A Message from the President

Hope everyone is doing well as we are in the home stretch of tax season. As I mentioned in the September newsletter, our Chapter is very busy this quarter hosting many events. As a reminder, if you haven't already signed up and registered, this month we have our NextGen Post-Tax Season Cocktail Party on October 17, 2019 at Jewel in Melville. You do not have to be a NextGen. All are welcome to attend. Please encourage your staff to come out, network, and toast to your completion of the busy season!

Also, we have our joint event with the Suffolk Chapter, the Networking with Accountants on October 24, 2019 at Black Forest Brew Haus in Farmingdale. And for all the CPA firms, please showcase your firm at our Student CPA Fest on October 30, 2019 at the Chateau Briand in Carle Place. We are expecting over 100 students so if you are looking for interns or staff, you shouldn’t miss this event. It only costs $250 to promote your firm, recruit and hire students. Also, don’t forget we have the All-Day A&A Conference on November 8 and the Attorney Accountant Networking Event on November 26. See additional committee meetings and events scheduled on page 2 and advertised in the newsletter.

We are excited to announce we have our own dedicated LinkedIn group for the Nassau Chapter. It is another form of media for news, current updates and event information. Please join the group and invite and encourage other colleagues and contacts to join, including the NextGen. The link is https://www.linkedin.com/groups/12293655/. See page 3 for our Facebook page link also.

We thank LSQ as our premier sponsor this year. LSQ provides invoice financing and alternative funding solutions to small and medium businesses in need of working capital by providing them quick access to cash without taking on debt. They will be attending many of our committee meetings and events, so please reach out and get to know how their services can assist any of your colleagues or clients. See page 8 for their advertisement.

Now that tax season is over, if you would like to get involved in a committee, please reach out to us and let us know your interests. We are always looking for new committee members to assist us in new ideas to keep us current and active. The time you devote and dedicate will be a rewarding experience in addition to meeting and networking with new colleagues.

I look forward to seeing you all at our upcoming events. Please visit our chapter website, www.nysscpa.org/nassau to register for these and other events.

As always, please feel free to reach me at natalie.verbanac@marcumllp.com with any thoughts, questions or comments regarding our Chapter.

Best Regards,

Natalie Verbanac
NYSSCPA Nassau Chapter 2019-2020
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Save the Dates:

OCTOBER 2019

Financial Fitness Day
Saturday, 10/5
Freeport Library, Freeport
10:00 AM – 3:00 PM

Joint Nassau/Suffolk Business & Industry Conference
Wednesday, 10/16
Securing Your Business from the Inside Out
Nawrocki Smith, Melville
8:30 AM – 5:00 PM

CFO & Financial Executive Committee
Thursday, 10/17
(joint w/Suffolk) 2019 Economic Breakfast: An Island in a Global Economy
The Mansion at Oyster Bay, Woodbury
8:00 – 10:30 AM

Management of Accounting Practice
Thursday, 10/17
TBA
Grassi & Co, Jericho
8:00 – 9:30 AM

NextGen Committee
Thursday, 10/17
Post-Tax Season Cocktail Party
Jewel, Melville
5:00 – 8:00 PM

Part 2 – Post Tax Season
On Parade Diner, Woodbury
8:00 – 10:00 AM

Small-Firm MAP Committee
Thursday, 10/17
Part 1 – Organizational
On Parade Diner, Woodbury
8:00 – 10:00 AM

Networking with Accountants
Thursday, 10/24
Oktoberfest/Networking
Black Forest Brew Haus, Farmingdale
6:00 – 9:00 PM

Practice Continuity Committee
Friday, 10/25
Grow Your Practice to Sell it: A Succession Planning Guide
On Parade Diner, Woodbury
8:00 – 10:00 AM

Accounting & Auditing Committee
Tuesday, 10/29
Evolving to Today's Audit
Marks Paneth, Woodbury
6:30 – 8:10 PM

STUDENT CPA FEST
Wednesday, 10/30
Chateau Briand, Carle Place
5:00 – 8:30 PM

NOVEMBER 2019

CFO & Financial Executives Committee
Monday, 11/4
Lease Accounting
Deloitte, Jericho
8:00 – 10:00 AM

Accounting & Auditing Committee
Friday, 11/8
Nassau/Suffolk Annual All-Day A&A Conference
Radisson Hotel, Hauppauge
8:00 – 10:00 AM

Management of Accounting Practice
Wednesday, 11/13
Discussion
Grassi & Co., Jericho
8:00 – 9:30 AM

Small-Firm MAP Committee
Wednesday, 11/13
TBD
On Parade Diner, Woodbury
8:00 – 10:00 AM

Attorney Accountant Joint Committee
Tuesday, 11/26
Attorney Accountant Networking Mixer
The Fox Hollow, Woodbury
6:00 – 9:00 PM

STUDENT CPA FEST
Wednesday, 10/30
Chateau Briand, Carle Place
5:00 – 8:30 PM

Like Us on Facebook
www.facebook.com/NYSSCPANassau

Chapter Officials:

