

## President's Message

### Welcome to the IMA 2006-2007!

President's Message -

It's hard to believe that our first student night is upon us! I am looking forward to seeing all the local college representation. We will be giving away two registrations to the IMA Student Conference (held in Cleveland, Ohio in November) at the meeting. Join us as we make this exciting announcement.

There have been a few changes on the Board. I am pleased to announce that Ted Locke has assumed the role of Secretary, along with his Associate Secretary Aretta Stillman and Sally Calhoun has assumed the CMA/CFM Directorship. Please join me in congratulating them when you see them.

The Board has decided to send meeting reminder post cards prior to the October meeting. Upon turning them in at the next meeting, you will be entered into a raffle for a fabulous prize. We welcome your feedback on this new venture.

Susan Glenz is hard at work on our website. Please feel free to offer suggestions.

See you October 18th! Don't forget to call in your registration or contact us through the web.

Jody

*Jody Allison*

Paychex Enterprise Risk Management  
585-336-7456

<i>Page 2</i> → <i>Members in the News</i>	<i>Page 3</i> → <i>Upcoming Meeting</i>	<i>Page 4</i> → <i>Volunteers Needed</i>	<i>Page 5</i> → <i>2006-2007 Board of Directors</i>	<i>Page 6-11</i> → <i>Job Postings</i> → <i>Articles of Interest</i>
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## Members in the News

Michael DeMaria was appointed to Financial Director  
of Baldwin Richardson Foods

*Congratulations to Michael!*

### **\*\*\*\*\*Newsletter Deadline\*\*\*\*\***

The deadline for submitting the November newsletter items is **October 20th 2006**.

Please submit articles to Allison Beard at [allison.beard@roberthalf.com](mailto:allison.beard@roberthalf.com)

**THE IMA WANTS YOU.....**

*to increase membership!!*

Submit the names of the new members you have introduced to the IMA and win a vacation package getaway to a local resort of your choice(Value not to exceed \$350).

*How do I win the fabulous prize?*

Network with local professionals and introduce them to the IMA. Once they become a new member, e-mail the persons name to Jody Allison at [jallison@paychex.com](mailto:jallison@paychex.com) and put in the subject line "Membership Contest." The contest runs through April 30 and the winner will be announced at the May meeting.

Rules:

In order to win, the person must submit at least 2 new members.

Good Luck!

## 2006 – 2007 SCHEDULE OF ACTIVITIES

Telephone: 585-251-5194  
Website: [www.imarochester.org](http://www.imarochester.org)

### Institute of Management Accountants Board Meetings 2006-2007

September 13, 2006 – Conference Call – 12:00PM  
October 18, 2006 – Meeting Location – 4:30PM  
November 1, 2006 – Conference Call – 12:00PM  
January 24, 2007 – Conference Call – 12:00PM  
February 7, 2007 – Meeting Location – 4:30PM  
March 7, 2007 – Conference Call – 12:00PM  
April 25, 2007 – Meeting Location – 5:00PM  
May 16, 2007 – Meeting Location – 4:30 PM  
June 6, 2007 – Conference Call – 12:00 PM

The conference call number will be provided to the Board prior to the meeting by the Secretary.

### **Reminder – IMA's 7<sup>th</sup> Annual Student Leadership Conference November 9-11, 2006 - Marriott Cleveland Downtown at Key Center, Cleveland, Ohio**

In its seventh year, the **Institute of Management Accountants (IMA<sup>®</sup>) Student Leadership Conference** presents an excellent opportunity for students to network with accounting, finance, and information technology professionals, students, and educators from around the country. Learn about industry trends, the power of CMA<sup>®</sup> certification, ethics, career management, and more.

The conference will begin with a fun, interactive kick-off reception on Thursday night. Immediately following the reception, the Ohio Regional Council has graciously offered to sponsor a private tour of the Rock and Roll Hall of Fame. The conference will feature an all-new line up of general and concurrent sessions on Friday as well as a variety of in depth workshops to choose from on Saturday morning. Professionals at leading companies and professors from around the country will address timely topics, such as leadership, career management and management accounting issues. Keynote speakers include Robert J. Kohlhepp, Vice Chairman of Cintas Corporation and Dr. Marc Epstein of Rice University.

