

County Controller

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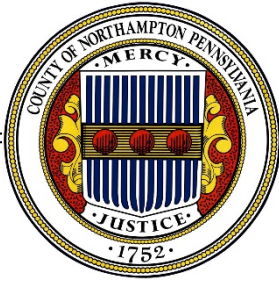
Agreed-Upon Procedures
Report

**HOTEL ROOM
RENTAL TAX**

HYATT PLACE

For the Period January 1, 2019
through December 31, 2020

**Office of the Controller
County of Northampton
Pennsylvania**



RICHARD J. SZULBORSKI

CONTROLLER OF NORTHAMPTON COUNTY

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Solicitor

**INDEPENDENT INTERNAL AUDITOR'S REPORT
ON APPLYING AGREED-UPON PROCEDURES**

Northampton County Commissioners
Lamont G. McClure, Jr., County Executive
County of Northampton, Pennsylvania

We have performed the procedures enumerated below, which were agreed to by the County of Northampton's Administration solely to assist you with evaluating the Hotel Room Rental Tax Remittances from License #140 Hyatt Place for the period January 1, 2019 to December 31, 2020. County management is responsible for ensuring that Operators within Northampton County are collecting this tax from their guests and that Operators remit the tax they collect to the County. The sufficiency of these procedures is solely the responsibility of the parties specified in this report, who have acknowledged that the procedures performed are appropriate to meet the intended purpose of the engagement. Consequently, we make no representation regarding the sufficiency of the procedures enumerated below either for the purpose for which this report has been requested or for any other purpose.

The procedures performed may not address all the items of interest to a user of this report and may not meet the needs of all users of the report and, as such, users are responsible for determining whether the procedures performed are appropriate for their purposes. An agreed-upon procedures engagement involves the practitioner performing specific procedures that the engaging party has agreed to and acknowledged to be appropriate for the intended purpose of the engagement and reporting on findings based on the procedures performed.

Procedures and Findings

1. Procedure:

- Obtain two years of tax remittances from the County's Revenue Division. Inspect to determine whether the operator used the latest version of the remittance form and that the form was fully completed in a proper and accurate manner.
- As necessary, provide hotel management with a copy of the current Hotel Tax Rules and Regulations.

Findings: We inspected all remittance forms submitted during the audit period and found:

- The Operator used the latest version of the remittance report.
- The Operator correctly calculated the hotel room rental tax amount in all 24 months.

- The Operator submitted the higher of the tax collected/tax due every month.
- The Operator was late submitting their monthly remittance reports once in 24 months.
- The Operator failed to submit supporting documentation for permanent exemptions taken with their remittances in two months.

2. **Procedure:** Interview hotel management to gain an understanding of the Operator's accounting process.

Findings: We obtained an understanding of the Operator's accounting process sufficient to evaluate the accuracy of remittances to the County.

3. **Procedure:** Inspect the Operator's financial reports to verify the accuracy of Remittance Reports and compliance with Rules and Regulations.

Findings: We recalculated all remittance forms submitted during the period, inspected exemption documentation, and found the hotel underreported taxable room revenue when compared to their financials in seventeen months totaling \$17,109.29. The hotel overstated room revenue when compared to their financials in four months during 2019 and 2020 totaling \$23,509.59, which resulted in an overpayment of tax to the County totaling \$925.

4. **Procedure:** Investigate the validity of claimed permanent and non-permanent exemptions by testing a sample not to exceed 50.

Findings: We reviewed the 29 unique exemptions taken by the hotel operator over the two years tested based on documentation that the hotel manager was able to locate. Exemptions for a group of long-term guests that stayed at the hotel for almost 3 months were considered one large exemption each month for testing purposes. Three non-permanent exemptions totaling \$1,125 taken in September 2019 for ineligible non-exempt travelers were disallowed. The hotel also overstated permanent exemptions of \$3,627 taken in December 2020.

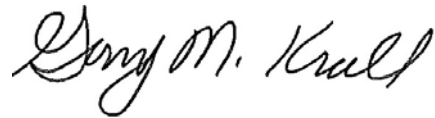
5. **Procedure:** Calculate any additional tax owed or refund due to the Operator. (Underpayment or overpayment of hotel tax by operators of \$5 or less determined during the audits are considered immaterial and will not be collected from nor paid to hotel Operators.)

