Our meeting schedule for the 2018 - 2019 year has been set. The monthly Dinner Meetings take place on the second Tuesday of every month. Our first dinner is set for September 11, 2018. The cocktail hour begins at 6:00pm followed by dinner. Dinner programs (excluding FEY Event) qualify for 1 CPE credit.

The quarterly breakfast meetings will take place on the dates noted below, at RXR Building, 68 South Service Road, Melville. Light breakfast and networking begin at 7:45am followed by the seminar. Each session qualifies for 2 CPE credits and generally ends at 10am.

**ADVANCE PRICING & PAYMENT for Dinner Meetings:**
$55.00 Members / $75.00 Non-Members, Preregister online: LongIsland.IMANet.org

Please note: there is a $10.00 additional door registration surcharge - so please register online

**Sponsorship Opportunities Abound!!!**
Sponsor a dinner, breakfast, newsletter and website - see page 8

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**2018-2019 Dinner Meeting Schedule**

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
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<tbody>
<tr>
<td>September 11, 2018</td>
<td>CFO and Other Department Leaders – A Panel Discussion on Working Together</td>
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<tr>
<td>October 9, 2018</td>
<td>Accounting &amp; Finance Disruption-Use of Artificial Intelligence</td>
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<tr>
<td>November 13, 2018</td>
<td>A Managing Partner’s Perspective - Current Trends in Public and in Practice</td>
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<tr>
<td>December 11, 2018</td>
<td>Economic Update – What’s Happening and How Will it Affect my Business</td>
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<tr>
<td>January 8, 2019</td>
<td>Leadership - Why Should People Follow You?</td>
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<tr>
<td>February 12, 2019</td>
<td>Interpreting Financial Statements – What Lenders and Other Users are Looking For</td>
</tr>
<tr>
<td>March 12, 2019</td>
<td>Exit Planning – What happens Next and How to Plan for it?</td>
</tr>
<tr>
<td>April 9, 2019</td>
<td>CEO Panel – Challenges Faced Inside and Around my Organization</td>
</tr>
<tr>
<td>May 14, 2019</td>
<td>Annual Financial Executive of the Year Event (FEY)</td>
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**Quarterly Breakfast Series**
(Breakfast meetings are FREE to Members, $25 for Non-Members)

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<tr>
<th>Date</th>
<th>Topic</th>
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</thead>
<tbody>
<tr>
<td>October 23, 2018</td>
<td>Nexus Refresher – What and Where Should My Company (and Myself) be Filing?</td>
</tr>
<tr>
<td>January 22, 2019</td>
<td>Business Tax Credits and Incentives – Making Sure You Get What You Are Entitled To</td>
</tr>
<tr>
<td>April 23, 2019</td>
<td>Human Resources – Training, Retaining and Managing in the Current Environment</td>
</tr>
<tr>
<td>July 23, 2019</td>
<td>Performance Reporting- is your Organization seeing the Full Picture to maintain profitability</td>
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Dear Members:

It is my honor to continue serving as President of this thriving, professional organization. The success of this chapter is driven by the Board of Directors and the members.

Over the past year, IMA Global membership has increased by 30%. This increase supports the fact that the IMA, now celebrating 100 years, offers leadership and skills to its members, including the prestigious Certified Management Accountant credential and now the CSCA® (Certified in Strategy and Competitive Analysis specialty credential designed specifically for CMAs. Locally, we are comprised of almost 400 accounting, finance, legal and service provider professionals as well as student members.

Our Chapter was recently recognized as the runner up for the Community Service Competition for the 2017-2018 IMA Global Competition for the joint submissions of the Student Activities and Employment Service Committees at the 2018 Annual IMA Conference held in Indianapolis, Indiana. This is the fourth consecutive year the Chapter has been recognized globally for its work in our local Community.

Our Chapter offers eight dinner meeting sessions on the second Tuesday of month, beginning in September. Networking starts at 6pm with cocktails and hors d’oeuvres. The dinner program, which will cover a variety of topics important to our financial community and their staff offers one CPE credit, starts at 7pm. The dinner and breakfast calendar are included in this newsletter. Please join us on September 11, 2018 at the Woodbury Country Club with our kickoff dinner topic “CFO and Other Department Leaders – A Panel Discussion on Working Together”.

I encourage you to take the time to visit: longisland.imanet.org to update your profile to include a valid email address if you are a current IMA member, or to subscribe to our mailing list (link at the bottom of the webpage) if you a non-member. Due to the GDPR, there are new email guidelines so we want to be sure you stay connected with us. You can also find us on LinkedIn so be certain to connect.

I hope you enjoy the rest of your summer and I look forward to seeing you at our events.