**The cost to attend IMA's Student Leadership Conference is \$100 for IMA student members (\$140 for non-members, which includes a one-year IMA membership).** IMA has secured a special hotel rate of \$115 per night (plus tax) at the Marriott Cleveland Downtown at Key Center for this event.

IMA will accept online registrations, beginning Tuesday, September 11. Don't miss this valuable opportunity! Visit [http://www.imanet.org/student\\_conference.asp](http://www.imanet.org/student_conference.asp) for more details.

Please contact Jodi Ryan at [jryan@imanet.org](mailto:jryan@imanet.org) or 800-638-4427, Ext 1556, with any questions.

**The Rochester Chapter of the IMA will be sponsoring two students! Information will be released to area professors in late August, early September. The two students selected will be announced at the October Student Night Dinner Meeting. If you have any questions, please contact Kevin Bosner - Director of Academic Relations at 245-5316.**

**STUDENT NIGHT**  
WEDNESDAY, OCTOBER 18, 2006

**WHEN:** 5:30PM

**WHERE:** Burgundy Basin Inn

**SESSION 1:** A recent graduate will share her experience about finding an internship and turning it into a job after graduation.

**SESSION 2:** Jeffrey Kassouf, FBI Agent  
My career in the FBI and recent white collar crime trends.

Jeffrey has been a special agent for four years and conducts criminal investigations related to white collar crime offenses. Prior to the FBI, he worked in a public accounting firm as a Certified Public Accountant. He graduated from Bowling Green State University with a Bachelors in Business Administration/Accounting and earned his MBA from Cleveland State University.

This session will be worth 1 hour CPE credit.

Register on-line at [www.imarochester.org](http://www.imarochester.org)

or by phone at 585-251-5194

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***VOLUNTEERS NEEDED***

**IMA Volunteers Support Lifespan**

*Lifespan* supports a variety of services for the elderly. It is located at 1900 South Clinton Ave. Financial Management services include budgeting, bill paying, reconciling bank accounts, filing health insurance claims and financial information for applications for renewal of rent subsidies, Medicaid and food stamps. Volunteer Financial Managers also fend off those who would take advantage of the client's physical condition.

Volunteering with *Lifespan* qualifies as an IMA community service project. Several members of the Rochester Chapter IMA have been volunteering with Lifespan for several years. Talk to, or call Ray Koenig, Jim Borden, Tom Tyson or Ellen Wozniak for their personal viewpoints on the program.



## **4<sup>TH</sup> MEETING – TAX UPDATE** **TUESDAY, NOVEMBER 14, 2006**

**WHEN:** 8:30AM – 11:00AM

**WHERE:** Pittsford Library

**TOPIC:** Annual Tax Update (3 CPE Credits)

**PRESENTED BY:** Antoinette Spina, CPA

Toni received her Bachelors of Science Degree in Accounting from the State University of New York at Fredonia in 1981. She became a Certified Public Accountant in 1984 and has over 30 years experience in Taxation and Small Business Advisory. She is a member of the American Institute of Certified Public Accountants and has been very active in the Rochester Chapter of the New York State Society of Certified Public Accountants. She is on the statewide committee for bankruptcy and is the chairperson for the Rochester COAP (Career Opportunities in the Accounting Profession for minorities) for the NYSSCPA. She has served on a local, statewide and national level for the Institute of Management Accountants serving, for two years, on the national board of directors. She is a frequent speaker on various tax issues for a variety of professional organizations across New York State including the Monroe County Bar Association where she served as a non-attorney member of the bankruptcy committee for 6 years. Her volunteer activities include serving on the board of directors for the Center for Dispute Settlement, Cimade (a women's prison project) and acting as a Stephen Minister and finance director for St. Bridget's (an inner city Catholic church).

## **5<sup>TH</sup> MEETING – HOLIDAY EVENT** **TUESDAY, DECEMBER 12, 2006**

**WHEN:** 5:30PM

**WHERE:** Rohrbach Brewing Company

**TOPIC:** Holiday Dinner Event  
Networking Opportunity

Join colleagues, peers, business partners and friends for pure socializing! Mingle and interact with other business professionals, make new contacts, catch up with old friends, exchange contact information and leads, reconnect with existing business associates or simply socialize among fellow professionals after a busy day. Friends and guests are welcome!

