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# **Report on**

# 2015 Inspection of Ciro E. Adams, CPA, LLC (Headquartered in Wilmington, Delaware)

Issued by the

# **Public Company Accounting Oversight Board**

October 27, 2016

THIS IS A PUBLIC VERSION OF A PCAOB INSPECTION REPORT

PORTIONS OF THE COMPLETE REPORT ARE OMITTED FROM THIS DOCUMENT IN ORDER TO COMPLY WITH SECTIONS 104(g)(2) AND 105(b)(5)(A) OF THE SARBANES-OXLEY ACT OF 2002

> PCAOB RELEASE NO. 104-2017-002A (Includes portions of Parts II and IV of the full report that were not included in PCAOB Release No. 104-2017-002)



#### 2015 INSPECTION OF CIRO E. ADAMS, CPA, LLC

#### Preface

In 2015, the Public Company Accounting Oversight Board ("PCAOB" or "the Board") conducted an inspection of the registered public accounting firm Ciro E. Adams, CPA, LLC ("the Firm") pursuant to the Sarbanes-Oxley Act of 2002 ("the Act").

Inspections are designed and performed to provide a basis for assessing the degree of compliance by a firm with applicable requirements related to auditing issuers. For a description of the procedures the Board's inspectors may perform to fulfill this responsibility, see Part I.C of this report (which also contains additional information concerning PCAOB inspections generally). The inspection included a review of portions of an issuer audit. This review was intended to identify whether deficiencies existed in the reviewed audit work, and whether such deficiencies indicated defects or potential defects in the Firm's system of quality control over audits. In addition, the inspection included a review of policies and procedures related to certain quality control processes of the Firm that could be expected to affect audit quality.

The Board is issuing this report in accordance with the requirements of the Act. The Board is releasing to the public Part I of the report and portions of Part IV of the report. Part IV of the report consists of the Firm's comments, if any, on a draft of the report. If the nonpublic portions of the report discuss criticisms of or potential defects in the firm's system of quality control, those discussions also could eventually be made public, but only to the extent the firm fails to address the criticisms to the Board's satisfaction within 12 months of the issuance of the report. Appendix A presents the text of the paragraphs of the auditing standards that are referenced in Part I.A. in relation to the description of auditing deficiencies there.



# **PROFILE OF THE FIRM**<sup>1</sup>

Offices	1 (Wilmington, Delaware)
Ownership structure	Limited Liability company
Partners / professional staff <sup>2</sup>	1 / 1
Issuer audit clients	2
Lead partners on issuer audit work <sup>3</sup>	1

<sup>&</sup>lt;sup>1</sup> The information presented here is as understood by the inspection team, generally as of the outset of the inspection, based on the Firm's self-reporting and the inspection team's review of certain information. Additional information, including additional detail on audit reports issued by the Firm, is available in the Firm's filings with the Board, available at http://pcaobus.org/Registration/rasr/Pages/RASR\_Search.aspx.

<sup>&</sup>lt;sup>2</sup> The number of partners and professional staff is provided here as an indication of the size of the Firm, and does not necessarily represent the number of the Firm's professionals who participate in audits of issuers.

<sup>&</sup>lt;sup>3</sup> The number of lead partners on issuer audit work represents the total number of Firm personnel who had primary responsibility for an issuer audit (as defined in AS No. 10, *Supervision of the Audit Engagement*) during the twelve-month period preceding the outset of the inspection.



# PART I

## INSPECTION PROCEDURES AND CERTAIN OBSERVATIONS

Members of the Board's inspection staff ("the inspection team") conducted primary procedures for the inspection from November 16, 2015 to November 19, 2015.<sup>4</sup>

#### A. Review of Audit Engagement

The inspection procedures included a review of portions of one issuer audit performed by the Firm. The inspection team identified matters that it considered to be deficiencies in the performance of the work it reviewed. One of the deficiencies relates to auditing aspects of an issuer's financial statements that the issuer restated after the primary inspection procedures.<sup>5</sup>

The descriptions of the deficiencies in Part I.A of this report include, at the end of the description of each deficiency, references to specific paragraphs of the auditing standards that relate to those deficiencies. The text of those paragraphs is set forth in Appendix A to this report. The references in this sub-Part include only standards that primarily relate to the deficiencies; they do not present a comprehensive list of every auditing standard that applies to the deficiencies. Further, certain broadly applicable aspects of the auditing standards that may be relevant to a deficiency, such as provisions requiring due professional care, including the exercise of professional skepticism; the accumulation of sufficient appropriate audit evidence; and the performance of procedures that address risks, are not included in any references to the auditing standards in this sub-Part, unless the lack of compliance with these standards is the primary reason for the deficiency. These broadly applicable provisions are described in Part I.B of this report.

