Executive Council
Ninety-third session
Madrid, Spain, 11-13 June 2012
Provisional agenda item 5(b)

Administrative and statutory matters

(b) Financial situation and plan of expenditure for 2012

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I. Financial situation

The General Assembly at its nineteenth session (Gyeongju, Republic of Korea, 2011) approved a budget of EUR 12,433,000 for the 2012 financial year [A/RES/603(XIX)]. The level of contributions to be received in 2012 from all of the Full, Associate and Affiliate Members was established at EUR 11,888,000.

A. Estimated Budgetary Income and Expenditure for 2012

1. Following the recommendation of the Eighteenth General Assembly (Gyeongju, Republic of Korea, October 2011) that care be taken to ensure that the programme of work and budget is executed according to the income received [A/RES/603(XIX)], the Secretary-General, in accordance with Provision 3.04 “Plan of Expenditure” of the Detailed Financial Provisions and with the practice in previous years, has prepared an “estimate of income and expenditure” for the financial year 2012 in the light of the approved appropriations and forecast income, and taking into consideration the experience of previous financial years.

2. The following table establishes a comparison between income and approved appropriations and also provides at 31 March 2012 an estimate of income receivable, and limits expenditure to a level
consistent with that amount. In this way, the result for the financial year would be in balance with the overall financial situation.

### 2012 INCOME AND EXPENDITURE PLAN

<table>
<thead>
<tr>
<th>EUR</th>
<th>EUR</th>
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<tr>
<td>INCOME</td>
<td>ESTIMATED INCOME</td>
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<td>INCOME AND APPROVED APPROPRIATIONS</td>
<td>AND EXPENDITURE PLAN</td>
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<tr>
<td>INCOME 12,433,727.22</td>
<td>12,137,000.00</td>
</tr>
<tr>
<td>- Contributions of the Members (Full, Associate and Affiliate) 11,888,727.22</td>
<td>10,452,000.00</td>
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<tr>
<td>- Allocation from sundry income 295,000.00</td>
<td>465,000.00</td>
</tr>
<tr>
<td>- Allocation from Publications account 250,000.00</td>
<td>420,000.00</td>
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<tr>
<td>- Arrear contributions --</td>
<td>800,000.00</td>
</tr>
</tbody>
</table>

**EXPENDITURE** 12,433,000.00 12,137,000.00

**RESULTS** 727.22 (*) 0.00

(*) This amount results from adjusting the contributions of the Affiliate Members (EUR782.22) and the adjustment of the contributions of Full and Associate Members (-EUR55.00).

3. The forecasts of income receivable, the proposed level of expenditure and the result for the financial year are analysed below.

(1) **Income**

4. Income from contributions likely to be received in the current financial year has been estimated at EUR10,452,000, i.e., 88 per cent of total assessed contributions. This estimate is based on the average percentage of contributions received in the past seven years (see graph 1), brought up to date using information on income actually received as of 31 March 2012.

**GRAPH 1**

<table>
<thead>
<tr>
<th>Percentage of contributions received during the period 2005 - 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>91% 90% 90% 90% 90% 90% 90% 89% 89% 89% 89% 88% 88% 88% 88% 87%</td>
</tr>
<tr>
<td>2005 2006 2007 2008 2009 2010 2011</td>
</tr>
</tbody>
</table>
5. Budgetary allocations from the Sundry Income reserve and Publications account have been provisionally increased by EUR170,000 each until we see how income from contributions evolves.

6. Income received to date indicates that the target of 12,137,000 euros of budgetary income estimated for the financial year can only be reached if an additional sum is allocated from the Sundry Income and Publications reserves on top of the allocations established in the approved budget. Income from contributions, including contribution arrears received, as of the date of this document amounts to 6.8 million euros. This amount is in line with the contribution income received as of the same date in previous years.

7. Concerning income from arrear contributions, it has been cautiously estimated that an amount of around EUR800,000 could be received during 2012 based on the amount collected to date which is lower than the average level of collection of the past 7 years as shown in graph 2. The good performance over the past several years in terms of the prompt and on-time collection of contributions (an average rate of 89% over the period 2005-2011) is that of mechanically reducing – and this is a positive trend – the potential for the collection of arrears. Moreover, it should be kept in mind that those Members with arrears still outstanding are now mainly, though not exclusively, countries that have experienced in the past significant social or economic difficulties, sometimes combined with natural disasters. Therefore, despite the Secretariat’s best efforts, and the good intentions of the Members concerned, many are simply not yet in a position to make a firm commitment to repay their contribution arrears or to adopt a suitable payment plan. The Secretariat will persist in its policy of encouraging those Members that are in arrears with their contributions to present proposals for the payment of their arrears at least in instalments.

