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A MESSAGE FROM THE PRESIDENT

Dear Members,

As we quickly approach the hustle and bustle of the holiday season I'd like to take moment to thank all of the people that support our chapter. Without our Board of Directors, Past-Presidents, event sponsors, speakers and members we would not be able to provide the many services to our business community that we do. I am grateful to each person that contributes their time and resources to our Chapter and am proud to be part of such a wonderful organization.

In the spirit of the holiday season the IMA Long Island Chapter will be once again hosting a Casino Night Holiday Party on December 13, 2016. Those of you that attended last year experienced firsthand the wonderful evening of friendly wagering at the tables and networking that we had.

Once again we will have some fantastic raffle prizes to give away so please mark your calendars for this great night out. In addition we will be collecting new unwrapped toys or gift cards for The INN (Interfaith Nutrition Network) for distribution to our Long Islanders in need during the holiday season.



Amy Abrie

PLEASE SUPPORT OUR FOOD AND TOY DRIVE!

Bring two or three canned or non-perishable food products and NEW toys to the meeting for our Food and Toy drive, to benefit "The INN."

*Thank You
To Our
December Sponsors*



Start the Holiday Season with the IMA!
Join us, along with your friends at our Annual Holiday Casino Night.
The dinner is from 6 - 9pm and includes Buffet style dinner and plenty of play money given to our guests.

HOLIDAY EVENT
DEC. 13th 2016
6:00 pm - 9:00 pm

We will have:
2 Black Jack tables
1 roulette wheel
1 craps table
1 Texas Hold'em table
all with professional dealers.

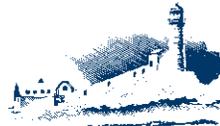
Cash in your winnings for Raffle Tickets.
Choose the prizes you wish to play for!

Games included with the cost of dinner

CASINO NIGHT

Woodbury Country Club 884 Jericho Turnpike
Woodbury, NY

For more information and to register for the event, please visit our website at <http://longisland.imanet.org>



Quote

*“What seems to us
as bitter trials are
often blessings in
disguise.”*

- Oscar Wilde

2017 Dinner Meeting Schedule

January 10, 2017	Economic Update
February 14, 2017	The Owner’s Journey-Business Transition-Family & Non Family Businesses
March 14, 2017	CEO Panel
April 11, 2017	Integrated Reporting – Reporting of an organizations Strategy, governance, performance & prospects in a commercial, social and environmental context
May 9, 2017	Annual Financial Executive of the Year (FEY)

Quarterly Breakfast Series

January 24, 2017	GAAP and Tax Update
April 25, 2017	Accounting -Cloud Technology Vs Hard Drive
July 25, 2017	Forensic Accounting

Gleim Discount on CMA Study Material

The Long Island IMA Chapter has partnered with Gleim to ensure your success on the CMA exam!

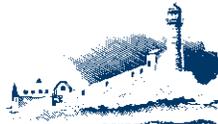
The Gleim CMA Review has the largest exam-emulating test bank of multiple-choice and essay questions, our popular CMA exam instructional videos, and a no-hassle Access Until You Pass® guarantee. Gleim has over 40 years of success helping candidates pass the CMA exam.

Place your order directly online by going to <https://www.gleim.com/IMALongIsland> or contact Melissa Leonard at 800.874.534 or lmazany@signatureny.com to learn about the significant discounts you are eligible for as an IMA Chapter member.

MEETING TIMES

Please note the dinner meetings at **The Woodbury Country Club at 884 Jericho Tpke, Woodbury, NY** will now take the following format:

- 6:00pm to 7:00pm - Registration & Professional Networking
- 7:00pm to 7:30pm - Dinner Served
- 7:30pm to 8:30pm - Speakers / Q&A / Wrap Up



IMA GLOBAL NEWS

Reprinted from the IMA's series "My CMA" CMA Profiles Q&A

IMA's "My CMA" series spotlights valued members of the CMA® (Certified Management Accountant) community. Learn about their journey with the certification—and get tips on advancing your own. This issue's featured CMA is: Ella Suponitskiy, CMA, and CPA.

Ella is the Director of CMA Exam Operations and Grading located in Montvale, New Jersey

- How did you first come across the CMA and what made you decide to go for it?

