

# MAC

Mid Atlantic Council



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

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2006-07

January 9, 2007

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Hello Council and Chapter Members:

I hope all of you had a very enjoyable, peaceful and healthy holiday for you, your families and friends. The holidays represent a special time to reflect on all we have and all we give.

I am attaching to this quarter's newsletter a copy of the MAC agenda for the upcoming January 25 meeting. You will notice that the top 10 reasons for becoming an IMA member are included. I am excited about our upcoming January meeting. In fact, you should be receiving your formal invitation shortly.

I am particularly interest and enthusiastic about 4 topical areas that will be discussing and updating at this meeting - they are:

- 1) WHYY Visit
- 2) SWOT Analysis (Please complete and return your SWOT as requested by our President Elect)
- 3) CLEW Preparations
- 4) Student Initiative

We look forward to your active input on these and other topics in the upcoming meeting.

***Finally, I would like you to reach out to each of our chapters that you are associated with and personally request the Chapter President or other chapter officer(s) to attend the upcoming MAC meeting. Chapter leadership participation is critical.***

Thank you all and looking forward to seeing you at the upcoming meeting.

Warmest regards.

*Joe Curran*  
President, IMA MAC

## Mid Atlantic Council Officers and Directors 2006-2007

President	Joe Curran	<a href="mailto:joseph.t.curran@marsh.com">joseph.t.curran@marsh.com</a>
President - Elect	Tim Trout	<a href="mailto:tpt trout3120@verizon.net">tpt trout3120@verizon.net</a>
VP- Administration	Joanne Newfield	<a href="mailto:rmcinj@aol.com">rmcinj@aol.com</a>
VP- Education/Prof Development	Amy Snyder	<a href="mailto:amysnyder11@hotmail.com">amysnyder11@hotmail.com</a>
VP- Member Development	Brandon Weinstock	<a href="mailto:brandon.weinstock@verizon.net">brandon.weinstock@verizon.net</a>
VP- Member Relations	Tony Curatola	<a href="mailto:acuratola@comcast.net">acuratola@comcast.net</a>
Secretary (2nd Year of 2004-06 Term)	Fred Root	<a href="mailto:fredroot@comcast.net">fredroot@comcast.net</a>
Treasurer (2 Year Term 2004-06)	Richard Hudson	<a href="mailto:richard.hudson@grahampackaging.com">richard.hudson@grahampackaging.com</a>
Meetings	Kevin Cameron	<a href="mailto:kcameron@gunnip.com">kcameron@gunnip.com</a>
MAC Directory	Tony Curatola	<a href="mailto:acuratola@comcast.net">acuratola@comcast.net</a>
Nominating Committee Chair (2005-06)	Steve Rossi	<a href="mailto:srossi@relevante.com">srossi@relevante.com</a>
National Vice President (2006-07)	Fred Schea	<a href="mailto:fschea@fsbperkasie.com">fschea@fsbperkasie.com</a>

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### Remaining Board Meeting Dates for 2006 - 2007 Year

1/25/07      4/26/07

6:30 pm - Dinner - \$30.00

**Reservations: Kevin Cameron**      [kcameron@gunnip.com](mailto: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](http://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.

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**Professional Development Conferences**

Contact: Steve Rossi at 215.442-1930 x 106 [srossi@relevante.com](mailto:srossi@relevante.com)

**IMA MID-ATLANTIC COUNCIL**

Invites You To Attend Our

***Spring Conference***

Sponsored by

**Relevante**

**Friday, April 26, 2007**

Vickers Tavern  
CORNER OF E. WELSH POOL RD. and GORDON DR. EXTON, PA - 19341  
Exton, PA 19341  
610-363-7998

Adjournment 3:45 PM

***8 CPE Hours***

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**IMA MID-ATLANTIC COUNCIL**

Invites You To Attend Our

***Summer Conference***

Sponsored by

**Relevante**

**Friday, May 18, 2007**

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

Adjournment 3:45 PM

***8 CPE Hours***

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## **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**

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### **Upcoming Chapter Events**

As of January 8, 2007

**WARNING: I strongly encourage you to check out the chapter’s websites for the latest information as well as the other pertinent information that is made available. Although my staff and I try to provide the best information, it sometimes occurs that we miss the mark. All I can say is that my staff tries.**

### **Delaware Chapter Events**

[www.imadelaware.org](http://www.imadelaware.org)