PRESIDENT
Natalie Verbanac, CPA

VICE PRESIDENT
Vivian Martinez, CPA

TREASURER
Mark R. Cuccia, CPA

SECRETARY
Kristina Albarella, CPA

DIRECTOR
(PAST PRESIDENT)
Alex Resnick, CPA

DIRECTORS
Jean David Chery, CPA
Tina M. Fassano, CPA
Kenneth Hauptman, CPA
Michael Katz, CPA
Craig Morris, CPA
Elizabeth Oberg, CPA
Alyssa Popov, CPA
Kenneth H. Rick, CPA

ACCOUNTING & AUDITING
Mark R. Cuccia, CPA
Tina M. Fassano, CPA
Franco Martorana, CPA

ATTORNEY & ACCOUNTANTS
Kristina Albarella, CPA
Iola Damante, CPA

CFO & FINANCIAL EXECUTIVES
Joanne Krush, CPA
Miles Doherty, CPA

COOPERATION WITH EDUCATIONAL INSTITUTIONS
Michael Katz, CPA

FINANCIAL LITERACY
Lawrence M. Just, CPA

MANAGEMENT OF ACCOUNTING PRACTICES
Louis Grassi, CPA

MEMBERSHIP
Scott Sanders, CPA

NETWORKING WITH ACCOUNTANTS
Neal Korenberg, CPA

NEWSLETTER
Lynne M. Fuentes, CPA

NEXTGEN COMMITTEE
Wei Xu, CPA
Jean David Chery, CPA
Garrick Turano, CPA
Alyssa Popov, CPA

NEXTGEN LIAISON
Lynne M. Fuentes, CPA

PRACTICE CONTINUITY
Larry Bloom, CPA
Eliot Lebenhart, CPA
Craig R. Morris, CPA

REAL ESTATE COMMITTEE
Jodi Bloom-Picone, CPA
Vivian Martinez, CPA
Deana Wetzel, CPA

SMALL-PRACTICE UNIT MAP
Kenneth Hauptman, CPA
Eliot Lebenhart, CPA
Alex Resnick, CPA

SPONSORSHIP COMMITTEE
Roseann Almeida
Lynne M. Fuentes, CPA
Elizabeth Oberg, CPA
Natalie Verbanac, CPA

TAXATION COMMITTEE
Robert S. Barnett, CPA
Robert J. Schaffer, CPA

WOMEN’S FOCUS GROUP
Geri Gregor, CPA
Lisa Haynie, CPA
Elizabeth Oberg, CPA
Natalie Verbanac, CPA
Member Profile:

Michael Katz

For Michael Katz, CPA, Managing Partner at KVLSM, Director for the Nassau County NYSSCPA and Chair of its Education Committee, accounting comes to him as naturally as breathing. But he was always a “numbers guy.” Attending high school in Syosset, Long Island, he was inspired by his accounting teacher, Arthur Weiser, who encouraged him in his future career even then.

Michael also had inspiration closer to home. Growing up, his mother was a bookkeeper and when Michael entered junior high, she went back to school and obtained a degree in accounting. His older sister worked in public accounting for five years as well, before becoming a teacher. Michael was always drawn to math and business classes in school, and once he took accounting, he knew that this was his path.

Graduating from Nassau Community College Magna Cum Laude, Michael went on to achieve a BBA in Accounting from Hofstra University. But what truly set him on the journey to his successful career was getting let go unexpectedly from his first job after college. This inspired him to spend the entire summer studying for the CPA exam, which he passed with flying colors, all the while working for KLR, where he stayed until 1995. Later that year, in July, he went on to work for Kive Strickoff CPA, which he remained with all the way until May of 2000. He had started as a Senior Accountant and left a Manager.

His career began to grow from there. Michael started at Geller, Marzano & Company, CPAs PC, where he became an owner and a Partner with Anthony Viola. Subsequently, they merged the firm and became Sanders Thaler Viola & Katz, where Michael served as Partner from 2010 until 2016. He then went on to become Administrative Partner, followed by Managing Partner. In October 2017 the firm’s lease expired and they moved to their present-day Woodbury location and changed the practice name to Katz, Viola, Lebenhart and Mauro LLP, subsequently merging with Lipner Sofferman & Co. to ultimately become KVLSM LLP. So he’s been a part of the firm since 2010 and Managing Partner since June of 2017.

On a daily basis, Michael’s time is filled with a variety of responsibilities: “I supervise the day-to-day operations of the firm, including managing the cash flow and accounts payable. I also oversee staff, in addition to managing my own significant tax and accounting practice, although we’re a full-service firm.” Michael works predominantly with small businesses and self-employed individuals. He also provides his services to many clients in both the medical and retail fields.

With these responsibilities come both challenges and rewards and Michael shares the same as that of most business owners and partners: “My challenges would probably center around staffing, as far as attracting and retaining quality staff. And obviously attracting new clients is always a priority.” With that challenge comes the upside of working with the people he does employ. “The most rewarding part is in really seeing how well everyone works together in forming a cohesive team, as well as the satisfaction in being responsive and addressing client needs efficiently and quickly.”
Michael has volunteered with the Nassau NYSSCPA for many years and has recently been chosen as its Director, where he dedicates his time to looking out for the best interests of the Chapter. He loves seeing it thrive, so he aids the Society in its mission to assist members and their firms succeed in their endeavors.

