

The Trusted Professional

THE NEWSPAPER OF THE NEW YORK STATE SOCIETY OF CERTIFIED PUBLIC ACCOUNTANTS

VOL. 17 NO. 4 | APRIL 2014 | WWW.TRUSTEDPROFESSIONAL.COM | WWW.NYSSCPA.ORG

Board approves proposed change to audit requirement



P. 3 NOMINATING COMMITTEE REPORT
P. 4 NOMINATING BIOGRAPHIES
P. 6 BYLAW REVISIONS

BY ROBERT BUSWEILER
Trusted Professional Correspondent

The NYSSCPA's Board of Directors voted on March 20 to drop from its bylaws a requirement that the Society change the firm that audits the organization every four years. It also voted to update language in its rules related to its auditor's independence.

The vote paved the way for the proposed change to be included in the proxy ballot

mailed to all CPA members of the Society. Because revisions to the bylaws require a general membership vote, a ballot that features the proposed changes and the slate of 2014–2015 board and officer nominees is included with this issue of *The Trusted Professional*. To read the actual rule change, see page 6.

The board moved to eliminate the rule in order to bring the bylaws into alignment with

See Bylaw Revisions, on page 6

NYSSCPA members weigh in on efforts to raise minimum wage

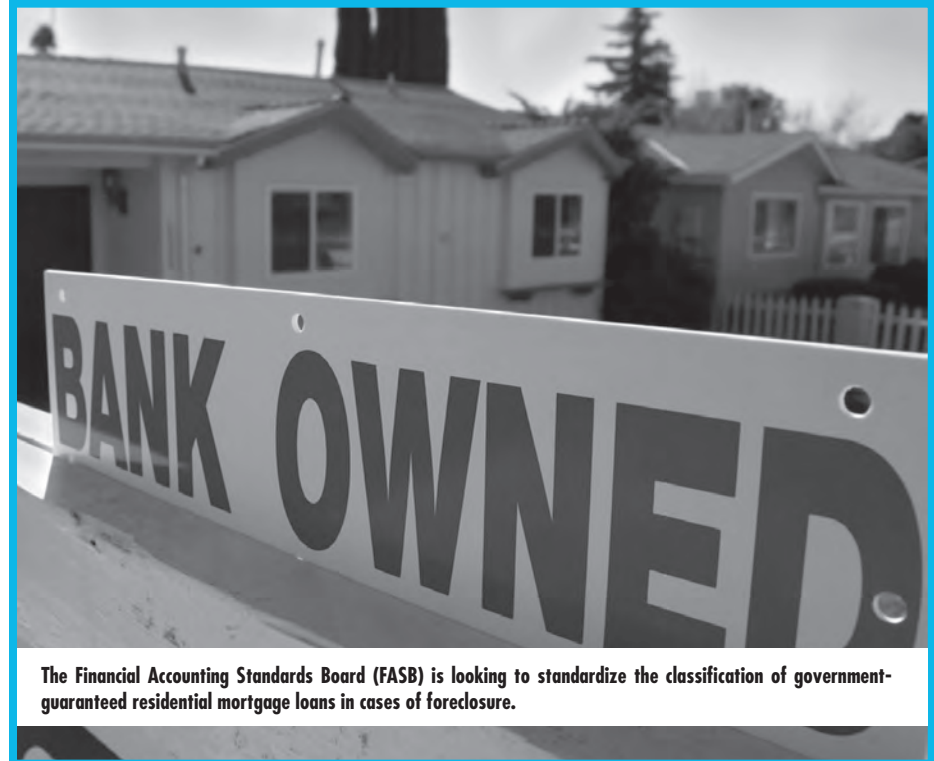
BY CHRIS GAETANO
Trusted Professional Staff

President Barack Obama's push to increase the federal minimum wage from \$7.25 to \$10.10 an hour has given certain industries—and the CPAs who service them—pause, as they ponder the potential implications.

The president called for the hike during his State of the Union address in January and has

since been making a concerted effort to gain support for the plan. By way of executive order, he has already raised the minimum wage for federal contractors to \$10.10 an hour, which will take effect in 2015. He's now urging Congress to extend that increase to all workers in the United States by passing the Fair Minimum Wage Act. Sponsored in the Senate by Sen. Tom Harkin (D-Iowa), and

See Minimum Wage, on page 6



The Financial Accounting Standards Board (FASB) is looking to standardize the classification of government-guaranteed residential mortgage loans in cases of foreclosure.

Society to FASB: widen reach of foreclosed properties proposal

BY CHRIS GAETANO
Trusted Professional Staff

The NYSSCPA generally agreed with a proposal from the Financial Accounting Standards Board (FASB) that would standardize the treatment of foreclosed properties when they're backed by a loan from the U.S. Department of Housing and Urban Development (HUD), but said that the guidance should be applied well beyond the residential developments that were the focus of the exposure draft.

The Society made its comments in a Feb. 26 letter drafted by members of its Accounting and Auditing Oversight and Financial Accounting Standards commit-

tees. The letter was a response to the FASB exposure draft, "Proposed Accounting Standards Update: Receivables—Troubled Debt Restructurings by Creditors (Subtopic 310-40): Classification of Certain Government-Guaranteed Residential Mortgage Loans upon Foreclosure," which was released to the public on Jan. 17.

With the proposal, the FASB aims to standardize the classification of government-guaranteed residential mortgage loans that entitle a creditor to the full unpaid principal balance of a loan upon foreclosure.

Under some government programs—most

See Foreclosure, on page 10

INSIDE THIS EDITION

Opinion	2
NYSSCPA Awards	8
Advocacy	10
Accounting	11
Taxation	12
CPAs in Industry	13
Chapter News	19

ETHICS

Meeting professional standards in business valuations


PAGE 15

RISK MANAGEMENT

Best practices for billing and collecting from clients


PAGE 16

TECH

Digital spring-cleaning tips


PAGE 17

PRESIDENT'S COMMENTARY

Of tradition and transformation

Those of you who attended the NYSSCPA's open house in December, to celebrate the Society's return to the Wall Street area where it was founded more than a century ago, received a clever collector's item: an 1897-styled issue of *The Trusted Professional*. I found the edition (which can be viewed, along with video and images from the open house, at www.nysscpa.org/emails/2014/openhouse/openhouse.htm) fascinating for a few reasons. Not only does it reflect the political and economic climate in which the organization, and indeed the profession, came to be—it also contains the actual address that the Society's founding president, Charles Waldo Haskins, delivered at the NYSSCPA's first annual dinner, held at the Waldorf Astoria in 1897.

During that first dinner, Haskins spoke passionately about the historical significance of the accountant ("Since the very morning of time, we have had our place, and a very high one, in the affairs of mankind," he said) and vowed to further elevate the CPA's position by teaching "the world how valuable are the talents committed to our care." But he also addressed "the great internal work" that needed to happen within the NYSSCPA, urging members to embrace a

spirit of fraternity and cooperation, and reminding them how crucial the exchange of ideas and the development of individual CPAs were to improving not just the organization, but the profession itself.

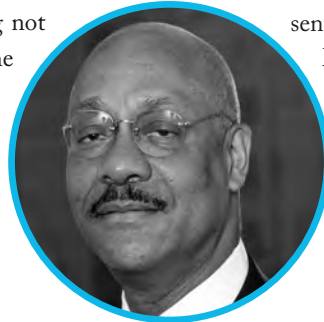
It was a different time, certainly—the CPA designation had just been established the year before Haskins delivered his speech, and you can imagine a feeling of responsibility and possibility that must have filled the room. But on May 15, when the Society holds its 117th Annual Election Meeting and Dinner, you'll see that those values Haskins gave voice to still guide our movements as an organization, and the sense of responsibility and possibility remains. After all, we've taken some exciting steps within the past few years to innovate and reposition the Society, transforming it in ways that our predecessors could not have imagined.

What's more, if the first dinner was a celebration for our founding members, it retains that feel today. This year, we'll be lauding the recipients of two Society honors, the NYSSCPA's Outstanding CPA in Industry Award, which will be presented to **Suzanne**

M. Jensen, of our Northeast Chapter, and the Dr. Emanuel Saxe Outstanding CPA in Education Award, which will be presented to **A. Rief Kanan**, of our Mid Hudson Chapter. Both of these inspiring CPAs have a long history of service to the Society as well as their respective fields. We'll also acknowledge the winners of the NYSSCPA's Charles Waldo Haskins Gold and Silver Awards, which are presented to the two highest scorers on the Uniform CPA Examination in New York State. Although I do not want to give anything away, I can tell you there are a host of other surprises in store.

I hope to see you, your colleagues and your families at the Annual Dinner. How thrilling it is to think of all the men and women who have come before us, who stood where we stood and worked as passionately as we do to protect the profession and the public. We hail from a fine line. How thrilling, too, it is to think of how we'll be viewed by Society members a century from now. What will they walk away with when they review the records of our day?

president@nysscpa.org



J. Michael Kirkland

FORMAL NOTICE of the 2013–2014 Annual Election Meeting of the New York State Society of CPAs

Please note that the annual membership meeting of the New York State Society of Certified Public Accountants will be held on Thursday, May 15, 2014, at 6:30 p.m. (opening reception: 5:30 p.m.) at the New York Marriott Marquis at Times Square, located at 1535 Broadway, at 45th Street, New York City.

The meeting will be followed by a formal dinner (see the advertisement on page 7 for more information). Seating will be available for members who wish to attend the annual meeting but do not wish to attend the dinner. If you wish to be seated for the meeting only, and not the dinner, please contact Nereida Gomez at ngomez@nysscpa.org or 212-719-8358. To register online, visit the NYSSCPA's website at www.nysscpa.org.

The agenda for the meeting is as follows:

1. Approval of minutes from the May 16, 2013, annual membership meeting.
2. Approval of proposed amendments to NYSSCPA bylaws.
3. Election of the 2014–2015 officers and directors with terms beginning on June 1, 2014.
4. Other business.

F. Michael Zovistoski, CPA
NYSSCPA Secretary/Treasurer

PRESIDENT
J. Michael Kirkland, CPA

PRESIDENT-ELECT
Scott M. Adair, CPA

SECRETARY/TREASURER
F. Michael Zovistoski, CPA

VICE PRESIDENTS
Ian J. Benjamin, CPA
Adrian P. Fitzsimons, CPA
Barbara A. Marino, CPA
Warren Ruppel, CPA

EXECUTIVE DIRECTOR
Joanne S. Barry, CAE

DIRECTOR
OF COMMUNICATIONS
Colleen Lutolf

EDITOR
Nicole Saunders

STAFF WRITER
Chris Gaetano

COPY EDITORS
Gene Cioffi
Christopher Davis

EDITORIAL ASSISTANT
Anna Rakovsky

ART DIRECTOR
Larry E. Matthews

GRAPHIC DESIGN MANAGER
Ernesto Darío Lara

GRAPHIC DESIGN
Sara M. Gold

The New York State Society of CPAs and *The Trusted Professional* greatly value editorial contributions from our members, readers and those affiliated with the accounting profession. Additionally, we are happy to publish pertinent ads and notices. To ensure that each issue of *The Trusted Professional* is distributed on a timely basis, we have issued the following deadlines by which such materials must be received:

May issue—April 11

June issue—May 15

July issue—June 12

For more information on submitting an article, email nsaunders@nysscpa.org.

