

THE OXFORD TOURISM COUNCIL
OXFORD, MISSISSIPPI

AUDITED FINANCIAL STATEMENTS
AND SUPPLEMENTARY DATA

SEPTEMBER 30, 2013

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THE OXFORD TOURISM COUNCIL
SCHEDULE OF OFFICERS AND DIRECTORS
SEPTEMBER 30, 2013

<u>NAME</u>	<u>POSITION</u>
Hollis Green	Conference Center Director
Kinney Ferris	Office Manager
Mary-Kathryn Herrington	Tourism Director
Micah Quinn	Events Manager
Hayden Hiter	Sales Manager
Mary Allyn Roulhac	Tourism Manager
Steve Appleton	Facility Coordinator
Glen Wilson	Utility Crew
Katie Morrison	Chairman
Scott Caradine	Vice Chair
Lance Reed	Treasurer
Nicole Boyd	Board Member
Lisa P. Martin	Board Member
Jim McCauly	Board Member
Christy Knapp	Board Member
Ernest "E.O." Oliver	Alderman Representative

Dwight L. Young, Sr., C.P.A.
1918 - 1977

Roger A. Garrett, C.P.A.
1922 - 2008



Dwight L. Young, Jr., C.P.A.
Patricia A. Bynum, C.P.A.
P. Herbert Stanley, C.P.A.

604 S. 16TH STREET / P.O. DRAWER 280 / OXFORD, MS 38655-0280 / PHONE (662) 234-1251 / FAX (662) 236-3804

INDEPENDENT AUDITOR'S REPORT

Board of Directors
Oxford Tourism Council
Oxford, Mississippi

Report on the Financial Statements

We have audited the accompanying financial statements of the Oxford Tourism Council a component unit of the City of Oxford, Mississippi, which comprise the statement of net position as of September 30, 2013, and the related statements of activities, functional expenses, and cash flows for the year 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 audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Oxford Tourism Council as of September 30, 2013, and the changes in its net position and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Component Unit of the City of Oxford, Mississippi

As discussed in Note 1, the financial statements present only Oxford Tourism Council and are not intended to present fairly the financial position of the City of Oxford, Mississippi, and the changes in its net position in conformity with accounting principles generally accepted in the United States of America.

Other Matters

Other Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedule of Budgeted Data Compared with Actual-Visit Oxford, Schedule of Budgeted Data Compared with Actual-Oxford Conference Center, and the Schedule of Budgeted Data Compared with Actual-Double Decker are presented for purposes of additional analysis and are 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 audit 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.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 8, 2014, on our consideration of The Oxford Tourism Council's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is 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 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 Oxford Tourism Council's internal control over financial reporting and compliance.