**BRING PLENTY OF BUSINESS CARDS!**

**INSTITUTE OF MANAGEMENT ACCOUNTANTS  
ROCHESTER CHAPTER**

**2006-2007 BOARD OF DIRECTORS**

**PRESIDENT**

Jody Allison

Historian

Ray Koenig

**V.P. Administration**

Lisa Filio

**Secretary**

Hank Stockman

**Treasurer**

David Alkins

Dir. Information Tech.

Steve Schiano

Dir. Website

Susan Glenz

**V.P. Programs**

Peter Szczesniak

Dir. Programs

Dave Wayner

Dir. Meetings & Attendance

Lori Buttery

Dir. Mem. Retention

Mark Pautler

Dir. CMA/CFM

George Dickinson

Dir. Manuscripts

Harry Howe

**V.P. Communications**

Beth Camann

Dir. Yearbook

Jill Knittel

Dir. Advertising

Mark Spatuzzi

Dir. Publicity / Employment

Bill Hart

Dir. Newsletter

Allison Beard

Dir. Academic Rel.

Kevin Bosner

# **JOB POSTING #1**

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## **Cost Accountant**

Insero & Company is currently recruiting for a large manufacturer who is continuing to experience significant growth in business and as a result, we are seeking to hire an Accountant based out of their Pittsford/East Rochester office.

## **Summary**

Duties will include general ledger & cost accounting activities, financial analysis and reporting, and other related duties. This position will report directly to the North American Controller and work closely with the Plant General Manager.

## **Responsibilities:**

- Assisting in the implementation and maintenance of new system and processing methodologies. Ensuring compliance with internal control policies and practices for these processes.
- Maintaining inventory and product cost records and accounting for raw materials, work-in-process and finished goods to include: development of product cost standards, reconciliation of inventory accounts, verification of physical inventories, and analysis of inventory reserves.
- Analyzing operating data and providing direct feedback to management with reports on standard costs, labor and overhead absorption and operating variances.
- Assisting in the preparation of monthly financial analysis and reporting of site performance.
- Assisting in the development of the annual operation plan (budgeting process) and strategic plan.

## **Requirements:**

Bachelor's degree in Accounting is required along with a minimum of four years of cost accounting experience in a manufacturing environment is required. CPA or CMA is a plus. Additionally, candidates should have a background that includes exposure to: General Ledger reconciliations; setting material, labor and overhead standards and purchase price variance analysis. The ideal candidate is a self-starter with the ability to work in a dynamic corporate environment. Excellent MS Excel skills with the use of pivot table applications as a plus. Analytical, interpersonal and communication skills are required. Experience working in a fast paced environment in a growth industry is required.

## **To apply:**

Please send resumes and salary requirements to [careers@inserocpa.com](mailto:careers@inserocpa.com) or by Fax to 585-454-4024.

Insero & Company is an equal opportunity employer

## **JOB POSTING #2**

### **Accounting Manager**

Insero & Company is currently recruiting for a large manufacturers based out Pittsford/East Rochester area.

### **Summary**

This position will be involved with the reorganization of the North American accounting functions. He/she will initially be working with multiple general ledger packages. Team building and problem-solving skills are beneficial.

### **Responsibilities:**

- Daily management of the general ledger systems for multiple companies.
- Supervising A/R, A/P and Payroll functions.
- Working closely with plant accountants at various locations.
- Developing enhancements, managing the implementation and maintenance of new accounting systems and processing methodologies. Ensuring compliance with internal control policies and practices for these processes.
- Directing workflow, motivating and developing staff to meet the current and future accounting goals.
- Reconciliation of intercompany accounts, which include overseas entities.
- Perform bank reconciliations.

### **Requirements:**

Bachelor's degree in Accounting is required along with a minimum of three year supervisor experience is required. A minimum of six year's experience working in a formal generalist accounting function supporting the General Ledger along with cost accounting experience is required. Accounting experience within a distribution or manufacturing environment is required. Experience with various accounting software packages is a plus. Must have excellent time management, team building, and problem-solving skills. Excellent MS Excel skills with the use of pivot table applications as a plus. Analytical, interpersonal and communication skills are required. Experience working in a fast paced environment in a growth industry is required.

