

19.5 CPE's

IMA NorthEast Regional Council

2nd Annual Fall Conference

September 22–23, 2009

Cape Cod

Massachusetts

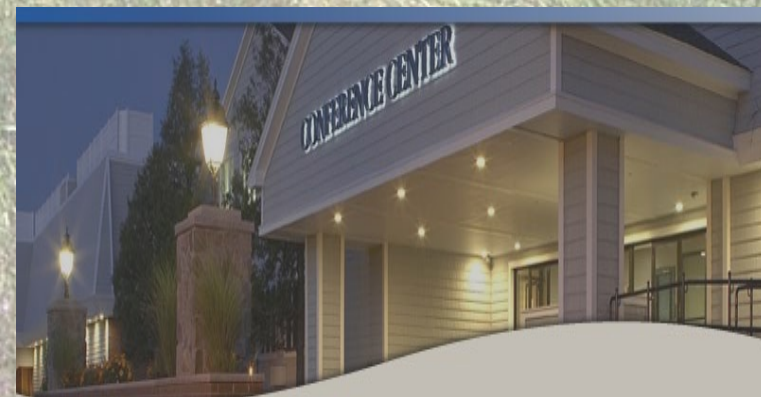
SAVE \$\$\$

**REGISTER BY
JULY 15**

Education and CMA Review Tracks

Don't Miss Out!

Hyannis Conference & Resort Center



WHO

- ♦ Accounting and Financial Professionals
- ♦ GM's and other Business Professionals
- ♦ Those interested in sitting for the CMA exam
- ♦ CMA's, CPA's and other Certified individuals seeking CPE's
- ♦ Companies/Individuals seeking relevant and quality training

WHAT

- ♦ 19.5 quality CPE's at a great price
- ♦ Nationally Recognized Speakers
- ♦ Excellent Networking Opportunities

WHERE

- ♦ Resort and Conference Center at Hyannis
35 Scudder Avenue—Hyannis, MA

WHEN

- ♦ Tuesday, September 22, 2009
- ♦ Wednesday, September 23, 2009

Conference At a Glance

CMA Review

Concurrent Track—Both days

Overview of CMA Review—Part 2 19.5 CPE

Tuesday, September 22, 2009 8:00 AM-5:30 PM

Wednesday, September 23, 2009 8:00 AM-5:30 PM

Presented by Leonard T. Long and Tony Kvedar

Management Accounting and Reporting

A. Budget Preparation (15%) Planning process, purposes of planning and budgeting; budgeting concepts; annual profit plans and supporting schedules; types of budgets, including activity-based budgeting, kaizen budgeting, project budgeting, and flexible budgeting.

B. Cost Management (25%) Cost concepts, flows and terminology; alternative cost objectives; cost measurement concepts; cost accumulation systems including job order costing, process costing, and activity-based costing; overhead cost allocation.

C. Information Management (15%) Nature of management and accounting information systems; systems development and design; techniques and terminology applicable to the development of computer-based accounting information systems; networks and client/server systems; electronic commerce; ERP systems.

D. Performance Measurement (20%) Factors to be analyzed for control and performance evaluation including revenues, costs, profits, and investment in assets; variance analysis based on flexible budgets and standard costs; responsibility accounting for revenue, cost, contribution and profit centers; balanced scorecard; quality considerations.

E. External Financial Reporting (25%) Principal financial statements and their purposes; limitations of financial statement information; asset and liability recognition and measurement; equity recognition and measurement; revenue, expenses, extraordinary items, and earnings per share; the SEC and its reporting requirements; the annual report.

