



**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

REGULAR AUDIT

FOR THE YEARS ENDED DECEMBER 31, 2006 AND 2007



Mary Taylor, CPA
Auditor of State

**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

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Mary Taylor, CPA

Auditor of State

Convention and Visitors Bureau
Sandusky County
712 North Street, Suite 102
Fremont, Ohio 43420-1198

To the Board of Trustees:

As you are aware, the Auditor of State's Office (AOS) must modify the *Independent Accountants' Report* we provide on your financial statements due to a February 2, 2005, interpretation from the American Institute of Certified Public Accountants (AICPA). While AOS does not legally require your government to prepare financial statements pursuant to Generally Accepted Accounting Principles (GAAP), the AICPA interpretation requires auditors to formally acknowledge that you did not prepare your financial statements in accordance with GAAP. Our Report includes an opinion relating to GAAP presentation and measurement requirements, but does not imply the amounts the statements present are misstated under the non-GAAP basis you follow. The AOS report also includes an opinion on the financial statements you prepared using the cash basis and financial statement format the AOS permits.

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

Mary Taylor, CPA
Auditor of State

April 17, 2008

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Mary Taylor, CPA

Auditor of State

INDEPENDENT ACCOUNTANTS' REPORT

Convention and Visitors Bureau
Sandusky County
712 North Street, Suite 102
Fremont, Ohio 43420-1198

To the Board of Trustees:

We have audited the accompanying financial statements of the Convention and Visitors Bureau, Sandusky County, (the Bureau) as of and for the years ended December 31, 2007 and 2006. These financial statements are the responsibility of the Bureau's management. Our responsibility is to express an opinion on these 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 the Comptroller General of the United States' *Government Auditing Standards*. Those standards require that we plan and perform the audit to reasonably assure 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 our audit provides a reasonable basis for our opinion.

As described more fully in Note 1, the Bureau has prepared these financial statements using accounting practices the Auditor of State prescribes or permits. These practices differ from accounting principles generally accepted in the United States of America (GAAP). Although we cannot reasonably determine the effects on the financial statements of the variances between these regulatory accounting practices and GAAP, we presume they are material.

Instead of the fund the accompanying financial statements present GAAP require presenting entity wide statements and also to present its larger (i.e. major) funds separately. While the Bureau does not follow GAAP, generally accepted auditing standards requires us to include the following paragraph if the statements do not substantially conform to the new GAAP presentation requirements. The Auditor of State permits, but does not require governments to reformat their statements. The Bureau has elected not to follow GAAP statements formatting requirements. The following paragraph does not imply the amount reported are materially misstated under the accounting basis the Auditor of State permits. Our opinion on the fair presentation of the amounts reported pursuant to its non-GAAP basis is in the second following paragraph.

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In our opinion, because of the effects of the matter discussed in the preceding two paragraphs, the financial statements referred to above for the years ended December 31, 2007 and 2006, do not present fairly, in conformity with accounting principles generally accepted in the United States of America, the financial position of the Bureau as of December 31, 2007 and 2006, or its changes in financial position for the years then ended.

Also, in our opinion, the financial statements referred to above present fairly, in all material respects, the fund cash balances of the Convention and Visitors Bureau, Sandusky County, as of December 31, 2007 and 2006, and its cash receipts and disbursements for the years then ended on the accounting basis Note 1 describes.

The Bureau has not presented Management's Discussion and Analysis, which accounting principles generally accepted in the United States of America has determined is necessary to supplement, although not required to be part of, the financial statements.

In accordance with *Government Auditing Standards*, we have also issued our report dated April 17, 2008, on our consideration of the Bureau'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 testing of internal control over financial reporting and compliance, and the results of that testing. That report is an integral part of an audit performed in accordance with *Government Auditing Standards*. You should read it in conjunction with this report in assessing the results of our audit.



