32992733 Fax: 61-7-3299 2494

Email: sales@amlinkevents.com Website: www.amlinkevents.com

Contact: Sharyn Ross, Director of Marketing or Trevor Gardiner, Managing Director

Company Profile:

In today's hi-tech world, thousands of meeting planners and conference organisers in 43 countries around the world rely on Amlink Technologies' EVENTS Software to provide a robust, efficient and flexible solution to manage the complexities of their meetings.

Backed up by 24 x 7 global support, a proven track record over 10 years and a passion for excellence in customer service, Amlink delivers on this promise every day. Amlink's clients include professional conference organisers, corporations, incentive organisers, governments, universities, in house meeting planners, associations and sports companies.

EVENTS streamlines the management of event marketing, registration, housing, travel, financials, exhibition space, scientific and technical programmes as well as the myriad of tasks associated with running an event. The powerful online dimension of EVENTS allows for attendee self-registration and amendments, abstract submission and reviewing and live PDF reporting from the organizer's database.

We look forward to showing you EVENTS Software in action.

Bedouk Publications Stand 34

71 Boulevard de Brandebourg 94854 lvry-Sur-Seine

France

Phone: 33-149-593000 Fax: 33-149-593030

Email: marketing@bedouk.com Website: www.bedouk.com

Contact: Georges Freiha, Sales & Marketing Director

Bedouk publishes the leading search tools for the Meeting and Conference Industry.

- The Bedouk Worldwide Meeting Planners' Guide is read by over 30,000 Professional Conference, Convention, Incentive and Meeting Buyers booking international events in Europe, Americas, Africa and Asia-Pacific.
- Bedouk.com is one of the best search tools in the meeting industry providing information on over 10,000 meeting facilities, Hotels, CVBs and DMCs in more than 100 destinations.

Ask for the Bedouk Package media kit on our Stand.

There is Warm Welcome on Booth no 34!

P.S. Special training sessions available to PCOs on the optimisation of the use of bedouk.com (how to create an account and Event folders, use the account to save and share information, send online RFPs and RFBs, etc.)

Cape Town Convention Bureau

Stand 15a

9th Floor, Tarquin House, cnr Shortmarket & Loop Street

8002 Cape Town South Africa

Phone: 27-21-4872718 Fax: 27-21-4872977

Email: esmare.vantonder@capetown.gov.za

Website: www.gocapetown.co.za

Contact: Esmare' van Tonder, International Sales + Marketing

Company Profile:

The Cape Town Convention Bureau is the destination marketing organisation promoting Cape Town and the Western Cape as a Meetings, Incentives, Conventions and Exhibitions (MICE) destination. The Bureau is a valuable resource for those involved in the MICE industry, from venues and service providers on the one hand, to meeting planners and conference organisers on the other. One of the primary services of the Bureau is to assist with arranging appointments and introductions to local venues, accommodation establishments, professional conference organisers and a wide range of business tourism products and service providers. The Bureau will also assist associations or organisations bidding to host international conferences in and around Cape Town.

Cape Town International Convention Centre

Stand 15b

Convention Square 1 Lower Long Street 8001 Cape Town South Africa

Phone: 27-21-4105000 Fax: 27-21-4105001

Email: info@ctconvention.com

Website: www.capetownconvention.com Contact: Dirk Elzinga, Managing Director

Company Profile:

The Cape Town International Convention Centre (CTICC) is a world-class conferencing and exhibition facility with 10 000m2 of dedicated exhibition space, two auditoria seating 1500 and 620 delegates respectively, 33 meeting rooms and a grand ballroom accommodating 1500 guests. Conference and exhibition organisers are offered flexibility without compromise and have access to the most modern infrastructure and services. On-site facilities include the luxury 5-star ArabellaSheraton Grand Hotel with 483 rooms and suites, three restaurants, a business centre, convenience store, coffee shop and a medi-clinic.

