



Dave Yost • Auditor of State





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## INDEPENDENT ACCOUNTANTS' REPORT ON APPLYING AGREED-UPON PROCEDURES

Board of Directors  
Hancock County Convention and Visitors Bureau  
Hancock County  
123 East Main Cross Street  
Findlay, Ohio 45840

We have performed the procedures enumerated below, to which the management of the Hancock County Convention and Visitors Bureau, Hancock County, Ohio (the Bureau), agreed, solely to assist the Bureau in evaluating whether it recorded all lodging taxes it received from Hancock County, and to help evaluate whether the Bureau disbursed these lodging taxes for allowable purposes described below for the years ended December 31, 2013 and 2012. The Bureau is responsible for disbursing lodging taxes for allowable purposes. This agreed-upon procedures engagement was conducted in accordance with the American Institute of Certified Public Accountants' attestation standards and applicable attestation engagement standards included in the Comptroller General of the United States' *Government Auditing Standards*. The sufficiency of the procedures is solely the responsibility of the Bureau. Consequently, we make no representation regarding the sufficiency of the procedures described below either for the purpose for which this report has been requested or for any other purpose.

### Cash Receipts

1. We confirmed with Hancock County the lodging taxes it paid to the Bureau during the years ending December 31, 2013 and 2012. The County confirmed the following amounts:

Year Ended	Amount
December 31, 2013	\$502,156
December 31, 2012	488,091

2. We compared the amounts from step 1 to amounts recorded as lodging tax receipts on the Bureau's general ledger. We found no exceptions.

### Cash Disbursements

1. We inquired of management regarding sources describing allowable purposes or restrictions related to the Bureau's disbursements of lodging taxes. We listed these sources and summarized significant related restrictions below:

#### Source of Restrictions

- a. The Findlay-Hancock County Chamber of Commerce's Articles of Incorporation
- b. The Findlay-Hancock County Chamber of Commerce's 501(c)(6) Tax Exemption
- c. The 1988 and 2009 agreement and 2011 amendment between The Findlay-Hancock County Chamber of Commerce and Hancock County per resolution #688-11, #140-09, and #1988-336 and 337

- d. Ohio Rev. Code Section 5739.09(A)(2)
- e. Auditor of State Bulletin 2003-005
- f. The Bureau's Co-Op Advertising Program
- g. The Bureau's Tourism Development Program

The Bureau's tax exemption prohibits it from disbursements supporting a candidate's election.

Ohio Rev. Code Section 5739.09(A)(2) restricts the Bureau to spending lodging tax "specifically for promotion, advertising, and marketing of the region in which the county is located."

Auditor of State Bulletin 2003-005 deems any disbursement of public funds (e.g. lodging taxes) for alcohol to be improper.

The 1988 and 2009 Bureau's agreement and 2011 amendment between The Findlay-Hancock County Chamber of Commerce and Hancock County permits the Bureau to spend lodging taxes only for the benefit of Hancock County and the City of Findlay, its citizens, and the business community thereof, by promoting and publicizing Hancock County and the City of Findlay, in order to bring the patronage of business and tourism and cultural, educational, religious, professional, and sports organizations into the County.

The Bureau's Co-Op Advertising Program sets procedures for organizations applying for advertising funds and annual caps and limitations on co-op matched advertising per event.

The Bureau's Tourism Development Program funds those events and attractions that demonstrate potential for creating overnight accommodations. The Program requires an equivalent match of local funds dedicated to the project.

2. We haphazardly selected all disbursements of lodging taxes for the months of September 2013 and June 2012 paid to the Findlay-Hancock County Alliance and determined reasonableness of other months in addition to selecting all other disbursements exceeding \$5,000 from the years ending December 31, 2013 and December 31, 2012 representing uses of lodging taxes and compared the purpose for these disbursements as documented on vendor invoices or other supporting documentation to the sources of restrictions listed in *Cash Disbursements Step 1* above. We found no instances where the purpose described on the invoice or other supporting documentation described a violation the restrictions listed above.

We were not engaged to, and did not examine the Bureau's lodging tax receipts and disbursements for the years ended December 31, 2013 and 2012, the objective of which would have been to opine on lodging tax receipts and disbursements. Accordingly, we do not express an opinion. Had we performed additional procedures, other matters might have come to our attention that we would have reported to you.

This report is intended solely for the information and use of the Bureau and is not intended to be, and should not be used by anyone other than the specified party.

A handwritten signature in black ink that reads "Dave Yost". The signature is written in a cursive style with a large, looping "D" and "Y".

**Dave Yost**  
Auditor of State

February 11, 2014

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**HANCOCK COUNTY CONVENTION AND VISITORS BUREAU**

**HANCOCK 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  
MARCH 4, 2014**