

MAC

Mid Atlantic Council



*Delaware ♦ Lancaster ♦ Lehigh Valley ♦ North Penn ♦ Pennsylvania Northeast ♦
Greater Philadelphia ♦ Reading ♦ South Jersey ♦ Trenton ♦ York*

2006-07

October 4, 2006

Dear IMA Member

Hello Council and Chapter Members:

The Council has been very busy over the past 3 months in various activities. But the real action is occurring at the chapter level. They have spent significant time over the summer in planning their chapter activities for the year. The Chapters in our Council are:

Delaware
Lancaster
Greater Philadelphia
Lehigh Valley
Reading
Pennsylvania Northeast
North Penn
South Jersey
York

As you will see in the newsletter, they have various meetings and activities scheduled throughout the fall and winter. I encourage you to attend as many chapter events as you can. Participate in their educational activities. This is also a great time to network with your peers.

The council has been busy with various activities in support of our chapters along with a strong IMA MAC professional education program. We encourage your attendance and participation in the CMA program and most importantly – we encourage you to recruit new members to IMA. In today's challenging marketplace, it is critical for you to be networking with your peers and staying up on the latest financial issues and technology.

I look forward to seeing you at an upcoming IMA Chapter meeting and/or an IMA MAC Meeting.

I encourage the chapter presidents – and/or your designate(s) to attend an upcoming IMA MAC meeting and update the group on all the great news at your chapter.

Warmest regards.

Joe Curran
President, IMA MAC

Mid Atlantic Council Officers and Directors 2006-2007

President	Joe Curran	joseph.t.curran@marsh.com
President - Elect	Tim Trout	tptrout3120@verizon.net
VP- Administration	Joanne Newfield	rmcinj@aol.com
VP- Education/Prof Development	Amy Snyder	amysnyder11@hotmail.com
VP- Member Development	Brandon Weinstock	brandon.weinstock@verizon.net
VP- Member Relations	Tony Curatola	acuratola@comcast.net
Secretary (2nd Year of 2004-06 Term)	Fred Root	fredroot@comcast.net
Treasurer (2 Year Term 2004-06)	Richard Hudson	richard.hudson@grahampackaging.com
Meetings	Kevin Cameron	kcameron@gunnip.com
MAC Directory	Tony Curatola	acuratola@comcast.net
Nominating Committee Chair (2005-06)	Steve Rossi	srossi@relevante.com
National Vice President (2006-07)	Fred Schea	fschea@fsbperkasie.com

[Board Meeting Dates for 2006 - 2007 Year](#)

10/26/06 1/25/07 4/26/07

6:30 pm - Dinner - \$30.00

Reservations: Kevin Cameron kcameron@gunnip.com

[Board Meeting location is Vickers Tavern](#)

CORNER OF E. WELSH POOL RD. and GORDON DR. EXTON, PA - 19341
TELEPHONE: 610-363-7998 FAX: 610-524-2445

www.vickerstavern.com

Directions to Vickers Tavern are as follows:

FROM WILMINGTON, DELAWARE - Take route 202 N and follow to route 100 N. At route 113, you take a right and at the second traffic light (Gordon Drive), you make a right. Vickers is on the right in about 50 yards.

FROM THE PA TURNPIKE – Exit at the Downingtown exchange (#312, formerly #23); stay to the right after going through the toll booths, which will put you on route 100 S. Stay to your left on route 100 and in a mile, you will make a left onto route 113. Once on route 113, you will make a right on to Gordon Drive at the second traffic light. Vickers is on the right in about 50 yards.

FROM KING OF PRUSSIA - Take route 202 S to the route 401 exit; you need to stay to the right, which puts you on route 401. Follow 401 to route 113 and make a left. Follow route 113 for about 1.5 miles, cross over the turnpike and take a left on to Gordon Drive. Vickers is on the right in about 50 yard.

