

**FINDLAY-HANCOCK COUNTY ALLIANCE**

**FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION  
WITH INDEPENDENT AUDITOR'S REPORT**

**DECEMBER 31, 2017 AND 2016**

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors  
Findlay-Hancock County Alliance  
Findlay, Ohio

### Report on the Financial Statements

We have audited the accompanying financial statements of Findlay-Hancock County Chamber of Commerce (dba Findlay-Hancock County Alliance), a nonprofit organization, which comprise the statements of financial position as of December 31, 2017 and 2016, the related statements of activities and changes in net assets and cash flows for the years then ended and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes 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.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Findlay-Hancock County Alliance 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 Matter**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying supplementary information is presented for purposes of additional analysis and is not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Gilmore Jason Mahler, LTD*

Findlay, Ohio  
June 15, 2018

**FINDLAY-HANCOCK COUNTY ALLIANCE  
STATEMENTS OF FINANCIAL POSITION  
December 31, 2017 and 2016**

	<b>2017</b>	<b>2016</b>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 769,789	\$ 372,476
Accounts receivable - trade	34,682	23,871
Accounts receivable - related party	181,355	0
Hotel/motel tax receivable	144,495	139,781
Prepaid expenses	11,449	3,501
Current Portion of note receivable - NCC-ET	0	193,800
Total current assets	1,141,770	733,429
Property and equipment, net	112,528	331,387
<b>Other assets</b>		
Deposits	56	56
Total other assets	56	56
Total assets	\$ 1,254,354	\$ 1,064,872
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accounts payable - trade	\$ 29,750	\$ 36,670
Accounts payable - related party	0	30,384
Accrued payroll bonuses	39,840	10,000
Accrued payroll liabilities	12,872	10,347
Accrued real estate taxes	1,055	5,312
Deferred membership	143,532	130,781
Total current liabilities	227,049	223,494
<b>Other liabilities</b>		
Rental security deposits	750	525
Total liabilities	227,799	224,019
<b>Net assets</b>		
Unrestricted		
Operating	401,598	27,141
Fixed assets	112,528	331,387
Temporarily restricted	512,429	482,325
Total net assets	1,026,555	840,853
Total liabilities and net assets	\$ 1,254,354	\$ 1,064,872

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

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**For the Years Ended December 31, 2017 and 2016**

	<u>2017</u>	<u>2016</u>
<b>Changes in unrestricted net assets:</b>		
<b>Operating revenues and support</b>		
Membership income	\$ 326,430	\$ 306,443
Corporate contributions	439,197	421,202
Member services	163,434	152,238
Marketing	63,611	41,754
Administrative	27,483	10,474
Development income	278,647	14,301
Interest income	38	21
Rental income	11,645	21,605
SBRC/MEP income	18,000	6,000
In-kind contributions	17,740	19,170
Satisfaction of time and program restrictions - hotel tax	<u>665,949</u>	<u>607,487</u>
Total operating revenues and support	2,012,174	1,600,695
<b>Operating expenses</b>		
Member services - Chamber	103,776	104,819
Marketing - Chamber	38,094	17,629
Admin. - salaries and benefits - Chamber	355,378	336,463
Admin. - operations - Chamber	105,805	106,144
Convention and Visitors' Bureau	583,090	615,102
Economic Development Council	<u>670,433</u>	<u>629,868</u>
Total operating expenses	<u>1,856,576</u>	<u>1,810,025</u>
Excess (deficiency) of operating revenues and support under operating expenses	155,598	(209,330)
<b>Changes in temporarily restricted net assets:</b>		
Time and program restricted revenue	696,053	657,423
Satisfaction of time and program restrictions - hotel tax	<u>(665,949)</u>	<u>(607,487)</u>
Total changes in temporarily restricted net assets	<u>30,104</u>	<u>49,936</u>
Change in net assets	185,702	(159,394)
Net assets, beginning of year	<u>840,853</u>	<u>1,000,247</u>
Net assets, end of year	<u>\$ 1,026,555</u>	<u>\$ 840,853</u>

