

**THE GREATER COLUMBUS CONVENTION
AND VISITOR'S BUREAU
dba EXPERIENCE COLUMBUS**

FRANKLIN COUNTY

REGULAR AUDIT

DECEMBER 31, 2017 AND 2016



**WILSON, SHANNON & SNOW
INC.
CPAs & ADVISORS**



Dave Yost • Auditor of State

Board of Trustees
The Greater Columbus Convention and Visitor's Bureau
277 West Nationwide Blvd.
Columbus, Ohio 43215

We have reviewed the Independent Auditor's report of The Greater Columbus Convention and Visitor's Bureau, Franklin County, prepared by Wilson, Shannon & Snow, Inc., for the audit period January 1, 2017 through December 31, 2017. 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 Greater Columbus Convention and Visitor's Bureau is responsible for compliance with these laws and regulations.

A handwritten signature in black ink that reads "Dave Yost".

Dave Yost
Auditor of State

April 13, 2018

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**THE GREATER COLUMBUS CONVENTION
AND VISITOR'S BUREAU
dba EXPERIENCE COLUMBUS**

FRANKLIN COUNTY

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The Greater Columbus Convention and Visitor's Bureau
dba Experience Columbus
Franklin County
277 West Nationwide Blvd.
Columbus, Ohio 43215

INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees:

Report on the Consolidated Financial Statements

We have audited the accompanying comparative financial statements of The Greater Columbus Convention and Visitor's Bureau, dba Experience Columbus, Franklin County, Ohio (the Organization), (a not-for-profit corporation), which comprise the statements of financial position as of and for the year ended December 31, 2017 and 2016, the related statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for preparing and fairly presenting these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes designing, implementing, and maintaining internal control relevant to preparing and fairly presenting financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to opine on these financial statements based on our audit. We audited in accordance with auditing standards generally accepted in the United States of America and the financial audit standards in the Comptroller General of the United States' *Government Auditing Standards*. Those standards require us to plan and perform the audit to reasonably assure the financial statements are free from material misstatement.

An audit requires obtaining evidence about financial statement amounts and disclosures. The procedures selected depend on our judgment, including assessing those risks of financial statement material misstatement, whether due to fraud or error. In assessing those risks, we consider internal control relevant to the Organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not to the extent needed to opine on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of management's accounting policies and the reasonableness of their significant accounting estimates, as well as our evaluation of overall financial statement presentation.

We believe the audit evidence we obtained is sufficient and appropriate to support our opinion.

The Greater Columbus Convention and Visitor's Bureau
dba Experience Columbus
Franklin County
Independent Auditor's Report

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Greater Columbus Convention and Visitor's Bureau, Franklin County as of December 31, 2017 and 2016, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated March 2, 2018, on our consideration of the Organization's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. While we did not opine on the internal control over financial reporting or on compliance, that report describes the scope of our internal control testing over financial reporting and compliance, and the results of that testing, and does not opine on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Wilson, Shuman & Snow, Inc.

March 2, 2018
Newark, Ohio

THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
dba EXPERIENCE COLUMBUS
FRANKLIN COUNTY

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
ASSETS		
Current Assets:		
Cash and Cash Equivalents	\$ 5,289,935	\$ 3,973,472
Accounts Receivable	264,765	1,125,782
Prepaid Expenses and Deposits	681,627	529,584
Total Current Assets	<u>6,236,327</u>	<u>5,628,838</u>
Noncurrent Assets:		
Property and Equipment, Net	<u>439,496</u>	<u>418,715</u>
TOTAL ASSETS	<u><u>\$ 6,675,823</u></u>	<u><u>\$ 6,047,553</u></u>
 LIABILITIES AND NET ASSETS		
LIABILITIES		
Current Liabilities:		
Accounts Payable	\$ 470,750	\$ 1,292,096
Accrued Expenses	449,065	398,169
Deferred Revenue	756,131	103,820
Loan Payable	4,764	-
Total Current Liabilities	<u>1,680,710</u>	<u>1,794,085</u>
Noncurrent Liabilities:		
Loan Payable	<u>19,509</u>	<u>-</u>
TOTAL LIABILITIES	<u>1,700,219</u>	<u>1,794,085</u>
 NET ASSETS		
Temporarily Restricted	736,497	-
Unrestricted:		
Property and Equipment Reserve	65,974	65,974
Undesignated	<u>4,173,133</u>	<u>4,187,494</u>
TOTAL NET ASSETS	<u>4,975,604</u>	<u>4,253,468</u>
 TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 6,675,823</u></u>	<u><u>\$ 6,047,553</u></u>

