

**FINANCIAL STATEMENTS  
AND INDEPENDENT ACCOUNTANT'S  
REVIEW REPORT WITH  
SUPPLEMENTARY INFORMATION**

**FINDLAY-HANCOCK COUNTY ALLIANCE**

**December 31, 2024 and 2023**

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# Robert Apling + Associates, LLC

*Certified Public Accountants*

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2155 Oak Harbor Road  
Fremont, Ohio 43420  
419/355-8200 • Fax 419/355-8808

2060 E. Harbor Road  
Port Clinton, Ohio 43452  
419/734-9548

## INDEPENDENT ACCOUNTANT'S REVIEW REPORT

June 24, 2025

Board of Directors  
Findlay-Hancock County Alliance  
Findlay, Ohio

We have reviewed the accompanying financial statements of Findlay-Hancock County Alliance (fka Findlay-Hancock County Chamber of Commerce) (the Organization) which comprise the statements of financial position as of December 31, 2024 and 2023, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements (collectively, the financial statements). A review includes primarily applying analytical procedures to management's financial data and making inquiries of company management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements as a whole. Accordingly, we do not express such an opinion.

### **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.

### **Accountant's Responsibility**

Our responsibility is to conduct the review engagements in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. Those standards require us to perform procedures to obtain limited assurance as a basis for reporting whether we are aware of any material modifications that should be made to the financial statements for them to be in accordance with accounting principles generally accepted in the United States of America. We believe that the results of our procedures provide a reasonable basis for our conclusion.

We are required to be independent of the Organization and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our reviews.

**Accountant's Conclusion**

Based on our reviews, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in accordance with accounting principles generally accepted in the United States of America.

**Supplementary Information**

The supplementary information included on pages 20 and 22 is presented for purposes of additional analysis and is 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 financial statements. The supplementary information has been subjected to the review procedures applied in our reviews of the basic financial statements. We are not aware of any material modifications that should be made to the supplementary information. We have not audited the supplementary information and do not express an opinion on such information.

*Robert Apling + Associates, LLC*

Robert Apling + Associates, LLC  
Fremont, Ohio

**STATEMENTS OF FINANCIAL POSITION**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
<b>ASSETS</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 1,400,203	\$ 1,439,583
Accounts receivable	109,725	67,235
Hotel/motel tax receivable	189,853	187,514
Prepaid expenses and other current assets	15,216	29,961
Total current assets	<u>1,714,997</u>	<u>1,724,293</u>
<b>Property and equipment - net</b>	45,359	53,226
<b>Investments</b>	925,119	842,977
<b>Accounts receivable - related party</b>	<u>223,882</u>	<u>223,156</u>
Total assets	<u>\$ 2,909,357</u>	<u>\$ 2,843,652</u>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Current liabilities</b>		
Accounts payable	\$ 107,966	\$ 124,583
Refundable advances	3,373	5,453
Accrued payroll bonuses	64,617	57,098
Accrued payroll liabilities	11,944	4,302
Deferred revenue	114,913	116,512
Total current liabilities	<u>302,813</u>	<u>307,948</u>
Total liabilities	302,813	307,948
<b>Net assets</b>		
Without donor restrictions	1,906,764	1,858,118
With donor restrictions	699,780	677,586
Total net assets	<u>2,606,544</u>	<u>2,535,704</u>
Total liabilities and net assets	<u>\$ 2,909,357</u>	<u>\$ 2,843,652</u>

See accompanying notes and independent accountant's review report.

