

February 8, 2021

To the Board of Directors
Maine Lobster Marketing Collaborative
Portland, Maine

We have audited the financial statements of Maine Lobster Marketing Collaborative (MLMC) for the period ended December 31, 2020. 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 January 11, 2021. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by MLMC are described in Note A to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during the year ending December 31, 2020. We noted no transactions entered into by MLMC during the year 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 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 financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimate affecting MLMC's financial statements was:

- Management's estimate of depreciation is based on general knowledge and rules of thumb for equipment and building estimated useful lives. We evaluated the key factors and assumptions used to develop the useful lives in calculating depreciation while determining that it is reasonable in relation to the financial statements taken as a whole.

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

- The disclosure for the concentration risk related to MLMC's main source of revenue shown in Note F to the financial statements.

The 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 known and likely misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. The attached schedule summarizes uncorrected misstatements of the financial statements. Management has determined that their effects are immaterial, both individually and in the aggregate, to the financial statements taken as a whole. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction that could be significant to the financial statements or the auditor's 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 February 8, 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 MLMC's financial statements or a determination of the type of auditor's 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 MLMC'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

We applied certain limited procedures to Management's Discussion and Analysis, which is required supplementary information (RSI) that supplements the basic financial statements. Our procedures consisted of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We did not audit the RSI and do not express an opinion or provide any assurance on the RSI.

Restriction on Use

This information is intended solely for the use of the Board and Management of Maine Lobster Marketing Collaborative and is not intended to be, and should not be, used by anyone other than these specified parties.

Purdy Pownall & Company

Professional Association

Client: **306014 - Maine Lobster Marketing Collaborative**
 Engagement: **12/31/20 - Audit**
 Period Ending: **12/31/2020**
 Trial Balance: **Trial Balance**
 Workpaper: **3201.00 - Proposed JE Report**

Account	Description	W/P Ref	Debit	Credit
Proposed JE # 50		5201.00		
To record accrued payroll.				
5015	Administrative Expenses:Personnel:Staff Salary		8,832.62	
2070	Payroll Liabilities			8,832.62
Total			<u><u>8,832.62</u></u>	<u><u>8,832.62</u></u>
Proposed JE # 51		4401.00		
To adjust prepaid rent.				
1060	Prepaid Expenses		1,475.83	
5184	Administrative Expenses:Rent			1,475.83
Total			<u><u>1,475.83</u></u>	<u><u>1,475.83</u></u>