



OHIO AUDITOR OF STATE  
**KEITH FABER**



**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.  
LUCAS COUNTY  
DECEMBER 31, 2021**

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# OHIO AUDITOR OF STATE KEITH FABER



88 East Broad Street  
Columbus, Ohio 43215  
ContactUs@ohioauditor.gov  
(800) 282-0370

## INDEPENDENT AUDITOR'S REPORT

Toledo-Lucas County Convention and Visitors Bureau, Inc.  
Lucas County  
401 Jefferson Avenue  
Toledo, Ohio 43604

To the Board of Trustees:

### Report on the Audit of the Financial Statements

#### **Opinion**

We have audited the financial statements of Toledo-Lucas County Convention and Visitors Bureau, Inc., Lucas County, Ohio (the Bureau), a component unit of Lucas County, as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise the Bureau's basic financial statements as listed in the table of contents.

In our opinion, the accompanying financial statements referred to above present fairly, in all material respects, the respective financial position of Toledo-Lucas County Convention and Visitors Bureau, Inc., Lucas County, Ohio as of December 31, 2021, and the respective changes in financial position and, where applicable, cash flows thereof for the year then ended in accordance with the accounting principles generally accepted in the United States of America.

#### **Basis for Opinion**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America (GAAS) and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are required to be independent of the Bureau, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Emphasis of Matter**

As discussed in Note 12 to the financial statements, the financial impact of COVID-19 and the continuing emergency measures may impact subsequent periods of the Bureau. We did not modify our opinion regarding this matter.

### ***Responsibilities of Management for the Financial Statements***

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about the Bureau's ability to continue as a going concern for twelve months beyond the financial statement date, including any currently known information that may raise substantial doubt shortly thereafter.

### ***Auditor's Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with GAAS and *Government Auditing Standards* will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with GAAS and *Government Auditing Standards*, we

- exercise professional judgment and maintain professional skepticism throughout the audit.
- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bureau's internal control. Accordingly, no such opinion is expressed.
- evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about the Bureau's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

***Required Supplementary Information***

Accounting principles generally accepted in the United States of America require that the *management's discussion and analysis*, be presented to supplement the basic financial statements. Such information is the responsibility of management and, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

***Supplementary information***

Our audit was conducted for the purpose of forming an opinion on the financial statements that collectively comprise the Bureau's basic financial statements. The Combining Schedule of Net Position, Combining Schedule of Revenues, Expenses and Changes in Net Position, and the Combining Schedule of Cash Flows are presented for purposes of additional analysis and are not a required part of the basic financial statements.

Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the basic financial statements. The information has been subjected to the auditing procedures applied in the audit of the basic financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the basic financial statements or to the basic financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the Combining Schedule of Net Position, Combining Schedule of Revenues, Expenses and Changes in Net Position, and the Combining Schedule of Cash Flows are fairly stated, in all material respects, in relation to the basic financial statements as a whole.

**Other Reporting Required by *Government Auditing Standards***

In accordance with *Government Auditing Standards*, we have also issued our report dated May 10, 2022, 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. The purpose of that report is solely 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 effectiveness of the Bureau's 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 Bureau's internal control over financial reporting and compliance.



Keith Faber  
Auditor of State  
Columbus, Ohio

May 10, 2022



**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**UNAUDITED**

The following Management's Discussion and Analysis (MD&A) provides a summary overview of the financial performance of the Toledo-Lucas County Convention and Visitors Bureau, Inc., a component unit of Lucas County, (TLCCVB), and its blended component unit, Destination Toledo, Inc. (DT) (collectively, the Bureau) for the year ended December 31, 2021. This information in the MD&A should be read in conjunction with the Bureau's financial statements and the corresponding notes to the financial statements.

**Financial Highlights**

- The Huntington Center hosted six assemblies, three banquets, ten concerts, two entertainment events, two family events, one sporting event, and three miscellaneous events.
- The SeaGate Convention Centre hosted one assembly, three banquets, seventeen consumer shows, eight conventions, one family event, nine meetings, one sporting event, and one miscellaneous event.

**Overview of the Financial Statements**

The Bureau's financial statements are prepared on the accrual basis in accordance with generally accepted accounting principles promulgated by the Governmental Accounting Standard Board (GASB). Under GASB Statement No. 14, as amended, Lucas County, (the County), is defined as a primary government and the Bureau is considered a component unit of the primary government. For purposes of the Bureau's financial statements, the TLCCVB is defined as a primary government, and DT is considered a blended component unit of the primary government; both entities utilize enterprise fund accounting.

The basic financial statements of the Bureau together with the notes, which are essential to a full understanding of the data contained in the financial statements, are the following:

- Statement of Net Position – This statement presents information on all the Bureau's assets and liabilities, with the difference reported as net position.
- Statement of Revenues, Expenses and Changes in Net Position – This statement shows how the Bureau's net position has changed during the most recent year. Revenue is reported generally when earned, and expenses are reported when incurred.
- Statement of Cash Flows – This statement reports cash and cash equivalent activities for the year resulting from operating, capital and related financing activities, and investing activities.
- The notes to the financial statements provide additional information that is essential to a full understanding of the financial statements.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
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**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**UNAUDITED**  
**(Continued)**

**Financial Analysis of the Bureau's**  
**Net Position and Revenues, Expenses and Changes in Net Position**

The table below provides a summary of the Bureau's financial position and operations for 2021 and 2020, respectively.