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

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**STATEMENTS OF CASH FLOWS**  
For the Years Ended December 31, 2017 and 2016

	<b>2017</b>	<b>2016</b>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 185,702	\$ (159,394)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation	42,866	49,342
Bad debt	9,904	73,426
Changes in assets		
Accounts receivable - trade	(20,715)	9,008
Hotel/motel tax receivable	(4,714)	(6,184)
Prepaid expenses	(7,948)	(1,599)
Note receivable - NCC-ET	193,800	40,800
Changes in liabilities		
Accounts payable - trade	(6,920)	(13,006)
Accrued payroll bonuses	29,840	(31,733)
Accrued payroll liabilities	2,525	10,347
Accrued real estate taxes	(4,257)	(144)
Deferred membership	12,751	(33,225)
Rental security deposits	225	(425)
	433,059	(62,787)
<b>Cash flows from investing activities</b>		
Payments for purchase of property and equipment	(61,593)	(15,911)
Net cash used in investing activities	(61,593)	(15,911)
<b>Cash flows from financing activities</b>		
Accounts payable - related party	25,847	(5,129)
Net cash provided by (used in) financing activities	25,847	(5,129)
Net increase (decrease) in cash and cash equivalents	397,313	(83,827)
Cash and cash equivalents, beginning of year	372,476	456,303
Cash and cash equivalents, end of year	\$ 769,789	\$ 372,476
<b>Non-cash investing and financing activities:</b>		
Property and equipment transferred through related party party transaction	\$ 237,587	\$ 0

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

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS**  
**December 31, 2017 and 2016**

**Note 1–Nature of business**

The Findlay-Hancock County Chamber of Commerce (dba Findlay-Hancock County Alliance), a non-profit organization, (the Organization) is dedicated to driving growth and prosperity in the Findlay-Hancock County region. The Organization solicits funds from local businesses and residents and has more than 700 members consisting of both business and professional firms. The Organization consists principally of three divisions, the Chamber of Commerce (Chamber), Convention and Visitors’ Bureau (CVB), and the Economic Development Council (EDC).

**Note 2–Summary of significant accounting policies**

**Basis of accounting**

The accounting policies of the Organization conform to generally accepted accounting principles and reflect practices appropriate for a non-profit organization. The financial statements have been prepared on the accrual basis of accounting and include all divisions and accounts of the Organization: the Chamber, CVB and EDC. Inter-organization balances and transactions have been eliminated.

Financial statement presentation follows the recommendations of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-205-45, *Financial Statements of Non-Profit Organizations*. Under FASB ASC 958-205-45, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted.

**Cash and cash equivalents**

For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with maturities of three months or less to be cash equivalents.

**Property and equipment**

Property and equipment is recorded at cost if purchased or at fair value if contributed. Depreciation is being provided on the straight-line method over the estimated lives of the assets, which are as follows:

	<u>Years</u>
Building and improvements	15-40
Furniture and equipment	3-10

Expenditures for maintenance and repairs are charged to operations as incurred. It is the Organization’s policy to capitalize property and equipment having an acquisition cost of \$1,000 or more.

**Deferred membership dues**

The Organization bills members for yearly dues in members’ anniversary months. Amounts received but not yet earned by the Organization are recorded as Deferred Membership in the liability section of the accompanying statements of financial position.



**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 2—Summary of significant accounting policies – continued**

**Classification of net assets**

Most funds of the Organization are classified as unrestricted net assets, since the governing instruments of the Organization and certain agreements provide for the invasion of principal, or for the Organization to exercise its variance power to modify any restriction if such restriction becomes unnecessary, incapable of fulfillment, or inconsistent with the charitable needs of the community. Unrestricted net assets are not subject to donor-imposed restrictions.