Monday, September 21, 2009

- ◆ 6:00 -7:00 PM Registration

Tuesday, September 22, 2009

- ◆ 7:00-8:00 AM Breakfast / Registration

- ◆ 8:00-10:00 AM *"International Financial Reporting Standards"* 2.5 CPE

Speaker: Tony Pencek



- ◆ BREAK

- ◆ 10:15 -12:00 PM *"The Upside of Stress Workshop"* 2.0 CPE

Speaker: Leslie Ackles

- ◆ 12:00-1:00 PM LUNCH / *"Responding to a Search Warrant"*

Speaker: Kenneth C. Pickering 1.0 CPE

- ◆ 1:00-2:15 PM *"Business Continuity and Disaster Recovery Planning"* 1.5 CPE

Speaker: Ed Goldberg

- ◆ BREAK

- ◆ 2:30-3:45 PM *"Anatomy of a Turnaround"* 1.5 CPE

Speaker: Joseph L. Palazzi

- ◆ 3:45 - 5:30 PM *"Sustainability & Investing"* 2.0 CPE

Speaker: Cary Krosinsky



Dinner on Your Own

7:30-10:00 PM Hospitality Social

Conference At a Glance

Education Track

Wednesday, September 23, 2009



- ◆ 7:00-8:00 AM Breakfast

"The Streamlined Sales Tax Project" 1.0 CPE

Speaker: Inez Mello

- ◆ 8:00-9:45 AM *"Career Strategies for a Turbulent Economy"*

Speaker: Matt Budd 2.0 CPE

- ◆ BREAK

- ◆ 10:00-11:45 AM *"SharePoint"* 2.0 CPE

Speaker: Janice Phelps

- ◆ 11:45-1:00 PM LUNCH / Presentation of Regional Awards / *"IMA/CMA Updates"* 1.0 CPE

Speaker: Dennis Whitney

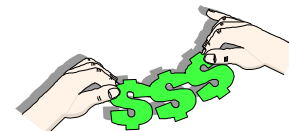
- ◆ 1:00 - 2:15 PM *"International Financial Reporting Standards—What You Should Be Doing Now"* 1.5 CPE

Speaker: James Patterson

- ◆ BREAK

- ◆ 2:30 - 4:00 PM *"Offsetting Receivables with Payables - Making a Difference- Pay It Forward"* 1.5 CPE

Speaker: C.S. "Bud" Kulesza



Please visit our website at <http://www.nerc.imanet.org> for more detail on the sessions and other conference updates.

★ Dr. Edward M. (Ed) Goldberg

Dr. Ed Goldberg is a licensed Professional Engineer and a Certified Business Continuity Professional (CBCP) with more than 25 years of IT and technical management experience. He serves as president of the Connecticut chapter of ACP (Association of Contingency Planners). Ed has a BS in electrical engineering and an MBA concentrated in Computer Information Systems, both from the University of New Haven. He has an advanced Graduate Certificate in Computer Communication Networks from Rensselaer Polytechnic Institute, and a Doctorate in Management and Organizational Leadership from the University of Phoenix.

Ed Goldberg currently serves as Northeast Utilities' Business Continuity Consultant (an internal position) in Berlin, CT, leading all of NU's business continuity and disaster recovery planning efforts. Ed was an IT manager at Millstone Nuclear Power Station from 1993 through 2003. His areas of interest include organizational culture, and he is an expert on safety-conscious work environments and the creation and maintenance of such culture in nuclear and other industrial settings. Ed also serves as Core Faculty in the School of Business and Technology at Capella University where he mentors PhD learners, teaches and develops leadership, IT and management coursework. Prior to his tenure at Millstone, Ed used his varied background in machine computer control design to gain extensive experience in high-tech engineering and business management. He has first hand design experience with military computer systems, fire alarm control panels, web offset printing press accessories, and electro finishing/plating computerized control equipment. He has a patent for a sub-ambient fluid circulation system used in the printing industry.

Ed served as adjunct faculty at Albertus Magnus College for 11 years from 1997 to 2007, teaching a wide range of graduate and undergraduate management and IT courses. In 2003 and 2004, Ed taught advanced undergraduate project management for DeVry University. He has also written IT and MIS curriculum for the Institute for Professional Development, including courses used by Albertus Magnus College.

★ Leslie Anne Ackles

Leslie A. Ackles is director of the University of Massachusetts Donahue Institute Organizational Development and Training Group. She has 23 years of experience providing training services in the public sector. She is also a work/life balance coach and has delivered numerous speeches and workshops on the issue. Ginny O'Brien, *the author of Success on Our own Terms*, included Leslie in her book *Coaching Yourself to Leadership*, as part of a chapter on the importance of developing relationships. Leslie recently completed the University of Massachusetts Medical School Mindfulness Stress Reduction Program. She is also certified to administer the Myers-Briggs Type Indicator. Leslie received a Masters degree in Educational Administration from Harvard University. She has a BA in Human Development from University of California, Davis.