The Cape Town International Convention Centre - Meet your greatest inspiration.

Conference and Travel (CAT) Publications

Stands 16 & 17

Ashdown Court / Lewes Road

Forest Row RH18 5EZ United Kingdom

Phone: 44-1342-820 416 Fax: 44-1342-823 939

Email: lcoleridge@cat-publications.com

Website: www.meetpie.com

Contact: Steve Lewis, Publishing Director

Company Profile:

Conference And Travel Publications is an organisation dedicated to the international events industry - publishing two magazines, a directory and a website, organising an annual exhibition, National Meetings Week and two awards ceremonies. Meetings & Incentive Travel is the UK market leader, Association Meetings International uniquely caters for the international associations and conventions market, the Worldwide Convention Centres Directory provides data on the leading international centres and the CAT Web site (meetpie.com) is the busiest in the international events industry. The Meetings & Incentive Travel Show, National Meetings Week, the Meetings & Incentive Travel Industry Awards and the Meetings Industry Marketing Awards are all held annually.

Figueras International Seating

Stand 1

Crta Partes a Bigues, Km 7700 LLiça de Munt 08186 Barcelona Spain

Phone: 34-938-445050 Fax: 34-938-445070

Email: commrcial@figueras.com Website: www.figueras.com Contact: Mr. Clemens Porsche

Company Profile:

FIGUERAS INTERNATIONAL SEATING, is an industrially-minded International Company specialising in the design, manufacture, sale and installation of seats used by the public. It's products are targeted at market segments such as Cinemas, Conference Halls, Multipurpose Halls, Theatres, Auditoriums, Waiting Areas, Universities and also we are specialized in "CONGRESS SEATING SYSTEM", the system of seats for your Congress Hall.

Gala Theatrical Equipment, A Division of Paco Corp.

Stands 28 & 29

3185 First Street

St-Hubert, Quebec J34 8Y6

Canada

Phone: 1-450-6787226 Fax: 1-450-6784060

Email: rheimbach@galainfo.com

Contact: Celine Moreau, Marketing Coordinator (1-450-7226 ex. 311)

Company Profile:

Gala Theatrical Equipment creates advanced, modular lift systems for theaters, multi-use auditoria and related venues. Gala has developed components to render a venue adaptable enough to host multiple or different functions on the same day by means of rapid reconfigurations. The Gala Venue is a practical design solution for new builds in which a single facility will be used for more than one purpose or when additional seating capacity may be required.

Gala provides ideas, engineering, products and services that help consultants, architects, contractors and owners add value to their facilities. Gala's products and services are well-proven with over 20 years of experience and more than 500 successful installations in 40 countries worldwide.

Since 1990, Gala has supplied products such as the Spiralift®, including technical support, directly to theatre contractors and other theatre equipment manufacturers, enabling them to draw on their expertise to install turnkey solutions locally.

IMEX

Stand 30

1st Floor, Regent House

Hove Street Hove BN3 2OW United Kingdom

Phone: 44-1273-227331 Fax: 44-1273-227312

Email: carina@imex-frankfurt.com/ Website: www.imex-frankfurt.com/

Contact: Carina Bloom, Marketing & Operations Director

Company profile:

IMEX (The Worldwide Exhibition for Incentive Travel, Meetings and Events) takes place 12 – 14 May 2004, Messe Frankfurt, Germany. Following its successful launch in 2003, IMEX 2004 will build on this momentum offering even greater scope for business opportunities plus additional industry – friendly initiatives. IMEX has formed a strategic partnership with the German Convention Bureau and incorporates their established Meetings made in Germany trade fair.

IMEX is unique in attracting both a major international gathering of Hosted Buyers together with a large representation of decision makers from the influential German market. Forecasts for 2004 are for 2750 Hosted Buyers from around the world generated by over 300 intermediaries and 3000 German buyers.

