

971 State Route 34, Suite 1, Hurricane, WV 25526 (304) 757-7282 www.visitputnamwv.com

August 14, 2025

Putnam County Commission - mjsmith@putnamwv.org

WV State Auditors' Office - lgs@wvsao.gov , Attn: Shellie Humphries

WV Joint Committee on Government & Finance
https://www.wvlegislature.gov/Reports/Agency_Reports/AgencyReports.cfm

WVACVB - Jnuzum@bowlesrice.com

Dear Putnam County Commission, WV State Auditor's Office, WV Joint Committee on Government & Finance, and WV Association of Convention & Visitor Bureaus,

In compliance with W.Va. Code §7-18-13a, we are submitting to the Putnam County Commission, WVSAO, WV Joint Committee on Government & Finance, and WVACVB the following for the fiscal year ending June 30, 2025:

- · Balance sheet
- Income statement
- Our most recently completed (FY2024) financial review

In addition, we are accredited by the WV Association of Convention and Visitors Bureaus (WVACVB) W.Va., which conforms to code §7-18-13a(b) and confirms compliance with the following industry standards as follows:

- Maintains an annual budget,
- Conforms to budget allocation within the industry standard of 40% 40% 20% (Marketing, Personnel, Administrative),
- Develops a marketing plan targeting markets outside of 50 miles of their destination,
- · Employs a full time executive director,
- Maintains a physical office/ visitor Center,
- · Maintains a current website, and
- Submits annual report to all the CVBs funding entities

On behalf of the Putnam County Convention and Visitors Bureau (DBA Putnam County Tourism), I respectfully submit the required information and confirm that the organization is in full compliance with all WV Code 7-18-13 requirements. If you have any questions, please contact me at kelli@putnamtourism.com or 304-757-7282.

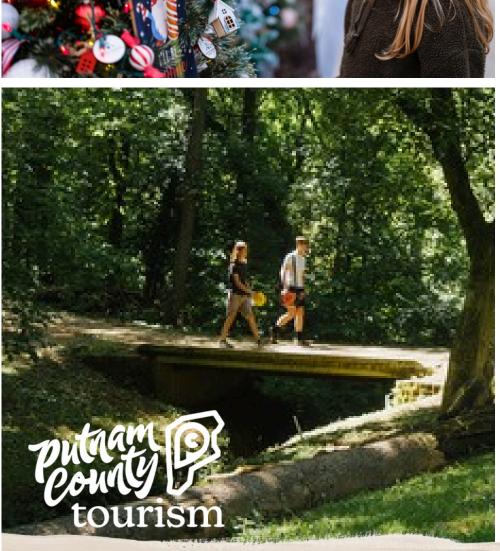
Sincerely,

Executive Director

Ashley Alford Gland Board President

Attachments: Income statement (July 1, 2024 – June 30, 2025), Balance sheet (June 30, 2025), Annual report (FY2025), and most recent Annual audit/review (FY2024).













Board of Directors

David Allen Gilpin, President Par-Mar Stores / WVRC Media

Angela Harding, Vice President Sleep Inn / MainStay Suites

Megan Tarbett, Treasurer Putnam County Libraries

Kathie Hess Crouse

West Virginia House of Delegates

Alexandra Pfost

Gritt's Farm

Amanda Ramey

City of Hurricane / Putnam Co. Commission Representative

Rob Sydenstricker

FireSide Grille

Joe Stevens

Nitro CVB / WV Ski Association

Maggie Parsons

Putnam County Fair Representative

Rebekah Withrow

Nucor Steel West Virginia

Executive Summary

At Putnam County Tourism, like many destination marketing organizations, we balance a full slate of projects, events, and deadlines while remaining focused on managing the public's investment with care and accountability. As soon as one event or project is completed we move on to the next challenge, rarely taking a moment to celebrate any success or calculate impact.

That's why compiling the annual report is such a rewarding endeavor. It allows us the opportunity to pause to reflect on accomplishments of the previous year, and preview initiatives for the year ahead.

I am incredibly proud of the amount we are able to accomplish here with a small (but mighty!) team and budget. Not only are we able to have a positive economic impact on the county by attracting visitors, but those visitors are experiencing the best our communities have to offer while making memories with friends and family. With hard work, careful strategy, creative problem solving, and a little luck, those impacts will continue to grow and pay dividends for years to come.