The first time I heard of IMA (Institute of Management Accountants) and CMA, I was working for Becton Dickinson as a senior financial analyst. I was talking to my coworker and saw a Strategic Finance magazine on his desk. The bright cover caught my attention, and I asked if I could borrow the magazine. After reading through just a few pages, I was impressed with the content as it directly applied to what I was doing.

I had my CPA, but after working at PricewaterhouseCoopers, I had moved to industry, and my roles had significantly changed from auditing to planning and financial analysis. The guidance from SF was invaluable, and I became increasingly impressed with IMA.

I later worked as an adjunct professor of financial and managerial accounting. Around that time, I saw an open full time academic position with ICMA (Institute of Certified Management Accountants) on the IMA website. I was hired, passed a very rigorous CMA exam, and became certified.

- In what ways has CMA made an impact on your career or professional journey?

The CMA had a major impact on my career. It gave me the knowledge that I was missing from a strict CPA track. It helped me gain confidence in financial planning, analysis, and decision support. It was a great complement to my CPA. I find that I've become

not only technically stronger but, more importantly, strategically stronger. I can add much greater value to my organization today than when I was just starting my career in public accounting.

- What is your proudest career moment or milestone as a CMA?

I am most proud when I can successfully advocate the value of the CMA to students. Back in the day when I was pursuing my MBA at Pace University of New York, I'd never heard of the CMA. I wish now that someone had told me back then about this very different career path. It's great for students to be aware of all the career choices available so they can choose the most suitable path early on.

- What's the best piece of advice you would give to CMA hopefuls?

My advice is to "just do it"- pursue the CMA. It will give you the confidence you need to succeed in today's rapidly changing business world. Once you become a CMA, you will be a valuable business partner for your company and any organization that you decide to join. And you will get much greater rewards, including respect, recognition, and a significantly above average compensation.

- For those taking the exam, what study tip(s) can you share?

"Study, study, and once again, study." You have to work hard to earn this credential; but once you earn it, the rewards are great. "You can do it!"

- If you could have one superpower in the world, what would it be?

To make the world a safer place...where pursuit of happiness is not just a pursuit, but a reality.



CMA NEWS

IMA Empowering Women to Advance Their Careers

Sandra Richtermeyer welcoming guests to the Women's Accounting Leadership Series event

On Friday, October 14, IMA® (Institute of Management Accountants) and Pace University, held the fifth installment of the Women's Accounting Leadership Series (WALS) in New York City. This event boasted the highest number of attendees to date as more than 120 IMA members and guests filled the Eddie Layton Student Union at Pace.

"The purpose of the WALS event is to provide a forum for women in accounting and finance to share thoughts and experiences on leadership development and strategies for success," said Sandra Richtermeyer, CMA, CPA, Ph.D., former IMA Global Board Chair and dean of the Manning School of Business, University of Massachusetts - Lowell. "IMA and Pace University share a passion for encouraging women to advance their careers into leadership roles."

Richtermeyer presented the first session of the day, "The Role Women Play in Driving Business Performance." The talk focused on current employment trends and the impact they have on career advancement opportunities for women. Richtermeyer challenged guests to think critically about common barriers faced by women along their path to leadership roles. Other topic areas discussed during the presentation included statistical analysis of women in C-suite and executive board positions, as well as leadership roles in academia and accounting and finance. Richtermeyer also discussed hot-button issues such as the gender wage gap, talent pipeline, work-life balance, and overall job satisfaction. Closing out her talk, Richtermeyer asked guests to spend time thinking about their professional development plans.

For the next session, "A CFO's Career Journey," Leslie Seidman, executive director of Pace University's Center for Excellence in Financial Reporting, and former FASB (Financial Accounting Standards Board) chair, moderated a candid and engaging conversation featuring Linda Huber, executive vice president and chief financial officer, Moody's Corporation. Huber discussed her path to becoming CFO, from managing professional challenges to finding a balance between work and family

commitments. Seidman and Huber talked about current business issues and challenges women in accounting and finance may face throughout their careers. They also provided practical advice for how aspiring professionals can tackle work-life obstacles.

Christine Botosan, Ph.D., FASB member, presented "Accounting Update," an overview of major new standards such as revenue recognition, leases, and credit losses, as well as projects in progress. Botosan's presentation also offered a look at the FASB agenda consultation project, and how input from accounting and finance professionals can help shape the Board's future agenda.