Mary Taylor, CPA
Auditor of State

April 17, 2008

**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

**STATEMENT OF CASH RECEIPTS, CASH DISBURSEMENTS, AND
CHANGES IN FUND CASH BALANCE - GENERAL FUND
FOR THE YEARS ENDED DECEMBER 31, 2007 AND 2006**

	2007	2006
Cash Receipts:		
County Hotel/Motel Lodging Tax	\$225,737	\$207,251
Sales Advertising	21,307	20,463
Miscellaneous	68	586
Total Cash Receipts	247,112	228,300
Cash Disbursements:		
Wages and Benefits	125,082	121,044
Office Expenses, Utilities, Phone	29,905	31,215
Promotions, Fund Raisers	46,226	61,361
Insurance, Annual Meeting Expenses	12,473	11,894
Other Expenses	122	72
Total Cash Disbursements	213,808	225,586
Total Receipts Over Disbursements	33,304	2,714
Other Financing Receipts (Disbursements):		
Loan Proceeds	66,994	46,953
Loan Payments	(76,371)	(55,058)
Total Other Financing Receipts (Disbursements)	(9,377)	(8,105)
Excess (Deficiency) of Receipts Over (Under) Disbursements	23,927	(5,391)
Cash Balance, Beginning of Year	18,006	23,397
Cash Balance, End of Year	\$41,933	\$18,006

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

**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2007 AND 2006**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Description of the Entity

The Sandusky County Commissioners enacted Resolution 1985-0194 on February 25, 1985, to levy a hotel lodging excise tax of three percent (3%). Resolution 1985-0341 authorized Sandusky County to enter into an agreement with the Chamber of Commerce of Sandusky County to provide for the operation of a Convention and Visitors Bureau. Resolution 1989-0452 on June 1, 1989, terminated the involvement of the Chamber of Commerce and authorized the Convention and Visitors Bureau to incorporate as an Ohio non-for-profit corporation. Resolution 1989-0541 authorized Sandusky County to enter into an agreement with the Sandusky County Convention and Visitors Bureau for the operation of the Bureau. The purpose of the Convention and Visitors Bureau is the provision and publicizing of Sandusky County in order to bring the patronage of business and tourists and cultural, educational, religious, professional, and sports organizations into the county.

The original contract was a five year agreement, beginning September 4, 2001 and renewable there after. In the event of termination, any and all monies remaining originally received from the County shall be returned to the General Fund of the County.

The Bureau was directed by a seven member Board of Trustees. All were appointed by the Sandusky County Board of County Commissioners.

The Bureau's management believes these financial statements present all activities for which the Bureau is financially accountable.

B. Basis of Accounting

These financial statements follow the basis of accounting the Auditor of State prescribes or permits. This basis is similar to the cash receipts and disbursements basis of accounting. This basis recognizes receipts when received in cash rather than when earned, and recognizes disbursements when paid rather than when a liability is incurred. Budgetary presentations report budgetary expenditures when a commitment is made (i.e., when an encumbrance is approved).

These statements include adequate disclosure of material matters, as the Auditor of State prescribes or permits.

C. Fund Accounting

The Bureau classifies its fund into the following type:

General Fund

The General Fund is the general operating fund. It presents all financial resources.

D. Budgetary Process

The Bureau's Board prepares an annual budget for its fund.

**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2007 AND 2006
(Continued)**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – (Continued)

E. Property, Plant, and Equipment

The financial statements report acquisitions of property, plant, and equipment as capital outlay disbursements when paid. The financial statements do not report these items as assets.

2. EQUITY IN CASH

The Ohio Revised Code prescribes allowable deposits and investments. The carrying amount of cash at December 31 follows:

	2007	2006
Demand deposits	\$41,933	\$18,006

Deposits are insured by the Federal Depository Insurance Corporation.