★ Anthony P. Pencek, CPA

Mr. Pencek is a practicing CPA in Rhode Island. He has been a member of the IMA for over 25 years and a member of the Board of Directors of the Providence Chapter for over 20 years. He is an adjunct professor of Accountancy at Bryant University and Rhode Island College. He is also a regional delegate to the NorthEast Regional Council for the Providence Chapter. He has his Masters of Business Administration degree from the University of Rhode Island, concentration in Accounting. He is also active in assisting other not for profit organizations in the area with their fund raising activities. His hobbies include golf and traveling. He has given several talks to other professional groups on various accounting topics.

★ James H. Patterson, CPA

With over 35 years of experience working with high income individuals and their businesses, Jim is highly qualified in helping his clients succeed. Jim prides himself in knowing what is important to his clients and using this knowledge as a basis for helping those clients develop and accomplish their life goals.

Jim joined Gray, Gray & Gray in 2008 as a result of the merger of his firm, Patterson and Gerry CPAs, LLC, with Gray, Gray & Gray. He is a member of the American Institute of Certified Public Accountants, the Massachusetts Society of CPAs and the Institute of Management Accountants.

Jim earned his undergraduate degree at Boston College, and a master's degree in accounting from Northeastern University

★ Cary Krosinsky

Cary Krosinsky co-edited and wrote the book "Sustainable Investing: The Art of Long Term Performance" with Nick Robins of HSBC. He is a senior representative for Trucost in North America, where they maintain the world's largest environmental database of carbon emissions and other pollutants as are being generated by the world's largest public & private companies.

Mr. Krosinsky was a member of CapitalBridge's Operations Committee, providing leadership on data and analytics. He sold and successfully maintained many of the largest banking and corporate relationships for the company in Europe, North America and Asia.

Cary was a member of the 70 person Expert Group that created the United Nations Principles for Responsible Investment (PRI), which has been committed to by over US\$15 Trillion worth of asset managers and owners.

He worked in collaboration with Trucost on their award winning 2006 UK Trust Carbon Footprint study, as well as the IFC sponsored Carbon Counts Asia 2007 report, the latter having been issued at the December 2007 UN Bali meetings. The Carbon Counts USA reports were released April 2009. He has worked with the Los Angeles Times on stories regarding Warren Buffett, and has written and spoken publicly over time, and continues to act as a leading interpreter of equity ownership on CNBC, the Wall Street Journal and elsewhere.

★ Joseph L. Palazzi, CPA, CTP

In his role as a senior executive, Joe has over twenty-five years of domestic and international leadership experience in the software, electrical, electronic and consumer goods industries. Joe's corporate experience includes senior positions as CRO, CEO, COO and CFO. He has an established track record of successful corporate turnarounds in both mature and emerging business environments. Joe's recent experience includes directing a turnaround at a multi-national textile manufacturer. He has also recently performed financial and operational assessments in the textile, construction and manufacturing industries for several leading financial institutions. His expertise includes distressed debt refinancing, out-of-court restructuring and Chapter 11 proceedings, pre-petition planning and administrative compliance through formulating plans of reorganization and asset sales under Section 363 of the code.

Joe founded Elm City Partners in 2002. Elm City Partners is focused on refinancing, crisis management, turnarounds and workouts and can provide experienced interim Presidents, Chief Executive Officers and Chief Financial Officers as required for companies, either privately held or publicly traded, that are in a transition period.

A native of Connecticut, Joe received his Bachelors of Science Degree in Accounting from Quinnipiac University and a Master of Business of Administration from the University of New Haven. He is a Certified Public Accountant in the state of Connecticut as well as a Certified Turnaround Professional. Joe is active in the Turnaround Management Association and currently acts as a Director of the local Connecticut Chapter. He is civically active having served on non-profit and charitable boards including Danbury Hospital and Wallingford YMCA.

★ Janice Phelps, CPA

Janice is co-founder of Blue Moon Industries, a Microsoft Gold Certified Partner solely focused on implementing Dynamics GP systems. Janice is a Certified Public Accountant and Certified Information Technology Professional, and has more than 18 years experience implementing financial systems, and over 6 years working in public accounting. Janice's experience includes business process analysis and re-engineering, implementation consulting and executive training. Janice is a Certified Accounting Applications Specialist, a Certified Instructor with Microsoft Business Solutions, with a focus on Project Accounting, and a Certified Master in the financial applications from Microsoft Business Solutions. Janice has provided extensive training for many Microsoft Business Solutions employees, partners and customers, and is considered an expert in the area of Great Plains' Project Accounting.

