



Nathan Wechsler & Company, P.A.

Kirk B. Leoni, managing director

Financial Services

In 1957, Nathan Wechsler moved to NH from New York to take a job as a controller for a large retail/wholesale operation, but he soon realized he wanted to start his own firm. He told his employer of his intentions, but said he would only strike out on his own if they would agree to be his first customer. Fifty years later, his dream has grown into one of the largest accounting firms in the state, with 30 employees and offices in Concord and Laconia.

As for that first client? "They're still a customer to this day," says Kirk B. Leoni, a principal and managing director of the firm. Nathan Wechsler & Company, P.A. provides audit, accounting, tax, and business advice services to closely held entrepreneurial businesses and nonprofits throughout New England, with a focus on "competency, integrity and community enrichment," according to its mission statement.

For the firm's principals and employees, those aren't just words on a piece of paper. The firm has been a leader in the state when it comes to promoting high standards within the accounting profession. Nathan Wechsler is a charter member of the American Institute of Certified Public Accountants' Private Companies Practice Section and has submitted its practice to voluntary peer review since 1977, more than 15 years before all AICPA members were required to do so. "We make a commitment to meet the highest personal standards we can. We wanted to meet the quality level of any large international firm," Leoni says.

Several of the firm's leaders continue to help steer the profession in the state: Stephen F. Lawlor, a principal of the firm, serves on the board of the NH Society of CPAs and Kenneth C. Wolfe, another principal, serves on the Society's tax committee. Gov. John Lynch appointed Principal Wayne B. Geher to the NH Board of Accountancy.

The firm also stands behind its reputation, providing clients with a money-back service guarantee. "We [led] the industry in providing service guarantees on our proposals," Leoni says, "We guarantee we will do what we said we'll do in the time we said we would do it in."

Competency and integrity are only two legs of the stool on which the firm stands. The third—community enrichment—is evident in the firm's financial and volunteer commitment to a variety of nonprofits. That includes being a pacesetter for the United Way of Merrimack County's annual fundraising campaign with more than 95 percent of employees participating.

Principal Oreste J. Mosca serves on the board of Havenwood-Heritage Heights Retirement Community and was the recipient of the Jefferson Award for active volunteerism. Principal Muriel D. Schadee serves on the board of Concord Hospital and as treasurer of the Women's Fund of NH. Principal Sean C. Sullivan serves on a variety of boards, including chair of the Lakes Region United Way. "It's important to give back to the communities that support our 30 families," Leoni says. ■