**Condensed Statements of Net Position as of December 31**

	<u>2021</u>	<u>2020</u>	<u>Change</u>
Current assets	\$ 11,072,074	\$ 7,052,174	\$ 4,019,900
Capital assets, net	<u>7,177,338</u>	<u>7,457,419</u>	<u>(280,081)</u>
Total assets	<u>18,249,412</u>	<u>14,509,593</u>	<u>3,739,819</u>
Total liabilities	8,102,029	4,551,562	3,550,467
Investment in capital assets	7,177,338	7,457,419	(280,081)
Restricted		102,364	(102,364)
Unrestricted	<u>2,970,045</u>	<u>2,398,248</u>	<u>571,797</u>
Total net position	<u>\$ 10,147,383</u>	<u>\$ 9,958,031</u>	<u>\$ 189,352</u>

During 2021, net position increased by \$189,352. The majority of these changes related to the TLCCVB and were due to the following:

- Current assets increased by \$4,019,900 primarily due to an increase in cash and cash equivalents and accounts receivable.
- Capital assets decreased by \$280,081 primarily due to the current year depreciation expense.
- Current liabilities increased by \$3,550,467 due to more advance ticket sales than prior year and an increase in accounts payable and unearned revenue.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**UNAUDITED**  
**(Continued)**

The following table summarizes the changes in revenues and expenses for the Bureau between 2021 and 2020:

**Condensed Statement of Revenues, Expenses and Changes in Net Position**  
**for Years Ended December 31**

	2021	2020	Change
Operating revenues			
Event and related revenue, net	\$ 954,201	\$ 365,003	\$ 589,198
Food and beverage/novelty sales	326,409	324,231	2,178
Ticketing and sponsorship	152,540	496,394	(343,854)
Parking, net	508,232	338,735	169,497
Membership dues	60,987	52,925	8,062
Total operating revenue	<u>2,002,369</u>	<u>1,577,288</u>	<u>425,081</u>
Operating expenses			
Payroll and benefits	2,355,491	2,144,016	211,475
Utilities	467,563	424,021	43,542
Convention and tourism	398,060	265,746	132,314
SMG management fees	507,731	258,636	249,095
Contracted services	288,939	318,852	(29,913)
Repairs and maintenance	336,734	251,243	85,491
Other	831,678	779,099	52,579
Total operating expense	<u>5,186,196</u>	<u>4,441,613</u>	<u>744,583</u>
Operating loss before depreciation and amortization	(3,183,827)	(2,864,325)	(319,502)
Depreciation and amortization	<u>849,305</u>	<u>769,048</u>	<u>80,257</u>
Operating loss	<u>(4,033,132)</u>	<u>(3,633,373)</u>	<u>(399,759)</u>
Non-operating revenues			
Lucas County	2,757,470	2,143,494	613,976
PPP loan forgiveness	557,635	557,636	(1)
Grant revenue	711,773		711,773
Interest income	3,430	7,297	(3,867)
Capital contributions	192,176	515,000	(322,824)
Total non-operating revenues	<u>4,222,484</u>	<u>3,223,427</u>	<u>999,057</u>
Change in net position	<u>\$ 189,352</u>	<u>\$ (409,946)</u>	<u>\$ 599,298</u>

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**UNAUDITED**  
**(Continued)**

Non-operating revenues include lodging taxes provided by the County to fund operations, grant and loan forgiveness related to the COVID-19 pandemic, and capital improvements. The amount of subsidies received by the TLCCVB was \$1,354,702 and by DT was \$1,402,768 for the year ended December 31, 2021. The remaining revenues largely come from related event revenues.

- TLCCVB event income increased by \$589,198 in 2021 due to an increase in events.
- TLCCVB ticketing and sponsorship income decreased \$343,854 in 2021 due to a decrease in sponsorships.
- Parking income for the TLCCVB increased by \$169,497 in 2021 due to the increase in events.

Operating Expenses

- Payroll and fringe benefits increased for the TLCCVB by \$211,475 related to the easing of the prior year COVID-19 shutdown.
- Convention and tourism costs for the TLCCVB increased by \$132,314 due to increased activity related to the easing of the prior year COVID-19 shutdown.
- SMG management fees increased by \$249,095 due to increased activity compared to prior year.

Capital Assets

At the end of 2021, the TLCCVB had \$7,177,338 (net of accumulated depreciation) invested in capital assets. Current year depreciation expense was \$849,305. Capital asset acquisitions are capitalized at cost and depreciated using the straight-line method, based upon estimated useful lives of the assets.

Economic Factors

The outbreak of a novel strain of coronavirus (COVID-19) disrupted regular operations and events. The future effects of the outbreak are still being evaluated by management.

