



**Market Research Report:  
“Collection of Statistical Data for Conferences and  
Incentives Events held in 2017”**

**September 2018**

# Contents

A. Introduction .....	4
B. Methodology.....	5
C. Executive Summary .....	7
D. Analysis of Findings .....	9
1. Data Providers .....	9
2. Type of event.....	10
2.1: Number of participants by category of event .....	11
3. Category of event .....	12
3.1: Category of event by year .....	12
3.2: Number of participants by category of event .....	13
4. Number of events by year and provider .....	15
4.1: Number of events by year .....	15
4.2: Number of events by provider.....	15
5. Venue of Events.....	16
5.1: Venue of event by year .....	16
5.2: Venue of event by category of conference .....	17
6. Seasonality of Events .....	18
6.1: Month of event.....	19
7. Duration of events .....	20
7.1: Duration of events by year .....	20
7.2: Duration of events by category of event.....	21
8. Number of participants .....	22
9. Total budget for Events.....	23
10. Country of Residence .....	24
11. Total number of accompanying persons.....	25
12. Frequency of event (if repetitive).....	26
12.1: Repetitive of event.....	26

12.2: Frequency of repetitive event by year .....	27
12.3: Frequency of repetitive event by category of event.....	28
13. Reasons for choosing Cyprus over other destinations (if the event is rotating) .....	29
13.1: Rotation of event .....	29
13.2: Main reason for choosing Cyprus .....	30
13.3: Reasons for choosing Cyprus .....	31
E. Survey among Participants - Analysis of Findings .....	32
1. Conference Evaluation .....	33
2. Conference Evaluation in Parameters .....	34
3. Cyprus Evaluation as a destination for conducting Conferences .....	36
4. Possibility of re-visit Cyprus.....	37
F. Questionnaire given to Participants .....	38
G. Questionnaire sent to DMC's .....	40

## A. Introduction

Conferences and Incentives Tourism is considered to be a highly competitive sector among tourism destinations due to its development prospect and the fact that it appears as a solution to problems such as seasonality, expenditure and repeating tourism. It is therefore essential to estimate the market size for better evaluation of the current situation as well as for a better planning of future actions for the development and promotion of this segment by CTO.

In this context, the Cyprus Tourism Organization is implementing a comprehensive product and marketing strategy to target the sector of Conference and Incentive Tourism. In order to assess the current trends and future developments of the sector, CTO has been commissioning since 2006 a Market Research project through which systematic and objective statistical data is gathered from organizers of Conference and Incentive events in Cyprus.

The primary objective of this project is to investigate the factors that are necessary in allowing Cyprus to establish itself as a popular destination for Conference and Incentive Tourism.

The research objectives as they were defined by CTO in the Terms of Reference are:

- ✓ Identify and record the number of Conference and Incentive events organized in Cyprus during 2017.
- ✓ Provide an in depth analysis of the major characteristics of the events organized in Cyprus with emphasis on the Classification (Association, Corporate, etc), the main themes covered in the events, the implementation date and duration, the estimation of the total number of participants, the type of venue used and the assessment of the total budget of the events.

To this end, CMRC Cypronetwork Ltd has undertaken the task of systematic collection of statistical data on conferences and incentives tourism from all organizations directly involved with this target group during the period of three years (2015, 2016, 2017), according to the instructions and specifications set by CTO.

## B. Methodology

### **CRITERIA THAT CONFERENCES AND INCENTIVES MUST FULFILL:**

- Duration of Conferences and Incentives must be at least one full day
- Participants must have at least one overnight
- The Conferences must have at least 30 participants
- The Incentives must have at least 20 participants

The survey covered all potential Organizers of Conference and Incentive trips operating in Cyprus.

The potential enterprises and organizations were extracted from CTO's lists of Destination Management Companies, Professional Congress Organizers, Travel Agents, Hotels, Higher Education Institutions, Associations, Government and semi-Government Organizations and other private Enterprises. Apart from CTO'S lists, CMRC prepared additional lists of possible candidates which were developed through personal contacts and information searched through the internet.

### Sample Method and Data Collection:

The sampling method was divided into three stages. Firstly, an email by CTO was forwarded to all DMCs/Members of Cyprus Convention Bureau providing information regarding the project focusing mainly on the objectives and the methodology. At the second stage an email by CMRC was sent to all potential participants including DMCs/Members of Cyprus Convention Bureau. Apart from CTO's letter that was indicated the importance of the project and was asking the cooperation of the enterprise, the email was included as attachments the three versions of the questionnaire (word format, excel format and the electronic format via link). At the third stage all potential participants were contacted through telephone in order to identify their eligibility to participate in the survey. Data were collected via email, via the link and over the phone. Systematic and intensive follow-up was carried out during this period in order to ensure that the data were sent through by the key players as well as other organizations and institutions.

It is observed that the methodology requested, according to the terms of reference to the tender, was not appropriate and effective. It is understood that was simply adopted and requested in view of the non-continuous/ inconsistency in collecting data for 2015-2016. It is obvious that needed data should be requested and collected on time thus reassuring accuracy and convenience of the respondents. In order to be reassure the "Conference and Incentive" tender should force the annual collection of data.

This study also includes data provided by Cyprus Tourism Organisation. These data are not fully complete and for this reason some of the questions are incomplete. The questions that are completed in full are:

- Data Providers
- Type of event
- Number of participants
- Duration of event
- Seasonality of event
- Venue of event

Due to that fact, the base of respondents of the above questions is variable.

#### Questionnaire:

The structured questionnaire was designed by CMRC and approved by CTO. The questionnaire was designed based on the research objectives of the project and the various indicators that had previously been researched by CTO through 2006 -2014.

#### Data entry and validation:

In order to avoid the problem of double data entry for the same conference/ incentive, the completed questionnaires have been checked, edited and approved by the project team. The approved questionnaires were processed in QPSMR statistical software and in an Excel worksheet.

## C. Executive Summary

- The majority of the participants who provided data for this project are DMC's – PCO's (52%), one out of five (20%) are Hotels, 17% are Universities/ Colleges and 4% are Associations. Other categories of respondents such as private companies and research centers gathered a percentage of 7%.
- During 2017, Corporate conferences were the leading type in the Conferences and Incentives market in Cyprus (36%). Academic conferences and Incentive follow with equally important proportions (23% and 21% respectively), while Association conferences are in fourth place with a percentage of 10%.
- According to the statistical data collected, Limassol is by far the city that is mostly preferred for Conferences and Incentives tourism (53%). Paphos follow with considerably lower percentages of 19%, Nicosia and Larnaca have hosted about 10% of the events that took place in 2017 (14% and 8% respectively) and Famagusta gather the lowest score (6%).
- The most events have taken place during spring or autumn (42% and 25% respectively), while summer and winter are two seasons that are not being selected from many organizers (20% and 13% respectively). The same trend is observed for both years. Also in 2017 most Conferences and Incentives took place in April and May (13% and 19% respectively).
- The duration of most of the events was up to three days (54%). The total number of days off all events organized in 2016 was 193 days while in 2017 has increased comparing to 2016 (210 days).
- The total number of participants in 2017 has increased compared to 2016 (from 26159 to 28840). As for the nationality of participants the vast majority were foreigners.
- Making estimation about the budget of each event we come to the conclusion that almost half of the events had an estimated budget between up to €50,000 (up to €25,001 24% and €25,001 - €50,000 20%). More specifically for 2017, 36% had an estimated budget up to €50,000 and 16% €50,001 - €100,000, while for 2016 30% had a budget between €25,001 - €50,000 and 19% between €50,001 - €100,000. The events

that had an estimated budget of more than €100,000 amount to 18% for 2016 and to 13% for 2017.

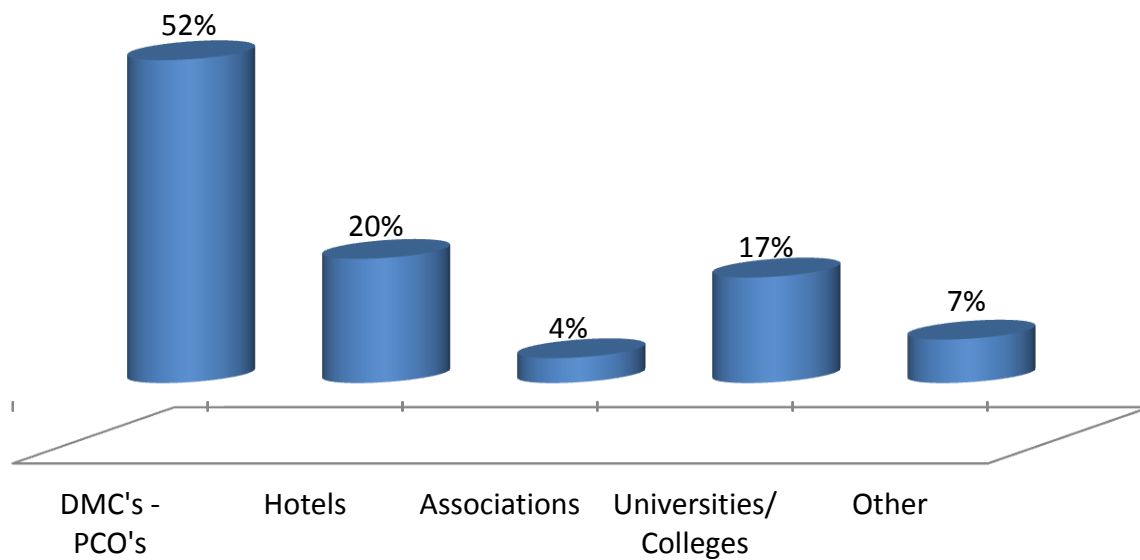
- In at least four out of ten of the conferences/ incentives the majority of the participants were from Europe, while significant proportion of the participants was also from Russia, and Middle East/ Gulf Cooperation Council/ Asia.
- A large number of the events that took place in 2017 did not have accompanying persons (39%). A proportion of 17% of the events had 1 up to 20 persons accompanying members and the 7% 21 up to 50 accompanying persons.
- The majority of conferences/ incentives are not repetitive or the provider didn't identify it (32% and 35% respectively). Only one out of three (33%) are repetitive. From the events that are repetitive, six out of ten take place every year, while one out of ten every 2 years.
- Only 19% of the conferences/ incentives are rotating. The main reason for choosing Cyprus is because *"Cyprus provides better facilities for conferences over other destinations"*. Among other reasons organizers choose Cyprus because: *"It offers better quality in relation to the value of money"*, *"The climate in Cyprus in relation to other destinations is better"* and *"Participants are more secured in Cyprus than in other destinations"*.



## D. Analysis of Findings

### 1. Data Providers

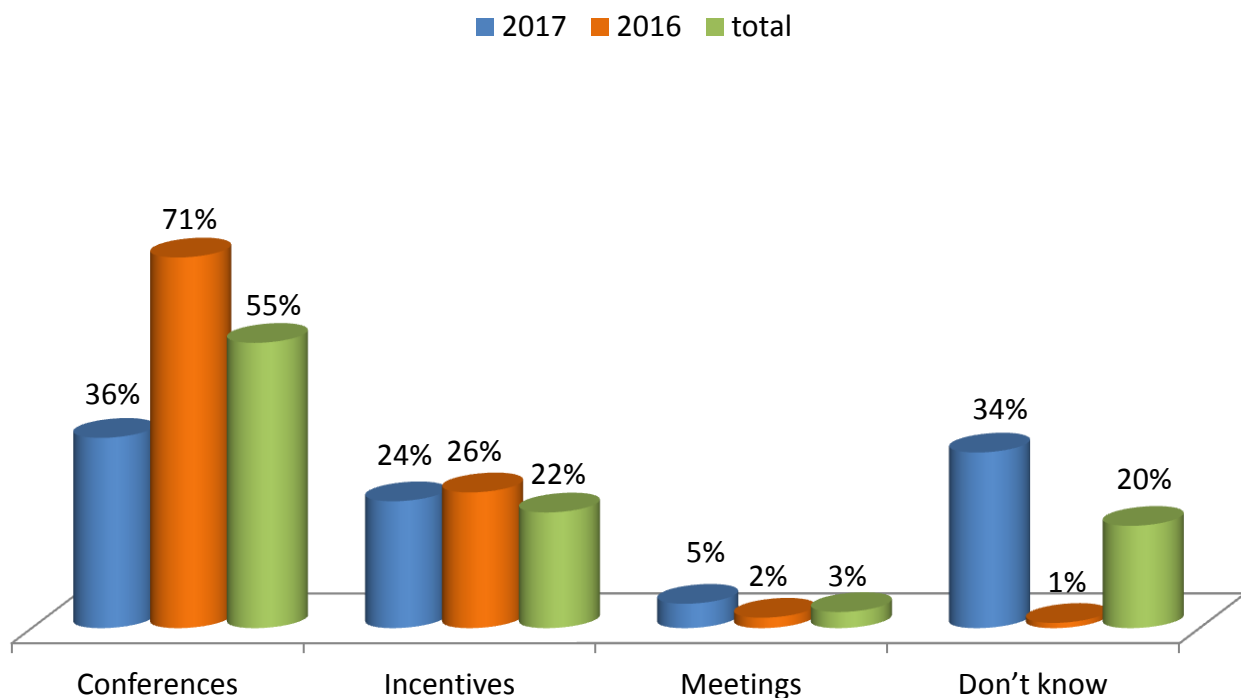
The majority of the participants who provided data for this project are **DMC's – PCO's** (52%), one out of five (20%) are **Hotels**, 17% are **Universities/ Colleges** and 4% are **Associations**. **Other** categories of respondents such as private companies and research centers gathered a percentage of 7%.