The Dught L. Young Group

Oxford, MS
January 8, 2014

OXFORD TOURISM COUNCIL
STATEMENTS OF NET POSITION
SEPTEMBER 30, 2013

	<u>VISIT</u> <u>OXFORD</u>	<u>OXFORD</u> <u>CONVENTION</u> <u>CENTER</u>	<u>DOUBLE</u> <u>DECKER</u> <u>FESTIVAL</u>	<u>COMBINED</u> <u>2013</u>
<u>ASSETS</u>				
Cash and Cash Equivalents (Note 2)	\$ 125,594	\$ 274,946	\$ 54,686	\$ 455,226
Accrued Tax Revenue (Note 3)	-0-	18,675	-0-	18,675
Prepaid Expense	-0-	3,253	-0-	3,253
Due From OCC	8,489	-0-	-0-	8,489
Grants Receivable	4,455	-0-	-0-	4,455
Office Equipment (Net)	<u>11,734</u>	<u>224,955</u>	<u>-0-</u>	<u>236,689</u>
 TOTAL ASSETS	 \$ <u>150,272</u>	 \$ <u>521,829</u>	 \$ <u>54,686</u>	 \$ <u>726,787</u>
<u>LIABILITIES AND NET POSITION</u>				
<u>LIABILITIES</u>				
Payroll Expenses Payable	\$ -0-	\$ 7,824	\$ -0-	\$ 7,824
Accrued Expenses	5,422	20,344	-0-	25,766
Due to Visit Oxford	<u>-0-</u>	<u>8,489</u>	<u>-0-</u>	<u>8,489</u>
 Total Liabilities	 <u>5,422</u>	 <u>36,660</u>	 <u>-0-</u>	 <u>42,082</u>
<u>NET POSITION</u>				
Net investment in Capital Assets	11,734	224,955	-0-	236,689
Restricted Net Assets:				
Double Decker Arts Festival	-0-	-0-	54,686	54,686
Unrestricted	<u>133,116</u>	<u>260,214</u>	<u>-0-</u>	<u>393,330</u>
 Total Net Position:	 <u>144,850</u>	 <u>485,169</u>	 <u>54,686</u>	 <u>684,705</u>
 TOTAL LIABILITIES AND NET POSITION	 \$ <u>150,272</u>	 \$ <u>521,829</u>	 \$ <u>54,686</u>	 \$ <u>726,787</u>

The accompanying notes and independent auditor's report are integral parts of this statement.

OXFORD TOURISM COUNCIL
 STATEMENTS OF ACTIVITIES
 FOR THE YEAR ENDED SEPTEMBER 30, 2013

<u>REVENUE</u>	<u>VISIT</u>	<u>CONVENTION</u>	<u>DOUBLE</u>	<u>COMBINED</u>
	<u>OXFORD</u>	<u>AND VISITORS</u>	<u>DECKER</u>	<u>2013</u>
	<u>OXFORD</u>	<u>BUREAU</u>	<u>FESTIVAL</u>	
Hotel-Motel Tax	\$ 221,781	\$ -0-	\$ -0-	\$ 221,781
Interest Revenue	116	35	39	190
Food-Beverage Tax	127,018	346,059	-0-	473,077
Tourism Sales	15,380	-0-	-0-	15,380
2% Grant	59,000	-0-	-0-	59,000
Vendor Revenue	-0-	1,154	-0-	1,154
Conference Center	-0-	452,715	-0-	452,715
Cultural Heritage	10,000	-0-	-0-	10,000
Lamar House	21,316	-0-	-0-	21,316
Cedar Oaks	8,480	-0-	-0-	8,480
Oxford Holiday Market	-0-	35,674	-0-	35,674
Other Revenue	7,863	4,180	-0-	12,043
Renovations Income	30,000	175,000	-0-	205,000
Sponsorships	-0-	-0-	75,825	75,825
Oxford Tourism	-0-	-0-	7,500	7,500
City of Oxford Grant	-0-	-0-	35,000	35,000
Art Vendors	-0-	-0-	41,690	41,690
Food Vendors	-0-	-0-	10,660	10,660
Ticket Sales	-0-	-0-	570	570
Miscellaneous	-0-	-0-	4,797	4,797
Promotional Sales	-0-	-0-	30,287	30,287
Total Revenue	\$ <u>500,954</u>	\$ <u>1,014,817</u>	\$ <u>206,368</u>	\$ <u>1,722,139</u>

The accompanying notes and independent auditor's report are integral parts of this statement.

