

PERFORMANCE AREA 01: DESTINATION MARKETING

USCT PROG. REF	USCT PROJECT REF	PROJECT	PROJECT OBJECTIVE	SUB-PROJECT REF.	SUB-PROJECT	SUB-PROJECT OBJECTIVE	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE	ANNUAL PERFORMANCE TARGET	ANNUAL BUDGET	TARGET: Q1	TARGET:Q2	TARGET:Q3	TARGET:Q4	PORTFOLIO OF EVIDENCE			
DM 1.1	1.1.1	Brand Positioning	To position the south coast as an accessible, year-round, leisure and business destination of choice in SA, with diverse experiences through various marketing/brand positioning approaches, methods and tools	1.1.1.1	Marketing & Public Relations	To harness Maximum exposure instance opportunities : travel and tourism, inflight, conference exhibitions, events guides highlighting the diverse culture, heritage, adventure, scenic beauty, meetings facilities and infrastructure accessibility and appealing characteristics	Quarterly Brand Tracking Report	Number of Brand Tracking reports indicating- Marketing and Public Relations activities undertaken	4	R1 200 000	1	1	1	1	Quarterly Brand Tracking Report			
				1.1.1.2	Themed Seasonal Campaigns & Consumer Targeted Promotions	To facilitate themed seasonal campaigns and Consumer targeted promotions during the year, to address seasonality.	Themed seasonal campaigns and consumer promotions held	Number	4	R2 840 000	1	1	1	1	Themed Seasonal Campaign Report			
				1.1.1.3	Port Shepstone Business Hub	To position Port Shepstone as a business hub through free exposure instances.	Free exposure instance profiling Port Shepstone as a business hub.	Number	Traget to be removed and moved down into Niche Marketing									
				1.1.1.4	USCT Thought-Leader	To position USCT as a thought leader in the tourism sector through participating in various platforms and features that communicate its business objectives and build its identity during the year	24 published articles/inserts in the local newspapers and national publications or platforms.	Number of Inserts Published.	24	R166 800	6	6	6	6	Published Newspaper Inserts & Quarterly Brand Tracking Report			
							Quarterly newsletters or Mass Mailing communication distributed to Members and Non-Member	Number of Newsletters distributed	4	R33 000	1	1	1	1	Statistical report confirming the distribution of the Newsletter.			
							To create Tourist Friendly Awareness Campaign focussing on the Residents of the South Coast	Quarterly report identify the Tourist Friendly Awareness Activities undertaken by USCT	Number of reports	4	R432 000	1	1	1	1	Quarterly Tourist Awareness report		
							To effectively encourage businesses on Covid 19 developments in Tourism	Push notifications communicated to businesses	Number of Push Notifications facilitated	12	R1 080	3	3	3	3	Screenshot and or photo of the Push Notification circulated.		
				1.1.1.5	Tour Packaging	To create and showcase tour packages, including rural/agri tours, during the course of the year	South Coast Tour Packages created to improve geographic spread	Number of tour packages created	4	R4 500	1	1	1	1	Report summary of the Tour Packaged			
							Packages, including rural/agri-tour packages, showcased on USCT website	Minimum Number of tour packages on website.	4		1	1	1	1	Screenshot Evidence of Tour Packages offered			

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						To participate/facilitate in marketing workshops which may be virtual,to stimulate the development of tour packages to the south coast.	Marketing workshops participated in during the year	Number of Workshops	2	R220 000	0	1	1	0	Report submitted supporting registers/ agendas and or programmes.
				1.1.1.6	Niche Markets Promotion	To generate MICE leads, creating the opportunities to submit bids, to host meetings, incentives conferences and events in the south coast (Meetings, incentives, conferences, exhibitions)	MICE Leads Generated during the year	Number of MICE Leads Generated	0	R0	Annual Target to be removed				
						To position KZN South Coast as a destination to host Meetings, Incentives, Conferences and Events(MICE)	Exposure instance profiling KZN South Coast as a destination for MICE	Number	2	R0	0	0	1	1	Brand Tracking Report with evidence of exposure.
						To promote the south coast to as the Golf Coast through print and online media exposure during the year	Golf Tourism promotions	Number of Brand Tracking reports indicating Exposure Instances	4	R0	1	1	1	1	Evidence of Promotions & Quarterly brand tracking report
						To promote the south coast for Agri/Rural tourism through print and online media exposure during the year	Agri/Rural Tourism promotions	Number of Brand Tracking reports indicating Exposure Instances	1	R0	0	0	1	0	Quarterly Brand Tracking Report with evidence of exposure instances
						To promote the south coast as a Diving experience destination through print and online media exposure during the year	Diving experience promotions	Number of Promotions	Target to be removed and consolidated into "Adventure"						
						To promote the south coast as the only destination in KZN with Racing facilities (Dezzi Raceway), through print and online media exposure during the year	Racing experiences	Number of Promotions	Target to be removed and consolidated into "Adventure"						
						To promote the south coast as a destination with diverse adventure experience offerings : EG: Diving, Raceway, MTB, 4x4	Exposure instance profiling the destination	Number of Brand Tracking reports indicating Exposure Instances	4	R0	1	1	1	1	Quarterly Brand Tracking Report with evidence of exposure instances
	1.1.2	Public Relations	To facilitate public relations and brand activations to highlight destination offerings through signature events, 4 hinterland and 4 beach activations	1.1.2.1	Activations	To stage beach activations and campaigns to promote south coast offerings and experiences during the year	Beach activations staged during the year	Number of Activations	4	R142 450.00	1	1	1	1	Beach & Hinterland event activation report
						To stage hinterland activations to promote south coast offerings and experiences during the year	Hinterland activations staged during the year	Number of Activations	4	R65 120.00	1	1	1	1	Beach & Hinterland event activation report