To update subscription information, contact Member Services at 800-633-6320.

Views expressed in articles printed in The Trusted Professional are the authors' only and are not to be attributed to the publication, its editors, the NYSSCPA or the FAE, or their directors, officers, or employees, unless expressly so stated. Articles contain information believed by the authors to be accurate, but the publisher, editors and authors are not engaged in rendering legal, accounting or other professional services. If specific professional advice or assistance is required, the services of a competent professional should be sought.

Permission to reprint *The Trusted Professional* articles is granted with few exceptions. Written requests indicating title, author, publication date and intended use of the reprint should be made prior to each use by contacting the editor at 14 Wall Street, New York, NY 10005, 212-719-8321 or nsaunders@nysscpa.org.

The Trusted Professional (USPS 017-482) is published on the 1st of each month, by the New York State Society of Certified Public Accountants, 14 Wall Street, New York, NY 10005. Copyright © 2013 by the New York State Society of Certified Public Accountants. The NYSSCPA retains the copyright on all material. Subscription Rate: members \$15, nonmembers \$20. Periodicals postage paid at New York, N.Y., and additional mailing offices.

POSTMASTER: Send address changes to
The Trusted Professional
14 Wall Street
19th floor
New York, NY 10005
Attn: Subscription Department

NOMINATING COMMITTEE REPORT

Jan. 14, 2014

OFFICERS: to hold office for one year, from June 1, 2014:

PRESIDENT

Scott M. Adair automatically succeeds **J. Michael Kirkland** as President in accordance with Article VIII, Paragraph 5 of the Bylaws.

PRESIDENT-ELECT

JOSEPH M. FALBO, JR. to succeed

Tronconi Segarra & Associates LLP

SCOTT M. ADAIR

Rochester Genesee Regional Transportation Authority

VICE PRESIDENTS

HAROLD L. DEITERS III to succeed

Baker Tilly Virchow Krause, LLP

IAN J. BENJAMIN

McGladrey LLP

TIMOTHY P. HEDLEY to succeed

KPMG LLP

ADRIAN P. FITZSIMONS

St. John's University

SCOTT D. HOSLER to succeed

Bonadio & Co., LLP

BARBARA A. MARINO

The Hackett Group Inc.

CYNTHIA A. SCARINCI to succeed

College of Staten Island (CUNY)

WARREN RUPPEL

Marks Paneth & Shron LLP

SECRETARY/TREASURER

F. MICHAEL ZOVISTOSKI to succeed

UHY LLP

F. MICHAEL ZOVISTOSKI

UHY LLP

DIRECTORS-AT-LARGE: to hold office for three years, from June 1, 2014:

JAN C. HERRINGER to succeed

BDO USA, LLP

SHARI E. BERK

S. E. Berk & Associates P.A.

KEVIN MATZ to succeed

Kevin Matz & Associates PLLC

KEVIN MATZ

Kevin Matz & Associates PLLC
[Kevin Matz was elected by the Board of Directors on June 3, 2013, to fill the vacancy in the term of Domenick J. Esposito, which ends on May 31, 2014]

JEAN G. JOSEPH to succeed

Joseph Tax & Consulting Services LLC

TIMOTHY P. HEDLEY

KPMG LLP

M. JACOB RENICK to succeed

M. J. Renick & Associates LLC

ELLIOT A. LESSER

Berdon LLP

WARREN RUPPEL to succeed

Marks Paneth & Shron LLP

MICHAEL F. ROSENBLATT

The Quest Organization

DIRECTOR-AT-LARGE: to serve the remaining one year of Harold L. Deiters III's term (should he be elected to the position of Vice President) from June 1, 2014:

PETER H. FRANK to succeed

Cornick, Garber & Sandler, LLP

HAROLD L. DEITERS III

Baker Tilly Virchow Krause, LLP

DIRECTORS AS CHAPTER REPRESENTATIVES: to hold office for three years, from June 1, 2014:

ADIRONDACK

JACQUELINE E. MILLER to succeed

Pinto, Mucenski, Hooper, VanHouse, & Co.

DOUGLAS L. HOFFMAN

Dragon Benware CPAs, P.C.

NASSAU

ELIZABETH A. HAYNIE to succeed

Katz, Bernstein & Katz, LLP

ERIC M. KRAMER

Farrell Fritz, P.C.

ROCHESTER

DAVID G. YOUNG to succeed

Young & Company CPAs, LLP

STEVEN M. MORSE

Rochester Institute of Technology

STATEN ISLAND

ROSEMARIE GIOVINAZZO-BARNICKEL to succeed

Rosemarie Giovinazzo-Barnickel, CPA

CYNTHIA A. SCARINCI

College of Staten Island (CUNY)

SUFFOLK

PAUL E. BECHT to succeed

Baker Tilly Virchow Krause, LLP

JOHN SHILLINGSFORD

Albrecht, Viggiano, Zureck & Company, P.C.

DIRECTOR AS CHAPTER REPRESENTATIVE: to hold office for two years, from June 1, 2014:

UTICA

VACANT to succeed

SCOTT D. HOSLER

Bonadio & Co., LLP [Should he be elected to the position of vice president]

ALL OF THE NOMINEES HAVE CONSENTED TO SERVE IF ELECTED.

J. Michael Kirkland automatically becomes Director for one year as Immediate Past President in accordance with Article VI, Paragraph 1 of the Bylaws.

DIRECTORS (provided the above nominees are duly elected):

TERMS EXPIRING IN 2015:

ANTHONY T. ABOUD, *Firley, Moran, Freer & Eassa, CPA, P.C.*

WILLIAM AIKEN, *Retired*

GREGORY J. ALTMAN, *Somerset Production Company, LLC*

BARBARA E. BEL, *O'Connor Davies, LLP*

CHRISTOPHER G. CAHILL, *Deloitte & Touche LLP*

HAROLD L. DEITERS III, *Baker Tilly Virchow Krause LLP*

PETER H. FRANK, *Cornick, Garber & Sandler, LLP*

TIMOTHY P. HEDLEY, *KPMG LLP*

SCOTT D. HOSLER, *Bonadio & Co., LLP*

SCOTT M. HOTALEN, *Vieira & Associates, CPAs, P.C.*

J. MICHAEL KIRKLAND, *Deutsche Bank AG*

ARTHUR J. ROTH, *Retired*

CYNTHIA A. SCARINCI, *College of Staten Island (CUNY)*

YEN D. TRAN, *PricewaterhouseCoopers LLP*

RICHARD T. VAN OSTEN, *Ernst & Young LLP*

F. MICHAEL ZOVISTOSKI, *UHY LLP*

TERMS EXPIRING IN 2016:

SCOTT M. ADAIR, *Rochester Genesee Regional Transportation Authority*

ANTHONY S. CHAN, *Sino-Global Shipping America, Ltd.*

JACK F. CRAVEN, *John F. Craven, CPA, LLC*

MICHAEL E. MILISITS, *Hunter Group CPA LLC*

BARBARA L. MONTOUR, *Saint Regis Mohawk Tribe*

STEPHEN T. SURACE, *Adjusters International, Inc.*

TRACY D. TARSIO, *Day Seckler LLP*

MARK ULRICH, *St. John's University*

BETH VAN BLADEL, *EYP Architecture & Engineering, P.C.*

MARK WEG, *Daszkowski, Tompkins, Weg & Carbonella, P.C.*

TERMS EXPIRING IN 2017:

PAUL E. BECHT, *Baker Tilly Virchow Krause, LLP*

ROSEMARIE GIOVINAZZO-BARNICKEL, *Rosemarie Giovinazzo-Barnickel, CPA*

JOSEPH M. FALBO, JR., *Tronconi Segarra & Associates LLP*

ELIZABETH A. HAYNIE, *Katz, Bernstein & Katz, LLP*

JAN C. HERRINGER, *BDO USA, LLP*

JEAN G. JOSEPH, *Joseph Tax & Consulting Services LLC*

KEVIN MATZ, *Kevin Matz & Associates PLLC*

JACQUELINE E. MILLER, *Pinto, Mucenski, Hooper, VanHouse, & Co.*

M. JACOB RENICK, *M. J. Renick & Associates LLC*

WARREN RUPPEL, *Marks Paneth & Shron LLP*

DAVID G. YOUNG, *Young & Company CPAs, LLP*

RESPECTFULLY SUBMITTED,

2013–2014 Nominating Committee

ANN BURSTEIN COHEN (Chair)

ANTHONY T. ABOUD

CYNTHIA D. BARRY

ARTHUR BLOOM

CHRISTOPHER G. CAHILL

SCOTT M. CHESLOWITZ

SHERRY L. DELLEBOVI

BARBARA S. DWYER

STUART KESSLER

MARK L. MEINBERG

RAYNARD ZOLLO

NYSSCPA 2014–2015 NOMINEES

OFFICERS: TO HOLD OFFICE FOR ONE YEAR, FROM JUNE 1, 2014:



PRESIDENT-ELECT

JOSEPH M. FALBO, JR., Partner, Tronconi Segarra & Associates LLP, Williamsville, N.Y. Member of the Society since 1994; member of the Buffalo Chapter. STATEWIDE: Currently serving as the Chair of the Chapter Task Force and as a member of the Legislative Task Force. Previously served as Society Vice President, Secretary/Treasurer and Executive Committee member. Previous committee service includes the Computers in Tax Practice, Finance (Chair), Governance (Chair), Information Technology (Chair) and Nominating (Chair) committees. Past member of the NYSSCPA/FAE Affiliation Task Force. CHAPTER: Previous chapter service includes Buffalo Chapter President, President-elect, Vice President and Executive Board member. Previous chapter committee service includes the Technology (Chair) and Buffalo Chapter Young CPA committees.



SECRETARY/TREASURER

F. MICHAEL ZOVISTOSKI, Partner, UHY LLP, Albany, N.Y. Member of the Society since 1987; member of the Northeast Chapter. STATEWIDE: Currently serving on the Board of Directors as Secretary/Treasurer and on the Executive Committee. Currently serving on the FAE Board of Trustees. Current committee service includes Finance (Chair) and Professional Liability Insurance committees. Previous committee service includes the Governance, Professional Liability Insurance (Chair), Member Benefits (Chair), Public Relations, FAE Curriculum, Investment and Construction Contractors committees. CHAPTER: Previous chapter service includes Northeast Chapter President, President-elect and Secretary. Previous chapter committee service includes the Tax (Chair) and Members in Industry committees (Cochair).