## 2. Type of event

The majority of the events that took place are by far conferences, with a percentage score of 55% (36% for 2017 and 71% 2016), whereas Incentives gather a percentage of 22% (24% for 2017 and 26% 2016). Only 3% of the events that took place in 2017 and 2016 were meetings. It is worth noting that for a large percentage of events of 2017, this information was not available (34%).

The average number of participants for conferences took place in 2016 was 155.6 whereas the average number for the conferences held in 2017 was 146.4. For incentives, the average number of participants is lower (102.8 for 2016 and 95.7 for 2017).



## 2.1: Number of participants by category of event

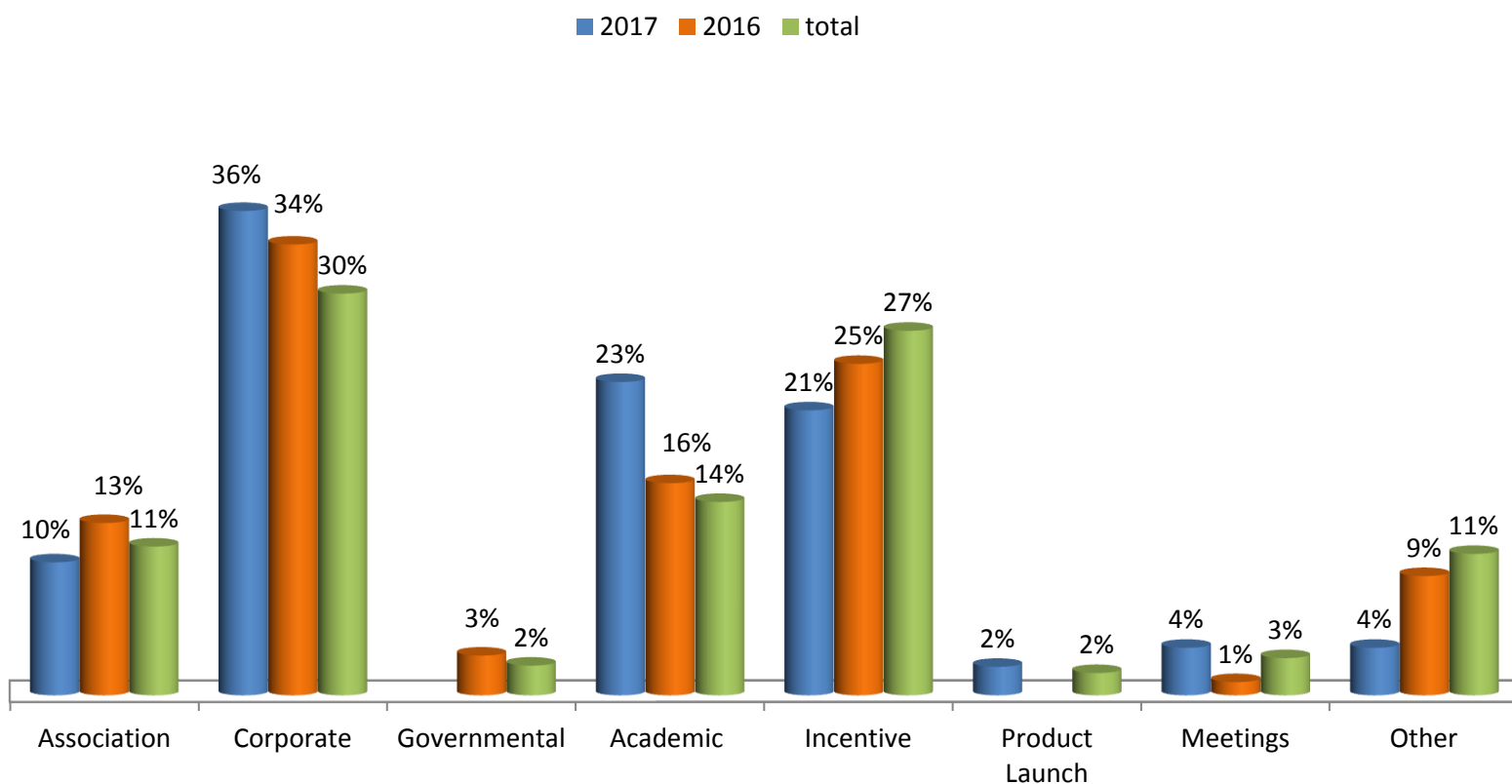
Category of Event	2016			2017			Difference (2016 – 2017)
	Total number of participants	Percentage	Average number of participants	Total number of participants	Percentage	Average number of participants	
Conferences	22100	79.35	155.6	11421	38.98	146.4	-5.9%
Incentive	5345	19.19	102.8	4977	16.99	95.7	-6.9%
Product Launch	-	-	-	426	1.45	213	-
Meetings	301	1.08	75.3	1094	3.73	109.4	+45.3%
Not specified	105	0.37	52.5	11379	38.84	158	-
<b>Total</b>	<b>27851*</b>	<b>100%</b>	-	<b>29297</b>	<b>100%</b>	-	-

\* Participation in the events accounts for 27851 which is greater than the number of individual participating in these events because some of these individuals attended more than one category of event.

### 3. Category of event

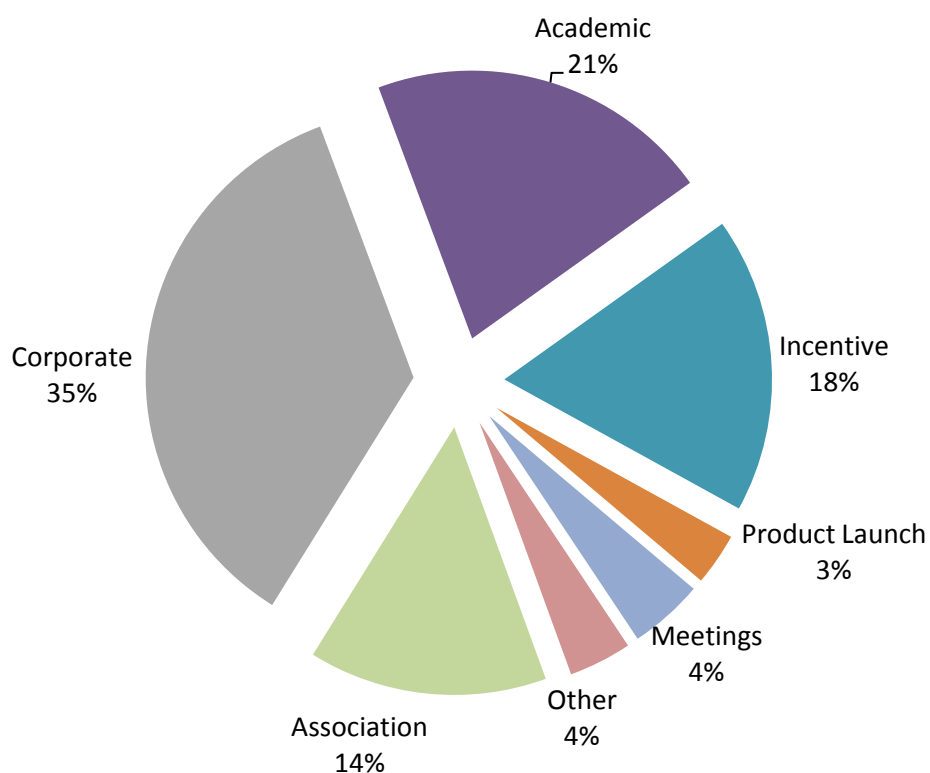
#### 3.1: Category of event by year

During 2017, **Corporate** conferences were the leading type in the Conferences and Incentives market in Cyprus (36%). **Academic** conferences and **Incentive** follow with equally important proportions (23% and 21% respectively), while **Association** conferences are in fourth place with a percentage of 10%. In 2016 **Corporate** conferences acquired also the top place with proportion 34%. **Incentives** are at the second place (25%) and **Academic** conferences at the third place (16%).



### 3.2: Number of participants by category of event

As far as the number of participants is concerned, **Corporate** conferences acquired the top place with proportion **35%**. **Academic** conferences and **Incentives** follow with a percentage of **21%** and **18%** respectively, while **Association** conferences have a percentage of **14%**. **Product Launch** and **Meeting** conferences gather the lowest score of **3%** and **2%** respectively.



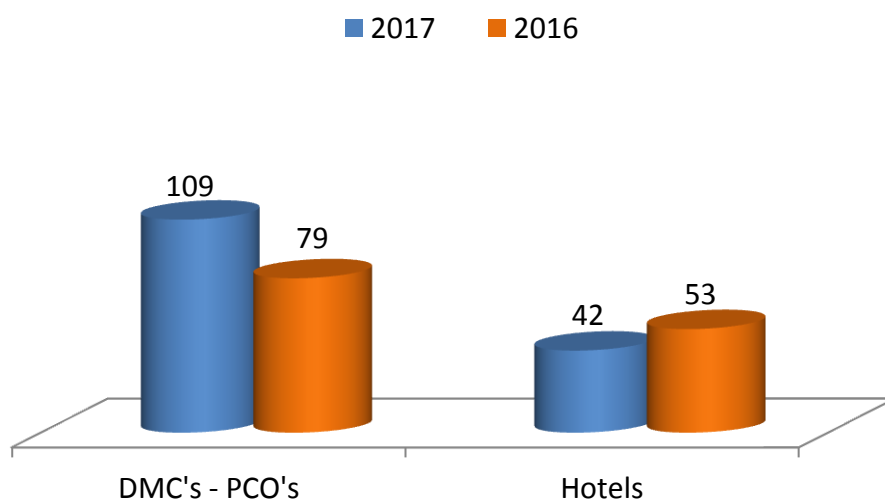
Category Of Event	Total number of participants	Percentage
Association	2664	14%
Corporate	6558	35%
Governmental	-	-
Academic	3848	21%
Incentive	3306	18%
Product Launch	585	3%
Meetings	828	4%
Other	702	4%
<b>Total</b>	<b>18491*</b>	<b>100%</b>

\*The total number of participants does not sum up to 29297 (see page 11) for the reasons mentioned in the introduction. More specifically because of the incomplete data provided by CTO.

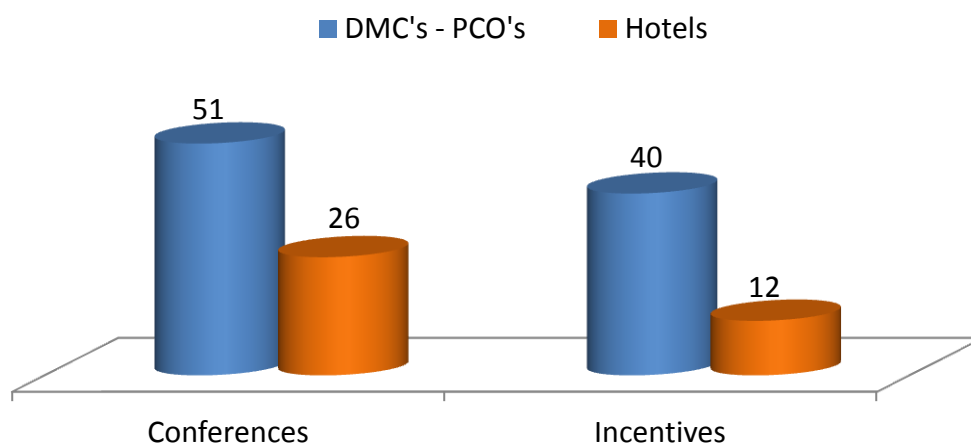
#### 4. Number of events by year and provider

##### 4.1: Number of events by year

The total number of events that have been provided/ organized by **DMC's – PCO's** in 2017 was 109, whereas the number of events provided by **hotels** was 42. In 2016, **DMC's – PCO's** and **hotels** have provided 79 and 53 events respectively. In total the majority of both (conferences and incentives) have been provided by DMC's.



