## REPORT ON AUDITS OF FINANCIAL STATEMENTS

**DECEMBER 31, 2007 AND 2006** 



# Mary Taylor, CPA Auditor of State

Board of Directors Tuscarawas County Convention and Visitors Bureau New Philadelphia, Ohio

We have reviewed the *Independent Auditors' Report* of the Tuscarawas County Convention and Visitors Bureau, Tuscarawas County, prepared by Willoughby & Company, Inc., 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 Tuscarawas County Convention and Visitors Bureau is responsible for compliance with these laws and regulations.

Mary Taylor, CPA
Auditor of State

June 13, 2008



### TUSCARAWAS COUNTY CONVENTION AND VISITORS BUREAU NEW PHILADELPHIA, OHIO

### TABLE OF CONTENTS

	<u>PAGE</u>
INDEPENDENT AUDITORS' REPORT	1
STATEMENTS OF FINANCIAL POSITION	2 - 3
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS	4 - 5
STATEMENTS OF FUNCTIONAL EXPENSES	6 - 7
STATEMENTS OF CASH FLOWS	8
NOTES TO THE FINANCIAL STATEMENTS	9 - 11
REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT	
AUDITING STANDARDS	12 - 13

### WILLOUGHBY & COMPANY, INC.

Certified Public Accountants
216 North Broadway, P.O. Box 1021, New Philadelphia, Ohio 44663
Phone (330) 602-1322 • Fax (330) 602-2610

**February 6, 2008** 

Board of Directors Tuscarawas County Convention and Visitors Bureau New Philadelphia, Ohio

#### INDEPENDENT AUDITORS' REPORT

We have audited the accompanying statements of financial position of Tuscarawas County Convention and Visitors Bureau (a nonprofit organization) as of December 31, 2007 and 2006, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits 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 financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Tuscarawas County Convention and Visitors Bureau as of December 31, 2007 and 2006, and the changes in net assets, and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with Government Auditing Standards, we have also issued a report dated February 6, 2008, on our consideration of the Tuscarawas County Convention and Visitors Bureau's internal control structure over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grants. 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.

Willoughly + Capany, lu.

WILLOUGHBY & COMPANY, INC. - Certified Public Accountants

# STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31,

### **ASSETS**

	<u> 2007</u>	<u> 2006</u>		
CURRENT ASSETS:				
Cash	\$ 53,706	\$ 44,486		
Cash - reserve	5,324	0		
Certificate of deposit	15,000	0		
Accounts receivable	18,033	17,848		
Prepaid expenses	3,273	6,652		
Total current assets	95,336	68,986		
PROPERTY AND EQUIPMENT:				
Building and improvements	470,971	470,971		
Construction loan interest	7,026	7,026		
Leasehold improvements	7,749	7,749		
Video and display equipment	19,202	19,202		
Office equipment	51,541	51,541		
Computer equipment	10,087	10,087		
	566,576	566,576		
Less: accumulated depreciation	103,769	79,975		
Net property and equipment	462,807	486,601		
OTHER ASSETS:				
Workers' compensation deposit	208	208		
Total other assets	208_	208		
Total assets	<u>\$ 558,351</u>	<u>\$ 555,795</u>		

The accompanying notes are an integral part of these financial statements.

WILLOUGHBY & COMPANY, INC. - Certified Public Accountants

# STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31,

### **LIABILITIES AND NET ASSETS**

	<u>2007</u>	<u>2006</u>
CURRENT LIABILITIES:		
Accounts payable - trade	\$	5,013 \$ 1,515
Note payable, current portion		9,128 8,748
Accrued liabilities:		
Accrued payroll taxes		4,756 4,736
Accrued sales tax		
Total current liabilities	1	8,898 15,001
LONG-TERM LIABILITIES:		
Note payable, net of current portion	39	<u>2,186</u> <u>401,172</u>
Total long-term liabilities	39	2,186 401,172
Total liabilities	41	1,084 416,173
NET ASSETS:		
Unrestricted	. 14	1,943 139,622
Temporarily restricted		5,324 0
Total net assets	14	7,267 139,622
Total liabilities and net assets	<u>\$ 55</u>	<u>\$,351</u> <u>\$ 555,795</u>

# STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2007

	***		-	orarily		FD 4 1
DESCRIPTION AND CATEDOODE	<u>Un</u>	restricted	Rest	ricted		<u>Total</u>
REVENUE AND SUPPORT:			_	_		
Hotel and motel excise tax	\$	331,182	\$	0	\$	331,182
Grants and donations		1,537		0		1,537
Reimbursements		3,661		0		3,661
<b>Tourist Information Center donations</b>		5,934		0		5,934
Visitors' guide income		2,574		0		2,574
FAM Tour Income		489		0		489
Group tour planner		10,401		0		10,401
Profile books		0		0		0
Interest income		275		0		275
Rental income		5,005		0		5,005
Co-op advertising income		1,622		0		1,622
Gain on disposal of asset		0		0		0
Miscellaneous		752		0		752
Total support and revenue		363,432		0		363,432
EXPENSES:						
Program expenses		281,341		0		281,341
Administrative expenses		74,446		0		74,446
Total expenses		355,787		0_	<del> </del>	355,787
Changes in net assets		7,645		0		7,645
NET ASSETS, beginning of year		139,622		0		139,622
		147,267		0		147,267
Transfers		(5,324)		5,324	,	0
NET ASSETS, end of year	<u>\$</u>	141,943	<u>\$</u>	5,324	<u>\$</u>	147,267

The accompanying notes are an integral part of these financial statements.

WILLOUGHBY & COMPANY, INC. - Certified Public Accountants

# STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2006

REVENUE AND SUPPORT:	<u>Un</u>	restricted	Tempe <u>Rest</u> i			<u>Total</u>
Hotel and motel excise tax	\$	325,900	\$	0	\$	325,900
Grants and donations	Ф	0	Ψ	0	Ψ	0
Reimbursements		5,687		0		5,687
Tourist Information Center donations		10,355		0		10,355
Visitors' guide income		1,883		0		1,883
FAM Tour Income		1,472		0		1,472
Group tour planner		13,776		0		13,776
Profile books		685		0		685
Interest income		107		0		107
Rental income		4,670		0		4,670
Co-op advertising income		7,371		0		7,371
Gain on disposal of asset		237		0		237
Miscellaneous		6,034	•	0		6,034
	-				•	
Total support and revenue		378,177		0		378,177
EXPENSES:						
Program expenses		285,149		0		285,149
Administrative expenses		76,099		0_		76,099
Total expenses		361,248		0		361,248
Changes in net assets		16,929		0		16,929
NET ASSETS, beginning of year		122,693		0		122,693
		139,622		0		139,622
Transfers		0_		0		0
NET ASSETS, end of year	<u>.\$</u>	139,622	\$	0_	<u>\$</u>	139,622

The accompanying notes are an integral part of these financial statements.

# STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2007

		Program Expenses		inistrative xpenses		<u>Total</u>
Salaries	\$	122,985	\$	30,746	\$	153,731
Payroll taxes	~	10,764	*	2,691	*	13,455
Employee benefits		12,810		3,202		16,012
Pension expense		2,351		588		2,939
Advertising		15,210		6,518		21,728
Travel show and tours		8,746		0		8,746
Visitors' guide expense		1,080		0		1,080
Tour planner		12,497		0		12,497
Conferences and meetings		11,525		0		11,525
Dues and memberships		5,987		0		5,987
Postage		6,744		749		7,493
Copying and printing		7,298		1,825		9,123
Office supplies		770		1,801		2,571
Vehicle expenses		6,980		776		7,756
Co-op advertising		4,863		0		4,863
Tourist Information Center supplies		4,282		0		4,282
Continuing education		719		210		929
Telephone		3,583		896		4,479
Legal and accounting		1,654		6,616		8,270
Insurance		1,929		827		2,756
Repairs & maintenance		1,642		704		2,346
Renovation expenses		452		0		452
Interest		12,100		5,186		17,286
Grants and aid		0		0		0
Utilities		6,341		2,717		9,058
Computer expenses		1,373		588		1,961
Miscellaneous		0	<del></del> ,,	668	<del></del>	668
Total expenses before depreciation		264,685		67,308		331,993
Depreciation		16,656		7,138		23,794
Total expenses	<u>\$</u>	281,341	\$	74,446	<u>\$</u>	355,787