VICE PRESIDENT

HAROLD L. DEITERS III, Partner, Baker Tilly Virchow Krause, LLP, Melville, N.Y. Member of the Society since 1998; member of the Suffolk Chapter. STATEWIDE: Currently serving on the Board of Directors (Director-at-Large). Current committee service includes the Business Valuation Committee. Previous committee service includes the Relations with the Legal Community and Member Benefits committees. CHAPTER: Previous chapter service includes Suffolk Chapter Executive Board (Immediate Past President), President, President-elect, Vice President and Treasurer. Current

chapter committee service includes the Forensic and Valuation Services Committee. Previous chapter committee service includes the Cooperation with Attorneys (Chair), Public Relations (Chair), Young CPAs (Chair), One-on-One Program (Vice Chair), and Accounting and Auditing committees.



VICE PRESIDENT

SCOTT D. HOSLER, Manager, Bonadio & Co., LLP, Clinton, N.Y. Member of the Society since 2006; member of the Utica Chapter. STATEWIDE: Currently serving on the Board of Directors (Director as a Chapter Representative for the Utica Chapter). CHAPTER: Current chapter service includes Utica Chapter Executive Board. Previous chapter service includes Utica Chapter President, President-elect, Secretary and Treasurer.



VICE PRESIDENT

TIMOTHY P. HEDLEY, Partner, KPMG LLP, New York, N.Y. Member of the Society since 2002; member of the Manhattan/Bronx Chapter. STATEWIDE: Currently serving on the Board of Directors (Director-at-Large). Current committee service includes the Litigation Services, Audit (Chair) and Business Exit and Succession Planning committees. Previously served on the Consulting Services Oversight (Chair), Anti-Money Laundering and Counter Terrorist Financing (Chair and Vice Chair), Awards and Professional Ethics committees.



VICE PRESIDENT

CYNTHIA A. SCARINCI, Professor, College of Staten Island School of Business (CUNY), Staten Island, N.Y. Member of the Society since 1990; member of the Staten Island Chapter. STATEWIDE: Currently serving on the Board of Directors (Director as a Chapter Representative for the Staten Island Chapter). Previous committee service includes the Awards Committee. CHAPTER: Previous chapter service includes Staten Island Chapter President, President-elect, Vice President and Chapter Executive Board (Trustee). Previous chapter committee service includes One-on-One Program, Technology and Education (Chair).

DIRECTORS-AT-LARGE: to hold office for three years, from June 1, 2014:



JAN C. HERRINGER, Auditor, BDO USA, LLP, New York, N.Y. Member of the Society since 2005; member of the Manhattan/Bronx Chapter. STATEWIDE: Currently serving on the Auditing Standards and International Accounting and Auditing committees. Previous committee service includes the Accounting and Auditing Oversight, Auditing Standards (Chair and Vice Chair), and International Accounting and Auditing committees.



KEVIN MATZ, Attorney, Kevin Matz & Associates PLLC, White Plains, N.Y. Member of the Society since 1993; member of the Manhattan/Bronx Chapter. STATEWIDE: Currently serving on the Board of Directors (Director-at-Large). Currently serving on the Chapter Task Force. Current committee service includes the Estate Planning (Chair), Family Office, Trust and Estate Administration, International Taxation, Entertainment Arts and Sports, and Private Equity and Venture Capital committees. Previously served on the TDOC Rapid Response Subcommittee. Previous committee service includes the Entertainment, Arts and Sports (Chair and Vice Chair), Estate Planning (Vice Chair), Family Office, Industry Oversight, International Taxation, Investment Management, Private Equity and Venture Capital, and Trust and Estate Administration committees.

DIRECTORS-AT-LARGE: to hold office for three years, from June 1, 2014:



JEAN G. JOSEPH, Managing Member, Joseph Tax & Consulting Services LLC, Brooklyn, N.Y. Member of the Society since 1998; member of the Queens/Brooklyn Chapter. CHAPTER: Current chapter service includes Queens/Brooklyn Chapter Executive Board. Previous chapter service includes Queens/Brooklyn Chapter President, President-elect and Executive Board. Current chapter committee service includes the Queens/Brooklyn Chapter MAP Committee (Chair). Past member of the COAP LIU Advisory Board.



WARREN RUPPEL, Partner, Marks Paneth & Shron LLP, New York, N.Y. Member of the Society since 1981; member of the Manhattan/Bronx Chapter. STATEWIDE: Currently serving on the Board of Directors (Vice President and the Executive Committee). Previously served as President and President-elect of the FAE Board of Trustees. Current committee service includes the Government Accounting and Auditing Committee (Past Chair). Previous committee service includes the Audit (Chair), Accounting and Auditing Oversight, Finance, and Not-for-Profit Organizations committees, and the Government Audit Quality Task Force.



M. JACOB RENICK, Retired, M. J. Renick & Associates LLC, New Rochelle, N.Y. Member of the Society since 1973; member of the Westchester Chapter. STATEWIDE: Currently serving on the Bankruptcy and Financial Reorganization and Litigation Services committees. Previous committee service includes the Accounting and Auditing Oversight, Apparel and Textile, Auditing Standards, Bankruptcy and Financial Reorganization (Chair and Vice Chair), Committee Operations, Construction Contractors, Consulting Services Oversight, Financial Accounting Standards, Financing and Leasing Companies, Firm Coordinators, Litigation Services (Chair and Vice Chair), Management Tools and Techniques, Mediation and Arbitration, Nominating, Quality Control and Practice Assistance, Relations with the Legal Community and Stock Brokerage committees. CHAPTER: Previous chapter committee service includes the Westchester Chapter Financial Services Committee.

DIRECTOR-AT-LARGE: to hold office for one year from June 1, 2014:



PETER H. FRANK, Partner, Cornick Garber & Sandler, LLP, New York, N.Y. Member of the Society since 1988; member of the Manhattan/Bronx Chapter. STATEWIDE: Current committee service includes the International Taxation and Entertainment, Arts and Sports committees. Currently serves on the Legislative Task Force. Previously served on the Board of Directors and the Executive Committee. Previous committee service includes the Awards, COAP Fundraising, Committee Operations, Consulting Services Oversight (Chair), General Committee on CUDP (Chair), Emerging Technologies (Chair), Entertainment, Arts and Sports, Interactive Online Resources, International Taxation, Member Benefits and Nominating committees. CHAPTER: Previous chapter service includes Manhattan/Bronx Chapter President, President-elect, Immediate Past President and Executive Board Member.

DIRECTORS AS CHAPTER REPRESENTATIVES: to hold office for three years, from June 1, 2014:



ADIRONDACK:

JACQUELINE E. MILLER, Partner, Pinto, Mucenski, Hooper, VanHouse, & Co., Potsdam, N.Y. Member of the Society since 1998; member of the Adirondack Chapter. STATEWIDE: Current committee service includes the Awards Committee. CHAPTER: Current chapter service includes Adirondack Chapter President. Previous chapter service includes Adirondack Chapter President-elect and Executive Board member.



STATEN ISLAND:

ROSEMARIE GIOVINAZZO-BARNICKEL, Sole Practitioner, Rosemarie Giovinazzo-Barnickel, CPA, Staten Island, N.Y. Member of the Society since 1989; member of the Staten Island Chapter. STATEWIDE: Current service includes the Strategic Planning Task Force. Previously served as Society Vice President, Director-at-Large and Executive Committee member. Previous committee service includes the Audit (Chair), Annual Leadership Conference, Awards, Finance, Legislation, Member Benefits (Chair), NC Petitioners and Nominating committees. Past member of the Task Force on Chapters. CHAPTER: Previous chapter service includes Staten Island Chapter President, President-elect, Vice President, Secretary and Executive Board member. Previous chapter committee service includes the Education, One-on-One Program, COAP, Public Relations and Sponsorship committees.



NASSAU:

ELIZABETH A. HAYNIE, Consultant, Katz, Bernstein & Katz, LLP, Syosset, N.Y. Member of the Society since 1990; member of the Nassau Chapter. STATEWIDE: Current service includes the COAP Adelphi and COAP Hofstra Advisory boards. Previous committee service includes the Membership Committee. CHAPTER: Previous chapter service includes Nassau Chapter President, President-elect, Vice President, Secretary and Executive Board member. Previous chapter committee service includes Women's Focus Group (Chair), Estate and Personal Financial Planning (Cochair), Federal Taxation, General Meetings and Membership (Cochair), High School Recruitment, Membership (Chair) and Newsletter (Cochair) committees.



SUFFOLK:

PAUL E. BECHT, Partner, Baker Tilly Virchow Krause, LLP, Melville, NY. Member of the Society since 1998; member of the Suffolk Chapter. STATEWIDE: Previous committee service includes the Awards Committee. CHAPTER: Previous chapter service includes Suffolk Chapter President, President-elect, Vice President, Treasurer, Immediate Past President and Executive Board member. Previous chapter committee service includes the Accounting and Auditing (Chair), Members in Industry, Nominating (Chair), Public Relations, Scholarship, Sponsorship (Cochair) and Young CPAs (Cochair) committees.



ROCHESTER:

DAVID G. YOUNG, Partner-in-Charge, Young & Company CPAs, LLP, Rochester, N.Y. Member of the Society since 1998; member of the Rochester Chapter. CHAPTER: Current chapter service includes the Rochester Chapter Executive Board. Previous chapter service includes the Rochester Chapter Executive Board. Current chapter committee service includes the Taxation Committee.

NYSSCPA Bylaw revisions: appointment of auditor

Article XV-3 Annual Audit

TEXT WITH REVISIONS

Annual audit—At the second meeting of the Board in the fiscal year, the Board shall designate an auditor or firm of auditors to examine the financial statements of the State Society and its affiliates the report of the treasurer for that fiscal year. The auditor or a partner of the firm of auditors shall be a member. The auditor or any partner of the firm of auditors shall be Independent of the State Society and its affiliates not be a member of the Board. The auditor or firm of auditors shall not be designated for more than four successive fiscal years. The auditor or firm of auditors shall be compensated in an amount designated by the Board. The ~~audit auditors' report and the financial statements~~ shall be communicated to the membership in such manner as the Board may designate.

FINAL TEXT

Annual audit—At the second meeting of the Board in the fiscal year, the Board shall designate an auditor to examine the financial statements of the State Society and its affiliates for that fiscal year. The auditor or a partner of the firm of auditors shall be a member. The auditor or any partner of the firm of auditors shall be Independent of the State Society and its affiliates. The auditor or firm of auditors shall be compensated in an amount designated by the Board. The auditors' report and the financial statements shall be communicated to the membership in such manner as the Board may designate.

Bylaw Revisions

Continued from front page

the Society's position that public companies should not be required to rotate audit firms, as proposed by the Public Company Accounting Oversight Board (PCAOB). The PCAOB had been exploring the concept of mandatory audit firm rotation, in the interests of increasing auditor independence, since 2011, though during a Feb. 5 budget meeting

with the Securities and Exchange Commission (SEC), the board's chair, James R. Doty, suggested that it was abandoning its efforts. The original idea has received a negative response, to date: Last July, the House approved the Audit Integrity and Job Protection Act, which would bar the PCAOB from mandating audit firm rotation among public companies, and the bill is currently being considered by the Senate.