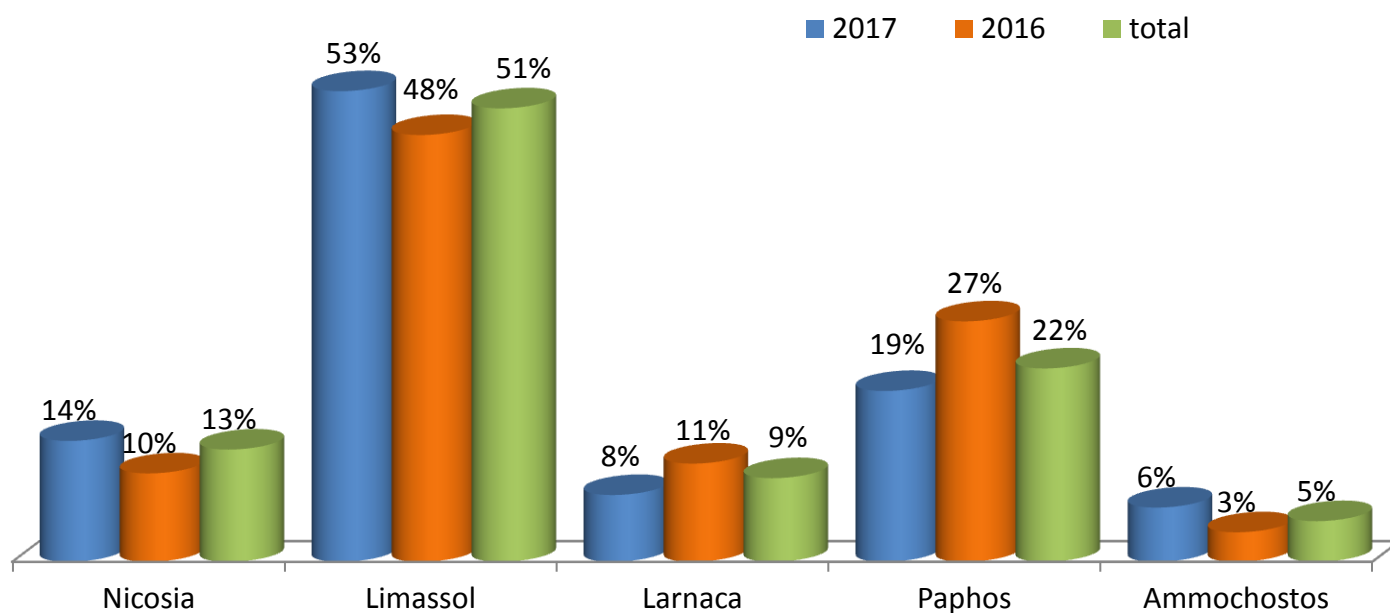
##### 4.2: Number of events by provider



## 5. Venue of Events

### 5.1: Venue of event by year

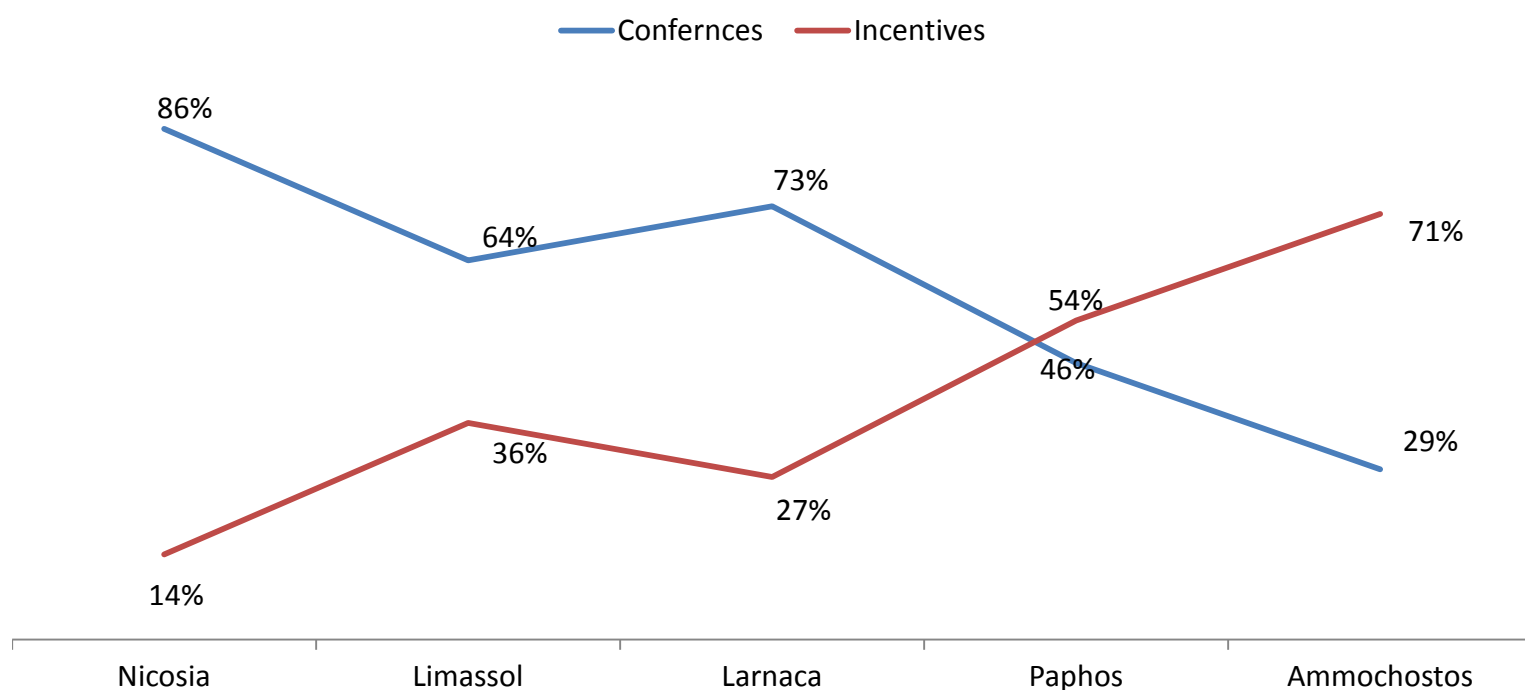
According to the statistical data collected, **Limassol** is by far the city that is mostly preferred for **Conferences and Incentives tourism** (53% for 2017 and 48% 2016 respectively). **Paphos** follow with considerably lower percentages of 19%, **Nicosia** and **Larnaca** have hosted about 10% of the events that took place in 2017 (14% and 8% respectively) and **Famagusta** gather the lowest score (6%).





## 5.2: Venue of event by category of conference

From the events organized in Nicosia, only 14% were incentives and 86% were conferences. In Larnaca and Limassol also the vast majority was conferences (73% and 64% respectively), while in Pafos and mainly in Ammochostos more than 50% of the events that took place were incentives (54% and 71% respectively).

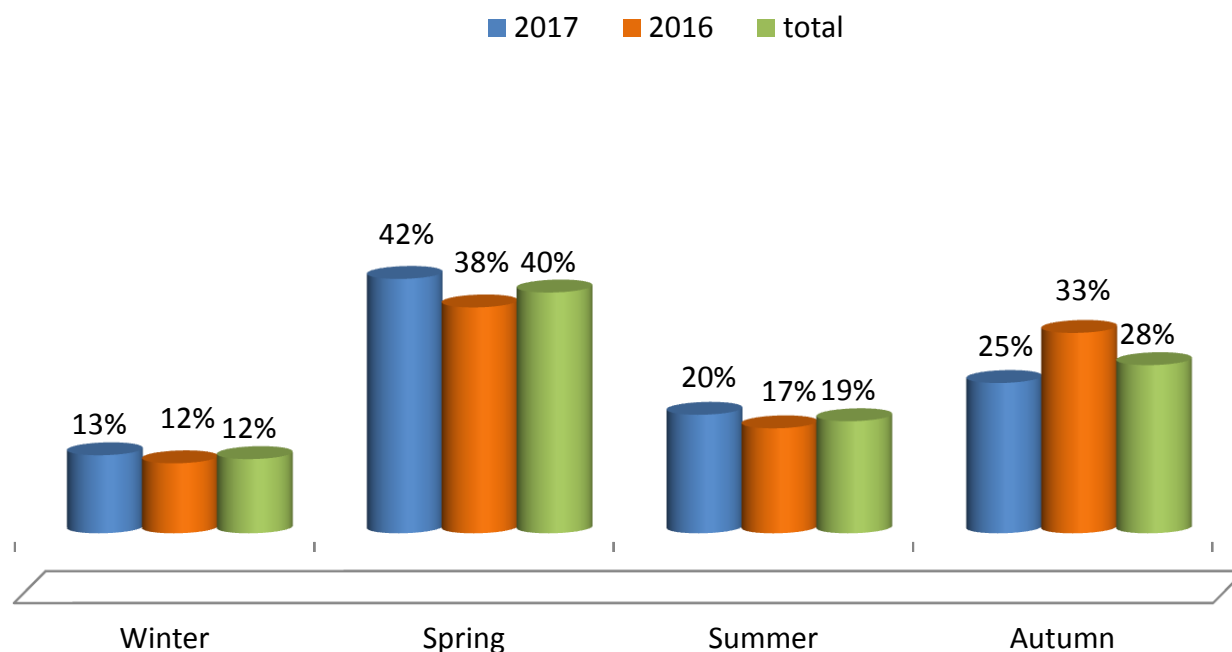


	Nicosia	Limassol	Larnaca	Paphos	Ammochostos
Conferences	6	49	8	13	2
Incentives	1	28	3	15	5

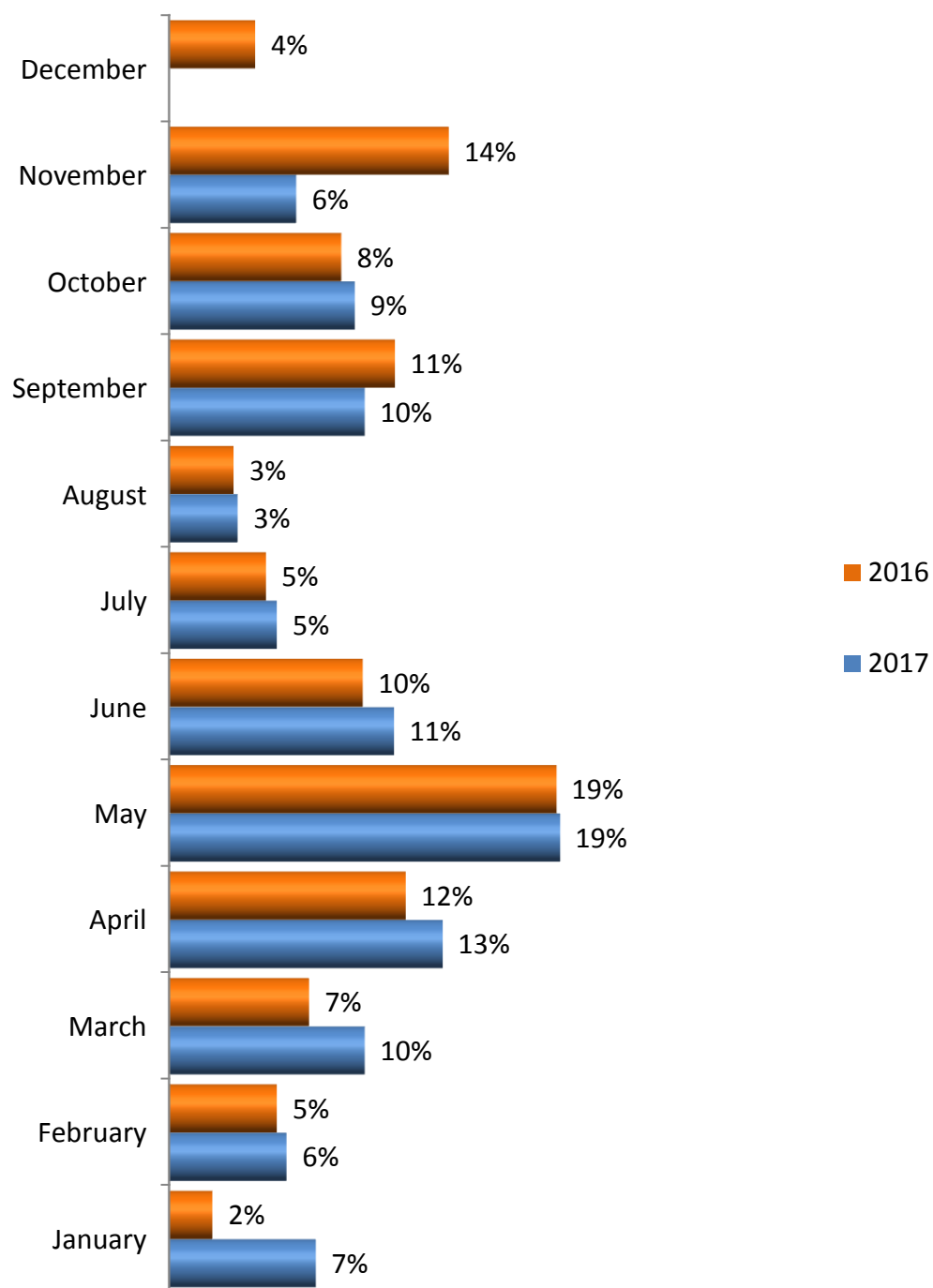
## 6. Seasonality of Events

The most events have taken place during spring or autumn (40% and 28% respectively), while summer and winter are two seasons that are not being selected from many organizers (19% and 12% respectively).

In 2017 most Conferences and Incentives took place in April and May (13% and 19% respectively). In 2016 the most of the events were also take place in May (19%), followed by November (14%), April and September (12% and 11% respectively).