<sup>&</sup>lt;sup>4</sup> For this purpose, "primary procedures" include field work, other review of audit work papers, and the evaluation of the Firm's quality control policies and procedures through review of documentation and interviews of Firm personnel. Primary procedures do not include (1) inspection planning, which is performed prior to primary procedures, and (2) inspection follow-up procedures, wrap-up, analysis of results, and the preparation of the inspection report, which extend beyond the primary procedures.

<sup>&</sup>lt;sup>5</sup> The 2015 inspection did not include review of any additional audit work related to the restatement.



Certain deficiencies identified were of such significance that it appeared to the inspection team that the Firm, at the time it issued its audit report, had not obtained sufficient appropriate audit evidence to support its opinion that the financial statements were presented fairly, in all material respects, in accordance with the applicable financial reporting framework. In other words, in this audit, the auditor issued an opinion without satisfying its fundamental obligation to obtain reasonable assurance about whether the financial statements were free of material misstatement.

The fact that one or more deficiencies in an audit reach this level of significance does not necessarily indicate that the financial statements are materially misstated. It is often not possible for the inspection team, based only on the information available from the auditor, to reach a conclusion on those points. As indicated below, however, in one instance, the inspection team identified a failure by the Firm to identify and address appropriately a departure from Generally Accepted Accounting Principles ("GAAP") that appeared to the inspection team to be material.

Whether or not associated with a disclosed financial reporting misstatement, an auditor's failure to obtain the reasonable assurance that the auditor is required to obtain is a serious matter. It is a failure to accomplish the essential purpose of the audit, and it means that, based on the audit work performed, the audit opinion should not have been issued.<sup>6</sup>

The audit deficiencies that reached this level of significance are described below-

<sup>&</sup>lt;sup>6</sup> Inclusion in an inspection report does not mean that the deficiency remained unaddressed after the inspection team brought it to the Firm's attention. Depending upon the circumstances, compliance with PCAOB standards may require the Firm to perform additional audit procedures, or to inform a client of the need for changes to its financial statements or reporting on internal control, or to take steps to prevent reliance on its previously expressed audit opinions. The Board expects that firms will comply with these standards, and an inspection may include a review of the adequacy of a firm's compliance with these requirements, either with respect to previously identified deficiencies or deficiencies identified during that inspection. Failure by a firm to take appropriate actions, or a firm's misrepresentations in responding to an inspection report, about whether it has taken such actions, could be a basis for Board disciplinary sanctions.



#### A.1. Issuer A

(1) the Firm's failure to identify, or to address appropriately, a departure from Generally Accepted Accounting Principles ("GAAP") that appeared to the inspection team to be material, which related to inaccurate and incomplete disclosures concerning related party transactions (AS No. 14, paragraphs 30 and 31);

(2) the failure to perform sufficient procedures to test the valuation of certain properties (AU 328, paragraphs .26, .28, and .40; and AU 342, paragraph .04); and

(3) the failure to perform sufficient procedures to evaluate uncorrected misstatements (AS No. 14, paragraph 17; and AS No. 16, paragraph 18).

#### B. Auditing Standards

Each deficiency described above could relate to several applicable provisions of the standards that govern the conduct of audits. The paragraphs of the standards that are cited for each deficiency are those that most directly relate to the deficiency. The deficiencies also relate, however, to other paragraphs of those standards and to other auditing standards, including those concerning due professional care, responses to risk assessments, and audit evidence.

Many audit deficiencies involve a lack of due professional care. AU 230, *Due Professional Care in the Performance of Work*, paragraphs .02, .05, and .06, requires the independent auditor to plan and perform his or her work with due professional care and sets forth aspects of that requirement. AU 230, paragraphs .07 through .09, and AS No. 13, *The Auditor's Responses to the Risks of Material Misstatement*, paragraph 7, specify that due professional care requires the exercise of professional skepticism. These standards state that professional skepticism is an attitude that includes a questioning mind and a critical assessment of the appropriateness and sufficiency of audit evidence.