The NYSSCPA itself criticized the idea in a December 2011 comment letter. While the Society agreed that independence and objectivity are important, it argued that the PCAOB had failed to effectively link audit failures with any lack of independence. Even in cases where a lack of independence did impact the audit, the Society argued in its comment letter that the issue does not lay with the firm itself but with the engage-

ment personnel.

The Society also cautioned that a practice such as mandatory audit firm rotation could even have a negative effect on audits, as it takes time to develop and maintain the necessary skill set to properly audit an SEC-registered firm, especially in the case of specialized industries.

rbusweiler@nysscpa.org

Minimum Wage

Continued from front page

in the House by Rep. George Miller (D-Calif.), it would gradually raise the minimum wage over two years and index it to inflation.

The White House has argued that the spending power of the federal minimum wage has decreased by one-third since the last increase in 2009, and said that, as it stands right now, families cannot live off what it provides, which is the equivalent of about \$14,500 a year.

However, opponents have come out strongly against the measure, arguing that such an increase could damage the economy, as costs would increase for companies that hire minimum-wage workers, leading them to either cut down on staff, hire fewer people in the future or pass the extra costs on to consumers.

In examining the issue, the Congressional Budget Office (CBO) released a report on Feb. 18 that concluded that an increase in the federal minimum wage to \$10.10 an hour would basically be good for the people who already have a minimum wage job, but bad for those who might be looking for one: It estimated that the raise would lift 900,000 people out of poverty (that is, raising their income above the poverty line) but would do so at the cost of 500,000 jobs (that is, employers would hire that many fewer workers by 2016).

Compounding matters is the fact that many businesses are still processing the changes that came with the passage and implementation of the Affordable Care Act (ACA), according to **David J. Wolfson**,

chair of the NYSSCPA's Hospitality Industry Committee. Wolfson, who has multiple restaurants as clients, noted that the president is calling for a 26 percent increase from the current minimum wage, which, he said, was significant.

"A 26 percent increase? [Businesses] are going to have to either raise prices or not be open," he said.

While he added that the big players in the restaurant industry can probably absorb the increase, smaller businesses may have a harder time—for example, he noted that one of his clients owns four Dunkin' Donuts franchises and is even struggling to pay just the *current* minimum wage. Adding more expense to what he is already facing, Wolfson said, could force him to close at least some of his stores, as he may not be able to pass costs onto consumers, which would be the other option.

"Dunkin' Corporate, which is public, won't want [higher prices]," he said. "You can't just raise your prices if you're a franchisee—you do what the franchisor tells you to do, and if they say no price increases, that will directly impact bottom lines. The [franchisee] can't raise prices, and it will be difficult to cut costs, so a 26 percent increase, especially when [wages are] a third of the business, could be too much to bear."

William H. Jones, a member and former chair of the Taxation of Individuals Committee, however, was more sanguine about the minimum wage increase. "I think it's a great idea," he said. "I think it should be higher, but I'm happy with \$10.10. It's a start."

Jones felt that people who work for mini-

mum wages are generally in poverty and are probably also using food stamps, enrolling in Medicaid and receiving Section 8 vouchers, "which means the taxpayers are supplementing the payroll of private businesses." Increasing the minimum wage, he said, would lift a number of people out of poverty, which would, in turn, decrease the usage of government programs. He added, too, that when people make more money, they tend to spend it, meaning that an increased minimum wage will allow money to quickly circulate through the economy.

Furthermore, he felt that the argument that businesses would lay off workers if the minimum wage increased was "total nonsense." He believes that companies will, as they always have, hire the number of workers they think they need—no more, no less. McDonald's, he said, does not want a situation where people have to wait 30 minutes on a line because the restaurant had to cut down to only one cashier and one fry cook. When asked about the aforementioned Dunkin' Donuts franchisee, he said he still wasn't convinced.

"They hire people because they need them, not because they want to help the local community," he said. "And if corporate is worried about them, they can lower the royalty the franchisees pay to the parent corporation."

Still, several NYSSCPA members shared Wolfson's concerns about small business owners.

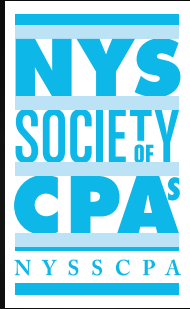
"The raising of the minimum wage to \$10.10 is a good idea for the worker, but for businesses—especially small businesses like newsstands, retail stores, etc.—it will be a burden," said **Vincent J. Cosenza**, the current chair of the Taxation of Individuals Committee.

Jack Vivinetto, chair of the Chief Financial Officers Committee, similarly pointed out that businesses are already working hard to incorporate aspects of the ACA into their current plans, and, as a result, changes to the minimum wage should be put on hold for the time being.

"Many organizations' bottom lines were adversely affected recently by increased healthcare premiums and compliance issues as the result of the Affordable Care Act," he said. "To add another layer of new cost, [with an] increase in the minimum wages from \$7.25 to \$10.10, will further erode the bottom line for many organizations that are unable to pass costs along to their customers and clients."

For CPAs, increased costs could call for increased tax planning in order to recoup at least some of the expense. Wolfson said that there are a number of employment tax credits, though they tend to be specific to certain circumstances. He explained, for example, that one client of his takes advantage of hiring people in Enterprise Zones—areas in which special tax breaks are offered to businesses—though he added that this doesn't really help those in New York City. He also indicated programs that give tax credits for hiring developmentally disabled people or former convicts, as well. "There are some credits that I know my clients would look to, to try and [reduce costs], because the last thing neither my client nor myself wants is for the business to shut its doors," Wolfson said.

cgaetano@nysscpa.org



117th *Annual Election
Meeting and Dinner*

Gala *&* Premiere

May 15, 2014

5:30 Drinks + 6:30 Dinner & Awards

Featuring

**J. Michael Kirkland, CPA, CGMA
President**

**Scott M. Adair, CPA
President-elect**

and a special VIP Guest!

+

Presentation of Annual NYSSCPA Awards

+

**Election of 2014–2015
Officers and Directors**

NEW YORK

MARRIOTT MARQUIS

ENGAGE ★ HONOR ★ DEDICATE

For more information or to download the registration form,
visit the Society's website at nysscpa.org/gala.pdf

Contact **Nellie Gomez**, Manager of Committees and Administrative Services,
at ngomez@nysscpa.org or 212-719-8358.



2013-2014 NYSSCPA AWARDS

Industry award winner sees benefit in past history with membership orgs

BY CHRIS GAETANO

Trusted Professional Staff

If you ask members of the NYSSCPA's Northeast Chapter, **Suzanne M. Jensen** is something of a secret weapon for CPAs in the region. Whether it's providing a convenient location for monthly meetings, sharing best practices for budgeting and strategic planning, or taking on yet another Society committee despite the demands of her day job, "Suzanne always responds enthusiastically to the call for service," said **Beth Van Bladel**, a past Northeast Chapter president and NYSSCPA board member.

That Jensen, the 2014 winner of the NYSSCPA's Outstanding CPA in Industry Award, can so easily pick up on the needs of the Society and its members is in part a reflection of her background. An Albany native, Jensen has long been involved with membership groups: She is the CFO and HR director of the Business Council of New York, an association that represents the business interests of firms throughout the state. Prior to that, she spent more than 13 years as the CFO for the New York Association of Homes and Services for the Aging (NYAHSAs), now called Leading Age New York, which represents not-for-profit, mission-driven and public continuing care providers.

"I have a passion for membership-driven organizations, which gives me a very unique perspective that I can provide the NYSSCPA," said Jensen, a former member

of the NYSSCPA's Board of Directors and Executive Committee.

Like many CPAs, Jensen began her career in public accounting, starting at the firm Marvin and Co. where she worked with a number of nonprofit clients. When she decided to move to private industry, that early exposure to nonprofit groups proved key and she continued to work with the entities throughout her career. "Nonprofits have a mission, a true purpose to their existence," she said. "For me, it's meaningful to get behind a mission and believe in what you're doing and why you are doing it."

As the CFO of the Business Council, Jensen is involved in all aspects of the organization, which includes two for-profit subsidiaries, three political entities, two affiliated organizations (a charitable arm and an insurance trust) and a workers' compensation self-insurance trust. Indeed, Jensen heads the human resources function and oversees IT within the organization.

Her ability to play dual finance/HR roles began at the NYAHSAs, where she "wore the HR hat" until the company reached 50 employees. She assumed the HR role in the Business Council in 2011, after volunteering to head up the department. The two roles actually intersect more than would be immediately apparent, she said.

"The finance department already handles a lot of HR functions including, for example, benefits administration and new employee orientation," Jensen said. "I'm also fortunate to be able to utilize a fantastic outsourced HR

resource and legal counsel, when necessary."

Jensen joined the NYSSCPA in 1998 at the urging of Society member Alan Fetterman, who was the audit partner in charge of the engagement at the NYAHSAs. As soon as she did, she said she was "completely blown away by the huge amount of professionalism and knowledge," and knew this was the sort of organization she wanted to become more involved with.

Starting out as a member of the Professional Ethics Committee, she has since gone on to serve on the Not for Profit Organizations Committee, the Audit Committee (which she chaired), the Governance Subcommittee, the Finance Committee, and numerous oversight committees as an advisor, in addition to being an active member of her chapter.

"Suzanne has devoted an extensive amount of time to the NYSSCPA," van Bladel said. "On many an occasion I have found her working in her office on a weekend so that she can carve out time during the week to travel to New York City for an NYSSCPA meeting."

NYSSCPA Past President **Gail M. Kinsella**, who served as chair of the committee that selected Jensen and other award winners, said that the Society had indeed benefitted from both her dedication and her background. "Suzanne brought her per-

spective from being part of a nonprofit organization to our board, which has been really helpful," she said.

Jensen noted that this goes in reverse as well: While she brings a nonprofit viewpoint to the NYSSCPA, she also brings the CPA's business eye to the nonprofit Business Council.

"Despite the non-profit designation, we're still a business and we should be running things like a business," she said. "We still need to have positive cash flow and positive net assets in order to carry out our mission."

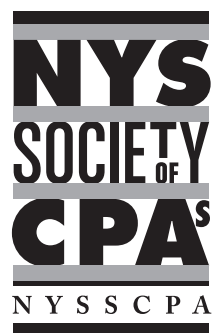
Jensen noted that in her role at the Business Council she also strives to be as "communicative and inclusive as possible," qualities van Bladel said she already exhibits in her work with Society members. "Fellow executive committee members have commented that they appreciate her level of professionalism and ability to articulate the issues at hand in a collaborative manner," she said.