MAC SCHOLARSHIP FUNDS

MAC has two scholarship funds that are seeking donations –

- William Courtney Scholarship Fund
- John “Jack” Wright, Sr. Memorial Scholarship Fund

If you would like to contribute – make check payable to MAC IMA - Scholarship Fund and Mail the check to:
Richard Hudson, Graham Packaging Company, 2401 Pleasant Valley Road, York, PA 17402

Professional Development Conferences

October 27, 2006 - King of Prussia PA - Radisson Valley Forge Hotel

Contact: Steve Rossi at 215.442-1930 x 106 srossi@relevante.com

IMA MID-ATLANTIC COUNCIL

Invites You To Attend Our

Early Fall Conference

Including topics such as

- **The Tax Gap**
- **The New e-Filing Initiative**
- **Succession Planning Panel Discussion**
- **Divorce And Pre-Nuptial Agreements For Privately-Held Business Owners**
- **The New Bankruptcy Laws**

Sponsored by

Relevante

Friday, October 27, 2006

**Radisson Valley Forge Hotel
1160 First Avenue
King of Prussia PA 19046
610-337-2000**

Adjournment 3:45 PM

8 CPE Hours

Professional Development Conferences

November 17, 2006 - Exton PA – Vickers Tavern

Contact: Steve Rossi at 215.442-1930 x 106 srossi@relevante.com

IMA MID-ATLANTIC COUNCIL

Invites You To Attend Our

Late Fall Conference

Including topics such as

- ***Growing Through Acquisition***
- ***Why is Disability Income Insurance More Important than Life Insurance***
- ***Managing Logistic Expenses***
- ***Current Trends in Accounting for Fraud***
- ***Property Cost Segregation***
- ***The Art of Networking***

Sponsored by

Relevante

Friday, November 17, 2006

**Vickers Tavern
192 East Welsh Pool Road
Exton. PA 19341
610-363-7998**

Adjournment 3:45 PM

8 CPE Hours

Council Award Winners

CONGRATULATIONS go out this year to our own MAC's council award winning chapters for this year.

- **North Penn led by Scotti Sawyer-Kershner** is this year's **Award of Excellence** winner. This award is given to the member chapter with the highest competition points received in chapter competition for the current chapter year.
- **North Penn led by Scotti Sawyer-Kershner** is this year's **President's Award** winner. This award is given to the member chapter most improved competition points from prior chapter year to the current chapter year.

Upcoming Chapter Events

As of October 6, 2006

Delaware Chapter Events

www.imadelaware.org

Our October Technical Dinner Meeting is scheduled for **Tuesday, October 24, 2006** beginning at 6:00 p.m. at the Terrace at Greenhill, 800 N. Dupont Road, Wilmington. The guest speaker for the evening is Mr. Steve Cohen, CIO of Global Sourcing in the DuPont Company. Mr. Cohen's topic is "Corporate Data Security". Our theme for the evening is "New Member Orientation". **RSVPs** are due to Cindy Vadden at Cynthia.D.Vadden@usa.dupont.com or 302-999-6415 by **Wednesday, October 18th**. **Door Prize for October: Free Round of Golf provided by Creative Images, Inc. See October Newsletter for details.**

For 2006-2007, the "Hear It From The Top @ 12:01" luncheon sessions are scheduled to be held in October 2006 and April 2007 at the Delaware National Country Club, 400 Hercules Road, Wilmington. The cost to attend the luncheon and listen to the guest speaker is: \$23.50 for IMA Members, \$25.50 for Non-Members, and \$14.50 for Students.

The 6th Annual Benefit Dinner Dance will be held on Saturday, November 18, 2006 at Christiana Hilton, 100 Continental Drive, Newark, Delaware. Dance and Raffle Tickets are available now. Please contact a member of the Board of Directors for tickets and information. Come on out and support you local students, your Chapter, and the Marine Corps Toys-for-Tots Program.

Lancaster Chapter Events

www.lancaster.imanet.org

October 18th Luncheon: Our speaker will be Karen Jett (CMA) from Jett Excellence; she will be talking on "Own Your Attitude: The Power of Choice." Lunch meetings will be held at noon at the Greenfield Holiday Inn, and the cost will be \$15.00. Our new program year is here, so if you know a potential speaker, or has a programming request, please contact Wayne Martin at: wlmartin1@verizon.net.

Who would you like to hear from at the Luncheon meetings? Contact Wayne Martin at wlmartin1@verizon.net or any other Board member with your ideas.