AS No. 13, paragraphs 3, 5, and 8, requires the auditor to design and implement audit responses that address the risks of material misstatement, and AS No. 15, *Audit Evidence*, paragraph 4, requires the auditor to plan and perform audit procedures to obtain sufficient appropriate audit evidence to provide a reasonable basis for the audit opinion. Sufficiency is the measure of the quantity of audit evidence, and the quantity



needed is affected by the risk of material misstatement (in the audit of financial statements) and the quality of the audit evidence obtained. The appropriateness of evidence is measured by its quality; to be appropriate, evidence must be both relevant and reliable in providing support for the related conclusions.

The paragraphs of the standards that are described immediately above are not cited in Part I.A, unless those paragraphs are the most directly related to the relevant deficiency.

B.1. List of Specific Auditing Standards Referenced in Part I.A.

The table below lists the specific auditing standards that are referenced in Part I.A of this report, cross-referenced to the issuer audit for which each standard is cited.

PCAOB Auditing Standards	Issuer
AS No. 14, Evaluating Audit Results	A
AS No. 16, Communications with Audit Committees	A
AU 328, Auditing Fair Value Measurements and Disclosures	A
AU 342, Auditing Accounting Estimates	A

# C. Information Concerning PCAOB Inspections that is Generally Applicable to Triennially Inspected Firms

A Board inspection includes a review of certain portions of selected audit work performed by the inspected firm and a review of certain aspects of the firm's quality control system. The inspections are designed to identify deficiencies in audit work and defects or potential defects in the firm's system of quality control related to the firm's audits. The focus on deficiencies, defects, and potential defects necessarily carries through to reports on inspections and, accordingly, Board inspection reports are not intended to serve as balanced report cards or overall rating tools. Further, the inclusion in an inspection report of certain deficiencies, defects, and potential defects should not be construed as an indication that the Board has made any determination about other



aspects of the inspected firm's systems, policies, procedures, practices, or conduct not included within the report.

#### C.1. Reviews of Audit Work

Inspections include reviews of portions of selected audits of financial statements and, where applicable, audits of ICFR. For these audits, the inspection team selects certain portions of the audits for inspection, and it reviews the engagement team's work papers and interviews engagement personnel regarding those portions. If the inspection team identifies a potential issue that it is unable to resolve through discussion with the firm and any review of additional work papers or other documentation, the inspection team ordinarily provides the firm with a written comment form on the matter and the firm is allowed the opportunity to provide a written response to the comment form. If the response does not resolve the inspection team's concerns, the matter is considered a deficiency and is evaluated for inclusion in the inspection report.

The inspection team selects the audits, and the specific portions of those audits, that it will review, and the inspected firm is not allowed an opportunity to limit or influence the selections. Audit deficiencies that the inspection team may identify include a firm's failure to identify, or to address appropriately, financial statement misstatements, including failures to comply with disclosure requirements,<sup>7</sup> as well as a firm's failure to perform, or to perform sufficiently, certain necessary audit procedures. An inspection may not involve the review of all of the firm's audits, nor is it designed to identify every deficiency in the reviewed audits. Accordingly, a Board inspection report should not be understood to provide any assurance that a firm's audit work, or the relevant issuers' financial statements or reporting on ICFR, are free of any deficiencies not specifically described in an inspection report.

<sup>&</sup>lt;sup>7</sup> When it comes to the Board's attention that an issuer's financial statements appear not to present fairly, in a material respect, the financial position, results of operations, or cash flows of the issuer in conformity with the applicable financial reporting framework, the Board's practice is to report that information to the Securities and Exchange Commission ("SEC" or "the Commission"), which has jurisdiction to determine proper accounting in issuers' financial statements. Any description in this report of financial statement misstatements or failures to comply with SEC disclosure requirements should not be understood as an indication that the SEC has considered or made any determination regarding these issues unless otherwise expressly stated.



In some cases, the conclusion that a firm did not perform a procedure may be based on the absence of documentation and the absence of persuasive other evidence, even if the firm claimed to have performed the procedure. AS No. 3, *Audit Documentation*, provides that, in various circumstances including PCAOB inspections, a firm that has not adequately documented that it performed a procedure, obtained evidence, or reached an appropriate conclusion must demonstrate with persuasive other evidence that it did so, and that oral assertions and explanations alone do not constitute persuasive other evidence. In reaching its conclusions, an inspection team considers whether audit documentation or other evidence that a firm might provide to the inspection team supports the firm's contention that it performed a procedure, obtained evidence, or reached an appropriate conclusion. In the case of every matter cited in the public portion of a final inspection report, the inspection team has carefully considered any contention by the firm that it did so but just did not document its work, and the inspection team has concluded that the available evidence does not support the contention that the firm sufficiently performed the necessary work.

