

**THE DELAWARE COUNTY CONVENTION AND
VISITORS BUREAU, INC.**

FINANCIAL STATEMENTS

DECEMBER 31, 2007 and 2006

WOLF, ROGERS, DICKEY & CO.
Certified Public Accountants



Mary Taylor, CPA

Auditor of State

Board of Trustees
The Delaware County Convention and Visitors Bureau, Inc.
44 East Winter Street
Delaware, Ohio 43015

We have reviewed the *Independent Auditors' Report* of The Delaware County Convention and Visitors Bureau, Inc., Delaware County, prepared by Wolf, Rogers, Dickey & Co. for the audit period January 1, 2007 through December 31, 2007. Based upon this review, we have accepted these reports in lieu of the audit required by Section 117.11, Revised Code. The Auditor of State did not audit the accompanying financial statements and, accordingly, we are unable to express, and do not express an opinion on them.

Our review was made in reference to the applicable sections of legislative criteria, as reflected by the Ohio Constitution, and the Revised Code, policies, procedures and guidelines of the Auditor of State, regulations and grant requirements. The Delaware County Convention and Visitors Bureau, Inc. is responsible for compliance with these laws and regulations.

A handwritten signature in cursive script that reads "Mary Taylor".

Mary Taylor, CPA
Auditor of State

May 29, 2008

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Wolf, Rogers, Dickey & Co.

Certified Public Accountants

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees of
The Delaware County Convention and
Visitors Bureau, Inc.
Delaware, Ohio

We have audited the accompanying statements of cash receipts and disbursements of The Delaware County Convention and Visitors Bureau, Inc. (a nonprofit organization) (the CVB) as of and for the years ended December 31, 2007 and 2006. These financial statements are the responsibility of the CVB's management. Our responsibility is to express an opinion on the financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the statement of cash receipts and disbursements. We believe that our audit provides a reasonable basis for our opinion.

As described in Note 1, the CVB has prepared its financial statements on the cash basis of accounting, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the cash and investments of the CVB as of December 31, 2007 and 2006, and the cash receipts and disbursements for the years then ended on the basis of accounting described in Note 1.

In accordance with *Government Auditing Standards*, we have also issued a report dated May 5, 2008, on our consideration of the CVB's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grants. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be read in conjunction with this report in considering the results of our audit.

Wolf, Rogers, Dickey & Co.

Certified Public Accountants

May 5, 2008
Delaware, Ohio

Delaware County Convention and Visitors Bureau, Inc.
 Statements of Cash Receipts and Disbursements
 For the Years Ended December 31, 2007 and 2006

| | <u>2007</u> | <u>2006</u> |
|---|--------------------|--------------------|
| Cash receipts: | | |
| Excise tax on lodging | \$ 188,452 | 189,291 |
| Interest | <u>9,769</u> | <u>8,007</u> |
| Total cash receipts | 198,221 | 197,298 |
| Cash disbursements: | | |
| Salaries | 69,730 | 63,411 |
| Marketing and promotion | 58,075 | 47,171 |
| Publications | 23,130 | 14,313 |
| Rent, utilities and cleaning | 18,421 | 18,259 |
| Payroll taxes and fringe benefits | 12,625 | 12,684 |
| Office supplies | 4,015 | 4,342 |
| Telephone | 2,953 | 2,954 |
| Professional fees | 2,499 | 2,729 |
| Insurance | 1,634 | 1,711 |
| Office equipment | 1,606 | 4,613 |
| Mileage and parking | 1,593 | 1,188 |
| Dues and subscriptions | 1,364 | 1,364 |
| Training and conference | 1,061 | 1,277 |
| Other | <u>318</u> | <u>446</u> |
| Total cash disbursements | <u>199,024</u> | <u>176,462</u> |
| Excess (deficiency) of receipts over (under) disbursements | (803) | 20,836 |
| Cash and investments – beginning of year | <u>220,637</u> | <u>199,801</u> |
| Cash and investments – end of year | \$ <u>219,834</u> | <u>220,637</u> |

See accompanying notes to financial statements

The Delaware County Convention and Visitors Bureau, Inc.
Notes to Financial Statements
December 31, 2007 and 2006

(1) Summary of Significant Accounting Policies

Organization

The Delaware County Convention and Visitors Bureau (the CVB) is a not-for-profit organization which promotes travel and tourism in Delaware County, Ohio. The organization is funded by an excise tax on lodging of transient guests within Delaware County. The CVB is governed by a Board of Trustees composed of at least eleven members appointed by Delaware County Chambers of Commerce, Commissioners and Fair Board and the CVB Trustees.