Adds Society Secretary/Treasurer and fellow Northeast Chapter member **F. Michael Zovistoski**, who counts Jensen as a mentor: "Suzanne is clearly an outstanding professional, but I believe she should also be viewed as an outstanding leader. For the past 17 years, she has worked tirelessly among members in industry, representing our profession... I know of no one more deserving of this award."

cgaetano@nysscpa.org



Suzanne M. Jensen



The NYSSCPA's Social Network
exchange

Your number one way to engage with fellow members

Exclusively for NYSSCPA members only, and organized by chapters and committees:

- Connect quickly and easily with your CPA member colleagues
- Engage in conversation on topics that interest you
- Share information, ideas, and resources
- Discuss chapter events, FAE events, committee matters, and more

Getting started is easy!

- Visit exchange.nysscpa.org
- Log in using the same login credentials you use for the main www.nysscpa.org website
- Click the "My Communities" link to view your communities

Check out what members are saying. Visit Exchange today!

exchange.nysscpa.org

2013-2014 NYSSCPA AWARDS

NYSSCPA award winner builds bridge between business and academia

BY CHRIS GAETANO

Trusted Professional Staff

A. Rief Kanan, the winner of this year's Dr. Emanuel Saxe Outstanding CPA in Education Award, has always had one foot in the academic world and another in the business world—a balancing act that has benefited both his students and the companies he works with.

An Orange County, N.Y., native, Kanan has been an accounting professor since 1983, serving as an adjunct before entering academia full-time in 1997. He actually discovered his knack for teaching, however, at Arthur Young, where he launched his career. He led numerous seminars at the firm, following his managers' encouragement to develop his "front-of-the-room skills." This gave him the confidence he needed to take on occasional adjunct professor work at Fairfield University. Soon after, he was contacted by an acquaintance—an accounting professor at SUNY New Paltz—who said that the school desperately needed someone to teach intermediate accounting.

"The rest is history," Kanan said.

Kanan, who spent much of his career in corporate accounting, said that he is in a unique situation as an educator, because he has been engaged with a number of business ventures as well. The work, he said, overlaps in interesting ways.

For example, Kanan is the founder and director of the Business Institute, an organization run through the SUNY New Paltz School of Business that has as its mission to connect faculty, students and business leaders so that they can learn from each other. The Institute fields direct inquiries from the business world and matches companies with

students or faculty members who might be able to help with various projects. It also holds conferences and seminars, and conducts its own research.

One project that the Business Institute is currently working on is creating a CEO Index, which Kanan said, is meant to be a "temperature taking" of business owners, in order to develop a general picture of the overall economic health of the Hudson Valley and Mohawk Valley areas.

In addition to his work at the Institute, Kanan is an active executive coach, mainly through Vistage International, a company that offers peer advisory group services to high-level business officers. While he often does one-on-one coaching, his main role at Vistage is as a facilitator, helping executives come together in groups to work through business issues. "It can be a lonely sort of environment at the top of most entrepreneurial companies," he said.

Kanan explained that these projects outside the classroom are essential for him to maintain his perspective and stay grounded in the real world. Though he's found that having a business-world viewpoint is unique in academia, it actually allows him to better instruct his students, he said.

"I think if you talked to my colleagues in the faculty they would say one strength I bring to meetings and projects and committee work and recruiting ... is a practical outlook that's rooted in what's really going on out there," he said.

Kanan brought up strategic management as an example of how academia must keep in step with the business world at large. Though company strategy is generally not something that comes to mind when people think of accountants, he believes that the profession

needs to play a greater role in it.

Because of his extensive involvement with the business community, he said, he has been able to get the companies he works with to engage the students in his strategic management cases class and provide an overview of what goes into a strategic assessment at a midmarket enterprise company. This pairing helps businesses as well, he added.

"They get to work with young, aggressive, open-minded and unbiased M.B.A. students, and the students get a chance to go in and do a strategic assessment," he said.

Rebecca J. Hasbrouck, a former student of Kanan's and a fellow member of the NYSSCPA's Mid Hudson Chapter, remarked that students appreciate his ties to the "real world."

"Any student who has had the opportunity to learn from Professor Kanan [at SUNY New Paltz] can recount stories he told during the course sessions in which he applied real-life experience to the topic at hand," she said.

NYSSCPA Past President **Gail M. Kinsella**, who served as chair of the committee that selected the Society's award winners, said she had been impressed by the impact that Kanan has had on students.

"Rief Kanan has a terrific reputation of sticking up for students and helping them understand what they need to know. He pushes them, but, at the same time, supports them," she said. "His acumen and the length of time he has committed himself to educating in the profession and bringing new

CPAs to the market are astounding."

In describing his own teaching style, Kanan said that it falls somewhere between a technician and a salesman. When he's teaching intro-level courses, he's in a complete salesman mode, trying to get across to students how important the accounting profession is to companies around the world, whether or not those students choose to pursue the discipline as a vocation. He also takes the salesman

approach in his work with the Mid Hudson Chapter's Career Opportunities in the Accounting Profession (COAP) program.

Indeed, Hasbrouck added, "Former high school participants of the COAP program who are now in college and beyond still say that Professor Kanan was a significant help in their selection of a college major and, further, a career path."

For the more advanced accounting students, Kanan said he takes on more of the technician role. He encourages them to seek many different kinds of input and to leverage whatever they can to make it in the business world, stressing the importance of communication skills.

Kanan also spurs them on to not only become accountants, but accountants who are engaged with the profession, particularly when it comes to joining the NYSSCPA.

"If you're going to be a part of the profession, be a *part* of it. [Membership in the Society] was, in my mind, an automatic," he said.



A. Rief Kanan

CCR

CONSTRUCTION COST RECOVERY

Engineering Services for Tax, Legal and Accounting Professionals

Value Added Solutions

- Construction Cost Auditing
- Cost Segregation
- Estate Tax Valuation Services
- Expert Witness Testimony
- §179D Energy Efficiency Deduction

Call Mark de Stefanis, CCA, SCSP, at (914) 740-1995 to discuss money saving solutions for you and your client.

To Learn More Visit: www.ccrtaxaudit.com

cgaetano@nysscpa.org

Foreclosure

Continued from front page

commonly, those offered by HUD's Federal Housing Administration (FHA)—creditors that issue certain residential mortgage loans receive a guarantee that they will be paid by the government, in the case of a default. However, according to the FASB exposure

number of different ways in which creditors classify the loans.

The proposal would require that residential mortgage loans be derecognized if the loan has a government guarantee inseparable from the loan before foreclosure, with a full separate other receivable being recognized upon foreclosure. This can only happen,

allow the topic to be more representative of FHA mortgages in the marketplace, the Society said.

"The guidance needs to apply to not just residential housing, but to all types of government-guaranteed programs, such as those covering hospitals and nursing homes," said **Sharon Sabba Fierstein**, an NYSSCPA past

the loan, as it felt this was ambiguous and needed further clarification.

"While the concept of intent and ability is used throughout GAAP, we believe that, in this context, this language was not helpful," Fierstein said. "Since a lender typically participates in HUD programs specifically due to the government guarantee, it would be hard to imagine that such a lender would not have the intent or ability to make the claim on the guarantee. The language does not provide any additional useful guidance."

Still, the Society was largely in agreement with the proposal, with Fierstein saying that it made sense and that she could understand why the FASB felt the need to address this particular matter.

"In the HUD foreclosure process, the lender never actually takes control of the property. HUD does," Fierstein explained. "That's why the exposure draft made so much sense: The mortgage loan should never become real estate owned by the lender; due to the guarantee, HUD owns the asset and handles its disposition."

cgaetano@nysscpa.org

"The guidance needs to apply to not just residential housing, but to all types of government-guaranteed programs, such as those covering hospitals and nursing homes."

— *Sharon Sabba Fierstein, an NYSSCPA past president and one of the comment letter's authors*

draft, while generally accepted accounting principles (U.S. GAAP) offer guidance for situations in which a creditor receives a debtor's assets, it does not offer guidance regarding the classification or the measurement of foreclosed loans that are government guaranteed—leaving in question whether the mortgage loan should be derecognized and then put on the books as real estate owned by the lender or treated as a receivable. As a result, the FASB said, there are currently a

though, if the creditor has the intent to make a claim on that guarantee and the ability to recover the full unpaid principal balance of the loan through the guarantee.

In its comment letter, the Society said that the overall principle was sound, but wondered why it should only apply to residential mortgage loans, as the general concepts are the same, regardless of the type of property. Expanding the concept to include non-residential government-backed loans would

president and one of the letter's authors. "We believe that the way [the proposal] was written, a reader would conclude it only covered single-family mortgages, rather than also the multifamily and healthcare mortgages insured by HUD programs."

Beyond that, the Society also expressed concern about the proposal's language regarding the intent and ability of the creditor to make a claim on the guarantee and recover the full unpaid principal balance of

RF RESOURCES LLC

Me&A, partner search and succession planning for CPA firms

One in three New York metro are CPA firms will change hands in the next five years

Which side of the deal do you plan to be on?

Be prepared. As New York's leading strategic advisors to small and mid-size firms, we can help. We can help sort out the issues and find the right answers. If you're serious, contact us for a private and confidential analysis.

The phone call is free. The consultation could change your life.



Isn't it time we talked?

Call Robert Fligel, CPA, at 212-490-9700 or email rfligel@rf-resources.com.

80 Park Avenue | New York, NY 10016

rf-resources.com

NYSSCPA comment letters

The following list includes all comments letters released by the NYSSCPA between March 1 and March 31. To read all comment letters published by the NYSSCPA, visit nysscpa.org/page/society-comment-letters.

Comments to the New York City Department of Housing Preservation and Development: Proposed Amendments to Rules Governing Tax Exemptions Under Sec. 489 of the Real Property Tax Law of the State of New York: Released March 11, 2014—NYSSCPA comments on proposed amendments to the "J-51 Rules" regarding professional certification of the cost of major capital improvements and related identified expenses by certified public accountants.

FAF gives FAS 157 high marks in postimplementation review

BY CHRIS GAETANO
Trusted Professional Staff

In a just-completed review of Financial Accounting Standard (FAS) 157, *Fair Value Measurements*, which established a single definition of fair value and set a framework for measuring and disclosing it, the Financial Accounting Foundation (FAF) said that the measure achieved its purpose, and that the Financial Accounting Standards Board (FASB) made the right call when it issued the rule in 2006.

The FAF, the parent organization of the FASB, has been examining the implementation of the standard since 2010, and released a final report in February. The foundation routinely conducts post-implementation reviews as part of an effort to evaluate the effectiveness of the standards-setting process.

FAS 157 was created to establish a clear definition of fair value for accounting purposes, build a framework for measuring fair value in generally accepted accounting principles (U.S. GAAP) and expand the disclosures that entities must make regarding how they performed their fair value measurements. Prior to its passage, there was a variety of definitions for fair

value, which, according to the FASB, created inconsistencies that added to the complexity of applying the concept to GAAP.

By providing a singular definition and methodology, and by mandating additional disclosures—which included the classification of investments to Level 1, 2 and 3, based on how easily one can assess the actual value of the investment—the FASB was looking to create consistency and comparability in fair value measurements among different entities, as well as help the reader to better understand how the entity came to its conclusions.