Identified deficiencies in the audit work that exceed a significance threshold (which is described in Part I.A of the inspection report) are summarized in the public portion of the inspection report.<sup>8</sup>

The Board cautions against extrapolating from the results presented in the public portion of a report to broader conclusions about the frequency of deficiencies throughout the firm's practice. Individual audits and areas of inspection focus are most often selected on a risk-weighted basis and not randomly. Areas of focus vary among selected audits, but often involve audit work on the most difficult or inherently uncertain areas of financial statements. Thus, the audit work is generally selected for inspection based on factors that, in the inspection team's view, heighten the possibility that auditing deficiencies are present, rather than through a process intended to identify a representative sample.

<sup>&</sup>lt;sup>8</sup> The discussion in this report of any deficiency observed in a particular audit reflects information reported to the Board by the inspection team and does not reflect any determination by the Board as to whether the Firm has engaged in any conduct for which it could be sanctioned through the Board's disciplinary process. In addition, any references in this report to violations or potential violations of law, rules, or professional standards are not a result of an adversarial adjudicative process and do not constitute conclusive findings for purposes of imposing legal liability.



#### C.2. Review of a Firm's Quality Control System

QC 20, System of Quality Control for a CPA Firm's Accounting and Auditing Practice, provides that an auditing firm has a responsibility to ensure that its personnel comply with the applicable professional standards. This standard specifies that a firm's system of quality control should encompass the following elements: (1) independence, integrity, and objectivity; (2) personnel management; (3) acceptance and continuance of issuer audit engagements; (4) engagement performance; and (5) monitoring.

The inspection team's assessment of a firm's quality control system is derived both from the results of its procedures specifically focused on the firm's quality control policies and procedures, and also from inferences that can be drawn from deficiencies in the performance of individual audits. Audit deficiencies, whether alone or when aggregated, may indicate areas where a firm's system has failed to provide reasonable assurance of quality in the performance of audits. Even deficiencies that do not result in an insufficiently supported audit opinion may indicate a defect or potential defect in a firm's quality control system.<sup>9</sup> If identified deficiencies, when accumulated and evaluated, indicate defects or potential defects in the firm's system of quality control, the nonpublic portion of this report would include a discussion of those issues. When evaluating whether identified deficiencies in individual audits indicate a defect or potential defect in a firm's system of quality control, the inspection team considers the nature, significance, and frequency of deficiencies;<sup>10</sup> related firm methodology, guidance, and practices; and possible root causes.

Inspections also include a review of certain of the firm's practices, policies, and processes related to audit quality, which constitute a part of the firm's quality control system. This review addresses practices, policies, and procedures concerning audit

<sup>&</sup>lt;sup>9</sup> Not every audit deficiency suggests a defect or potential defect in a firm's quality control system, and this report may not discuss every audit deficiency the inspection team identified.

<sup>&</sup>lt;sup>10</sup> An evaluation of the frequency of a type of deficiency may include consideration of how often the inspection team reviewed audit work that presented the opportunity for similar deficiencies to occur. In some cases, even a type of deficiency that is observed infrequently in a particular inspection may, because of some combination of its nature, its significance, and the frequency with which it has been observed in previous inspections of the firm, be cause for concern about a quality control defect or potential defect.



performance, training, compliance with independence standards, client acceptance and retention, and the establishment of policies and procedures.

END OF PART I



#### PORTIONS OF THE REST OF THIS REPORT ARE NONPUBLIC AND ARE OMITTED FROM THIS PUBLIC DOCUMENT



#### PART II

\* \* \* \*

#### B. Issues Related to Quality Controls

The inspection of the Firm included consideration of aspects of the Firm's system of quality control.<sup>11</sup>

#### Audit Performance

A firm's system of quality control should provide reasonable assurance that the work performed on an audit engagement will meet applicable professional standards and regulatory requirements. On the basis of the information reported by the inspection team, including the audit performance deficiencies described in Part II.A (and summarized in Part I.A) and any other deficiencies identified below, the Board has concerns that the Firm's system of quality control fails to provide such reasonable assurance in at least the following respects –

#### Testing Appropriate to the Audit

The Firm's system of quality control appears not to provide sufficient assurance that the Firm will conduct all testing appropriate to a particular audit, specifically with respect to the following issues:

\* \* \* \*

#### Valuation of Real Estate Properties

As discussed above, in the audit reviewed, the inspection team identified significant deficiencies related to the Firm's failure to test the valuation of real estate.