**Contacting the Organization's Financial Management**

This financial report is designed to provide a general overview of the Bureau's finance for all interested parties. Questions and requests for additional information regarding this report should be addressed to the Finance Director, Toledo-Lucas County Convention and Visitors Bureau, Inc., 401 Jefferson Avenue, Toledo, Ohio 43604.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
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**STATEMENT OF NET POSITION**  
**DECEMBER 31, 2021**

**Assets**

Current assets:

Cash and cash equivalents	\$	9,233,728
Receivables:		
Trade		1,122,136
Sponsorship		578,079
Related party		4,586
Prepaid expenses		133,545

Total current assets 11,072,074

Noncurrent assets:

Capital assets:

Parking rights		1,175,000
Depreciable capital assets, net		<u>6,002,338</u>

Total noncurrent assets 7,177,338

Total assets 18,249,412

**Liabilities**

Current liabilities:

Accounts payable - trade		1,880,513
Accrued payroll and payroll taxes		320,889
Accrued real estate taxes and special assessments		51,806
Other accrued liabilities		100
Related party payable		18,666
Advance ticket sales		3,660,790
Unearned revenue		2,027,766
Security deposits		<u>141,499</u>

Total liabilities 8,102,029

**Net position**

Investment in capital assets		7,177,338
Unrestricted		<u>2,970,045</u>

Total net position \$ 10,147,383

See Accompanying Notes to the Basic Financial Statements

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**STATEMENT OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**

<b>Operating revenues</b>	
Event revenue (net of expenses)	\$ 241,898
Other ticketing and sponsorship revenue	152,540
Parking (net of expenses)	508,232
Food and beverage/novelty sales	326,409
Membership dues	60,987
Other event related	<u>712,303</u>
 Total operating revenues	 <u>2,002,369</u>
<b>Operating expenses</b>	
Payroll and benefits	2,355,491
SMG management fees	507,731
Convention/tourism/community expenses	398,060
General and administrative	338,043
Repairs and maintenance	336,734
Utilities	467,563
Contracted services	288,939
Insurance	237,423
Real estate taxes and special assessments	104,151
Operational supplies	64,382
Miscellaneous	48,743
Operating	36,220
Membership expenses	<u>2,716</u>
 Total operating expenses	 <u>5,186,196</u>
 Operating loss before depreciation and amortization	 (3,183,827)
 Depreciation and amortization	 <u>849,305</u>
 Operating loss	 <u>(4,033,132)</u>
<b>Non-operating revenues</b>	
Lucas County	2,757,470
PPP loan forgiveness	557,635
Grant revenue	711,773
Interest income	3,430
Capital contributions	<u>192,176</u>
 Total non-operating revenues	 <u>4,222,484</u>
 Change in net position	 189,352
 Net position, beginning of year	 <u>9,958,031</u>
 Net position, end of year	 <u>\$ 10,147,383</u>

See Accompanying Notes to the Basic Financial Statements

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**

<b>Cash flows from operating activities</b>	
Cash received from customers, contributions and subsidies	\$ 2,957,530
Cash payments to suppliers for goods and services	(1,135,986)
Cash payments to employees for services	<u>(2,205,129)</u>
Net cash used in operating activities	<u>(383,585)</u>
<b>Cash flows from noncapital financing activities</b>	
Proceeds of PPP loan forgiveness	557,635
Proceeds from grant	711,773
Lucas County contributions	<u>2,757,470</u>
Net cash provided by noncapital financing activities	<u>4,026,878</u>
<b>Cash flows from capital and related financing activities</b>	
Purchases of capital assets	(569,224)
Capital contributions	<u>192,176</u>
Net cash used in capital and related financing activities	<u>(377,048)</u>
<b>Cash flows provided by investing activities</b>	
Interest income	<u>3,430</u>
Increase in cash and cash equivalents	3,269,675
Cash and cash equivalents, beginning of year	<u>5,964,053</u>
Cash and cash equivalents, end of year	<u><u>\$ 9,233,728</u></u>
<b>Cash flows from operating activities</b>	
Operating loss	\$ (4,033,132)
Adjustments to reconcile operating loss to net cash used in operating activities:	
Depreciation and amortization	849,305
Changes in operating assets and liabilities:	
Trade receivable	(683,482)
Sponsorship receivable	(152,400)
Related party receivable	156,593
Other assets	(70,936)
Other accrued liabilities	100
Accrued real estate taxes and special assessments	(17,938)
Accounts payable - trade	1,764,827
Related party payable	18,666
Accrued payroll and payroll taxes	150,362
Unearned revenue (includes advanced ticket sales)	2,507,742
Security deposits	<u>(873,292)</u>
Net cash used in operating activities	<u><u>\$ (383,585)</u></u>

See Accompanying Notes to the Basic Financial Statements

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit Of Lucas County)**

**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**

**1. DESCRIPTION OF THE REPORTING**

The Toledo-Lucas County Convention and Visitors Bureau, Inc., a component unit of Lucas County, (TLCCVB), operates the SeaGate Centre (a convention center) and Huntington Center (an arena) in the City of Toledo. The accompanying financial statements report all of the accounts of the SeaGate Centre and Huntington Center. The reporting entity is comprised of the TLCCVB, and its blended component unit, Destination Toledo, Inc. (DT) (collectively, the Bureau), which was established to encourage and promote the utilization of convention, restaurant, hotel, motel, and entertainment facilities in Toledo, and the surrounding areas. Upon the dissolution of DT, any remaining assets after payment of all obligations will be distributed to the Bureau. The Huntington Center is an 8,000 plus seat multi-purpose arena owned by the County which opened October 2009. The TLCCVB and DT are supported primarily through event revenues, private contributions, and Lucas County subsidies.