OXFORD TOURISM COUNCIL
STATEMENTS OF ACTIVITIES
-CONTINUED-

<u>EXPENSES</u>				
Administration	\$ 186,314	\$ 343,865	\$ -0-	\$ 530,179
Marketing	155,315	47,896	24,131	227,042
Building Operations	25,082	223,596	-0-	248,678
Event Expense	-0-	83,370	-0-	83,370
Community Grants	42,645	-0-	-0-	42,645
Cultural Heritage	10,000	-0-	-0-	10,000
Lamar House	19,099	-0-	-0-	19,099
Cedar Oaks	6,600	-0-	-0-	6,600
Oxford Holiday Market	-0-	10,656	-0-	10,656
Depreciation	4,814	34,215	-0-	39,029
Music Arts	-0-	-0-	69,605	69,605
Hospitality	-0-	-0-	2,880	2,880
Art Vendor	-0-	-0-	8,300	8,300
Promotional Items	-0-	-0-	12,700	12,700
Office Supplies	-0-	-0-	870	870
Contract Labor	-0-	-0-	34,044	34,044
Security	-0-	-0-	7,016	7,016
Clean Up	-0-	-0-	3,415	3,415
Equipment Rental	-0-	-0-	7,778	7,778
Bank Charges	-0-	-0-	45	45
Stage and Sound	-0-	-0-	25,741	25,741
Sales Tax	-0-	-0-	1,126	1,126
Insurance	-0-	-0-	3,850	3,850
Miscellaneous	-0-	-0-	1,012	1,012
Total Expenses	<u>449,869</u>	<u>743,598</u>	<u>202,513</u>	<u>1,395,980</u>
Excess (Deficit) of Revenue				
Over Expenses	51,085	271,219	3,855	326,159
 <u>NET POSITION</u>				
Beginning of Year	<u>93,765</u>	<u>213,950</u>	<u>50,831</u>	<u>358,546</u>
End of Year	\$ <u>144,850</u>	\$ <u>485,169</u>	\$ <u>54,686</u>	\$ <u>684,705</u>

The accompanying notes and independent auditor's report are integral parts of this statement.

OXFORD TOURISM COUNCIL
 STATEMENTS OF CASH FLOWS
 FOR THE YEAR ENDED SEPTEMBER 30, 2013

	VISIT OXFORD	CONVENTION AND VISITORS BUREAU	DOUBLE DECKER FESTIVAL	COMBINED 2013
<u>CASH FLOWS FROM OPERATING ACTIVITIES</u>				
Receipts from Hotel-Motel Tax	221,781	-0-	-0-	221,781
Receipts from Food-Beverage Tax	127,018	346,059	-0-	473,077
Receipts from Conference Center	-0-	452,715	-0-	452,715
Receipts from Renovation	30,000	175,000	-0-	205,000
Receipts from Sponsorships	-0-	-0-	75,825	75,825
Receipts from Art & Food Vendors	-0-	-0-	76,690	76,690
Receipts from Promotional Sales	-0-	-0-	30,287	30,287
Payments for Administration	(186,314)	(343,865)	-0-	(530,179)
Payments for Marketing	(155,315)	(47,896)	(24,131)	(227,042)
Payments for Business Operations	(25,082)	(223,596)	-0-	(248,678)
Payments for Event Expenses	-0-	(83,370)	-0-	(83,370)
Payments for Music Arts	-0-	-0-	(69,605)	(69,605)
Other Receipts (Payments)	<u>30,181</u>	<u>52,170</u>	<u>(85,211)</u>	<u>(2,860)</u>
Net Cash Provided by Operating Activities	<u>42,269</u>	<u>327,217</u>	<u>3,855</u>	<u>373,641</u>
<u>CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES</u>				
	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>
<u>CASH FLOWS FROM CAPITAL AND RELATED FINANCING</u>				
Purchase of Capital Assets	<u>(12,264)</u>	<u>(157,635)</u>	<u>-0-</u>	<u>(169,899)</u>
<u>CASH FLOWS FROM INVESTING ACTIVITIES</u>				
	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>	<u>-0-</u>
Net Increase/ (Decrease) In Cash & Cash Equivalents	30,005	169,582	3,855	203,442
Cash & Cash Equivalents- Beginning	<u>95,589</u>	<u>105,364</u>	<u>50,831</u>	<u>251,784</u>
Cash & Cash Equivalents- Ending	\$ <u>125,594</u>	\$ <u>274,946</u>	\$ <u>54,686</u>	\$ <u>455,226</u>

The accompanying notes and independent auditor's report are integral parts of this statement.