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	1.1.3	Trade Shows and Exhibitions	To promote the South coast through participation in tradeshows and domestic exhibition platforms	1.1.3.1	Domestic Exhibitions & Trade Shows	To participate in Exhibitions & Shows : Eg: SATSA, SACCI, Meetings Africa, TME, WTM Africa and Indaba during the year	Domestic exhibitions and trade shows as per annual plan/calendar participated	Number of exhibitions/trade shows as per plan.	6	R289 139	0	1 : SATSA	3 : Meetings Africa TME - Durban SACCI	2 : Indaba WTM Africa	Evidence of Participation, Report, Programmes	
			To promote the South Coast through participation in consumer show platforms	1.1.3.2	Consumer Shows	To participate in Domestic Consumer Shows during the year	Domestic consumer shows participated in the year	Number	1	R65 000	0	0	0	1 : Royal Show	Evidence of Participation, Report, Programmes	
			To create representation on international platforms via TKZN or other marketing representatives.	1.1.3.3	International Exhibitions & Tradeshows	To create representation on international platforms targeting NICHE tourism platforms.	Representation Achieved at International market platforms	Number	Target to be removed : Included in Themed Seasonal & Promotional Campaigns as Consumer Shows have not yet been activated.							
	1.1.4	Visitor Information Services	To ensure efficient and effective visitor information services.: providing easily accessible up to date information to visitors through walk in centres resulting in 90% positive sentiment from tourists	1.1.4.1	Visitor Information Centres	To operate and effectively manage consistently branded walk-in VICs at strategic locations	Effectively managed and consistently branded VIC's	1 VIC Report by date	Target removed as all VIC's have closed and have the Website portal for VIC Information							
				1.1.4.3	Destination Familiarisation Trips, Trade & Media trips	To host -familiarisation trips during the year to expose the South Coast destination	Familiarisation Trips hosted during the year	Number of trips hosted	16	R320 000	4	4	4	4	Fam Trip report as well as supporting evidence	
	1.1.5	E-Marketing Platforms	To efficiently manage USCT owned digitals channels (website, social media and mobile app) and ensure information is updated continuously	1.1.5.1	Online Information	To efficiently manage USCT owned digitals channels (website, social media and mobile app) and ensure information is updated	Quarterly Content (New and Maintenance) updated	Quarterly report referencing updates	4	R1 388 600	1	1	1	1	Quarterly Digital Reports	
							To effectively share VIC services through the USCT Destination Website (Digitize VIC services)	VIC portal launched to the USCT Destination Website	Portal launch by date		30 Oct 2020.	Target to be removed - completed 2021				Screenshot Evidence of VIC Portal on website
							Quarterly VIC portal update on website	Quarterly reporting referencing Website updates	4		1	1	1	1	Quarterly VIC Services website update report	
				To effectively enhance USCT COVID 19 Portal with messaging informing and encouraging Covid 19 readiness	Covid 19 portal on website updated	Updated Covid 19 Portal reports	4	1	1		1	1	Quarterly Covid 19 Portal reports			
			To efficiently monitor and analyse online data to understand visitor interests and trends.	1.1.5.2	Online Trends and Analysis	To understand visitor interests and trends.	Quarterly Monitoring and Trend analysis reports completed.	Number of Reports	4	1	1	1	1	Quarterly Digital Reports		
1.1.6	Marketing Material	To produce promotional material that showcases the diverse product offerings of the South Coast.	1.1.6.2	Promotional Material/Collateral	To showcase diverse destination offerings on Collateral and promotional material	Promotional Material and Collateral Produced	% of budget	50%	R161 783	0	0%	25%	50%	Expenditure Report & Evidence of Materials		

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			To produce south coast information material according to plan and budget for the year	1.1.6.3	South Coast Information Material Production	To provide updated and relevant information	SC Experience, Accommodation , Routes, Niche products produced.	By Date	SC information material completed by 20 June	R260 000	0	-	-	20 June 2022.	Evidence of SC information produced and available by date
							Meeting Planner Guide produced	By Date	15 December 2021.	R125 707	0	15 Dec 21.	-	-	Meeting Planner Guide produced by date
							Updated Event Calendar on destination Website.	Number of updates	4	R0	1	1	1	1	Screenshot Evidence of updated event calendar on website, by end of each quarter
							High Quality Marketing Images Sourced	By Date	20 June 2022.	R20 000	0	0	-	20 June 2022.	Image Library by date
							High Quality Video footage	Number of Videos	4	R52 000	1	1	1	1	Number of Videos submitted by the end of each quarter
	1.1.7	Brand Tracking	To monitor the SC image and reputation in the press and digital platforms.	1.1.7.1	Image & Reputation Monitoring	Efficient and Effective image and reputation monitoring (including social media) by a media monitoring service provider with the quarterly output of brand tracking reports	Quarterly Brand Tracking Reports Submitted for quarterly consideration	Number of Reports	4 quarterly brand tracking reports submitted.	R80 000	1	1	1	1	Quarterly Brand Tracking Reports submitted by the end of each quarter

