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January 20, 2010

Board of Directors
Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette – West Lafayette
Convention & Visitors Bureau
301 Frontage Rd.
Lafayette, IN 47905

We have reviewed the audit report prepared by Reed & Company, PC, Independent Public Accountants, for the period January 1, 2008 to December 31, 2008. In our opinion, the audit report was prepared in accordance with the guidelines established by the State Board of Accounts. Per the Independent Public Accountants' opinion, the financial statements included in the report present fairly the financial condition of the Greater Lafayette Convention and Visitors Bureau, Inc. d/b/a Lafayette – West Lafayette Convention & Visitors Bureau, as of December 31, 2008, and the results of its operations for the period then ended, on the basis of accounting described in the report.

The Independent Public Accountants' report is filed with this letter in our office as a matter of public record.

STATE BOARD OF ACCOUNTS

Audited Financial Statements
Greater Lafayette Convention
and Visitors Bureau, Inc.
d/b/a Lafayette – West Lafayette
Convention & Visitors Bureau
December 31, 2008 and 2007

**Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette - West Lafayette Convention and Visitors Bureau**

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
Greater Lafayette Convention and Visitors Bureau, Inc.
Lafayette, Indiana

We have audited the accompanying statements of assets and liabilities arising from cash transactions of Greater Lafayette Convention and Visitors Bureau, Inc., d/b/a Lafayette - West Lafayette Convention and Visitors Bureau (a nonprofit organization) as of December 31, 2008 and 2007, and the related statements of cash receipts and disbursements, and changes in net assets for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with U.S. generally accepted auditing standards and *Guidelines for Examination of Entities Receiving Financial Assistance from Governmental Sources*, issued by the Indiana State Board of Accounts. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As described in Note 1, these financial statements were prepared on the basis of cash receipts and disbursements, which is a comprehensive basis of accounting other than generally accepted accounting principles.

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities, and net assets of Greater Lafayette Convention and Visitors Bureau, Inc., d/b/a Lafayette - West Lafayette Convention and Visitors Bureau as of December 31, 2008 and 2007, and its recorded revenue and expenses, and the changes in its net assets for the years then ended, on the basis of accounting described in Note 1.

Reed & Company, P.C.

Lafayette, Indiana
August 06, 2009

Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette - West Lafayette Convention & Visitors Bureau
 Statements of Assets and Liabilities Resulting from Cash Transactions
 December 31, 2008 and 2007

	<u>2008</u>	<u>2007</u>
ASSETS		
Cash	\$ 289,197	\$ 169,631
Prepaid payroll taxes	<u>0</u>	<u>34</u>
TOTAL ASSETS	\$ <u>289,197</u>	\$ <u>169,665</u>
 LIABILITIES AND NET ASSETS		
Payroll and withholding taxes	\$ 615	\$ 0
Net assets, unrestricted	<u>288,582</u>	<u>169,665</u>
TOTAL LIABILITIES AND NET ASSETS	\$ <u>289,197</u>	\$ <u>169,665</u>

See Accompanying Notes to Financial Statements

Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette - West Lafayette Convention & Visitors Bureau

Statements of Cash Receipts and Disbursements
For the Years Ended December 31, 2008 and 2007

	2008	2007
Receipts		
Tippecanoe County	\$ 975,000	\$ 850,000
AICVB Grant	5,000	0
Interest	1,058	733
Total Receipts	981,058	850,733
Disbursements		
Wages	252,845	254,163
Directors' per diem	4,375	3,990
Building rent	58,464	58,464
Utilities	7,061	7,169
Building and equipment maintenance	21,302	22,186
Postage	19,204	21,248
Travel	7,525	8,977
Telephone	20,736	24,810
Professional fees	5,620	3,530
Promotion, advertising, and printing	240,484	272,694
Research and education	10,000	9,772
Office and operating supplies	6,889	7,609
Dues and subscriptions	9,557	13,829
Payroll taxes	21,021	20,809
Retirement	12,843	17,611
Worker's compensation insurance	780	799
Group insurance	60,103	58,685
Equipment purchases	47,193	19,218
Auto expenses	5,418	4,881
Liability insurance	4,359	3,798
Property taxes	10,161	6,924
Grants	36,201	20,719
Total Disbursements	862,141	861,885
Excess (Deficiency) of Receipts Over Disbursements	118,917	(11,152)
Cash Balance, Beginning of Year	169,631	180,780
Increase in payroll and withholding taxes	649	3
Cash Balance, End of Year	\$ 289,197	\$ 169,631

