

**United Way
Of Greater Nashua**

**20 Broad Street
Nashua, NH 03064**

Tel 603-882-4011

Fax 603-882-5406

www.UnitedWayNashua.org

*Serving Amherst, Brookline, Hollis, Hudson, Litchfield, Lyndeborough,
Merrimack, Milford, Mont Vernon, Nashua, and Wilton*



January 25, 2018

Oster & Wheeler, PC
86 West Street P.O. Box 623
Keene, NH 03431

This representation letter is provided in connection with your audit of the financial statements of United Way of Greater Nashua, Inc., which comprise the statement of financial position as of September 30, 2017, and the related statement of activities and net assets, statement of functional expenses and cash flows for the years then ended, and the related notes to the financial statements, for the purpose of expressing an opinion as to whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States (U.S. GAAP).

Certain representations in this letter are described as being limited to matters that are material. Items are considered material, regardless of size, if they involve an omission or misstatement of accounting information that, in light of surrounding circumstances, makes it probable that the judgment of a reasonable person relying on the information would be changed or influenced by the omission or misstatement. An omission or misstatement that is monetarily small in amount could be considered material as a result of qualitative factors.

We confirm, to the best of our knowledge and belief, as of January 25, 2018, the following representations made to you during your audit.

Financial Statements

We have fulfilled our responsibilities, as set out in the terms of the audit engagement letter dated August 07, 2017, including our responsibility for the preparation and fair presentation of the financial statements.

2018 Board of Directors

- Bob S. Larmouth, Retired – Co-Chair
- Bernie Rousseau, Pennichuck Water – Co-Chair
- Chair Susan McHugh, UPS – Immediate Past Chair
- Dan Munroe, Presstek, Treasurer
- Bob Mack, City of Nashua, Secretary
- Lucille Jordan, Nashua Community College
- Peter Chaloner, Retired
- Kevin Slattery, Etchstone Properties, Inc.
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- Carl Soderberg, Able-Ebenezer Brewery
- Andrew Smith, DHHS
- Wendy Hunt, Souhegan Valley Chamber of Commerce
- Heather Henline, Nashua Telegraph

Staff

- Mike Apfelberg, President
- Liz Fitzgerald, Community Impact Director

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The financial statements referred to above are fairly presented in conformity with U.S. GAAP.

We acknowledge our responsibility for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

We acknowledge our responsibility for the design, implementation, and maintenance of internal control to prevent and detect fraud.

Significant assumptions we used in making accounting estimates, including those measured at fair value, are reasonable.

Related party relationships and transactions have been appropriately accounted for and disclosed in accordance with the requirements of U.S. GAAP.

All events subsequent to the date of the financial statements and for which U.S. GAAP requires adjustment or disclosure have been adjusted or disclosed.

We are in agreement with the adjusting journal entries you have proposed, and they have been posted to the organization's accounts.

The effects of all known actual or possible litigation, claims, and assessments have been accounted for and disclosed in accordance with U.S. GAAP.

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Material concentrations have been appropriately disclosed in accordance with U.S. GAAP.

Guarantees, whether written or oral, under which the organization is contingently liable, have been properly recorded or disclosed in accordance with U.S. GAAP.

Information Provided

We have provided you with:

- Access to all information, of which we are aware, that is relevant to the preparation and fair presentation of the financial statements, such as records, documentation, and other matters.
- Additional information that you have requested from us for the purpose of the audit.
- Unrestricted access to persons within the entity from whom you determined it necessary to obtain audit evidence.

All material transactions have been recorded in the accounting records and are reflected in the financial statements.

We have disclosed to you the results of our assessment of the risk that the financial statements may be materially misstated as a result of fraud.

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We have no knowledge of any fraud or suspected fraud that affects the organization and involves:

- Management
- Employees who have significant roles in internal control, or
- Others where the fraud could have a material effect on the financial statements.

We have no knowledge of any allegations of fraud or suspected fraud affecting the organization's financial statements communicated by employees, former employees, grantors, regulators, or others.

We have no knowledge of any instances of noncompliance or suspected noncompliance with laws and regulations whose effects should be considered when preparing financial statements.

We have disclosed to you all known actual or possible litigation, claims, and assessment whose effects should be considered when preparing the financial statements.

We have disclosed to you the identity of the organization's related parties and all the related party relationships and transactions of which we are aware.

The organization has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset been pledged as collateral.

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We are responsible for compliance with the laws, regulations, and provisions of contracts and grant agreements applicable to us; and we have identified and disclosed to you all laws, regulations and provisions of contracts and grant agreements that we believe have a direct and material effect on the determination of financial statement amounts or other financial data significant to the audit objectives.

United Way of Greater Nashua, Inc. is an exempt organization under Section 501(c)3 of the Internal Revenue Code. Any activities of which we are aware that would jeopardize the Organization's tax-exempt status, and all activities subject to tax on unrelated business income or excise or other tax, have been disclosed to you. All required filings with tax authorities are up-to-date.

We acknowledge our responsibility for presenting the schedule of functional expenses in accordance with U.S. GAAP, and we believe the schedule of functional expenses, including its form and content, is fairly presented in accordance with U.S. GAAP. The methods of measurement and presentation of the schedule of functional expenses have not changed from those used in the prior period, and we have disclosed to you any significant assumptions or interpretations underlying the measurement and presentation of the supplementary information.

Signature: 
Title: TRENT BLALOCK

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