<sup>&</sup>lt;sup>11</sup> This report's description of quality control issues is based on the inspection team's observations during the primary inspection procedures. Any changes or improvements that the Firm may have made in its system of quality control since that time may not be reflected in this report, but will be taken into account by the Board during its assessment of whether the Firm has satisfactorily addressed the quality control criticisms or defects within the twelve months after the issuance of this report.



Based on review of the work papers and discussions with the engagement personnel, it appeared to the inspection team that the deficiencies were attributable, at least in part, to the engagement personnel having approached this aspect of the audit without due professional care, including not having exercised professional skepticism. This information provides cause for concern regarding the Firm's application of due professional care, including exercising professional skepticism, with respect to auditing the valuation of real estate. [Issuer A]

## Evaluation of Uncorrected Misstatements

As discussed above, in the audit reviewed, the inspection team identified a significant deficiency related to the Firm's failure to perform sufficient procedures to evaluate uncorrected misstatements. Based on review of the work papers and discussions with the engagement personnel, it appeared to the inspection team that the engagement personnel had not followed the methodology related to evaluating uncorrected misstatements in the Firm's methodology (obtained from an outside provider) and may not have had an adequate understanding of PCAOB standards related to evaluating uncorrected misstatements. This information provides cause for concern regarding the Firm's understanding of PCAOB standards related to evaluating uncorrected misstatements and the Firm's application of its methodology in evaluating uncorrected misstatements in a manner consistent with those standards. [Issuer A]

# Communications with Audit Committees

# Communications Related to the Conduct of the Audit

The Firm's system of quality control appears not to provide sufficient assurance that all of the required auditor communications to the audit committee, or equivalent, occur and are appropriately documented in accordance with AS No. 16, *Communications with Audit Committees.* Specifically, in the audit reviewed, the Firm failed to make the required communications with respect to:

- the results of the Firm's evaluation of whether the presentation of the financial statements and the related disclosures were in conformity with the applicable financial reporting framework;
- (ii) a schedule of all of the uncorrected misstatements related to accounts and disclosures, the basis for the determination that the uncorrected misstatements were immaterial, including qualitative factors considered, and indication that such uncorrected misstatements, or underlying matters, could



potentially cause future-period financial statements to be materially misstated; and

(iii) matters arising from the Firm's evaluation of the issuer's financial reporting process, including the assessment of management's disclosures related to critical accounting policies and practices.

#### <u>Communications Concerning Pre-Approval of</u> <u>Permissible Tax Services</u>

The Firm's system of quality control appears not to provide sufficient assurance that the Firm will have the required communications with the audit committee before providing tax services to an issuer audit client. Audit committee pre-approval of such services is necessary to maintaining independence, and in connection with seeking that pre-approval, an auditor must have the communications with the audit committee that are described in PCAOB Rule 3524, *Audit Committee Pre-approval of Certain Tax Services*. In the audit reviewed, the Firm provided tax services to the issuer without having those communications. [Issuer A]

#### Engagement Quality Review

In light of the audit performance deficiencies described in Part II.A (and summarized in Part I.A), questions exist about the effectiveness of the Firm's system of quality control with respect to the execution of engagement quality reviews in compliance with AS No. 7, *Engagement Quality Review*. An engagement quality review performed with due professional care in compliance with AS No. 7 should have detected, and resulted in the Firm addressing, each of the deficiencies described in Part II.A. [Issuer A]

\* \* \* \*



# PART IV

#### **RESPONSE OF THE FIRM TO DRAFT INSPECTION REPORT**

Pursuant to section 104(f) of the Act, 15 U.S.C. § 7214(f), and PCAOB Rule 4007(a), the Firm provided a written response to a draft of this report. Pursuant to section 104(f) of the Act and PCAOB Rule 4007(b), the Firm's response, minus any portion granted confidential treatment, is attached hereto and made part of this final inspection report.<sup>12</sup>

<sup>&</sup>lt;sup>12</sup> The Board does not make public any of a firm's comments that address a nonpublic portion of the report unless a firm specifically requests otherwise. In some cases, the result may be that none of a firm's response is made publicly available. In addition, pursuant to section 104(f) of the Act, 15 U.S.C. § 7214(f), and PCAOB Rule 4007(b), if a firm requests, and the Board grants, confidential treatment for any of the firm's comments on a draft report, the Board does not include those comments in the final report at all. The Board routinely grants confidential treatment, if requested, for any portion of a firm's response that addresses any point in the draft that the Board omits from, or any inaccurate statement in the draft that the Board corrects in, the final report.