The notes to the consolidated financial statements are an integral part of this statement.

THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
dba EXPERIENCE COLUMBUS
FRANKLIN COUNTY

CONSOLIDATED STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016

CHANGE IN UNRESTRICTED NET ASSETS:	<u>2017</u>	<u>2016</u>
REVENUES AND OTHER SUPPORT		
Columbus Bed Tax	\$ 9,930,615	\$ 9,450,742
Contributions	836,084	789,581
Program Revenue	639,214	1,747,786
Promotional Revenue, Franklin County	2,075,000	2,025,000
Contributed Services	230,099	279,744
Publication Revenue	487,452	463,621
Sports Marketing	1,023,600	958,000
Interest	122	113
Other	<u>69,865</u>	<u>63,231</u>
Total Unrestricted Revenue and Other Support	<u>15,292,051</u>	<u>15,777,818</u>
EXPENSES		
Convention Marketing	6,863,801	6,659,726
Tourism Marketing	2,518,613	2,456,297
Communication and Public Relations	1,097,750	1,190,416
Sports Marketing	764,139	1,793,875
Management and General	<u>3,325,612</u>	<u>3,096,011</u>
Total Expenses	<u>14,569,915</u>	<u>15,196,325</u>
CHANGE IN NET ASSETS	722,136	581,493
NET ASSETS, BEGINNING OF YEAR	<u>4,253,468</u>	<u>3,671,975</u>
NET ASSETS, END OF YEAR	<u><u>\$ 4,975,604</u></u>	<u><u>\$ 4,253,468</u></u>

The notes to the consolidated financial statements are an integral part of this statement.

**THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
dba EXPERIENCE COLUMBUS
FRANKLIN COUNTY**

**CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016**

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ 722,136	\$ 581,493
Adjustments to reconcile net assets to net cash provided by operating activities:		
Depreciation	158,177	187,806
Changes in Assets and Liabilities:		
Decrease/(Increase) in Accounts Receivable	861,017	(670,419)
Increase in Prepaid Expenses and Deposits	(152,043)	(202,589)
(Decrease)/Increase in Accounts Payable	(821,346)	355,742
Increase in Accrued Expenses	50,896	84,408
Increase in Deferred Revenue	652,311	40
	1,471,148	336,481
NET CASH PROVIDED BY OPERATING ACTIVITIES		
CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES		
Loan Proceeds Property and Equipment	25,810	-
Loan Principal Payments	(1,537)	-
Purchase of Property and Equipment	(178,958)	(158,892)
	(154,685)	(158,892)
NET CASH USED IN CAPITAL AND RELATED FINANCING ACTIVITIES		
NET INCREASE IN CASH AND CASH EQUIVALENTS	1,316,463	177,589
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	3,973,472	3,795,883
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 5,289,935	\$ 3,973,472
Loan Interest Expense Paid	\$ 407	\$ -

The notes to the consolidated financial statements are an integral part of this statement.

**THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
DBA EXPERIENCE COLUMBUS
FRANKLIN COUNTY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016**

Note 1. Nature of Organization and Significant Accounting Policies

Nature of organization: The Greater Columbus Convention & Visitors Bureau, dba Experience Columbus ("the Organization") is the official destination marketing organization for Greater Columbus. The Organization established the Experience Columbus Foundation to further promote its mission. The Organization is the sole member of the Experience Columbus Foundation. The activity of the Experience Columbus Foundation is consolidated into the Organization's financial statements.

The Greater Columbus Sports Commission operates within Experience Columbus and was organized to promote, attract, and service sporting events for Greater Columbus. The Greater Columbus Sports Commission established The Greater Columbus Sports Foundation ("Sports Foundation") to further promote its mission. The Organization is the sole member of the Sports Foundation. The activity of the Sports Foundation is consolidated into the Organization's financial statements.

Basis of presentation: The financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America (GAAP).

Consolidation: The consolidated financial statements include the accounts of the Organization, the Experience Columbus Foundation, and the Sports Foundation. All significant intercompany balances and transactions have been eliminated in the consolidated financial statements.

Use of estimates: The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Financial statement presentation: The Organization reports information regarding its financial position and activities according to the following four classes:

- Unrestricted Net Assets – Net assets that are not subject to donor-imposed stipulations.
- Property and Equipment Reserve – Represents the amount designated by the Organization's Board to cover the replacement or repair of the Organization's property and equipment.
- Temporarily restricted net assets – Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization or the passage of time. Temporarily restricted net assets at December 31, 2017 related to resources received for future conventions held in the City.
- Permanently restricted net assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. As of December 31, 2017 and 2016, there were no permanently restricted net assets.

**THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
DBA EXPERIENCE COLUMBUS
FRANKLIN COUNTY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Cash and cash equivalents: For purposes of the statement of cash flows, the Organization considers all highly liquid investments with a maturity of three months or less to be cash equivalents.

The Organization's cash balance fluctuates during the year and can exceed federally insured limits. Management monitors regularly the financial condition of the banking institution, along with the balances in cash and cash equivalents and tries to keep this potential risk to a minimum. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents. Protection of the Organization's deposits is provided by the Federal Deposit Insurance Corporation (FDIC), by eligible securities pledged by the financial institution as security for repayment or by a single collateral pool established by the financial institution to secure the repayment of all public monies deposited with the institution.

Accounts receivable: The Organization grants credit to its members for participation in various functions. The Organization uses the allowance method to recognize potentially uncollectible accounts. The allowance is provided based on management's estimation of the collectability of the accounts receivable as of December 31, 2017 and 2016. The estimation takes into consideration historical trends, past history with specific customers, and current economic conditions. Actual results could vary from the estimate. Accounts are charged against the allowance when management deems them to not be collectible. Interest is not charged by the Organization on past due accounts. Due to management's belief that all accounts are collectible as of December 31, 2017 and 2016, no allowance has been recorded.

Property and equipment: Property and equipment are recorded at cost, less accumulated depreciation. Provisions for depreciation are computed under the straight-line method based upon the estimated useful lives of the assets, which range from 3 to 10 years. Leasehold improvements are amortized over the lesser of the lease term or the estimated useful life of the asset. Depreciation expense was \$158,177 and \$187,806 for 2017 and 2016, respectively. Property and equipment that are donated are recorded at their fair value on the date of receipt. Major renewals and betterments over \$500 are capitalized and depreciated. Maintenance and repairs, which do not improve or extend the life of the respective assets, are charged to expense as incurred. Upon disposal of assets, the cost and related accumulated depreciation are removed from the accounts and any gain or loss is included in income.

Contributions: Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence or nature of any donor restrictions.

Contributed services and materials: The Organization receives support from its members and the community in the form of publications, meeting facilities, lodging, meals, and transportation. The estimated fair value of these services is reported as income and expense in the period in which the services are rendered and materials are donated.

Promotion, publication and program revenue: The Organization obtains promotional support from the City of Columbus and Franklin County to promote Greater Columbus. The Organization receives support from member and community attendance at programs and special events. The Organization also receives support to assist in reducing the costs of certain publications and the costs associated with attending trade shows and conventions.