OXFORD TOURISM COUNCIL
STATEMENTS OF CASH FLOWS
-CONTINUED-

<u>Reconciliation of Operating Income (Loss)</u>				
<u>to Net Cash Provided (Used) by</u>				
<u>Operating Activities</u>				
Operating Income (Loss)	\$ 51,085	\$ 271,219	\$ 3,855	\$ 326,159
Adjustments to Reconcile				
Changes in Net Assets to Net				
Cash Provided By Operating				
Activities:				
Depreciation	4,814	34,215	-0-	39,029
Change in assets and liabilities:				
Decrease (Increase) in Accrued				
Tax Revenue	-0-	28,267	-0-	11,177
Decrease (Increase) in Other				
Assets	(12,944)	(2,266)	-0-	10,369
Increase (Decrease) in Payroll				
Expenses Payable	-0-	4,560	-0-	4,560
Increase (Decrease) in Accrued				
Expenses	(686)	(6,767)	-0-	(7,456)
Increase (Decrease) in Other				
Liabilities	-0-	8,489	-0-	8,489
Increase (Decrease) in Deferred				
Revenue	-0-	(10,500)	-0-	690
Net Cash Provided by				
Operating Activities	<u>42,269</u>	<u>327,217</u>	<u>3,855</u>	<u>373,341</u>

The accompanying notes and independent auditor's report are integral parts of this statement.

THE OXFORD TOURISM COUNCIL
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2013

NOTE 1 - REPORTING ENTITY

The Oxford Tourism Council (The Council) was established by the Legislature of the State of Mississippi in August of 1988. The Council was established to promote tourism in Oxford, Mississippi and is not subject to income taxes.

The Oxford Tourism Council is reported as a discretionary component unit in the financial statements of the City of Oxford, Mississippi.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of significant accounting policies followed by The Council.

Basis of Accounting - The accompanying financial statements reflect the accrual basis of accounting wherein revenues are recognized when they are reasonably determinable and due but not yet received, and expenditures are recorded when the liabilities are incurred.

Capitalization of Expenditures - The Council has elected to capitalize certain expenditures deemed to have a capitalized value. The capitalized value of the expenditure is based on the estimated useful life of the asset purchased. The asset is expensed using the straight-line method of depreciation.

Cash and Cash Equivalents - The Council recognizes cash and securities with a maturity of three months or less as cash and cash equivalents. Additionally, included in cash in bank is the remaining cash from the Double Decker Arts Festival. This amount is \$54,686 for the Double Decker Arts Festival.

Estimates - The Council prepares its financial statements in accordance with accounting principles generally accepted in the United States of America which require that management make estimates and assumptions that affect the reported amounts of assets and liabilities and revenues and expenses. Such estimates include certain fair market values and depreciation of property. Actual results could differ from those estimates.

THE OXFORD TOURISM COUNCIL
NOTES TO FINANCIAL STATEMENTS
- CONTINUED -

NOTE 3 - REVENUE AND RECEIVABLES

The Council receives revenue from the City of Oxford in three forms. Such are as follows:

1. Regular tourism tax on hotel and motel rentals.
2. Revenue from the City allocated from the restaurant tourism tax.
3. Revenue from the City that is allocated from the restaurant tourism tax for specific expenditures for community grants.

The Council receives their regular tax revenue (hotel/motel) through the City of Oxford at the first of the month for the second previous month (accrued tax revenue).

NOTE 4 - DEFINED BENEFIT PENSION PLAN

Plan Description. The Council contributes to the Public Employees' Retirement System of Mississippi (PERS), a cost-sharing multiple-employer defined benefit pension plan. PERS provides retirement and disability benefits, annual cost-of-living adjustments, and death benefits to plan members and beneficiaries. Benefit provisions are established by State Law and may be amended only by the by the State of Mississippi Legislature. PERS issued a publicly available financial statement and required supplementary information. That information may be obtained by writing the Public Employees Retirement System, PERS Building, 429 Mississippi Street, Jackson, MS, 39201-1005 or by calling (601) 359-3589 or 1-800-444-PERS.