A world-scale event from year one, IMEX 2004 will feature more than 2000 exhibitors from over 100 countries, in a total display area of 11,000 sqm; representing categories such as National & Regional Tourist Offices, major Hotel Groups, Airlines, DMCs, Service Providers and Trade Associations.

Incentives & Meetings International

Stand 7

18 Place Ottaviani 83380 Les Issambres

France

Phone: 33-4-98113666 Fax: 33-4-98113667 Email: bill@i-mi.com Website: www.i-mi.com/

Contact: Bill LaViolette, Publisher

Company profile:

INCENTIVES & MEETINGS INTERNATIONAL

The world's leading collection of targeted international MICE industry media

The Workbook

Established in 1995, THE WORKBOOK was the first industry publication to be distributed to specifically selected buyers in both Europe and the USA in a single edition providing suppliers from Europe, the Middle East, Africa and Asia-Pacific a highly defined and targeted readership.

Distribution: Over 30,000 copies in Europe and the USA - New in 2004: 2,000+ copies in Asia-Pacific

Awards in Competition: 5-time HSMAI Adrian Award winner

The Website

The first directory publication website in the meetings and incentive travel industry (1996).

Awards in Competition: HSMAI Golden Click Award 2001 and the APEX Award for Excellence 2003

The Magazine

The only MICE publication devoted to news of international destinations distributed in the USA to buyers with a defined ability to book Europe, the Middle East, Africa and Asia-Pacific regions. **Distribution:** USA 20,000 copies quarterly

The E-Newsletters

The first electronic newsletters in the MICE industry containing purely international news. Published monthly in 2 regional editions (Europe/Middle East/Africa and Asia-Pacific)

Distribution: Worldwide by subscription only.

Marketing Challenges International Inc.

Stand 21

10 East 21st Street

Suite 600

New York City, NY 10010

USA

Phone: 1-212-5298484 Fax: 1-212-4608287

Email: mcouturier@mcintl.com
Website: www.mcintl.com

Contact: Michel Couturier, President

Company Profile:

Marketing Challenges Intl. Inc. provides a wide range of services to market international destinations and venues to the North American travel market segments: leisure and business.

MCIntl. specialises in the marketing and sales of leading international destinations to the meeting, incentive, convention and exhibition markets. Over the past 20 years, MCIntl has earned a highly professional reputation within the industry.

MCIntl. offers:

A strong knowledge and practice of the N.A. market,

A highly professional and experienced marketing and sales team,

A sophisticated database on international event planners located in N.A.,

An aggressive sales approach based on a carefully developed marketing plan,

A thorough qualification process to identify potential planners,

A result driven approach.

To facilitate the marketing of international CVB's and Centers, MCIntl. handles special projects such as sales missions, promotional events, e-marketing campaigns, market researches and telemarketing blitz.

MCIntl. also has a full fledge media relations department and an IT team for web design and e-marketing.

The Meetings Group-Primedia Business

Stand 13

132 Great Rd., Ste. 120 Stow, MA 01775

USA

Phone: 1 -631-2661548 Fax: 1-631-2661584

Email: bplanker@primemediabusiness.com

Website: www.meetingsnet.com Contact: Barbara Planker

Company Profile:

The Meetings Group, which includes the magazines Corporate Meetings & Incentives, Association Meetings, Medical Meetings, Insurance Conference Planner, Religious Conference Manager, our award-winning international meeting planning supplement, Beyond Borders, the Web site meetingsnet.com, and the weekly e-newsletter, MeetingsNet Extra, all serve as important resources for meeting planning professionals. For more than 20 years, The Meetings Group has been segmenting meeting planner audiences by niche, giving readers highly targeted content according to whether they plan corporate meetings, medical meetings, insurance/financial meetings, religious meetings, or association meetings.