★ Inez M. Mello, MBA

Ms. Mello is Principal, Director of State and Local Tax Services with CCR, LLP. She has over 20 years of experience in state and local taxes. She also served for nine years as corporate senior tax accountant in the state and local tax administration (SALT) for a fortune 500 company. Over the past 10 years, she has developed a SALT program which encompasses an in-depth assessment process, a proven cost savings implementation of voluntary disclosure in state jurisdictions and effective ongoing compliance programming's.

Ms. Mello is a frequent speaker at various business and education symposiums, and has taught various multi-state tax seminars. She is the Co-Chair of the Small Business Council for the Providence Chamber of Commerce and is also an Ambassador for the Providence Chamber of Commerce and the Newport County Chamber. The U.S. Small Business Administration has selected Ms Mello as the winner of the 2007 Rhode Island Women in Business Champion of the Year Award. Ms. Mello is a member of the Lt. Governor's Small Business Advocacy Council and serves on the Community College of Rhode Island's Alumni Association's Board of Directors. She is also the Rhode Island General Editor and author for LexisNexis Matthew Bender. Ms. Mello is a member of the Institute of Management Accountants and has served as the past Northeast Regional Director for the American Society of Women Accountants and served as past President of the Rhode Island Chapter of the American Society of Women Accountants.

Ms. Mello received her B.S. degree in Accounting and her M.B.A. in Taxation from Bryant University. She has continued her scholastic pursuits, serving as an adjunct professor for Bryant University and the Community College of Rhode Island.

★ Dennis Whitney, CMA

Dennis Whitney is senior vice president of the Institute of Certified Management Accountants (ICMA®), the certification division of the Institute of Management Accountants (IMA®), the world's leading association for management accountants focused on driving business performance in the areas of decision support, planning and control. Dennis is responsible for the CMA exam's development and administration, program budgeting, growth and strategic planning.

Joining IMA in 1993 as Exam Projector Manager and then later as Director of Exams, Dennis took charge of exam content, supervising question writers, setting exam scores and developing the CMA Learning Outcome Statements. Dennis is now the driving force behind the entire CMA program, where he is committed to the task of growing the credential to become the world's leading certification for finance and accounting professionals working inside organizations. Prior to joining ICMA, Dennis held positions as treasurer and controller for a management consulting company and as a senior tax accountant for an insurance company. Dennis won the Beyer Bronze medal for having the third highest score on the June 1992 CMA exam. Dennis also has a BS degree in economics and an MBA in finance.

★ Matt Bud

Matt Bud has been a Managing Partner of The Financial Executives Consulting Group (www.TheFECG.com) since its founding in 1999. The FECG places senior financial executives in interim and permanent assignments as Chief Financial Officers, Controllers and Treasurers. Matt is primarily responsible for business development and candidate screening.

Matt is also Chairman of The Financial Executives Networking Group (www.TheFENG.org), an international organization of senior financial executives that he has grown from only 60 members in 1996 to over 32,000 today. The FENG provides senior level financial executives with a forum to share job opportunities and experiences.

Among the first to recognize the power of the Internet as a communication tool, Matt connects members of The FENG on a daily basis through outbound e-mail. Over 1,500 pages of senior level job leads and career advice are being published each month.

Featured in an article in The Wall Street Journal in 2003, and earlier this year in a segment on CBS Evening News with Katie Couric, The FENG is a nationally recognized organization for senior financial professionals. It is also the largest organization of its type in the United States. Membership is currently growing at an annual rate of 10%.

For 9 years Matt was Chief Financial Officer of Levine, Huntley, Schmidt & Beaver, at one time the 29th largest U.S. based Advertising Agency. Matt also has 15 years of experience in Publishing and Broadcasting, 6 years with The Thomson Corporation and 9 years with CBS, Inc., and 2 years of retailing experience with B. Altman & Company. He has an MBA in Finance from New York University and a B.S. in Finance from Indiana University.

★ C. S. "Bud" Kulesza, CMA, CFM

C.S. "Bud" Kulesza began his accounting career with Johnson & Johnson, and after five years joined ITT. During his career with ITT, he held a variety of Senior Financial positions in ITT's manufacturing companies. His industry experience includes food processing, telecommunications, electronic components and automotive parts with multinational responsibilities, including that of Chairman ITT Industries, Canada. He is currently a consultant specializing in Finance, Accounting and Information Management after retiring as senior vice president Finance for ITT Automotive in Auburn Hills, Michigan. He has also taught Managerial Accounting for the University of Texas at Austin's Executive MBA program and is a frequent presenter at Conferences and Seminars.