He has also taken on the responsibility as Chair of the Education Committee. Its focus is to run a yearly event called the Student CPA Fest. The aim is to give back to students and to try to guide and teach them about what’s involved in being an accountant. The event’s representatives teach college students about internship, how to interview and to find jobs for themselves.

This year, approximately 120 students from 15 local colleges will attend. The event will connect the students and accounting firms and will help students network with professionals and practices. The event will culminate in a job fair that helps both students and established firms connect for the purpose of networking, hiring, mentorship and job acquisitions. It will be held October 30 at the elegant Chateau Briand in Carle Place.

The committee’s challenge, as Michael sees it, “is to make sure that we throw a successful event each year. We have a fantastic group of people that help to make the event successful. Each year, we continue to try and keep the event well-received and beneficial for both students and firms.”

Crunch time comes in September and October as they put the finishing touches on the event. The committee is mostly comprised of non-accountants, people from career centers at the colleges or from HR directors at local firms.

Going forward, Michael is looking for things to pretty much stay the same, just better. “We’re looking to try and grow, have more students and more firms participate in the event. Last year’s was the largest participation in a long time, so we’ll continue to try and grow on that.”

“To be honest, at each CPA Fest, we’ve always hired an intern, so we really do stand behind the event and its effectiveness. We’ve been very happy with the employees who have come through.”

As far as getting the next generation involved in the workplace and the Society? Michael has plans for that as well. “We try and be adaptive, flexible and understanding. We know that the new generation doesn’t work the same way and so we attempt to find ways to keep them motivated, involved and loyal so that’s there a mutual benefit for both employees and employers. We try to be very flexible and employee friendly. Along those lines, we offer the ability for remote working, flexible scheduling, compressed workweeks and casual office attire, etc.”

Looking forward, Michael plans on staying just where he is, continuing in his role as Managing Partner and continuing to grow his firm for the future. Personally he plans to do more traveling, and spend as much time as he can with his wife and children. Michael also plans on improving his bowling game. In a league for many years, he’s already rolled two perfect games and plans on achieving several more.

Michael’s future looks bright indeed, both personally and professionally. And he has achieved that success through hard work, dedication and persistence, and by realizing that accounting is simply in his blood. It has been his legacy and he will carry that forth in the years to come to his employees, his fellow members at the NYSSCPA and to his beloved family.
According to Helen Keller, “Alone we can do so little; together we can do so much.” This axiom is proven true by the Nassau County NYSSCPA Newsletter Committee. Lynne Fuentes, Managing Partner at Fuentes & Angel CPAs LLC, and Natalie Verbanac, Partner at Marcum LLP, work together to put out the always informative, always educational newsletter, despite their challenging responsibilities in their firms as well as their time-consuming leadership roles in the Chapter. Natalie is the current President of Nassau County’s NYSSCPA and Lynne has held every leadership position in the Chapter possible, working her way up from Secretary to Treasurer, followed by Vice President and President, as well as holding a Director position at the state level. They have both proven their commitment to the Society and it shows in the Chapter’s newsletter.

The newsletter’s focus is clear. According to Lynne, “It’s all about getting the word out regarding networking and CPE events, and to spotlight members who contribute much to the Society.” There is another motivation as well. “Going forward, we hope the funds raised through advertisements will enable us to keep the costs of our various events down, which would lead to greater attendance,” says Lynne. “The Chapter is growing,” adds Natalie. “We now have 5,000 members. And we’re seeing non-CPAs, attorneys and other professionals join as members.” Lynne agrees, “There are a lot of eyes on the newsletter.”

Lynne sees additional reasons for why the newsletter is important to members. “It’s also a way to promote sponsorship for events. We hope that our new non-CPA members are reading our newsletters and learning just where and when events are being held. This way, more members will attend.”

With all that they do and hope to accomplish, there are definitely constraints on their time. Natalie’s role as President is time-consuming, and she has just begun in her position. “I was inducted at the end of May, and in that role, I hold monthly board meetings and work with the various committees on networking and CPE events. I help to coordinate these events, answer questions, communicate our activities, and provide Chapter updates to the State Society. In addition, I am the main contact for the Chapter, which involves approvals and responding to inquiries, attending events and representing our Chapter. Our latest focus is on the next generation. We continue to recruit new blood and encourage the NextGen to volunteer their time and participate as it will benefit them in the future. This all remains a challenge.”

Lynne faced similar challenges during her role as President and worked hard to learn everything she could to pursue her leadership objectives. “During my tenure, I went to almost every meeting I possibly could, for each of the committees, in order to learn about our members who attended them.” She also emphasized increasing the role that women play in the Chapter’s leadership. “During my time as President, more women entered the board than
ever before. I was only the third woman President and Natalie is now the fourth. It’s wonderful that women are now taking on more leadership roles.”

With all that they already do inside the Society, they are also dedicated to putting out the Chapter’s newsletter in order to inform and educate fellow members. In addition to getting information out about upcoming events, the newsletter also brings attention to the charities the Society donates to, according to Lynne. “It helps them become recognized, to raise money for their events and for members to learn more about them in greater detail, subsequently giving the members a chance to attend and contribute to the charities.” These charities include Island Harvest, Shoes for All, the Interfaith Nutrition Network, Career Opportunities in Accounting Program (COAP), and many more.