Temporarily restricted net assets contain donor-imposed restrictions that permit the Organization to use or expend the assets as specified. These restrictions are satisfied either by the passage of time or when the proposed restriction is met. All temporarily restricted net assets as of December 31, 2017 and 2016 are restricted for specific program use.

Permanently restricted net assets consist of endowment fund assets to be held indefinitely. The Organization had no permanently restricted assets as of December 31, 2017 and 2016.

**Federal income taxes**

The Organization has been approved under Internal Revenue Code Section 501(c)(6) as a non-profit organization exempt from federal taxes on its normal activities. The Organization is taxed on its unrelated business income. The Organization files Forms 990 and 990-T annually.

The Organization has adopted FASB ASC 740-10-50-15 to account for uncertainty in income taxes.

The Organization files Exempt Organization tax returns in the U.S. federal jurisdiction, and the state of Ohio.

At December 31, 2017 and 2016, there are no unrecognized tax benefits, that if recognized would affect the annual effective tax rate.

The Organization recognizes interest accrued related to unrecognized tax benefits in interest expense and penalties in operating expenses. During the years ended December 31, 2017 and 2016, no interest or penalties were recognized.

**Contributions**

The Organization has adopted FASB ASC 958-605-25, *Accounting for Contributions Received and Contributions Made*. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence or nature of any donor restrictions.

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 2—Summary of significant accounting policies – continued**

**Contributions – continued**

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit their use. When a donor-imposed restriction expires, that is, when a stipulated time restriction ends or purpose-restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

Pledges are recorded as income in the year made. Amounts received “in-kind” have been recorded at the fair value of the services rendered.

**Development income**

From time to time, EDC enters into agreements to promote the development of the Findlay and Hancock County area. The agreements provide for EDC to receive an assignment fee for the successful sale of property to be used for economic development. For the years ended December 31, 2017 and 2016, this income amounted to \$278,647 and \$14,301, respectively.

**Use of estimates**

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

**Advertising costs**

Advertising costs are charged to operations when incurred. Total advertising costs charged to expense for the years ended December 31, 2017 and 2016 was \$269,717 and \$235,732, respectively.

**New accounting pronouncements**

In May 2014, the FASB issued Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers* (ASU 2014-09), to supersede nearly all existing revenue recognition guidance under accounting principles generally accepted in the United States of America (U.S. GAAP). ASU 2014-09 requires an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard will replace most existing revenue recognition guidance in U.S. GAAP when it becomes effective and permits the use of either a full retrospective or retrospective with cumulative effect transition method. In August 2015, the FASB issued ASU 2015-14 which defers the effective date of ASU 2014-09 one year making it effective for annual reporting periods beginning after December 15, 2018. The Organization has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on the financial statements and related disclosures.

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 2—Summary of significant accounting policies – continued**

**New accounting pronouncements – continued**

On August 18, 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14 improves existing standards for financial statement presentation by not-for-profit organizations. ASU 2016-14 is effective for annual reporting periods beginning after December 31, 2017, and interim periods with fiscal years beginning after December 15, 2018. The Organization is currently evaluating the impact of this update on their financial statements.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. ASU 2016-02 will require that a lessee recognize assets and liabilities on the balance sheet for all leases with a lease term of more than twelve months, with the result being the recognition of a right of use asset and a lease liability. Recognition and presentation of expenses will depend on the classification of the lease as either finance or operating. ASU 2016-02 will also require quantitative and qualitative disclosures to supplement the amounts recorded in the financial statements to afford better understanding of the Organization's leasing activities. ASU 2016-02 is effective for fiscal years beginning after December 15, 2019 with early adoption permitted and is to be applied retrospectively. The Organization is currently evaluating the effect that ASU 2016-02 will have on its consolidated financial statements and related disclosures.

**Subsequent events**

Subsequent events have been evaluated through June 15, 2018, the date in which the financial statements were available to be issued.

**Reclassification**

Certain amounts were reclassified for 2016 to conform to the 2017 presentation.