When the idea was first brought forth, critics contended that the switch would be expensive—as companies had generally used historical costs to value assets—and that the method proposed by the FASB was overly subjective, according to CFO.com. The NYSSCPA, in a 2004 comment letter, said that more explanation and additional implementation examples would be needed.

Moreover, while some applauded the FAS for bringing the actual economic value of assets to light, others voiced concern that the rule would render it more difficult to finance debt, by making companies look more vulnerable than they really were and

exposing them to credit downgrades. Banks also complained that the FAS required them to value assets at what amounted to fire-sale prices during the height of the financial crisis. Indeed, the rule became embroiled in controversy during the recession, culminating in a congressional hearing about the standard in 2009, where lawmakers called for additional guidance from the FASB. In response, the FASB introduced revisions that relaxed the rules for mortgage assets, allowing banks to have more discretion when valuing these securities.

In its review, however, the FAF said that the standard adequately resolves the underlying issues that it was created to address, provides investors with decision-useful information, is generally easy to use and understandable, and “did not result in any significant unintended consequences.”

Joseph A. Maffia, a member of the NYSSCPA’s Financial Accounting Standards Committee and the FASB’s Small Business Advisory Committee, generally shared this opinion. When the standard first came out, he said, his initial view was that it was “overkill,” but as time went on and he worked with the rule, his thinking changed.

“I do recognize the need for it,” he said. “Level 3 disclosures were confusing at first, but it’s pretty basic once you deal with it year after year.”

Jo Ann Golden, also a member of the Society’s Financial Accounting Standards Committee, said she had a similar reaction at first.

“It looked incredibly complicated,” she recalled.

Like Maffia, though, as she applied the standard, she came to appreciate what it was meant to do and how it managed to do it, saying that it captured much of the risk areas that a stakeholder would be interested in, and compartmentalized those risks in a way that was useful to a reader. So, she said, “if you’re looking at your Level 1 [investment], you don’t need to be so worried about money market accounts or straight-off investments that are reported on the market.

“As you get a little less clear [in Level 2 and Level 3 investments], it makes a lot of sense to get them into these three pockets, and I like that; being an accountant, you like things being organized and stable,” she said.

She added that FAS 157 is still relevant, particularly as more people turn to private equity as an investment vehicle, which, she said, is still a very unregulated area compared to other investments. Coupled with investors who might not be as sophisticated, she added, categorizing investments according to the standard “is very appropriate.”

“When looking at what the responsibility of the presentation of financial information is, you need to be able to assess the quality of what you’re investing in,” she said. “So, from

a private equity market perspective, FAS 157 is very important.”

The FAF report did acknowledge, though, that smaller practitioners have found there to be an increased compliance cost with FAS 157, recognizable mainly through the extra time and effort required to organize the Level 1, 2 and 3 disclosures. Maffia noted that he has seen this increased cost in certain smaller entities.

“When you’re auditing a pension plan, gathering sufficient appropriate evidence across the classification and value of those investments at fair value that are not Level 1 requires more time,” he said.

Golden said she is sympathetic to smaller entities that have reported higher accounting costs as a result of FAS 157, but added that “unfortunately, sometimes there is a cost to doing business, particularly if you do business in a riskier area” that requires Level 2 or 3 disclosures.

But even though the standard might be tough, she said, it responds to real needs, even in areas like pension accounting and not-for-profit entities that, according to the report, have also expressed frustration over higher costs. Both have a responsibility of stewardship to their respective stakeholders, particularly since investment activities in both sectors have been moving into vehicles that might not be as familiar.

“This offers another level of protection for these stakeholders,” Golden said.

The FASB, in a March 10 response to the FAF’s postimplementation review, said that, given the report’s conclusion, it sees no need to undertake its own comprehensive review of the standard. However, the board added that it “acknowledges the feedback,” indicating that some find aspects of the rule to be challenging, but adding that it plans to conduct research and outreach with stakeholders.

cgaetano@nysscpa.org



May 22, 2014
New York Marriott Marquis at Times Square
(also available via Live Webcast)

Estate Planning Conference

Practical guidance on cutting-edge developments:

- Has the American Taxpayer Relief Act turned estate planning upside down?
- How would proposed massive changes to New York’s income and estate taxes affect your clients?
- Discover the intersection of estate and asset protection planning. And where does income tax planning fit into this mix?

FAE^{VP}

Visit nysscpa.org/estate14 or call 800-537-3635 to register!



Follow us on Twitter:
twitter.com/nysscpa



Connect with us on LinkedIn:
tinyurl.com/qfe5gh7



Join us on Facebook:
facebook.com/NYSSCPA

Passive foreign investment companies regs get new twist

BY LISA S. GOLDMAN, CPA, AND THOMAS V. RUTA, CPA

On Dec. 30, 2013, the IRS released Temporary Regulation 1.1298-1T under IRC Section 1298(f), dealing with the complicated and troublesome rules surrounding passive foreign investment companies (PFICs). These new regulations require certain U.S. taxpayers who own shares in PFICs to report information about their investments on an enhanced Form 8621. The rules also have a complex history, and CPAs practicing in the international arena should pay close attention to the fine print.

The issue goes back to the Hiring Incentives to Restore Employment Act of 2010 (“HIRE Act”), which added IRC Section 1298(f). This provision requires all U.S. persons who are PFIC shareholders to report their ownership on Form 8621 even though there would be no other requirement to file the form. Although Section 1298(f) is effective as of March 18, 2010, in Notices 2010-34 and 2011-55, the IRS suspended the filing requirement until regulations and a revised Form 8621 were issued. Notice 2011-55 would have applied the Section 1298(f) reporting requirements retroactively to tax years beginning after March 18, 2010. However regulations issued Dec. 30, 2013, eliminated the retroactive filing requirement and applies the new Section 1298(f) reporting requirements prospectively, beginning with tax years ending on or after Dec. 31, 2013. Thus, there is no “retroactive” reporting required for 2011 and 2012 tax years.

Proposed regulations issued in 1992 required PFIC shareholders to file Form 8621 for a year in which the shareholder recognized gain or made an election with respect to the PFIC. Under the new temporary regulations, Form 8621 is required to be filed annually for certain PFIC investments, even when the shareholder is not making any elections and has no PFIC income inclusions for that taxable year.

The new reporting requirement applies to indirect shareholders only when the shareholder owns the stock through foreign entities. To avoid duplicative reporting, if PFIC stock is held through a chain of domestic entities, the regulations only require the U.S. person that is at the lowest tier in the chain of ownership to file Form 8621. However, indirect shareholders must continue to file Form 8621 for the PFIC, if during the indirect shareholder’s tax year, the indirect shareholder falls into any one of the following categories:

- Treated as receiving an excess distribution relating to the PFIC.
- Treated as recognizing gain that is treated as an excess distribution as a result of a disposition of the PFIC.

- Required to include income relating to a Qualified Electing Fund (“QEF”) election.

- Required to include income relating to a Mark-to-Market (“MTM”) election.; Required to report an election to extend time for payment of tax on undistributed earnings (as defined in Section 1294).

For example, assume a U.S. individual directly owns an interest in a domestic partnership, which, in turn, owns an interest in a PFIC. In addition, the U.S. individual directly owns an interest in a foreign partnership, which, in turn, owns an interest in a PFIC. Neither the U.S. individual nor the domestic partnership has made a QEF election or an MTM election with respect to the PFIC. As of the last day of 2013, the value of the domestic partnership’s interest in the PFIC is \$200,000, and the value of the U.S. individual’s proportionate share of the foreign partnership’s interest in the PFIC is \$100,000. During 2013, the U.S. individual did not receive an excess distribution or recognized gain treated as an excess distribution with respect to the PFIC. For the 2013 tax year, the domestic partnership is required to file Form 8621 with respect to its ownership in the PFIC, and the U.S. individual is required to file Form 8621 with respect to his or her ownership of the PFIC through the foreign partnership.

Exceptions to reporting requirements

The new regulations include certain exceptions to these reporting requirements:

De Minimis Exception: The regulations provide a de minimis exception to the Form 8621 filing requirement for stock held directly or through a foreign partnership. This exception applies if all of the following conditions are met:

- No QEF or MTM election has been made in relation to the PFIC.

- The shareholder is not subject to tax under Section 1291 with respect to any excess distributions from the PFIC, or gains treated as excess distributions during the tax year.

- Either (i) the aggregate value of all PFIC stock owned by the shareholder at the end of the shareholder’s tax year does not exceed \$25,000 (\$50,000 for taxpayers filing a joint return) or (ii) the PFIC stock is owned through a chain of PFICs where the value of the shareholder’s proportionate share of the indirectly held PFIC is \$5,000 or less.

Tax-Exempt Shareholders: A shareholder that is an organization exempt from tax under Section 501(c), 501(d), or Section 401(a), a state college or university described in section 511(a)(2)(B), a retirement plan described in section 403(b) or 457(b), an individual retirement plan or annuity described in section 7701(a)(37), or a qualified tuition program described in section 529 or 530 is not required to file Form 8621 unless the

income derived from the PFIC stock would be taxable to the organization under the Unrelated Business Taxable Income (“UBTI”) rules under Subchapter F exempt organization rules.

Exception for Foreign Pension Funds: The filing requirement under Section 1298(f) also does not apply to a U.S. person who is treated as the owner of any portion of a foreign grantor trust that is a foreign pension fund organized principally to provide pension or retirement benefits. However the exception is valid only if, pursuant to an income tax treaty, income earned by the pension fund is taxed as income to the U.S. person only when it is paid to the benefit of that person.

Exception for Beneficiaries of Foreign Estates and Foreign Non-grantor Trusts: U.S. persons who are considered to own an interest in a PFIC because they are beneficiaries of a foreign estate or a foreign non-grantor trust and who have not made a QEF or MTM election with respect to that PFIC, are not required to file Form 8621, unless the beneficiaries are treated as having received an excess distribution from the PFIC or are recognizing gain that is treated as an excess distribution with respect to the PFIC.

Form updates and coordination

The IRS has issued a revised Form 8621

to reflect these new filing requirements. The December 2013 version of this form adds a new Part I which requires detailed information about the PFIC investment, including a description of each class of shares owned, dates shares were acquired during the tax year, the number of shares held at the end of the tax year, and the value of the shares held at the end of the taxable year.

Reporting of a PFIC on Form 8938 is not required, however, if the PFIC is reported on a timely filed Form 8621 and the appropriate box is checked on Form 8938 reflecting the Form 8621 filings. A shareholder who fails to report a PFIC investment on either Form 8621 or Form 8938 when required is subject to a \$10,000 penalty under IRC Section 6038D(d).

Lisa S. Goldman, CPA, is a partner at Raich, Ende, Malter & Co. LLP, who specializes in international taxation and in providing services for both high-net-worth individuals and their businesses.

Thomas V. Ruta, CPA, is the director of international tax and partner at Raich, Ende, Malter & Co. LLP, specializing in international taxation and in providing family office services for high-net-worth individuals and their businesses.