Linda Huber and Leslie Seidman after co-presenting a panel discussion

The final session of the day, "Strategies for Professional Success" featured Judith D. Ginder, CPA, global head of internal audit, Allianz Asset Management; and Tina Pinto, finance director, Janssen Business Development, Johnson & Johnson, with Richtermeyer as moderator. Ginder and Pinto shared unique perspectives on nontraditional working environments. Traveling frequently between offices in Germany and New York, Ginder talked about balancing the demands of an unusual schedule and managing family commitments. Pinto shares a position in M&A with a remote colleague and explained the opportunities and challenges she encounters from such an arrangement.

"I couldn't be happier with the level of expertise and attendee engagement at this WALS event," said Seidman. "It is a unique opportunity to bring together a diverse group of women for a day of networking, inspiring and honest conversations, and informative talks about developing leadership skills that can help any finance and accounting professional in her career journey."

Women IMA members are encouraged to attend the next WALS event which will take place in Houston, Texas in spring 2017. If you are interested in attending or learning more about future Women's Accounting Leadership Series events, please send an email to womensleadership@imanet.org.



IMA EMPLOYMENT SERVICES

Job Postings on the Employment Page of the IMA Website

By Randy DeYulio, VP Employment Services

The Employment Services Committee has continued to receive new job postings or openings this past month and has listed a few of them on the IMA website under the Employment page. If you are interested in any of those positions, please reach out to me at employment@ima-longisland.org. The Employment page will be updated every other month or as dictated by new job openings, so if you are in transition, check out our website.

In addition to the positions posted on our website, we have a database which includes numerous job openings ranging from bookkeepers, internal auditors, and staff accountants to treasurers, controllers and CFOs. Some of our more recent postings include the following positions:

Accounting Supervisor at a large, multinational consumer business company located in Melville, NY with a salary range of \$90 - \$95k.

Senior Accountant at a payroll company located in Carle Place, NY with a salary range of \$50 - \$65k.

Controller at a family owned business with operations predominately in NY, NY with a salary of \$125 - \$135k.

The Employment Services Committee updates the database frequently and has the simple goal of connecting potential candidates with companies in search of talented professionals. Please continue to submit resumes of qualified candidates or job postings in confidence to our website or through an IMA Board member.

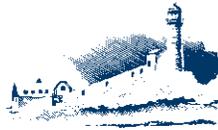
As an additional request, please notify the Committee of your Human Resource or Talent representative, as the Committee would like to develop a database of these professionals to increase the chance of hearing of future job openings, which should benefit all of our members. As a reminder, these services are at no cost to either the professional seeking employment or the company with the job posting.

Currently the Employment Services Committee is focusing on Accounting, Finance, Internal Audit, and Tax positions for its members.

For further information on these services, please contact Randy DeYulio at employment@ima-longisland.org.



The Association of
Accountants and
Financial Professionals
in Business



LONG ISLAND CHAPTER

December
2016



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<p><i>For newsletter submissions contact Joseph Giacinto, VP of Communications at JGiacinto@PBIPayroll.com</i></p>	<p><i>For membership contact Vince Palazzolo, VP of Membership at VPalazzolo@CPIAero.com or call 516-524-4839</i></p>	<p><i>For sponsorship opportunities contact Carmela Borzelleri, VP of Sponsorship at CBorzelleri@Parkell.com</i></p>
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NEWSLETTER ADVERTISING RATES

FULL PAGE	per issue	\$150.00 - 7 ¾ (w) x 8 ¾ (h)
½ PAGE	per issue	\$100.00 - Horizontal - 7 ¾ (w) x 4 3/8 (h) • Vertical - 3 ¾ (w) x 8 ¾ (h)
¼ PAGE	per issue	\$ 75.00 - Horizontal - 7 ¾ (w) x 2 3/16 (h) • Vertical - 3 ¾ (w) x 4 3/8 (h)



WELCOME TO NEW MEMBERS

IMA Long Island Chapter welcomes its new members:

Nathalia Bethancourth - Young Professional

Rod Olivero - Regular Member

Christopher Dilone - Student Member

Glenn Reed - Regular Member

Barry Garfield - Regular Member

Robert Simeti - Young Professional

Cheryl Giglia - Regular Member

Robert Steinberg - Regular Member

Lawrence Just - Regular Member

Mohammad Taher - Young Professional

John Malinconico - Young Professional

Alexandra Woehr - Young Professional

Aimee Manfredo - Student Member

Richard Wolbrom - Regular Member

Owais Miran - Student Member

Olga Yevdokimova - Student Member

THIS MONTH'S MEMBER SPOTLIGHT

This month's member profile spotlights Barbara Calissi a new member of the IMA Long Island Chapter Board of Directors. Barbara joined the Long Island Chapter Board in September. She holds a bachelor's degree in accounting from Bryant College and a MPA from Columbia University-School of International and Public Affairs.