**Note 3—Cash and cash equivalents**

Cash and cash equivalents at December 31, 2017 and 2016 were as follows:

	<b>2017</b>	<b>2016</b>
Petty cash	\$ 150	\$ 150
Checking accounts	24,800	0
Temporarily restricted savings accounts		
Convention and Visitors' Bureau	315,450	254,512
Economic Development Council	402,128	86,687
Hancock Leadership Alumni Association	27,261	31,127
Total cash and cash equivalents	\$ 769,789	\$ 372,476

The Organization maintains deposits in federally insured financial institutions. At times, these deposits exceed federally insured limits. The Organization regularly monitors the financial condition of the institution in which it has depository accounts and believes the risks of loss are minimal.

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 3—Cash and cash equivalents – continued**

The Organization received funds that are temporarily restricted for EDC. As of December 31, 2017 and 2016, \$70,000 is temporarily restricted. The Organization did not have the cash available as of December 31, 2016 to fulfill this amount; however had the ability to draw on their line of credit to fulfill the amount if requested.

**Note 4—Note receivable - NCC-ET**

The Organization entered into an agreement on October 17, 2008 for a note receivable from NCC-ET. The note receivable had an original maturity date of May 31, 2011. Subsequently, extension agreements have been signed by both organizations. The most recent extension agreement contained a modification and will expire on May 31, 2018. The agreement was modified to provide for monthly installment payments of \$3,400 to be applied all to the unpaid principal balance of the note, except during default. Interest will accrue on the principal balance of the note at the rate of 4.0% per annum starting on June 1, 2015 and continue until the maturity date. Payment of interest is deferred unless the borrower defaults on the note.

In May 2017, the Organization made the decision, along with other debtors of NCC-ET, to sell their interest in the receivable. NCC-ET continued to pay their monthly payments through May 2017 and made a final payment of \$176,800 to settle the debt.

**Note 5—Property and equipment**

Property and equipment at December 31, 2017 and 2016 consists of the following:

	<b>2017</b>	<b>2016</b>
Building and improvements	\$ 15,100	\$ 605,906
Furniture and equipment	437,959	411,841
Total property and equipment	453,059	1,017,747
Less: accumulated depreciation	(340,531)	(686,360)
Net property and equipment	\$ 112,528	\$ 331,387

Depreciation expense was \$42,866 and \$49,342 in 2017 and 2016, respectively.

**Note 6—Governmental contracts**

**Convention and Visitors' Bureau**

The Hancock County Commissioners enacted Resolution 379-91 on December 17, 1991. This resolution authorized Hancock County (the County) to enter into an agreement with the Organization to provide for the operations of CVB. The County agrees to remit to CVB 40% of the net proceeds of the actual collection of the hotel/motel tax. The aforementioned fund is to be used for promoting and publicizing Hancock County, including the City of Findlay, in order to bring the patronage of business and tourists; and cultural, educational, religious, professional and sports organizations into the County.

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 6—Governmental contracts – continued**

**Convention and Visitors' Bureau – continued**

The contract began in 1992 and can be renewed annually. The Organization will receive the full 3% tax assessed by the County from hotels and motels to fund CVB. In November 2015, the agreement was renewed effective January 1, 2016 for three years. In the event of termination, any and all remaining monies originally received from the County shall be returned to the General Fund of the County.

**Note 7—In-kind contributions**

In 2017, the Organization received services for communications/advertising, transportation, maintenance, and professional services totaling \$17,740 with offsetting expenses of \$17,740. In 2016, the Organization received services totaling \$19,170 with offsetting expenses of \$19,170.

**Note 8—Retirement plan**

The Organization has a qualified profit-sharing plan (the Plan) for which full-time employees are eligible after one year of service provided that they are twenty-one years of age or older. The Plan allows eligible employees to defer the lower of 92% of their compensation or the maximum contribution specified for that year in accordance with the Internal Revenue Code Section 401(k). The Organization contributes 3% of an employee's compensation to the Plan and matches up to 4% of an employee's deferral. New hires must defer 1% to the Plan but can opt out if desired. The Organization's contributions to an employees' 401(k) account are fully vested after three full years of employment. Profit sharing and matching expense was \$36,601 and \$34,633 for the years ended December 31, 2017 and 2016, respectively.