For financial reporting purposes, the TLCCVB is a component unit of Lucas County as the county appoints the TLCCVB's Board of Trustees and is financially accountable for, and provides significant subsidies to, the TLCCVB and its blended component unit, DT.

The TLCCVB is affiliated with DT by virtue of being the sole member of DT, as provided under DT's code of regulations. Consequently, TLCCVB has controlling interest in DT, and is responsible for appointing and removing DT's Board of Trustees.

The nucleus of the financial reporting entity as defined by the Governmental Accounting Standards Board (GASB) Statement No. 14, as amended, is the primary government. A fundamental characteristic of a primary government is that it is a fiscally independent entity. In evaluating how to define the financial reporting entity, management has considered all potential component units. A component unit is a legally separate entity for which the primary government is financially accountable. The criteria of financial accountability are the ability of the primary government to impose its will upon the potential component unit. Based on these criteria, TLCCVB is determined to be a component unit of Lucas County and DT is determined to be a blended component unit of TLCCVB.

**2. SUMMARY OF SIGNIFICANT ACCOUNTING**

A. Basis of Accounting

The accompanying financial statements are prepared on the accrual basis of accounting, whereby revenues and expenses are recognized in the period earned or incurred. All transactions are accounted for in a single Enterprise Fund.

Enterprise Funds are used to account for the costs of providing goods and services to the general public on a continuing basis which are financed or recovered primarily through user charges or to report any activity for which a fee is charged to external users for goods or services, regardless of whether the government intends to fully recover the cost of the goods or services provided.

B. Measurement Focus

The Enterprise Fund is accounted for on a flow of economic resources measurement focus. All assets and liabilities associated with the operation of the Bureau are included on the statement of net position. The statement of changes in net position presents increases (i.e., revenue) and decreases (i.e., expenses) in total net position. The statement of cash flows provides information about how the Bureau finances and meets the cash flow needs of its enterprise activity.



**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit Of Lucas County)**

**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**(Continued)**

C. Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure 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.

D. Cash and Cash Equivalents

The Bureau considers all highly liquid investments (including restricted assets) with a maturity of three months or less when purchased to be cash equivalents. All cash is held at one financial institution.

E. Accounts Receivable – Trade

A reserve for uncollectible accounts is determined based on prior history and individual account status. An account is delinquent at 30 days past due. The Bureau does not accrue interest on past due accounts.

F. Capital Assets

Capital assets are recorded at cost. Costs that materially add to the productive capacity or extend the life of an asset are capitalized while maintenance and repair costs are expensed as incurred. Contributed assets are stated at fair value at the time of contribution. The TLCCVB and DT maintain a capitalization threshold of five thousand dollars.

Depreciation is recorded using the straight-line method over the estimated useful lives of the depreciable assets.

Intangible assets with an indefinite life are not amortized. If changes in factors and conditions result in the useful life of an intangible asset no longer being indefinite, the asset should be tested for impairment because a change in the expected duration of use of the asset has occurred.

G. Revenues

Operating revenues are those revenues generated directly from the TLCCVB's primary business activities. These revenues include event revenue, parking, food and beverage, and sponsorships.

H. Unearned Revenue

Income from suite rentals received in advance is recognized over the term of the lease agreement. Preferred seating rights are recognized over the term of the agreement. Sponsorship income received in advance is recognized over the term of the agreement. These revenues are recognized monthly over the term of their agreements using the straight-line method. Capital contributions from the food and beverage manager and the facilities management company are recognized over the period when the scheduled events take place. Other unearned revenue for DT consists of membership dues which are recognized over the period to which the dues relate.

I. Compensated Absences

The Bureau follows GASB Statement No. 16, *Accounting for Compensated Absences*, which requires that a liability be accrued if it is probable that the employee will be compensated through cash payment upon termination of employment.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit Of Lucas County)**

**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**(Continued)**

J. Compensated Absences

The Bureau follows GASB Statement No. 16, *Accounting for Compensated Absences*, which requires that a liability be accrued if it is probable that the employee will be compensated through cash payment upon termination of employment.

K. Income Taxes

TLCCVB and DT are both incorporated under the laws of the State of Ohio as not-for-profit corporations and are exempt from state and local income taxes. The Internal Revenue Service has determined the TLCCVB and DT to be exempt from federal income taxes under Section 501(c)(3) and Section 501(c)(6), respectively, of the Internal Revenue Code. However, income from certain activities not directly related to their tax-exempt purpose may be subject to taxation as unrelated business income. The TLCCVB and DT believe that they have no liability for unrelated business income and, accordingly, no provision for income taxes has been included in the accompanying financial statements.

L. Net Position

Net position represents the difference between assets and liabilities. The investment in capital assets consists of capital assets, net of accumulated depreciation.

Items are reported as restricted when there are limitations imposed on their use either through enabling legislation or through external restrictions imposed by creditors, grantors, or laws or regulations of other governments.

The Board of Trustees (the Board) of the TLCCVB has designated unrestricted net position aggregating for capital improvements and expansions. Such amounts are not restricted and may be designated for other purposes or eliminated at the discretion of the Board. Unrestricted net position at December 31, 2021 for the Bureau is \$2,970,045.