KEY PERFORMANCE AREA 2: TOURISM DEVELOPMENT AND TRANSFORMATION

USCT PROGRAM REF	USCT PROJECT REF	PROJECT	PROJECT OBJECTIVE	SUB-PROJECT REF.	SUB-PROJECT	SUB-PROJECT OBJECTIVE	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE	ANNUAL PERFORMANCE TARGET	ANNUAL BUDGET	TARGET: Q1	TARGET: Q2	TARGET:Q3	TARGET: Q4	PORTFOLIO OF EVIDENCE	
TD 2.1	2.1.1	Tourism Nodes	To facilitate, support and extend geographical spread of tourists; ensure availability of services; develop tourist routes and identify activities to ensure diversification of destination offering within nodes so as to enable tourism investments.	2.1.1.1	Nodal Development & Services	In partnership with LED and Community based organisations develop one program in each LM that will attract Tourist to the area.	Identify Nodal program development opportunities	Number of programs developed per Local Municipality	Target to be removed - Completed							
						Active implementation of the development programs for Umdoni projects identified	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	50%	R100 000.00	10%	20%	30%	50%	Quarterly Nodal Programme report	
						Active implementation of the development programs for Umuziwabantu projects identified	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	50%	R100 000.00	10%	20%	30%	50%	Quarterly Nodal Programme report	
						Active implementation of the development programs for KwaXolo Caves	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	60%	R410 000.00	10%	25%	40%	60%	Quarterly Nodal Programme report	
						Active implementation of the development programmes KwaNzimakwe MultiTrails	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	60%	R110 000.00	10%	25%	40%	60%	Quarterly Nodal Programme report	
						Active implementation of the development programmes developed for the Umzambe River Trails	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	60%	R210 000.00	10%	25%	40%	60%	Quarterly Nodal Programme report	
						Active implementation of the development programmes Ntelezi Msani Culture & Heritage centre	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	50%	R100 000.00	10%	20%	30%	50%	Quarterly Nodal Programme report	
						Active implementation of the development programmes Nyandazulu Waterfall	Progress from baseline of program developed to a minimum percentage implemented	Percentage of program developed implemented	50%	R40 000.00	10%	20%	30%	50%	Quarterly Nodal Programme report	
						To extend the Great Drives Out Route to include areas in Umdoni and Umuziwabantu	Umdoni & Umuziwabantu Great Drives Out routes	Number of new Routes	To be removed, as Route identified, now to be incorporated into the Nodal program and marketed through the Marketing budget							
						To update the product information and product variety on the Great Drive Out Routes	To review and identify tourism products on the Great Drives Out Routes	Number of Great Drives Out Routes Reviewed	6	0	1	2	2	1	Report of the GDO Route which has been reviewed	
				2.1.1.3	Agri Tourism	To develop Agri Tourism to ensure diversification of destination offering	Identify & Incorporate Agri-Tourism products into existing Routes and Tour Packages	Number of Agri-Tourism products incorporated into Routes & Packages (2 per LM)	Target completed 2021							
						To assist the Agricultural products to widen and diversify their business scope to include Tourism	Create awareness about business opportunities in Tourism	Number of reports	4	R10 000.00	1	1	1	1	Report on the business opportunities/awareness for Agricultural products	
						Integrate agricultural products into Tourism	Number of products intergrated	2					2	Report on the integration of the Agricultural products into the Tourism Sector.		
				2.1.1.4	Area Committees	To strengthen relations with Area Committees and Amakosi to ensure effective implementation of programs	Create Awareness around existing product (eg: KwaXolo Caves) as a Tourist attraction to the Community	Number of reports on the Awareness	4	R0.00	1	1	1	1	Report on the progress on the improved relations and awareness on the tourism product with the community	
							Work closely with Area Committees to ensure effective implementation of USCT programs	% of Area Committees functional	80%	R0.00	80%	80%	80%	80%	Report to the CEO on the participation and functionality of the area committees.	

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2.4		SMME Development & Support	Facilitate the integration of emerging entrepreneurs into tourism industry and encourage transformation through various support initiatives planned as sub-projects	2.2.1.1	Information Access	Covid 19 Compliance for tourism sector businesses	Work with Department of Health & Environmental Services to create and implement awareness drives to be Covid 19 compliant	Number of reports on the work undertaken	4	R0.00	1	1	1	1	Quarterly implementation reports submitted to the CEO			
						Develop Step-by-Step guide on Covid 19 compliance measures.	Date of completion of Guide	Target removed : Completed										
					Business Information & Intervention Support	To assist SMMEs and Businesses requiring support towards recovery from Covid 19 lockdown	Partnering with professional bodies (SAICA) to support and assist businesses affected by the Covid19 lockdown	Number of reports on the partnerships forged and businesses assisted	Target removed : Dependant on other stakeholders :									
					SMME Support	To assist Tour Guides and Operators to enter the formal Tourism Market through the setup of an Association	Formalise an Association for Tour Guides and Operators by date	Date of the Innaugural meeting of the Tour Guides and Operators Axxsocation	Target completed 2021									
						To update Association Members on trends in the industry and to prepare them to service the Domestic and International Markets	Capacitate Tour Guides and Tour Operators through the Association	Quartely reports	4	R199 000.00	1	1	1	1	Quartely report on the support provided to the Association Members			
					To support crafters with platforms to display and sell their products.	Number of platforms for local crafters to exhibit and sell their products	Number	10	R84 000.00	2	3	2	3	Report and evidence on the number of platforms provided				
				2.2.1.2	Skills Development	To develop entrepreneurial program to assist individuals affected by Covid 19	Entrepreneurial program developed to assist individuals	Target removed : Completed										
				2.2.1.3	Quality Assurance & Accreditation	To encourage the improvement of service quality to Tourism establishments	Number of graded establishments assisted	Number	20	R200 000.00	-	-	10	10	Report and Evidence.			
				2.4.1	Youth Exposure	Partner with tertiary institutions, government and or private sector to create exposure for youth into tourism industry operations.	2.4.1.2	Internships	Target moved into Administration, as an HR development related function									
				TD 2.6	2.6.1	Tourism Infrastructure	To motivate for the availability and maintenance of Tourism Infrastructure	2.6.1.1	Tourism Infrastructure	To motivate for effective development and maintenance of all relevant tourism infrastructure and facilities by relevant municipalities (eg: Beaches, Roads, Signage, Airport etc)	Quarterly Progress Report tabled at Board.	Number	Removed, included in 4.1.4.3					
	2.7.1	Covid-19 Compliance	Destination Appeal	2.7.1.1	To ensure hospitality facilities and accommodation meet industry standards through liaising with product owners and relevant industry owners to improve quality and meet industry standards	To drive the importance of TBCSA Covid-19 protols to private sector businesses	Communication to the Private Sector on the importance of "Covid Clean" measures in businesses	Quarterly newsletters	4	R744 808.00	1	1	1	1	Covid Clean measures incorporated into the Newsletter, with evidence of Statistical report confirming distribution			

KEY PERFORMANCE AREA 03: RESEARCH

PROGRAM	USCT PROJECT REF	SUB-PROJECT REF.	SUB-PROJECT	SUB-PROJECT OBJECTIVE	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE/PERFORMANCE MEASURE	ANNUAL PERFORMANCE TARGET	ANNUAL BUDGET	TARGET : Q1	TARGET : Q2	TARGET : Q3	TARGET : Q4	PORTFOLIO OF EVIDENCE
Data Management	3.1.1	3.1.1.1	Trend Research	Obtaining KZN South Coast Data with regards to Seasonal footprint	Research findings	Number of reports	4	R0.00	1 : Winter	1: September	1 : Summer	1: Easter	Quarterly Seasonal Report
		3.1.1.5	South Coast Tourism Product Database	To maintain a Tourism Product Database for the UGU District (Members & Non-Members)	Tourism Product Database Maintained	Database Maintained by date	15 June 2022.	R0.00	0	0	-	15 June 2022.	Delivery and Date of Delivery.
		3.1.1.6	Target Market Identification	To identify the KZN South Coast Target Market	Research report on the KZN South Coast Target Market	Completed Research Report by date	15 June 2022.	R200 000.00	0	0	-	15 June 2022.	Delivery and Date of Delivery.