**Note 9—Unrelated business income**

For the years December 31, 2017 and 2016, the Organization had no tax expense with regards to its unrelated business income.

**Note 10—Related parties**

All members of the Organization's Board of Directors also comprise the Board of Trustees of Findlay-Hancock County Alliance Foundation (the Alliance Foundation). The entities are separate distinct legal entities and all transactions between the organizations are handled at arms-length. The organizations do share management, but there is not an economic interest between the organizations. At December 31, 2017 accounts receivable from the Alliance Foundation amounted to \$181,355. At December 31, 2016, accounts payable to the Alliance Foundation amounted to \$30,384.

During 2017 and 2016, three and seven members of the Organization's Board of Directors operate and/or manage local businesses that the Organization dealt with during the normal course of business, respectively. For the years ended December 31, 2017 and 2016, the amounts of these business services charged to operating expenses were \$55,934 and \$25,078, respectively.

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 11—Lease transactions**

**As Lessee**

In July 2012, the Organization entered into a 60-month equipment (copier) lease agreement. Lease expense for 2017 and 2016 was \$1,574 and 3,148, respectively. The lease expired in July of 2017, so there are no future minimum lease payments.

In July of 2017, the Organization entered into a 60-month equipment (copier) lease agreement. Lease expense for 2017 and 2016 was \$1,012 and \$0, respectively. Future minimum lease payments for 2018 through 2021 is \$2,024 and \$1,012 for 2022.

During 2015, the Organization held a month-to-month lease for the CVB building. The agreement was extended to a three-year lease beginning on January 1, 2016. Lease expense for 2017 and 2016 was \$12,600. The future minimum lease payment for 2018 is \$12,600.

**As Lessor**

The Organization had operating lease agreements with lessees to occupy space in its property through June 14, 2017 when the property was transferred to the Alliance Foundation. Lease terms for the spaces commence on the day of signing and continue for one year thereafter. The contract for the commercial suite is conducted on an annual term. Notice of termination must be received by either party sixty days prior to termination for the suite, and sixty days prior to termination for the apartment. Monthly rental payments range from \$475 to \$1,000 for each unit. Total lease income for the years ended December 31, 2017 and 2016 was \$11,645 and \$21,605, respectively.

**Note 12—Line of credit**

The Organization has available a \$150,000 line of credit with a 4.50% and 3.75% interest rate for the years ended December 31, 2017 and 2016, respectively. The line of credit, which expired on February 6, 2017, was extended for an additional year through February 6, 2018. At December 31, 2017 and 2016, the Organization had an outstanding balance of \$0.

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**NOTES TO FINANCIAL STATEMENTS—CONTINUED**  
**December 31, 2017 and 2016**

**Note 13—Restricted funds**

Restricted funds are contributions that have been reserved for specific purposes designated by the donor. The restricted funds and the changes therein for the years ended December 31, 2017 and 2016 are as follows:

<b>2017</b>	Beginning balance	Contribution additions	Restrictions released	Ending balance
Temporarily restricted				
Seminar	\$ 0	\$ 41,159	\$ 41,159	\$ 0
CVB hotel taxes	382,325	654,894	594,790	442,429
Grants	100,000	0	30,000	70,000
Total temporarily restricted	<u>\$ 482,325</u>	<u>\$ 696,053</u>	<u>\$ 635,949</u>	<u>\$ 512,429</u>
<b>2016</b>				
Temporarily restricted				
Seminar	\$ 0	\$ 33,554	\$ 33,554	\$ 0
CVB hotel taxes	332,389	623,869	573,933	382,325
Grants	100,000	0	0	100,000
Total temporarily restricted	<u>\$ 432,389</u>	<u>\$ 657,423</u>	<u>\$ 607,487</u>	<u>\$ 482,325</u>