Findings: We determined that the Hyatt Place – License #140 is due a credit of \$63.75 for overpayment of tax. See Exhibit 1 for a detailed breakdown of the tax and penalty owed to the hotel.

We conducted this agreed-upon procedures engagement in accordance with generally accepted government auditing standards. We were not engaged to and did not conduct an examination or review, the objective of which would be the expression of an opinion or conclusion, respectively, on Hotel Room Rental Tax Remittances from License #140 Hyatt Place for the period January 1, 2019 to December 31, 2020. Accordingly, we do not express such an opinion or conclusion. Had we performed additional procedures, other matters might have come to our attention that would have been reported to you. We are required to be independent of the responsible party and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to the agreed-upon procedures engagement.



Richard J. Szulborski
County of Northampton Controller
Easton, Pennsylvania



Gary M. Krall, CMA
Lead Auditor

December 10, 2021

cc: S. Barron, Director of Fiscal Affairs
N. Poplawski, Revenue Manager
T. Smith, Director of Department of Community and Economic Development
K. Collis, Community and Economic Development Specialist
K. O'Brien, Hotel General Manager

COUNTY OF NORTHAMPTON
 Hotel Room Rental Tax Remittances
 License #140 Hyatt Place
 January 1, 2019 – December 31, 2020

Exhibit 1

	<u>Tax Remitted</u>	<u>Tax Calculated</u>	<u>Over/(Under) Payment</u>	<u>Interest</u>	<u>Amount Due to County</u>
January 2019	9,879.91	9,905.84	(25.93)	(13.22)	(39.15)
February 2019	12,829.37	12,849.60	(20.23)	(10.01)	(30.24)
March 2019	16,238.44	16,273.06	(34.62)	(16.62)	(51.24)
April 2019	15,260.89	15,299.88	(38.99)	(18.13)	(57.12)
June 2019	17,457.84	17,506.56	(48.72)	(21.19)	(69.91)
July 2019	17,182.61	17,251.60	(68.99)	(28.98)	(97.97)
September 2019	16,762.92	16,849.44	(86.52)	(33.74)	(120.26)
November 2019	16,037.40	16,100.00	(62.60)	(22.54)	(85.14)
December 2019	17,668.44	16,788.28	880.16	0.00	880.16
Subtotal 2019	\$139,317.82	\$138,824.26	\$493.56	(\$164.43)	\$329.13
January 2020	11,334.00	11,368.76	(34.76)	(11.47)	(46.23)
February 2020	14,022.00	14,070.52	(48.52)	(15.28)	(63.80)
March 2020	6,244.56	6,278.88	(34.32)	(10.30)	(44.62)
May 2020	1,840.00	1,896.28	(56.28)	(15.20)	(71.48)
June 2020	4,090.00	4,114.92	(24.92)	(6.35)	(31.27)
July 2020	6,250.80	6,216.00	34.80	0.00	34.80
September 2020	7,803.20	7,821.76	(18.56)	(3.90)	(22.46)
November 2020	5,935.21	5,925.32	9.89	0.00	9.89
December 2020	6,547.00	6,572.93	(25.93)	(4.28)	(30.21)
Subtotal 2020	\$64,066.77	\$64,265.37	(\$198.60)	(\$66.78)	(\$265.38)
Grand Total	\$203,384.59	\$203,089.63	\$294.96	(\$231.21)	\$63.75
Total Due					<u>\$63.75</u>

Please deduct \$63.75 from your next monthly hotel tax remittance to the County of Northampton, include a copy of this statement and remit to:

County of Northampton
 Revenue Division, Attn. Nancy Poplawski
 669 Washington Street
 Easton, PA 18042

If you have any questions, call Nancy Poplawski at 610-829-6187.

COUNTY OF NORTHAMPTON
Hotel Room Rental Tax Remittances
License #140 Hyatt Place
January 1, 2019 – December 31, 2020

Exhibit 1

Hotel License #140

Hyatt Place
45 W. North St.
Bethlehem, Pa 18018

Contact:

Keith O'Brien, Hotel General Manager