



The Association of
Accountants and
Financial Professionals
in Business



Summer
2015

LONG ISLAND CHAPTER



Woodbury Country Club



884 Jericho Turnpike, Woodbury, NY



The meeting schedule for the 2015 - 2016 Chapter Year has been set. The monthly Dinner Meetings will take place on the second Tuesday of each month beginning September 8, 2015. The IMA has a NEW venue – Woodbury Country Club, 884 Jericho Turnpike, Woodbury, NY. The cocktail hour starts at 6 p.m. followed by dinner - each dinner seminar qualifies for 1 CPE credit. The Quarterly Breakfast meetings will take place on the dates noted below in the LIE/Melville Corridor (locations may vary). The meeting time is 7:45 a.m. to 10 a.m. with a continental breakfast and each session qualifies for 2 CPE credits.

2015-2016 Dinner Meeting Schedule

September 8, 2015	Managing Partners of CPA Firms
October 13, 2015	Due Diligence – Why is it important; understanding the process
November 10, 2015	CFO Panel
December 8, 2015	Holiday Event
January 12, 2016	Professional Business Coach - Become a better leader; Building an Effective Management Team
February 9, 2016	Cyber Risk Assessment and Management
March 8, 2016	CEO Panel
April 12, 2016	Best Practices for hiring and firing
May 10, 2016	Annual FEY Event

Quarterly Breakfast Series

October 27, 2015	Affordable Care Act update – Understanding the 2015 reporting requirements and expected changes in 2016
January 26, 2016	Tax Update / GAAP Update
April 26, 2016	Fiduciary responsibility with regard to retirement plan assets
July 26, 2016	Ethics



A MESSAGE FROM THE OUTGOING PRESIDENT

Dear Long Island Chapter Members;

As I write this letter it's hard to believe how fast the two years have passed that I served as your chapter President. It has been a tremendous experience and I am so proud of all the accomplishments made during my term.

As President, I had the opportunity to work with one of the finest Boards of professional people, and together we have accomplished a lot for our membership. I am proud of the quality of our educational programs, our robust newsletter, and the work done to build student members and chapters. We have also built an infrastructure to support our members in transition. It is through all these activities that we have accomplished my primary goal; to add value to our members.

It has also been a great experience getting to know our members, whether at our programs or off site. Our members recognize the value of the CMA

credential and how it sets them apart from other designations. I hope to continue to work with the Chapter, be able to build this awareness and help others to achieve this valued certification.

I want to thank my Board, the Past Presidents and the members for their warm reception and for their support during my term. I know that our Chapter will continue to thrive with our new President, Amy Abrie and I wish her and the Board the best of luck in the coming Chapter year. It has been a privilege serving and something that I have long desired to do from when I first joined IMA ten years ago. In the words of Walt Disney "If you dream it, you can do it."

Warm Regards,

New Board of Directors!

Your new Board of Directors is hard at work already planning and finalizing the meeting topics as well as the speakers for the upcoming year.

Sponsorship Opportunities!

There are plenty of opportunities to show your support for our Chapter. Your organization can sponsor a dinner, newsletter, website or breakfast - see page 7 for more details.

Advanced Pricing and Payment for the Dinner Meeting:

\$70
(IMA Members receive \$10 discount)

Pre-register online at <http://longisland.imanet.org>
(*Please note there will be a \$10 surcharge for registration & payment at the door)

Thank You To Our FEY Sponsors

Silverman Acampora LLP, Deloitte, Protiviti, AlcottHR, Jones Day



INSTITUTE OF MANAGEMENT ACCOUNTANTS - LONG ISLAND CHAPTER 2015 Milton Zipper Financial Executive of the Year

by Randy Deyulio, CPA, Partner, Deloitte

The Milton Zipper Financial Executive of the Year award was presented to Doug Robinson, Chief Financial Officer of Verint Systems, Inc. on May 12, 2015. Doug was introduced by Randy DeYulio, Partner at Deloitte who described Doug's remarkable career of helping companies recover from difficult circumstances and flourish in the marketplace.

Doug has extensive experience in the technology industry; working in various leadership roles at Cullinet Software, Inc., Computer Associates (CA), and most recently at Verint. Since joining Verint as the Chief Financial Officer in December 2006, Doug has led Verint through a SEC inquiry, a spinoff from its Parent, and numerous other complex transactions including: a half billion dollar acquisition of a multinational solutions provider; a debt refinancing; and a bond and equity offering during the past fiscal year.

During Doug's tenure as Chief Financial Officer, Verint

has achieved tremendous growth through both organic innovation, as well as completing nearly a dozen acquisitions of businesses and technology throughout the world. The Company has increased revenue from \$300 million in 2006 to approximately \$1.2 billion this past fiscal year and is currently providing solutions to over 80% of the Fortune 100.

As Doug indicated, one key element to his success was being able to attract, develop, and retain top talent from around the world. Even with all of the challenging situations he faced when he first joined Verint, Doug was able to retain his top talent, integrate personnel from newly acquired entities, and grow the business, all the while ensuring that the core Verint culture was maintained. This year's recipient of the Financial Executive of the Year award has truly demonstrated what it means to be an exceptional leader during both good years, but more impressively, through challenging years.





HAVE YOU MET THE NEW BOARD OF DIRECTORS . . .