GRAPH 2

![Graph showing arrear contributions received during the period 2005 - 2011](image)

(2) Expenditure

8. Expenses in this financial year have been limited to EUR12,137,000 which amounts to 98 per cent of the approved appropriations. Expenses implemented to date amount to EUR11,060,000, which represents 91% of the planned expenditure for the current year, with the implementation level of operating costs at 73%. These high percentages of implementation relative to percentages in previous years at the same date (87% and 52% in 2011, and 82% and 49% in 2010) show the budgetary pressure in all the programmes, including the support programmes.

9. As for staff costs, the amount paid in the form of salaries during the first three months of the year was EUR2,058,000, which represents an annual increase of EUR250,000 with respect to the expenditure on this item in 2011, and this before it has been possible to decide on other personnel
actions foreseen. All of the foregoing leads us to consider that it could be necessary to rely on additional financial resources before the end of the financial year if income from contributions does not exceed current projections. Nevertheless, the result foreseen for 2012 in the current income and expenditure plan is zero, so as to maintain financial equilibrium while achieving the highest possible level of budgetary execution.

B. Income and Expenditure results at 31 March 2012

(in euros)

<table>
<thead>
<tr>
<th></th>
<th>Plan of income and expenditure</th>
<th>Income and expenditure at 30/03/2012</th>
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<tr>
<td>BUDGETARY INCOME</td>
<td>12,137,000.00</td>
<td>7,756,912.94</td>
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<td>Contributions of Members</td>
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<td>6,309,117.63</td>
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<tr>
<td>Other income</td>
<td>885,000.00</td>
<td>885,000.00</td>
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<tr>
<td>Arrear contributions</td>
<td>800,000.00</td>
<td>562,795.31</td>
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<tr>
<td>EXPENDITURE</td>
<td>(12,137,000.00)</td>
<td>(11,059,483.71)</td>
</tr>
<tr>
<td>RESULTS</td>
<td>0.00</td>
<td>(3,302,570.77)</td>
</tr>
</tbody>
</table>

10. In regard to the payment of contributions, paragraph 12 of the Financing Rules attached to the Statutes stipulates the following:

"12. The Members of the Organization shall pay their contribution in the first month of the financial year for which it is due."

In compliance with the above rule, at 31 January 2012 contributions received from Members totalled EUR2,795,359.70, representing 24 per cent of the amount receivable from them (i.e., EUR11,888,727.22), compared with 30 per cent in 2011, and 22 per cent of the budget approved for 2012 (EUR12,433,000).

11. Income receipts at 31 March 2012 amount to EUR7,756,912.94 and represent 64% of the income estimates (EUR12,137,000) as shown in the plan of income and expenditure. The level of contribution receipts for the current year amounts to EUR6,309,117.63 and is almost similar to that of the two preceding years for the same period. However, arrear contributions received to date (EUR562,795.31) are higher than in the two preceding years. The following is a list of the Members that have paid arrears:
12. The implemented expenditure as of 31 March 2012 amounts to EUR11,059,483.71 out of which EUR2,866,507.77 have already been disbursed, furthermore EUR8,192,975.94 are already committed until year end, staff costs included.

13. Taking into account the expenditure implemented, the balance between income and expenditure shows a deficit of EUR3,302,570.77, even though current balance at treasury amounts to EUR4,890,405.17 if we only consider disbursements already carried out.

(3) Voluntary contributions

14. As of the date of this document, the following voluntary contributions have been received:

- USD199,786 from the United Nations Development Programme (UNDP) / the Spanish (MDG) Millennium Development Goals Achievement Fund (MDGF) for the implementation of the project “Sustainable Tourism for Rural Development” in Serbia;

- USD224,400 as partial payment of a total contribution of USD2,216,236 from the Government of Egypt to carry out a revision and implementation of a new hotel classification system in Egypt;

- USD23,625.00 as final payment of a total contribution of USD118,125 from the Government of Botswana for the implementation of the Tourism Satellite Account;

- EUR10,000 as final payment from a total contribution of EUR40,000 from The European Travel Commission (ETC) to carry out a study on U.S. Outbound Travel Market”;

- EUR10,000 as final payment of a total contribution of EUR20,000 from the European Travel Commission (ETC) for the preparation of a handbook on “Performance Indicators for NTO Tourism Marketing Evaluation”; and

- EUR30,000 as final payment of a total contribution of EUR70,000 from the Government of the Flemish Community of Belgium for the implementation of the project “Human Resource
and SME Development for the Tourism Sector in Inhambane Province, Mozambique”, with the framework of the ST-EP programme.