Save on 2014 CPE!

FAE Value Pass Program

Savings for You – up to 32%

Individual FAE VP	FAE VP Price
Individual FAE VP24 (24 CPE Hours)	\$820
Individual FAE VP40 (40 CPE Hours)	\$1,295

Savings for Your Firm – up to 39%

Firm/Company FAE VP	FAE VP Price
Firm/Company FAE VP40 (40 CPE Hours)	\$1,595
Firm/Company FAE VP80 (80 CPE Hours)	\$3,095

Plan Ahead and Save!



Visit nysscpa.org/FAEVP or call 800-537-3635

Family Office panelists: give trust beneficiaries a voice

BY CHRIS GAETANO
Trusted Professional Staff

When drawing up a trust, it helps to educate beneficiaries about the process or even include them in it, as it can instill in them a sense of ownership and help them to understand why certain controls are being put into place, according to panelists at the Foundation for Accounting Education's Family Office Conference on Feb. 5.

The discussion, moderated by NYSSCPA Family Office Committee Chair **Susan R. Schoenfeld**, included Barbara R. Hauser, an attorney who consults with clients on trusts; Laura M. Twomey, a partner in the personal planning department of the firm Simpson Thacher & Bartlett LLP; and Randy R. Werner, an attorney and CPA who is a loss prevention executive with the CPA insurer CAMICO. (For more tips on loss prevention from CAMICO staff, see Risk Management on page 16.)

The panelists commented that many problems that develop in the course of trust administration share one common denominator: an excessive amount of control wielded by the trustee over benefactors. For example, Hauser said that one of her first law firm clients was a 65-year-old man

whose father had set up a trust for him with a 10-year staggered payout time starting at age 60.

"He said to me, 'I think I'm old enough to manage my own money,'" she recalled.

Another example she posed involved a billionaire client who wanted trusts drawn up so that he could control the finances of his family and their descendants for the next 300 years, which, she told surprised audience members, is indeed possible. Some states, she said, even let trusts run to 1,000 years.

For her part, Twomey said that she has encountered situations where a trust clearly did not contain enough flexibility, and the stringency of the requirements created headaches for the very people it was meant to benefit. She brought up the case of one client who is essentially his family's patriarch, but receives income from a trust that does not allow for distributions to his children. As a result, she said, for the past 15 years, she has periodically been finding ways to enable the children to benefit from the trust within the terms of the agreement.

"That trust could have been drafted in a more flexible way to allow his life to be run

See Family Office, on page 14

When the CPA is the trustee

Though a CPA will sometimes advise a trustee, there may also be instances where he or she *is* the trustee. Werner said that in cases like this, it's important for CPAs to do the following:

Make sure that you're able to actually do the job. Serving as a trustee can place substantial strain on an accounting professional. Last year, Werner said, she advised a CPA who worked with a very successful client whose business occupied a specialized niche. Though fairly young, the client became sick and died within three months, without leaving a successor, and the CPA was asked to be the trustee. But it became problematic when the CPA found himself trying to administer the trust while, at the same time, trying to search for a replacement for the business and also navigate the various personalities of the beneficiaries. "When mom and dad pass away and there's family squabbling, the CPA may not be in a position to deal with this conflict all the time," Werner said. If you really want to consider becoming a trustee, she added, think twice about what it entails and whether you have the resources to support the services offered.

Protect yourself legally if you do decide to move forward. Werner advised CPAs to make sure that they get no-contest clauses as well as indemnification if a legal defense is suddenly needed. (It should cover anything short of gross negligence.) This is true, she said, even if the CPA eventually leaves the position as trustee.

If acting on behalf of a firm, ensure that the firm stays in the loop. There are too many instances, Werner said, when a CPA is acting under the auspices of a firm, but the firm isn't necessarily keeping tabs on what's happening with the trust. The CPA's firm should consider active oversight of that CPA as one means of protecting itself legally, she said. Though it's "very, very rare," there are sometimes theft and fraud which, if there had been just a little more oversight from the managing partner, may not have occurred, Werner added.

—C.G.

Small Business Owners?

Are you experiencing...

Workers' Compensation Penalties?

Department of Labor Examinations?

Unemployment Insurance Challenges?

Independent Contractor Difficulties?

Wages - Hours - Overtime Issues?

Arnold Standard represents you before the NYS Workers' Compensation Board and/or Department of Labor, to settle penalties which have been imposed against you --- for a fraction of the original amounts levied.

Our work also includes performing a review of the circumstances prior to lodging the appropriate appeal. Our objective is to achieve closure at the local level **WITHOUT** any referrals for other correction. Our initial consultation with you is conducted without any charge.

New York State is going back up to **SIX YEARS** & assessing major penalties for the above subjects. This happens when you have people classified as Independent Contractors & individuals have been treated as self-employed, or there has been a lapse in coverage.

Frequently, there are minimum wage and/or overtime considerations.

We manage the entire process for you from field audit through the appeal phase with the Department. Our record in this area is excellent, and there is no upfront cost, because we are only paid after we save you money.

Call Bob Arnold at 1-800-645-6800

55 Front Street, Rockville Centre, NY 11570

P: 516.678.3300 F: 516.678.1515

www.arnoldstandard.com



Family Office

Continued from page 13

[in the manner] he wanted,” Twomey said. “He is a very frugal, conservative person who has to employ lawyers constantly to get access to this money in a responsible way.”

To help minimize these sorts of issues, Twomey recommended discussing with the trustee why they want to establish the

there are some real control issues there,” she said. Indeed, she added, another client, a 65-year-old grandmother, said outright, “My parents never trusted me,” when speaking of the trust she had been named the beneficiary of.

And sometimes, as Hauser pointed out, the distrust may be aimed at a son-in-law or daughter-in-law. “I once had a client

is being drawn up, she said, it’s best for the beneficiary to somehow be included in the process. Twomey agreed, noting that doing so allows her to feel more allied with the fund, instead of feeling as if outside parameters have been imposed upon her. She added that she has discussed taking steps along those lines with her own clients, like allowing the beneficiary to be able to

the benefits and feel like it’s there to help them—and not because their parents didn’t trust them.”

On the other hand, it might simply be best to steer a client down a different avenue. Hauser mentioned a client whose family had held trusts for generations. When he approached her about establishing provisions for his kids, “He said, ‘Would you be will-

Hauser said that one of her first law firm clients was a 65-year-old man whose father had set up a trust for him with a 10-year staggered payout time starting at age 60. “He said to me, ‘I think I’m old enough to manage my own money,’” she recalled.

trust to begin with—is it for tax or asset protection, or to ensure family privacy? Or is it because the trustee wants to exert some measure of control over the benefactor? Sometimes, according to Schoenfeld, it happens to be the latter.

“I saw one [trust] that had a distribution at age 70, and I remember thinking, ‘OK,

come and ask me to set up a trust for her 50-year-old daughter,” she said. “I said something like, ‘She seems old enough,’ and the client’s answer was, ‘I’ve never trusted her husband.’”

In general, Hauser felt that such levels of control are impractical and can be more trouble than they’re worth. When the trust

serve as a trustee at a certain age, or even to control the investments in the trust. This, she said, is paired with education for the beneficiary about the asset-protection benefits of the trust, such as asset protection from domestic creditors or divorce.

“I think that beneficiaries, if you educate them properly, are quite interested in the trust,” she said. “So, I love Barbara’s suggestion of involving [them] in the process so that they can get on board, understand

ing to rewrite this with no trusts at all for my children? I can’t stand the idea of them having to live with trusts like I have, and my father and my grandfather have,” she related. “Not only did he not want to have trusts, but he dictated the language we put in, which was that ‘I am deliberately not creating any trusts for my children because I have the utmost confidence in their ability and maturity.’ It was lovely.”

cgaetano@nysscpa.org

Upcoming Industry Committee Meetings

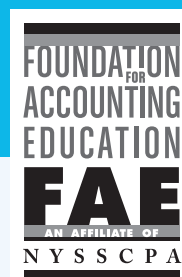
Chief Financial Officers	Wed., May 21
Construction Contractors	Thurs., April 24
Entertainment, Arts and Sports	Wed., April 23
Family Office	Tues., April 29
Internal Audit	Thurs., April 17
Investment Management	Tues., April 1
Private Equity and Venture Capital	Tues., May 13
Real Estate	Wed., May 7
Small Business Outreach	Tues., April 22
Stock Brokerage	Thurs., April 17

This is a partial listing, which is subject to change. For a complete and updated listing of meetings, visit www.nysscpa.org, click on “About Us,” and choose “Committees” from the drop-down menu.

Interested in joining a committee? Fill out an application online or contact Nereida Gomez, Manager of Committees and Administrative Services, at 212-719-8358 or ngomez@nysscpa.org, to find out more information.

Upcoming Conferences

Broker/Dealer Conference Thurs., May 8



May 21, 2014
FAE Learning Center, NYC
(also available via Live Webcast)

Anti-Fraud Conference

Learn best practices to detect, respond to, and prevent fraud:

- How to leverage the latest technology to detect fraud
- What to do in the event of cyberdata breaches
- How to handle family fraud and embezzlement disputes



Visit nysscpa.org/AntiFraud14 or call 800-537-3635 to register!

Doing the right thing

How to properly comply with professional standards in business valuation matters

BY BRIAN K. PEARSON, CPA/PFS, ABV, CFF, ASA

One of the most prevalent issues a CPA will confront when performing valuation services is whether he or she has properly understood and applied our professional standards throughout the process. A CPA who performs any valuation is subject to the AICPA's Statement on Standards for Valuation Services 1 (SSVS), which was released in 2007, but there may be some who are unaware that these guidelines exist.

I recently saw an example of how professionals can fall short in their compliance with the rules. While reviewing valuation-related documents, I found that a letter addressed to an attorney about a valuation matter was being referred to as an "informal valuation." Under SSVS 1, the only allowable valuations are a "valuation engagement" or a "calculation engagement," which result in a conclusion of value or a calculated value. There are no informal valuations allowed. Once you provide a figure to a client and say that figure represents your opinion, determination, approximation, indication, conclusion or range of value (I have seen them all), you have, in fact, provided a valuation report. The only question that remains is whether you've provided such a report that's in compliance with our professional standards.

Understanding the SSVS

The SSVS has two key components: development provisions and reporting provisions. Just like they sound, the development provisions provide rules about the types of engagements you can perform, financial and nonfinancial information to consider, the appropriate valuation approaches and methods, events that may happen after the valuation date, how to arrive at your valuation conclusion, and the file documentation that is required. There are three types of reports that you can provide to a client (detailed, summary or calculation), and each of them requires different levels of information and disclosures in different formats. The guidelines provide a detailed description of what must be included for each type of report, such as report layout, key sections and key disclosures.

Some services and scenarios are excluded from the SSVS. These include economic damage calculations; simple mechanical (i.e., numerical) calculations that require

no professional judgment or valuation approaches or methods, and are very narrow in their interpretation and application; internal-use assignments for those CPAs not in public accounting; possible overriding governmental, judicial or accounting authorities; use of values provided by the client or a third party (e.g., use of a real estate appraisal); and traditional audit, review and compilation engagements.

