

President's Message

Welcome to the IMA 2006-2007!

Take a moment to review the newsletter carefully this month! The meetings have been finalized for the year and we are ready to exceed your expectations. Pete Szczesniak, Dave Wayner and Lori Buttery have lined up some exceptional talent and venues. Jill Knittel and Mark Spatuzzi have been hard at work on the roster book and it is almost completed. Steve Schiano will be handling the delivery and you should expect to see them in the middle of September. This was a very large effort and they have done a fantastic job! When you see them, don't forget to mention this.

We are working on our communication paths and are in the process of updating our membership information. It is critical that you update this to receive the newsletter. As Director of Newsletter, Allison Beard has done a great job keeping us informed.

We have initiated a membership drive and the details are enclosed. Who couldn't use an overnight package for the resort of your choice?

From the entire Board, we look forward to seeing you at our first meeting on September 20th!

Jody Allison

Paychex Enterprise Risk Management
585-336-7456

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*******Newsletter Deadline*******

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

Please submit articles to Allison Beard at
allison.beard@roberthalf.com

**Calling on IMA members to bring a fellow
colleague to an upcoming IMA meeting.**



If you know someone who may be interested in membership
information, please forward referrals to
Mark Pautler, Director Member Retention
585-381-7350

mpautler@advantageprofessionals.com

2006 – 2007 SCHEDULE OF ACTIVITIES

Telephone: 585-251-5194
Website: 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.

1st MEETING – BANKRUPTCY **WEDNESDAY, SEPTEMBER 20, 2006**

WHEN: 12:00 PM – 1:00 PM *

WHERE: Midvale Country Club

TOPIC: Bankruptcy – Now What Do I Do?

Paul S. Groschado, ESQ., of Woods Oviatt Gilman will speak on what to do when one of your clients tells you they have filed bankruptcy. Discover your options.

This session will be worth 1 hour CPE credit.



2nd MEETING – FINANCIAL EXECUTIVES INSTITUTE
TUESDAY, OCTOBER 10, 2006

WHEN: 1:00 PM – 5:30 PM *

WHERE: Country Club of Rochester

COST: \$75.00 per person

TOPICS:

Management Development

Coaching/Risk Management

Bid Process

Electronic Communication in the Workplace

Insurance Alternatives

Human Resources Legal Update

This session will be worth 4 hours CPE credit.



* Reception to follow

3rd MEETING – 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.

**INSTITUTE OF MANAGEMENT ACCOUNTANTS
ROCHESTER CHAPTER**

2006-2007 BOARD OF DIRECTORS

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Kevin Bosner

JOB POSTING #1

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 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 years 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 or by Fax to 585-454-4024.

Insero & Company is an equal opportunity employer

JOB POSTING #3

Bausch & Lomb, Inc.

| | |
|---------------------------------------|--|
| Job Title | Sr. Internal Auditor |
| Req # | 2682BR |
| Job Description | <p>The Senior Auditor will assist in planning and executing financial audits and conduct Sarbanes - Oxley compliance testing throughout B&L's domestic and international operations - including commercial businesses, functional operations and corporate functions. Will ensure that work is completed and documented in accordance with professional standards. Communicate audit findings and recommendations for improvement over internal controls and processes to management through concise and high quality audit reports. Participate in special projects when necessary. May also support/assist external auditor where requested. Play an active role in the continuous improvement of the Corporate Audit Function. Must be willing to travel up to 40% (Combined domestic and international). Plan and execute financial audits. Conduct Sarbanes-Oxley compliance reviews. Special projects / assist external auditor.</p> |
| Qualifications | <p>Bachelor's degree in Accounting. Professional designation/certification (CPA / CIA) desired. Minimum of four years work experience in Big 4 public accounting firm or internal auditing (or combination), preferably in a manufacturing or pharmaceutical industry environment.</p> <p>Strong work ethic, analytical thinking and organization skills required. Strong interpersonal and communication (written and verbal) skills necessary to deal with all levels of personnel.</p> <p>Microsoft Office proficiency (MS Access, Excel, Word, PowerPoint, etc.)</p> <p>Multi-lingual skills a plus.</p> |
| Work Location | NY - Rochester-One Bausch&Lomb Place |
| Full Time/Part Time/Internship | Full-Time |
| Career Area | Finance |
| Apply: | www.Bausch.com >Corporate>Careers |

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 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 or by Fax to 585-454-4024.

Insero & Company is an equal opportunity employer

JOB POSTING #5

Bausch & Lomb, Inc.

| | |
|---------------------------------------|--|
| Job Title | Financial Controls Analyst |
| Req # | 2915BR |
| Job Description | <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">-Plan the audit program for testing of each in scope location within the region based on Bausch & 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.-Work with E&Y audit teams in the completion of management testing. This employee will work as a part of the E&Y audit team in the completion of testing based on Bausch & 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.-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.-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.-Ensure that business cycle documentation is maintained and updated for any changes in our business processes and/or systems. |
| Qualifications | 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. |
| Work Location | NY - Rochester-1400 N. Goodman St. |
| Full Time/Part Time/Internship | Full-Time |
| Career Area | Finance |
| Apply: | Corporate>Careers">www.Bausch.com>Corporate>Careers |

REDUCING TURNOVER

Meeting the demands of today's changing business environment requires building and retaining a loyal and motivated staff. But finding and keeping quality employees can pose a challenge.

Today's workers are no longer inclined to stay at one company for the duration of their careers. The most talented professionals often are courted by other businesses, and the effects of turnover can be costly. The time and money it takes to recruit, rehire and retain can quickly cut into a firm's bottom line.

[Hiring smart](#) is the first step to developing a loyal, motivated workforce and keeping turnover at a minimum. Other factors, such as [competitive compensation](#) and creating an [employee-friendly work environment](#) also play a role. A study commissioned by our firm among executives at the nation's 1,000 largest companies found that, aside from salary, job applicants inquire just as frequently about corporate culture as they do other benefits. The implication is clear: The more enriching your work environment, the more likely you are to retain a staff of satisfied, productive employees.



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

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



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
Member Services Representative – Kinsey Jenkins 800.638.4427 ext 1580 Kjenkins@imanet.org
IMA National Website
www.imanet.org

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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)

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