Funding Policy. PERS members are required to contribute 9% of their annual covered salary and The Council is required to contribute at an actuarially determined rate. The current rate is 15.75% of annual covered payroll. The contribution requirements of PERS members are established and may be amended only by the State of Mississippi Legislature. The Council's contributions to PERS for the years ending September 30, 2013, 2012 and 2011 were \$50,628, \$41,649 and \$37,472 respectively, equal to the required contributions for each year.

THE OXFORD TOURISM COUNCIL
NOTES TO FINANCIAL STATEMENTS
- CONTINUED -

NOTE 5 - ECONOMIC DEPENDENCE

The Council receives a substantial amount of its revenue from a "tourism tax" on hotel rentals in Oxford, Mississippi. The tax money is calculated and distributed to The Council through the State of Mississippi Tax Commission. During the fiscal year, 1996, the Tax Commission notified The Council that due to the Tax Commission's miscalculation, the State had in error overfunded The Council. As a result of the loss of future revenue, The Council requested and received from the City of Oxford Board of Aldermen for each year subsequent to fiscal year 1996 monies to be paid from the food and beverage tax in order to maintain present operations. Additionally, in 2004 the Oxford Conference Center opened under the umbrella of The Council which also required additional funding from the City of Oxford to meet operations. Accordingly, The Council received \$473,077 and \$428,257 for the fiscal years 2013 and 2012, respectively.

NOTE 6 - DOUBLE DECKER ARTS FESTIVAL

The Double Decker Arts Festival is an annual music and arts festival organized by The Council. The Council solicits sponsors and requests grants from the City of Oxford and the Mississippi Department of Economic and Community Development to fund the Festival. The Festival receives additional funding from art vendor fees, food vendor fees and promotional sales. The Festival accounting is maintained separate from The Council.

NOTE 8 - RISK MANAGEMENT

The Council is exposed to various risks of loss related to torts, theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The Council carries commercial insurance for these risks. No losses have been incurred that exceeded the insurance coverage in recent years.

THE OXFORD TOURISM COUNCIL
 NOTES TO FINANCIAL STATEMENTS
 - CONTINUED -

NOTE 9 - CAPITAL ASSETS

Following is a summary of changes in capital assets for the year:

Visit Oxford

	BALANCE <u>10/01/2012</u>	ADDITIONS	DELETIONS	BALANCE <u>09/30/2013</u>
Machinery and Equipment	\$ 25,188	\$ 2,898	\$ -0-	\$ 28,086
Office Equipment	21,147	-0-	-0-	21,147
Furniture and Fixtures	-0-	2,460	-0-	2,460
Building Improvements	<u>-0-</u>	<u>6,906</u>	<u>-0-</u>	<u>6,906</u>
TOTALS	\$ <u>46,335</u>	\$ <u>12,264</u>	\$ <u>-0-</u>	\$ <u>58,599</u>

Oxford Conference Center

	BALANCE <u>10/01/2012</u>	ADDITIONS	DELETIONS	BALANCE <u>09/30/2013</u>
Machinery and Equipment	\$ 20,553	\$ -0-	\$ -0-	\$ 20,553
Office Equipment	28,511	31,451	-0-	59,962
Furniture and Fixtures	29,009	77,832	-0-	106,841
Building Improvements	<u>118,941</u>	<u>48,352</u>	<u>-0-</u>	<u>167,293</u>
TOTALS	\$ <u>197,014</u>	\$ <u>157,635</u>	\$ <u>-0-</u>	\$ <u>354,649</u>

Changes in Accumulated Depreciation:

Visit Oxford

	BALANCE <u>10/01/2012</u>	ADDITIONS	DELETIONS	BALANCE <u>09/30/2013</u>
Machinery and Equipment	\$ 21,410	\$ 3,971	\$ -0-	\$ 25,381
Office Equipment	20,122	665	-0-	20,787
Furniture and Fixtures	-0-	100	-0-	100
Building Improvements	<u>-0-</u>	<u>78</u>	<u>-0-</u>	<u>78</u>
TOTALS	\$ <u>41,532</u>	\$ <u>4,814</u>	\$ <u>-0-</u>	\$ <u>46,346</u>

Oxford Conference Center

	BALANCE <u>10/01/2012</u>	ADDITIONS	DELETIONS	BALANCE <u>09/30/2013</u>
Machinery and Equipment	\$ 18,996	\$ 346	\$ -0-	\$ 19,342
Office Equipment	17,691	7,091	-0-	24,782
Furniture and Fixtures	25,059	11,523	-0-	36,582
Building Improvements	<u>34,251</u>	<u>15,255</u>	<u>-0-</u>	<u>49,506</u>
TOTALS	\$ <u>95,997</u>	\$ <u>34,215</u>	\$ <u>-0-</u>	\$ <u>130,212</u>

THE OXFORD TOURISM COUNCIL
NOTES TO FINANCIAL STATEMENTS
- CONTINUED -

NOTE 9 - CAPITAL ASSETS-CONTINUED

The following estimated useful lives are being utilized:

Machinery and Equipment	5 years
Office Equipment	5 and 7 years
Furniture and Fixtures	7 years
Building Improvements	29.5 years

Assets with an estimated useful life of over one year are capitalized. The asset is depreciated over the useful life based on the estimated life of the property.

NOTE 10 - SUBSEQUENT EVENTS

The Council has evaluated subsequent events through January 8, 2014, the date the financial statements were available to be issued.

THE OXFORD TOURISM COUNCIL
SCHEDULE OF BUDGETED DATA COMPARED WITH ACTUAL -
VISIT OXFORD
FOR THE YEAR ENDED SEPTEMBER 30, 2013

	<u>BUDGET</u>	<u>ACTUAL</u>	<u>OVER (UNDER)</u>
<u>REVENUE</u>			
Hotel/Motel Tax	\$ 190,000	\$ 221,781	\$ 31,781
Interest	-0-	116	116
Food/Beverage Tax	127,018	127,018	-0-
Tourism Sales	7,000	15,380	8,380
2% Grant	65,000	59,000	(6,000)
Cultural Heritage	10,000	10,000	-0-
Lamar House	50,000	21,316	(28,684)
Cedar Oaks	25,000	8,480	(16,520)
Renovation Revenue	30,000	30,000	-0-
Other Revenue	-0-	7,863	7,863
	<u>504,018</u>	<u>500,954</u>	<u>(3,064)</u>
<u>EXPENDITURES</u>			
Administration	184,474	186,314	1,840
Marketing	151,922	155,315	3,393
Building Operations	21,188	25,082	3,894
Community Grants	48,600	42,645	(5,955)
Capital Improvements	12,834	-0-	(12,834)
Cultural Heritage	10,000	10,000	-0-
Lamar House	50,000	19,099	(30,901)
Cedar Oaks	25,000	6,600	(18,400)
Depreciation	-0-	4,814	4,814
	<u>504,018</u>	<u>449,869</u>	<u>(54,149)</u>
Excess of Revenue Over Expenditures	\$ <u>-0-</u>	\$ <u>51,085</u>	\$ <u>51,085</u>

THE OXFORD TOURISM COUNCIL
 SCHEDULE OF BUDGETED DATA COMPARED WITH ACTUAL -
 OXFORD CONFERENCE CENTER
 FOR THE YEAR ENDED SEPTEMBER 30, 2013

