
















Convenco 1st Quarter Performance Assessment Report for 2013/2014 - 1 July 2013 to 30 September 2013

 - Meets or exceeds target ;  - Currently does not meet target ;  - Information not available or work on hold

No	Indicator	Annual Target 30 June 2014	Target Performance 30 September 2013	Actual Performance 30 September 2013	Rating	Reason for variance	Remedial action
Strategic Focus Area 1 : Shared Economic Growth and Development							
Corporate Objective: 1A. Create an enabling environment for the economy to grow and become globally competitive.							
1	Operating Profit - Achieve or outperform budgeted operating profit	100%	25%	8.0%		Operating profit unfavourable at the end of the first quarter as a result of the number of budgeted events not being achieved. Reasons for fluctuations include economy, seasonality, competition, etc.	Shortfall of events will be made up in the remainder of the financial year. No further remedial action required at this stage.
2	Capital Projects - Number of capital projects for year completed or committed	80%	20%	56%		Target Achieved	Maintain the Momentum
3	CTICC II Expansion Percentage of Capital Spend	95%	23%	N/A		Project currently on hold, pending outcome of forensic investigation.	
4	Capital Expenditure - Spend of Capital Budget (excluding expansion) ensuring that the five star standards are maintained	Five Star Tourism Grading Council	Five star standards maintained	Five star standards maintained		Target Achieved	Maintain the Momentum
5	Events - Number of international events hosted compared to budgeted target	32	8	7		Even though the target was not achieved the variance is not considered material. Reasons for fluctuations include economy, seasonality, competition, etc.	Shortfall of 1 event will be made up in the remainder of the financial year. Active bidding for international conferences.
6	Events - Number of events hosted compared to budgeted target	500	125	115		The number of budgeted events have not been achieved as at the end of the first quarter. Reasons for fluctuations include economy, seasonality, competition, etc.	Shortfall of events will be made up in the remainder of the financial year. Short terms business drive has been actioned to make up shortfall in the remainder of the financial year.
7	External Audit Report - Unqualified Audit Report for 2012/13 financial year	Unqualified Audit Report (2nd Quarter target)	N/A	N/A		2012/2013 Audit Report finalisation in progress	
8	Human Capital Development - Actual cost of training of permanent and temporary staff as a percentage of total salary cost	5%	5%	4%		Target not achieved as a result of most training courses commences on the start of a calendar year.	Material training costs to be expensed during the remainder of the financial year. For example, CTICC management have registered for Minimum Competency training, however costs are only due later in the financial year.
9	Minimum Competency Level - Number of senior managers registered for MFMA Competency Course	7	7	11		Target Achieved	Maintain the Momentum
10	Customer Centricity and Service Excellence	75% of minimum aggregate score for all CTICC internal departments and external suppliers	75%	80%		Target Achieved	Maintain the Momentum
11	Supply Chain Procurement from BEE suppliers measured ito of BEE Act	Percentage spend not lower that 50%	50%	74%		Target Achieved	Maintain the Momentum
12	Completion of Legal Compliance Checklist	To be completed by 2014/03/31	N/A	Incomplete		In Progress	