With gratitide,



Kelli Steele

Executive Director

Angie Barthelmess

Office Manager & Community Liaison

Khloe Smith

Content Coordinator

Financial Overview

Budget Summary

The purpose of a destination marketing organization is to attract visitors to the area, to increase the economic impact of those visitors while in market, and to ultimately improve the quality of life through stewardship of the visitor economy.

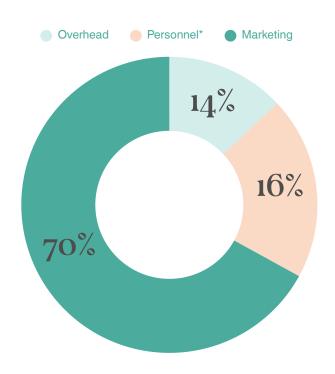
State code requires our budget to allocate a minimum of 40% of the occupancy tax revenue we receive directly on marketing expenses, a maximum of 40% toward personnel, and a maximum of 20% toward overhead.

*A large portion of CVB staff time is allocated toward marketing initiatives, which would have otherwise gone to a marketing agency or outside vendors. When accounting for that portion of personnel expenses, it brings the total amount invested in marketing to 67%.



Occupancy tax collections are up

10.8% over last fiscal year



Record occupancy tax revenue in FY2024

Revenue	
Occupancy Tax Revenue	\$263,000
Total Revenue	\$265,465
Expenses	
Overhead	\$33,786
Personnel (Administrative)	\$38,196
Personnel (Marketing)	\$32,233
Marketing	\$138,313
Total Expenditures	\$242,528

Organizational Highlights

New Name, Same Mission

As part of our strategic plan and with guidance from our Board of Directors, we changed our name to Putnam County Tourism to more clearly differentiate us from other local organizations and provide clarity about what we do.





Award Winning Video

Our "Building Meeks Mountain Trail" video, produced by Ben Saw This, LLC, won a People's Silver Telly Award in the General Promotion Category. The Telly Awards recognize video and television work across all platforms, and include entrants from all 50 states and across the world.

Content Creator Visits

We partnered with three different content creators on four visits to Putnam County to capture unique, authentic, usergenerated content. This helps us promote the area on social media and in digital campaigns. We plan to continue investment in content.





We partnered with DMOs across the Metro Valley to host a regional tourism conference. With participation from the WV Dept. of Tourism and six CVBs in the region, we hosted nearly 100 participants to learn about marketing, partnerships, creativity, and collaboration.



increase in website visitation in FY2025, and a 99% increase in new users.



Visitor Impact

Visitation Means Business

Most folks aren't thinking about their economic impact when visiting another area. But whether it's a leisure, business, or day trip, visitation has a significant impact on a community by injecting new money into the local economy. When visitors spend money on lodging, dining, entertainment, and other services, this revenue supports local businesses, creates jobs, and generates tax revenue that can be reinvested into community projects and infrastructure.

Unlike residents, who may spend money within the community but often circulate existing funds, visitors bring in external money, enhancing the community's overall financial health. As a result, tourism can help diversify the economy, reduce unemployment, and increase the quality of life for local residents.

Spending statistics here include local visitors in addition to those coming from 50+ miles away

40%
of all spend was
from visitors

of all lodging spend was from visitors

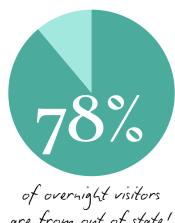
of all retail spend was from visitors



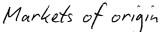
Visitor Profile

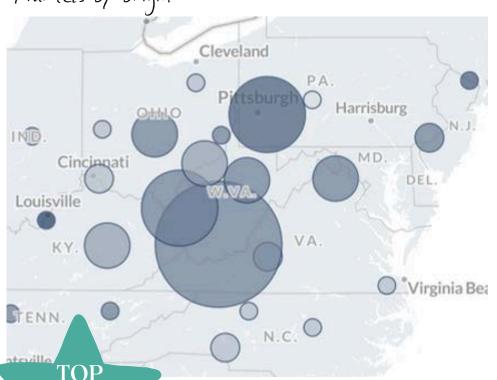
Who's visiting?

The data we have about visitors provides an incalculable advantage to our organization and partners. This information helps us market far more efficiently, understand which visitors have the potential to make the biggest economic impact, and advocate for our industry when opportunities arise.



are from out of state!





of visitors have children

in their household

27%

of visitors go to an outdoor recreation POI

out of state markets observed at accommodations

- 1. Pittsburgh, PA
- 2. Columbus, OH
- 3. Lexington, KY
- 4. Washington, DC / Hagerstown, MD
- 5. Roanoke-Lynchburg, VA



Columbus folks had the highest visitor spend!