**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Years Ended December 31, 2024 and 2023**

	2024			2023		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Operating revenues and support</b>						
Hotel/motel tax and interest	\$ -	\$ 846,238	\$ 846,238	\$ -	\$ 828,303	\$ 828,303
Contributions	462,883	-	462,883	521,001	-	521,001
Membership	339,280	-	339,280	354,082	-	354,082
Member services	194,699	-	194,699	192,562	-	192,562
Fundraising	76,235	-	76,235	72,750	-	72,750
Development	20,840	-	20,840	-	-	-
Foreign Trade Zone	46,712	-	46,712	48,671	-	48,671
Blanchard Valley Port Authority	40,000	-	40,000	23,691	-	23,691
Contributions of nonfinancial assets	21,755	-	21,755	20,695	-	20,695
Administrative	17,340	-	17,340	20,490	-	20,490
Satisfaction of time and program restrictions	824,044	(824,044)	-	793,148	(793,148)	-
Total operating revenues and support	2,043,788	22,194	2,065,982	2,047,090	35,155	2,082,245
<b>Operating expenses</b>						
Program services	1,651,452	-	1,651,452	1,479,217	-	1,479,217
Management and general	376,359	-	376,359	391,095	-	391,095
Fundraising	51,814	-	51,814	47,078	-	47,078
Total operating expenses	2,079,625	-	2,079,625	1,917,390	-	1,917,390
Total operating income (loss)	(35,837)	22,194	(13,643)	129,700	35,155	164,855
<b>Nonoperating income</b>						
Net investment income:						
Interest and dividends	40,496	-	40,496	20,898	-	20,898
Realized and unrealized gain on investments	43,987	-	43,987	70,122	-	70,122
Total net investment gain	84,483	-	84,483	91,020	-	91,020
Total nonoperating income	84,483	-	84,483	91,020	-	91,020
Change in net assets	48,646	22,194	70,840	220,720	35,155	255,875
Net assets, beginning of year	1,858,118	677,586	2,535,704	1,637,398	642,431	2,279,829
Net assets, end of year	\$ 1,906,764	\$ 699,780	\$ 2,606,544	\$ 1,858,118	\$ 677,586	\$ 2,535,704

See accompanying notes and independent accountant's review report.

**STATEMENT OF FUNCTIONAL EXPENSES**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Year Ended December 31, 2024**

	<u>Program Services</u>				<u>Support Services</u>		<u>Total</u>
	<u>Chamber of Commerce</u>	<u>Convention and Visitor's Bureau</u>	<u>Economic Development Council</u>	<u>Total Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	
Salaries and benefits	\$ 304,187	\$ 157,842	\$ 234,649	\$ 696,678	\$ 203,293	\$ -	\$ 899,971
Member services	134,816	245,113	34,302	414,231	60,308	51,814	526,353
Other	8,174	7,462	31,734	47,370	7,184	-	54,554
Advertising and promotion	12,036	141,647	34,220	187,903	31,526	-	219,429
Occupancy	30,720	30,720	30,720	92,160	23,040	-	115,200
Information technologies	16,296	11,554	13,065	40,915	10,251	-	51,166
Office expenses	10,583	39,673	23,698	73,954	18,489	-	92,443
Professional services	3,152	5,264	66,392	74,808	18,702	-	93,510
Depreciation	657	4,000	4,512	9,169	-	-	9,169
Travel	3,431	1,483	9,350	14,264	3,566	-	17,830
Total expenses	<u>\$ 524,052</u>	<u>\$ 644,758</u>	<u>\$ 482,642</u>	<u>\$ 1,651,452</u>	<u>\$ 376,359</u>	<u>\$ 51,814</u>	<u>\$ 2,079,625</u>

See accompanying notes and independent accountant's review report.