September 8, 2016

Helen A. Munter, Director Division of Registration and Inspections PCAOB 1666 K St., N.W. Washington, DC 20006-2801

Re: Firm Response to Part I of Draft Report of Inspection

Dear Ms. Munter:

We are pleased to submit this response to the Draft Report on the 2015 Inspection of Ciro E. Adams, CPA, LLC.

We believe that the PCAOB's inspection process serves an important role in the achievement of our shared objectives of improving audit quality and serving investors and the public interest. We are committed to continuing to work with the PCAOB to further strengthen trust in the integrity of the independent audit.

We have evaluated the matters identified by the Board's inspection team of the issuer audit described in Part I of the Draft Report and have taken actions as appropriate in accordance with PCAOB standards to comply with our professional responsibilities.

Executing high quality audits is our number one priority. We are confident that the investments we have made and are continuing to make in our audit processes, policies, and quality controls are resulting in significant enhancements to our audit quality.

Very truly yours,

C.E.O.A, CPA, LLC

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September 8, 2016

Helen A. Munter, Director Division of Registration and Inspections PCAOB 1666 K St., N.W. Washington, DC 20006-2801

Re: Firm Response to Part II of Draft Report of Inspection - Nonpublic Portion

Dear Ms. Munter:

We ask that the PCAOB give consideration to the following responses to the audit deficiencies identified by the inspection staff:

Part II – A: Insufficiently Supported Audit Opinion

#### REDACTED. Comments on Non-public Aspects of Report

<u>Valuation of real estate properties</u> – <u>real estate held for resale</u> – real estate held for resale is essentially an inventory item measured at the lower of cost or market. Substantive testing was performed where costs were sampled and vouched and market values were compared to nationally recognized third-party websites and local tax assessor amounts. These outside, third-party websites, as well as, the local tax assessors, incorporate local market conditions and comparable sales in each neighborhood. These websites and the local tax assessor methods and procedures have been vetted by the public. These market values were the only estimates used and the assumptions used to determine such values were developed by these same third parties. The use of these resources to measure value is appropriate and the inspection team should recognize the use of such resources as applicable. The issuer hiring a thirdparty appraiser cannot be the only acceptable method when these other resources are available. This comment should be expunged from the report.

<u>Valuation of real estate properties</u> – <u>real estate held for investment</u> – real estate held for investment is a long-lived asset subject to impairment when there is a "triggering event". Absent such a "triggering event", the issuer did not perform an impairment test. In our analysis, we considered property values.

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September 8, 2016

Helen A. Munter, Director Division of Registration and Inspections Page 2

Using analytics in the review of accounts and transactions is an appropriate audit procedure. We were assessing the financial information presented; we were not performing an impairment test. We documented the procedure and assessed the results. We should not have proposed an adjustment. And no adjustment was made. [In addition, we reiterate the above comments for using nationally-recognized third-party websites and tax assessors as resources.] Nothing was missed; nor was there a "triggering event" which would have led the issuer to make such an assessment. This comment should also be removed from the report.

<u>Uncorrected misstatements</u> – we accept this comment as written, however, we note that this comment and the related party disclosure comment are the same issue from the same audit procedures performed on the same registrant. We ask that this comment be combined with the first comment and presented in the final report as one comprehensive comment. Our firm understands the reasons of each of these comments. As such, we request that the final report reflect the inspection findings that there is one issue with related concerns.

Part II - B: Issues Related to Quality Controls

We accept the inspection team's comments and will work diligently to remediate and enhance our audit processes, policies, and quality controls to assure audit quality now and in the future.

Thank you for this opportunity to respond to the Draft Report of Inspection and respectfully ask that the Board consider our responses prior to issuing its Final Report.

