

December 4, 2021

To the Board of Directors
Indiana Soccer Association, Inc.
19000 Grand Park Boulevard, Suite J
Westfield, Indiana 46074

We have audited the consolidated financial statements of Indiana Soccer Association, Inc. for the year ended July 31, 2021, and we will issue our report thereon dated December 4, 2021. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated July 19, 2021. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Matters

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by Indiana Soccer Association, Inc. are described in the Summary of Significant Accounting Policies note to the consolidated financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2021. We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the consolidated financial statements in the proper period.

Accounting estimates are an integral part of the consolidated financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the consolidated financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the consolidated financial statements were:

Management's estimate of the collectability of accounts receivable is based on the Organization's collection history, the financial stability and recent payment history of the customers and clients, and other pertinent factors. We evaluated the key factors and assumptions used to develop the estimate of the collectability of accounts receivable in determining that it is reasonable in relation to the consolidated financial statements taken as a whole.

Management's estimate of the depreciation expense is based on the useful lives of the assets using straight-line method. We evaluated the key factors and assumptions used to develop the estimate of the depreciation expense in determining that it is reasonable in relation to the consolidated financial statements taken as a whole.

Management's estimate of player insurance liability is based on historical claims experience and the potential of claims reaching the deductible threshold. We evaluated the key factors and assumptions used to develop the estimate of player insurance liability in determining that it is reasonable in relation to the consolidated financial statements taken as a whole.

Management's estimate of the functional allocation of expense is based on the estimates of time, effort, and usage. We evaluated the key factors and assumptions used to develop the functional allocation of expense in determining that it is reasonable in relation to the consolidated financial statements taken as a whole.

Certain financial statement disclosures are particularly sensitive because of their significance to financial statement users. The most sensitive disclosures affecting the financial statements were:

The Liquidity note to the consolidated financial statements discloses financial assets available for general use and without donor or other restrictions limiting their use within one year of the consolidated statement of financial position.

The consolidated financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. The attached Adjusting Journal Entries Report summarizes both the material and immaterial misstatements that were either provided to us by management or detected as a result of audit procedures and corrected by management.

Additionally, the attached Schedule of Passed Adjusting Journal Entries summarizes uncorrected misstatements of the consolidated financial statements. Management has determined that their effects are immaterial, both individually and in the aggregate, to the consolidated financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, a disagreement with management is a disagreement on a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the consolidated financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated December 4, 2021.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Organization's consolidated financial statements or a determination of the type of auditors' opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Organization's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

With respect to the supplementary information accompanying the consolidated financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with U.S. generally accepted accounting principles, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the consolidated financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the consolidated financial statements or to the consolidated financial statements themselves.

This information is intended solely for the use of the Board of Directors of Indiana Soccer Association, Inc. and is not intended to be, and should not be, used by anyone other than these specified parties.

VonLehman & Company Inc.

Client: **202218.001 - Indiana Soccer Association, Inc.**
 Engagement: **2021 AU - Indiana Soccer Association, Inc.**
 Period Ending: **7/31/2021**
 Trial Balance: **1225.01 - TB**
 Workpaper: **1250.01 - Combined Journal Entries Report - ISA**

Account	Description	W/P Ref	Debit	Credit
Adjusting Journal Entries				
Adjusting Journal Entries JE # 1				
GL				
For report purposes only - to reclass VEO platform and Rezill expense to show separately from depreciation.				
610-42-57-00	DISCRETIONARY EXPENSE		2,573.00	
595-42-45-01	REZILL EXPENSES			775.00
595-42-60-01	VEO DEPREC/PLATFORM EXPENSE			<u>1,798.00</u>
Total			<u>2,573.00</u>	<u>2,573.00</u>
Adjusting Journal Entries JE # 2				
5103.00				
Client requested entry to adjust depreciation to schedule				
154400	Accumulated Deprec. Furn & Fix		15,251.00	
716-45-00-00	DEPRECIATION		2,824.00	
738-45-00-00	OFFICE SUPPIES		7.00	
157000	Accumulated Deprec. Software			18,082.00
Total			<u>18,082.00</u>	<u>18,082.00</u>
Adjusting Journal Entries JE # 4				
1305.00				
For report purposes only - allocate state expenses				
999-40-00-00	State office - competition		18,881.00	
999-41-00-00	State office - coaching education		6,743.00	
999-42-00-00	State office - olympic program development		20,229.00	
999-43-00-00	State office - registration		25,624.00	
999-44-00-00	State office - marketing		5,396.00	
999-47-00-00	State office - Cup		25,624.00	
999-50-00-00	State office - Futsal		6,742.00	
999-45-00-00	State office allocation			109,239.00
Total			<u>109,239.00</u>	<u>109,239.00</u>
Adjusting Journal Entries JE # 5				
PBC				
Entry to adjust accounts, per client request				
406-40-10-00	ISL FEES		420.00	
408-47-30-00	CUP FINES		500.00	
115000	Accts Receivable			500.00
115000	Accts Receivable			420.00
Total			<u>920.00</u>	<u>920.00</u>
Total Adjusting Journal Entries			<u>130,814.00</u>	<u>130,814.00</u>
Total All Journal Entries			<u>130,814.00</u>	<u>130,814.00</u>

Client: **202218.001 - Indiana Soccer Association, Inc.**
 Engagement: **2021 AU - Indiana Soccer Association, Inc.**
 Period Ending: **7/31/2021**
 Trial Balance: **1225.02 - TB- IN Sports Properties**
 Workpaper: **1250.02 - Combined Journal Entries Report - ISP**

Account	Description	W/P Ref	Debit	Credit
Adjusting Journal Entries				
Adjusting Journal Entries JE # 1				
For consistency, to reclassify commission revenue to account 4010				
4000	Grand Park Mgt. Fee		6,787.00	
4010	Grand Park Sales Commission	4113.00		6,787.00
Total			6,787.00	6,787.00
	Total Adjusting Journal Entries		6,787.00	6,787.00
	Total All Journal Entries		6,787.00	6,787.00

Schedule of Passed Adjusting Journal Entries

Entity: Indiana Soccer Association, Inc.

Statement of Financial Position Date: July 31, 2021

Description (Nature) of Audit Difference (AD)	Factual (F), Judgmental (J), or Projected (P)	Cause	Financial Statement Effect—Amount of Over (Under) Statement of:					Change in Net Assets
			Total Assets	Total Liabilities	Net Assets	Revenues	Expenses	
Predictive test of revenue yielded registration revenue that was \$11,000 less than what was actually recorded.	P	Unknown	(11,052)		(11,052)	(11,052)		(11,052)
								-
								-
								-
								-
								-
								-
								-
Total			(11,052)	-	(11,052)	(11,052)	-	(11,052)