The Web portal, meetingsnet.com contains a wealth of easy-to-find information for meeting planners including exclusive online editorial, resources for products and services, resort directories, a planning guide to small meetings, FAM trip qualification forms and more. Our e-newsletter, MeetingsNet Extra provides exclusive analytical information professionals need to stay competitive on a weekly basis. To sign-up for a subscription to MeetingsNet Extra or any of the printed publications visit meetingsnet.com.

Shanghai Municipal Tourism Admin. Commission

Stand 8

No. 2525 Zhongshan Road (W)

Shanghai China P-R

Phone: 86-21-64810699 Fax: 86-21-64810695

Email: connie2603@yahoo.com.cn Website: www.meet-in-shanghai.net

Contact: Miehong Cheng, Deputy Director of MICE

Company profile:

Shanghai Municipal Tourism Administrative Commission is one department of Shanghai Municipal People's Government who take the responsibility to develop Shanghai as an ideal tourism city in Asia and worldwide. Our objectives are to attract more international and domestic travelers and events to Shanghai and maximise yield through the promotion of longer stays, higher expenditure of tourists and make more contribution to Shanghai's economy. Shanghai Municipal Tourism Administrative Commission has been the member of ICCA since 2001 and focus on the meeting industry of Shanghai as well.

Successful Meetings

Stand 5

770 Broadway, 4th Floor New York, NY 10002-9595

USA

Phone: 1-646-6547332 Fax: 1-646-6547365

Email: ddimaggio@vnubuspubs.com

Website: www.successfulmeetings.com or www.meetingnews.com Contact: Diane DiMaggio, International Advertising Director

Company profile:

SUCCESSFUL MEETINGS is the oldest and most respected magazine in the USA serving the business group travel market. SM goes to over 72,000 qualified subscribers. MEETING NEWS is the industry's only national tabloid newspaper and has over 60,000 qualified subscribers. Together we deliver over 115,000 unduplicated, qualified convention, meeting, and incentive travel planners. We also publish INCENTIVE magazine and BUSINESS TRAVEL NEWS. Our databases can identify your best prospects for direct marketing campaigns. Our research department can assist with perception studies. Our marketing department can help you create custom brochures and supplement. Hot news: We recently signed a strategic alliance with PlanSoft. PlanSoft is a search engine for the "meetings" market. The combination of our subscribers offers destinations and facilities access to over 220,000 planners who research destinations and facilities on-line. PlanSoft's technology offers RFI and RFP on-line capabilities.

Ungerboeck Systems International

Stand 18

87 Hubble

St Charles, Missouri 63304

USA

Phone: 1-800-4004052 Fax: 1-800-6883267

Email: <u>marketing@ungerboeck.com</u> Website: <u>www.ungerboeck.com</u>

Contact: Sales

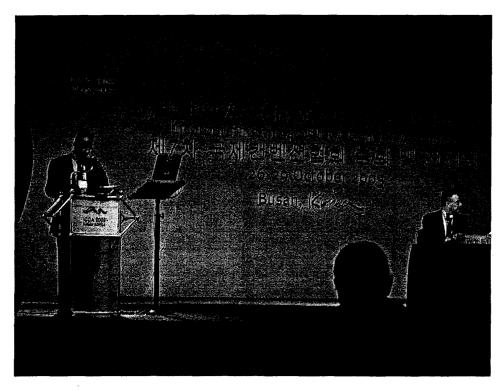
Company Profile:

Ungerboeck Systems International (USI), is recognised as the worldwide leader in software for conventions, exhibitions and sport centers. USI develops, markets, and implements the leading software package for the worldwide events and entertainment industry.

Our product, Event Business Management System, or EBMS, is an Internet-enabled, internationalised, and integrated sales to general ledger software package for stadia, convention and conference centers, universities, hotels, casinos, performing arts centers, event planners, exhibition managers and meeting planners. Our product consists of 22 modules, including CRM, venue booking & scheduling, exhibit sales, database marketing, contracts, event planning, catering, conference registration, housing, room layouts, order entry, invoicing, accounts receivable (AR), budgeting, purchasing, inventory, accounts payable (AP), and general ledger (GL).