Also, come join the Lancaster Chapter for an informative morning of ethics training on Tuesday, October 17th. John B. Ford, CMA, and Dr. Eric L. Blazer, CPA will lead a panel discussion focusing on the IMA's Statement of Ethical Professional Practice. The film "Enron: The Smartest Guys in the Room" will serve as a back drop for discussing ethical considerations in the area of decision support, planning, and control for accounting and finance professionals working inside organizations. This documentary highlights issues such as fraud in financial reporting, earnings management for personal gain, financial disclosure, and related party transactions.

The morning will kick-off at 9:00 with a screening of the film, followed by a panel discussion and will conclude at noon with a deli-style lunch. The seminar will be held at Millersville University, and costs \$30.

Lehigh Valley Chapter Events

lehighvalley.imanet.org

Thursday, November 9th Dinner Meeting: Our speaker will be Karen L. Jett (CMA), from Jett Excellence, Telford PA; she will be talking on “**Questioning Ethics.**” Karen is a Soft Skills Specialist. The meeting is being held at the BEST WESTERN LEHIGH VALLEY HOTEL CONFERENCE CENTER (Formerly HOLIDAY INN), Routes 512 & 22, Bethlehem, PA Reception 5:30pm, 1st Session 6:00, Dinner 7:00pm, 2nd Session 8:00pm

Call the voice mail telephone number 610-794-5114 any time before **November 5th**. You may pay the \$28.00 (\$15.00 for students) at the meeting on November 9th or send a check payable to the IMA Lehigh Valley Chapter with the form below so that it is received by November 5th.

If you make a reservation and cannot attend, **you must cancel your reservation by calling the voice mail telephone number 610-794-5114 by 5:30pm on November 8th to avoid owing \$28 for the dinner.**

Walk-ins (those making no reservations) will owe \$30.00 (\$15.00 for students) for the dinner.

North Penn Chapter Events

www.northpenn.imanet.org

The North Penn Chapter of the Institute of Management Accountants (IMA) will meet on Tuesday, October 17, 2006 at the Normandy Farms Hotel and Conference Center on Route 202 and Morris Road in Blue Bell, PA.

Steve Sussel of Marshall & Stevens, Inc. will present Employee Stock Ownership Plans (ESOP). Steve is part of the Marshall & Stevens' team that annually performs some 100 valuations of ESOP capital stock as independent appraiser. Marshall & Stevens has been in operation over 70 years providing business appraisals and valuation services. Information about Marshall & Stevens can be found at www.marshall-stevens.com

Fellowship begins at 5:45 PM and dinner is served at 6:30 PM. The technical seminar begins at 7:30 PM. Cost with reservation is \$29.00 for members. Members without reservations and guests pay \$31.00. Student cost is \$15.00. Please make reservations by noon on Monday, October 16, 2006 by phoning 215-273-4998.

Greater Philadelphia Chapter Events

www.philaima.imanet.org

The Greater Philadelphia Chapter has scheduled two professional development conferences for the upcoming year. **On Friday, December 1st 2006**, the Chapter will host the 17th Annual Financial Management Conference at Temple University Center City Campus. Later in the year, **on Friday, June 15th 2007** the Chapter will host the 4th Annual Widener University Conference on the campus of Widener University.

Cost for each of these events is as little as \$100 for 8 CPE credits. For more information, visit our website at www.philaima.imanet.org. Mark you calendars and register early by contacting Joel Wagoner joelwagoner@theima.org or 215-572-1395.

Reading Chapter Events

www.readingima.ima.net.org

On October 17th, Joe Rado, President (CEO) will provide a "Plant Tour of World Electronics" (Reading, PA). World Electronics is located at 3000 Kutztown Road, Reading, PA. Registration is from 5:30 – 6:00pm; Dinner and Presentation from 6:00 – 7:00pm; Plant Tour from 7:00 – 8:15pm and best of all, a Catered Dinner Buffet at World Electronics. The cost for this event is \$25.00 for **Members and Guests** and **\$15.00 for Full-time Students**

On October 19, 2006, **Student Night & CMA/CFM Recognition** – (1 CPE) Educational Session

Topic: "The Washington DC work experience"

Speakers: Sean McCoy and Samantha Ganter.

Location: Inn at Reading 5:30pm Registration, 6:00pm Dinner, 7:00pm Presentation

On November 13, 2006 **Top Management Night-**

Scott Weaver, President of APR Supply Company, Lebanon, PA.