January Technical Dinner Meeting is scheduled for **Tuesday, January 23, 2007** beginning at 6:00 p.m. at the Christiana Hilton, 100 Continental Drive, Newark, DE. The guest speaker for the evening is Mr. Jack Markel, Treasurer, State of Delaware. Mr. Cohen’s topic is “State of Delaware Budget Economic Outlook”. **RSVPs** are due to Cindy Vadden at [Cynthia.D.Vadden@usa.dupont.com](mailto:Cynthia.D.Vadden@usa.dupont.com) or 302-999-6415 at least one week prior to the event to lock in the lower dinner rate (see below). **See January Newsletter for details or go to the website.**

#### **This is Super Bowl Night**

February Technical Dinner Meeting is scheduled for **Tuesday, February 27, 2007** beginning at 6:00 p.m. at the The Terrace at Greenhill, 800 North DuPont Road, Willington, DE. The guest speaker for the evening is Ms. Connie Davies of Relevante. Ms. Davies’s topic is “Ethics”. **RSVPs** are due to Cindy Vadden at [Cynthia.D.Vadden@usa.dupont.com](mailto:Cynthia.D.Vadden@usa.dupont.com) or 302-999-6415 at least one week prior to the event to lock in the lower dinner rate (see below). **See February Newsletter for details or go to the website.**

Be aware that Delaware has a new pricing policy (Egad, they are charging the speaker! This is a tough chapter. Oh yes, Deborah has assured me that this column is for those attendees that want to hear the speaker only and not the speaker. **Connie, be sure to have cash in February**):

Here is the new **Dinner RSVP Pricing Policy**:

	<b>RSVP</b>	<b>Non-RSVP</b>	<b>Speaker-Only</b>
<b>Student</b>	\$16	\$20	\$5
<b>Member</b>	\$26	\$30	\$10
<i>Non-Member</i>	\$30	\$34	\$10

The Chapter also is sponsoring a CMA Part 3 Review Course beginning on January 16. The course meets from 6 to 9 on Tuesday evenings in room: ACC-309 Odeum of Wilmington College, 320 N. DuPont Hwy, New Castle DE.

## Lancaster Chapter Events

[www.lancaster.imanet.org](http://www.lancaster.imanet.org)

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## Lehigh Valley Chapter Events

[lehighvalley.imanet.org](http://lehighvalley.imanet.org)

Thursday, January 11<sup>th</sup> Dinner Meeting: Our speaker will be Robert Hicks, COO from DBSi, Bethlehem, PA; he will be talking on “**Disaster Recovery & Business Continuity.**” 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, 1<sup>st</sup> Session 6:00, Dinner 7:00pm, 2<sup>nd</sup> Session 8:00pm

Call the voice mail telephone number 610-794-5114 any time for reservations before **January 7<sup>th</sup>**. You may pay the \$28.00 (\$15.00 for students) at the meeting on January 11<sup>th</sup> or send a check payable to the IMA Lehigh Valley Chapter with the form.

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 10<sup>th</sup> to avoid owing \$28 for the dinner.**

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

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## North Penn Chapter Events

[www.northpenn.imanet.org](http://www.northpenn.imanet.org)

**January:** The North Penn Chapter will meet on Tuesday, January 16, 2007. The speaker at this meeting will be Elliot Roth, Goldenberg Rosenthal, LLP, who will give a FASB Update.

**February:** The North Penn Chapter will meet on Tuesday, February 20, 2007. the speaker at this meeting will be Karen Jett of Jett Excellence, who will talk about Ethics. Information about Jett Excellence can be found at the company website: [www.jettexcellence.com](http://www.jettexcellence.com).

**At this meeting, the Announcement of Jack A. Wright Scholarship Winner**

### **General Information:**

**Reservations:** Please make your reservations by 10:00 AM Monday January 15. Please call 215-273-4998 and leave your name and the number of reservations. Or you may now email your reservation to [northpennima@yahoo.com](mailto:northpennima@yahoo.com) (state whether you are a member, student, or guest, and if you will need a receipt)

**Directions:** Normandy Farms is at the intersection of Morris Road and Rte. 202. It is across Rte 202 from Montgomery County Community College. The entrance is on Morris Road.