Sincerely yours,

TE CAL, CPA, LLC





# APPENDIX A

## AUDITING STANDARDS REFERENCED IN PART I.A

This appendix provides the text of the auditing standard paragraphs that are referenced in Part I.A of this report. Footnotes that are included in this appendix, and any other Notes, are from the original auditing standards that are referenced. While this appendix contains the specific portions of the relevant standards cited with respect to the deficiencies in Part I.A of this report, other portions of the standards (including those described in Part I.B of this report) may provide additional context, descriptions, related requirements, or explanations; the complete standards are available on the PCAOB's website at http://pcaobus.org/STANDARDS/Pages/default.aspx.

AS No. 14, Evaluating	Audit Results	
ACCUMULATING AND EVALUATING IDENTIFIED MISSTATEMENTS		
AS No. 14.17	Evaluation of the Effect of Uncorrected Misstatements. The auditor should evaluate whether uncorrected misstatements are material, individually or in combination with other misstatements. In making this evaluation, the auditor should evaluate the misstatements in relation to the specific accounts and disclosures involved and to the financial statements as a whole, taking into account relevant quantitative and qualitative factors. <sup>77</sup> (See Appendix B.) Note: In interpreting the federal securities laws, the Supreme Court of the United States has held that a fact is material if there is "a substantial likelihood that thefact would have been viewed by the reasonable investor as having significantly altered the 'total mix' of information made available. <sup>#8/</sup> As the Supreme Court has noted, determinations of materiality require "delicate assessments of the inferences a 'reasonable shareholder' would draw from a given set of facts and the significance of those inferences to him <sup>#9/</sup>	Issuer A
	Note: As a result of the interaction of quantitative and qualitative considerations in materiality	



judgments, uncorrected misstatements of relatively small amounts could have a material effect on the financial statements. For example, an illegal payment of an otherwise immaterial amount could be material if there is a reasonable possibility <sup>10/</sup> that it could lead to a material contingent liability or a material loss of revenue. <sup>11/</sup> Also, a misstatement made intentionally could be material for qualitative reasons, even if relatively small in amount.
Note: If the reevaluation of the established materiality level or levels, as set forth in Auditing Standard No. 11, <sup>12/</sup> results in a lower amount for the materiality level or levels, the auditor should take into account that lower materiality level or levels in the evaluation of uncorrected misstatements.

<sup>7/</sup> If the financial statements contain material misstatements, AU sec. 508, *Reports on Audited Financial Statements*, indicates that the auditor should issue a qualified or an adverse opinion on the financial statements. AU sec. 508.35 discusses situations in which the financial statements are materially affected by a departure from the applicable financial reporting framework.

<sup>8/</sup> <u>TSC Industries v. Northway, Inc.</u>, 426 U.S. 438, 449 (1976). <u>See also Basic, Inc. v. Levinson</u>, 485 U.S. 224 (1988).

<sup>9/</sup> <u>TSC Industries</u>, 426 U.S. at 450.

<sup>10/</sup> There is a reasonable possibility of an event, as used in this standard, when the likelihood of the event is either "reasonably possible" or "probable," as those terms are used in the FASB Accounting Standards Codification, Contingencies Topic, paragraph 450-20-25-1.

<sup>11/</sup> AU sec. 317, *Illegal Acts by Clients.* 

<sup>12/</sup> Paragraphs 11-12 of Auditing Standard No. 11.



AS No. 14, Evaluating	Audit Results	
EVALUATING THE PRESENTATION OF THE FINANCIAL STATEMENTS, INCLUDING THE DISCLOSURES		
AS No. 14.30	The auditor must evaluate whether the financial statements are presented fairly, in all material respects, in conformity with the applicable financial reporting framework.	Issuer A
	Note: AU sec. 411, <i>The Meaning of Present Fairly</i> <i>in Conformity With Generally Accepted</i> <i>Accounting Principles,</i> establishes requirements for evaluating the presentation of the financial statements. Auditing Standard No. 6, <i>Evaluating</i> <i>Consistency of Financial Statements,</i> establishes requirements regarding evaluating the consistency of the accounting principles used in financial statements.	
	Note: The auditor should look to the requirements of the Securities and Exchange Commission for the company under audit with respect to the accounting principles applicable to that company.	
AS No. 14.31	As part of the evaluation of the presentation of the financial statements, the auditor should evaluate whether the financial statements contain the information essential for a fair presentation of the financial statements in conformity with the applicable financial reporting framework. Evaluation of the information disclosed in the financial statements includes consideration of the form, arrangement, and content of the financial statements (including the accompanying notes), encompassing matters such as the terminology used, the amount of detail given, the classification of items in the statements, and the bases of amounts set forth.	Issuer A
	Note: According to AU sec. 508, if the financial statements, including the accompanying notes, fail to disclose information that is required by the applicable financial reporting framework, the auditor should express a qualified or adverse opinion and should provide the information in the	



	report, if practicable, unless its omission from the report is recognized as appropriate by a specific auditing standard. <sup>18/</sup>	
Footnote to AS No. 14.31 <sup>18/</sup> AU secs. 508.4	144.	