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FRANKLIN COUNTY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 1. Nature of Organization and Significant Accounting Policies (Continued)

Income taxes: The Organization is exempt from income taxes under Section 501(c)(6) of the Internal Revenue Code and applicable state law, except for taxes pertaining to unrelated business income, if any. The Greater Columbus Sports Foundation and the Experience Columbus Foundation are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state law, except for taxes pertaining to unrelated business income, if any.

The Organization follows Financial Accounting Standards Board (FASB) guidance on accounting for uncertainty in income taxes, which addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income (UBIT). The tax benefits recognized in the financial statements from such a position are measured based on the largest benefit that has a greater than 50 percent likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addresses de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods. During the year ended December 31, 2017, the Organization did not incur any interest, penalties, or unrecognized tax benefits which were recorded as liabilities attributed to forms 990 and 990T income tax returns. The returns of the Organization for 2016, 2015, and 2014 are subject to examination by the taxing authority, generally for three years after the due date.

Advertising expense: The Organization expenses advertising costs as incurred. Advertising expenses were \$1,285,559 and \$1,375,394 for 2017 and 2016, respectively.

Functional allocation of expense: The costs of providing programs and activities have been summarized on a functional basis on the Statement of Activities. Accordingly, certain costs have been allocated among the programs and activities benefited.

Deferred Revenue

Deferred revenue is comprised of trade show deposits, event deposits, and deferred membership dues. Deferred revenue also consists of sponsorship funding for the American Society of Association Executives (ASAE)'s convention to be held in Columbus in 2019. Revenues generated from these items is deferred and recognized at the event date or straight-line over the course of the membership period.

Accrued Expenses

These expenses consist of accrued wages, vacation leave, and payroll withholdings to the extent that payments are attributable to services already rendered and are not contingent on a specific event that is outside the control of the Organization and the employee.

**THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
DBA EXPERIENCE COLUMBUS
FRANKLIN COUNTY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 2. Property and Equipment

Property and equipment consisted of the following at December 31, 2017:

<u>Description</u>	Balance 12/31/16	Additions	Deletions	Balance 12/31/17
Office Furniture & Equipment	\$ 594,721	\$ 133,399	\$ (78,354)	\$ 649,766
Computer Equipment	590,145	36,427	(148,230)	478,342
Leasehold Improvements	524,965	9,132	-	534,097
Total Property and Equipment, Cost	1,709,831	178,958	(226,584)	1,662,205
Accumulated Depreciation	(1,291,116)	(158,177)	226,584	(1,222,709)
Total Property and Equipment, Net	<u>\$ 418,715</u>	<u>\$ 20,781</u>	<u>\$ -</u>	<u>\$ 439,496</u>

Property and equipment consisted of the following at December 31, 2016:

<u>Description</u>	Balance 12/31/15	Additions	Deletions	Balance 12/31/16
Office Furniture & Equipment	\$ 594,998	\$ 6,184	\$ (6,461)	\$ 594,721
Computer Equipment	562,395	29,223	(1,473)	590,145
Leasehold Improvements	401,480	123,485	-	524,965
Total Property and Equipment, Cost	1,558,873	158,892	(7,934)	1,709,831
Accumulated Depreciation	(1,111,244)	(187,806)	7,934	(1,291,116)
Total Property and Equipment, Net	<u>\$ 447,629</u>	<u>\$ (28,914)</u>	<u>\$ -</u>	<u>\$ 418,715</u>

Note 3. Prepaid Expenses and Deposits

At December 31, 2017 and 2016, prepaid expenses and deposits consisted of the following:

	<u>2017</u>	<u>2016</u>
Prepaid Program Expenses	\$416,611	\$303,878
Prepaid Office Expenses	136,995	123,765
Prepaid Insurance	46,287	34,743
Prepaid Sports Marketing	34,987	28,611
Prepaid Professional Assoc. Dues	34,631	27,856
Prepaid Conferences & Seminars	10,766	8,095
Prepaid Other	1,350	2,636
Total	<u>\$681,627</u>	<u>\$529,584</u>

**THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
DBA EXPERIENCE COLUMBUS
FRANKLIN COUNTY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 4. Contributed Services Revenue

Contributed services are as follows at December 31:

	<u>2017</u>	<u>2016</u>
Convention Marketing:		
Production Costs	\$ 54,233	\$ 64,898
Travel, Lodging, Meals & Incidentals	26,521	9,508
Facility Fees	18,000	18,000
Food and Beverage Fees	10,488	36,000
	<u>109,242</u>	<u>128,406</u>
Tourism Marketing:		
Visitors Center - Rent	<u>30,000</u>	<u>30,000</u>
Sports Marketing:		
Production Costs	50,849	88,253
Facility Fees	18,000	-
Food & Beverage Fees	195	5,065
Direct Marketing/Advertising	-	1,200
	<u>69,044</u>	<u>94,518</u>
Communication & Public Relations		
Food & Beverage Fees	10,485	16,045
Facility Fees	9,155	850
Other Program Costs	673	1,925
	<u>20,313</u>	<u>18,820</u>
Management & General		
Van Lease	<u>1,500</u>	<u>8,000</u>
Total Contributed Services Revenue	<u><u>\$ 230,099</u></u>	<u><u>\$ 279,744</u></u>

**THE GREATER COLUMBUS CONVENTION AND VISITOR'S BUREAU
DBA EXPERIENCE COLUMBUS
FRANKLIN COUNTY**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 5. Accounts Payable

At December 31, 2017 and 2016, accounts payable consisted of the following:

	<u>2017</u>	<u>2016</u>
Public Accounts Payable	\$239,057	\$208,925
Accounts Payable – Sports Commission	70,638	753,740
Private Accounts Payable	25,027	28,178
Other Accounts Payable	14,028	22,965
Other Accounts Payable – Sports Commission	122,000	278,288
Total	<u>\$470,750</u>	<u>\$1,292,096</u>

Note 6. Loan Payable

In November of 2017 the Organization purchased a company vehicle. The Organization obtained a loan for \$25,810. The loan will be fully paid in August of 2022. Amounts due on the loan for principal are as follows:

	<u>Balance at 12/31/16</u>	<u>Additions</u>	<u>Reductions</u>	<u>Balance at 12/31/17</u>	<u>Amounts Due in One Year</u>
Loan Payable	\$ -	\$ 25,810	\$ (1,537)	\$ 24,273	\$ 4,764

The following is the summary of the future annual principal and interest requirements for the vehicle loan:

Year Ending December 31,	<u>Loan Payable</u>		
	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2018	\$ 4,764	\$ 1,070	\$ 5,834
2019	5,000	834	5,834
2020	5,247	587	5,834
2021	5,507	327	5,834
2022	3,755	68	3,823
Total	<u>\$ 24,273</u>	<u>\$ 2,886</u>	<u>\$ 27,159</u>

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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 7. Line of Credit

The Organization (which includes the operations of the Greater Columbus Sports Commission) has a \$500,000 line of credit with a bank. Interest is payable monthly at the daily LIBOR rate plus 2.70%. The Organization did not have outstanding balances at December 31, 2017 or 2016.

Note 8. Retirement Plan/Disability Plan

The Organization has a 401(k) retirement plan that covers all eligible employees. Eligible employees may elect to defer a portion of their annual wages as a contribution to the plan. The Organization contributes, on behalf of each eligible participant, a discretionary matching contribution equal to 100% of salary reductions up to 3% of compensation, then 50% of salary reductions up to the next 3% of compensation. The Organization also contributes 5% of each participating individual's compensation to the plan. The Organization may make additional contributions to the Plan at the discretion of the Board of Trustees. Expenses related to this plan were \$420,318 and \$404,091 in 2017 and 2016, respectively.