Barbara started her professional career at Deloitte. After 5 years at Deloitte Barbara moved on to Columbia University as a director This began her formal move into specializing in the not for profit accounting world.

Following Columbia University Barbara had a short tenure as the Chief Financial Officer of Children's Rights. Children's Rights is an organization that uses the law to hold governments accountable and defend children when foster care systems fail.

After her stint at Children's Rights Barbara returned to the academic world as the Controller and Accounting Professor at the College of Mount Saint Vincent. Currently Barbara is the Assistant Controller of Molloy College in Rockville Center.

We welcome Barbara to the IMA Long Island Chapter Board and wish her luck and success in this position.



IMA STUDENT ACTIVITIES

Stony Brook Students Benefit from IMA Relationships

By James L. Smith, CPA - VP Student Activities Committee

For those of you who attended the IMA's October Student Workshop, you will see a familiar theme in my articles: Self Branding and Networking are critical pathways to finding the best career paths and best job opportunities. In this high paced business world it is important to make those business connections and learn as much as you can about what is expected, needed and wanted in the business world in order to have a successful career path.

Stony Brook University Students visited the on October 28th, 2016 for a tour of the Showroom and to have a Q&A Session with Finance and Accounting Management.

On October 28th, 2016 15 students from SBU were treated to a special Q&A session at the America's Head Quarters of Canon USA, Inc. This Q&A session was headlined by the Sr. Director of Finance, Andrew Feldsohn, Director of SOX Compliance, Kelly Pickard, Director of Consolidations, Jeff LaBonte, Director of SS Accounting, James L. Smith, the Director of Taxation, Gerard Gianattasion, and the Director of Financial Systems Thomas Earvolino. For over one hour, the students questioned the panel on Career paths in Canon and what we like most about Canon and our related fields.

The visit was the culmination of the strong relationship between the IMA, Canon USA, and Stony Brook University.

Shortly after the August 31st IMA presentation to the Stony Brook University (SBU) IMA Chapter and Accounting Club, President Ingy Ghobashy, reached out to see if we could set up a visit to the Canon USA, Inc. Headquarters Office in Melville, NY. Shortly thereafter Ingy and Dawn Shields, Sr Manager Community Relations at Canon were in discussions as to a date for an onsite visit.

Thanks to Canon's and the IMA's strong support of our local Universities and the professionalism shown by our SBU Students, such as Ingy Ghobashy, this day was a great success.

It cannot be stressed enough in these highly competitive times. ***Make your own luck***, reach out, network and open your minds to the opportunities that exist to make your futures happy and successful.

To the students and Universities of LI, I say we are here so why not reach out and make your own good luck today!

This day is the text book example of what our University Students should be doing to understand and make their opportunities for a great and successful career.





LAST MONTH'S MEETING

Successful career strategies for the CFO, was the topic for the November 8th meeting. Samuel Dergel who is an author, executive recruiter, corporate trainer and executive coach was well suited for this discussion. Those in attendance were able to benefit from the insights of his book *Guide to CFO Success: Leadership Strategies for Corporate Financial Professionals*. We dissected the aspects of what makes a CFO Successful. If you know a successful CFO these traits will sound familiar; being part of a successful company or story, making a difference,

being known on the outside, and using all relationships – internal and external. The CFO relationship map he uses was something that any professional could relate to when making changes to improve their personal success. His suggestion is to be the best CFO for your current and your future employer. In other words, never be a CFO in transition. Make sure you develop your brand, have visibility and don't underestimate the power of an excellent network.....another great reason to attend IMA events!



