



**TANNER**

BUSINESS ADVISORS AND  
CERTIFIED PUBLIC ACCOUNTANTS

Member of  
**Allinial**  
GLOBAL

Tanner LLC  
Key Bank Tower at City Creek  
36 South State Street, Suite 600  
Salt Lake City, Utah 84111-1400  
Telephone 801.532.7444  
Fax 801.532.4911  
www.tannerco.com

May 28, 2020

Board of Directors  
The Younique Foundation  
4101 N Thanksgiving Way, Ste 100  
Lehi, Utah 84043

Dear Board Members and Management:

We have audited the financial statements of The Younique Foundation (the Foundation) for the year ended December 31, 2019. 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 engagement letter dated October 23, 2019. Professional standards also require that we communicate to you the following information related to our audit.

***Qualitative Aspects of Accounting Policies***

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by the Foundation are described in Note 2 to the financial statements.

In May 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. Topic 606 supersedes the revenue recognition requirements in Accounting Standards Codification (ASC) Topic 605, Revenue Recognition (Topic 605), and requires the recognition of revenue when promised goods or services are transferred to customers in an amount that reflects the consideration to which the entity expects to be entitled to in exchange for those goods or services. Topic 606 also includes Subtopic 340-40, Other Assets and Deferred Costs - Contracts with Customers, which requires the deferral of incremental costs of obtaining a contract with a customer. The Foundation adopted the requirements of Topic 606 effective January 1, 2019, utilizing the modified retrospective method of transition. The adoption of this standard did not have a material impact on how the Foundation recognizes revenue or to its financial statements.

In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)* (ASU 2016-02). ASU 2016-02 requires a lessee to recognize assets and liabilities on the balance sheet for all leases with lease terms greater than 12 months. ASU 2016-02 is effective for fiscal years, and interim periods within those years, beginning after December 15, 2020, and early adoption is permitted. Accordingly, ASU 2016-02 is effective for the Foundation on January 1, 2022 using a modified retrospective approach. The Foundation early adopted this ASU effective January 1, 2019. There was no retrospective adjustment made for the adoption of Topic 842. The Foundation has long-term operating leases for the Foundation's Alpharetta, Georgia office and a piece of equipment with a right-of-use asset balance of \$284,221 and an operating lease liability of \$302,678 as of December 31, 2019.

Other than adopting Topic 606 and 842, no new accounting policies were adopted that had a significant impact on financial reporting and the application of existing policies was not changed during 2019.

We noted no transactions entered into by the Foundation during 2019 for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements 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 financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates are the amount of indirect costs allocated to program and supporting services as shown in the statements of functional expenses. Management determines the allocation of the amounts based on direct costs incurred and other factors. Management also estimates the economic useful lives of property and equipment based on the expected number of years the assets will be used. Management revisits these assumptions annually and adjusts the economic useful lives, if warranted.

We evaluated the key factors and assumptions used to develop the estimates above in determining that they are reasonable in relation to the financial statements taken as a whole.

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

***Difficulties Encountered in Performing the Audit***

We encountered no significant difficulties in performing and completing the audit.

***Corrected and Uncorrected Misstatements***

Professional standards require us to accumulate all known and likely misstatements identified during the audit, other than those that are trivial, and communicate them to the appropriate level of management. There were no adjustments proposed by us during the audit. There was one uncorrected misstatement which is summarized in the attached Exhibit. Management has determined that the effects of uncorrected misstatement is immaterial, both individually and in the aggregate, to the financial statements taken as a whole.

***Disagreements with Management***

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

***Management Representations***

We have requested certain representations from management that are included in the management representation letter dated May 28, 2020. A copy of that letter has been provided to you.

***Management Consultations with Other Independent Accountants***

Management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" in certain situations. If a consultation involves application of an accounting principle to the Foundation's financial statements or a determination of the type of auditors' opinion that may be expressed on those statements, 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 prior to retention as the Foundation's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

**Independence**

Independence is crucial to the performance of audit services. We are subject to the independence standards of the American Institute of Certified Public Accountants.

All partners and employees of our firm are provided access to our policies and procedures relating to independence and conflicts of interest. Annually, we obtain written confirmation from partners and employees about their adherence to these policies.

There are no relationships between Tanner LLC and the Foundation that in our professional judgment may reasonably be thought to impair our independence.

**Other Information in Documents Containing Audited Financial Statements**

We are not aware of any other documents containing the audited financial statements. Our responsibility for other information included in documents containing the Foundation's audited financial statements and auditors' report does not extend beyond the financial information identified in the report. We have no responsibility for determining whether such other information is properly stated. However, if such documents were to be published, we would have a responsibility to determine that such financial information was not materially inconsistent with information, or the manner of its presentation, appearing in the financial statements.

**Liquidity and Availability**

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the date of the statement of financial position, comprise of cash of \$144,116, related party receivables of \$29,564, and other receivables of \$40,137 as of December 31, 2019. There are no amounts not available to be used within one year as there are no restrictions on the receivables. The Foundation relies on contributions from related parties. The Foundation's management monitors its liquidity and cash flow needs through the use of a budget and projections to help ensure that projected cash inflows are sufficient to cover projected cash outflows.


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We will be pleased to respond to any questions you have about the foregoing. We appreciate the opportunity to be of service to the Foundation.

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

Sincerely,

Tanner LLC

By:   
Nina M. Quarequio, Partner

**EXHIBIT**  
**SUMMARY OF UNCORRECTED MISSTATEMENT**  
**December 31, 2019**

Description	December 31, 2019				
	Overstatement (Understatement) in:				
	<u>Assets</u>	<u>Liabilities</u>	<u>Equity</u>	<u>Revenues</u>	<u>Expenses</u>
Current year impact related to change in methodology in recording health insurance expense.	\$ –	\$ –	\$ –	\$ –	\$ 53,209
Net Effect:	<u>\$ –</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 53,209</u>