<u>REVENUE</u>	<u>BUDGET</u>	<u>ACTUAL</u>	<u>OVER (UNDER)</u>
Interest	-0-	35	35
Food/Beverage Tax	346,059	346,059	-0-
Conference Center	388,812	452,715	63,903
Holiday Market	24,484	35,674	11,190
Renovations Revenue	-0-	175,000	175,000
Vending and Other Revenue	1,000	5,334	4,334
	<u>760,355</u>	<u>1,014,817</u>	<u>254,462</u>
<u>EXPENDITURES</u>			
Administration	352,999	343,865	(9,134)
Marketing	58,000	47,896	(10,104)
Building Operations	223,700	223,596	(104)
Event Expense	103,656	83,370	(20,286)
Holiday Market	-0-	10,656	10,656
Capital Improvements	22,000	-0-	(22,000)
Depreciation	-0-	34,215	34,215
	<u>760,355</u>	<u>743,598</u>	<u>(16,757)</u>
Excess of Revenue Over Expenditures	\$ <u>-0-</u>	\$ <u>271,219</u>	\$ <u>271,219</u>

THE OXFORD TOURISM COUNCIL
 SCHEDULE OF BUDGETED DATA COMPARED WITH ACTUAL -
 DOUBLE DECKER
 FOR THE YEAR ENDED SEPTEMBER 30, 2013

<u>REVENUE</u>	<u>BUDGET</u>	<u>ACTUAL</u>	<u>OVER (UNDER)</u>
Sponsorships	\$ 65,000	\$ 75,825	\$ 10,825
OTC Contributions	7,500	7,500	-0-
City of Oxford Sponsorship	35,000	35,000	-0-
Ticket Sales	-0-	570	570
Art Vendors	45,000	41,690	(3,310)
Food Vendors	10,000	10,660	660
Square Fair	1,500	-0-	(1,500)
Promotional Sales	35,000	30,287	(4,713)
Miscellaneous	5,000	4,797	(203)
Interest Income	-0-	39	39
	<u>204,000</u>	<u>206,368</u>	<u>2,368</u>
 <u>EXPENDITURES</u>			
Music Arts	79,000	69,605	(9,395)
Hospitality	2,500	2,880	380
Square Fair	1,500	-0-	(1,500)
Art Vendors	7,500	8,300	800
Promotional Items	14,000	12,700	(1,300)
Booking	7,900	-0-	(7,900)
Advertising/Marketing	16,000	24,131	8,131
Office Supplies	1,500	870	(630)
Contract Labor	23,000	34,044	11,044
Security	4,500	7,016	2,516
Clean Up	3,500	3,415	(85)
Equipment Rental	10,000	7,778	(2,222)
Bank Charges	100	45	(55)
Stage and Sound	25,000	25,741	741
Sales Tax	2,500	1,126	(1,374)
Insurance	5,000	3,850	(1,150)
Miscellaneous	500	1,012	512
	<u>204,000</u>	<u>202,513</u>	<u>(1,487)</u>
 Total Expenditures			
 Excess Revenue Over Expenditures	 \$ -0-	 \$ 3,855	 \$ 3,855

Dwight L. Young, Sr., C.P.A.
1918 - 1977

Roger A. Garrett, C.P.A.
1922 - 2008



Dwight L. Young, Jr., C.P.A.
Patricia A. Bynum, C.P.A.
P. Herbert Stanley, C.P.A.

604 S. 16TH STREET / P.O. DRAWER 280 / OXFORD, MS 38655-0280 / PHONE (662) 234-1251 / FAX (662) 236-3804

INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING
AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL
STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

Oxford Tourism Council
Oxford, Mississippi

We have audited, in accordance with the 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 the Oxford Tourism Council, as of and for the year ended September 30, 2013, and the related notes to the financial statements, which collectively comprise Oxford Tourism Council's basic financial statements, and have issued our report thereon dated January 8, 2014.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered Oxford Tourism Council's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Oxford Tourism Council's internal control. Accordingly, we do not express an opinion on the effectiveness of Oxford Tourism Council'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 entity'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 may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Oxford Tourism Council'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 determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express 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 entity'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 entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

The Dwight L. Young Group

Oxford, MS
January 8, 2014