KEY PERFORMANCE AREA 04: STAKEHOLDER MANAGEMENT

PROGRAM	PROGRAM OBJECTIVE	USCT PROJECT REF	PROJECT	PROJECT STRATEGIC OBJECTIVE	SUB-PROJECT REF.	SUB-PROJECT	SUB-PROJECT OBJECTIVE	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE/PERFORMANCE MEASURE	ANNUAL PERFORMANCE TARGET	ANNUAL BUDGET R	Q 1: TARGET	Q2: TARGET	Q3 : Target	Q4 : TARGET	PORTFOLIO OF EVIDENCE		
Stakeholder Relations	Develop and maintain relations with key stakeholders in the public and private sector.	4.1.1	Membership	To establish accurate membership data and to increase membership	4.1.1.1	Maintenance of Tourism Business Database	To ensure a Tourism Business database is maintained	Database Approved by 30 June								Target removed as incorporated 3.1.1.5		
		4.1.2	Stakeholder Relations	Host and or participate in stakeholder information and development platforms.	4.1.2.1	Stakeholder Relations	To participate in provincial and national stakeholder development and information platforms.	To participate in minimum of platforms.	Number	4			1	1	1	1	Attendance Registers / Participation summary (Agenda & Presentation when applicable)	
							Host destination / local stakeholder networking, information, development and information platforms. (Area Road Shows)	To host a minimum of Road Shows	Number	6	R50 000.00	0	0	6	0	Attendance Registers / Participation summary (Agenda & Presentation when applicable)		
		4.1.3	Partnerships	To monitor formalised multi-year partnership agreements/MOUs to achieve USCT goals and objectives with Each Local Municipality	4.1.3.2	Existing Partnerships	To monitor and report on existing partnerships.	Quarterly -PMS Report	Report per quarter	4	R0.00		1	1	1	1	Submission of quarterly PMS report submission to Municipalities via email.	
		4.1.4	Shareholder Relations	To enable shareholder good governance through effective and efficient decision-making, oversight and reporting.	4.1.4.1	AGM	To ensure company compliance and reporting to the Parent Municipality	AGM held by 30 June	Date	30-Jun-22	R0.00			0	0	-	30-Jun-22	AGM Minutes.
					4.1.4.2	Attendance of Municipal and IGR Platforms.	To attend Municipal and IGR Platforms/Meetings.	Council Meetings & IGR Meetings attended	Number Attended	32	R0.00			8	8	8	8	Attendance registers
					4.1.4.3	Tourism Infrastructure & Beaches Amenities	To ensure Road infrastructure (Signage/ Pot Holes/ Verges / Lighting) and beach facilities are reported for maintenance to the relevant authorities	Quarterly report submission to relevant municipalities on Destination Appeal	Number of reports	4	R0.00			1	1	1	1	Quarterly Tourism Infrastructure and Beach Amenities report
		4.1.5	Area Committee Relations	To ensure good relations with area committee chairpersons.	4.1.5.1	Meetings with Area Committee Chairpersons	To host at least one meeting per quarter with area committee chairpersons.	One meeting per quarter.	Meeting per quarter	4	R0.00			1	1	1	1	Minutes of meeting and Attendance Register

USCT KPA 5: USCT ENTITY ADMINISTRATION

USCT PROGRAM REF	PROGRAMME OBJECTIVE	USCT PROJECT REF	PROJECT	PROJECT OBJECTIVE	SUB-PROJECT REF.	SUB-PROJECT	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE	ANNUAL PERFORMANCE TARGET	BUDGET	Q 1: TARGET	Q 2 : TARGET	Q3: TARGET	Q4: TARGET	PORTFOLIO OF EVIDENCE
5.1	To ensure USCT administration is characterised by good governance and specifically compliance to achieve its intended outcomes and outputs as per plans.	5.1.1	Planning & Organisational Performance	To develop and adopt credible strategic and operational plans timeously aligned to government's planning cycle and prescripts.	5.1.1.1	Strategic Plan	Reviewed Strategic Plan approved by Board by date	Date of Strategic Plan Approval	30 April 2022	Operational	0	0	-	30 April 2022	Board Resolution of Approval
					5.1.1.2	Annual Operational/Performance Plan	One Year Operational Plan approved by Board by date	Date of Operational Plan Approval	30 May 2022	Operational	0	0	-	30 May 2021.	Board Resolution of Approval
					5.1.1.3	Organisational Performance Management	90% Targets/Annual KPI: Outputs Achieved	Planned KPI Outputs % Achieved.	90%	Operational	90%	90%	90%	90%	Audited Annual Performance Report
							Annual Report adopted by Board 31 December	Date of Annual Report Adoption	31 December 2021.	Operational	0	31 December 2021.	-	0	Board Resolution of Approval and submission to Ugu DM
							Mid-Year Performance Report adopted by 30 January	Date of Mid-Year Report Adoption	30 January 2022.	Operational	0	0	30 January 2022.	0	Board Resolution of Adoption
							4 Quarterly Review sessions and reports completed	Number of reports	4	Operational	1	1	1	1	Evidence of Submission to Ugu.
					5.2	To ensure the USCT administration conforms to good governance principles, procedures and is legislatively compliant.	5.2.1	Audit & Risk	To ensure compliance and efficient and effective audit, fraud prevention and risk management functions.	5.2.1.1	Risk Management and Fraud Prevention	Completed Risk Register and Fraud Prevention Plan by 30 September	Date	30 September 2021	Operational
5.2.1.2	Annual Audit Plan	Developed Annual Audit Plan by 30 September 2020	Date	30 September 2021						Operational	30 September 2021.	0	-	0	Board Resolution of Adoption
		Number of Quarterly Audit Committee sittings.	Number per quarter	4						R113 688	1	1	1	1	Audit Committee Minutes
		80 % of audit queries resolved per quarter.	Percentage of Resolved Audit Queries per quarter	80%						Operational	80%	80%	80%	80%	Audit Committee Minutes
		100% Annual Audit Plan Implementation	Percentage of Plan Implemented	100%						Operational	100%	100%	100%	100%	Audit Committee Minutes
5.2.1.3	Auditor-General Management Report	Auditor-General Management Report and Audit Finding: Unqualified Audit	AG Report Opinion	Unqualified Audit						R319 200	0	Unqualified Audit Opinion	-	0	AG Management Report Duly Signed off and Tabled.
5.2.2	Statutory Compliance	To ensure good governance through statutory compliance and policy framework and 100% implementation of Board Decisions/Resolutions.	5.2.2.1	Statutory Compliance						100% Statutory compliance for Board meetings	Percentage Compliance	100%	Operational	100%	100%
								Reviewed and Updated Policies Approved	100%	Operational	0%	100%	100%	100%	Board Minutes.