Carmela Borzelleri

MPP Associates Principal Becomes Certified in Strategy and Competitive Analysis

May 22, 2018 (SOUTH HUNTINGTON, NY): Marc P. Palker, CMA, CSCA, MBA, RTRP has successfully completed the requirements to be Certified in Strategy and Competitive Analysis (“CSCA”) by the Institute of Certified Management Accountants (“ICMA”) the certifying body of the Institute of Management Accountants (“IMA”). Mr. Palker has been a Certified Management Accountant (“CMA”) since 1992 which is a pre-requisite to sit for the CSCA exam. The exam is comprised of 60 multiple choice questions and a case study and lasts three hours.

Mr. Palker is the Global Chair Emeritus of the IMA and served as its Global Chair of the Board of Directors in 2016-2017. He is also the Chair of the Volunteer Leadership Committee, a member of the Nominating Committee and a Past President of the Long Island Chapter.

About MPP Associates Inc. – a boutique consulting and tax advisory firm based in South Huntington, NY specializing in the financial management of public, private, family-owned and not for profit organizations.

About IMA - IMA® (Institute of Management Accountants) is the worldwide association of accountants and financial professionals in business. Founded in 1919, we are one of the largest and most respected associations focused exclusively on advancing the management accounting profession. We are committed to empowering our 100,000+ members—and those throughout the rest of the profession—to strengthen on-the-job skills, better manage companies, and accelerate careers. We invite our members to discover the myriad possibilities within the profession and build an actionable future in management accounting.
On Tuesday, May 8th the Long Island Chapter of the Institute of Management Accountants finished its 2017-2018 chapter year with our leading event, The Milton Zipper Financial Executive of the Year Award (FEY), where we honored Frank Nardolillo, CPA, MBA, Chief Financial Officer of Kravet, Inc. Kravet, Inc. a fifth generation Long Island based family business celebrates its 100th anniversary this year. Kravet is an industry leader in the home furnishing arena distributing fabrics, furniture, wall coverings, trimmings, carpets and accessories.

Since joining the Kravet team, Frank has demonstrated a hands-on approach of working with all functional areas of the business by leading cross-functional initiatives. He has been successful in leading his team to expand gross margins and profits; automate warehouse processes to allow for significant cost savings, partner with sales leaders, build talent and expand HR Leadership. In addition to his dedication to Kravet he is a member of the AICPA and a past treasurer of the Institute of Internal Auditors. Frank served on the Board of Directors of the American Heart Association – Long Island Division from 2011-2017, he current serves on various committees.

The award ceremony began with an introduction of the chapter’s Past Presidents which included the Chair Emeritus of the IMA Global Board of Directors, Marc Palker, CMA, CSCA. After dinner was served the committee acknowledged the past FEY recipients in attendance. Marc described the history of the award and some background on its namesake, Milton Zipper. Jerry Schwartz, COO of Kravet, Inc. then introduced Frank to the audience. Jerry noted many of the professional and personal accomplishments that Frank has achieved and complimented him on his tremendous leadership of the Kravet financial team.

Upon presentation of the plaque from the IMA, Frank expressed his gratitude to all of the people that have supported him through the years, including his wife Tina and family. Frank expressed his thanks to all of the firms that support him in his role at Kravet and thanked the Kravet family and all of the members of the Kravet financial team that he has the honor to work with on a daily basis. He expressed his appreciation to the IMA for the honor and privilege of being considered and selected for this award. He congratulated the chapter for a wonderful and successful event and looks forward to becoming part of the IMA membership.

In addition to receiving the IMA Proclamation personally from Chair Emeritus of the IMA Board of Directors, Frank also received numerous Citations and Proclamations from Nassau and Suffolk Counties and the Town of Oyster Bay. The FEY Award has been presented annually since 1989 to Financial Executives on Long Island who have a track record of outstanding achievements in the field of Finance and Accounting, a strong commitment to continuing education, and a proven track record of contributions to the Long Island business community, as well as the greater community. The winner is selected by the committee of Past Presidents of the Long Island Chapter of IMA after a rigorous review process that considers many of Long Island’s top business financial professionals.
Institute of Management Accountants
Long Island Chapter Board Members 2018/2019