**3. CASH AND INVESTMENTS**

**Deposits**

Protection of the TLCCVB and DT's deposits are provided by the Federal Deposit Insurance Corporation (FDIC), by eligible securities pledged by the financial institution as security for repayment, by surety company bonds deposited with the finance director by the financial institution, or by a single collateral pool established by the financial institution to secure the repayment of all public monies deposited with the institution. As a non-profit organization, there are no Ohio Revised Code statutory requirements regarding the investment of funds held by the Bureau.

Custodial credit risk for deposits is the risk that in the event of bank failure, the Bureau will not be able to recover deposits or collateral securities that are in the possession of an outside party. As of December 31, 2021, the carrying amount of the Bureau's deposits were \$9,233,728. At year-end, \$8,673,539 of the Bureau's bank balance of \$9,173,539 was exposed to custodial credit risk because they were uninsured and collateralized by the financial institution's collateral pool.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit Of Lucas County)**

**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**(Continued)**

**4. PARKING RIGHTS**

During 2007, the Bureau purchased the rights to a portion of the parking spaces in the SeaGate Centre Parking Garage for \$1,175,000. The parking rights purchased were recorded as a capital asset in accordance with Governmental Accounting Standards Board (GASB) Statement No. 51, Accounting and Financial Reporting for Intangible Assets, which establishes standards of accounting and financial reporting for intangible assets. As these rights have an indefinite life, they are not amortized.

**5. CAPITAL ASSETS AND DEPRECIATION**

Capital asset activity is as follows for the year ended December 31, 2021:

	Balance at January 1, 2021	Additions	Dispositions	Balance at December 31, 2021
Nondepreciable capital assets				
Parking rights	\$ 1,175,000			\$ 1,175,000
Total nondepreciable assets	<u>1,175,000</u>			<u>1,175,000</u>
Depreciable capital assets				
Building improvements	7,256,509	\$ 255,441		7,511,950
Furniture and fixtures	1,404,042			1,404,042
Machinery and equipment	1,161,519	313,783		1,475,302
Computer equipment	697,687			697,687
Office equipment	30,568			30,568
Other capital assets	54,309			54,309
Total depreciable assets	<u>10,604,634</u>	<u>569,224</u>		<u>11,173,858</u>
Accumulated depreciation:				
Building improvements	2,464,968	488,910		2,953,878
Furniture and fixtures	742,582	140,504		883,086
Machinery and equipment	698,199	93,699		791,898
Computer equipment	376,625	113,016		489,641
Office equipment	23,324	7,239		30,563
Other capital assets	16,517	5,937		22,454
Total accumulated depreciation	<u>4,322,215</u>	<u>849,305</u>		<u>5,171,520</u>
Capital assets being depreciated, net	<u>6,282,419</u>	<u>(280,081)</u>		<u>6,002,338</u>
Capital assets, net	<u>\$ 7,457,419</u>	<u>\$ (280,081)</u>		<u>\$ 7,177,338</u>
Depreciation expense charged to operating activities		<u>\$ 849,305</u>		

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit Of Lucas County)**

**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**(Continued)**

**6. RELATED PARTY TRANSACTIONS**

The TLCCVB, under an operating lease agreement, leases the convention center and arena from the Lucas County Commissioners for a nominal annual fee. The agreement commenced on February 1, 2009 and extends through January 31, 2039.

The TLCCVB retains a law firm of which a partner is a trustee of the TLCCVB. The TLCCVB incurred fees from this firm amounting to \$6,988 for 2021.

DT reimburses the TLCCVB for various personnel and administrative services provided. Total reimbursements for the year ended December 31, 2021 were approximately \$22,878.

DT leases office space from the TLCCVB on a month-to-month basis for \$750 per month. Total rental expense under the month-to-month lease was \$9,000 for 2021.

The TLCCVB and DT receive operating revenues in the form of lodging tax collections from Lucas County. Amounts received from the county by the TLCCVB and DT during 2021 were \$1,354,702 and \$1,402,768, respectively. The TLCCVB also received \$192,176 in capital contributions from the County.

The TLCCVB related party accounts receivable totaled \$4,586 and accounts payable totaled \$18,666 in 2021.

**7. RETIREMENT AND OTHER BENEFIT PLANS**

The TLCCVB has a retirement and savings plan for hourly and salaried employees under the SMG retirement and savings plan, which is administered by Fidelity. Contributions by the TLCCVB are discretionary based on employees' deferral contribution on an annual basis. Employer contributions to the plan were \$26,632 in 2021. DT has a defined contribution retirement plan for eligible employees, created under the authority of a resolution of the governing board. DT employee plan is administered by John Hancock Retirement Plan Services. Under the provisions of the DT 401(k) plan, DT contributes an amount equal to 4 percent of its employees' gross salaries. In addition, DT makes matching contributions at a rate of 75 percent of employee contributions up to a maximum of 1 percent of an employee's gross salary. Employer contributions to the plans were \$22,106 for 2021.

The TLCCVB participates in an industry-wide, defined contribution, multi-employer pension plan for its union stage employees that provides for pension benefits. Contributions are based on 10 percent of gross wages earned. Pension expense under the plan amounted to \$9,851 in 2021.

As of the date of this report, management is not aware of any unfunded pension expense or withdrawal liability.