UNCORRECTED AND CORRECTED MISSTATEMENTS		
AS No. 16.18	The auditor should provide the audit committee with the schedule of uncorrected misstatements related to accounts and disclosures <sup>34</sup> / that the auditor presented to management. <sup>35</sup> / The auditor should discuss with the audit committee, or determine that management has adequately discussed with the audit committee, the basis for the determination that the uncorrected misstatements were immaterial, including the qualitative factors <sup>36</sup> / considered. The auditor also should communicate that uncorrected misstatements or matters underlying those uncorrected misstatements could potentially cause future-period financial statements to be materially misstated, even if the auditor has concluded that the uncorrected misstatements are immaterial to the financial statements under audit.	Issuer A

Footnotes to AS No. 16.18

<sup>34/</sup> Footnote 13 to paragraph 20 of Auditing Standard No. 14 indicates that misstatements include omission and presentation of inaccurate or incomplete disclosures.

<sup>35/</sup> See Section 13(i) of the Exchange Act, 15 U.S.C.§ 78m(i), which states, in part, that financial statements prepared in accordance with generally accepted accounting principles and filed with the Securities and Exchange Commission "shall reflect all material correcting adjustments that have been identified by a registered public accounting firm ...."

<sup>36/</sup> Appendix B of Auditing Standard No. 14 discusses the qualitative factors related to the evaluation of the materiality of uncorrected misstatements.



AU 328, Auditing Fair	Value Measurements and Disclosures	
Testing Management's Significant Assumptions, the Valuation Model, and the Underlying Data		
AU 328.26	The auditor's understanding of the reliability of the process used by management to determine fair value is an important element in support of the resulting amounts and therefore affects the nature, timing, and extent of audit procedures. When testing the entity's fair value measurements and disclosures, the auditor evaluates whether:	Issuer A
	<ul> <li>a. Management's assumptions are reasonable and reflect, or are not inconsistent with, market information (see paragraph .06).</li> <li>b. The fair value measurement was determined using an appropriate model, if applicable.</li> </ul>	
	c. Management used relevant information that was reasonably available at the time.	
AU 328.28	Where applicable, the auditor should evaluate whether the significant assumptions used by management in measuring fair value, taken individually and as a whole, provide a reasonable basis for the fair value measurements and disclosures in the entity's financial statements.	Issuer A
Developing Independent Fair Value Estimates for Corroborative Purposes		
AU 328.40	The auditor may make an independent estimate of fair value (for example, by using an auditor-developed model) to corroborate the entity's fair value measurement. <sup>fn 6</sup> When developing an independent estimate using management's assumptions, the auditor evaluates those assumptions as discussed in paragraphs .28 to .37. Instead of using management's assumptions, the auditor may develop his or her own assumptions to make a comparison with management's fair value measurements. In that situation, the auditor nevertheless understands management's assumptions. The auditor uses that understanding to ensure that his or her independent estimate takes into consideration all significant variables and to evaluate any significant	Issuer A



AU 328, Auditing Fair Value Measurements and Disclosures		
	difference from management's estimate. The auditor also should test the data used to develop the fair value measurements and disclosures as discussed in paragraph .39.	
Footnote to AU 328.40 <sup>fn 6</sup> See section 3	329, Analytical Procedures.	

AU 342, Auditing Accounting Estimates		
AU 342.04	The auditor is responsible for evaluating the reasonableness of accounting estimates made by management in the context of the financial statements taken as a whole. As estimates are based on subjective as well as objective factors, it may be difficult for management to establish controls over them. Even when management's estimation process involves competent personnel using relevant and reliable data, there is potential for bias in the subjective factors. Accordingly, when planning and performing procedures to evaluate accounting estimates, the auditor should consider, with an attitude of professional skepticism, both the subjective and objective factors.	Issuer A