

Zeitschrift: Annual Report / Switzerland Tourism
Herausgeber: Switzerland Tourism
Band: - (2001)

Vereinsnachrichten: Profit and loss account 2001

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Profit and Loss Account 2001.

3	Income	Budget	Profit and Loss	Profit and Loss
		2001	Account 2001	Account 2000
		CHF	CHF	CHF
Operating income				
3.1	Members' contributions			
	Swiss Confederation	35 000 000.00	35 000 000.00	35 000 000.00
	Swiss Federal Railways	200 000.00	200 000.00	200 000.00
	Swisscom	250 000.00	250 000.00	250 000.00
	GastroSuisse	80 000.00	80 000.00	50 000.00
	Swiss Hotel Association	200 000.00	200 000.00	200 000.00
	Swiss Road Transport Association	200 000.00	200 000.00	200 000.00
	Crossair/Swissair	90 000.00	250 000.00	90 000.00
	Swiss Dairy Food	200 000.00	200 000.00	200 000.00
	Swiss associations, Cantons, communities, other tourism contributors	2 187 000.00	1 622 810.00	1 357 510.00
	Voluntary contributions	10 000.00	9 535.00	9 635.00
	Total members' contributions	38 417 000.00	38 012 345.00	37 557 145.00
3.2	Income arising from marketing	20 294 000.00	21 044 020.85	13 222 704.75
3.3	Miscellaneous income	125 000.00	176 174.11	248 616.07
3.4	Income arising from operating costs charged to third parties	404 000.00	534 935.81	602 690.18
3.5	Financial income	24 000.00	878 253.12	630 693.14
	Total operating income	59 264 000.00	60 645 728.89	52 261 849.14
Extraordinary and third party income				
3.6	Third party income	463 000.00	1 217 780.02	512 343.57
3.7	Third party income financial assets	700 000.00	436 463.55	1 574 590.13
3.8	Third party income real estate	1 200 000.00	1 124 343.64	1 130 510.48
	Total extraordinary and third party income	2 363 000.00	2 778 587.21	3 217 444.18
	Total income	61 627 000.00	63 424 316.10	55 479 293.32

Profit and Loss Account 2001.

4	Expenses	Budget	Profit and Loss	Profit and Loss
		2001	Account 2001	Account 2000
		CHF	CHF	CHF
Operating expense				
4.1	Expenses arising from marketing	36 510 000.00	36 595 077.33	30 544 609.67
4.2	Miscellaneous expenses incl. bad debt	5 000.00	10 532.86	63 812.29
4.3	Personnel expenses			
	Salaries	15 373 000.00	14 805 640.25	14 412 058.28
	Social security	2 224 000.00	2 281 971.64	2 171 081.96
	Staff training and continuation of studies	300 000.00	94 308.42	132 880.48
	Transfers and staff requirements	303 000.00	346 418.69	375 967.03
	Vacation/overtime not yet compensated	70 000.00	31 610.00	39 300.00
	Travel and representation expenses	214 600.00	351 453.71	374 458.79
	Other personnel expenses	142 400.00	87 720.07	52 610.35
	Total personnel expenses	18 627 000.00	17 999 122.78	17 558 356.89
4.4	Other operating expenditure			
	Premises	2 479 000.00	2 224 354.77	2 333 509.62
	Administration	1 587 000.00	1 249 498.93	1 379 849.05
	Public bodies	175 000.00	175 758.11	182 602.23
	Other operating expenditure	128 000.00	95 554.51	129 936.14
	Total operating expenditure	4 369 000.00	3 745 166.32	4 025 897.04
4.5	Financial expenses	315 000.00	869 651.65	744 571.66
4.6	Depreciation on tangible assets			
	Hardware and software	400 000.00	509 582.72	626 790.22
	Real estate/office equipment	437 000.00	654 694.29	657 825.47
	Infrastructure for presentations	0.00	0.00	0.00
	Total depreciation on tangible assets	837 000.00	1 164 277.01	1 284 615.69
	Total operating expenses	60 663 000.00	60 383 827.95	54 221 863.24
Extraordinary and non-operating expenses				
4.7	Extraordinary expenses	0.00	0.00	0.00
4.8	Non-operating expenses	0.00	7 024.76	27 705.36
4.9	Expenses third party financial assets	64 000.00	2 123 110.62	246 236.91
4.10	Expenses third party real estate	900 000.00	908 434.14	956 849.63
	Total extraordinary and non-operating expenses	964 000.00	3 038 569.52	1 230 791.90
4.11	Excess of revenue	0.00	1 918.63	26 638.18
	Total expenses	61 627 000.00	63 424 316.10	55 479 293.32