**8. INSURANCE**

The Bureau maintains comprehensive insurance coverage with private carriers for health, real property, building contents and vehicles. There were no significant reductions in coverage from the prior year and settled claims were not in excess of coverage in any of the past three years. The Bureau is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets and injuries to employees. The Bureau also maintains Directors' and Officers' liability insurance with an aggregate limit of insurance of \$2,000,000.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit Of Lucas County)**

**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**(Continued)**

**9. MANAGEMENT AGREEMENTS**

The TLCCVB entered into management agreements with ASM Global during 2007 and 2009 to manage its facilities. The agreements were originally amended and consolidated on January 1, 2013 and expired on December 31, 2017 with an option for the TLCCVB to extend for an additional five-year term. The agreements were amended, and the extension was approved on December 13, 2016 and will expire December 31, 2022. The management agreement provides for a current annual fixed fee of approximately \$255,317, with additional compensation based on achieving predetermined revenue goals. Total fees paid to ASM Global were \$507,731 for 2021.

The TLCCVB entered into a management agreement late in 2001, renewed in 2012, with the Board of Lucas County Commissioners to manage the county-owned parking lots for an annual fee that increases by the preceding years Consumer Price Index through 2021, with the fee to be received by March 1. The fee is being paid to the TLCCVB to cover all costs including labor, repair and maintenance, taxes and utilities of the lots. Management income for 2021 was \$100,218 and is included in parking revenue.

The parking receipts from these lots are to replace the receipts from the lots lost resulting from the construction of a new ballpark. Stated in the agreement is a clause that if net parking receipts are less than \$50,000 annually, then the owner will pay the balance up to \$50,000 to the TLCCVB. Conversely, if net parking receipts exceed \$50,000, the first \$15,000 will be kept by the manager for a restricted capital reserve account for the lots. Any excess over the \$15,000 will be allocated 75 percent to the TLCCVB and 25 percent to the owner. Net parking receipts to the Bureau for 2021 under the above arrangement were \$100,218.

The TLCCVB has entered into an agreement with AVI Foodsystems, Inc. (AVI) to manage its food and beverage operations. The agreement expires June 30, 2026. Under this agreement, AVI retains the proceeds of food and beverage sales at the TLCCVB facilities and pays the TLCCVB a guaranteed annual amount and additional compensation if facility sales exceed certain target amounts. If facility food and beverage sales exceed certain targets, the TLCCVB may be obligated to pay an incentive management fee to AVI. The TLCCVB received approximately \$251,028 under this agreement in 2021. The total management fee, including incentive, paid to AVI during 2021 under this agreement was \$75,528.

**10. CONTINGENCIES**

In connection with the consolidation and amendment of the management agreement with ASM Global in 2013, ASM Global made a capital contribution to the TLCCVB in the amount of \$400,000 and an additional \$300,000 in 2016 at the contract renewal to be used to fund mutually agreed-upon projects at the arena and convention center. The remaining unspent amount as of December 31, 2021 of \$555,750 is included in the statement of net position in unearned revenue. In the event of the expiration or termination of the TLCCVB's management agreement with ASM Global, the TLCCVB may be required to re-pay certain amounts of the contribution to ASM Global.

In connection with the management agreement with AVI in 2012, AVI made a capital contribution to the TLCCVB in the amount of \$500,000 and an additional \$280,000 in 2019 to be used to acquire certain fixtures and equipment and fund mutually agreed-upon projects at the arena and convention center. The unspent amount as of December 31, 2021 of \$2,591 is included in the statement of net position in unearned revenue. In the event of the expiration or termination of the TLCCVB's management agreement with AVI, the TLCCVB may be required to re-pay certain amounts of the contribution to AVI.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
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**NOTES TO THE BASIC FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**  
**(Continued)**

**11. PPP LOAN FORGIVENESS**

On March 26, 2021, for the SeaGate Centre and Huntington Center, and April 23, 2021 for DT, the Bureau received loans in the total amount of \$557,635 under the Payroll Protection Program (PPP Loan). The loans accrued interest at a rate of 1 percent and had an original maturity date of two years which could be extended to five years by mutual agreement of the Bureau and the lender. Payments were deferred during the Deferral Period. The Deferral Period was the period beginning on the date of the PPP Loan and ending 10 months after the last day of the covered period (Deferral Expiration Date). Any amounts not forgiven under the Program would have been payable in equal installments of principal plus any interest owed on the payment date from the Deferral Expiration Date through the Maturity Date. Additionally, any accrued interest that was not forgiven under the Program would have been due on the First Payment Date, which is the 15<sup>th</sup> of the month following the month in which the Deferral Expiration Date occurs.

The Bureau acted in compliance with the program and was awarded 100 percent forgiveness of the PPP Loan on February 3, 2022 for the SeaGate Centre and Huntington Center, and December 21, 2021 for DT. The forgiveness is reported as non-operating revenue and due to the loan proceeds and forgiveness being received, there is no liability recorded in the basic financial statements.

**12. COVID-19**

The United States and the State of Ohio declared a state of emergency in March of 2020 due to the COVID-19 pandemic. Ohio's state of emergency ended in June 2021 while the national state of emergency continues. During 2021, the Bureau received the Shuttered Venue Operators Grant funding. The financial impact of COVID-19 and the continuing emergency measures may impact subsequent periods of the Bureau. The impact on the Bureau's future operating costs, revenues, and additional recovery from emergency funding, either federal or state, cannot be estimated.

