

**PUBLIC SERVICES REFORM (SCOTLAND ) ACT 2010**

**VISITSCOTLAND Return for Financial Year ended 31 March 2013**

The following statements are published in accordance with Section 31(1), 31(2) and 31(3) of the Act.

<b>ACTIVITY</b>		<b>£'000</b>
<b>PUBLIC RELATIONS - MARKETING</b>	<b>THE PROMOTION OF TOURISM IN SCOTLAND</b>	
	<i>SUPPORT GRANTS - includes support for cultural and sports events and growth fund projects</i>	7,171
	<i>PROMOTIONAL, CONFERENCE &amp; EVENT ACTIVITIES</i>	8,451
	<i>MEDIA ADVERTISING</i>	14,802
	<i>DIRECT MARKETING - includes Network Tourist Information Centre Costs</i>	6,413
	<i>OTHER MARKETING COSTS - includes branding, design, publications, printing and distribution</i>	2,711
	<i>RESEARCH &amp; EVALUATION</i>	1,145
<b>TOTAL SPEND</b>	The above expenditure includes all departments of VisitScotland	<b>40,693</b>
<b>OVERSEAS TRAVEL</b>	Includes travel to as well as from the United Kingdom; and the cost of hotels, conference fees, the cost of travel and subsistence during the overseas visit and any other related expenditure	
<b>TOTAL SPEND</b>		<b>317</b>
		<b>£'000</b>
<b>HOSPITALITY AND ENTERTAINMENT</b>	Includes any gifts, meals, parties, receptions, tickets for or invitations to public, sporting, cultural or other events or other similar benefits accorded by VisitScotland to its own members or employees or third parties for whatever reason.	
<b>TOTAL SPEND</b>		<b>54</b>
		<b>£'000</b>
<b>EXTERNAL CONSULTANCY</b>	Includes management consultancy, IT consultancy, financial consultancy, construction or infrastructure related consultancy, research and evaluation and policy development (including feasibility studies).	
<b>TOTAL SPEND</b>		<b>397</b>
		<b>£'000</b>
<b>PAYMENTS WITH A VALUE IN EXCESS OF £25,000 - INCL VAT</b>	See <b>separate schedule</b> specifying the amount of the individual payments, payee, date of payment, and subject-matter of the payment. Excludes any payments made relating to remuneration or other payments made to an individual in respect of their service as a member or employee of VisitScotland.	
<b>TOTAL SPEND</b>		<b>28,220</b>
<b>MEMBERS OR EMPLOYEES WHO RECEIVED REMUNERATION IN EXCESS OF £150,000</b>	Does not include receipt of pension, voluntary severance compromise agreements or redundancy payments.	
<b>NO OF INDIVIDUALS</b>		<b>NONE</b>

**Statement of Efficiency, Effectiveness and Economy**

VisitScotland is committed to delivering increased value through improvements in the economy, efficiency and effectiveness of its functions.

As part of the Efficient Government Programme, VisitScotland had a cumulative target of achieving £3.8m of efficiency savings by the end of the 2012/13 financial year. By the end of this financial year, VisitScotland had, through the implementation of projects which have reduced expenditure and increased efficiency across the organisation, delivered cumulative savings of £9.6m. Savings have been achieved through a range of projects including the areas of facilities, procurement, asset management, shared services, IT InSourcing and travel costs.

**Promotion of Sustainable Growth**

VisitScotland's core purpose is to maximise the sustainable economic benefit of tourism to Scotland. Through our core functions - marketing Scotland to all parts of the world; providing information and inspiration to visitors and potential visitors; providing quality assurance to visitors and quality advice to industry; working with partners to help the industry meet and strive to exceed visitors' expectations; and developing a portfolio of events that deliver impact and international profile for Scotland - VisitScotland strives to promote and increase sustainable growth in all that it delivers.

In 2012/13 delivered more than £400m of additional visitor spend from key marketing activity, including:

- > International Marketing - Pan European Touring Campaigns generated an estimated £ 89m of additional visitor spend.
- > International Marketing - Emerging Markets & Long Haul Campaigns -an estimated additional visitor spend of £34m.
- > The UK & Ireland Themed Campaigns - an estimated additional visitor spend of £147m
- > The Business Tourism Unit managed £61m worth of enquiries as to estimated future spend
- > EventScotland's activity generated £71.5m of net additional spend, and Public Partner Funding, for Scotland.

The £400m additional revenue generated by VisitScotland equates to the direct employment in tourism of almost 12,000 jobs and a further 3,000 indirect jobs.