二〇〇三年 ICCA 年會韓國釜山 BEXCO 會議展覽場戶外景觀



[CCA 大會主席 Mr. Christian Mutschlechner 於開幕典禮致歡迎辭



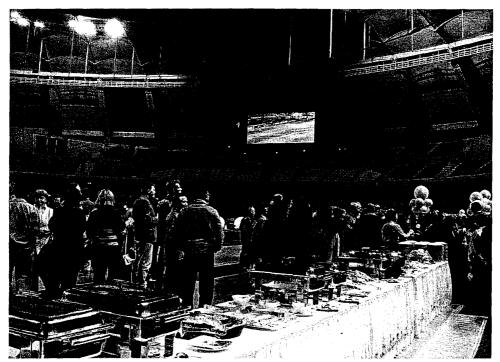
開幕典禮韓國文化表演節目聲勢浩大



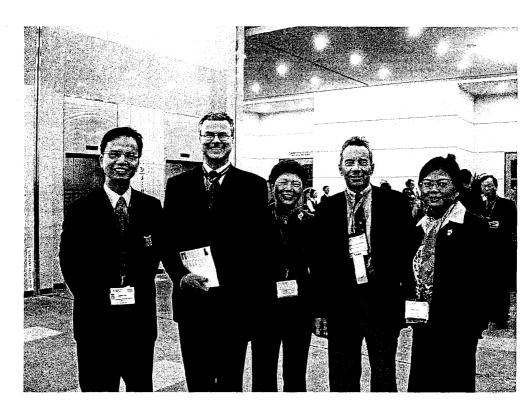
分組討論現場會員發言踴躍



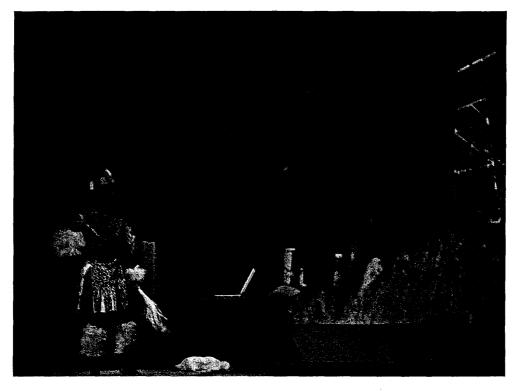
韓國文化觀光部於ICCA年會展覽會設置釜山觀光旅遊展示攤位



由 Cat Publication、一樂園飯店及釜山籌委會共同贊助於辦理奧 運及世足賽場地之釜山體育館舉辦之歡迎晚宴



我國代表與 ICCA 主席 Mr Christian Mutschlechner執行長 Mr. Martain Sirk 合影



南非開普敦主辦二〇〇四年十月之 ICCA 年會呼籲會員踴躍出席

CONVENTION & EXHIBITION

The Korea Heraid

SUBSCRIPTION 02-727-0404

ADVERTISING NEWSROOM

www.koreaherald.com

MONDAY OCTOBER 27, 2003

Global convention organizers brainstorm in Korea

Some 600 professionals from 41 countries attend ICCA Congress & Exhibition in Busan

yphoon Maemi may have hit Busan hard but the country's second largest city is coming back to life, playing host to a large international con-

CCA 2003 BUSAN KOREA

The emblem and logo of the 7th ICCA Congress & Exhibition incorporating the 42nd ICCA General Assembly in Busan, Oct. 26ventional Congress & Convention Association is holding its seventh (ICA Congress & Exhibition, incorporating the 42nd General Assembly, at Busan Exhibition & Convention Center from 60t. 26-29.