The Organization also has a self-funded disability plan providing for benefits if an employee is unable to work for medical reasons. The Plan provides benefits of 66% of the employee's current salary for the period of disability, not to exceed eight weeks. Disability payments of \$9,619 and \$1,482 were paid in 2017 and 2016, respectively.

Note 9. Lease Commitments

The Organization leases two facilities under operating leases expiring at various dates through 2024. Rent expense was \$622,638 and \$604,190 in 2017 and 2016, respectively. The future minimum lease payments at December 31, 2017 are as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2018	\$ 406,745
2019	407,998
2020	419,296
2021	413,715
2022	352,328
Thereafter	675,294
Total	<u><u>\$ 2,675,375</u></u>

Note 10. Risk Management

The Organization is subjected to certain types of risk in the performance of its normal functions. They include risks the Organization might be subjected to by its employees in the performance of their normal duties. The Organization manages these types of risks through commercial insurance. The amount of settlements has not exceeded insurance coverage for any of the past three years. There has not been a significant reduction of coverage since the prior year in any of the major categories of risk.

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**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED DECEMBER 31, 2017 AND 2016
(Continued)**

Note 11. Contingent Liabilities

The Organization is currently involved in litigation and at this time is unable to determine the impact, if any, to the Organization.

Note 12. Subsequent Event

The Organization has evaluated subsequent events through March 2, 2018, the date which the financial statements were available to be issued.

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**INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL
OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER
MATTERS REQUIRED BY GOVERNMENT AUDITING STANDARDS**

The Greater Columbus Convention and Visitor's Bureau
dba Experience Columbus
Franklin County
277 West Nationwide Blvd.
Columbus, Ohio 43215

To the Board of Trustees:

We have audited, in accordance with auditing standards generally accepted in the United States and the Comptroller General of the United States' *Government Auditing Standards*, the financial statements of The Greater Columbus Convention and Visitor's Bureau, dba Experience Columbus, Franklin County, Ohio (the Organization) as of and for the year ended December 31, 2017, and the related notes to the financial statements, which collectively comprise the Organization's financial statements and have issued our report thereon dated March 2, 2018.

Internal Control Over Financial Reporting

As part of our financial statement audit, we considered the Organization's internal control over financial reporting (internal control) to determine the audit procedures appropriate in the circumstances to the extent necessary to support our opinion on the financial statements, but not to the extent necessary to opine on the effectiveness of the Organization's internal control. Accordingly, we have not opined on it.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, when performing their assigned functions, to prevent, or detect and timely correct misstatements. *A material weakness* is a deficiency, or combination of internal control deficiencies resulting in a reasonable possibility that internal control will not prevent or detect and timely correct a material misstatement of the Organization's financial statements. *A significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all internal control deficiencies that might be material weaknesses or significant deficiencies. Given these limitations, we did not identify any deficiencies in internal control that we consider material weaknesses. However, unidentified material weaknesses may exist.

The Greater Columbus Convention and Visitor's Bureau
dba Experience Columbus
Franklin County
Independent Auditor's Report on Internal Control
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Compliance and Other Matters

As part of reasonably assuring whether the Organization's financial statements are free of material misstatement, we tested its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could directly and materially affect the determination of financial statement amounts. However, opining on compliance with those provisions was not an objective of our audit and accordingly, we do not express an opinion. The results of our tests disclosed no instances of noncompliance or other matters we must report under *Government Auditing Standards*.

Purpose of this Report

This report only describes the scope of our internal control and compliance testing and our testing results, and does not opine on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed under *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Wilson, Shuman & Snow, Inc.

March 2, 2018
Newark, Ohio



Dave Yost • Auditor of State

GREATER COLUMBUS CONVENTION AND VISITORS BUREAU

FRANKLIN 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
MAY 10, 2018**