Table listing board members and their titles: President (Amy Abrie, CPA), Secretary/VP Admin (Renee C. Sumpter, CPA), Treasurer (Justine Roe, CPA), VP Communications (Gail L. Trugman-Nikol), VP Education (Lori Catapano, CPA), VP Meetings (Carmela Borzelleri, CPA), VP Membership (Anthony Aronica, CPA), VP Sponsorship (Michael Conway, CPA), VP Student Activities (James Smith, CPA), Chair Employment Services (Randy Deyulio, CPA), Board Member (Ayanna Newell, Donna Blanc, Ira Halperin, ESQ, Joe Giacinto, Karen Marshall, Linda McCormack, Marvin Rosen, Michele Farrell, Rich Richer, CMA, Steve Schwimmer, Steven Kuperschmid, ESQ, Thomas Rosenthal, Vincent Palazzolo, Art Drucker, Brian Austin, Cindy McLoughlin, John Fodera, Manilo Cafiero, Tom Attivissimo), Immediate Past President (Lucy Mazany), and Past Presidents (Arthur Sanders, Adrienne Sinnott, Alice Schildkraut, Andrew Meyerson, Bob Arnold, Bob Arnold Jr., Gary Carpenter, Marc P. Palker, CMA, Michele C. Yen, Neil Seiden, Robert E. Grote, Stephen Antaki, CPA).



The IMA would like to Thank the following for being a Dinner Sponsor this past year:



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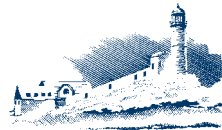


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We would also like to Thank the following for being a Breakfast Sponsor this past year: PBI Payroll • BNY Mellon Wealth Management CMIT Solutions of East & West Nassau • Alcott HR • AVZ Suffolk County National Bank • M&T Bank • Silverman Acampora Kuttin-Metis Wealth Management



QUEENS COLLEGE WINS BECKER ACCOUNTING CHALLENGE 2015

by Karen A. Marshall, CPA, Director, Student Activities

On Tuesday, April 28th Molloy College once again hosted the Becker College Accounting Challenge. The competing teams this year were students from Adelphi University, Molloy College, Queens College and SUNY Old Westbury. The Long Island Chapter of the IMA was proud to be a sponsor of the event along with the local accounting firms Grant Thornton, Janover and WeiserMazars.

The game-show style event was a tough battle right until the very end with three of the four teams in contention with one final bonus question for the evening. Congratulations to the team from Queens College!

Winning team members received their first year of membership in the IMA, sponsored by Grant Thornton. In addition, the winning team members also received scholarships to the Becker CPA Review Course.

Thank you to Molloy College, Becker Professional Education and the various professionals and faculty members for all of your hard work in putting together the night's Accounting Challenge. A fantastic job to all the contestants on each team! It was a fun night for all the students, faculty, sponsors and guests in attendance. The IMA looks forward to next year's event!





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LONG ISLAND CHAPTER

2015 – 2016 Sponsorship Program

Please check all that apply:

<input type="checkbox"/>	Complete Package - Dinner Meeting (includes attendance for two at the event), Newsletter Business Card Ad #1, Web Site Sponsorship	\$875
<input type="checkbox"/>	Dinner Meeting - (includes attendance for two at the event)	\$425
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	TOTAL	\$_____
	* Partial-page Ads in 4 or more issues will enjoy a 10% discount *	

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DINNER AND BREAKFAST MEETING SPONSORSHIPS SELL OUT FAST – PLEASE RESPOND ASAP

Our event sponsors receive dedicated space during the events networking hour and an opportunity to introduce their company and services to the audience. For more information or to reserve a sponsorship spot at an upcoming event, please contact Michael Conway, VP of Sponsorship at mc@kelsen.com or call (631) 465-6700.

For Newsletter and Website Sponsorship please mail this form and check payable to **IMA LI Chapter** to:
Institute of Management Accounts, 55 Grand Avenue, Suite 1F, Rockville Centre, NY 11570, Attention Justine Roe
Should you wish to pay by credit card, please request a copy of our credit card authorization form.



NEW MEMBERS

Send or bring a friend or business associate to an IMA meeting!

Your help is needed to keep our Chapter growing. Please submit the name of a prospective candidate who might be interested in IMA membership to our Vice President of Membership:

Anthony Aronica
Graphic Paper New York, Inc.
31 Windsor Place
Central Islip, NY 11722
Phone: (631) 964-8225
aaronica@graphicpaper.com

YOUR NEWSLETTER EDITOR

Your newsletter editor is always looking for information about you and other chapter members, as well as significant issues concerning our Long Island community relative to accounting and business matters. Please forward all personal notes for possible inclusion in the newsletter to the editor:

Gail L. Trugman-Nikol
Unique Business Solutions, Inc.
P.O. Box 7777 • Hicksville, NY 11802-7777
P (516) 935-5641 • F (516) 935-4101 • C (516) 713-6325
Email: communications@ima-longisland.org • gail@ubsassociates.com

REMEMBER TO PRE-REGISTER ONLINE

In our efforts to serve you better and avoid long lines at registration, we encourage you to pre-register and pre-pay for breakfast and dinner meetings on our website at: <http://longisland.imanet.org>.
A surcharge may apply for registration at the door.