In the (very near) future, the Newsletter Committee looks for more sponsorship, more readers, and more contributions from leaders in the field. They would like members to write about current events in their specialties and to educate other members on pertinent topics, conveying information on new laws enacted and regulations passed. This way, other members can learn from a variety of viewpoints and perspectives they might never have known.

Natalie believes that in order to change the composition of our membership, we will need to utilize new forms of media. LinkedIn now showcases the newsletter, and it can be found on Facebook as well. This, to Natalie, is crucial. “The key is using all forms of media and technology for the newsletter. People want quick access through new forms of media, so sooner or later we’ll have to modernize the distribution.” Lynne concurs. “I think it’s a balance — getting info out to them in one packet so that they’re not bombarded with emails for specific events and topics. The next generation wants information quickly but not all the time, so that’s a challenge. We need to discuss just how we will deliver it.”

And basically, Lynne wants even more eyes on it. “We’ve noticed that active members read the newsletter regularly but we want the less active members to read it too. If they don’t see it in a timely fashion, they will miss events.”

Both Lynne and Natalie are proud of the positive feedback they do get from members and how that translates into more people reading the newsletter, more attendance and more activity within the Chapter. “I love when there are big turnouts at our events and when members comment on the articles and pictures in the newsletter. It makes our job more rewarding that we are making an impact on our members and the Chapter,” says Natalie. Lynne realizes that it’s beneficial for those included in the newsletter as well. “It’s great for the committees, to recognize how their hard work turns out after their events are covered in the newsletter. They get the acknowledgment they deserve, and recognition of a job well done. The newsletter is all about imparting vital NYSSCPA information and bringing members together to share critical knowledge and connections. In the near future, there are several events that will do just that: On October 17, a NextGen networking event will be held at Jewel in Melville. Firms are requested to invite your next-generation staff members, so that they can learn the power of networking. Oktoberfest will be celebrated on the 24th at the Black Forest Brew Haus in Farmingdale, and on October 30, the Student CPA Fest will be held at the elegant Chateau Briand in Carle Place. If your firm has not yet registered, please do so. More than 100 students from 15 schools are expected to attend. See you all there!
$21 BILLION FUNDED
To B2B Companies Across the U.S.

The #1 bridge to bank financing
Leading Rates From 1–2%
A+ Better Business Bureau Rating
SSAE 18 Compliant

Visit LSQ.com
Member, are you interested in being interviewed for the newsletter?
Reach out to Vivian Levy at vivianlevy1@gmail.com.

SPACE FOR RENT
Woodbury Professional Office – Perfect for CPAs, EAs, Attorneys or other Professionals!

New, contemporary offices are now available for rent within Woodbury CPA firm. Amenities include reception services, conference room usage, kitchen, phone, internet, cable, copy and fax machines.

Offices from $1,200 – $2,500; workstations also available.

Please contact Craig at (516) 364-8888 for more information.

Looking for a few good volunteers....

You already know that the NYSSCPA Nassau Chapter is committed to providing you with many events and activities to broaden your experiences in the profession. Please consider furthering the value of your membership by joining us on a committee.

See the Committee Service Application on the next to last page of the newsletter.

We are looking for people to chair our Community Affairs and Public Relations Committee. That committee has spearheaded the annual Ellen Gordon Walk/Run, blood drives, etc.
Financial Fitness Day is a FREE program for people to learn about managing finances, long-term planning and making smart decisions about money management. The program includes:

- Estate Planning and Elder Law
- Being CFO of your Life
- Suddenly Single
- Navigating Medicare
- Smarter Social Security
- Buying Your First Home
- Taking Control of Your Financial Life

Sponsored in part by NYSSCPA - Nassau County Chapter.

Breakfast and Lunch Included.
Guests do not have to attend the entire event.

For more information contact:
Daniel G. Mazzola
P: (516) 783-9540
E: damazz008@yahoo.com
UPCOMING MEETINGS AND EVENTS

NASSAU / SUFFOLK CHAPTERS
CFO AND FINANCIAL EXECUTIVES COMMITTEE
Sponsored and Hosted by The First National Bank of Long Island

Thursday, October 17, 2019
8:00 - 10:30 AM
(Breakfast will be available)

2019 Economic Breakfast
~An Island in a Global Economy~

SPEAKERS:
Herman A. Berliner, PhD
Provost & Senior Vice President for Academic Affairs
Lawrence Herbert Distinguished Professor
Hofstra University

Janet A. Lenaghan, DPS
Dean
Frank G. Zarb School of Business
Hofstra University

LOCATION: The Mansion at Oyster Bay, 1 S Woods Road, Woodbury, NY 11797

COURSE CODE: 29085005

TO REGISTER: https://cpe.nysscpa.org/product/30765

NASSAU CFO COMMITTEE CO-CHAIRS:
Miles Doherty, CPA           mdoherty@uucsr.org
Joanne Krush, CPA            jkrush@sterlingrisk.com

FOR MORE INFORMATION, CALL (516) 671-4900 EXT. 7270
CFO & Financial Executive Committee

The CFO & Financial Executives Committee welcomes CPAs in industry to participate in our monthly meetings. The CFO Committee organizes monthly, interactive learning experiences guided by professionals of multiple disciplines. Our committee provides a confidential forum for industry CPAs at a senior level to seek advice, exchange guidance with fellow professionals and develop a resourceful peer group.