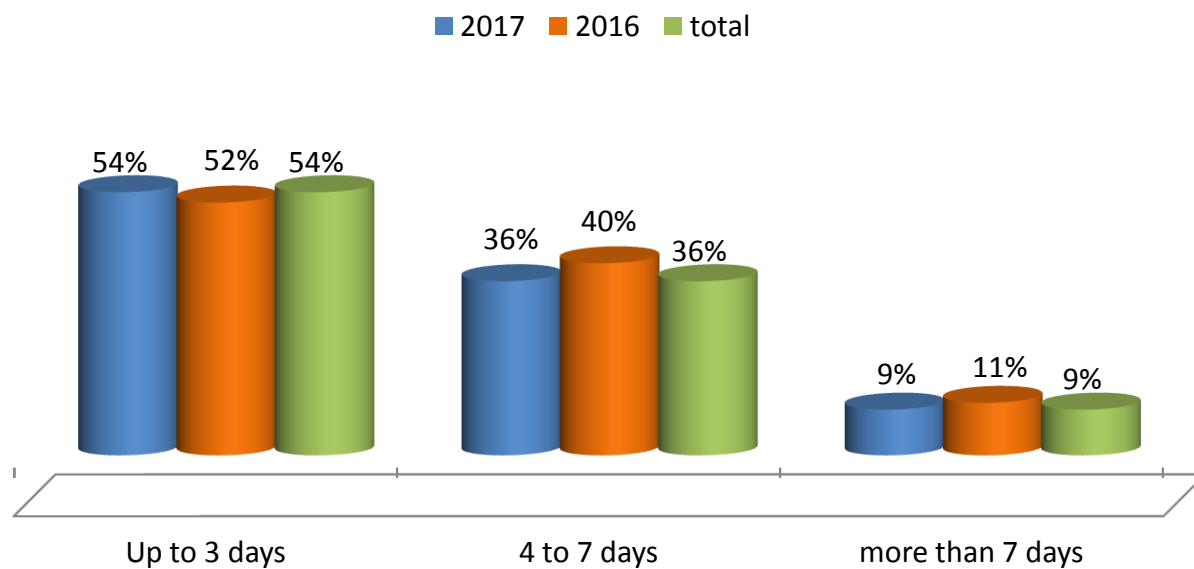
## 6.1: Month of event

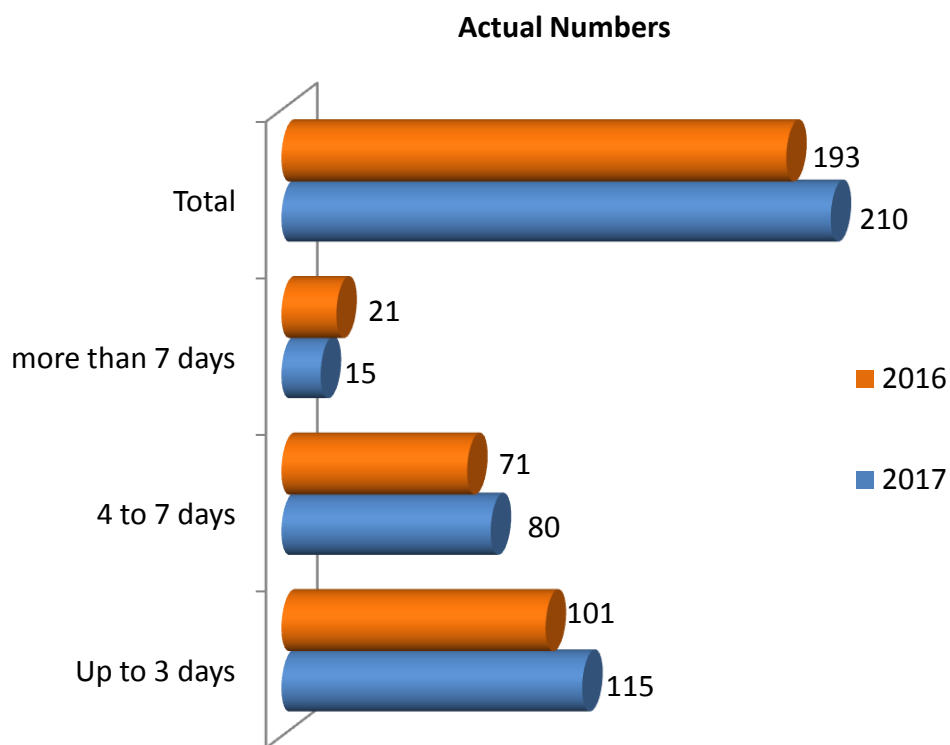


## 7. Duration of events

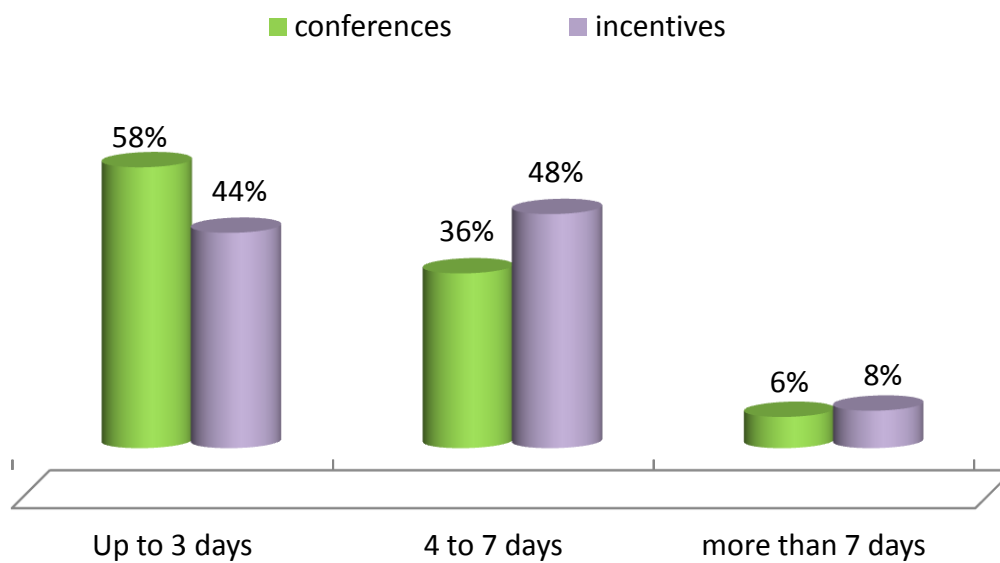
### 7.1: Duration of events by year

The duration of most of the events was up to three days (54% in 2017 and 52% in 2016). The total number of days off all events organized in 2016 was 193 days while in 2017 has increased comparing to 2016 (210 days).



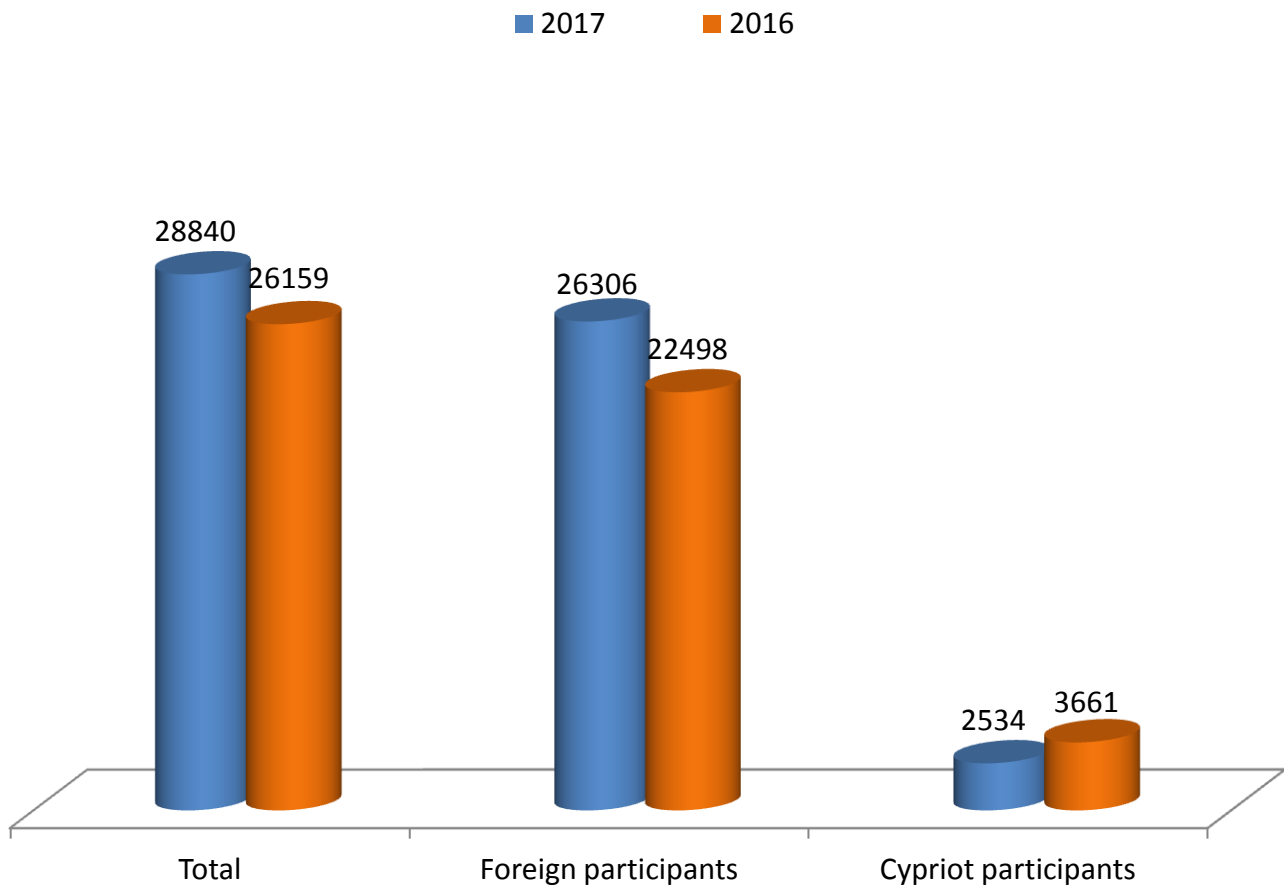


7.2: Duration of events by category of event



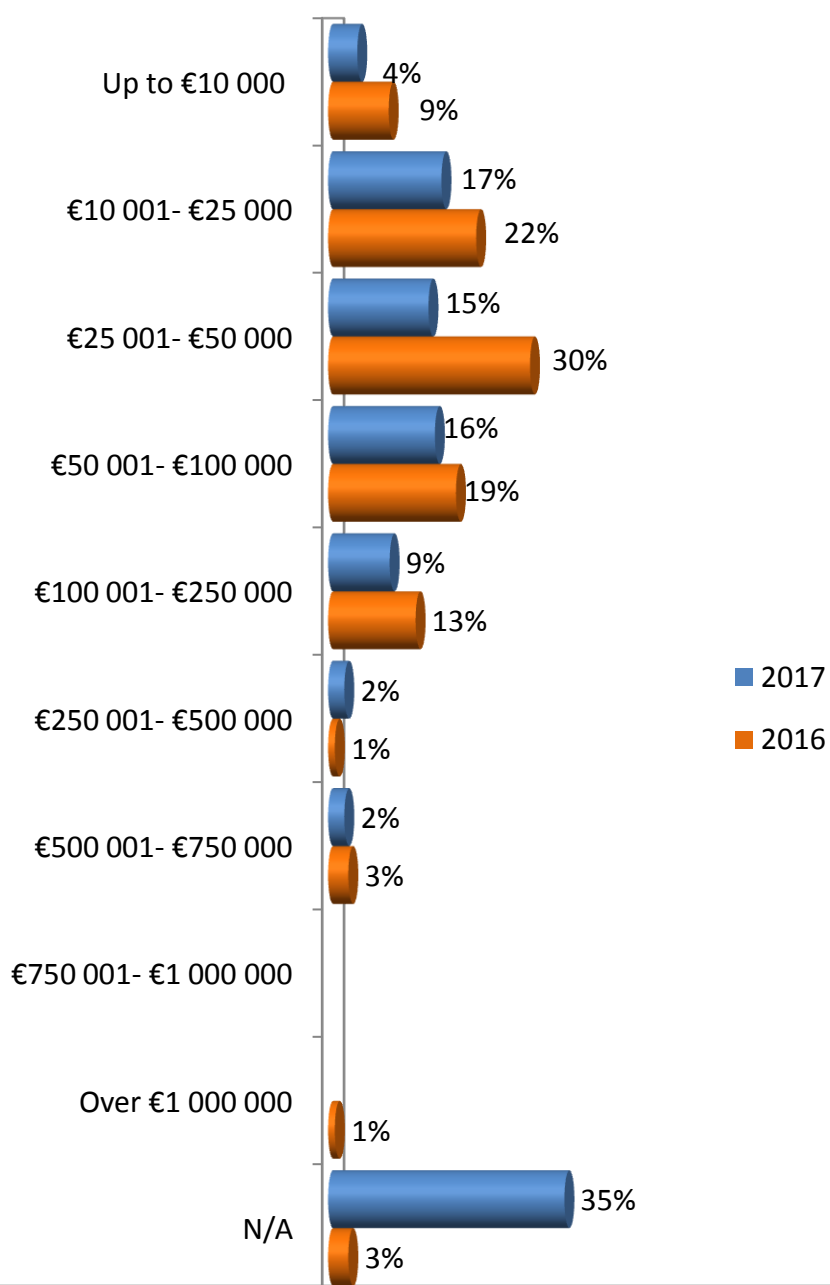
## 8. Number of participants

The total number of participants in 2017 has increased compared to 2016 (from 26159 to 28840). As for the nationality of participants the vast majority were foreigners.