Bud is a long time member of Institute of Management Accountants (IMA) and has served IMA in many areas of the country and at many levels including President and Chairman. IMA is one of the world's largest professional management accounting organizations with over 60,000 members. He was named by *Accounting Today* as one of the top 100 most influential persons in Accounting in 1999. He has numerous publications in accounting journals including *Strategic Finance*, *Management Accounting* and the *Journal of Accountancy* and has been interviewed on *Money Radio* and CNN's *Money Wheel*. He has presented a variety of accounting topics at many universities, accounting conferences and meetings including the World Congress of Accounting.

★ Kenneth C. Pickering, Esq.

Kenneth C. Pickering is a Partner in the law firm of Mirick O'Connell in Worcester, Massachusetts. Ken is a member of the Firm's Business Litigation Group and the Firm's White Collar Defense Team. Ken is a former Special Assistant District Attorney. He has tried more than 20 civil and criminal cases to verdict in Massachusetts and U.S. District courts. Ken has also argued appeals in both state and federal appellate courts and represented clients in arbitration proceedings.

Ken's practice focuses on representing individuals in business and securities litigation and white collar criminal defense. He has been counsel to individuals in matters involving mutual fund trading practices, accounting fraud, healthcare fraud, and the operation of privately held investment management companies. He has also represented clients in shareholder derivative actions, securities litigation, and disputes involving closely held companies. Ken has experience representing individuals and companies in investigations by the SEC, the FBI, the U.S. Department of Justice, the Massachusetts Attorney General's Office, and local enforcement agencies.

★ Leonard T. Long, CMA, CFM

Dr. Leonard Long is a professor at Bridgewater State College and the Chief Financial Officer of MIL Associates, Inc. He holds a DBA from Nova University and an MBA from American International University. Len's professional certifications include the Certified Management Accountant, the Certified Financial Manager and the Certified Town Accountant - Commonwealth of Massachusetts designations. He is a member of the Town of Mashpee Finance Committee, Committee on Students - IMA, Past President and Treasurer of the Boston Chapter - IMA, CMA Director for the NorthEast Regional Council - IMA, the American Accounting Association and Kiwanis International.

★ Anthony J. Kvedar, Jr., CMA, CPA

Tony holds a BS in Business Administration and a MBA from the University of Vermont. He received his CMA in 1994, CPA in the state of Vermont in 1996 and Certified Rate of Return Analysis in 2004. Tony has 22 years experience in the regulated utility field in accounting, financial planning and rate making. He is currently employed by Green Mountain Power Corporation. Tony is an adjunct instructor in Accounting at the University of Vermont and has also been an adjunct instructor in accounting, finance, and income tax at Trinity College. He has served on various committees including past President of NERC and national board member of the IMA.

Lodging Information for Monday and/or Tuesday Night September 21 -22, 2009

The Resort and Conference Center at Hyannis
35 Scudder Avenue
Hyannis, MA 02601

Telephone: 866-828-9111 group reservation line (Monday–Saturday
8:30 am to 5:30 pm)
Fax: 508-778-6423
Email: info@capecodresortandconference.com

Register Early!

To reserve a room at conference rates, please call the hotel and mention **NERC (NorthEast Regional Council–IMA)**. It is important to specify that group name when making a reservation.

Rates: Single	\$135/night plus local and state taxes
Double	\$135/night plus local and state taxes
Triple	\$155/night plus local and state taxes
Quad	\$175/night plus local and state taxes

Conference rates are in effect while rooms are available or until the cut-off date of September 7, 2009. Reduced rates not available through online reservation.

All reservations must be secured by a one night deposit plus taxes per room. Deposits are refundable (minus a \$15.00 processing fee) only if the cancellation notice is received **TWO WEEKS (14 days)** prior to the scheduled arrival date. If an individual reservation is cancelled thirteen days or less prior to arrival, or does not arrive on specified dates the reservation is cancelled for all nights and the entire deposit will be forfeited.