3. BUDGETARY ACTIVITY

Budgetary activity for the years ending December 31, 2007 and 2006 follows:

2007 Budgeted vs. Actual Receipts			
Fund Type	Budgeted Receipts	Actual Receipts	Variance
General	\$232,780	\$314,106	\$81,326

2007 Budgeted vs. Actual Budgetary Basis Expenditures			
Fund Type	Appropriation Authority	Budgetary Expenditures	Variance
General	\$227,315	\$290,179	(\$62,864)

Fund Type	Budgeted Receipts	Actual Receipts	Variance
General	\$217,917	\$275,253	\$57,336

2006 Budgeted vs. Actual Budgetary Basis Expenditures			
Fund Type	Appropriation Authority	Budgetary Expenditures	Variance
General	\$229,492	\$280,644	(\$51,152)

**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2007 AND 2006
(Continued)**

4. COUNTY HOTEL/MOTEL LODGING TAX

The Convention and Visitors Bureau receives 99 percent of the hotel/motel taxes collected by the Sandusky County Auditor. The tax, levied by the County Commissioners on February 25, 1985, is an excise tax of three percent on lodging furnished to transient guests throughout the County.

5. DEBT

Debt outstanding at December 31, 2007, was as follows:

	Principal	Interest Rate
Note Payable - Building	\$78,488	4.15%-6.40%

In 2001, the Bureau executed a note in the amount of \$100,000 to finance the construction of a building. The note is unsecured, payable over 20 years, and bears interest at the rate of 4.15 percent.

Amortization of the above debt, including interest, is scheduled as follows:

Year ending December 31:	Note Payable
2008	\$8,550
2009	8,550
2010	8,550
2011	8,550
2012	8,550
2013-2017	42,750
2018-2021	34,200
Total	\$119,700

The Bureau has a credit line in the amount of \$40,000 with Huntington Bank. This obligation is payable on demand, is unsecured, and bears interest at the current prime rate. The balance as of December 31, 2007, was zero.

6. OTHER BENEFITS

The Bureau pays the annual premium of the health insurance policy of the Executive Director. The Board raised the deductible amount of the policy to \$1,500 to reduce the cost of the premium. The Board pays the deductible.

**CONVENTION AND VISITORS BUREAU
SANDUSKY COUNTY**

**NOTES TO THE FINANCIAL STATEMENTS
DECEMBER 31, 2007 AND 2006
(Continued)**

7. RISK MANAGEMENT

Commercial Insurance

The Bureau has obtained commercial insurance for the following risks:

- Comprehensive property and general liability;
- Vehicles; and
- Errors and omissions

8. SOCIAL SECURITY SYSTEM

The Bureau's employees have elected Social Security. The Board and employees' liability is 6.2 percent of wages paid.

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Mary Taylor, CPA

Auditor of State

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

Convention and Visitors Bureau
Sandusky County
712 North Street, Suite 102
Fremont, Ohio 43420-1198

To the Board of Trustees:

We have audited the financial statements of the Convention and Visitors Bureau, Sandusky County (the Bureau) as of and for the years ended December 31, 2007 and 2006, and have issued our report thereon dated April 17, 2008, wherein we noted that the Bureau followed accounting practices the Auditor of State prescribes rather than accounting principles generally accepted in the United States of America. 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 the Comptroller General of the United States' *Government Auditing Standards*.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Bureau's internal control over financial reporting as a basis for designing our audit procedures for expressing our opinion on the financial statements, but not to opine on the effectiveness of the Bureau's internal control over financial reporting. Accordingly, we have not opined on the effectiveness of the Bureau'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 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 Bureau's ability to initiate, authorize, record, process, or report financial data reliably in accordance with its applicable accounting basis, such that there is more than a remote likelihood that the Bureau's internal control will not prevent or detect a more-than-inconsequential financial statement misstatement.

A material weakness is a significant deficiency, or combination of significant deficiencies resulting in more than a remote likelihood that the Bureau's internal control will not prevent or detect a material financial statement misstatement.

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

We noted a certain internal control matter that we reported to the Bureau's management in a separate letter dated April 17, 2008.

Compliance and Other Matters

As part of reasonably assuring whether the Bureau'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, providing an opinion 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*.

We noted certain noncompliance matters not requiring inclusion in this report that we reported to the Bureau's management in a separate letter dated April 17, 2008.

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



Mary Taylor, CPA
Auditor of State

April 17, 2008



Mary Taylor, CPA
Auditor of State

SANDUSKY COUNTY CONVENTION AND VISITORS BUREAU

SANDUSKY 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 8, 2008**