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5.3	To ensure financial legislative compliance and financial management in accordance with good governance practices in order to achieve good governance outcomes.	5.3.1	Budget & Reporting	100% MFMA Compliance	5.3.1.1	Budget Planning	Budget Policy approved by date	By date	30 May 2022.	Operational	0	0	0	30 May 2022.	Board Resolution Adopting Budget Policy									
							First draft budget submitted to Ugu by date	By Date	30 January 2022.	Operational	0	0	30 January 2022.	0	Evidence of first Draft Budget tabled, and Submission to Ugu DM.									
							Annual Draft Budget approved by date	By Date	31 May 2022.	Operational	0	0	-	31 May 2022.	Board Resolution of Approval of Draft Budget & submission to Ugu									
					5.3.1.2	Financial In-Year Reporting	12 Monthly Reports compiled and submitted by deadline.	Number of Reports by deadline.	12	Operational	3	3	3	3	Reports with submission dates.									
					5.3.1.3	Budget Review	S88 Report compiled and approved by date	Report completed and approved by date.	20 January 2022	Operational	0	0	20 January 2022	0	Board Approval Resolution and proof of submission to Ugu District.									
					5.3.1.4	Annual Financial Statements	Adopted AFS by date	Adopted AFS by Date	31 December 2021.	Operational	0	31 December 2021.	-	0	Board Resolution of AFS Adoption.									
							Draft AFS submitted to AG by date	Draft AFS submitted to AG by Date	31 August 2021.	Operational	31 August 2021.	0	-	0	Draft AFS submitted to AG with acknowledgement of receipt.									
					5.3.2.1	Operational Expenditure	90% operational expenditure to plan.	% operational expenditure to plan.	80%	R1 820 149.32	<100%	<100%	80%	80%	Quarterly Reports.									
																Staff Salaries paid monthly by 25th.	12 x Salary Payments by date	25 th Monthly	R4 995 152	3x Monthly Payment by 25th	3x Monthly Payment by 25th	3x Monthly Payment by 25th	3x Monthly Payment by 25th	Salary Reports by date
																Board Fees paid monthly by 25th.	12 x Payments by date	25 th Monthly	R568 812	3x Monthly Payment by 25th	3x Monthly Payment by 25th	3x Monthly Payment by 25th	3x Monthly Payment by 25th	Salary Reports by date
		5.3.2.2	Capital Expenditure	% capital expenditure to plan.												% capital expenditure to plan.	50%	R139 500	<100%	<100%	50%	50%	Quarterly Reports.	
		5.3.2.3	Fruitless & Wasteful Expenditure	Less than 1% Fruitless and Wasteful expenditure												Budget % spend fruitless and wasteful expenditure	Less than 1%	Operational	Less than 1%	Less than 1%	Less than 1%	Less than 1%	Board Reports and Minutes, and Register.	
		5.3.2.4	Unauthorised Expenditure	Less than 1% unauthorised expenditure												Budget % spend unauthorised expenditure	Less than 1%	Operational	Less than 1%	Less than 1%	Less than 1%	Less than 1%	Board Reports and Minutes, and Register.	
		5.3.3	Income/Revenue	Efficient, effective and legislatively sound revenue collection and management	5.3.3.1	Credit Control & Debt Collection Policy	Reviewed Policy by 30 May 2019.	By Date	30 May 2022.	Operational	0	0	0	30 May 2022.	Board Resolution of Adoption of Policy									
					5.3.3.2	Annual Tariffs.	2020-2021 Annual Draft Budget approved by 30 March 2020.	By Date	30 Mar 2022	Operational	0	0	30 March 2022	0	Board Resolution of Approval of Draft 2020-2021 Budget with Tariffs									

USCT PROGRAM REF	PROGRAMME OBJECTIVE	USCT PROJECT REF	PROJECT	PROJECT OBJECTIVE	SUB-PROJECT REF.	SUB-PROJECT	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE	ANNUAL PERFORMANCE TARGET	BUDGET	Q 1: TARGET	Q 2 : TARGET	Q3: TARGET	Q4: TARGET	PORTFOLIO OF EVIDENCE
					5.3.3.3	Grant Funding	100% grant funding received as per plan.	% received to plan.	100%	R18 415 953	100%	100%	100%	100%	Quarterly Reports
					5.3.3.4	Received Revenue to Plan	90% revenue received as per plan.	% revenue received to plan.	90%	R215 654	90%	90%	90%	90%	Quarterly Reports
		5.3.4	SCM	Prescriptively compliant, efficient and effective procurement of goods and services as per plan.	5.3.4.1	Annual Procurement Plan	100% SCM implementation to plan	% to plan implementation	100%	Operational	100%	100%	100%	100%	Quarterly Reports
					5.3.4.2	SCM Policy	Reviewed and Approved by 30 May annually.	By date	31 May 2022	Operational	0	0	0	31 May 2022.	Board Resolution of Approval of Reviewed Policy
					5.3.4.3	SCM Procedures	100% compliant implementation	% Compliance	100%	Operational	100%	100%	100%	100%	Quarterly Reports
					5.3.4.4	BBBEE Reporting	100% compliant implementation	% Compliance	100%	Operational	100%	100%	100%	100%	Quarterly Reports
		5.3.5	Asset Management	Compliant Asset Management	5.3.5.1	Asset Register	100% compliant Asset Register implementation	% Compliance	100%	Operational	100%	100%	100%	100%	Quarterly Reports
5.4	To ensure compliant and good governance in the corporate, HR and auxiliary functions in order to achieve good governance outcomes.	5.4.1	Human Resources	To ensure HR matters are compliant and enable core functions to be performed.	5.4.1.1	Staffing	100% posts in structure filled.	% filled posts in structure	100%	Operational	100%	100%	100%	100%	Quarterly Reports
						Internships	To facilitate tertiary tourism student internships during the year	Number of internships facilitated	Number	R250 120.00	6				Confirmation letter of appointment to Internship
					5.4.1.2	Staff Development	Plan Development by date	date	30 December 2021	Operational	0	30 December 2021.	-	100%	Quarterly Reports
					5.4.1.3	Staff Performance	100% relevant staff with signed annual performance plans by date of 30 July 2019	% staff with signed annual plans by 30 July 2020.	100%	Operational	100%	0	-	0	Duly Signed Annual Performance Plans
							% Implementation IPMS	% Implementation of IPMS	100%	Operational	-	100%	100%	100%	Quarterly Performance Reports

