



**OFFICE OF AUDITOR OF STATE
STATE OF IOWA**

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Auditor of State

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NEWS RELEASE

FOR RELEASE

October 4, 2021

Contact: Ernest Ruben
515/281-5834

Auditor of State Rob Sand today released an agreed-upon procedures report on the Iowa Turkey Marketing Council for the period January 1, 2019 through December 31, 2020.

A copy of the report is available for review on the Auditor of State's web site at <https://auditor.iowa.gov/reports/audit-reports/>.

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IOWA TURKEY MARKETING COUNCIL
AUDITOR OF STATE'S INDEPENDENT REPORT ON
APPLYING AGREED-UPON PROCEDURES
FOR THE PERIOD
JANUARY 1, 2019 THROUGH DECEMBER 31, 2020

Iowa Turkey Marketing Council



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Rob Sand
Auditor of State

September 20, 2021

Officials of the Iowa Turkey Marketing Council
Des Moines, Iowa

Dear Council Members:

I am pleased to submit to you the agreed-upon procedures report for the Iowa Turkey Marketing Council for the period January 1, 2019 through December 31, 2020. The agreed-upon procedures were performed pursuant to Chapter 184A.9 of the Code of Iowa and in accordance with attestation standards established by the American Institute of Certified Public Accountants and the standards for attestation engagements contained in Government Auditing Standards.

I appreciate the cooperation and courtesy extended by the officials and employees of the Iowa Turkey Marketing Council throughout the agreed-upon procedures engagement. If I or this office can be of any further assistance, please contact me or my staff at 515-281-5834.

Sincerely,

A handwritten signature in black ink that reads "Rob Sand". The signature is stylized and cursive.

Rob Sand
Auditor of State

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Iowa Turkey Marketing Council

Officials

Name

Title

State

Honorable Kim Reynolds
Kraig Paulsen
Tim McDermott

Governor
Interim Director, Department of Management
Director, Legislative Services Agency

Council

Lynn Schable
Brad Moline
Erin Ronzheimer
Ben Slinger
Russ Yoder

Chairperson
Member
Member
Member
Member

Julie Kenney

Secretary designee, Iowa Department of Agriculture
and Land Stewardship

Gretta Irwin

Executive Director/Secretary

Iowa Turkey Marketing Council



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Auditor of State's Independent Report on Applying Agreed-Upon Procedures

To the Members of the Iowa Turkey Marketing Council:

We have performed the following procedures, which were agreed to by the Iowa Turkey Marketing Council, solely to assist you in evaluating the operations of the Iowa Turkey Marketing Council for the period January 1, 2019 through December 31, 2020. This agreed-upon procedures engagement was conducted in accordance with attestation standards established by the American Institute of Certified Public Accountants. The sufficiency of these procedures is solely the responsibility of those parties specified in this report. Consequently, we make no representation regarding the sufficiency of the procedures described below, either for the purpose for which this report has been requested or for any other purpose.

The procedures we performed are summarized as follows:

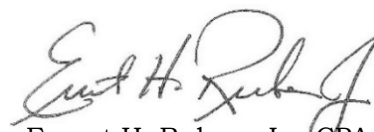
1. Reviewed certain revenues and expenses of the Iowa Turkey Marketing Council for propriety.
2. Reviewed bank reconciliations of the Iowa Turkey Marketing Council for propriety.
3. Reviewed minutes of the Iowa Turkey Marketing Council for propriety.
4. Reviewed internal controls over receipts and disbursements of the Iowa Turkey Marketing Council.

Based on the performance of the procedures described above, no items of non-compliance were noted.

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 specific accounting records and related information of the Iowa Turkey Marketing Council, including compliance with specific Code of Iowa requirements. 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.

The purpose of this report is to report certain agreed-upon procedures and the resulting recommendations pertaining to selected accounting records and related information of the Iowa Turkey Marketing Council, including the Council's compliance with certain Code of Iowa requirements. This report is not suitable for any other purpose.

We would like to acknowledge the many courtesies and assistance extended to us by personnel of the Iowa Turkey Marketing Council during the course of our agreed-upon procedures engagement. Should you have any questions concerning any of the above matters, we shall be pleased to discuss them with you at your convenience.


Ernest H. Ruben, Jr., CPA
Director

September 20, 2021

Iowa Turkey Marketing Council

Iowa Turkey Marketing Council

Summary of Revenues, Expenses and Changes in Net Position

For the years ended December 31, 2019 and December 31, 2020

	2020	2019
Revenues:		
Turkey producer fees	\$ 354,535	340,158
Less refunds	(34,248)	(34,409)
Net operating revenues	<u>320,287</u>	<u>305,748</u>
Expenses:		
Salaries and benefits	141,190	121,628
Dues - National Turkey Federation	90,015	91,117
Travel and subsistence	1,963	2,676
Professional development	195	20
Office supplies	1,458	1,555
Telephone	2,658	2,030
Office rent/building expense	18,000	18,000
Postage	255	286
Promotion	20,951	5,154
Insurance	4,439	4,446
Memberships	2,016	216
Professional services	-	4,289
Board and committee members	278	312
Educational/regional meetings	40	936
Bank charges	80	81
Total expenses	<u>283,538</u>	<u>252,747</u>
Excess of net operating revenues over expenses	<u>36,749</u>	<u>53,001</u>
Change in net position	36,749	53,001
Net position beginning of year	<u>94,478</u>	<u>41,477</u>
Net position end of year	<u>\$ 131,227</u>	<u>94,478</u>

Iowa Turkey Marketing Council

Staff

This engagement was performed by:

Ernest H. Ruben, Jr., CPA, Director
Tiffany M. Ainger, CPA, Manager
Bianca M. Cleary, Senior Auditor