**Fellowship** begins at 5:30 PM and dinner is served at 6:30 PM. The technical seminar begins at 7:15 PM. Cost with reservation is \$29.00 for members. Members without reservations and guests pay \$31.00. Student cost is \$15.00. Members are charged for no shows. Please make reservations by 10 a.m. on Monday by phoning 215-273-4998.

Please note the rates have increased by \$1 due to the increase from Colemans.

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## **Greater Philadelphia Chapter Events**

[www.philaima.imanet.org](http://www.philaima.imanet.org)

The Greater Philadelphia Chapter has scheduled two professional development conferences for the upcoming year. The first one was held in December. The second one is scheduled for **Friday, June 15th 2007**; the Chapter will host the 4th Annual Widener University Conference on the campus of Widener University. For more information, contact: Joe Hargadon at [joseph.m.hargadon@widener.edu](mailto:joseph.m.hargadon@widener.edu) or 610.499.4280 or Rob Miele at [rmiele@rastellis.com](mailto:rmiele@rastellis.com) or 856.803.1100 ext. 139

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## **Reading Chapter Events**

[www.readingima.imanet.org](http://www.readingima.imanet.org)

Upcoming events for Reading are as follows:

- January 15, 2007      **Berks County Business Panel Discussion - Sports Teams of Reading (1 CPE)**  
Speaker: Scott Hunsicker (GM of Reading Phillies), Gordon Kaye (GM of Reading Royals), Carl Leaman (Owner of Reading Express), Randy Yocum (Commonwealth Orthopaedic Associates)  
Topic – Supply-side Logistics Challenges of Local Sports Franchises  
Location: Sheraton Hotel - Reading  
Joint Mtg: IMA, APICS & NAPM  
Menu Choices: Chicken Marsala or Turkey
- February 12, 2007      **Plant Tour: Reading Area Community College - Schmidt Training & Technology Center**  
Joint Mtg: IMA, APICS & NAPM
- February 15, 2007      **Topic: Financial/Retirement Planning (1 CPE)**  
Speaker: TBA  
Location: Inn at Reading  
Host: IMA      Joint Mtg: IMA, APICS & NAPM  
Menu Choices: Grilled Chicken & Crab Meat w/ lemon or Broiled Lemon Dill Flounder
- March 15, 2007      **Identity Theft (1 CPE)**  
Speaker: PA Trooper Paul Smith  
Location: Inn at Reading  
Host: IMA      Joint Mtg: IMA, APICS & NAPM  
Menu Choices: Seafood Marinara or 5 Spice London Broil

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## **York Chapter Events**

[www.thecsg.net/yorkima/](http://www.thecsg.net/yorkima/)

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## **IMA's Student Chapter Competitions and Scholarship Deadlines Fast Approaching!**

This is just a reminder to those IMA student chapters who wish to participate in the competition for Outstanding Student Chapter recognition. The first submittal for the Award of Excellence requirements (The Strategic Plan) was due by **December 1, 2006**.

The second submittal The Yearbook is due **March 1, 2007**. *Only those student chapters who submit both the strategic plan and yearbook are eligible for consideration for [Outstanding Student Chapter/Award of Excellence](#) recognition.* The top three schools will be honored at IMA's Annual Conference and Exposition in June 2007. Awards will also be given for best strategic plan, best website and the [Clark Johnson Achievement Award](#) will be given to the chapter with the most innovative program. Click here for an overview of the Award of Excellence requirements.

**There's still time to form a team to compete in this year's Student Case Competition.** Take advantage of this great opportunity to impress your teachers and fellow students by providing a video taped solution to the Precision Paint case study (published in the August 2006 edition of *Strategic Finance* magazine). The top 4 teams receive \$3,000 and are eligible to participate in a live competition at IMA's Annual Meeting. The winning team receives an additional \$2,000. Please visit the following links for the [case](#) and [competition rules](#). The deadline for submission is **February 1, 2007**.

**Student members can also apply for the various IMA scholarship opportunities.** Award amounts range from \$1,000 to \$5,000. The deadline for applications is **February 15, 2007**. Click here for complete details and required forms.

As always, we welcome any feedback on how IMA can improve our service to students. If you have any questions/comments/recommendations, please contact Jodi Ryan, Manager, Student and Academic Relations at 800-638-4427 x1556 or [jryan@imanet.org](mailto:jryan@imanet.org).

## **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.

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### **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 31<sup>st</sup>.

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 31<sup>st</sup> and winners are announced at the Annual IMA Conference and Exposition.

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