The association is a global organization based in Amsterdam. Founded in 1976 by a group of travel agents, ICCA has grown of

change actual information related to the tree operations in this marker. This initiative soon proved to have been taken at the right moment: the meeting industry expanded even faster than foreseen. As a result, applicants from all over the world, not only congress travel agents, but also representatives from all the various sectors of the meetings industry, apply for ICCA membersiap. transfer and foremost aim is to evaluate practical ways to get the travel industry involved in the increasingly expanding market of international meetings and to ex-

ICCA exhibition.

The A2nd General Assembly, the A2nd General Assembly, the plenary sessions, took place Oct. 26 in two sessions. The first session included the report of the president and chief executive officers, results of last year, activities during the current year and plans for next year. The second session dealt with elections of new board dealt with elections of new board dealt with elections of new board. experts in all aspects of hosting and organizing conventions. ICCA offers its members unique opportunities to share comprehensive knowledge on how to gather business leaders and potential climar. In Korea, mine associations have been admitted to ICCA including BEXCO and the Korea National Punsman Organization.

This international event is managed by the Korea National Toursman Organization. With over 600 member organizations and companies in 80 countries, ICCA provides a worldwide network of meeting professionals,

members and other membership matters such as exclusions and

with an innovative business environment, the success has been built upon the foundations of its long history, according to Christian Mutschlechner, the pres-

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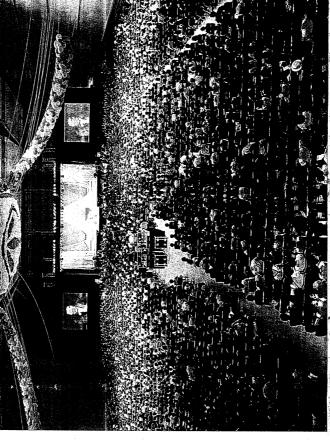
categories—keynote presentation, Asia Parific expertise, critical skilis, client focus and business to business— to assist delegates in identifying which ones best meet their needs and objectives.

secretary general's special envoy for Myannar will give lectures about the impact of the meeting industry on issues of global con-cern, including economic devel-Celebrated international diplomat Tan Sri Razail Ismail, special advisor to the prime minister of Malaysia and the United Nations opment, preserving environment, peace and security on Oct. 27 at Keynote presentations will feature renowned speakers on sub

sion, convention industry experts based in the Asia Pacific, clients and even non-members will come together to share experiences and know-how to survive in the highly In Asia Pacific expertise ses

The emblem and logo of International Congress & Convention Association

egates develop their personal skills and bring porfiable new ideas into their workplace. In all cases, dele-gates will be assumed to be at least at mid-level management and most sessions will be on an advanced competitive global age.
Critical skills sessions focus on practical subjects that can help del-



The scene of an international me Copenhagen, Denmark, last year.

The business-oriented business-to-business sessions will help members acquire proper skills to make investment and to estimate consumers 'taste. delegates need.

Education sessions mave also

foreign business circles and academics to join its 'Companionship Program," a program aimed at promoting close global its.

Through this rare opportunity. Busen has a chance to exchange information about convention business with foreign community.

and services to the international Korea, traditional temples and mentings industriest, scholors can magnificent, scroll paintings debenefit (from networking and picting the essence of Buddhism business opportunities in the will be good guides to Korean cut. 97b unique and highly targeted environment. This is the first lime that Korea Previous exhibitors have pro-is holding an international ICCA motect a will be seen to the process of mercuine received.

Korea determined to expand convention business

he convention services in dustry is considered as one of the most promising markets in tourism, but due to the lack of expert personnel, international-level facilities and consistent government promotion, the market re-mains virtually untapped in Korea. After all, it is estimated that each person who visits Korea to participate in an international convention brings an economic effect of \$2,624.

According to the Union of International Association's 2002 figures, of the 9,259 international

conventions held around the world, 134 were held in Korea, ranking the nation at 20th in the world and fourth in Asia.

With the suc-

cessful hosting of the 2002 World the 2002 World Cup and other big-scale events in re-cent years, Korea's improving national image as well as its increasingly tourist-friendly environment is exnation's profile in the convention ser-



Lee Chang-do Culture and

gional economy.