USCT PROGRAM REF	PROGRAMME OBJECTIVE	USCT PROJECT REF	PROJECT	PROJECT OBJECTIVE	SUB-PROJECT REF.	SUB-PROJECT	ANNUAL KEY PERFORMANCE INDICATOR: OUTPUT	UNIT OF MEASURE	ANNUAL PERFORMANCE TARGET	BUDGET	Q 1: TARGET	Q 2 : TARGET	Q3: TARGET	Q4: TARGET	PORTFOLIO OF EVIDENCE
5.5	To participate and provide relevant information to the Committees set up to facilitate the Amalgamation of the Entities as per the Mayors Forum resolution	5.5.1	USCT / USCDA Amalgamation	To participate and provide relevant information to the Committees set up to facilitate the Amalgamation of the Entities as per the Mayors Forum resolution	5.5.1	USCT / USCDA Amalgamation	Ensure the two entities of USCT and USCDA are amalgamated into one entity as per the requirements of the Mayors Forum recommendations	Implementation of the Technical Change Committee Plan completed by date	30 June 2022	Operational	-	-	-	30 June 2022.	Quarterly reports to the USCT Board on the status of the amalgamation process and Board and Council Resolutions adopting the Final Amalgamation

Account	2021 / 2022 Final Budget approved 27 May 2021
1100 - Interest, Dividend and Rent on Land [Revenue]	
D0001/IR01059/F0047/X087/R0394/001/F (INTEREST)	116 694
	116 694
1300 - Operational Revenue [Revenue - Exchange Rev]	
D0001/IR01415/F0047/X087/R0394/001/F (SCBF - 2020)	
D0001/IR01420/F9184/X087/R0394/001/O (Insurance Refund)	
D0001/IR01531/F0047/X087/R0394/001/F (Commission Income)	13 960
D0001/IR01229/F0047/X087/R0394/001/F (Info Kiosk Rentals)	
D0001/IR01451/F0047/X087/R0394/001/F (Other grant funding and income)	
D0001/IR01453/F0047/X087/R0394/001/F (Membership fees raised)	85 000
- Classic Tourism Membership (APP)	
D0001/IR01462/F0047/X087/R0394/001/F (Sales and office projects)	
Total	98 960
3000 - Transfers and Subsidies [Revenue - Non-exch]	
D0001/IR06052/F9184/X087/R0394/001/CS (Municipal Grant revenue)	18 415 953
: Ugu DM (Adj. Budget)	14 286 764
: RNM (Revised)	1 863 348
: Umdoni	1 301 482
: Umzumbe	538 794
: Umuziwabantu	425 566
Total	18 415 953
Total Income	18 631 607
[Expenditure]	
4900 - Employee Related Cost [Expenditure]	
O0001/IE00036/F9184/X087/R0394/001/OO (Staff Basic Salary and Wages)	1 830 398
O0001/IE00038/F9184/X087/R0394/001/OO (Staff Bonuses)	152 533
O0001/IE00043/F9184/X087/R0394/001/OO (Medical Aid)	249 380
O0001/IE00044/F9184/X087/R0394/001/OO (Pension / RA)	162 200
O0001/IE00045/F9184/X087/R0394/001/OO (Staff : Unemployment Insurance)	12 800
O0001/IE00121/F9184/X087/R0394/001/OO (Staff Cellular and Telephone)	31 800
O0001/IE00128/F9184/X087/R0394/001/CS (S57: Salary : CEO)	1 297 117
O0001/IE00130/F9184/X087/R0394/001/CS (S57: CEO Performance bonus paid)	140 521
O0001/IE00131/F9184/X087/R0394/001/C1 (S57: Performance Bonus provision)	0
O0001/IE00140/F9184/X087/R0394/001/CS (S57: CEO : UIF)	1 785
O0001/IE01521/F9184/X087/R0394/001/OO (Staff Housing Benefits)	18 375
O0001/IE01530/F9184/X087/R0394/001/OO (Staff Leave Pay)	0
O0001/IE01531/F9184/X087/R0394/001/OO (Leave pay provision)	136 958
O0001/IE03971/F9184/X087/R0394/001/OO (Overtime Structured)	0
O0001/IE06059/F9184/X087/R0394/001/OO (S57: Salary: GM:F &HR)	823 888
O0001/IE06061/F9184/X087/R0394/001/OO (S57: Performance Bonus: GM Dev)	0
O0001/IE06071/F9184/X087/R0394/001/OO (S57: UIF: GM:F&HR)	1 785
O0001/IE06076/F9184/X087/R0394/001/OO (S57: Salary: GM Dev)	0
GM: Development : Leave Paid	0
O0001/IE06079/F9184/X087/R0394/001/OO (S57: Salary: GM Mkt)	
O0001/IE06109/F9184/X087/R0394/001/OO (S57: Performance bonus paid: GM F)	89 255
O0001/IE06112/F9184/X087/R0394/001/OO (S57: Performance bonus: GM: Mkt)	
O0001/IE06253/F9184/X087/R0394/001/OO (S57: UIF : GM: Dev)	0
O0001/IE06260/F9184/X087/R0394/001/OO (S57: UIF: GM Mkt)	
O0001/IE00769/F9184/X087/R0394/001/OO (S57: Cellular Contract)	46 357
Total Salaries	4 995 152
Board of Directors	
O0001/IE07243/F9184/X044/R0394/001/EAC (BoD : EJ Crutchfield - Chairman)	139 345
O0001/IE07246/F9184/X044/R0394/001/EAC (BoD: HR Kelly - Vice Chair)	87 934
O0001/IE07250/F9184/X044/R0394/001/EAC (BoD: C Davenhill)	66 192
O0001/IE07251/F9184/X044/R0394/001/EAC (BoD: V Mzulwini)	66 192
O0001/IE07253/F9184/X044/R0394/001/EAC (BoD: ZP Ngubane)	60 954
O0001/IE07254/F9184/X044/R0393/001/EAC (BoD: Umdoni - pending)	60 954
O0001/IE07258/F9184/X044/R0394/001/EAC (BoD: PT Jeffreys)	60 954
O0001/IE07261/F9184/X044/R0394/001/EAC (BoD: MBW Xolo)	6 867
O0001/IE00144/F9184/X087/R0394/001/CS (BoD: Travel Own Transport)	19 418
O0001/IE00144/F9184/X087/R0394/001/EAC (S/O 1.26 : BoD Travel costs)	
Total Salaries Board Fees	568 812
Total Salaries & Board Fees	5 563 964