**STATEMENT OF FUNCTIONAL EXPENSES**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Year Ended December 31, 2023**

	<b>Program Services</b>			<b>Support Services</b>			
	<b>Chamber of Commerce</b>	<b>Convention and Visitor's Bureau</b>	<b>Economic Development Council</b>	<b>Total Program Services</b>	<b>Management and General</b>	<b>Fundraising</b>	<b>Total</b>
Salaries and benefits	\$ 270,826	\$ 184,799	\$ 216,956	\$ 672,581	\$ 234,716	\$ -	\$ 907,297
Member services	114,677	199,758	31,745	346,180	46,395	47,078	439,653
Other	10,865	7,816	27,597	46,278	8,124	-	54,402
Advertising and promotion	13,587	149,489	9,461	172,537	44,209	-	216,746
Occupancy	30,720	32,893	31,120	94,733	23,683	-	118,416
Information technologies	19,480	13,042	12,917	45,439	11,360	-	56,799
Office expenses	15,530	11,860	9,838	37,228	9,307	-	46,535
Professional services	4,761	4,002	26,904	35,667	8,917	-	44,584
Depreciation	1,216	4,450	5,372	11,038	-	-	11,038
Travel	4,161	1,846	11,529	17,536	4,384	-	21,920
<b>Total expenses</b>	<b>\$ 485,823</b>	<b>\$ 609,955</b>	<b>\$ 383,439</b>	<b>\$ 1,479,217</b>	<b>\$ 391,095</b>	<b>\$ 47,078</b>	<b>\$ 1,917,390</b>

See accompanying notes and independent accountant's review report.

**STATEMENTS OF CASH FLOWS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Years Ended December 31, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 70,840	\$ 255,875
Adjustments to reconcile net income to cash provided by (used in) operating activities:		
Depreciation	9,169	11,038
Reinvested dividends/interest	(33,180)	(20,220)
Net realized and unrealized gain on investments net of management fees	(43,987)	(70,122)
Changes in operating assets and liabilities:		
Accounts receivable	(42,490)	2,213
Hotel/motel tax receivable	(2,339)	4,211
Prepaid expenses and other current assets	14,745	(18,395)
Accounts payable	(16,617)	4,905
Refundable advances	(2,080)	(963)
Accrued payroll bonuses	7,519	21,836
Accrued payroll liabilities	7,642	(1,151)
Deferred revenue	(1,599)	20,427
Cash provided by (used in) operating activities	<u>(32,377)</u>	<u>209,654</u>
<b>Cash flows from investing activities</b>		
Purchase of property and equipment	(1,302)	-
Purchase of investments	(278,357)	(481,902)
Proceeds from sale of investments	273,382	79,295
Cash used in investing activities	<u>(6,277)</u>	<u>(402,607)</u>
<b>Cash flows from financing activities</b>		
Accounts receivable - related party - net	(726)	810
Cash provided by (used in) financing activities	<u>(726)</u>	<u>810</u>
Net decrease in cash	<u>(39,380)</u>	<u>(192,143)</u>
Cash and cash equivalents at beginning of year	1,439,583	1,631,726
Cash and cash equivalents at end of year	<u>\$ 1,400,203</u>	<u>\$ 1,439,583</u>

See accompanying notes and independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 1 – Summary of Significant Accounting Policies**

**Business Activity and Nature of Operations**

The Findlay-Hancock County Alliance (fka Findlay-Hancock County Chamber of Commerce), 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).

**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-divisional balances and transactions have been eliminated.

**Financial Statement Presentation**

The accompanying financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic, *Not-for-Profit Entities (Topic 958)*, to be in accordance with accounting principles generally accepted in the United States of America. The Organization is required to report information regarding the financial position and activities according to two classes of net assets: net assets with donor restrictions and net assets without donor restrictions. The Organization is also required to make certain disclosures about liquidity, financial performance, and cash flows.

**Cash and Cash Equivalents**

The Organization maintains deposits in federally insured financial institutions. At times, these deposits exceed federal 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. For purposes of the statements of cash flows, the Organization considers all highly liquid debt instruments purchased with initial maturities of three months or less to be cash equivalents.

**Accounts Receivable**

The Organization considers all receivables to be fully collectible; accordingly, no allowance for doubtful accounts is included in the financial statements. When amounts are deemed to be uncollectible, they are expensed in the year in which that determination is made.

**Property and Equipment**

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

	<u>Years</u>
Leasehold improvements	5-40
Furniture and equipment	3-10

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 1 – Summary of Significant Accounting Policies (continued)**

**Property and Equipment (continued)**

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.

**Investments**

Investments are carried at fair value based upon independent market quotes. The change in fair value is reported as unrealized gain and loss in the accompanying statements of activities and changes in net assets.