### **To apply:**

Please send resumes and salary requirements to [careers@inserocpa.com](mailto:careers@inserocpa.com) or by Fax to 585-454-4024.

Insero & Company is an equal opportunity employer

## **JOB POSTING #3**

### **Position available**

### **Manager – Investor Relations – New Gloucester, Maine**

Energy East Management Corporation is looking for a Manager – Investor Relations for its New Gloucester, Maine location.

### **Description:**

Responsible for the day to day contact with the investment community including security analysts, portfolio managers, financial media, rating agencies and stockholders. Directs and coordinates relations between the Company, its stockholders and various financial institutions.

### **Requirements:**

1. Develops and prepares investor communication materials to effectively deliver the corporate message, including annual reports, press releases, conference call scripts, and management presentations.
2. Maintains continuous and timely communication with the investment community in order to gain and keep credibility and foster the proper understanding of the Company.
3. Provides senior management with timely and insightful information regarding the investment community's perspective of the Company, the utility industry and economic issues.
4. Keeps current on investor relations and financial disclosure best practices/regulations and communicates important issues to senior management.
5. Targets institutional investors and cultivates new relationships to increase investor interest in the Company and broaden shareholder base.

### **Skills/Abilities:**

- Good written and oral communication skills.
- Strong interpersonal skills.

### **Experience/Training:**

- 8-10 years of utility and finance/accounting experience.
- Experience in finance and regulatory accounting.
- Understanding of SEC disclosure requirements.

### **Required Education:**

- Bachelor's degree in a related field.

### **To Apply:**

- Visit <http://energyeast.hiringadmin.com> and enter job # 315.

Energy East Management Corporation is an equal opportunity employer and encourages women, minorities, people with disabilities and Vietnam-era veterans to apply.

The Company obtains a background check and requires drug testing for all applicants who are offered employment in this position.

## **JOB POSTING #4**

### **Insero & Company**

#### Accounting Supervisor/Manager

Insero & Company is currently recruiting for a hands-on Accounting Manager at a local supply and equipment distributor.

If you would like to apply for this position or if you know of anyone who might be a good candidate, please send resumes and salary requirements by e-mail to [careers@inserocpa.com](mailto:careers@inserocpa.com) or by fax to 585-454-4024

#### **Responsibilities:**

- Daily management of the general ledger system, AP/AR, cash management, inventory, billing and payroll functions.
- Reviewing and suggesting improvements to the company's credit and collections policies and procedures.
- Developing enhancements, implementing changes and maintaining the accounting systems integrity.
- Maintaining records for fixed assets or liabilities.
- Reconciling inventory, supervising cycle counts and managing the month-end close process.
- Directing workflow, motivating and developing a small staff to meet the current and future accounting goals.

#### **Requirements:**

Bachelor's degree in Accounting preferred along with a minimum of one year supervisor experience is required. Four plus year's experience working in a formal generalist accounting function supporting GL, Accounts Payable, Accounts Receivable and Inventory is required. Distribution or production company experience is highly preferred. Experience with various accounting software packages is required. Must have excellent time management, team building, and problem-solving skills. Excellent PC skills (Excel, Word) and analytical, interpersonal and communication skills are required. Experience working in a fast paced environment in a growth industry is required.

#### **To apply:**

Please send resumes and salary requirements to [david.mandrycky@inserocpa.com](mailto:david.mandrycky@inserocpa.com) or by Fax to 585-454-4024.