The accompanying notes are an integral part of these financial statements.

# STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2006

		Program Expenses		inistrative <u>xpenses</u>		<u>Total</u>
Salaries	\$	128,662	\$	32,165	\$	160,827
Payroll taxes		11,764		2,941		14,705
Employee benefits		11,580		2,895		14,475
Pension expense		2,422		605		3,027
Advertising		15,540		6,660		22,200
Travel show and tours		9,896		0		9,896
Visitors' guide expense		879		0		879
Tour planner		8,817		0		8,817
Conferences and meetings		8,709		0		8,709
Dues and memberships		5,449		0		5,449
Postage		7,873		875		8,748
Copying and printing		6,887		1,722		8,609
Office supplies		1,077		2,520		3,597
Vehicle expenses		6,892		766		7,658
Co-op advertising		7,047		0		7,047
Tourist Information Center supplies		3,957		0		3,957
Continuing education		405		118		523
Telephone		3,113		778		3,891
Legal and accounting		1,580		6,318		7,898
Insurance		1,155		495		1,650
Repairs & maintenance		878		376		1,254
Renovation expenses		1,118		0		1,118
Interest		14,500		6,214		20,714
Grants and aid		2,020		0		2,020
Utilities		5,465		2,342		7,807
Computer expenses		695		298		993
Miscellaneous		0		824		824
Total expenses before depreciation		268,380		68,912		337,292
Depreciation		16,769	<del></del>	7,187		23,956
Total expenses	<u>\$</u>	285,149	<u>\$</u>	76,099	<u>\$</u>	361,248

The accompanying notes are an integral part of these financial statements.

# STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31,

	<u>2007</u>	<u>2006</u>
CASH FLOWS FROM OPERATING ACTIVITIES: Cash received from service recipients Other operating cash receipts Cash paid to employees and suppliers Interest paid	\$ 349,745 13,229 (307,804) (17,286)	\$ 355,360 21,068 (325,240) (20,714)
Net cash provided by operating activities	37,884	30,474
CASH FLOWS FROM INVESTING ACTIVITIES: Proceeds from the sale of asset Cash amounts deposited and reserved for loan requirements Purchase of certificate of deposit Interest income on accounts	0 (5,324) (15,000) 275	2,191 0 0 107
Net cash provided (used) by investing activities	(20,049)	2,298
CASH FLOWS FROM FINANCING ACTIVITIES: Net payments on line of credit agreement Principal payments on note payable	0 (8,615)	(16,040) (8,248)
Net cash used by investing activities	(8,615)	(24,288)
Increase in cash	9,220	8,484
CASH, beginning of year	44,486	36,002
CASH, end of year	<u>\$ 53,706</u>	\$ 44,486
RECONCILIATION OF CHANGES IN NET ASSETS TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES: Changes in net assets	\$ 7,645	\$ 16,929
Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities:		
Depreciation	23,794	23,955
Loss on sale/disposal of asset Interest income on accounts	0 (275)	(237) (107)
(Increase) decrease in operating assets:	(213)	(107)
Accounts receivable	(185)	(1,414)
Prepaid expenses	3,379	(3,854)
Increase (decrease) in operating liabilities:	,	( , ,
Accounts payable	3,498	(2,809)
Accrued expenses	28	(1,989)
Net cash provided by operating activities	<u>\$ 37,884</u>	<u>\$ 30,474</u>