971 WV-34, Suite 1 Hurricane, WV 25526

VisitPutnamWV.com 304-757-7282

Putnam County Convention and Visitors Bureau

Budget vs. Actuals: FY2025 July 2024 - June 2025

		TO	OTAL	
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Revenue				
505 Income-County Commission	263,000.00	263,000.00	0.00	100.00 %
507 Income-Tourism Grant		0.00	0.00	
520 Income-Events	2,465.25	2,500.00	-34.75	98.61 %
Total Revenue	\$265,465.25	\$265,500.00	\$ -34.75	99.99 %
GROSS PROFIT	\$265,465.25	\$265,500.00	\$ -34.75	99.99 %
Expenditures				
Overhead				
740 Accounting/Audit Review	8,392.40	8,500.00	-107.60	98.73 %
779 Insurance	3,340.65	3,600.00	-259.35	92.80 %
790 Equipment		0.00	0.00	
825 Miscellaneous/Special Projects	3,487.63	1,800.00	1,687.63	193.76 %
830 Membership Fees/License	3,078.03	3,000.00	78.03	102.60 %
845 Postage	85.60	200.00	-114.40	42.80 %
850 Rent	10,319.80	11,000.00	-680.20	93.82 %
870 Supplies-Office	1,013.63	1,000.00	13.63	101.36 %
881 Telephone	2,171.67	1,800.00	371.67	120.65 %
885 Travel	1,177.06	1,300.00	-122.94	90.54 %
888 IT Services & Operations Software	929.87	1,100.00	-170.13	84.53 %
Total Overhead	33,996.34	33,300.00	696.34	102.09 %
Personnel				
775 Salaries/Wages	77,823.68	80,500.00	-2,676.32	96.68 %
776 Taxes	6,089.32	10,000.00	-3,910.68	60.89 %
Total 775 Salaries/Wages	83,913.00	90,500.00	-6,587.00	92.72 %
Total Personnel	83,913.00	90,500.00	-6,587.00	92.72 %
Promotional & Advertising Expenses				
744 Advertising & Marketing	43,323.97	43,000.00	323.97	100.75 %
747 Digital Tools & Apps	19,577.91	15,000.00	4,577.91	130.52 %
750 Brochures	7,654.63	8,500.00	-845.37	90.05 %
765 Contract Services (Including Agency Fees)	7,000.00	7,500.00	-500.00	93.33 %
767 Visitor Info Kiosks		0.00	0.00	
768 Design	385.72	500.00	-114.28	77.14 %
769 Events	6,736.86	7,500.00	-763.14	89.82 %
769-23 Event Attraction		0.00	0.00	
Total 769 Events	6,736.86	7,500.00	-763.14	89.82 %
770 Partner Training & Support	3,176.49	3,200.00	-23.51	99.27 %
771 Visitors Center & Services	9,816.54	10,000.00	-183.46	98.17 %
774 Multimedia Production	12,750.00	14,500.00	-1,750.00	87.93 %
855 Research & Analytics	25,000.00	25,000.00	0.00	100.00 %
887 Training/Workshops	2,890.39	3,000.00	-109.61	96.35 %
Total Promotional & Advertising Expenses	138,312.51	137,700.00	612.51	100.44 %
Total Expenditures	\$256,221.85	\$261,500.00	\$ -5,278.15	97.98 %

Putnam County Convention and Visitors Bureau

Budget vs. Actuals: FY2025 July 2024 - June 2025

		T	OTAL	
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
NET OPERATING REVENUE	\$9,243.40	\$4,000.00	\$5,243.40	231.09 %
NET REVENUE	\$9,243.40	\$4,000.00	\$5,243.40	231.09 %

