A Message From The President

Dear Members,

As March comes roaring in, The LI Chapter continues to work hard to offer quality programs and workshops to our members and provide many resources at both the Chapter level and Global level. Thank you to our members and sponsors who support our mission and make it all possible.

On February 13, 2018, we enjoyed having our Young Professionals attend a free networking seminar and then put their new skills to work experiencing real time networking with our members and dinner guests. Many extended the evening by participating in the educational program to gain even more valuable knowledge.

Registration is now open for IMA’s Annual Conference and Expo happening June 16 – 20, 2018 in Indianapolis, Indiana. This Conference offers many opportunities to learn, earn CPE credits and network with other attendees from all over the Country.

To learn more and for early bird registration, please visit www.longisland.IMAnet.org for details.

Our next dinner event, March 13, 2018 will talk to the topic of Artificial Intelligence, being presented by Mike Baccala-PwC Assurance Innovation Leader, Henri Leveque-PwC Assurance Disruptive Technology Leader and Pierre Sur-PwC Audit Modernization Leader. I hope you’ll join us for this important learning session.

I would like to take a moment to ask you to head to your IMA member profile to be certain that your contact information is correct. It’s important to keep this information updated to include your email address, etc.

See you soon,

Carmela

March 13, 2018 Meeting

Woodbury Country Club
884 Jericho Turnpike, Woodbury, NY
Cocktail Hour begins at 6:00pm - Business Attire

Topic: Accounting and Finance Disruption - Use of Artificial Intelligence

Speakers:

Mike Baccala - PwC
Assurance Innovation Leader

Pierre Sur - PwC
Audit Modernization Leader

Moderator: Amy Abrie, MBA, CPA, Almar Plumbing & Heating Corp.

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

Quote

“Do you know that one of the great problems of our age is that we are governed by people who care more about feelings than they do about thoughts and ideas?” - Margaret Thatcher
Michael Baccala -  *Partner, Us Assurance Innovation Leader*

Michael is a PwC Assurance Partner with over 26 years of deep audit and technology consulting experience providing Fortune 500 companies with financial audit support, internal controls over financial reporting, internal audit, emerging technology, implementing enterprise systems, data analytics and business transformation program management.

Michael currently serves as the US Assurance Innovation Leader, which includes leading our people, process and technology strategy to support PwC’s global audit innovation efforts. My goal is to enhance quality and improve efficiency for our audit clients in the US around the world. Part of our innovation strategy is to work with leading Universities (including the newly launched Risk and Regulatory Services Innovation Center at Carnegie Mellon), 3rd party business partners, industry analysts, clients and internal PwC thought leaders to create dynamic solutions to today’s business challenges.

Michael’s specialties include: innovation, data analytics, artificial intelligence, blockchain, robotic process automation, risk assurance, program management, systems implementation, internal controls, and information technology.

Pierre-Alain Sur -  *Senior Relationship Partner*

More than 25 years of experience serving domestic and multinational companies, with a primary focus on Technology, Media & Telecom (TMT) companies.

Pierre is the US Assurance Tech-Enabled Audit Leader, he previously led PwC’s TMT US practice as well as the Global Telecom practice.

His specialty is Audit, M&A, Integration, Divestitures, Capital market activities & IPO, Capex, Corporate and market strategy, Cost reduction, Finance transformation, Investment strategy & valuations, Business process design and effectiveness, Internal controls, Outsourcing, Performance improvement and Revenue assurance.

From strategy through execution, Pierre brings big-picture strategic thinking and devises practical solutions to complex business issues, in areas such as financial due diligence, carve-outs, mergers and acquisitions, business model transformation and process improvements, and controls.

Pierre leverages his drive, and visionary thinking to inspire his teams to deliver superior client service and advice to enable some of the largest Fortune 500 companies, as well as emerging innovative start-ups, to reach their financial and strategic business goals.

He is a graduate of Skema Business School (France), a Certified Public Accountant in Arkansas, New Jersey, New York and Texas and a Member of the American Institute of Certified Public Accountants.