Education topics are selected in advance by a group of active committee members. Prior to each seminar the committee allocates time for a “roundtable” discussion. **Prospective members should be a CFO, VP Finance or the most senior financial person at their company.**

The CFO Committee meets monthly from September through May. Meetings are held from 8:00 AM to 10:00 AM. We plan two dates with the Suffolk Chapter which will be held in Melville.

**The following meetings have been scheduled:**

<table>
<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>10/17/19</td>
<td><strong>Joint w/Suffolk - 2019 Economic Breakfast:</strong> An Island in a Global Economy</td>
<td>The Mansion at Oyster Bay, Woodbury</td>
</tr>
<tr>
<td>11/4/19</td>
<td>Lease Accounting</td>
<td>Deloitte / Jericho</td>
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<tr>
<td>12/17/19</td>
<td>Tax Update</td>
<td>Deloitte / Jericho</td>
</tr>
<tr>
<td>1/6/20</td>
<td>Working Capital Improvements</td>
<td>Deloitte / Jericho</td>
</tr>
</tbody>
</table>

**Meeting time & format:** 8:00 AM to 10:00 AM (2 CPE credits) – light breakfast served, $10 meeting fee

**Meeting locations:** Deloitte / Jericho – 2 Jericho Plaza, Jericho, NY
October Meeting – The Mansion at Oyster Bay, 1 S Woods Rd, Woodbury, NY

**Committee Co-Chairs:**

<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Contact</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Joanne Krush, CPA, CFO</td>
<td>Sterling Risk</td>
<td><a href="mailto:jkrush@sterlingrisk.com">jkrush@sterlingrisk.com</a></td>
<td>516-773-8605</td>
</tr>
<tr>
<td>Anthony Aronica, CPA, CFO</td>
<td>LDJ Real Estate</td>
<td><a href="mailto:Aronica3@outlook.com">Aronica3@outlook.com</a></td>
<td>516-822-7163</td>
</tr>
</tbody>
</table>

*Please contact Anthony Aronica or Joanne Krush if you’d like more information.*
SAVE THE DATE:  
UPCOMING MEETINGS

Thursday, October 17, 2019
Wednesday, November 13, 2019
Tuesday, December 17, 2019

Location (All meetings):
Grassi & Co.
50 Jericho Quadrangle, Suite 200
Jericho, NY  11753

Meeting Time:
8:00 – 9:30 AM
(Continental breakfast will be available)

Contact Lou Grassi at Lgrassi@grassicpas.com
The NextGen Committee of the Nassau Chapter of the NYSSCPA

Post Tax Season Cocktail Party

Sponsored by UHY LLP, Certified Public Accountants

Register Today!

Date:
October 17th, Thursday 5:00 pm to 8:00 pm

Location:
Jewel
400 Broadhollow Road (route 110), Melville, NY 11747
Entrance on South Service Road

Refreshments:
Passed appetizers, refreshments will be served.
Select beer/wine will be available for participants 21 years and over.

Registration Fee:
$60 per person with registration, $80 at the door.

Name: ___________________________________
Firm: ___________________________________
Address: ___________________________________
Telephone: ___________________________________
Email*: ___________________________________

*Required for credit card payment confirmation.

Pay by check:
Make check payable to NYSSCPA Nassau Chapter
Mail to: Jean Chery c/o Grassi and Co
50 Jericho Quadrangle, Ste 200
Jericho, NY 11753
Phone: 516-256-3510
Email: JChery@Grassicpas.com

Pay by Credit Card:
Register online via PayPal
https://cpe.nysscpa.org/product/30788
No PayPal account necessary.
NYSSCPA – NASSAU CHAPTER
SMALL-FIRM MAP COMMITTEE MEETING

Thursday, October 17, 2019
8:00 – 10:00 AM

TOPIC:  Part 1 – Organizational – to discuss dates and topics for 2019-2020
        Part 2 – Post Tax Season – now that tax season is over, a look back at billing, collections, and what we should be doing differently

SPEAKERS:  Ken Hauptman CPA
            Eliot Lebenshart, CPA
            Alex Resnick, CPA

LOCATION:  On Parade Diner, 7980 Jericho Turnpike, Woodbury, NY 11797

TIME:  8:00 – 10:00 AM

CPE:  2 Credits

Please preregister to ensure we have enough space.
Either call Shannon at 516-364-8888 or email her at svolkerts@wrcpca.com OR register online by going to NYSSCPA.org (then CPE, then scroll to our event).

COST:  Members:  $30 per person paid in advance
        $35 per person (includes preregistered) paying at the door

        Non-members:  $35 per person paid in advance
                       $40 per person (includes preregistered) paying at the door

All check payments prior to the meeting should be payable to NYSSCPA Nassau Chapter and mailed to:

Alex Resnick
Wild, Maney & Resnick, LLP
185 Froehlich Farm Blvd., Woodbury, NY 11797

We look forward to seeing you there.