Carmela P. Borzelleri, CPA .......................................................... President
Renee C. Sumpter, CPA .......................................................... Secretary/VP Administration
Justine M. Roe, CPA, MBA .......................................................... Treasurer
Donna Blanc, CPA .......................................................... VP Education
James L. Smith, CPA .......................................................... VP Membership
Marcy Greenfield, CPA .......................................................... VP Communications
Robert E. Grote, CPA .......................................................... Past President & VP Sponsorship
Marvin Rosen .......................................................... VP Student Activities
Randy DeYulio .......................................................... VP Employment
Cristian Anghel .......................................................... Director
Barbara Calissi, CPA .......................................................... Director
Marc M. Despagni, CPA .......................................................... Director
Ronald DeVos .......................................................... Director
Tom Fazio .......................................................... Director
Rod Ganis .......................................................... Director
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Steven Kuperschmid, Esq .......................................................... Director
Marla Leiman .......................................................... Director
Eric Monroe .......................................................... Director
Ayanna Newell .......................................................... Director
Richard Richer, CMA, CTP, CGEIT, FTP .......................................................... Director
Thomas Rosenthal, CPA .......................................................... Director
Kristina Swindell, CPA, CFE .......................................................... Director
Rob Valli .......................................................... Director
Michael Valveri, CPA .......................................................... Director
Paige Bellittieri, CPA .......................................................... Associate Director
John Gallo, CPA .......................................................... Associate Director

Past Presidents
Amy Abrie, CPA, MBA .......................................................... Immediate Past President
Lucy Mazany, MBA .......................................................... Past President
Arthur Sanders, CPA .......................................................... Past President
Neil Seiden, CPA .......................................................... Past President
Adrienne Sinnott, CPA .......................................................... Past President
Andrew Meyerson, CPA .......................................................... Past President
Bob Arnold, Jr .......................................................... Past President
Marc P. Palker, CMA, CSCA, MBA, RTRP .......................................................... Past President
Michele Yen, CPA .......................................................... Past President
The IMA would like to Thank the following for being Sponsors this past year:

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www.LongIsland.IMAnet.org
2018-2019 Sponsorship Program

Please check all that apply:

- **Complete Package** - Dinner Meeting (includes attendance for two at the event), E-Newsletter Sponsorship #1, Web Site Sponsorship
  - $875

- **Dinner Meeting** - (includes attendance for two at the event)
  - $425

- **Value Dinner Meeting** - Two Dinner Meetings **
  (Each additional Dinner Meeting - $375)
  - $800

- **Breakfast Meeting** - (includes attendance for two at the event)
  - $200

- **Quarterly E-Newsletter & Monthly E-Letters** -
  - Pkg #1 - Logo Ad & ELink - All E-Newsletters for 1 year (4 issues)
    - $100
  - Pkg #2 - Logo Ad & ELink - $25 each quarterly E-Newsletter
    - $_____
  - Pkg #3 – Logo Ad & ELink - $25 each Monthly E-Letter (10 issues – August - May)
    - $_____
  - Web Site – Logo Ad & ELink – 1 Year
    - $250

- **TOTAL**
  - $_____

Contact Name: ___________________________________________ Title: __________________________

Phone: ___________________ Email: __________________________________________

Company: ____________________________________________________________

Address: ______________________________________________________________

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

Event sponsors receive dedicated space during the events networking hour and introduce their company and services to the directly to the audience with a short speech. For more information or to reserve a sponsorship spot at an upcoming event, please contact:

Robert Grote, CPA, Sponsorship Chair at RGrote@grassicpas.com or call (516)336-2468.

Please mail this form and check payable to IMA LI Chapter to: Institute of Management Accountants – Long Island Chapter 55 Front Street, PO Box 386 Rockville Centre, NY 11571  Attention: Justine Roe. To pay by credit card please go to: http://longisland.imanet.org/advertise/  Thank you.
**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:

James L. Smith, CPA  
Director of Accounting  
Canon USA, Inc  
JSmith@CUSA.Canon.com  
(631) 330-5232

**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:

Marcy Greenfield  
c/o Berdon LLP  
One Jericho Plaza  
Jericho, NY 11753  
(516) 806-3425  
mgreenfield@berdonllp.com

**REMEMBER TO PRE-REGISTER ONLINE**

In our efforts to serve you better and to avoid long lines at the registration table, we encourage you to pre-register and pre-pay for breakfast and dinner meetings on our website: LongIsland.IMANet.org

Pre-registration closes 5pm the night before the event. A $10.00 surcharge will be applied for registration at the door of the event.
2017/2018 Membership Results are in And the news is Great!

By James L. Smith, VP Membership

We just closed out one of our strongest years in membership growth! Regular membership was up 11% and student membership was up 10% for the 2017/2018 program year. Thanks to the great job our Board Members did in getting the IMA message out we ended the year with 371 members. The numbers are however not our goal, member engagement is! The true sign of a successful Organization is the level of involvement!

For the fiscal year just ended the LI Chapter held more than 15 events: 8 regular meetings, 4 breakfast meetings and 3 special programs held for Students and Young Professionals. In total, over 900 professionals and students participated in these meetings and events. And more than 50 volunteers made that possible: Board Members, General Membership and other Professionals. That is what I call an active Chapter!