**APRIL 24, 2018 BREAKFAST MEETING**

*Networking 7:45am. Program begins 8:15am-10:00am.*

*Topic: “H/R & Employment Law – Current Updates”*  
*Speakers:*

**Rob Basso -**  
*L.I. Advantage Payroll Services and Associated Human Capital Management*

**Glenn Franklin, Esq. -**  
*Gringer & Cohen, P.C.*

*Moderator: Joseph A. Giacinto, CEO PBIPayroll*

CPE Credits: 2  
Members: Free, $25 Non-Members  
Register Online or at the door
Study Reveals Need for More Accurate Costing Information in Supply Chain
New report from APICS and IMA offers solution to widespread costing failures

Taylor Fenske, Stern Strategy Group, (on behalf of IMA) & Shelley Nall, INK Communications Co., (on behalf of APICS)

During January 2018 the APICS, the premier professional association for supply chain management, and IMA® (Institute of Management Accountants), published the findings of a joint research report, “Working Together to Enhance Supply Chain Management with Better Costing Practices.” The report uncovers common barriers to creating useful costing systems and presents a solution that more closely aligns the supply chain and accounting and finance business units.

“Supply chain professionals rely on cost information when making decisions, but have indicated a need for that information to be more accurate and effective,” said APICS CEO Abe Eshkenazi, CSCP, CPA, CAE. “This report highlights the necessity for supply chain and finance departments to work more closely and adopt costing practices that are progressive and focused on informing internal decisions.”

“From the supply chain perspective, an effective managerial costing system has clear value. It enables better make-or-buy decisions, defines landed versus delivery costs and determines the realistic cost of holding inventory,” said IMA Vice President of Research and Policy, Raef Lawson, Ph.D., CMA, CPA.

Per those surveyed, costing information also plays a critical role in sales and operations planning, and on average, the benefits of improving costing systems exceed the investment.

When asked what prevents them from utilizing current costing information, 44 percent of supply chain managers cited a lack of operational data. Instead, costing information is often reported in exclusively financial terms, making it more difficult to leverage. According to respondents, the secondary and tertiary barriers to useful costing information are inadequate technology and software (39 percent) and a resistance to change by accounting and finance personnel (30 percent).

According to the report, there are three root causes why supply chain professionals are not receiving adequate costing information:

- An overreliance on external financial reporting systems: Many organizations rely on externally-oriented financial accounting systems that employ oversimplified methods of costing products and services to produce information supporting internal business decision making.
- Using outdated costing models: Traditional cost accounting practices can no longer meet the challenges of today’s business environment, but are still used by many accountants.
- Accounting and finance’s resistance to change: With little pressure from managers who use accounting information to improve data accuracy and relevance, accountants are reluctant to promote new, more appropriate practices within their organizations.

The report details various steps supply chain professionals can take to improve costing systems within their organizations.

To read the full report and learn more about costing barriers and strategies to overcome them, visit: apics.org/costingsurvey or imanet.org/scmcosting
**NEWSLETTER ADVERTISING RATES**

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Elizabeth Melillo, CPA, MBA, CFF, CGMA
A Member Profile & An IMA Champion at Nassau Community College

By James L. Smith, CPA - VP of Membership Committee

Elizabeth Melillo and I go back a long way at the IMA. Over the years I have seen her career grow and expand as a CPA, CFL and Consultant. In the last 2 years, Elizabeth added to her resume by taking on a teaching position as an Adjunct Professor in Accounting at Nassau Community College in Uniondale, LI in addition to her already daunting work schedule. Elizabeth embodies the spirit of the IMA: professional, self-motivated and a born networker.

A few weeks ago, Elizabeth reached out to me to discuss an idea she wanted to bring to the Administration of Nassau Community College: creating an active chapter and connection with the IMA. The LI Chapter has a very active connection to the Colleges and Universities on LI thru our Student Activities Committee which is led by Marvin Rosen, VP of Student Activities. Because of this I was able to confirm we would be not only able to align with NCC but we would be happy to help them.

The IMA as an organization is very active with the local Colleges and Universities. We believe in actively supporting our college students to help them grow and have the best starting point for their careers. For NCC, the IMA was able to bring together sponsors to support students attending our meetings, provided discounted student membership rates and we will actively work with Elizabeth to line up speakers to visit the students at NCC.

Last night Elizabeth and 6 students attended our Young Professionals event and our monthly meeting. The students did a great job of introducing themselves and taking those first steps to form important relationships and networks. As Joe Campolo talked about in the Young Professional event, effective networking begins with picking the right venues. Last night that venue was the IMA Monthly meeting.

Elizabeth has already has lined up students and professors for the March Meeting and Marvin Rosen has connected with the Audit firm Berdon, LLP to be there sponsor.

Thank you Elizabeth!

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February 13, 2018 hosted the Young Professional Committee’s 2nd event: Never Eat Alone - Put your Network to Work. This was a presentation given by Joe Campolo, Esq. who serves as the Managing Partner of Campolo, Middleton & McCormick, LLP. With over 50 Young Professionals and Students in attendance it was an exciting and interesting night for all.