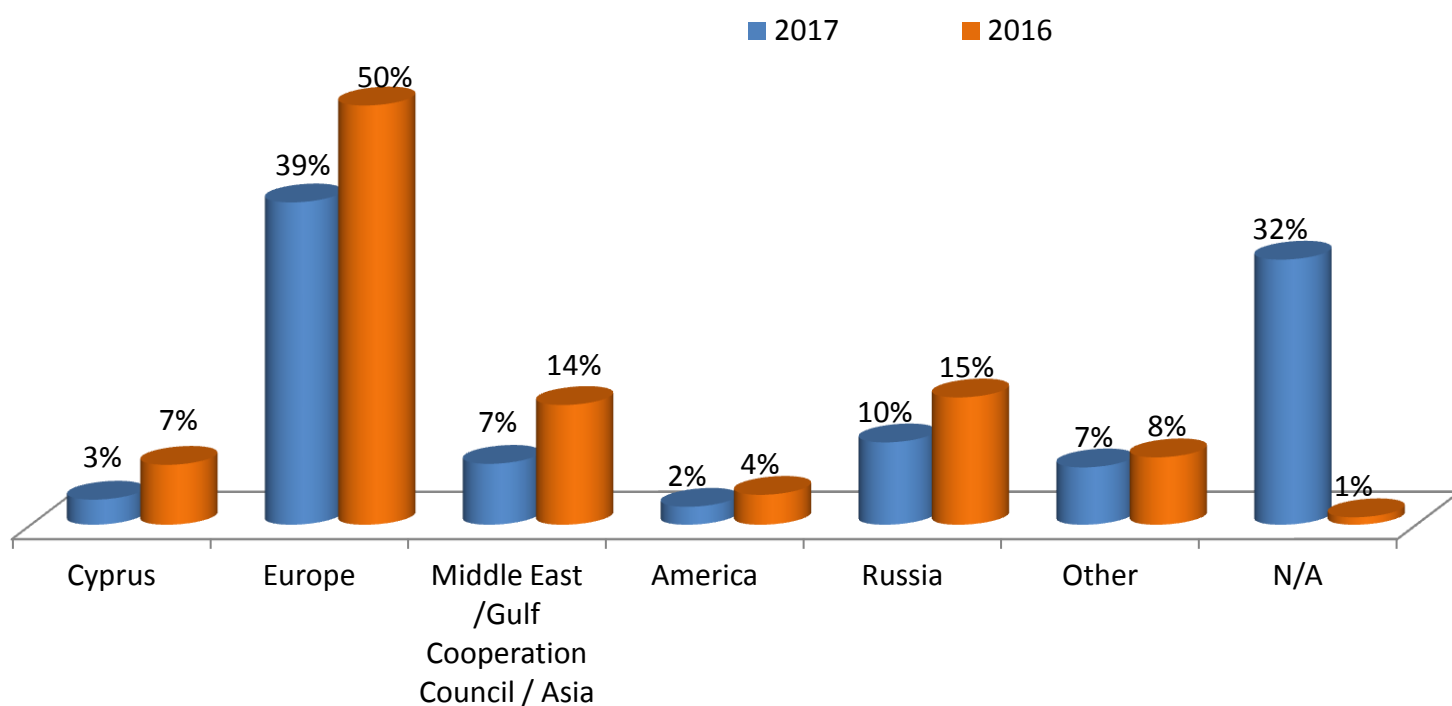
## 9. Total budget for Events

Making estimation about the budget of each event we come to the conclusion that almost half of the events had an estimated budget between **up to €50,000** (**up to €25,001 24%** and **€25,001 - €50,000 20%**). More specifically for 2017, 36% had an estimated budget up to **€50,000** and 16% **€50,001 - €100,000**, while for 2016 30% had a budget between **€25,001 - €50,000** and 19% between **€50,001 - €100,000**. The events that had an estimated budget of **more than €100,000** amount to 18% for 2016 and to 13% for 2017.



## 10. Country of Residence

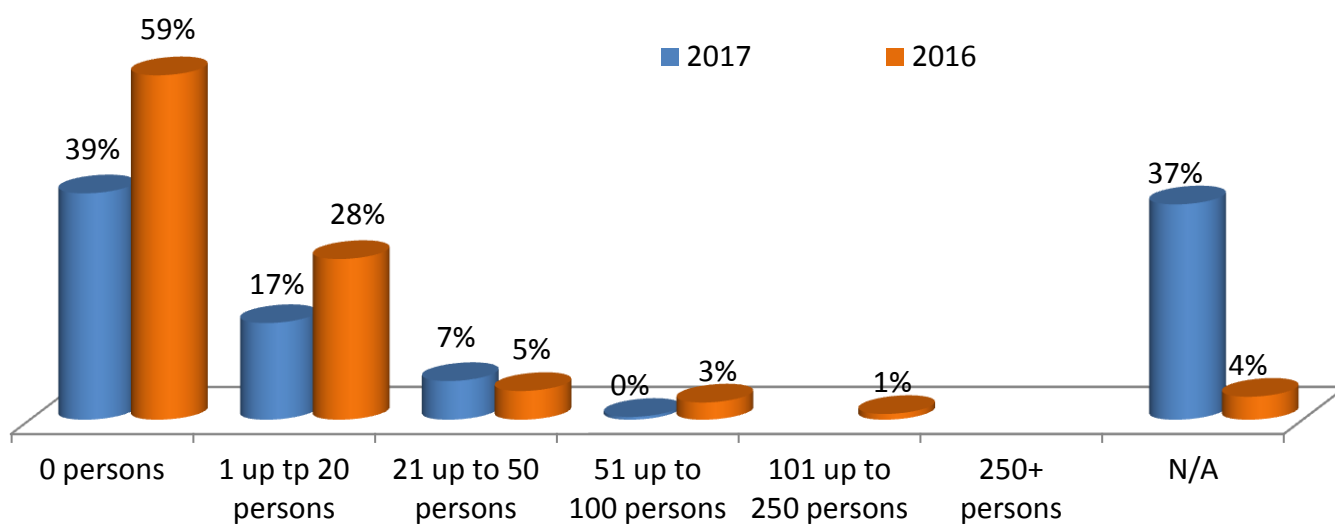
In at least four out of ten of the conferences/ incentives the majority of the participants were from Europe, while significant proportion of the participants was also from Russia, and Middle East/ Gulf Cooperation Council/ Asia.





## 11. Total number of accompanying persons

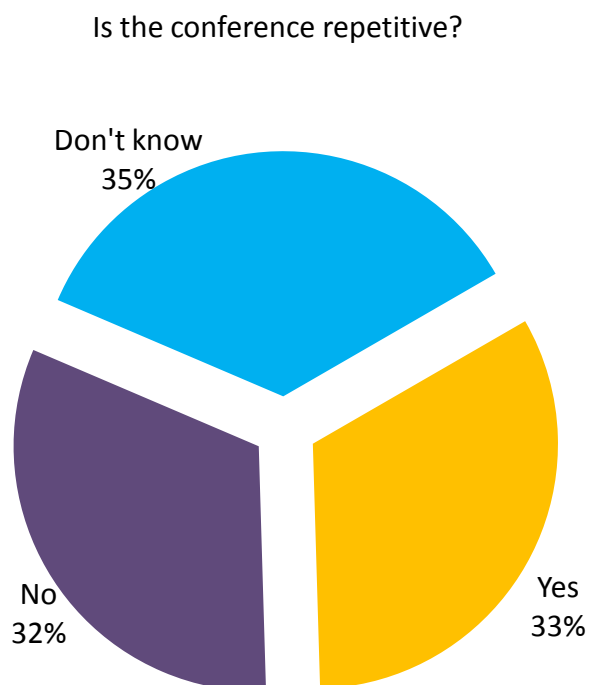
A large number of the events that took place in 2017 and 2016 did not have accompanying persons (39% and 59% respectively). In 2017 the 17% of the events had 1 up to 20 persons accompanying members and the 7% 21 up to 50 accompanying persons.



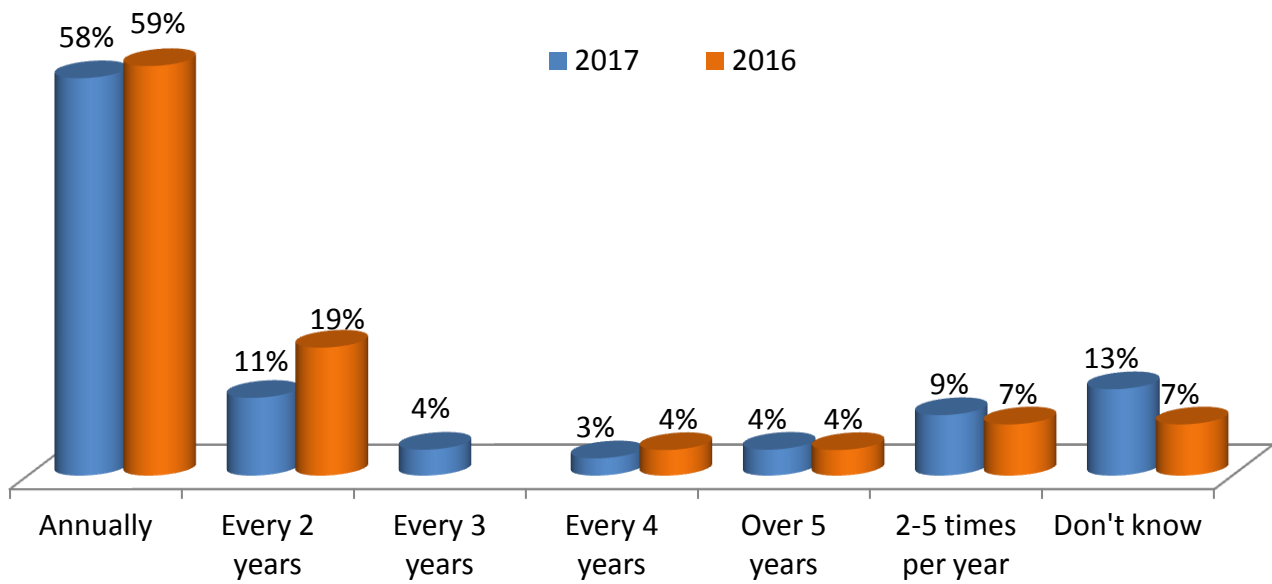
## 12. Frequency of event (if repetitive)

### 12.1: Repetitive of event

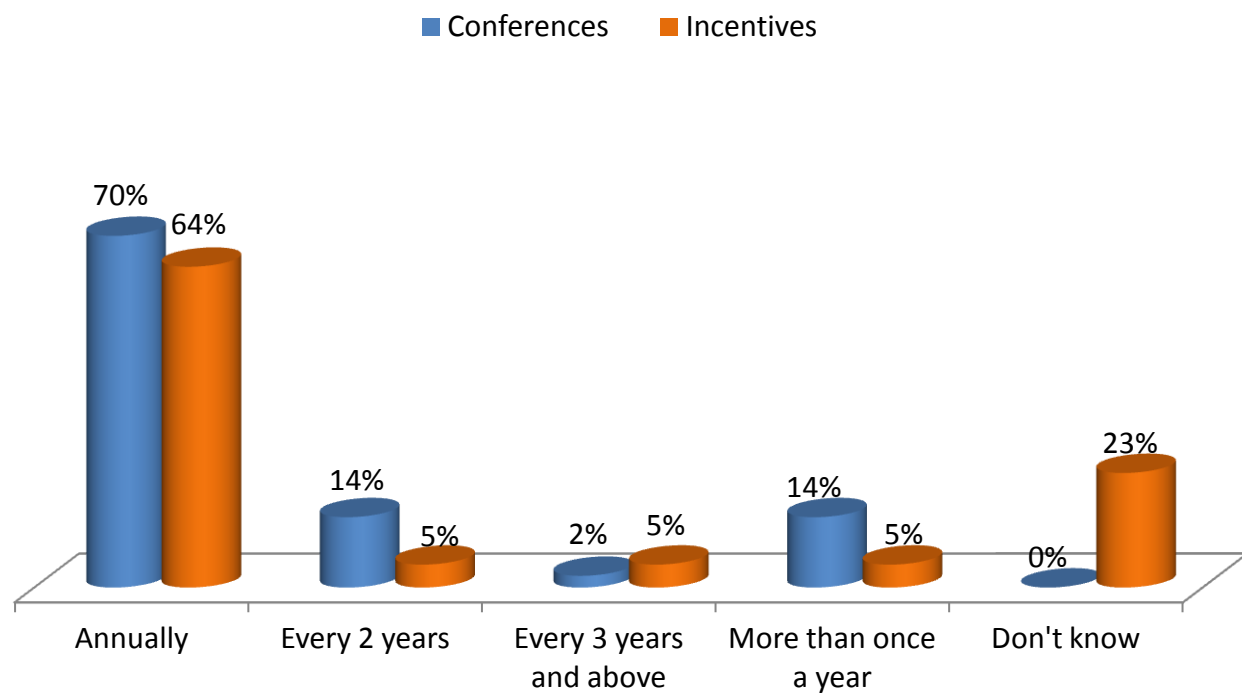
The majority of conferences/ incentives are not repetitive or the provider didn't identify it (32% and 35% respectively). Only one out of three (33%) are repetitive. From the events that are repetitive, six out of ten take place every year, while one out of ten every 2 years.