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
(A Component Unit of Lucas County)

**COMBINING SCHEDULE OF NET POSITION**  
**DECEMBER 31, 2021**

	<u>Huntington Center</u>	<u>SeaGate Convention Centre</u>	<u>Eliminating Entries</u>	<u>Destination Toledo</u>	<u>Total</u>
<b>Assets</b>					
Current assets:					
Cash and cash equivalents	\$ 6,859,710	\$ 2,073,415		\$ 300,603	\$ 9,233,728
Receivables:					
Trade	925,240	87,468	\$ (33,185)	142,613	1,122,136
Sponsorship	578,079				578,079
Related party		4,586			4,586
Prepaid expenses	48,162	85,383			133,545
Total current assets	<u>8,411,191</u>	<u>2,250,852</u>	<u>(33,185)</u>	<u>443,216</u>	<u>11,072,074</u>
Noncurrent assets:					
Capital assets:					
Parking rights		1,175,000			1,175,000
Depreciable capital assets, net	3,461,619	2,525,149		15,570	6,002,338
Total noncurrent assets	<u>3,461,619</u>	<u>3,700,149</u>		<u>15,570</u>	<u>7,177,338</u>
Total assets	<u>11,872,810</u>	<u>5,951,001</u>	<u>(33,185)</u>	<u>458,786</u>	<u>18,249,412</u>
<b>Liabilities</b>					
Current liabilities:					
Accounts payable - trade	1,751,988	136,350	(33,185)	25,360	1,880,513
Related party payable		14,080		4,586	18,666
Accrued payroll and payroll taxes	107,799	188,713		24,377	320,889
Accrued real estate taxes and special assessments		51,806			51,806
Other accrued liabilities	100				100
Advance ticket sales	3,620,199	40,591			3,660,790
Unearned income	1,350,921	578,843		98,002	2,027,766
Security deposits	35,310	106,189			141,499
Total liabilities	<u>6,866,317</u>	<u>1,116,572</u>	<u>\$ (33,185)</u>	<u>152,325</u>	<u>8,102,029</u>
<b>Net position</b>					
Investment in capital assets	3,461,619	3,700,149		15,570	7,177,338
Unrestricted	1,544,874	1,134,280		290,891	2,970,045
Total net position	<u>\$ 5,006,493</u>	<u>\$ 4,834,429</u>		<u>\$ 306,461</u>	<u>\$10,147,383</u>

**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**COMBINING SCHEDULE OF REVENUES, EXPENSES AND CHANGES IN NET POSITION**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**

	<u>Huntington Center</u>	<u>SeaGate Convention Centre</u>	<u>Destination Toledo</u>	<u>Total</u>
<b>Operating revenues</b>				
Event revenue (net of expenses)	\$ 81,058	\$ 314,320	\$ (153,480)	\$ 241,898
Other ticketing and sponsorship revenue	56,688	70,400	25,452	152,540
Parking (net of expenses)		508,232		508,232
Food and beverage/novelty sales	261,721	64,688		326,409
Membership dues			60,987	60,987
Other event related	697,658	14,645		712,303
Total operating revenues	<u>1,097,125</u>	<u>972,285</u>	<u>(67,041)</u>	<u>2,002,369</u>
<b>Operating expenses</b>				
Payroll and benefits	799,987	881,391	674,113	2,355,491
SMG management fees	350,185	157,546		507,731
Convention/tourism/community expenses			398,060	398,060
General and administrative	50,451	119,086	168,506	338,043
Repairs and maintenance	188,074	148,660		336,734
Utilities	211,843	255,720		467,563
Contracted services	72,162	185,831	30,946	288,939
Insurance	142,452	94,971		237,423
Real estate taxes and special assessments		104,151		104,151
Operational supplies	36,690	27,692		64,382
Miscellaneous	37,044	559	11,140	48,743
Operating	15,342	20,878		36,220
Membership expenses			2,716	2,716
Total operating expenses	<u>1,904,230</u>	<u>1,996,485</u>	<u>1,285,481</u>	<u>5,186,196</u>
Operating loss before depreciation and amortization	(807,105)	(1,024,200)	(1,352,522)	(3,183,827)
Depreciation and amortization	438,428	396,341	14,536	849,305
Operating loss	<u>(1,245,533)</u>	<u>(1,420,541)</u>	<u>(1,367,058)</u>	<u>(4,033,132)</u>
<b>Non-operating revenues</b>				
Lucas County	472,234	882,468	1,402,768	2,757,470
PPP loan forgiveness	230,534	230,536	96,565	557,635
Grant revenue	711,773			711,773
Interest income	1,952	1,478		3,430
Capital contributions	192,176			192,176
Total non-operating revenues	<u>1,608,669</u>	<u>1,114,482</u>	<u>1,499,333</u>	<u>4,222,484</u>
Change in net position	363,136	(306,059)	132,275	189,352
Net position, beginning of year	<u>4,643,357</u>	<u>5,140,488</u>	<u>174,186</u>	<u>9,958,031</u>
Net position, ending of year	<u>\$ 5,006,493</u>	<u>\$ 4,834,429</u>	<u>\$ 306,461</u>	<u>\$ 10,147,383</u>