(4) Income from the Associate Member Netherlands Antilles

15. The Netherlands Antilles, an autonomous Caribbean country within the Kingdom of the Netherlands and an associate member of UNWTO, was dissolved on 10 October 2010. After dissolution, the BES Islands (Bonaire, Sint Eustatius, and Saba) became special municipalities of the Netherlands proper, while Curacao and Sint Maarten became constituent countries within the Kingdom of the Netherlands, along the lines of Aruba, which had separated from the Netherlands Antilles in 1986. Under the provisions of Art.1 of the National Decree Transitional Provisions of Legislation & Administration, the National Trademark Act 1995 and the National Trademark Decree 2000 of the Netherlands Antilles became the trademark legislation of Curacao (CW) and the Dutch portion of St. Maarten (MN). As a consequence of this, the Netherlands Antilles has ceased to be an Associate Member of UNWTO and the Executive Council is hereby requested to authorize the Secretary-General to write off the accounts the outstanding contribution amounts corresponding to the financial years 2011 and 2012.

(5) Salary scales for staff in the Professional and Higher Categories

16. The Council is informed that the United Nations General Assembly, on 24 December 2011 approved for implementation, effective 1 January 2012, a new salary scale for staff in the Professional and Higher categories. This was notified to UNWTO by the International Civil Service Commission (ICSC).

17. The United Nations has decided to revise upwards by 0.13 per cent the base salary of officials in these categories on a “no-loss, no-gain” basis.

18. Simultaneously with the introduction of the revised base salary scale on 1 January 2012, post adjustment multipliers applicable at all duty stations were reduced by the same percentage so that the overall amount of remuneration (base salary plus post adjustment) remains unchanged, except for minor adjustments due to rounding off.

19. The purpose of this measure is to limit variations in the multiplier which is established for each country depending on the cost of living and the value of the dollar against the local currency and which determines the amount of post adjustment payable and, in so doing, to prevent a surge in expenditure resulting from a possible decline in the value of the dollar against the local currency.


21. Accordingly, the Executive Council is invited to take note of the new salary scale approved by the United Nations and applied by the Secretary-General with effect from 1 January 2012, in accordance with Staff Rule 33(1).
### Annex I. Statement of contributions due to the General Fund at 31 March 2012

<table>
<thead>
<tr>
<th>FULL MEMBERS</th>
<th>ARREAR CONTRIBUTIONS</th>
<th>CONTRIBUTIONS DUE</th>
<th>TOTAL</th>
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</thead>
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<td>FULL MEMBERS</td>
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<td>YEARS/ANNÉES</td>
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<td>24.843,00</td>
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**World Tourism Organization (UNWTO)** - A Specialized Agency of the United Nations

Capitán Haya 42, 28020 Madrid, Spain. Tel: (34) 91 567 81 00 / Fax: (34) 91 571 37 33 – omf@unwto.org / unwto.org
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Total Miembros Efectivos: 12,858,430.21 EUR, 4,968,543.75 EUR, 17,826,973.96 EUR

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Total Miembros Asociados: 89,436.00 EUR, 118,875.00 EUR, 208,311.00 EUR

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**BUDGETARY CONTRIBUTIONS DUE**

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<td>Total Miembros Efectivos</td>
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<td>Total Ex-Miembros Efectivos</td>
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<td>Total Ex-Miembros Asociados</td>
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**EXTRA-BUDGETARY CONTRIBUTIONS DUE**

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**TOTAL CONTRIBUTIONS DUE**

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**FINANCIAL YEAR STARTS / EXERCICE FINANCIER COMMENCE / EJERCICIO FINANCIERO COMIENZA:**

1. MARCH
2. APRIL
3. MAY
4. JUNE
5. JULY
Annex II. Appropriations authorized for 2012 by main programs and sections

( in euros )

<table>
<thead>
<tr>
<th>MAJOR PARTS AND PROGRAMMES</th>
<th>APPROPRIATIONS</th>
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<td>POSTS</td>
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<tr>
<td>A02 Regional Programme, Americas</td>
<td>2 2</td>
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<tr>
<td>A03 Regional Programme, Asia and the Pacific</td>
<td>2 2</td>
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<tr>
<td>A04 Regional Programme, Europe</td>
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<td>A05 Regional Programme, Middle East</td>
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<tr>
<td>B02 Technical Cooperation and Services</td>
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<td>B03 Statistics and Tourism Satellite Account</td>
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<tr>
<td>B04 Affiliate Members</td>
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<tr>
<td>B05 Communications</td>
<td>2 2</td>
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<tr>
<td>B06 Tourism Trends and Marketing Strategies</td>
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<tr>
<td>B07 Risk and Crisis Management</td>
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<tr>
<td>B08 Institutional and Corporate Relations</td>
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<td>B09 Destination Management</td>
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<tr>
<td>B10 Information Resources and Archives</td>
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<tr>
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<tr>
<td>C04 Publications and e-Library</td>
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<td>C05 Fairs</td>
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<td>D  SUPPORT - INDIRECT TO MEMBERS</td>
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<td>D02 Human Resources</td>
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<td>D03 Information and Communication Technology</td>
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<td>D04 Premises and Internal Services</td>
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### Annex III. Plan of expenditure for 2012

( in euros )

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(*) Supplemental allotment of EUR43.000 has been added to cover temporary Programme Deputy Regional Director post.