**Deferred Membership Dues**

The Organization bills members for yearly dues in members' anniversary months. Revenue related to membership dues is recorded over the length of time the membership is active. Amounts received but not yet earned by the Organization are recorded as deferred membership in the current liabilities section of the accompanying statements of financial position. The opening balance of deferred membership as of January 1, 2023 was \$86,605.

**Refundable Advances**

The Organization is the recipient of grants that require expenditure for specified activities. Documentation showing actual costs expended is included when submitting a monthly or quarterly report for reimbursement. Certain grantors pay in advance of incurring the specified costs; in those cases, the amount received in excess of amounts spent on reimbursable costs is reported as a refundable advance.

**Classification of Net Assets**

Most funds of the Organization are classified as net assets without donor restrictions, 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. Net assets without donor restrictions are not subject to donor-imposed restrictions.

Net assets with donor restrictions 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 purposed restriction is met. All net assets with donor restrictions as of December 31, 2024 and 2023 are restricted for specific program use; see Note 6.

**Federal Income Taxes**

The Organization has been approved under Internal Revenue Code Section 501(c)(6) as a non-profit organization exempt from federal income 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 Topic, *Income Taxes (740)*, to account for uncertainty in income taxes.

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 1 – Summary of Significant Accounting Policies (continued)**

**Federal Income Taxes (continued)**

The Organization files Exempt Organization tax returns in the U.S. federal jurisdiction, and the state of Ohio. At December 31, 2024 and 2023, 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, 2024 and 2023, no interest or penalties were recognized.

**Revenue Recognition**

The Organization recognizes revenue from contracts with customers in accordance with FASB ASC Topic 606, *Revenue from Contracts with Customers (Topic 606)* (ASC 606).

ASC 606 requires organizations to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which they expect to be entitled in exchange for those goods or services. ASC 606 prescribes the following five-step model for recognizing revenue, the application of which may require significant judgment:

1. Identify the contract with the customer.
2. Identify the performance obligations in the contract.
3. Determine the transaction price.
4. Allocate the transaction price to performance obligations in the contract.
5. Recognize revenue as performance obligations are satisfied.

This standard also requires an entity to provide users of financial statements with comprehensive information about the nature, amount, timing, and uncertainty of revenue and cash flows arising from the Organization's contracts with customers.

The Organization determines the transaction price based on contractually agreed-upon amounts or rates, reduced by the contractual adjustments provided to third-party payors and other adjustments for estimated or variable considerations, such as implicit price concessions. The Organization utilizes the expected value method to determine the amount of variable consideration that should be included to arrive at the transaction price, using contractual agreements and historical reimbursement experience with each payor type. The Organization assesses collectability on all accounts prior to providing services.

*Membership and member services*

Membership income is recognized under ASC 606 as an exchange transaction. Dues are recognized ratably over the term of the membership, which is generally one year, as members benefit ratably over the course of the membership and the performance obligations of the Organization are fulfilled during that time. Member services are primarily composed of programming and events and associated revenue when the performance obligation of providing the service is met.

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 1 – Summary of Significant Accounting Policies (continued)**

**Revenue Recognition (continued)**

*Development*

From time to time, the EDC enters into agreements to promote the development of the Findlay and Hancock County area. The agreements provide for the EDC to receive an assignment fee for the successful sale of property to be used for economic development, and revenue is recognized at that point in time. Development income is recognized under ASC 606 as an exchange transaction.

*Foreign Trade Zone*

The EDC is able to assist manufacturers in Hancock and surrounding counties by lowering costs and boosting profits by the reduction, elimination, or deferral of duty payments. Income is recognized ratably over the term of the contract, which is generally one year, as manufacturers benefit ratably over the course of the contract and the performance obligations of the Organization are fulfilled during that time. The opening balance of deferred revenue as of January 1, 2023 was \$9,480.

Additionally, the Organization receives income from hotel tax as discussed in Note 7.

Opening balances of accounts receivable from customers as of January 1, 2024 and 2023 were \$15,000 and \$9,130, respectively. Closing balance of accounts receivable from customers was \$26,040 at December 31, 2024.