Account	2021 / 2022 Final Budget approved 27 May 2021
Operational Costs	
O0001/IE00017/F9184/X046/R0394/001/CS (Audit Committee fees)	113 688
	0
O0001/IE00516/F0047/X087/R0394/001/F (Cancelled membership fees)	10 874
O1355-10/IE00634/F9184/X087/R0394/001/CS (S/O 1.22 Electricity & Water)	78 275
O1355-10/IE00649/F9184/X087/R0394/001/CS (S/O 1.22 Maintenance of Buildings)	12 225
O1355-10/IE00650/F0047/X087/R0394/001/F (S/O 1.22 Maintenance Furn & Fittings)	2 268
O1355-11/IE00008/F9184/X087/R0394/001/CS (S/O 1.22 Legal Advice and Litigation)	117 738
O1355-12/IE00698/F0047/X087/R0394/001/F (S/O 1.22 Security services)	25 200
O1355-9/IE00847/F0047/X087/R0394/001/F (S/O 1.22 Professional fees)	85 869
O1355-12/IE00735/F0047/X087/R0394/001/F (Interest paid)	0
O1355-9/IE00539/F0047/X087/R0394/001/F (S/O 1.22 Office Equipment lease)	27 960
O0001/IE00144/F0045/X087/R0394/001/F (S/O 1.22 Travel reimbursements)	9 814
O0001/IE00567/F9184/X087/R0394/001/CS (S/O 1.14 AG Audit Fee)	319 200
O0001/IE00579/F9184/X087/R0394/001/CS (S/O 1.22: M&R Furn & Fittings) ** dup ** removed	0
O0001/IE00587/F9184/X087/R0394/001/OO (S/O 1.22 Resettlement Cost)	0
O0001/IE00594/F0047/X087/R0394/001/F (S/O 1.22 Signage)	0
O0001/IE00595/F9184/X044/R0394/001/CS (SDL - Board) **	0
O0001/IE00595/F9184/X044/R0394/001/EAC (SDL - Board)**	2 779
O0001/IE00595/F9184/X046/R0393/001/CS (SDL - Audit Committee)	1 137
O0001/IE00595/F9184/X087/R0394/001/F (SDL - Staff)	24 447
O0001/IE00595/F9184/X087/R0394/001/OO (SDL - S57 staff)	23 508
O0001/IE00604/F0047/X087/R0394/001/F (S/O 1.22 Uniforms)	0
O0001/IE00607/F9184/X087/R0394/001/CS (S/O 1.22 Fuel)	18 033
O0001/IE00609/F0047/X087/R0394/001/F (S/O 1.22 Workmens Compensation)	43 411
O0001/IE00757/F0047/X087/R0394/001/F (S/O 1.22 Adverts Staff Recruitment)	0
O0001/IE00758/F0047/X087/R0394/001/F (S/O 1.22 Adverts Tenders)	31 000
O0001/IE00759/F9184/X087/R0394/001/CS (S/O 1.22 Bank charges)	46 970
O1232-1/IE00584/F9184/X087/R0394/001/CS (S/O 4.1 Staff Training)	157 500
O1355-10/IE00765/F0047/X087/R0394/001/F (S/O 1.22Car Valet and Washing)	1 980
O1355-10/IE00778/F0047/X087/R0394/001/F (S/O 1.22 Telephone)	156 000
O1355-10/IE00805/F0047/X087/R0394/001/F (S/O 1.22 Insurance Premiums)	34 646
O1355-11/IE00059/F0047/X087/R0394/001/F (S/O 1.22 Conferences attended)	30 000
O1355-11/IE00559/F9184/X087/R0394/001/CS (S/O 1.22 Courier and Delivery Services)	0
O1355-11/IE00808/F0047/X087/R0394/001/F (S/O 1.22 Motor Vehicle Licence)	1 210
O1355-13/IE00579/F0047/X087/R0394/001/F (S/O 1.22: M&R IT)	15 292
O1355-14/IE00059/F9184/X087/R0394/001/D (S/O 1.22 Membership costs)	0
O1355-15/IE00579/F9184/X087/R0394/001/OO (S/O 1.22_Cleaning material)	24 818
O1355-16/IE00579/F9184/X087/R0394/001/OO (S/O 1.22_Rental Offices)	463 167
O1355-17/IE00579/F9184/X087/R0394/001/OO (S/O 1.22_Refreshments)	29 311
O1355-19/IE00584/F9184/X087/R0394/001/M1 (S/O 1.22_Subscriptions - Annual)	19 154
- Software licenses : Caseware	0
O1355-26/IE00564/F9184/X087/R0394/001/F (Local Film Office)	0
O1355-9/IE00583/F0047/X087/R0394/001/F (S/O 1.22 Printing & Stationary)	95 929
O1355-9/IE00771/F9184/X087/R0394/001/CS (S/O 1.22 Postage)	0
O1558-1/IE00579/F9184/X087/R0394/001/OO (S/O 1.22 Vehicle Maintenance)	9 951
O1558-2/IE00579/F9184/X087/R0394/001/OO (S/O 1.22 Vehicle maintenance)	0
D0001/IZ00091/F9184/X087/R0394/001/CS (Loss on Computer equipment)	3 000
D0001/IZ00095/F9184/X087/R0394/001/F (Loss on Furn & Fittings)	1 250
D0001/IZ00107/F9184/X087/R0394/001/F (Loss on Signage)	0
O0001/IE00709/F0047/X087/R0394/001/F (Depreciation: Computer Equipment)	39 858
O0001/IE00711/F0047/X087/R0394/001/F (Depreciation: Furniture & Fittings)	75 447
O0001/IE00723/F0047/X087/R0394/001/F (Depreciation: Vehicles)	69 674
O0001/IE07600/F0047/X087/R0394/001/F (Depreciation: Signage)	11 244
O0001/IE07635/F0047/X087/R0394/001/F (Depreciation: Containers)	8 184
O1355-12/IE00030/F0047/X087/R0394/001/F (Amortisation: Intangibles)	11 028
Signage 64525	
Total Operational Costs	2 253 038
Conditional funding expenditure	
O1355-22/IE00636/F9184/X087/R0394/001/M1 (S/O 6.3 SCBF Expenditure)	
Total Conditional grants	