## 12.2: Frequency of repetitive event by year



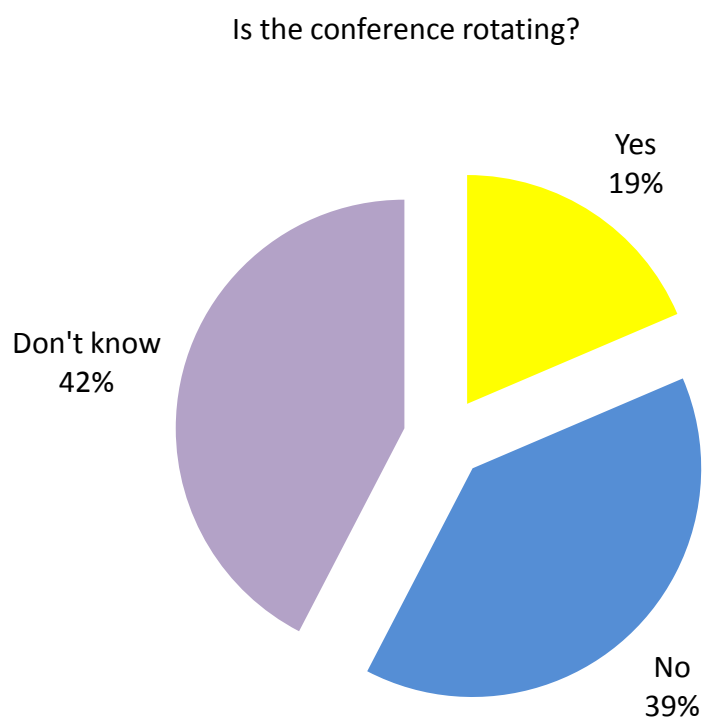
### 12.3: Frequency of repetitive event by category of event



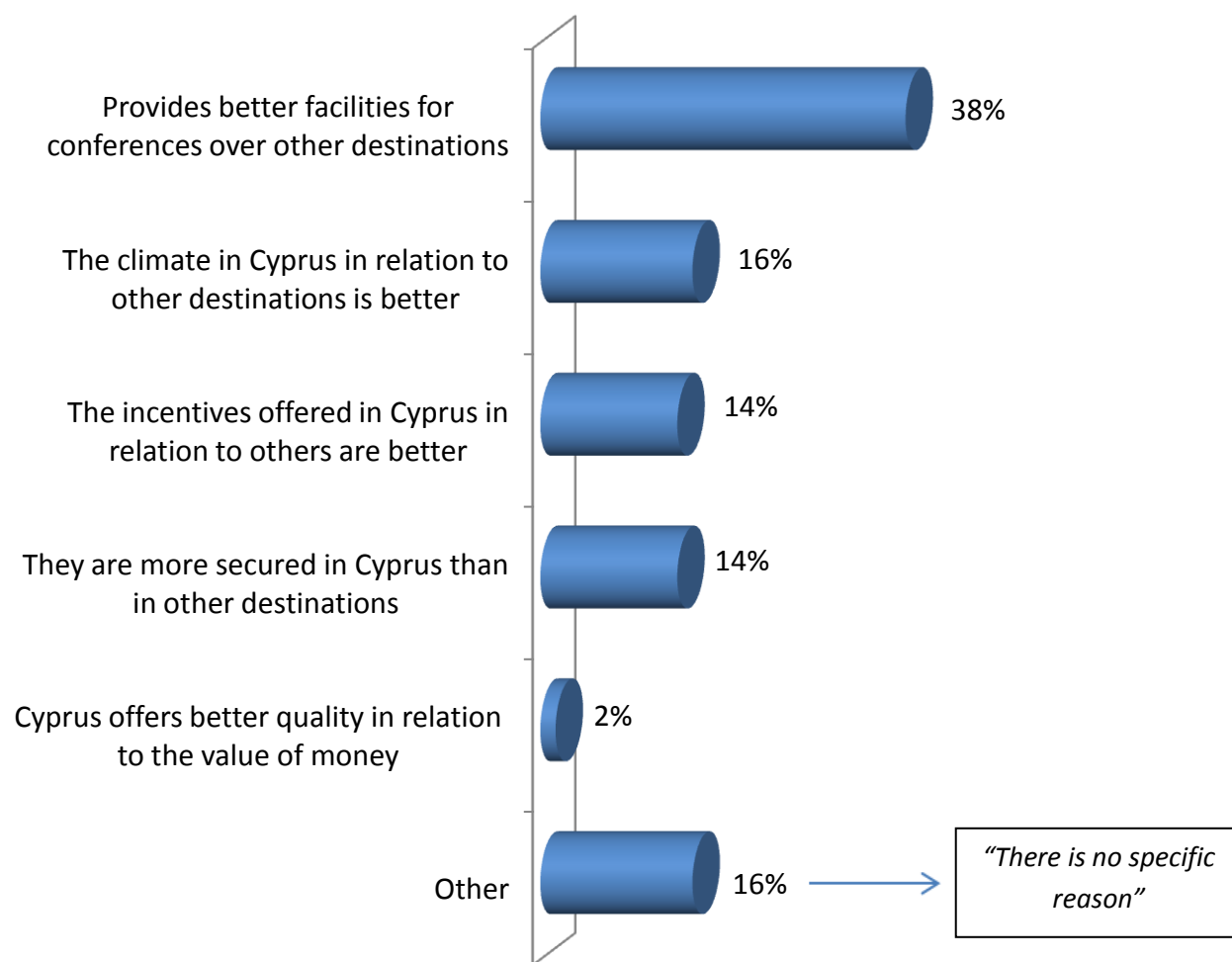
### 13. Reasons for choosing Cyprus over other destinations (if the event is rotating)

#### 13.1: Rotation of event

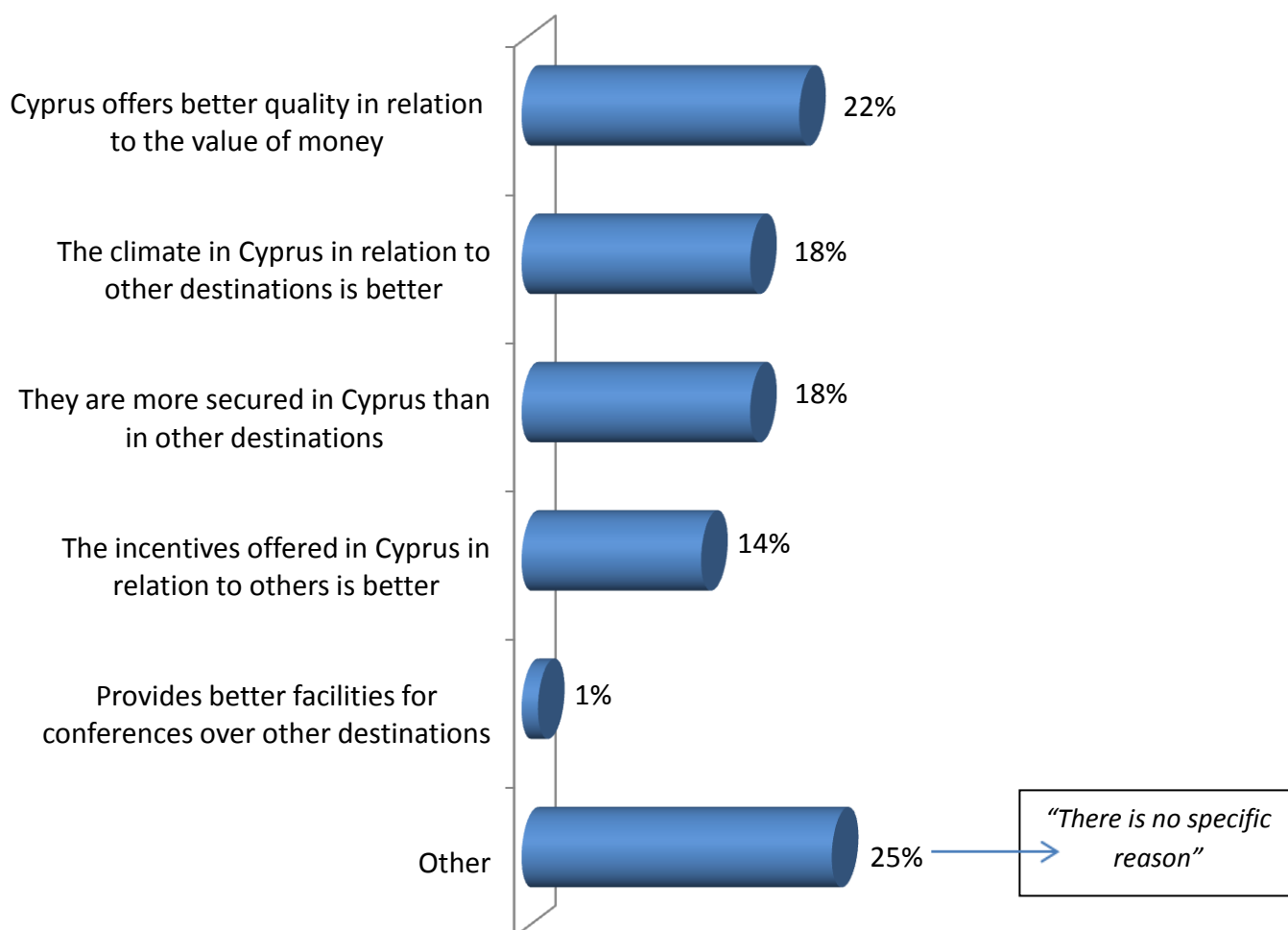
Only 19% of the conferences/ incentives are rotating. The main reason for choosing Cyprus is because ***“Cyprus provides better facilities for conferences over other destinations”***. Among other reasons organizers choose Cyprus because: *“It offers better quality in relation to the value of money”*, *“The climate in Cyprus in relation to other destinations is better”* and *“Participants are more secured in Cyprus than in other destinations”*.



### 13.2: Main reason for choosing Cyprus

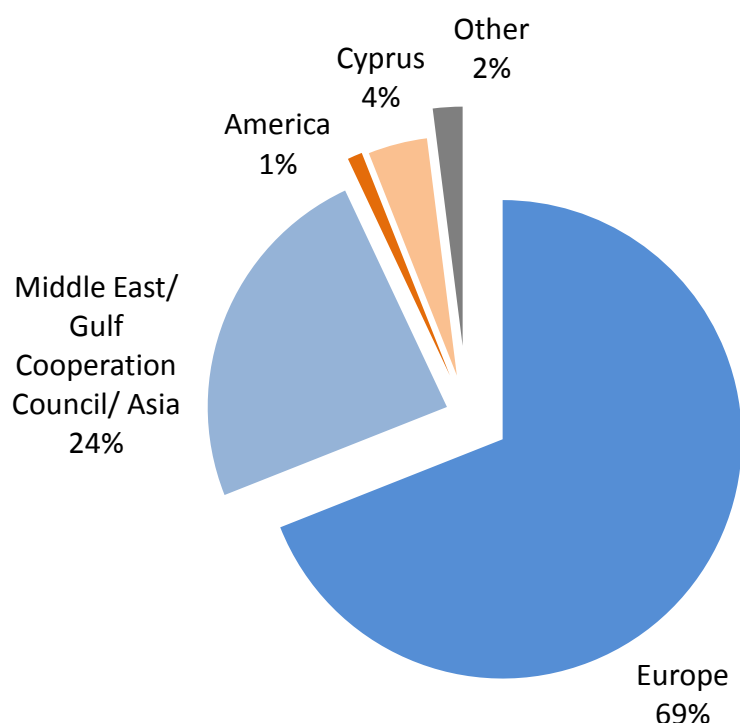


### 13.3: Reasons for choosing Cyprus



## E. Survey among Participants - Analysis of Findings

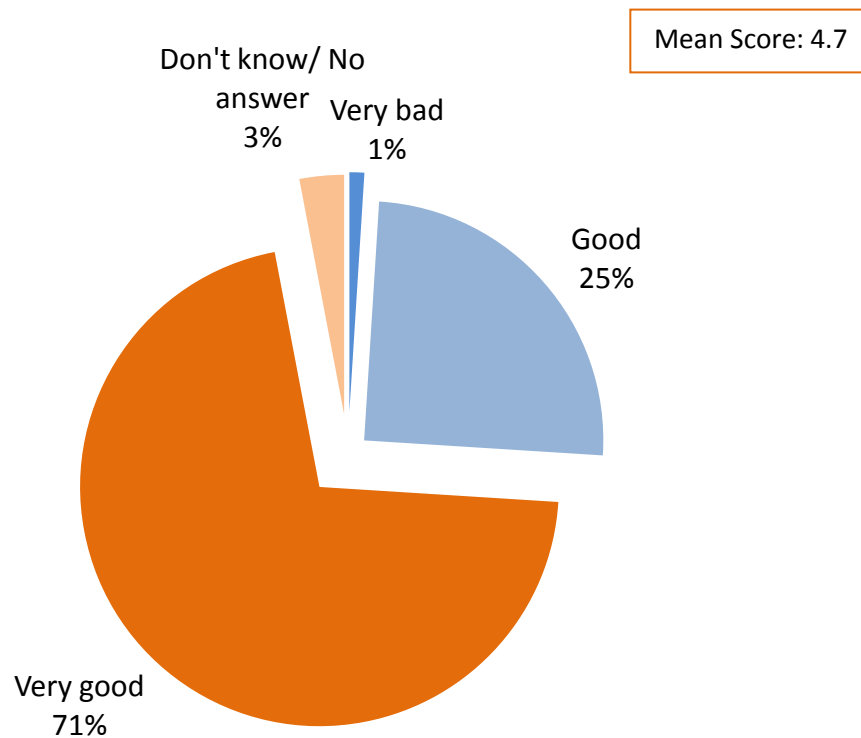
During 2017, 215 people have participated in the survey. The data have been collected via self-completion at the last day of each conference/ incentive. The small number of questionnaire is due to: a) the organizers' refusal to give the questionnaires to participants b) the inability of the participants to communicate in English language and c) the inability to communicate with the organizers due to a lack of contact details. The majority of the participants in this survey are coming from Europe (69%), a proportion of 24% is coming from Middle East/ Gulf Cooperation Council/ Asia and the rest sample (7%) from Cyprus, America or other countries.