Your co-chairmen:
Eliot Lebenshart, CPA    Ken Hauptman, CPA    Alex Resnick, CPA
Celebrate Oktoberfest on Long Island!

Thursday, October 24, 2019 | 6 to 9 p.m.
at Black Forest Brew Haus
2015 New Highway, Farmingdale

Celebrate Oktoberfest and network with the Cooperation with Bankers, Other Credit Grantors, and Finance Professionals Committees.

A NYSSCPA Joint Chapter Event – Suffolk & Nassau

$55 per person until 10/17/19. $65 after.

To register CLICK HERE
Info: DSchadler@bethpagefcu.com, 516-349-6887
Practice Continuity Committee

Grow Your Practice to Sell It: A Succession Planning Guide

Darryl Boyd of Poe Group Advisors
Financing the Sale of Your Practice
Shannon Hay VP, Accounting and Tax of Live Oak Bank

Friday, October 25, 2019 • 8:00 AM

On Parade Diner, Woodbury, NY
7980 Jericho Turnpike, Woodbury New York, 11797 • phone # (516) 364-1870

Please note the new registration process – all registrations can be done at:
NYSSCPA.org
(then CPE, Find Courses – scroll down to our meeting)

Meeting fees for online registration:
• $25.00 per person (must be received by noon, Thursday, October 24) or;
• $30.00 per person at the door. (Walk-in's may be limited due to space availability);
• Non-members of NYSSCPA may attend at $35.00 per person

FOR QUESTIONS, CONTACT:
Ginette Morris
Craig Morris & Company
356 South Oyster Bay Road
Syosset, NY 11791
Tel: (516) 681-1121
Fax: (516) 681-1203
Email: ginette@morriscpas.com

Note: Please register early to allow for adequate accommodations for our group.
Nassau Chapter Practice Continuity Committee

Succession planning is an important part of a CPA’s exit strategy, and it’s never too early to begin. The Practice Continuity Committee is a resource to help with that planning, whether for retirement and succession or to prepare for death or disability. Our Committee is an educational and networking resource, with goals and activities that include:

- the development of a community of CPAs to exchange ideas;
- a place for educational resources on practice continuity issues;
- meetings to address topics specific to practice continuity concerns;
- networking events where members can meet and discuss issues.

On Friday, October 25, 2019, 8 AM our meeting will be on “Growing Your Practice to Sell It: A Succession Planning Guide” presented by Darryl Boyd, Regional Market Leader of Poe Group Advisors and; “Financing the Sale of Your Practice” by Shannon Hay VP, Accounting and Tax of Live Oak Bank. The meeting will qualify for 2 CPE Credits. Every business plan should include an exit strategy. But, as CPAs, we often don’t have an exit plan. Darryl says: “We want to see practices succeed and we have a lot of experienced insight into what works and what doesn’t in the sale of a firm.” He will speak to us on how to know when to sell; key practice valuation factors; growing your practice to sell it and other matters to benefit both sellers and buyers.

Part of a plan to sell a firm is financing and deal structure. Shannon Hay works with accounting and tax professionals nationwide on practice sales. Shannon has worked in the special assets group at one of the nation’s largest banks, assisting in the sale of professional practices. He understands the importance of the deal flow and strives to always keep the deal moving forward. Shannon is committed to the accounting profession, meeting with industry experts and constantly staying in front of trends in the accounting world. He will address the factors that should be considered in making sale happen quickly and efficiently, how to help your buyer make a successful purchase and ensure smooth and fair payment terms.

Please note the new registration process — all registrations should be done at NYSSCPA.org (then CPE, Find Courses — scroll down to our meeting). Meeting fees, including a full breakfast and CPE credit are generally:

- $25.00 per person (must be received by noon, Thursday, before the meeting date) or;
- $30.00 per person at the door. (Walk-in’s may be limited due to space availability);
- Non-members of NYSSCPAs may attend at $35.00 per person for online registration and $40 at the door.

Early registration is appreciated to allow for adequate accommodations for our group.

FUTURE MEETING DATES ARE JANUARY 31, 2020 AND APRIL 24, 2020. Please remember to schedule our events in your calendar now, to avoid conflicts. Our meetings are generally held at On Parade Diner (7980 Jericho Turnpike, Woodbury New York, 11797; phone # (516) 364-1870), the last Friday of the meeting month, though dates and locations are subject to change. For more information, on this meeting or our Committee, contact us at ginette@morriscpas.com. We appreciate your participation.

Craig Morris, Chairman
UPCOMING MEETINGS AND EVENTS

Accounting & Auditing Committee

Tuesday, October 29, 2019
6:30 – 8:15 PM

TOPIC: EVOLVING TO TODAY'S AUDIT

• Using data analytics for the risk assessment and planning of an audit.
• How to incorporate data analytics into the audit.

SPEAKERS: Michael J. Holmstrom - Grassi & Co. CPAs P.C.