Useful Links:

Cape Cod Chamber of Commerce	http://www.capecodchamber.org
Hyannis Chamber of Commerce	http://www.hyannis.com
Visit Cape Cod	http://www.visitcapecod.com

Lodging and Directions

Driving Directions

From Boston - Logan Airport: Follow Route 93 South to Route 3 South to the Sagamore Bridge and onto Route 6 East. Follow Route 6 East to Exit 6. Take a right off the exit onto Route 132 South. *At the 4th set of lights turn right onto Bearse Way (towards Hyannis West End). Continue straight through 2 sets of lights. Bear right at the fork. At the next set of lights turn right onto North Street. Continue straight to the rotary. Take the 2nd exit just after the Paddock Restaurant. Resort and Conference Center at Hyannis will be on your left.*

From Western Massachusetts: Follow Route 495 South to Route 25 East to the Bourne Bridge and merge onto the rotary. Take the 4th exit off the rotary (IHOP will be on your left). Follow until you reach a set of traffic lights. Take a right at the lights onto Route 6 East. Follow Route 6 East to Exit 6. Take a right off the exit onto Route 132 South. *Follow directions in italics above to reach destination.*

From New York, Connecticut and Rhode Island: Follow Route 95 North to Route 195 East to Route 25 to the Bourne Bridge. Take the 4th exit off the rotary (IHOP will be on your left). Follow until you reach a set of traffic lights. Take a right at the lights onto Route 6 East. Follow Route 6 East to Exit 6. Take a right off the exit onto Route 132 South. *Follow directions in italics above to reach destination.*



IMA NERC FALL CONFERENCE REGISTRATION FORM

Name: _____ Designation(s): _____

Nickname for Badge: _____

Title: _____

Company: _____

Address: _____

City, State, Zip: _____

Telephone: _____

E-Mail: _____

IMA Member Number: _____ IMA Chapter: _____

Do you require an electronic certificate for your CPE's? Yes No
CPE's are electronically posted to IMA member account

Seminar Fees:	By	On/After	Students w/ID
	7/15/2009	7/16/2009	
Full Program	<input type="checkbox"/> \$249	<input type="checkbox"/> \$289	<input type="checkbox"/> \$145
Day One Only	<input type="checkbox"/> \$199	<input type="checkbox"/> \$239	<input type="checkbox"/> \$120
Day Two Only	<input type="checkbox"/> \$199	<input type="checkbox"/> \$239	<input type="checkbox"/> \$120

Conference Cancellation/Refund Policy: A refund will be issued if cancelled by August 31, 2009. No refunds will be issued for cancellations after that date. NERC-IMA is only responsible for processing the Conference registration. IMA is not responsible for any travel or lodging expenses or out-of-pocket costs incurred. If for any reason you must cancel your Conference registration, please remember to cancel your hotel accommodations directly through the Hyannis Conference and Resort Center.

Please check the track you are most likely to attend. Note: Attendees may change track later; this information is only to assist in the event planning.

Tuesday, September 22, 2009	Wednesday, September 23, 2009
<input type="radio"/> Education Track	<input type="radio"/> Education Track
<input type="radio"/> CMA Review—Day One	<input type="radio"/> CMA Review—Day Two

REGISTRATION

Payment information:

☐ Check enclosed payable to IMA-NERC

☐ VISA ☐ MasterCard

Card Number _____ / Exp. Date _____ / Security Code _____
(back of card)

_____ / _____
Name as it appears on card (Please print) Authorized Signature

Billing address:

Address: _____

City, State, Zip: _____

MAKE CHECKS PAYABLE TO IMA-NERC
MAIL OR E-MAIL REGISTRATION FORM AND PAYMENT TO :

IMA-NorthEast Regional Council
c/o Linda M. Simmons
42 Farm Brook Court
Hamden, CT 06514

Phone: 203-988-4903

E-Mail: Linda.Simmons@comcast.net

Please check the website <http://www.nerc.imanet.org> for online registration and payment.

*IMA is registered with the National Association of State Boards of Accountancy (NASBA) as a "Group Live" sponsor of continuing professional education on the National Registry of CPE Sponsors. However, be aware that state boards of accountancy have final authority on the acceptance of individual courses for CPE credit.

Liability Waiver: I agree and acknowledge that I am undertaking participation in NERC-IMA events and activities as my own free and intentional act and I am fully aware that possible physical injury might occur to me as a result of my participation in these events. I give this acknowledgement freely and knowingly and that I am, as a result, able to participate in NERC-IMA events and I do hereby assume responsibility for my own well-being.