## **SUPPLEMENTARY INFORMATION**



**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**SCHEDULE I - DEPARTMENTAL EXPENSES**  
**For the Years Ended December 31, 2017 and 2016**

	<b>2017</b>	<b>2016</b>
<b>MEMBER SERVICES - CHAMBER</b>		
Seminars	\$ 33,544	\$ 27,046
Business expo	11,354	11,931
Rally in the Alley	11,139	12,563
Safety council	7,438	7,106
Special events	28,206	33,240
Hancock Leadership Alumni Association	12,095	12,933
Total member services	\$ 103,776	\$ 104,819
<b>MARKETING - CHAMBER</b>		
Travel	\$ 11,388	\$ 5,171
Printing	5,193	5,999
Marketing/advertising	21,032	5,802
Hancock Leadership Alumni Association	481	657
Total marketing	\$ 38,094	\$ 17,629
<b>ADMIN. - SALARIES AND BENEFITS - CHAMBER</b>		
Salaries	\$ 310,689	\$ 299,561
Operational and support services	(63,969)	(60,590)
Employee benefits and taxes	108,658	97,492
Total admin. - salaries and benefits	\$ 355,378	\$ 336,463

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**SCHEDULE I - DEPARTMENTAL EXPENSES**  
**For the Years Ended December 31, 2017 and 2016**

	<b>2017</b>	<b>2016</b>
<b>ADMIN. - OPERATIONS - CHAMBER</b>		
Training	\$ 8,599	\$ 8,700
Board development	1,832	479
Dues and subscriptions	5,648	4,890
Postage	3,154	6,671
Telephone/internet	1,187	3,007
Professional services	8,434	5,291
Supplies and miscellaneous	7,841	9,794
Other expenses	1,945	1,137
Software	8,370	10,245
Insurance	4,987	10,435
Facility - rent, utilities, & maintenance	23,790	25,418
Bad debt	9,904	0
Depreciation	20,114	20,077
	<b>\$ 105,805</b>	<b>\$ 106,144</b>
<b>CONVENTION AND VISITORS' BUREAU</b>		
Travel	\$ 2,591	\$ 3,116
Board development	1,011	774
Marketing	322,977	376,795
Salaries	121,798	113,415
Operational services	31,984	30,295
Employee benefits and taxes	24,446	21,026
Training	8,533	8,533
Dues and subscriptions	3,548	2,185
Postage	1,263	2,076
Telephone/internet	1,410	3,276
Professional services	10,230	8,175
Insurance	5,973	2,185
Facility - rent, utilities, & maintenance	30,921	25,033
Depreciation	10,371	14,628
Supplies and miscellaneous	6,034	3,590
	<b>\$ 583,090</b>	<b>\$ 615,102</b>

**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**SCHEDULE I - DEPARTMENTAL EXPENSES**  
**For the Years Ended December 31, 2017 and 2016**

	<u>2017</u>	<u>2016</u>
<b>ECONOMIC DEVELOPMENT COUNCIL</b>		
Program expenses	\$ 1,053	\$ 1,589
SBRC/MEP expenses	10,833	29,241
Travel	112,822	69,033
Printing	3,167	3,788
Marketing	69,636	38,026
In-kind contributions	17,740	19,170
Training	8,533	8,533
Salaries	213,809	192,067
Operational services	31,984	30,295
Employee benefits and taxes	55,624	68,702
Dues and subscriptions	12,905	13,914
Postage	827	822
Telephone/internet	6,008	8,120
Professional services	70,539	35,327
Insurance	6,560	3,533
Repair and maintenance	29,809	13,022
Depreciation	12,381	14,637
Bad debt	0	73,426
Software	1,515	680
Supplies and miscellaneous	4,688	5,943
	<u>670,433</u>	<u>629,868</u>
Total Economic Development Council	<u>\$ 670,433</u>	<u>\$ 629,868</u>