Statement of Financial Position

Putnam County Convention and Visitors Bureau

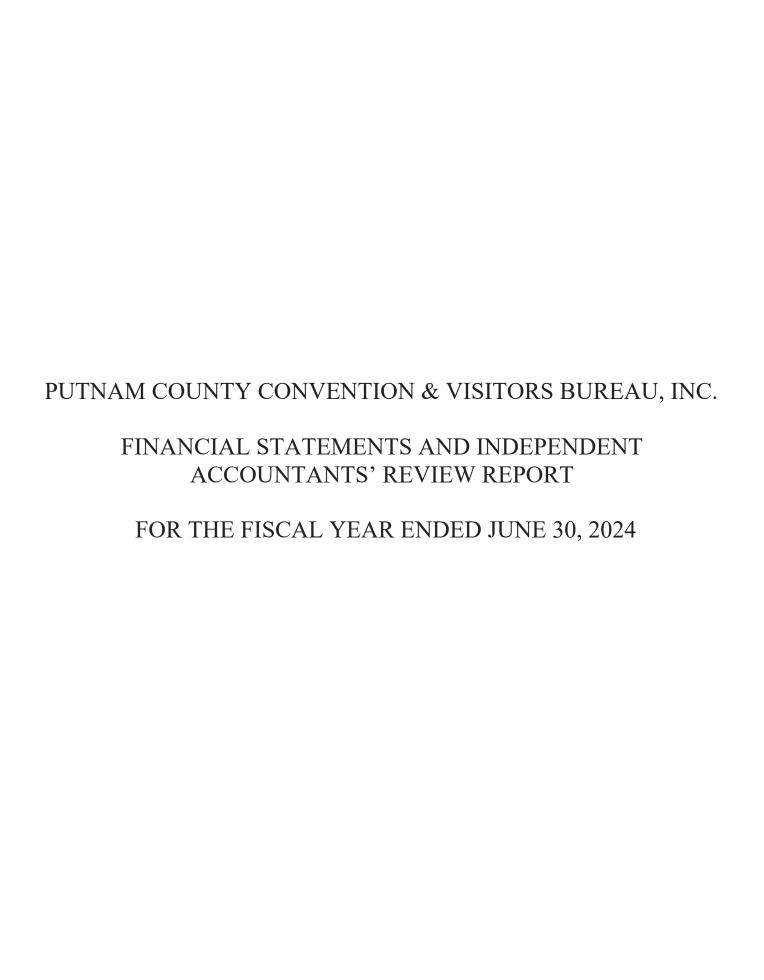
As of June 30, 2025

57,019.34 109,559.10 \$166,578.44 67,500.00 \$67,500.00 6,500.00
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\$67,500.00
\$67,500.00
6,500.00
6,500.00
\$6,500.00
\$240,578.44
4,134.00
7,000.00
-7,707.32
\$3,426.68
\$244,005.12
0
-

Statement of Financial Position

Putnam County Convention and Visitors Bureau As of June 30, 2025

DISTRIBUTION ACCOUNT	TOTAL
Total for Credit Cards	\$5,665.44
Other Current Liabilities	
205 Federal Tax Withheld	
206 State Tax Withheld	196.00
207 FICA Withheld	
231 941 Deposits Suspense	
375 N/P Putnam County parks	
Accrued Payroll Expense	
Payroll Clearing	
Sales Tax Agency Payable	
Total for Other Current Liabilities	\$196.00
Total for Current Liabilities	\$5,861.44
Long-term Liabilities	
Total for Liabilities	\$5,861.44
Equity	
3900 Retained Earnings	189,485.09
Net Income	7,779.59
471 Net Assets w/o Donor Restrict.	40,879.00
Total for Equity	\$238,143.68
Total for Liabilities and Equity	\$244,005.12



PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC TABLE OF CONTENTS FOR THE FISCAL YEAR ENDED JUNE 30, 2024

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The Fyffe Jones Group, AC

2155 Carter Avenue P.O. Box 2245 Ashland, KY 41105-2245 606-329-8604

806 Chillicothe Street Portsmouth, OH 45662 740-353-0400 1033 Twentieth Street P.O. Box 1148 Huntington, WV 25713-1148 304-525-8592

INDEPENDENT ACCOUNTANTS' REVIEW REPORT

To the Board of Directors of Putnam County Convention & Visitors Bureau, Inc. Hurricane, West Virginia

We have reviewed the accompanying financial statements of the Putnam County Convention & Visitors Bureau, Inc. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2024, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements. A review includes primarily applying analytical procedures to management's financial data and making inquiries of the Bureau's 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 the 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.

Accountants' 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 American Institute of Certified Public Accountants. 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 Putnam County Convention & Visitors Bureau, Inc. and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements related to our review.

Accountants' Conclusion

Based on our review, 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.