The Young Professional Committee is a newly formed committee co-lead by 2 of our own Young Professionals, Marla Leiman and Kristina Swindell, CPA & CFE who started as Student Members and became Members of our Board and have not been looking back since!

Joe Campolo spoke for about 45 minutes on the value of networking as well as how to network. In fascinating order, Joe explained his journey to success from the ground up. How he utilized the power of networking to start his own business and why networking was and is the most powerful tool he had at his disposal to get started.

First of all, Networking is not a passive activity. Joe was clear that proper networking begins with a plan, a structure and a goal(s).

Effective networking begins with picking the right venues. It is important to know what types of contacts will help you achieve your goal and by taking the time to select the best venues you can maximize the contacts that will help you in your journey. Secondly, good networking involves rules and protocols. For example, do not monopolize people’s time. You want to spend enough time to get to know someone lightly, get their information and leave a positive impression. Remember, these people are here to network too and both of you should want to meet several people. Also, show interest in the person you are talking to. By not making yourself the central topic you generate interest and make a personal connection. Finally, follow up! What is the point of networking if you do not follow up and stay in touch?

Joe explained that he likes to connect with about 5 people as this allows him to remember details of the person. He has made it a practice to write down a few items of the conversation on the person’s business card so that he can reference the conversation in his follow up communications. Nice idea!

After the presentation, the Young Professionals and Students joined the Networking hour to put what they had learned to work. It is always exciting for me to see these young individuals going out and meeting new people. Making those first time connections and beginning or accelerating down the path to a more robust and exciting career.

I would be remiss if I did not make special mention of Marvin Rosen; Marvin is the VP of Student Activities and championed the creation of the Young Professionals Committee. He worked tirelessly with Marla and Kristina to put the event together.

In any organization, bringing in young talent serves to create a good mix for succession planning and also an energy that all successful groups need to continue to grow and move forward to bigger and better things. Also, my heartfelt thanks to Carmela Borzelleri, President and the Board of Directors who fully supported this event both financially (the event was free to the Young Professionals and students) and professionally. As a non for profit money is not easy to come by so to support hosting a free event like this is amazing!

Congratulations to Marla Leiman and Kristina Swindell, this year’s leaders of the Young Professional Committee for working so hard and making this night a great success.
On February 13, 2018, we were updated on the state of the Long Island real estate industry by our panelists Theresa Ward, Suffolk County Commissioner of Economic Development, Donald Monti, President & CEO of Renaissance Downtowns and David Pannetta, Executive Director at Cushman and Wakefield of Long Island.

A big part of Long Island’s real estate depends on the ease of commuting to NYC from the suburbs for multiple generations. Theresa discussed her recent visit with the LIRR and was impressed with their creative ideas in satisfying the demands on our region, and increasing efficiencies for expanded commuter satisfaction. Along the lines of future demands, gaining access from Long Island directly to Grand Central Station is already scheduled for 2022 and appears to buttress the needs and demands of our Long Island residents. Theresa was excited about the opportunities and the continued growth and value of our precious Island.

David Pannetta spoke about the evolvement of retail; Sears is going less brick- and- mortar, while Amazon, the world’s largest online retailer, is going more brick- and-mortar. Amazon is opening 350,000 square feet in Bethpage under two distribution leases that Cushman and Wakefield handled. There is less class A office space available for rent, he expects to see office space rents rise in 2018. Industrial space is rising as well; it’s ahead of office space by about a year and has been rising since late 2016.

The new tax laws’ effect on Long Island residents were discussed. We may see a rise in rental apartments since real estate taxes will be capped. Many states are looking at unique and creative ways to mitigate the new tax laws’ effects on its residents and businesses. It is a challenge that will take some artistry, imagination, and inventiveness, but we all hope New York and Long Island find some relief for its residents. Don Monti mentioned how some states are rearranging their tax systems to help with these burdens.

Theresa explained how our agencies are working to retain and attract businesses on Long Island. There were $90 million in tax incentives over 86 businesses last year and 13,000 jobs were retained. The goal is to bring new companies to Long Island and keep the ones we have, trying not to have any relocate to other states.

Overall, everyone had a very positive outlook on the state of the Long Island real estate industry.
LAST MONTH’S DINNER MEETING
LAST MONTH’S DINNER MEETING
The Long Island Chapter of the Institute of Management of Accountants was charted 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…………………

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.

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Quote

“Happiness is a butterfly, which when pursued, is always beyond your grasp, but which, if you will sit down quietly, may alight upon you.”
-Nathaniel Hawthorne