Topic: Leadership Excellence – (1 CPE)

Location: Sheraton Reading

Host: IMA Joint Mtg: IMA, SV, NAPM, & APICS.

York Chapter Events

[www.theCSG.net/yorkima/](http://www.the CSG.net/yorkima/)

IMA's 7th Annual Student Leadership Conference

In its seventh year, the **IMA Student Leadership Conference** is being held at the **Marriott Cleveland Downtown at Key Center in Cleveland, Ohio** and will begin with a fun, interactive **kick-off reception** on Thursday night, followed by 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, Distinguished Research Professor of Management at Rice University.

Plus, the event will conclude on Saturday with a special group trip to the **Rock and Roll Hall of Fame!** (*This is an optional tour; additional fees apply*)

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 Monday, September 11.

Upcoming Award Nominations

Don't forget to contribute to our council's fame. How? You only need to nominate one of our members for an IMA award.

IMA Faculty Leadership Award Distinguished Service Award for Educators

The IMA Faculty Leadership Award recognizes a faculty member who has demonstrated exemplary leadership within and service to the IMA. IMA annually recognizes a faculty member that has demonstrated significant leadership activities at the national, regional, and/or local levels of the IMA and made additional contributions to the IMA. The additional contributions may take a variety of forms and include a variety of different activities. For example, these activities may include:

- • Support of student participation in the IMA, including:
 - support of IMA student chapters,
 - leadership, participation, and support of the Annual Student Case Competition,
 - leadership, participation, and support of the Annual Student Conference and/or the IMA Annual Conference,
 - recruiting of students into meaningful participation in the IMA
- • Promotion and support of the CMA and CFM programs
- • Leadership, participation, and support of the IMA Annual Conference and other IMA (regional and/or local) professional education activities
- • Promotion and support of IMA activities (on national, regional, and/or local levels)
- • Research and writing in IMA publications (such as *Strategic Finance* and *Management Accounting Quarterly*) and/or other IMA-sponsored research

Nominations are due by March 31st.

Recent winners of the Brummet award include:

Dr. Russell Briner of the University of Texas at San Antonio (2006), and

Dr. B. Doug Clinton of Northern Illinois University (2006)

R. Lee Brummet Award Distinguished Award for Educators

Named for Lee Brummet, a former IMA President, the Brummet Award recognizes distinguished academicians in the area of management accounting.

Dr. Brummet served as National President during 1979-80, and has provided many years of leadership as Chairman of the Research and Finance Committees, MAP Committee, Committee on Accounting for Corporate Social Performance, and the Institute of Certified Management Accountants' Board of Regents, and various other national and local positions.

This prestigious award considers the educators achievements in the area of promotion of management accounting and financial management.

The criteria (including weight of each area) for successful nominees are:

1. *Distinguished Teaching Career in Management Accounting* (40%)

Background data: years of teaching; variety of classes taught; additional data, such as:

- i. Teaching Awards
- ii. Letters of support from previous students or supervisors

2. *Record of Scholarship in Management Accounting* (40%)

Articles (pertaining to the discipline); record of published scholarship (throughout career); number and quality of refereed articles (not presentations or proceedings); and grants (pertaining to the discipline) received.

3. *Service to the Institute of Management Accountants* (10%)

Documented work (uncompensated) for IMA (e.g., committees, task forces, etc)

4. *Promotion of Management Accounting as a profession* (10%)

Documented evidence to this effect (since items for this area may also be listed under item 3, double counting should be avoided).

Submissions that do not itemize information based on these four categories will not be considered. (i.e., submission of a vita to cover all areas is not acceptable).

Recent winners of the Brummet award include:

- Dr. Michael D. Shields of Michigan State University (2006),
- Dr. Anthony P. Curatola of Drexel University (2003),
- Dr. Robin Cooper of Emory University (2002),
- Dr. Otto Martinson of Old Dominion University (2002),
- Dr. Robert Kaplan of Harvard University (2001), and
- Dr. James Edwards of the University of South Carolina (2000)

Nominations are due by January 31st and winners are announced at the Annual IMA Conference and Exposition.

**MAC Newsletter Additions, Corrections (perish the thought), or Suggestions
Should be sent to Tony Curatola at acuratola@comcast.com or (610) 525-5917**