THE FYFFE JONES GROUP, AC

The Fyffe Jones Group, AL

Huntington, West Virginia May 15, 2025

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. STATEMENT OF FINANCIAL POSITION JUNE 30, 2024

ASSETS

Current assets:	
Cash	\$ 155,170
Hotel and motel tax receivable	67,500
Prepaid rent - current portion	3,000
Total current assets	225,670
	· · · · · · · · · · · · · · · · · · ·
Noncurrent assets:	
Prepaid rent - noncurrent portion	3,500
Property and equipment	11,134
Less: accumulated depreciation	(7,707)
Total noncurrent assets	6,927
TOTAL ASSETS	\$ 232,597
LIABILITIES AND NET ASSETS	
Current liabilities:	
Accounts payable	\$ 2,039
Payroll tax withheld	193
Total current liabilities	2,232
Total liabilities	2,232
Net assets:	
Without donor restrictions	230,365
Total net assets	230,365
TOTAL LIABILITIES AND NET ASSETS	\$ 232,597

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. STATEMENT OF ACTIVITIES FOR THE FISCAL YEAR ENDED JUNE 30, 2024

	Without Donor Restrictions	With Donor Restrictions	<u>Total</u>
REVENUE AND GAINS			
Hotel and motel tax	\$ 247,250	\$ -	\$ 247,250
Special event income	120	-	120
Interest income	732	_	732
Services income	916	_	916
Miscellaneous income	16	_	16
TOTAL REVENUE AND GAINS	249,034		249,034
EXPENSES:			
Program services	208,549	-	208,549
Supporting services:			
Management and general	46,390	-	46,390
TOTAL EXPENSES	254,939		254,939
CHANGE IN NET ASSETS	(5,905)		(5,905)
NET ASSETS, BEGINNING OF YEAR	236,270		236,270
NET ASSETS, END OF YEAR	\$ 230,365	\$ -	\$ 230,365

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE FISCAL YEAR ENDED JUNE 30, 2024

	_	Supporting Services	
	Program	Management and	1
	Services	General	Total
Salaries and wages	\$ 53,495	\$ 22,926	\$ 76,421
Payroll taxes	4,294	1,841	6,135
Insurance	1,107	2,148	3,255
Membership fees and licensure	954	1,851	2,805
Postage	51	100	151
Telephone	591	1,146	1,737
Rent	4,495	8,725	13,220
Transportation	311	604	915
Professional fees	2,918	5,663	8,581
Technology	367	711	1,078
Miscellaneous	348	675	1,023
Mobile visitors center	7,204	-	7,204
Brochures	3,447	-	3,447
Training, research, and workshops	32,871	-	32,871
Multimedia production	2,478	-	2,478
Office supplies	1,193	-	1,193
Equipment expense	1,382	-	1,382
Design and technology	941	-	941
Advertising	81,673	-	81,673
Special events	7,785	<u> </u>	7,785
TOTAL EXPENSES BEFORE DEPRECIATION	207,905	46,390	254,295
Depreciation	644		644
TOTAL EXPENSES	\$ 208,549	\$ 46,390	\$ 254,939

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. STATEMENT OF CASH FLOWS FOR THE FISCAL YEAR ENDED JUNE 30, 2024

\$ (5,905)
644
(10,000)
103
3,000
(1,894)
38
(1,548)
(15,562)
(15,562)
170,732
\$ 155,170
<u>\$ -</u>

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. NOTES TO THE FINANCIAL STATEMENTS FOR THE FISCAL YEAR ENDED JUNE 30, 2024

Note 1 – Summary of Significant Accounting Policies:

A. Organization and Revenue Recognition

The Putnam County Convention & Visitors Bureau, Inc., ("the Bureau") is a nonprofit organization that receives the majority of its revenue from hotel and motel taxes collected by the county government. Under West Virginia State Code, certain hotels, motels, and other short-term lodging entities are required to collect an occupancy tax from customers. A portion of this tax is to be remitted to the convention and visitors bureau that is located in the municipality in which the corresponding lodging entity exists. The Bureau receives this funding from the Putnam County Commission, which collects the tax from hotels, motels, and other short-term lodging entities in Putnam County. The Bureau recognizes this revenue as earned once the Commission has received the tax payments from the hotels, motels, and other short-term lodging entities.

B. Basis of Presentation

The accompanying financial statements of the Bureau, Inc., have been prepared on the accrual basis of accounting. The Bureau records contributions and grants received as an increase in net assets with donor restrictions, or without donor restrictions, depending on the existence of any donor/grantor restrictions. The Bureau reports information regarding its financial position and activities according to two classes of net assets: with donor restrictions and without donor restrictions.