**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**  
**LUCAS COUNTY**  
**(A Component Unit of Lucas County)**

**COMBINING SCHEDULE OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2021**

	Huntington Center	SeaGate Convention Centre	Eliminating Entries	Destination Toledo	Total
<b>Cash flows from operating activities</b>					
Cash received from customers, contributions and subsidies	\$ 1,901,158	\$ 1,159,936	\$ (63,538)	\$ (40,026)	\$ 2,957,530
Cash payments to suppliers for goods and services	485,537	(1,090,479)	\$ 63,538	(594,582)	(1,135,986)
Cash payments to employees for services	(741,617)	(790,138)		(673,374)	(2,205,129)
Net cash provided by (used in) operating activities	<u>1,645,078</u>	<u>(720,681)</u>		<u>(1,307,982)</u>	<u>(383,585)</u>
<b>Cash flows from noncapital financing activities</b>					
Proceeds of PPP loan forgiveness	230,534	230,536		96,565	557,635
Proceeds from grant	711,773				711,773
Lucas County contributions	472,234	882,468		1,402,768	2,757,470
Net cash provided by noncapital financing activities	<u>1,414,541</u>	<u>1,113,004</u>		<u>1,499,333</u>	<u>4,026,878</u>
<b>Cash flows from capital and related financing activities</b>					
Purchase of capital assets	(143,388)	(425,836)			(569,224)
Capital contributions	192,176				192,176
Net cash provided by (used in) capital and related financing activities	<u>48,788</u>	<u>(425,836)</u>			<u>(377,048)</u>
<b>Cash flows provided by investing activities</b>					
Interest income	1,952	1,478			3,430
Increase (decrease) in cash and cash equivalents	3,110,359	(32,035)		191,351	3,269,675
Cash and cash equivalents, beginning of year	3,749,351	2,105,450		109,252	5,964,053
Cash and cash equivalents, ending of year	<u>\$ 6,859,710</u>	<u>\$ 2,073,415</u>		<u>\$ 300,603</u>	<u>\$ 9,233,728</u>
<b>Cash flows from operating activities</b>					
Operating loss	\$ (1,245,533)	\$ (1,420,541)		\$ (1,367,058)	\$ (4,033,132)
Adjustments to reconcile operating loss to net cash used in operating activities:					
Depreciation and amortization	438,428	396,341		14,536	849,305
Changes in operating assets and liabilities:					
Trade receivable	(590,143)	46,933	\$ (63,538)	(76,734)	(683,482)
Sponsorship receivable	(152,400)				(152,400)
Related party receivable		51,472		105,121	156,593
Other assets	(2,518)	(68,418)			(70,936)
Other accrued liabilities	100				100
Accrued real estate taxes and special assessments		(17,938)			(17,938)
Accounts payable - trade	1,592,198	96,891	\$ 63,538	12,200	1,764,827
Related party payable		14,080		4,586	18,666
Accrued payroll and payroll taxes	58,370	91,253		739	150,362
Unearned revenue (includes advanced ticket sales)	2,485,628	23,486		(1,372)	2,507,742
Security Deposits	(939,052)	65,760			(873,292)
Net cash provided by (used in) operating activities	<u>\$ 1,645,078</u>	<u>\$ (720,681)</u>		<u>\$ (1,307,982)</u>	<u>\$ (383,585)</u>

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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**

Toledo-Lucas County Convention and Visitors Bureau, Inc.  
Lucas County  
401 Jefferson Avenue  
Toledo, Ohio 43604

To the Board of Trustees:

We have audited, 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, the financial statements of Toledo-Lucas County Convention and Visitors Bureau, Inc., Lucas County, Ohio (the Bureau) as of and for the year ended December 31, 2021, and the related notes to the financial statements, which collectively comprise the Bureau's basic financial statements and have issued our report thereon dated May 10, 2022, wherein we noted the financial impact of COVID-19 and the continuing emergency measures which may impact subsequent periods of the Bureau.

***Report on Internal Control over Financial Reporting***

In planning and performing our audit of the financial statements, we considered the Bureau's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purposes of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Bureau's internal control. Accordingly, we do not express an opinion on the effectiveness of the Bureau's internal control.

A *deficiency in internal control* 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 and correct misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Bureau's financial statements will not be prevented, or detected and corrected, on a timely basis. 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 deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses or significant deficiencies may exist that were not identified.

***Report on Compliance and Other Matters***

As part of obtaining reasonable assurance about whether the Bureau's financial statements are free from 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 financial statements. 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*.

***Purpose of This Report***

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Bureau's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Bureau's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.



Keith Faber  
Auditor of State  
Columbus, Ohio

May 10, 2022

# OHIO AUDITOR OF STATE KEITH FABER



**TOLEDO-LUCAS COUNTY CONVENTION AND VISITORS BUREAU, INC.**

**LUCAS COUNTY**

**AUDITOR OF STATE OF OHIO CERTIFICATION**

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



**Certified for Release 5/24/2022**

88 East Broad Street, Columbus, Ohio 43215  
Phone: 614-466-4514 or 800-282-0370

This report is a matter of public record and is available online at  
[www.ohioauditor.gov](http://www.ohioauditor.gov)