Bob Arnold, Jr, Vice President Arnold Standards Cos
Marvin Rosen, Insurance Advisor, Rampart Insurance Services

Cindy McLoughlin, CPA, Partner, CohnReznik LLP
Event Moderator for November Event



Angelo L. D'Esposito, LMSW, SAP, EAP Specialist, National EAP
Aoifa O'Donnell, CSW, SAP, CEO, National EAP



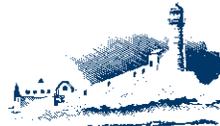
Kayla Tansey, Account Executive Employee Benefits, Cook Maran & Associates
Rosmary Whisler, CAPI, Insurance Advisor, Cook Maran & Associates



Bob Arnold, Jr, Vice President, Arnold Standards Cos, Aoifa O'Donnell, CEO, National EAP
and Eric Monroe, Sr Advisor, Standard Pension Services, LLC



Jennifer R. Acerra, SVP, Citibank, N.A.
Stewart N. Berman, SVP, Citibank, N.A.



NOVEMBER DINNER MEETING PHOTOS



Vince Palazzolo, CFO, CPI Aero, Marc Palker, CMA, MBA, RTRP, 2016-2017 Global Chair, IMA President MPP Associates, Inc. and Arthur Sanders, CPA, Comptroller, Omni Funding Corporation of America



Anthony Aronica, Chief Financial and Administrative Officer, Graphic Paper Inc.
Linda McCormack, President, Pixellence, Inc.



Alan B. Pearl, Chief Operating Officer & General Counsel, Portnoy, Messinger, Pearl & Associates,
Bob Arnold, Jr, Vice President, Arnold Standards Cos
Ayanna Newell, Business Development Executive, BDO USA, LLP



James L Smith, CPA, Director Shared Services Accounting, Canon USA, Inc., Marc Palker, CMA, MBA, RTRP, 2016-2017 Global Chair, IMA, President MPP Associates, Inc., Lucy Mazany, SVP & Group Director, Signature Bank, Maureen Williams, Controller, Nissequogue Country Club, Janine Howe, Controller, Clare Rose Inc.,



Vince Palazzolo, CFO, CPI Aero
Jeff Schlossberg, Principal, Jackson Lewis P.C.



Ron Goldman, CPA, Tri-State Mid-Market Business Development Leader, Deloitte & Touche, LLP
Keith Lawlor, Senior Commercial Relationship Manager, VP, TD Bank
Nicholas Scafura, CPA



Gail L Trugman-Nikol, President, Unique Business Solutions
Martha Stark, SVP & Group Director, Signature Bank



Kelcie Valentiner, CPA, Audit Senior, Deloitte & Touche, LLP
John Right, Hofstra MBA Student
Michael Valveri, CPA Audit Manager, Deloitte & Touche, LLP



ABOUT OUR CHAPTER

The Long Island Chapter of the Institute of Management of Accountants was chartered in 1951 by the then National Association of Cost Accountants (“NACA”). Over the years the name was changed to the National Association of Accountants (“NAA”) and now is known as the Institute of Management Accountants (“IMA”). Harold Nohe was the first President of the Long Island Chapter.

In 1970 the Long island Chapter was split into two Chapters, one in Nassau and one in Suffolk. The first President of the Suffolk Chapter was Paul Urban. The two Chapters co-existed until 1986. The two Chapters met the second week of the month with Nassau meeting on Tuesdays and Suffolk meeting on Thursdays. There were numerous members who attended both meetings.

In 1984 and 1985 both Chapters experienced a decline

in membership and meeting attendance. A committee was formed of Donald Green and Marc Palker from Nassau and Eric Perlman and Charles Schreiber from Suffolk. In 1986 with the permission of the National Office and the Board of Directors, the two Chapters were merged to reform the Long Island Chapter. Donald Green was the first President of the reformed Long Island Chapter.

In 1987 the Past President’s met to decide how best to help the Chapter prosper and grow. From these meetings the Financial Executive of the Year Award was born with the first recipient being Sanford Weintraub, CFO of Independent Election Corp of America. This award still exists today and is named after the man whose idea became the finale of our Chapter year, The Milton Zipper Financial Executive of the Year Award Dinner.

As they say, the rest is history.....

ABOUT IMA

The Institute of Management Accountants (IMA) is the world's leading organization dedicated to empowering management accounting and finance professionals to drive business performance.

IMA members are today's leaders, managers, and decision makers in management accounting

and financial management. As members we are dedicated to continued professional development, to achieving the highest levels of professional certification, and to supporting each other in our commitment to professional excellence.

www.imanet.org

Quote

“The best executive is the one who has sense enough to pick good men to do what he wants done, and self-restraint to keep from meddling with them while they do it.” - Theodore Roosevelt