## 1. Conference Evaluation

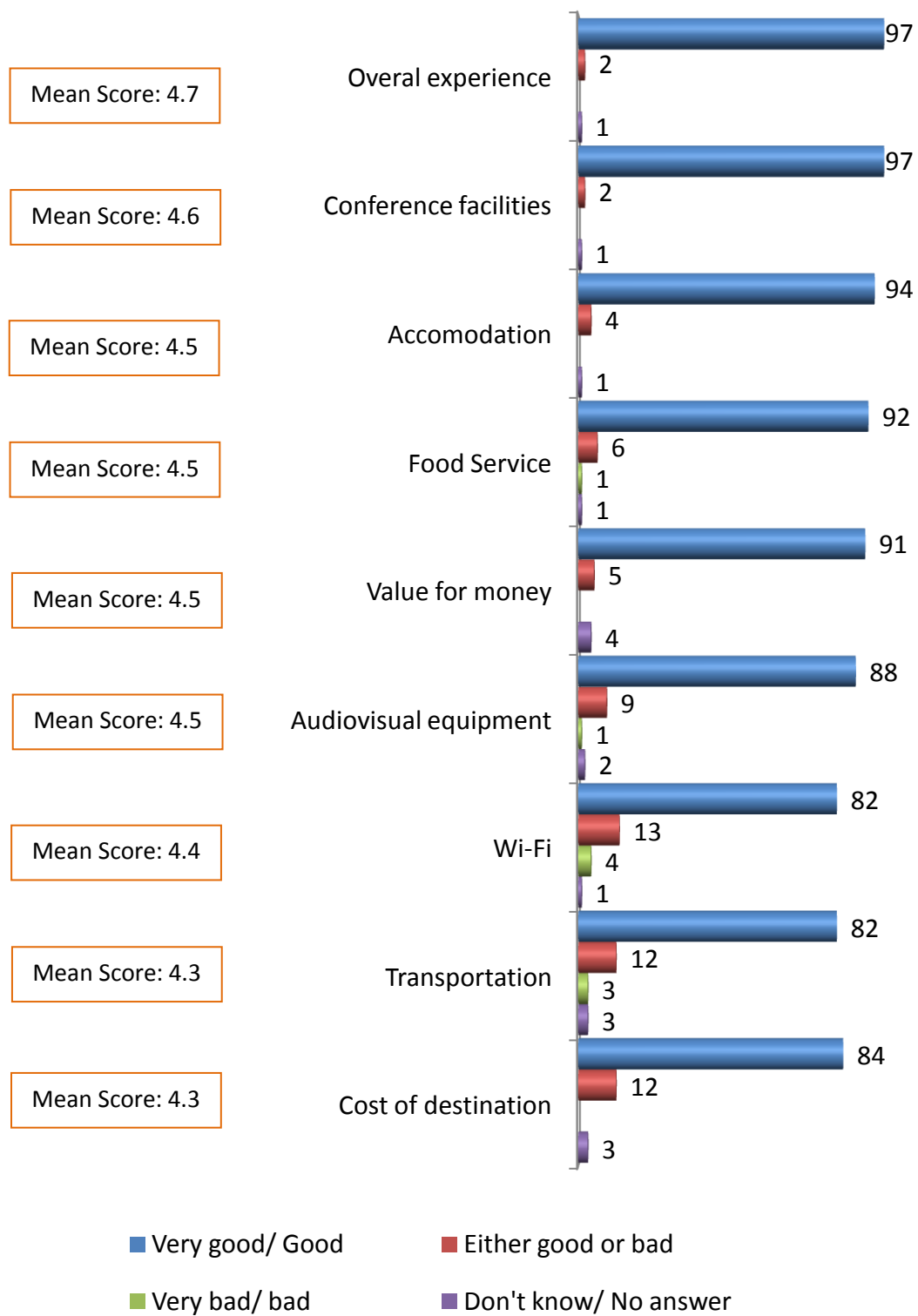
Almost all of the participants were in favor with the conference giving the score of 5 (very good) or 4 (good) in a five-point scale. The negative answers are almost nonexistent and the mean score have been determined in 4.7.



## 2. Conference Evaluation in Parameters

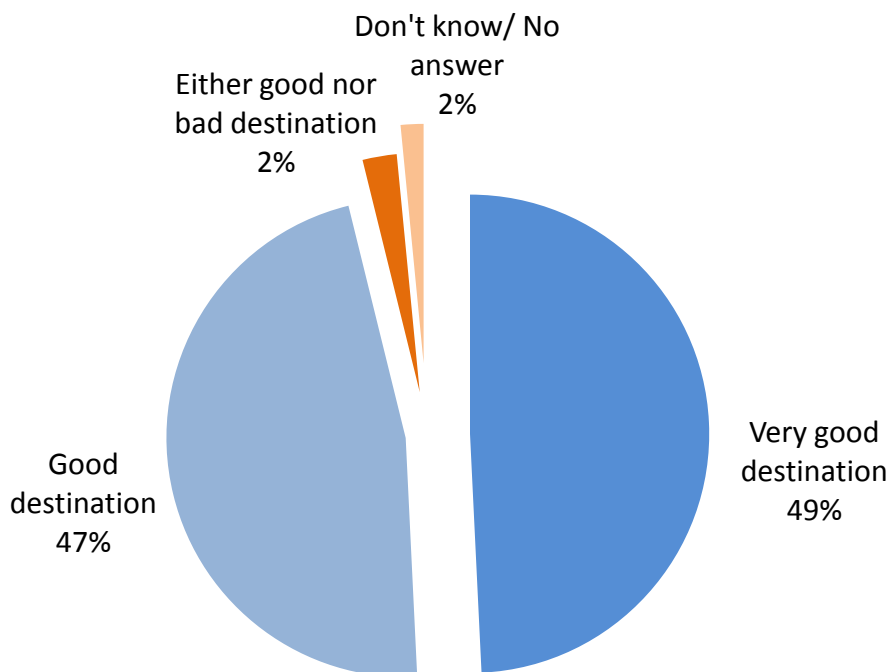
Participants were also asked to evaluate the conference on a range of different and significant parameters, using the same a five-point scale, where 1=very bad and 5=very good.

Conferences are more positively evaluated on the parameters of **overall experience** and **conference facilities** as almost all of the participants were in favor of this view (97% respectively). With equally high scores of positive evaluation follow the **accommodation** (94%), **food service** (92%), **value for money** (91%) and **audiovisual equipment** (88%). A rather less positive view was expressed with regards to **Wi-Fi** (82%), **transportation** (82%) and **cost of destination** (84%).



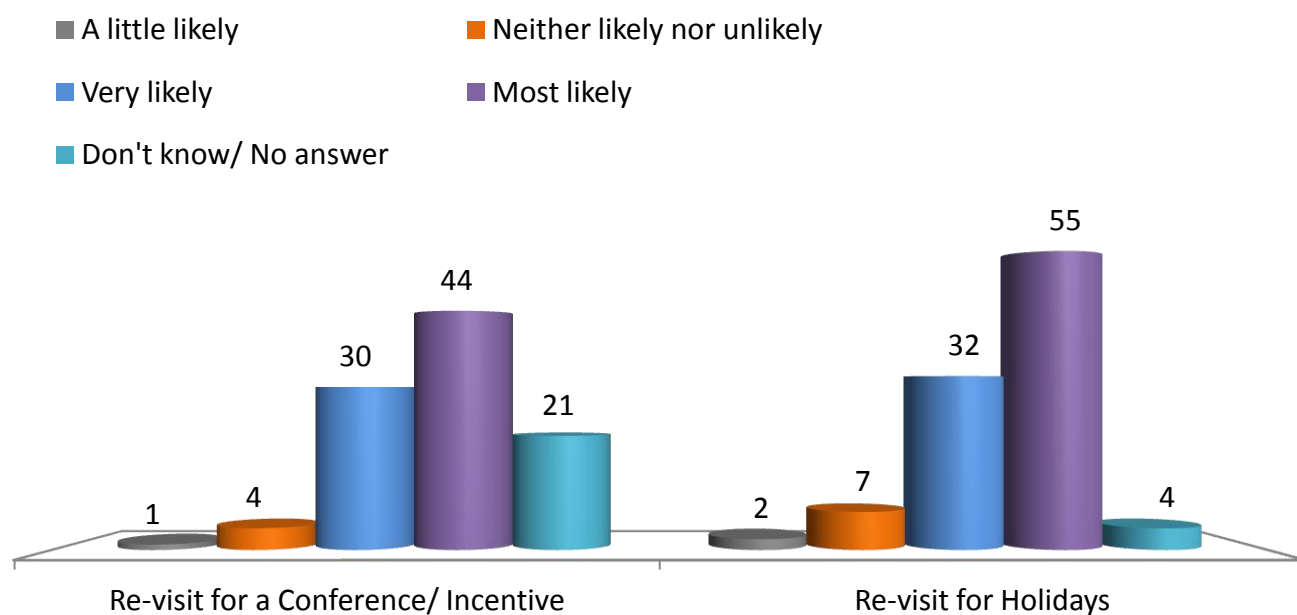
### 3. Cyprus Evaluation as a destination for conducting Conferences

According to six out of ten respondents (64%), Cyprus **is very good destination** for conducting Conferences and Incentives. A lower proportion (31%) expressed the view that is **good destination** and only 3% of the sample has expressed a **neither good nor bad view**.



#### 4. Possibility of re-visit Cyprus

Almost one out of two respondents (44%) answered positively to the question whether they will visit Cyprus again for a Conference or Incentive, while the proportion of respondents who are most likely to re-visit Cyprus for holidays is slightly greater (55%).



## F. Questionnaire given to Participants

Please fill in the following evaluation questionnaire for the conference in which you participated. Your opinion will help us to evaluate the quality of Cyprus as a destination for conducting Conferences and Incentives.

Date: .... / .... / .....

Nationality: .....

1. How do you evaluate the conference?

Very bad	1
Bad	2
Either good nor bad	3
Good	4
Very good	5

2. Using a 5-point scale where 1 corresponds to very bad and 5 to very good could you please evaluate Cyprus as destination for conducting Conferences and Incentives into the following characteristics?

	Very bad	Bad	Either good nor bad	Good	Very good
Accommodation	1	2	3	4	5
Food services	1	2	3	4	5
Conference facilities	1	2	3	4	5
Wi – Fi	1	2	3	4	5
Audiovisual equipment	1	2	3	4	5
Transportation	1	2	3	4	5
Cost of destination	1	2	3	4	5
Overall experience	1	2	3	4	5
Value for Money	1	2	3	4	5

3. How do you evaluate Cyprus as a destination for conducting Conferences and Incentives?

Very bad destination	1
Bad destination	2
Either good nor bad destination	3
Good destination	4
Very good destination	5

4. Based on the experience you acquired from your trip for Conference/ Incentive, how likely you would visit Cyprus to participate to other Conference/ Incentive or for holidays?

	Conference/ Incentive	Holidays
Not likely at all	1	1
A little likely	2	2
Neither likely nor unlikely	3	3
Very likely	4	4
Most likely	5	5

5. Comments

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## G. Questionnaire sent to DMC's

### QUESTIONNAIRE FOR THE COLLECTION OF THE STATISTICAL DATA FOR CONFERENCES & INCENTIVES 2017

#### ORGANIZATION/ ENTERPRISE INFORMATION

Name of company/ enterprise:	
Name of interviewee:	
Position held:	
Date of questionnaire completion:	

CONFERENCES, INCENTIVES, MEETINGS IN ENTERPRISES AND PRODUCT LAUNCHES WILL CONSIDER FOR THE COLLECTION OF STATISTICAL DATA. (But for brevity we will refer only to "Conferences" but we mean all the rest)

01. Are you involved with Conferences and Incentives?

YES	1
NO	2

 → END INTERVIEW

02. In which of the following categories your organization/ enterprise belongs to?

Hotel	1
Destination Management Company	2
Professional Congress Organizers	3
Semi-government organization	4
University/ College	5
Bank	6
Insurance company	7
Ministry or other Governmental departments	8
Parliament	9
Associations	10
Other (please specify).....	11



Please fill in the tables (found on pages 5-6) with the data of Conference/ Incentive trips organized in **2017** using the instructions below.