*Contributions*

In accordance with FASB Accounting Standards Update (ASU), 2018-08, *Not-for-Profit Entities: Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*, the Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities as net assets released from restrictions. Contributions received are recorded as restricted support, depending on the existence and/or nature of any donor restrictions.

**Advertising Costs**

Advertising costs are charged to operations when incurred. Total advertising costs charged to expense for the years ended December 31, 2024 and 2023 were \$219,429 and \$216,746, respectively.

**Use of Estimates**

The financial statements have been prepared on the accrual basis of accounting in conformity with generally accepted accounting principles, which 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.

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 1 – Summary of Significant Accounting Policies (continued)**

**Reclassification**

Certain prior year classifications have been changed in the current year financial statements in order to clarify financial presentation.

**Note 2 – Property and Equipment**

Property and equipment consists of the following at December 31:

	<b>2024</b>	<b>2023</b>
Leasehold improvements	\$ 857	\$ 857
Furniture and equipment	454,332	453,030
Website	22,560	22,560
Total property and equipment	477,749	476,447
Less: accumulated depreciation	432,390	423,221
Net property and equipment	<u>\$ 45,359</u>	<u>\$ 53,226</u>

Depreciation expense of \$9,169 and \$11,038 was incurred during 2024 and 2023, respectively.

**Note 3 – Investments**

The Organization accounts for investments with readily determinable fair values at fair value.

Investments consist of the following at December 31:

	<b>2024</b>		<b>2023</b>	
	<b>Cost</b>	<b>Market</b>	<b>Cost</b>	<b>Market</b>
Common stock	\$ 209,232	\$ 263,742	\$ 189,735	\$ 217,150
Mutual funds	504,229	525,862	541,315	561,929
Exchange traded funds	131,216	135,515	56,528	63,898
Total	<u>\$ 844,677</u>	<u>\$ 925,119</u>	<u>\$ 787,578</u>	<u>\$ 842,977</u>

Net investment earnings consisted of the following for the years ended December 31:

	<b>2024</b>	<b>2023</b>
Interest and dividend income	\$ 40,496	\$ 20,898
Net realized and unrealized gain (loss)	43,987	70,122
Total	<u>\$ 84,483</u>	<u>\$ 91,020</u>

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 4 – Fair Value Measurements**

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy under FASB ASC Topic, *Fair Value Measurement (Topic 820)*, are described as follows:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 – Inputs to the valuation methodology include:

- a. Quoted prices for similar assets or liabilities in active markets;
- b. Quoted prices for identical or similar assets or liabilities in inactive markets;
- c. Inputs other than quoted prices that are observable for the asset or liability;
- d. Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation techniques and inputs used for each major class of assets measured at fair value. There have been no changes in the methodologies used at December 31, 2024 and 2023.

*Money market funds* – valued using amortized cost which approximates fair value.

*Common stocks* – valued at quoted prices in active markets at year end.

*Mutual Funds & Exchange Traded Funds* – valued at quoted market prices, which represent the net asset value (NAV) of shares held by the Organization at year end.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies and assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 4 – Fair Value Measurements (continued)**

The Organization invests in investment securities. Investment securities are exposed to various risks, such as interest rate, market and credit risk. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect investment balances and the amounts reported in the statements of financial position.

The following tables present the Organization’s fair value hierarchy for those assets measured at fair value on a recurring basis as of December 31:

Description	2024			
	Total	Level 1	Level 2	Level 3
Common stocks:				
Healthcare	\$ 33,124	\$ 33,124	\$ -	\$ -
Technology	63,996	63,996	-	-
Consumer	83,730	83,730	-	-
Financial services	45,212	45,212	-	-
Real estate	10,976	10,976	-	-
Energy	13,010	13,010	-	-
Other	13,694	13,694	-	-
Mutual funds:				
Stock	210,123	210,123	-	-
Bond	315,739	315,739	-	-
Exchange traded funds:				
Blend	59,474	59,474	-	-
Bond	76,041	76,041	-	-
Money market funds	8,848	8,848	-	-
Total	<u>\$ 933,967</u>	<u>\$ 933,967</u>	<u>\$ -</u>	<u>\$ -</u>