The accompanying notes are an integral part of these financial statements.
WILLOUGHBY & COMPANY, INC. - Certified Public Accountants

8

#### NOTES TO THE FINANCIAL STATEMENTS

### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### NATURE OF OPERATIONS

Tuscarawas County Convention and Visitors Bureau (the Organization) is a non-profit entity organized under the laws of the State of Ohio for the purpose of the promotion of Tuscarawas county, Ohio as a convention and tourist location.

#### METHOD OF ACCOUNTING

The Organization prepares its financial statements on the accrual basis of accounting.

#### FINANCIAL STATEMENT PRESENTATION

The Organization previously adopted Statement of Financial Accounting Standards (SFAS) No. 117 "Financial Statements of Not-for-Profit Organizations." Under SFAS No.117, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. In addition, the organization is required to present a statement of cash flows. As permitted by this statement, the Organization has discontinued its use of fund accounting and has, accordingly, reclassified its financial statements to present the three classes of net assets required. At December 31, 2007, the Organization had unrestricted and temporarily restricted assets. At December 31, 2006, the Organization only had only unrestricted net assets.

### ACCOUNTS RECEIVABLE

The Organization uses the allowance method of accounting for doubtful accounts. All accounts were considered to be fully collectible at December 31, 2007 and 2006. Therefore, no allowance for doubtful accounts has been recorded in these financial statements.

#### PROPERTY AND EQUIPMENT

Property and equipment are carried at cost. Depreciation is provided over the estimated useful lives of the related assets. Maintenance and repairs are charged to operations when incurred. Renewals and betterments of a nature considered to materially extend the useful lives of the assets are capitalized. When assets are retired or otherwise disposed of, the assets and related allowances for depreciation are eliminated from the accounts, and any resulting gain or loss is reflected in income. Depreciation for financial reporting purposes is based on the following policies:

<b>DESCRIPTION</b>	USEFUL LIVES	<b>METHOD</b>
Building and improvements	15 - 39 years	Straight line
Construction loan interest	30 years	Straight line
Leasehold improvements	15 years	Straight line
Video and display equipment	5 years	Straight line
Office equipment	5 - 10 years	Straight line
Computer equipment	5 years	Straight line

#### **DONATIONS**

All donations received are considered to be available for unrestricted use unless specifically restricted by donor.

#### NOTES TO THE FINANCIAL STATEMENTS

### NOTE 1: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

#### TAX STATUS

As a non-profit organization under Section 501(c)(6) of the Internal Revenue Code, the Organization is exempt from Federal and Ohio income taxes. Therefore, no provision has been made for Federal or Ohio income taxes in the accompanying financial statements.

#### STATEMENTS OF CASH FLOWS

For the purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with a maturity date of three months or less to be cash equivalents. The Organization paid interest of \$17,286 and \$20,714 for the years ended December 31, 2007 and 2006, respectively.

#### **USE OF ESTIMATES**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### ADVERTISING COSTS

The Organization expenses the production costs of advertising the first time the advertising takes place.

#### NOTE 2: DEPOSITS WITH BALANCE SHEET RISK

As of December 31, 2007 and 2006, the Organization had bank balances of \$59,566 and \$50,276, respectively. All of the bank balances were covered by federal depository insurance for both years.

#### NOTE 3: COMPENSATED ABSENCES

Employees of the Organization are entitled to vacation and sick days, depending on job classification, length of service, and other factors. No amount has been booked on the statements of financial position as a liability for December 31, 2007. An amount has been booked on the statements of financial position for the liability incurred by the Organization to its employees at December 31, 2006.

#### NOTE 4: CONCENTRATION OF CREDIT RISK

The accounts receivable balance of the Organization consists of balances due from clients operating primarily in East Central Ohio.