Basis of Presentation

The financial statements are prepared on the basis of cash receipts and disbursements. Consequently, support and revenue are recognized when received, and expenses are recognized when paid.

Excise tax on lodging is recognized by the CVB as it is received from Delaware County, and may not represent all revenue that is actually due from the lodging establishments. Delaware County is solely responsible for collection of the tax. One lodging establishment was delinquent in remitting the excise tax at December 31, 2007 and 2006.

Income Taxes

The CVB is exempt from income taxes under Section 501(c)6 of the Internal Revenue Code.

(2) Concentrations of Credit Risk

The CVB maintains bank accounts with a local financial institution. The accounts are insured by the Federal Deposit Insurance Corporation up to \$100,000. The CVB had \$7,641 and \$3,606 of uninsured account balances at December 31, 2007 and 2006, respectively.

The CVB maintains funds in a federated investment account pursuant to a master repurchase agreement. Terms of the agreement require the bank to purchase government securities as collateral. Such securities are segregated from other securities owned by the bank as subject to the agreement. The CVB had bank balances of \$120,480 and \$120,486 in this account at December 31, 2007 and 2006, respectively.

(3) Cash and Investments

Cash and investments consist of the following:

| | <u>2007</u> | <u>2006</u> |
|----------------------|-------------------|----------------|
| Checking | \$ 100,354 | 96,227 |
| Federated investment | <u>119,480</u> | <u>124,410</u> |
| | <u>\$ 219,834</u> | <u>220,637</u> |

The Delaware County Convention and Visitors Bureau, Inc.
Notes to Financial Statements, continued
December 31, 2007 and 2006

(4) Leases

The CVB leases office space under a lease agreement that expires September 30, 2012. The lease agreement required a security deposit and monthly payments which increase in increments of 1.5% on October 1 of each year. Rent expense for 2007 and 2006 was \$15,854 and \$15,543, respectively. Monthly payments due from January 1, 2008 to September 30, 2008 are \$1,334.

In addition, the CVB leases certain office equipment under an operating lease that expires in April 2008. The lease requires monthly payments of \$151 plus a charge for excess copies. Payments under the lease totaled \$1,839 and \$1,818 for the years ended December 31, 2007 and 2006, respectively.

(5) Employee Benefits

The CVB has adopted a self-funded, short-term disability personnel policy covering the Executive Director. Under terms of the personnel policy, the Director would be paid 60% of her salary until such time as the long-term disability insurance policy commences coverage. The CVB's liability for the short-term disability coverage would occur after all vacation and sick leave has been used.

The CVB offers health insurance for full-time employees. Additionally, the CVB reimburses employees for excess out-of-pocket costs up to a maximum amount each year. Payments under the plan totaled \$35 and \$1,004 for the years ended December 31, 2007 and 2006, respectively. There were no outstanding reimbursements as of December 31, 2007 or 2006.

Wolf, Rogers, Dickey & Co.

Certified Public Accountants

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Report On Compliance And On Internal Control Over Financial Reporting Based On An Audit Of Financial Statements Performed In Accordance With Government Auditing Standards

To the Board of Trustees of
The Delaware County Convention and Visitors Bureau, Inc.

We have audited the financial statement of The Delaware County Convention and Visitors Bureau, Inc. (the CVB) (a nonprofit organization) as of and for the year ended December 31, 2007 and have issued our report thereon dated May 5, 2008. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the CVB's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the CVB's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the CVB's internal control over financial reporting.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the organization's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles, such that there is more than a remote likelihood that a misstatement of the organization's financial statements that is more than inconsequential will not be prevented or detected by the organization's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financials statements will not be prevented or detected by the organization's internal control.

Our consideration of the internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in the internal control that might be significant deficiencies and, accordingly, would not necessarily disclose all significant deficiencies that are also considered to be material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the CVB financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

This report is intended for the information of the board of trustees and others within the organization, and is not intended to be and should not be used by anyone other than these specified parties.

Wolf, Rogers, Dickey & Co.

Certified Public Accountants

Delaware, Ohio
May 5, 2008



Mary Taylor, CPA
Auditor of State

DELAWARE COUNTY CONVENTION AND VISITORS BUREAU, INC.

DELAWARE COUNTY

CLERK'S CERTIFICATION

This is a true and correct copy of the report which is required to be filed in the Office of the Auditor of State pursuant to Section 117.26, Revised Code, and which is filed in Columbus, Ohio.

Susan Babbitt

CLERK OF THE BUREAU

**CERTIFIED
JUNE 10, 2008**