See independent accountant’s review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 4 – Fair Value Measurements (continued)**

Description	2023			
	Total	Level 1	Level 2	Level 3
Common stocks:				
Healthcare	\$ 24,479	\$ 24,479	\$ -	\$ -
Technology	53,089	53,089	-	-
Consumer	71,115	71,115	-	-
Financial services	41,090	41,090	-	-
Real estate	10,988	10,988	-	-
Energy	5,300	5,300	-	-
Other	11,089	11,089	-	-
Mutual funds:				
Stock	192,082	192,082	-	-
Bond	369,847	369,847	-	-
Exchange traded funds:				
Blend	63,898	63,898	-	-
Money market funds	13,822	13,822	-	-
Total	<u>\$ 856,799</u>	<u>\$ 856,799</u>	<u>\$ -</u>	<u>\$ -</u>

Money market funds are recorded in cash and cash equivalents within the statements of financial position.

**Note 5 – Line of credit**

The Organization has available a \$150,000 line of credit with a 7.50% and 8.25% interest rate for the years ended December 31, 2024 and 2023. During February 2025, the line of credit was extended through February 6, 2026. At December 31, 2024 and 2023, the Organization had an outstanding balance of \$0.

**Note 6 – Net Assets with Donor Restrictions**

Net assets with donor restrictions 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, 2024 or 2023 are as follows:

2024	Beginning Balance	Contribution Additions	Restrictions Released	Ending Balance
CVB hotel taxes	\$ 677,586	\$ 846,238	\$ 824,044	\$ 699,780
Total	<u>\$ 677,586</u>	<u>\$ 846,238</u>	<u>\$ 824,044</u>	<u>\$ 699,780</u>

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 6 – Net Assets with Donor Restrictions (continued)**

<b>2023</b>	<b>Beginning Balance</b>	<b>Contribution Additions</b>	<b>Restrictions Released</b>	<b>Ending Balance</b>
CVB hotel taxes	\$ 642,431	\$ 828,303	\$ 793,148	\$ 677,586
Total	<u>\$ 642,431</u>	<u>\$ 828,303</u>	<u>\$ 793,148</u>	<u>\$ 677,586</u>

**Note 7 – 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.

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. Revenue is recognized when earned. In December 2020, the agreement was renewed effective January 1, 2021 for one year. In December 2021, the agreement was renewed effective January 1, 2022 for 5 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 8 – Contributions of Nonfinancial Assets**

In 2024, the Organization received services for communications/advertising, transportation, maintenance, and professional services totaling \$21,755 with offsetting expenses of \$21,755. In 2023, the Organization received services totaling \$20,695 with offsetting expenses of \$20,695.

	<b>2024</b>	<b>2023</b>
(a) Services	\$ 17,655	\$ 14,355
(b) Food	2,400	3,740
(c) Prizes	1,700	2,600
Total	<u>\$ 21,755</u>	<u>\$ 20,695</u>

The contributed nonfinancial assets have no associated donor restrictions.

- (a) Services – Contributed services include advertising, snow removal, recycling, and MC for ceremonies valued and reported at estimated fair value based on current rates for similar services.
- (b) Food – Contributed food was utilized in the Rally in the Alley event and valued based on the cost of the related food.
- (c) Prizes – Prizes contributed by local business for annual golf outing reported at fair value.

See independent accountant’s review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 9 – Retirement Plan**

The Organization has a qualified profit-sharing plan (the Plan) for which full-time employees are eligible after thirty days 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. Effective January 1, 2019, new hires are automatically enrolled at 6% unless they elect to opt out, and contributions to an employee's 401(k) account are immediately 100% vested. Profit sharing and matching expense was \$49,157 and \$46,320 for the years ended December 31, 2024 and 2023, respectively.