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Marketing Expenditure	
O1356-33/IE00837/F9184/X087/R0394/001/M1 (1.1.2: Public Relations ORM)	1 200 000
O1356-33/IE00837/F9184/X087/R0394/001/M1 (1.1.2: Marketing Press releases / copy)	166 800
O1356-31/IE00645/F9184/X087/R0394/001/M1 (1.1.1_Graphic Design-Ad agency design)	240 000
O1356-4/IE00656/F9184/X087/R0394/001/M1 (Photo Library & Destination Video)	72 000
O1356-24/IE00753/F9184/X087/R0393/001/M1 (S/O 5.17 Campaign : Print & Online adverts)	2 000 000
O1356-24/IE00753/F9184/X087/R0393/001/M1 (S/O 5.17 Campaign :Radio / TV support)	600 000
O1353-5/IE00018/F9184/X087/R0394/001/M1 (1.1.6 Research on Tourism Brand Tracking)	80 000
O1356-10/IE00564/F0041/X087/R0394/001/M (Media Educationals : Entrance fees)	320 000
O1337-1/IE00795/F9184/X087/R0394/001/C1 (S/O 5.34 Website System Development)	183 600
O1356-29/ Newsletter	33 000
Visitor Information Services - Portal online / Mobile App	720 000
Social media posting	485 000
O1356-12/IE00636/F9184/X087/R0394/001/M1 (S/O 6.1 Events Activation Programme)	207 570
O1355-24/IE00018/F9184/X087/R0394/001/M1 (S/O 5.3 / 1.1.1 _Meeting Planner Guide)	125 707
O1357-7/IE00564/F9184/X087/R0394/001/M1 (1.1.1 Speed Marketing Sessions)	224 500
O1355-1/IE00583/F9184/X087/R0394/001/M1 (S/O 5.4 Brochure support)	260 000
O1356-9/IE00632/F9184/X087/R0394/001/M1 (S/O 5.19 Show Catering)	15 000
O1356-9/IE00637/F9184/X087/R0394/001/M1 (S/O 5.19 Show exhibition stand)	26 000
O1356-9/IE00059/F9184/X087/R0394/001/M1 (S/O 5.19 Shows : S&T)	20 000
O1356-9/IE00060/F9184/X087/R0394/001/M1 (S/O 5.19 Shows : Accommodation)	54 500
O1356-9/IE00143/F9184/X087/R0394/001/M1 (S/O 5.19 Shows : Car Hire)	3 000
O1356-9/IE00564/F9184/X087/R0394/001/M1 (S/O 5.19 Shows: Entrance fees)	83 000
O1356-9/IE00753/F9184/X087/R0394/001/M1 (S/O 5.19 Shows marketing & promotion)	119 500
O1356-9/IE01581/F9184/X087/R0394/001/M1 (S/O 5.19 Shows : Air Transport)	23 500
O1356-9/IE01583/F9184/X087/R0394/001/M1 (S/O 5.19 Shows: Own Car Travel)	9 639
- Push notification communication	1 080
O1354-4/IE00754/F9184/X087/R0394/001/D (S/O 5.3:) * Branding (Dezzi)	0
O1356-3/IE00754/F9184/X087/R0394/001/M1 (S/O 5.3 Promotional Items - Marketing)	161 783
O1353-3/IE00810/F9184/X087/R0394/001/M1 (SR 3.1.1.6Research on Tourism)	200 000
- Stakeholder Engagements sessions - Catering etc	50 000
Local Tourism Friendly Awareness Campaign	432 000
Unallocated -pending grant confirmation	
Total Marketing Exepnditure	8 117 179
	0
Development Expenditure	
O1355-3/IE00578/F9184/X087/R0394/001/D (S/O 11.1 Umzumbe URT)	210 000
O1355-4/IE00578/F9184/X087/R0394/001/D (S/O 11.2 KwaXolo Cave Route)	410 000
O1355-6/IE00578/F9184/X087/R0394/001/D (S/O 11.4.1 Kwa Nzimakwe)	110 000
O1354-3/IE00578/F9184/X087/R0394/001/D (S/O 11.5.1 Nyandazulu)	40 000
O1355-28/IE00578/Umdoni	100 000
O1355- ... Ntelezi Msani	100 000
O1355- ...Umuziwabantu	100 000
AgriTourism Plan Implementations (IE00578)	10 000
O1357-2/IE00059/F9184/X087/R0394/001/D (S/O 8.4 SMME Grading	200 000
O1357-3/IE00576/F9184/X087/R0394/001/D (S/O 9.1 SMME Support)	283 000
Great Drives Out - In marketing	0
O1357-4/IE00576/F9184/X087/R0394/001/D (S/O 9.3 Students & Interns)	250 120
Unallocated -pending grant confirmation	744 808
Total Development Expenditure	2 557 928
	0
Total Annual Operational Expenditure	18 492 108
Surplus for Capital Funding	139 500
Capital Budget	
Computers	84 500
Intangibles	45 000
Furniture & Fittings	10 000
Total Capital Expenditure	139 500
Total Expenditure	
Annual Total Expenditure Budget Approved	18 631 608
Check Budget Balanced : Surplus / (Loss)	0