The government has been working to claim a bigger piece of the industry pie by backing infrastructure projects in cities around the nation. The COEX Center was completed in Seoul in 2000, followed, by BEXCO and the EXCO Daegu in Busan and Daegu, respectively, in 2001, and the ICC Jeju in Seogwipo in 2003.

the ICC Jeju man 2003."
Other locations capable of host-ternational conventions are ing international conventions are also being erected in Goyang and asso being erected in Goyang and Gwangju with support from the Ministry of Commerce, Industry and Energy. Daejeon, Suwon, Jeonju and Incheon are also studying construction projects at the local level.

cal level.

The efforts of the government and related private organizations have brought more high-profile international conventions to the nation's calendar. A total of 61 conventions have already been scheduled, including the International Congress & Convention Association in Busan on Oct. 26-20 and the 53rd Asia Pacific Tourism and the 35rd Asia Facility fourish Association convention on Jeju Island set for April 2004. However, it will require further efforts to real-ize the goal of turning Korea into a major player in the convention ser-vice market. Currently, 101 businesses are registered with the Professional Conference Organizer, but 86 of them are based in the sin-gle city of Seoul. A license system for convention

planning was instituted in April 2002 and will be effective starting this year under the auspices of the Human Resources Development Service of Korea.

A convention education program is also being managed at professional educational institu-tions. It is currently part of the curriculum at six four-year univer-sities and two-year colleges, while eight professional lecture and edu-

cational programs have been

have been launched.
Despite the success of the efforts so far, a few problems still remain to be solved. The government support structure has been unorganized and is currently dibeen unorganized and is currently divided into two separate ministries.
The Ministry of

Culture and Tourism deals with international con-ventions while the

ng-dong Ministry of e and Commerce,
Minister Industry and
Energy deals with trade exhibitions. Financial and tax incentives for hosting international conventions also remain in-

Another problem is the manage-ment of infrastructure projects! The disorderly pursuit of con-struction plans at the local level is struction plans at the local level 1s raising concerns of over-investment. The specialization of each region necessary to prevent competition among Korean cities is also lacking.

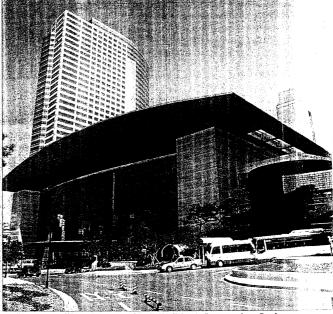
Some also raise concerns that Korea has a limitation in endeavoring to attract international conventions. For instance, there are

Korea has a limitation in endeavoring to attract international conventions. For instance! there are few Koreans in positions of prominence at international organizations.

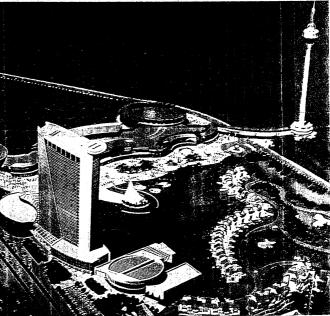
With all of this in mind, the government plans to follow an improved direction to further boost Korea's share of the convention service market. Relevant laws and regulations will be revised, including the designation of convention cities, as well as the establishment of a relevant authority and support agencies. The government is also striving to persuade tourism-related international organizations to base themselves and their branch offices in Korea.

It is estimated that international conventions held in Korea since 1999 have brought about an economic effect of nearly \$200 million. By taking advantage of the nation's enormous potential in the convention service market through careful planning and thorough execution, the business can be expected to grow and serve as an important pillar of the local tourism industry.

(thkim@heraldm.com)



A view of the ASEM Convention Center in Samseong-dong, Seoul



An artist's conception of the convention center to be built in Suwon, Gyeonggi Province