LOCATION: Marks Paneth LLP
88 Froehlich Farm Boulevard
Woodbury, NY 11797-2921

TIME: 6:30 – 8:15 PM

COST: $20

CPE: 2 Credits

COURSE CODE: 29031009

Please Register Online At:
https://cpe.nysscpa.org/product/30778
SAVE THE DATE:

STUDENT CPA COLLEGE FEST 2019

5PM - 8:30PM  10/30/2019
CHATEAU BRIAND
440 Old Country Rd, Carle Place, NY 11514

Come meet accounting students from local universities and share your career experiences, firm culture and hiring opportunities.

5PM-8:30PM : Networking, Cocktail Hour & Job Fair

Table Opportunity: $250
Admission to Networking & Job Fair, Table, includes 2 attendees
Each additional attendee is $50

REGISTER HERE: HTTPS://CPE.NYSSCPA.ORG/PRODUCT/30585

QUESTIONS? CONTACT: NYSSCPACOLLEGEFEST@GMAIL.COM
SAVE THE DATE

NYSSCPA Nassau/Suffolk Chapters’ Annual All-Day A&A Conference

Friday, November 8, 2019
Radisson Hotel
110 Vanderbilt Motor Pkwy, Hauppauge, NY

Topics:
Construction Accounting Refresher
Employee Benefit Plans Update
Not-for-Profit Accounting Update
Peer Review Best Practices Discussion
GAAP/GAAS Update

Check website and upcoming newsletters for more information.
UPCOMING MEETINGS AND EVENTS

An Exclusive Invitation To All Attorneys & Accountants

JOIN US FOR AN EVENING OF NETURKEYING

The Attorneys and Accountants Joint Committee, in cooperation with the NYSSCPA Nassau Chapter and the Nassau County Bar Association, will be mingling and fundraising for Family Residences and Essential Enterprises, Inc. (FREE).

Enjoy a multi-course fabulous cocktail-style dinner and open bar throughout entire event. Additionally, the FREE Ensemble will perform a short rendition of their talents for us!

FUNDRAISING RAFFLES THROUGHOUT THE EVENT!

Bring a non-perishable food item and your business card for a free raffle ticket! All food donations will go to LI Cares. Net proceeds from the event will benefit FREE, supporting individuals with intellectual or developmental disabilities.

Tuesday, November 26, 2019
6 to 9 p.m.
The Fox Hollow
7725 Jericho Turnpike, Woodbury

$75 per person
$85 at the door

CLICK HERE TO REGISTER
Or go to cpe.nysscpa.org/product/30599

QUESTIONS?
Kathleen Becker: (631) 414-4404
kathleen.becker@marcumllp.com

Accountant Co-Chairs
Kristina Albarella, CPA, MST
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(631) 414-4624

Jola Damante, CPA
idamante@rem-co.com
(516) 228-9000

Nannette Watts, CPA, ABV, CFF
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(516) 506-8224

Attorney Co-Chairs
Yvonne R. Cort, Esq.
ycort@cbmslaw.com
(516) 931-8100 ext. 370

Elyssa Kaplan, Esq.
elyssa@ksclawgroup.com
(631) 683-8597

John Whiteman, Esq.
jwhiteman@josephlawpc.com
(516) 542-2000

Attendance limited to attorneys & accountants. For open sponsorship/raffle opportunities, please call: John Whiteman (516) 542-2000.
Presented jointly by the Taxation and Estate & Personal Financial Planning Committees of the New York State Society of Certified Public Accountants

Nassau Chapter Annual All-Day Tax Conference

Friday, December 6, 2019 OR Saturday, December 7, 2019

Long Island Marriott Hotel & Conference Center, 101 James Doolittle Boulevard, Uniondale, NY

Friday: 7:30 AM – 3:30 PM (Check-in begins at 7:00 AM)
Saturday: 8:30 AM – 5:00 PM (Check-in begins at 8:00 AM)

TOPICS

• Federal Tax Update
• Calculating the Sec 199A Deduction & Interest Expense Limitations, for partnerships & S Corporations
• New York State Tax Update including Opportunity Zones
• Estate Tax Planning Ideas
• IRS and NYS Offers in Compromise & Estate Liens
• NYS Sales Tax Audits
• International taxation requirements including estate planning

SPEAKERS

• Robert S. Barnett, CPA, Esq., Capell Barnett Matalon & Schoenfeld LLP
• Yvonne R. Cort, Esq., Capell Barnett Matalon & Schoenfeld LLP
• Joseph Endres, Esq., Hodgson Russ LLP
• Hana Boruchov, Esq., Tenenbaum Law, PC
• Leo Gabovich, Esq., Tenenbaum Law, PC
• Elizabeth Herman, Esq., Hodgson Russ LLP
• Neil D. Katz, Esq., Katz, Smith & Chwat PC
• Eric M. Kramer, CPA, Esq., Farrell Fritz, PC

Program Details

Designed for: Professionals with a basic knowledge of taxation.
Objective: To update participants on current tax law and to discuss tax planning.

Course Details

Course Level: Update
Prerequisite: None
Method of Presentation: Lecture
Field of Study: Taxation
Recommended CPE Credit Hours: 8
Developer: Foundation for Accounting Education
Course Code: TBD
Member Fee: $175
Non-member Fee: $250

Register online at www.nysscpa.org.
Register by fax at (866) 495-1354.
Register by phone at (800) 537-3635.