Insero & Company is an equal opportunity employer

## **JOB POSTING #5**

### **Bausch & Lomb, Inc.**

<b>Job Title</b>	Financial Controls Analyst
<b>Req #</b>	2915BR
<b>Job Description</b>	<p>Assist the Americas Commercial region in compliance towards internal control and Sarbanes Oxley requirements, including the performance of management testing. Specific job responsibilities will include:</p> <ul style="list-style-type: none"><li>-Plan the audit program for testing of each in scope location within the region based on Bausch &amp; Lomb's standard audit program. This will include identifying which applicable key controls require testing. After the controls have been identified, ensuring that the site has received the client request list and is prepared in advance of the audit.</li><li>-Work with E&amp;Y audit teams in the completion of management testing. This employee will work as a part of the E&amp;Y audit team in the completion of testing based on Bausch &amp; Lomb's standard audit program. Responsible for ensuring the efficiency of the audit engagement and maximization of costs. Employee will also be responsible for testing the compliance with Regional controls for Americas Commercial.</li><li>-After completion of interim testing at each applicable site, work with the site controllers in developing a corrective action plan for any deficiencies identified. Then performing necessary follow-up with the controllers to ensure that these plans are implemented timely, and in advance of remediation testing.</li><li>-Participate in the weekly SOX Coordinator meetings at WHQ. Work with the Americas Manager of Financial Processes to ensure that any action items related to the Americas Region are addressed timely.</li><li>-Ensure that business cycle documentation is maintained and updated for any changes in our business processes and/or systems.</li></ul>
<b>Qualifications</b>	BA required w/CPA license and 4-5 years public accounting experience. Strong interpersonal skills are required along with a thorough understanding of Sarbanes-Oxley requirements.
<b>Work Location</b>	NY - Rochester-1400 N. Goodman St.
<b>Full Time/Part Time/Internship</b>	Full-Time
<b>Career Area</b>	Finance
<b>Apply:</b>	<a href="http://www.Bausch.com">www.Bausch.com</a> >Corporate>Careers

## **ICMA ANNOUNCES CHANGES TO CFM CERTIFICATION PROGRAM**

### ***Reflects Commitment to Holders of CFM Certification***

The Board of Regents of the Institute of Certified Management Accountants (ICMA<sup>®</sup>) today announced that testing for the Certified Financial Manager (CFM<sup>®</sup>) program will no longer be available after December 31, 2007. The CFM certification program was established approximately 10 years ago, and more than 4,100 management accounting professionals have earned the CFM designation. The ICMA and its parent, the Institute of Management Accountants (IMA<sup>®</sup>), will continue to support all CFM holders with appropriate member services, recognition of the CFM achievement, and the maintenance of certification records.

"The CFM certification is an excellent program," said John Brausch, chair, ICMA Board of Regents, "but the program was unable to find a sustained audience. Therefore, the Board made the decision not to expend further resources on the CFM but rather to dedicate those resources to supporting the Certified Management Accountant (CMA<sup>®</sup>) program." Added Brausch, who holds both the CFM and CMA designations, "This was a difficult decision for the Board, but we believe that the benefits to be gained by focusing solely on the enhancement of the CMA program will, in the long run, make the decision worthwhile. We again congratulate those who have earned the CFM and assure them of our continuing support."

Those who are currently CMAs and those who are currently enrolled in the CFM program, will continue to have the opportunity to take the CFM examination until December 31, 2007. New enrollees who are not yet CMAs will be accepted into the CFM program until December 31, 2006 and will also have until the end of 2007 to take the CFM examination.

"The decision of the Board of Regents is consistent with ICMA's vision to be the world's leading provider of certification for management accounting and finance professionals," said Dennis Whitney, vice president-ICMA, "This new focus will enhance the value of the CMA." Whitney, who also holds both the CFM and CMA designations, added, "We understand that some will be disappointed about this decision, however, the value added to the CMA program will benefit most certified members as 95% of the CFM holders are also CMAs."

Please refer to the National Web site for more information.