**ATTENTION!** Please list only Conferences which had at least **30 participants from abroad** and Incentives with at least **20 participants from abroad**. Also note that you must list only events for which the participants have stayed for at least one night.

## **INSTRUCTIONS FOR COMPLETING THE TABLES**

**IN EACH TABLE (pages 5-7) SHOULD BE CIRCLED ONLY THE NUMBER WHICH REFER TO EACH ANSWER**

- Q.0.** Write the exact title of the conference / incentive trip and website if available
- Q.1.** Write the name of the International Association or the company that organized the congress tourism event.
- Q.2.** Write the name of the International Association of the company that organizes the conference tourism event.
- Q.3.** Write the start date in the form **Date/Month/Year** (i.e. 18/01/2017)
- Q.4.** Write the expiration date of the event in the form **Date/Month/Year** (i.e. 20/01/2015)
- Q.5.** Do you know if any of the participants have extended their stay in Cyprus?

YES	1
NO	2

- Q.5.1** If yes, how many of the delegates have extended their staying in Cyprus? Please record how many participants have extended their stay in Cyprus.

- Q.6.** Write for:

Conferences	1
Incentives	2
Product Launch	3
Meetings	4

- Q.7. In which of the following categories have you participated in “Conferences and Incentives tourism”?**

Association	1
Corporate	2
Governmental	3
Academic	4
Incentive	5
Product Launch	6
Meetings	7
Other (please specify the category).....	8

- Q.7.1** Identify the Conference topics

- Q.8.** Write where they come from (country of residence) the most tournament participants:

Cyprus	1
Europe	2
M. East / Gulf Countries / Asia	3
United States of America	4
Other (please specify).....	5

**Q.9.** Total Number of participants. (Please clarify the number of foreigners' and Cypriot participants)

**Q.10.** Indicate the total number of accompanying persons (persons **EXCEPT** participants i.e. people brought with them).

0 persons	1
1 to 20 persons	2
21 to 50 persons	3
51 to 100 persons	4
101 to 250 persons	5
Up to 250 persons	6

**Q.11.** City in which the Conference took place:

Nicosia	1
Limassol	2
Larnaca	3
Paphos	4
Ammochostos	5
Mountain resort (e.g. Platres Prodromos)	6
Rural areas (e.g. Tochni, Drouseia)	7
Other (Please specify) .....	8

**Q. 11.1** Specify the name and type of the Conference (i.e. Hosting Conference Center - Conference Facilities / XXXXX Hotel - Hotel 4 \*)

**Q.12.** Please note how much was the estimated total expenditure ***per delegate*** for his participation in the Conference without the airfare (i.e. accommodation, catering, registration fees, etc.)

Up to €100	1
€101- €500	2
€501- €1,000	3
€1,001- €5,000	4

€5,001- €10,000	5
Over €10 000	6

**Q.13.** Write how much was ***the total budget of the Conference:*** (Excluding airfare)

Up to €10,000	1
€10,001- €25,000	2
€25,001- €50,000	3
€50,001- €100,000	4
€100,001- €250,000	5
€250,001- €500,000	6
€500,001- €750,000	7
€750,001- €1,000,000	8
Over €1,000,000	9

**Q.14.** This particular conference is repetitive or not? If yes, please tell us the frequency of the operation.

YES	1
NO	2

**Q. 14.1.** Conference conducted frequently (i.e. every year, every two years, etc.)

**Q. 14.2.** This conference is rotating?

YES	1
NO	2

**Q. 15.** The international association or company organized this conference, thought some other destinations except Cyprus for organizing?

YES	1
NO	2

**Q. 15.1.** If yes, what was the main reason that led them to choose Cyprus over other destinations had thought?

Cyprus offers better quality in relation to the value of money	1
Provides better facilities for conferences over other destinations	2
They are more secured in Cyprus than in other destinations	3
The incentives offered in Cyprus in relation to others is better	4

The climate in Cyprus in relation to other destinations are best	5
Other (please specify) .....	6

**Q. 15.2.** What were the other reasons that led them to choose Cyprus over other destinations had thought?

Cyprus offers better quality in relation to the value of money	1
Provides better facilities for conferences over other destinations	2
They are more secured in Cyprus than in other destinations	3
The incentives offered in Cyprus in relation to others is better	4
The climate in Cyprus in relation to other destinations are best	5
Other (please specify) .....	6

**Ep. 16.** Have you faced any problems/ issues during 2015, 2016 and and with the conferences you organized? If so, please specify your problems/ issues on the last page.

***Finally directives - Below are tables to fill them accordingly.***

**\*\* NOTE:** If you organize several events, please photocopy page 7 many times as necessary to insert additional data. On each new page please put the serial number of each additional event.

<b>Event 1:</b>		
Q.0	Conference Title:	.....
Q.1	Name of the International Association or Company	.....
Q.2	Local Organizer	.....
Q.3	Start Date	.....
Q.4	Expiration Date	.....
Q.5	Extended their staying	1 2
Q.5.1	Number of participants who have extended their stay	.....
Q.6	Kind of event	1 2 3 4
Q.7	Category of the event	1 2 3 4 5 6.....
Q.7.1	Conference topics	.....
Q.8	Country of residence for the most tournament participants	1 2 3 4 5.....
Q.9	Total number of participants	.....
Q.9.1	Cypriot participants	.....
Q.9.2	Foreign participants	.....
Q.10	Accompanying persons	1 2 3 4 5 6
Q.11	City in which the Conference took place	1 2 3 4 5 6 7 8.....
Q.11.1	Name and type of the Conference	.....
Q.12	Total expenditure per delegate	1 2 3 4 5 6
Q.13	Total budget of the Conference	1 2 3 4 5 6 7 8 9
Q.14	recurring conference	1 2
Q.14.1	Conference conducted frequently	.....
Q.14.2	This conference is rotating?	1 2
Q.15	Conduct in another country?	1 2
Q.15.1	Reasons for choosing Cyprus (Main Reason)	1 2 3 4 5 6.....
Q.15.2	Reasons for choosing Cyprus (Other Reasons)	1 2 3 4 5 6.....

<b>Event 2:</b>		
Q.0	Conference Title:	.....
Q.1	Name of the International Association or Company	.....
Q.2	Local Organizer	.....
Q.3	Start Date	.....
Q.4	Expiration Date	.....
Q.5	Extended their staying	1 2
Q.5.1	Number of participants who have extended their stay	.....
Q.6	Kind of event	1 2 3 4
Q.7	Category of the event	1 2 3 4 5 6.....
Q.7.1	Conference topics	.....
Q.8	Country of residence for the most tournament participants	1 2 3 4 5.....
Q.9	Total number of participants	.....
Q.9.1	Cypriot participants	.....
Q.9.2	Foreign participants	.....
Q.10	Accompanying persons	1 2 3 4 5 6
Q.11	City in which the Conference took place	1 2 3 4 5 6 7 8.....
Q.11.1	Name and type of the Conference	.....
Q.12	Total expenditure per delegate	1 2 3 4 5 6
Q.13	Total budget of the Conference	1 2 3 4 5 6 7 8 9
Q.14	recurring conference	1 2
Q.14.1	Conference conducted frequently	.....
Q.14.2	This conference is rotating?	1 2
Q.15	Conduct in another country?	1 2
Q.15.1	Reasons for choosing Cyprus(Main Reason)	1 2 3 4 5 6.....
Q.15.2	Reasons for choosing Cyprus (Other Reasons)	1 2 3 4 5 6.....

<b>Event 3:</b>		
Q.0	Conference Title:	.....
Q.1	Name of the International Association or Company	.....
Q.2	Local Organizer	.....
Q.3	Start Date	.....
Q.4	Expiration Date	.....
Q.5	Extended their staying	1 2
Q.5.1	Number of participants who have extended their stay	.....
Q.6	Kind of event	1 2 3 4
Q.7	Category of the event	1 2 3 4 5 6.....
Q.7.1	Conference topics	.....
Q.8	Country of residence for the most tournament participants	1 2 3 4 5.....
Q.9	Total number of participants	.....
Q.9.1	Cypriot participants	.....
Q.9.2	Foreign participants	.....
Q.10	Accompanying persons	1 2 3 4 5 6
Q.11	City in which the Conference took place	1 2 3 4 5 6 7 8.....
Q.11.1	Name and type of the Conference	.....
Q.12	Total expenditure per delegate	1 2 3 4 5 6
Q.13	Total budget of the Conference	1 2 3 4 5 6 7 8 9
Q.14	recurring conference	1 2
Q.14.1	Conference conducted frequently	.....
Q.14.2	This conference is rotating?	1 2
Q.15	Conduct in another country?	1 2
Q.15.1	Reasons for choosing Cyprus (Main Reason)	1 2 3 4 5 6.....
Q.15.2	Reasons for choosing Cyprus (Other Reasons)	1 2 3 4 5 6.....

<b>Event 4:</b>		
Q.0	Conference Title:	.....
Q.1	Name of the International Association or Company	.....
Q.2	Local Organizer	.....
Q.3	Start Date	.....
Q.4	Expiration Date	.....
Q.5	Extended their staying	1 2
Q.5.1	Number of participants who have extended their stay	.....
Q.6	Kind of event	1 2 3 4
Q.7	Category of the event	1 2 3 4 5 6.....
Q.7.1	Conference topics	.....
Q.8	Country of residence for the most tournament participants	1 2 3 4 5.....
Q.9	Total number of participants	.....
Q.9.1	Cypriot participants	.....
Q.9.2	Foreign participants	.....
Q.10	Accompanying persons	1 2 3 4 5 6
Q.11	City in which the Conference took place	1 2 3 4 5 6 7 8.....
Q.11.1	Name and type of the Conference	.....
Q.12	Total expenditure per delegate	1 2 3 4 5 6
Q.13	Total budget of the Conference	1 2 3 4 5 6 7 8 9
Q.14	recurring conference	1 2
Q.14.1	Conference conducted frequently	.....
Q.14.2	This conference is rotating?	1 2
Q.15	Conduct in another country?	1 2
Q.15.1	Reasons for choosing Cyprus (Main Reason)	1 2 3 4 5 6.....
Q.15.2	Reasons for choosing Cyprus (Other Reasons)	1 2 3 4 5 6.....

<b><u>Event .....</u></b>		
Q.0	Conference Title:	.....
Q.1	Name of the International Association or Company	.....
Q.2	Local Organizer	.....
Q.3	Start Date	.....
Q.4	Expiration Date	.....
Q.5	Extended their staying	1 2
Q.5.1	Number of participants who have extended their stay	.....
Q.6	Kind of event	1 2 3 4
Q.7	Category of the event	1 2 3 4 5 6.....
Q.7.1	Conference topics	.....
Q.8	Country of residence for the most tournament participants	1 2 3 4 5.....
Q.9	Total number of participants	.....
Q.9.1	Cypriot participants	.....
Q.9.2	Foreign participants	.....
Q.10	Accompanying persons	1 2 3 4 5 6
Q.11	City in which the Conference took place	1 2 3 4 5 6 7 8.....
Q.11.1	Name and type of the Conference	.....
Q.12	Total expenditure per delegate	1 2 3 4 5 6
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Q.14	recurring conference	1 2
Q.14.1	Conference conducted frequently	.....
Q.14.2	This conference is rotating?	1 2
Q.15	Conduct in another country?	1 2
Q.15.1	Reasons for choosing Cyprus (Main Reason)	1 2 3 4 5 6.....
Q.15.2	Reasons for choosing Cyprus (Other Reasons)	1 2 3 4 5 6.....

<b><u>Event .....</u></b>		
Q.0	Conference Title:	.....
Q.1	Name of the International Association or Company	.....
Q.2	Local Organizer	.....
Q.3	Start Date	.....
Q.4	Expiration Date	.....
Q.5	Extended their staying	1 2
Q.5.1	Number of participants who have extended their stay	.....
Q.6	Kind of event	1 2 3 4
Q.7	Category of the event	1 2 3 4 5 6.....
Q.7.1	Conference topics	.....
Q.8	Country of residence for the most tournament participants	1 2 3 4 5.....
Q.9	Total number of participants	.....
Q.9.1	Cypriot participants	.....
Q.9.2	Foreign participants	.....
Q.10	Accompanying persons	1 2 3 4 5 6
Q.11	City in which the Conference took place	1 2 3 4 5 6 7 8.....
Q.11.1	Name and type of the Conference	.....
Q.12	Total expenditure per delegate	1 2 3 4 5 6
Q.13	Total budget of the Conference	1 2 3 4 5 6 7 8 9
Q.14	recurring conference	1 2
Q.14.1	Conference conducted frequently	.....
Q.14.2	This conference is rotating?	1 2
Q.15	Conduct in another country?	1 2
Q.15.1	Reasons for choosing Cyprus(Main Reason)	1 2 3 4 5 6.....
Q.15.2	Reasons for choosing Cyprus (Other Reasons)	1 2 3 4 5 6.....



**Ep. 16.** problems they encountered