**Note 10 – Operating Leases**

In January of 2018, the Organization entered into a 63-month equipment (postage meter) lease agreement. Lease expense for 2024 and 2023 was \$0 and \$676. The postage meter lease was not renewed.

In April of 2023, the Organization entered into a 36-month equipment (postage meter) lease agreement. Lease expense for 2024 and 2023 was \$1,572 and \$1,048. Future minimum lease payments for 2025 and 2026 are \$1,572 and \$524, respectively.

The Organization rents its premises from the Foundation on a month-to-month basis. Rent paid to this related organization amounted to \$115,200 for 2024 and for 2023. The Organization has elected the practical expedient under FASB ASU 2023 - 01 to assess the written terms and conditions of common control leasing arrangements.

**Note 11 – Unrelated Business Income**

For the years December 31, 2024 and 2023, the Organization had no tax expense with regards to its unrelated business income.

**Note 12 – Related Parties**

All members of the Organization's Board of Directors also comprise the Board of Trustees of Findlay-Hancock County Alliance Foundation (the 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. Accounts receivable from the Foundation amounted to \$223,882 and \$223,156 at December 31, 2024 and 2023, respectively. The Organization charged the Foundation for administrative services performed amounting to \$17,340 and \$20,490 for 2024 and 2023, respectively.

During 2024, the Foundation contributed \$9,750 to the Organization to be used for program expenses. Additionally, the Organization guaranteed a mortgage note on behalf of the Foundation. The ending balance of the guaranteed mortgage note was \$259,274 at December 31, 2024 with monthly principal and interest payments of \$1,953 and the final payment due October 2040.

See independent accountant's review report.

**NOTES TO FINANCIAL STATEMENTS**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**December 31, 2024 and 2023**

**Note 12 – Related Parties (continued)**

During 2024 one member and during 2023 two 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. For the years ended December 31, 2024 and 2023, the amounts of these business services charged to operating expenses were \$36,042 and \$38,324, respectively.

**Note 13 – Liquidity and Availability of Financial Assets**

The Organization’s financial assets available within one year of the statements of financial position date for general expenditures are as follows at December 31:

	<u>2024</u>	<u>2023</u>
Cash and cash equivalents	\$ 1,400,203	\$ 1,439,583
Accounts receivable	109,725	67,235
Hotel/motel tax receivable	189,853	187,514
Investments	925,119	842,977
Less net assets with donor restrictions	(699,780)	(677,586)
Total	<u>\$ 1,925,120</u>	<u>\$ 1,859,723</u>

The Organization had \$1,925,120 and \$1,859,723 at December 31, 2024 and 2023, respectively, of financial assets available within one year of the statements of financial position date to meet cash needs for general expenditures, consisting of cash, receivables and investments. The Organization reviews cash balances on a monthly basis to ensure cash flow. Additionally, as discussed in Note 5, a line of credit is available in the amount of \$150,000 in the event of short-term cash needs.

**Note 14 – Methods Used for the Allocation of Expenses**

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities and schedules of functional expenses. Accordingly, certain costs have been allocated between program services and support services on a reasonable basis that is consistently applied. The expenses that are allocated include: professional services, travel, advertising which are allocated based on time spent; and office expenses, occupancy, depreciation, information technologies, and insurance, which are allocated based on square footage and identification of resources consumed.

**Note 15 – Subsequent Events**

The Organization evaluated subsequent events through June 24, 2025, the date that these financial statements were available to be issued. Based on the evaluation performed, there were no material subsequent events that required recognition or additional disclosure in these financial statements other than events discussed in Note 5.