Conference and Committee Chairpersons:

Robert S. Barnett, CPA, Esq., Capell Barnett Matalon & Schoenfeld LLP
Pamela Diamond, CPA, PFS, Creative Wealth Builders, LLC
Eric M. Kramer, CPA, Esq., Farrell Fritz, PC
Scott Sanders, CPA, PFS, CGMA, CFP, CFSP, Gettry Marcus CPA, P.C.
Robert J. Schaffer, CPA, Castellano, Kornberg & Co., CPAs, PC
Stuart R. Shapiro, CPA, PFS, Shalik Morris & Co. LLP
SAVE THE DATE

TOWN HALL MEETING AND ETHICS UPDATE

Wednesday, January 22, 2020
Chateau Briand, Carle Place

Check upcoming newsletters and website for more information.
NYSSCPA Nassau Chapter Small-Firm MAP Committee

On Friday, September 27, 2019, Karen Tenenbaum and Leo Gabovich spoke on residency issues for the NYSSCPA Nassau Chapter Small-Firm MAP Committee.
Expand Your Knowledge — Join A Committee

Committee Service Application

Professional associations serve an important function of performing for its individual members’ projects that cannot be done as effectively, if at all, individually.

Nassau Chapter members have the opportunity to advance their knowledge and meet other professionals with similar interests. Our chapter is made up of many technical committees to assist our members in staying current on a wide variety of topics.

Use the coupon to join a committee today!

Committee Service Application

☐ Accounting & Auditing
☐ Attorney & Accountants
☐ CFO & Financial Executives
☐ Cooperation with Educational Institutions
☐ Estate & Personal Financial Planning
☐ Financial Literacy
☐ Litigation & Forensic Service
☐ Management of Accounting Practice
☐ Membership
☐ Networking with Accountants
☐ Small-Practice MAP
☐ Newsletter
☐ Sponsorship
☐ NextGen
☐ Taxation
☐ Practice Continuity
☐ Women’s Focus Group
☐ Real Estate
☐ Other

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Firm Affiliation: __________________________________________
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City/State/Zip: ____________________________________________
Phone: _________________________________________________
Email: _________________________________________________

Please forward your response to:
Vivian Martinez, CPA
Marks Paneth LLP
685 Third Avenue, New York, NY 10017
vjin@markspaneth.com | Tel: (516) 992-5776

Advertising Opportunities

If you wish to advertise in the NYSSCPA — Nassau Chapter Newsletter promoting your business or self, please contact Vivian Levy

email: vivianlevy1@gmail.com

SPONSORSHIP

If you wish to sponsor any Nassau Chapter or committee event, contact:

Vivian Levy
NYSSCPA Nassau Chapter
c/o Fuentes & Angel CPAs LLC
420 Jericho Turnpike, Suite 321
Jericho, NY 11753
vivianlevy1@gmail.com
Have a Tax Problem?
The following members of the Taxation Committee are available to help answer your questions:

General:
Robert S. Barnett, CPA, Esq. (516) 931-8100
Lynne M. Fuentes, CPA, CGMA (516) 656-0800
Robert Lusthaus, CPA, Esq. (516) 937-1366
Robert J. Schauffer, CPA (516) 937-9500

Taxing Authorities
Ruth Sattig Betz, CPA (NYS) (516) 249-1919
Karen J. Tenenbaum, Esq. (IRS & NYS) (631) 465-5000
Noelle T. Geiger, Esq. (IRS & Multi-State) (516) 754-9612
Yvonne Cort, Esq. (IRS & NYS) (516) 931-8100
Brian Gordon, CPA (NYS) (516) 510-6041

Emergency Assistance Hotline
The committee member to call in the event of the disability or death of a member is:
John Kearney, CPA (516) 746-5980

Accounting and Auditing Technical Questions Hotline Volunteers
Thomas O. Linder, CPA (631) 462-1213
Fred R. Goldstein, CPA (516) 249-2882

Nassau Chapter Newsletter Deadlines
All submissions are due the 1st of the month prior to issue date. Email submissions to: vivianlevy1@gmail.com

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The newsletter is downloadable at: http://www.nysscpa.org/page/nassau-chapters-newsletters

Estate and Personal Financial Planning Committee Technical Questions Hotline Volunteers
Eric Kramer, CPA, Esq. (516) 227-0738
Richard Zerah, CPA/PFS, CFP, CMFC (516) 735-4717
Scott Sanders, CPA, PFS, CGMA, CFP, CPS (516) 364-3390

Newsletter Committee
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750 3rd Avenue, New York, NY 10017 | Phone: (212) 485-5550
natalieverbanac@marcumllp.com

MAIL AND EMAIL ADDRESS CHANGE FORM

NYS Society of Certified Public Accountants

CPA Certificate #: ____________________________________________

Name (Last, First, Middle Initial): ____________________________

Address: __________________________________________________

City/State/Zip: ____________________________

Home Phone: ____________________________

Email: ____________________________

Firm Name: ____________________________

Firm Address: ____________________________

City/State/Zip: ____________________________

Business Phone: ____________________________

Chapter Member:☐Yes ☐No

Please send all mail to: ☐Firm ☐Home

Specify chapter: ____________________________

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