See Accompanying Notes to Financial Statements

Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette - West Lafayette Convention & Visitors Bureau

Statements of Changes in Net Assets
For the Years Ended December 31, 2008 and 2007

	<u>2008</u>	<u>2007</u>
Net Assets, Beginning of Year	\$ 169,665	\$ 180,817
Excess (Deficiency) of Receipts Over Disbursements	<u>118,917</u>	<u>(11,152)</u>
Net Assets, End of Year	<u>\$ 288,582</u>	<u>\$ 169,665</u>

See Accompanying Notes to Financial Statements

Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette - West Lafayette Convention and Visitors Bureau

Notes to Financial Statements
December 31, 2008 and 2007

Note 1. Nature of Business and Significant Accounting Policies

Nature of Business

Greater Lafayette Convention and Visitors Bureau, Inc., d/b/a Lafayette - West Lafayette Convention and Visitors Bureau (LWLCVB), is the marketing organization for Tippecanoe County. As the voice of the Greater Lafayette tourism industry, the LWLCVB promotes Tippecanoe County as a preferred conference, business and leisure travel destination within the community and globally. Promotion is done by producing and distributing brochures on the community, direct response advertising, attending association trade shows and actively marketing the community. By creating marketing partnerships and operating a visitor center, the LWLCVB strives to serve the needs of the community and visitors.

Method of Accounting

The books of the Bureau are recorded on the cash method of accounting. Because of this method, no accruals or prepayments of income and expenses are reflected in the books of the Bureau. Accordingly, the financial statements are not intended to present the financial position and the results of operations in conformity with generally accepted accounting principles.

Concentrations of Risk

The Bureau is funded by the Tippecanoe County Innkeeper's Tax, which may be impacted by the area's economic conditions and by changes in legislation. Also, the Bureau maintains cash in a demand deposit account with a federally insured bank. At times, the balance in this account may be in excess of federally insured limits.

Income Taxes

Greater Lafayette Convention and Visitors Bureau, Inc. is a not-for-profit organization incorporated under the laws of the State of Indiana and is exempt from income taxes under Section 501(c)(6) of the Internal Revenue Code.

Note 2. Leases

The Bureau leases office space under a ten-year lease extension through November 30, 2009. In November 2008, the Bureau signed an additional ten-year lease extension through November 30, 2019. The rental rates are as follows: \$4,872 per month through November 2009; \$5,100 per month for December 1, 2009 through November 30, 2014; and \$5,500 per month for December 1, 2014 through November 30, 2019. The Bureau has the option to renew the lease for an additional five years following the extension.

Greater Lafayette Convention and Visitors Bureau, Inc.
d/b/a Lafayette - West Lafayette Convention and Visitors Bureau

Notes to Financial Statements
December 31, 2008 and 2007

Note 2. Leases (continued)

The Bureau also leases office equipment for \$445 per month under an agreement which expires in January 2009. In January 2009, the Bureau signed a new five-year lease agreement for office equipment, requiring monthly payments of \$419 through January 2014.

Total rental expense under these leases for the years ended December 31, 2008 and 2007 was \$63,849 and \$63,827, respectively.

The minimum future lease payments under these leases are as follows:

Years Ending December 31,		
2009	\$	63,749
2010		66,227
2011		66,227
2012		66,227
2013		66,227
Thereafter		386,519
	\$	<u>715,176</u>

Note 3. Pension Plan

The Bureau maintains a pension plan which includes eligible members. The pension costs for 2008 and 2007 are \$12,843 and \$17,611, respectively.

Note 4. Local Funding

The Bureau is funded by the Tippecanoe County Innkeeper's Tax under Indiana Code 6-9-7. The amount is based on an annual budget approved by the county council, and the funds are disbursed to the Bureau in quarterly allotments. Funding for the years ended December 31, 2008 and 2007 was \$975,000 and \$850,000, respectively.