But these are the easily tracked metrics. When you consider all the work done in the various committees such as employment, education, student activities, young professionals, and members reaching out to other members there is an activity and energy level that you do not easily see but can tangibly feel when you attend and engage our membership. In particular, you will see that there is an energy and vibrancy to the LI Chapter that draws in ambitious and highly skilled professionals that we all benefit from getting to know.

With that said the Membership Committee needs your help:

If you believe in continuous education and certification, career growth, networking and mentoring please join the LI Chapter Board in spreading the word about the value of membership, engagement, networking and certification in the IMA.

Help us to continue to grow our membership by inviting your Colleagues, Co Workers, Business Contacts and friends to attend one of our meetings and see what we are about. As they say, seeing is believing and once you see what the IMA stands for and who we are, membership growth is sure to follow.

Thank you all for playing such an important role in our Chapter!

- PROFESSIONAL - $207 with our promotion code (normally $230)
- STUDENT (FULL TIME) - $25 with our promotion code (normally $39)
- ACADEMIC - $108 with our promotion code (normally $120)
  (College Deans, Professors, Administrators, and more)
- Company Plans begin at just 5 members (inquire for more details)

An added bonus for all this year is that the $15 application fee is waived for new members!

James L. Smith, CPA
Director of Accounting
Canon USA, Inc
JSmith@CUSA.Canon.com
(631) 330-5232
IMA Chapters Going That Extra Mile for Students

I would like to thank our board and members for going the extra mile for our student members. For going on campus visits, and sponsoring students for our events and dinners. I appreciate all your effort and help with engaging all the students that attend our events. Below is this month’s inside the IMA article recognizing our accomplishments. Looking forward to next year, being able to reach out to even more students ........

Best regards

Marvin
VP Student Activities

Many IMA® (Institute of Management Accountant) chapters and councils work hard to increase IMA’s footprint among academic and student members. Two such chapters – Long Island and Denver – go that extra mile to support students and encourage the future leaders of the profession to pursue IMA membership and a career in management accounting.

Long Island (N.Y.) Chapter
at the Long Island Chapter, a “very supportive board” is part of the driving force behind the effort, says Marvin Rosen, current vice president of student activities. “We all have a firm commitment to reaching out to students and to giving them opportunities to learn about management accounting and serving in leadership roles.”

The chapter has a dedicated IMA Student Chapter Committee that organizes activities for students. This includes managing relationships with nine Long Island colleges, some of which have IMA student chapters (Long Island University, Molloy College, and Stony brook University) and others that don’t (Hofstra and Adelphi).

Notes Rosen, “A big part of our message is how IMA can support you throughout your entire career. We explain to the students that while Beta Alpha Psi will take you through college, with IMA you can make contacts that can help you throughout your whole life.”

Most recently, the committee organized a young professional bowling event, which was attended by approximately 60 young professionals from about a dozen Long Island employers. The chapter also invites students to attend their monthly dinner meetings – students can attend for a significantly discounted rate, and the cost is made up by corporate sponsors and through Memorial Education Fund (MEF) grants.

The networking at these meetings is intentional: “We have students wear special name tags, and we ask all board members to make a special effort to speak to student attendees,” explained James Smith, CPA, vice president of the membership committee.

These efforts have paid off. Two former student members became associate board members and are now serving as full members of the chapter’s board. Both students have been instrumental in planning the chapter’s student and young professional events.
In Memory Of

Robert G. Arnold

May 15, 1937 – July 11, 2018

Bob Arnold passed, surrounded by family, at his residence on July 11, 2018. He was 81 years old.

He is survived by his loving wife of 56 years, Christel; his son, Bob; his granddaughter, Alexandria; his sister, Jane Ann (Jim); his brothers, Gene (Tina) and Gary (Dianne); nieces of Bay Shore, Kelsey, Kayla and Kaitlyn, and his niece and nephews of Wisconsin, Carolyn, James and Barry.

Born and raised in Brooklyn, NY, Bob attended the prestigious Jesuit high school, Brooklyn Preparatory School. While instrumental in shaping his life, it was his honorable service in the United States Marine Corps, from 1956-1959, that would provide for some of life’s most valuable lessons, and have the greatest impact on Bob. Armed with the Corps’ core values of Honor, Courage and Commitment, in 1964 he started what would be his life’s work, Arnold Standard Cos., where he continued at the helm, up until his retirement in April of this year. Through it all he was a devout family man, who especially relished spending time with his granddaughter.

Bob served as President of The IMA Long Island Chapter 2001-2002 and 2005-2006

We thank him for his many years of dedication to The IMA and the Business Community

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