**ROCHESTER CHAPTER, IMA  
SERVICE YEAR 2006-2007  
OFFICERS AND DIRECTORS**

<u>Position</u>	<u>Name</u>	<u>Work Phone</u>	<u>email address</u>
President	Jody Allison	336-7456	<a href="mailto:jallison@paychex.com">jallison@paychex.com</a>
VP of Administration	Lisa Filio	546-2040 ext 248	<a href="mailto:lfilio@res-exhibits.com">lfilio@res-exhibits.com</a>
Secretary	Hank Stockman	381-4900 ext 2251	<a href="mailto:hank.stockman@sentrysafe.com">hank.stockman@sentrysafe.com</a>
Treasurer	David Alkins	777-8727	<a href="mailto:david.alkins@frontiercorp.com">david.alkins@frontiercorp.com</a>
Dir of Information Tech.	Steve Schiano	254-7510	<a href="mailto:sschiano@unimailcorp.com">sschiano@unimailcorp.com</a>
Dir Website	Susan Glenz	381-4900 ext2213	<a href="mailto:susan.glenz@sentrysafe.com">susan.glenz@sentrysafe.com</a>
VP Programs	Peter Szczesniak	340-8846	<a href="mailto:peter.szczesniak@PAETEC.com">peter.szczesniak@PAETEC.com</a>
VP Communication	Beth Camann	899-2088	<a href="mailto:bcamann@screenvision.com">bcamann@screenvision.com</a>
Dir Programs	Dave Wayner	336-6510	<a href="mailto:dwayner@paychex.com">dwayner@paychex.com</a>
Dir Meetings & Attendance	Lori Buttery	454-4161 x362	<a href="mailto:labuttery@dkcb.com">labuttery@dkcb.com</a>
Dir Member Retention	Mark Pautler	381-7350	<a href="mailto:mpautler@advantageprofessionals.com">mpautler@advantageprofessionals.com</a>
Dir CMA/CFM	George Dickinson	262-3440	<a href="mailto:georged@rochester.rr.com">georged@rochester.rr.com</a>
Dir Manuscripts	Harry Howe	245-5465	<a href="mailto:howeh@geneseo.edu">howeh@geneseo.edu</a>
Dir Yearbook	Jill Knittel	381-7350	<a href="mailto:jill@advantageprofessionals.com">jill@advantageprofessionals.com</a>
Dir Advertising	Mark Spatuzzi	381-7350	<a href="mailto:m spatuzzi@advantageprofessional.com">m spatuzzi@advantageprofessional.com</a>
Dir Newsletter	Allison Beard	232-6055	<a href="mailto:allison.beard@roberthalf.com">allison.beard@roberthalf.com</a>
Dir Publicity/Employment	Bill Hart	258-5620	<a href="mailto:bhart@rocheste.gannett.com">bhart@rocheste.gannett.com</a>
Dir Academic Relations	Kevin Bosner	245-5316	<a href="mailto:kbosner@asjfc.edu">kbosner@asjfc.edu</a>
Chair Corp/Acad Develop.	Cheryl Yawman	377-4433	<a href="mailto:cheryl@ccy.com">cheryl@ccy.com</a>
Historian	Ray Koenig	377-2838	<a href="mailto:ray30k@frontiernet.net">ray30k@frontiernet.net</a>



Certified Management Accountant Program  
Certified In Financial Management Program

**Forwarding Address Correction Requested**

Rochester Chapter Institute of Accountants  
PO Box 41152  
Rochester, NY 14604

**Send To:**

### 2006 - 2007 Key Contacts

Upstate Council President – Jack Lorenz 716.372-3111 [jlorenz@alcas.com](mailto:jlorenz@alcas.com)  
Member Services Representative – Kinsey Jenkins 800.638.4427 ext 1580 [Kjenkins@imanet.org](mailto:Kjenkins@imanet.org)  
**IMA National Website**  
[www.imanet.org](http://www.imanet.org)

### INFORMATION UPDATE (Please Print)

Update your information online at [www.imanet.org](http://www.imanet.org)

Dr. \_\_\_ Mr. \_\_\_ Mrs. \_\_\_ Ms. \_\_\_ Professional Designation \_\_\_\_\_ Account # \_\_\_\_\_

Last Name \_\_\_\_\_ First Name \_\_\_\_\_ MI \_\_\_\_\_

New/Current Business

Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

New Home:

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

I prefer to stay with my present chapter \_\_\_\_\_. I prefer to affiliate with the \_\_\_\_\_ Chapter.

Your signature \_\_\_\_\_ Date \_\_\_\_\_

(National requires your signature for any changes)

Please send all IMA correspondence to my: Business Address \_\_\_\_\_ Home Address \_\_\_\_\_

Please send this form to: **IMA Rochester Chapter PO Box 41152 Rochester, NY 14604**