**SUPPLEMENTARY INFORMATION**

**SCHEDULE I - DEPARTMENTAL EXPENSES**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Years Ended December 31, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
<b>MEMBER SERVICES - CHAMBER</b>		
Programs	\$ 56,683	\$ 47,495
Small Business Awards	10,367	9,873
Rally in the Alley	11,987	13,099
Safety council	27,988	22,480
Golf outing	45,821	40,812
Total member services	<u>\$ 152,846</u>	<u>\$ 133,759</u>
<b>MARKETING - CHAMBER</b>		
Travel	\$ 12,420	\$ 12,648
Printing	438	3,641
Marketing/advertising	21,708	22,322
Total marketing	<u>\$ 34,566</u>	<u>\$ 38,611</u>
<b>ADMIN. - SALARIES AND BENEFITS - CHAMBER</b>		
Salaries	\$ 232,988	\$ 212,527
Operational and support services	51,504	60,671
Employee benefits and taxes	87,764	76,138
Total salaries and benefits	<u>\$ 372,256</u>	<u>\$ 349,336</u>

See accompanying notes and independent accountant's review report.

**SCHEDULE I - DEPARTMENTAL EXPENSES**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Years Ended December 31, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
<b>ADMIN. - OPERATIONS - CHAMBER</b>		
Training	\$ 85	\$ 700
Dues and subscriptions	13,139	9,658
Postage	1,031	1,138
Telephone/internet	1,681	2,039
Professional services	3,940	5,952
Supplies and miscellaneous	4,565	7,558
Other expenses	7,784	10,643
Software	12,296	15,126
Facility - rent, utilities and maintenance	44,541	45,239
Depreciation	657	1,216
Total admin. - operations	<u>\$ 89,719</u>	<u>\$ 99,269</u>
Total Chamber expense	<u>\$ 649,387</u>	<u>\$ 620,975</u>
Less allocated management and general	<u>(79,514)</u>	<u>(94,340)</u>
Less allocated fundraising services	<u>(45,821)</u>	<u>(40,812)</u>
Total Chamber program expenses	<u>\$ 524,052</u>	<u>\$ 485,823</u>
<b>CONVENTION AND VISITORS BUREAU</b>		
Travel	\$ 1,829	\$ 2,307
Board development	-	61
Marketing/advertising	476,975	440,319
Salaries	160,363	151,642
Operational services	51,504	60,672
Employee benefits and taxes	52,937	50,909
Training	-	199
Dues and subscriptions	7,574	9,450
Postage	463	385
Telephone/internet	2,497	2,280
Professional services	6,580	5,002
Facility - rent, utilities and maintenance	44,902	48,301
Depreciation	4,000	4,450
Supplies and miscellaneous	14,421	17,171
Total Convention and Visitors Bureau expenses	<u>824,045</u>	<u>793,148</u>
Less allocated management and general	<u>(179,287)</u>	<u>(183,193)</u>
Total Convention and Visitors Bureau program expenses	<u>\$ 644,758</u>	<u>\$ 609,955</u>

See accompanying notes and independent accountant's review report.

**SCHEDULE I - DEPARTMENTAL EXPENSES**  
**FINDLAY-HANCOCK COUNTY ALLIANCE**  
**For the Years Ended December 31, 2024 and 2023**

	<u>2024</u>	<u>2023</u>
<b>ECONOMIC DEVELOPMENT COUNCIL</b>		
Program expenses	\$ 2,675	\$ 2,100
Business development	56,074	57,564
Printing	448	107
Marketing/advertising	40,227	12,471
In-kind contributions	21,755	20,695
Training	-	100
Salaries	207,436	174,938
Operational services	51,504	60,672
Employee benefits and taxes	62,328	59,805
Dues and subscriptions	10,320	8,406
Postage	177	153
Telephone/internet	2,196	2,199
Professional services	82,990	33,630
Facility - rent, utilities and maintenance	44,902	46,085
Depreciation	4,512	5,372
Software	2,472	2,444
Supplies and miscellaneous	16,177	16,526
Total Economic Development Council expenses	<u>606,193</u>	<u>503,267</u>
Less allocated management and general	<u>(117,558)</u>	<u>(113,562)</u>
Less allocated fundraising services	<u>(5,993)</u>	<u>(6,266)</u>
Total Economic Development Council program expenses	<u>\$ 482,642</u>	<u>\$ 383,439</u>
Total all departmental expenses	<u>\$ 2,079,625</u>	<u>\$ 1,917,390</u>

See accompanying notes and independent accountant's review report.