The Organization receives a majority of its funding from a hotel and motel excise tax in Tuscarawas County located in East Central Ohio.

### NOTE 5: OPERATING LEASE

The Organization leases a vehicle for use in its operations. The lease expense for both years ending December 31, 2007 and 2006 was \$4,242 and \$4,203, respectively.

#### NOTES TO THE FINANCIAL STATEMENTS

#### NOTE 6: PENSION PLAN

The Organization sponsors a Simple Retirement program for all eligible employees. The Organization matches employee deferrals up to 3% of employee earnings. The Organization incurred matching contributions of \$2,939 and \$3,027 for the years ended December 31, 2007 and 2006, respectively.

#### NOTE 7: CASH - RESERVE

Per requirements of the USDA loan previously taken out (see Note 10), the Organization must set aside monies, over time, that will equal one years' mortgage payment (\$218 per month over 10 years). The Organization contributed \$5,324 towards the required amount during 2007. As of December 31, 2007, the Organization is up-to-date on its required contributions.

#### NOTE 8: BOARD DESIGNATED BUILDING FUND

It is the policy of the Board of Directors of the organization to review its plans for future property improvements and acquisitions from time to time and to designate appropriate sums to assure adequate financing of such improvements and acquisitions. As of December 31, 2007 and 2006, there were no amounts set aside for this purpose.

#### NOTE 9: LINE OF CREDIT

The Organization has a revolving line of credit with a local financial institution. The line is unsecured and interest is being charged at prime plus .75%. The maximum amount that can be borrowed against the line is \$50,000.

### NOTE 10: NOTE PAYABLE

The Organization had the following note payable at December 31:

		<u>2007</u>		<u>2006</u>
Note payable - United States Department of Agriculture				
Rural Development (USDA), secured by real estate with				
monthly payments of \$2,155 which includes interest at 4.25%.				
Final payment is due December 2033.	\$	401,314	\$	409,920
Less: current portion	•	9,128		8,748
	<u>\$</u>	392,186	<u>\$</u>	401,172

Principal payments on the note payable are scheduled to be made as follows for the years ending December 31:

2008	\$ 9,128
2009	9,523
2010	9,936
2011	10,367
2012	10,816
Thereafter	 351,544
	\$ 401,314

### WILLOUGHBY & COMPANY, INC.

Certified Public Accountants

216 North Broadway, P.O. Box 1021, New Philadelphia, Ohio 44663 Phone (330) 602-1322 • Fax (330) 602-2610

February 6, 2008

Board of Directors Tuscarawas County Convention and Visitors Bureau New Philadelphia, Ohio

# REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

We have audited the financial statements of Tuscarawas County Convention and Visitors Bureau (a nonprofit organization) as of and for the year ended December 31, 2007 and have issued our report thereon dated February 6, 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 Tuscarawas County Convention and Visitors Bureau'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 Tuscarawas County Convention and Visitors Bureau's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Organization'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 financial statements will not be prevented or detected by the organization's internal control.

Our consideration of 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 internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Board of Directors
Tuscarawas County Convention
and Visitors Bureau
New Philadelphia, Ohio
Page 2

Willyth + Goay, luc

#### COMPLIANCE AND OTHER MATTERS

As part of obtaining reasonable assurance about whether Tuscarawas County Convention and Visitors Bureau's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grants, 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 that are required to be reported under Government Auditing Standards.

We intend this report solely for the information and use of the audit committee, management, and the Board of Directors. We intend it for no one other than these specified parties.

WILLOUGHBY & COMPANY, INC. - Certified Public Accountants



# Mary Taylor, CPA Auditor of State

#### **TUSCARAWAS COUNTY CONVENTION AND VISITORS BUREAU**

#### **TUSCARAWAS 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.

**CLERK OF THE BUREAU** 

Susan Babbitt

CERTIFIED JUNE 26, 2008