C. Business Activity

The Bureau is an economic engine that serves as a conduit to educate visitors and promote the resources of Putnam County. The Bureau works to bring groups, meetings and events to Putnam County and connect that activity with recreational opportunities within the region.

D. Property and Equipment

Expenditures for property and equipment are stated at cost. Donated assets are recorded at their estimated or appraised value at the date of donation. Depreciation is computed on the straight- line method over the useful lives of the assets, which range from five (5) to fifteen (15) years.

E. Cash Equivalents

For purposes of the statement of cash flows, all highly liquid debt instruments purchased with a maturity of three months or less are considered to be cash equivalents.

F. Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from these amounts.

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. NOTES TO THE FINANCIAL STATEMENTS FOR THE FISCAL YEAR ENDED JUNE 30, 2024

Note 1 – Summary of Significant Accounting Policies (Continued):

G. Advertising Costs

Advertising costs are charged to operations in the period in which they occur.

H. Accounting for Uncertain Tax Positions

The Bureau follows the provisions of Accounting Standards Codification (ASC) Topic 740, *Income Taxes*, relating to unrecognized tax benefits. This standard requires an entity to recognize a liability for tax positions when there is a 50% or greater likelihood that the position will not be sustained upon examination. The Bureau is liable for taxes to the extent of any unrelated business income as defined by IRS regulations. The Bureau believes that it has not engaged in any unrelated business income as defined by IRS regulations and that it is more likely than not that this position would be sustained upon examination. As such, there were no liabilities recorded for uncertain tax positions as of June 30, 2024.

I. Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the statement of activities. The statement of functional expenses presents the natural classification of expenses by function. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The expenses that are allocated include occupancy and depreciation, as well as personnel costs, professional services, office expenses, information technology, insurance, and other, which are allocated on estimates of time and effort.

J. Hotel and Motel Tax Receivable

Hotel and motel tax receivable represent consideration from local government agencies, of which the Bureau has an unconditional right to receive. Hotel and motel tax receivable is stated at the amount the Bureau expects to be collected from the outstanding balance. As of June 30, 2024, the Bureau has determined, based on historical experience and subsequent collections, which all amounts are fully collectible and no allowance for doubtful accounts is necessary.

Note 2 – Liquidity:

The following reflects the Bureau's financial assets as of the statement of financial position date, reduced by amounts not available (if any) for general use because of contractual or donor- imposed restrictions within one year of the statement of financial position date:

Financial assets as of June 30, 2024	
Cash	\$ 155,170
Hotel and motel tax receivable	67,500
Financial assets available to meet cash	
needs for general expenditures within one	
year	\$ 222,670

PUTNAM COUNTY CONVENTION & VISITORS BUREAU, INC. NOTES TO THE FINANCIAL STATEMENTS FOR THE FISCAL YEAR ENDED JUNE 30, 2024

Note 3 – Property and Equipment:

Property and equipment consisted of the following at June 30, 2024:

Furniture and fixtures	\$ 4,134
Leasehold improvements	7,000
Total	11,134
Less: accumulated depreciation	7,707
Property and equipment - net	\$ 3,427

Note 4 – Operating Leases:

The Bureau has an operating lease agreement for its office space at 971 WV Route 34, Hurricane, West Virginia. Effective September 1, 2016, a one-year lease was executed, renewable annually, with the discounted monthly lease payment of \$795 should the Bureau choose to annually renew this lease.

The discounted lease rate is determined by the \$30,000 lease prepayment made on September 1, 2016, divided by \$250 per month for a total of ten years. The regular lease rate is \$1,095 a month.

As of June 30, 2024, the Bureau has a total of \$6,500 prepaid rent remaining to apply to the operating lease should the Bureau choose to continue to annually renew the lease. The lease has been renewed annually since inception, and the Bureau intends to continue renewing the lease.

Rent expense for the leased office space was \$12,540 for the year ended June 30, 2024.

Note 5 – Federal Income Taxes:

Putnam County Convention & Visitors Bureau, is exempt from federal income taxes under Section 501 (c) (4) of the Internal Revenue Code.

Note 6 – Net Assets with Donor Restrictions:

For the fiscal year ended June 30, 2024, the Bureau did not have net assets with donor restrictions.

Note 7 – Subsequent Events:

The Bureau has evaluated all subsequent events through May 15, 2025, the date the financial statements were available to be issued, and feel that all subsequent events have been properly evaluated and disclosed.