As the SSVS says, "Performing a valuation engagement with professional competence involves special knowledge and skill." Obtaining the AICPA's Accredited in Business Valuation (ABV) credential is certainly one means of demonstrating that, as a CPA, you have passed the exam that is offered by your own governing body. Having passed the American Society of Appraisers' series of exams to obtain an ASA credential or even the Certified Valuation Analyst exams, also indicates an effort to demonstrate specialized valuation knowledge.

Whether or not you possess any of these designations, as a CPA, if you're providing valuation services, you must follow the SSVS. If you don't, your risks include your professional reputation, possible ethics charges or potential liability for any damages incurred by the recipient of a noncompliant valuation report.

Using the engagement letter to bolster compliance

A good way to avoid potential risks is to have a detailed engagement letter (EL). The SSVS states that the valuation analyst should "...establish an understanding with the client, preferably in writing, regarding the engagement to be performed." Even further, the SSVS goes on to say that "...the valuation analyst should modify the understanding if he or she encounters circumstances during the engagement that make it appropriate to modify that understanding." If the client later objects to such a modification, the EL should provide the valuator with the right to withdraw from the engagement or provide for the possibility that such events may impact the ability to provide a conclusion of value without a statement of limiting conditions.

The EL should cover key features such as the name of the client, the date of the valuation, the standard of value, the purpose of the valuation, the type of entity to be valued, the percentage ownership being valued, the timing of the delivery of the valuation

report, any limiting conditions in determining your value, indemnifications, any services not covered by the report, withdrawal provisions, a list of key items that you will need to review, and your professional fees and their terms, etc. Aside from addressing the need to comply with the SSVS, the EL provides both parties with an understanding of exactly what is being done, and lessens the chance for any later misunderstanding.

Biz valuations and conflicts of interest

A last area of concern for business valuers is ethics, in general. Like the AICPA Code of Professional Conduct, the SSVS reiterates that objectivity is a state of mind. "The principle of objectivity imposes the obligation to be impartial, intellectually honest, disinterested and free from conflicts of interest." I often see CPAs providing valuation services for a client who is also receiving accounting, tax or consulting services from other staff, managers, partners or directors of their firm. In such instances, I ask, Are you disinterested in the financial performance of your fellow staff, managers, partners or directors? If you answer yes, are you truly being intellectually honest. If you answer no, then under our Professional Standards, you have a conflict and should not provide the service.

If you do decide to proceed with offering the valuation services in this situation, you must make the necessary disclosures in your report and obtain the necessary consent from your client, as required in both Interpretation 102-2, *Conflicts of Interest*, and under Rule 102, "Integrity and Objectivity."

At the recent annual AICPA National Business Valuation Conference, an IRS representative said that the agency was increasing the number of valuation reports where potential conflicts exist being selected for review. To quote the movie "Dirty Harry," "You've gotta ask yourself a question: 'Do I feel lucky?' Well do ya?'" Or maybe you should be asking your client that same question, especially if your role increases the chance of an audit and significant professional fees for them.

Under United States Golf Association rules, if you accidentally move your ball and no one sees it happen, you must still call a one-shot penalty on yourself. If you are potentially harming a client, and they don't know about it, have you, nonetheless, informed them of this risk? If not, are you still being disinterested and intellectually

honest? As a game, golf is revered for its integrity. Business valuation standards and the AICPA Code of Professional Conduct require no less.

Brian K. Pearson, CPA/PFS, ABV, CFF, ASA, is the President and Managing Member of Valuation Advisors, LLC, a Buffalo, New York, firm that focuses exclusively on business valuation services. He is also a past chair of the NYSSCPA's Business Valuation Committee, is a member of the ABV Exam Task Force, and a current member of the Society's Professional Ethics Committee.

This article is for informational purposes only. For further guidance on professional issues, please see the AICPA Code of Professional Conduct.



Selling Your Practice? Start selling right now.

We are North America's largest seller of accounting and tax practices because we understand the value of your firm, know how to market it and have thousands of buyers who want a practice. Therefore our brokers, with proven success in the industry, can bring this marketing and resource advantage to your own unique situation. We are different because we can produce the best results for YOU.

Give us a call today so that we can start working to remove your selling headache and to obtain the goal you desire.

Gary Holmes 888-847-1040
www.AccountingPracticeSales.com
garyh@apsleader.com

ACCOUNTING PRACTICE SALES
NORTH AMERICA'S LEADER IN PRACTICE SALES

Best practices for billing, collecting and disengagement

BY RANDY R. WERNER, CPA, J.D., LL.M./TAX

Problems stemming from fee billing and collection have always plagued CPA firms, but there are basic steps you can take to avoid or manage most of these issues. Client screening is the first step toward controlling losses and enhancing your clientele, but at this late stage of busy season, let's look first at billing and collection tips.

Billing tips

- Bills that are standardized, clear, concise and descriptive are more likely to be paid sooner. If the bill or its description of services is unclear, clients will be inclined to put it aside and to call about it later, lengthening the time it takes for them to pay the bill.
- All professionals with the firm should be accountable for their timesheet and billing deadlines, but their billable time should be protected by using administrative staff with appropriate training and support to prepare bills and collect payments.
- Timely billing leads to better collections. It's sometimes best to bill more frequently than monthly, as smaller bills are generally

paid sooner than larger ones.

- Different services often require different billing practices. Consider alternative fee structures, such as hourly rates, fixed fees, value pricing, refundable advance retainers and replenishment, or a combination of structures. If you need professional help for billing practices, don't hesitate to get it.

Collection tips

- Communicate frequently with the client and gently remind them of future services needed. Speak to the person in charge of authorizing the bill payment when it's due. If there's a large balance, call 10 days before the due date to be sure the invoice has been received.
- Collection calls are relatively effective, inexpensive, immediate, personal and informative. Staff should be trained on the rules under the Fair Debt Collection Practices Act (FDCPA), which prohibits unintentional harassment of debtors. Anger management and mediation training will also help staff to deal with difficult people.
- Once you have sent 30-, 60- and 90-day letters, turn the account over to a professional collection agency to avoid spending

valuable time and resources on deadbeats. If a client offers a reasonable partial payment, consider taking it and disengaging. This will free up more of your valuable time to pursue better clients who pay their bills on time and in full.

Client screening tips

By re-evaluating your relationships with clients on a regular basis—at least annually—you'll be able to identify the problematic or less desirable clients who may be keeping your firm from developing the clients it wants. The end of tax season is a good time to screen clients for actual or potential problems, as there is ample lead time for a tax client to replace you, in the event that you decide to disengage.

Here are some of the warning signs that it may be time to disengage from certain clients, ideally, after they have paid their bills:

- **The client is unresponsive.** Does the client provide the documents you need and return your phone calls? Or is the client unresponsive, causing delays? Difficult behavior should be explored. It may be an indication of business, financial or personal problems. Uncovering the source of the problem might help, but be sure to take swift action to remedy the situation or disengage before it worsens.

- **The client has withheld information.** When a client does not provide the information you need, carefully consider the problem. Is it sloppy recordkeeping, or is the client deliberately withholding information? If it seems deliberate, be cautious—especially if you are urged by the client to proceed with work without having proper documentation. Client behavior such as this is a red flag, and repeated delays could be the result of unethical or illegal activity.

- **There are changes in the client's business.** Changes in a client's business may lead the client in a direction that causes you to reconsider the relationship. A client may, for example, buy a business that requires work you are not qualified to perform. Or a startup client may grow and decide to go public, and you may not want to perform public work. Such changes can alter the professional relationship and result in a situation that causes you to disengage.

- **There are changes at your firm.** When your firm changes, you may also need to change your client base. The loss of a partner with expertise that the other partners don't possess will require a decision by the firm regarding continued service to the former partner's clients. The firm may decide that it no longer wants to continue performing a particular type of work. Or it may decide to go in new directions. Review your

client base whenever your firm changes, and determine whether or not all existing clients still fit the firm.

Potential conflicts of interest

Consider all client situations carefully in order to spot potential conflicts of interest that may affect your objectivity or independence—even if you are not engaged to do attestation work. Examine potential or actual conflicts of interest from a broad point of view, considering the client's perspective as well as those of other stakeholders such as owners, investors, partners, beneficiaries and spouses. Troublesome scenarios can include a partnership break-up, a failed investment, bankruptcy, a trust, merger, divorce or anything else that can create opposing or disappointed factions.

Disengagement

When you decide to disengage, terminate the relationship professionally and formally with a disengagement letter. The letter should always contain clear statements, a description of your work and a list of any due dates or filings. Try to provide ample lead time before a client's deadlines in order to better protect yourself. Your client need not feel antagonized in any way. Done effectively, disengagement can leave your client feeling that you have acted in the best interests of both parties.

Effective communication is a key factor in any CPA-client relationship. When you make the extra effort to stay informed and in control, you are safeguarding your firm. In the end, client screening and disengaging are good practices that will help grow your business and avoid liability.

Randy R. Werner, CPA, J.D., LL.M./TAX, is a loss prevention executive with Camico (www.camico.com). She responds to Camico loss prevention hotline inquiries and speaks to CPA groups on various topics.



May 8, 2014
New York Marriott Marquis at Times Square
(also available via Live Webcast)

Broker/Dealer Conference

Don't miss it!

- Come hear regulators address the most sweeping changes affecting broker/dealers in the last 50 years.
- Recognized experts from the SEC, the FINRA, the CFTC, and the PCAOB will speak on the regulatory changes that become effective on June 1, 2014.
- Hear partners and FINOPS speak about auditing under the new PCAOB standards.

FAEVP

Visit nysscpa.org/Broker14 or call 800-537-3635 to register!

For information on the Camico program, call Camico directly at 800-652-1772, or contact:

(Upstate) Reggie DeJean, Lawley Service, Inc., 716-849-8618, and

(Downstate) Dan Hudson, Chesapeake Professional Liability Brokers, Inc., 410-757-1932.

JOEL LANZ



Digital spring-cleaning

The to-do list every firm should tackle

BY JOEL LANZ, CPA/CITP, CFF, CISA, CISM, CISSP, CFE

Now that spring has arrived and, for many tax professionals, a respite from client or executive management pressures is soon at hand, we have an opportunity to address some of the technology-related issues that we never seem to have time for. Below are a few suggestions to help you, your employer and your clients recharge for the second fiscal quarter.

1. Straighten up the data center or server room. Whether I'm conducting an acquisition due diligence or an IT audit engagement, nothing shouts "management incompetence" like walking into a data center or server room that is not physically maintained. Sometimes, organizations will even store unused equipment, paper files, cleaning supplies, etc., in these rooms. Competent management would recognize the risks in storing flammable products here, not to mention the trouble that allowing maintenance people into what should be a very protected area to get their supplies could bring. Whatever the reason for the clutter, now is the time to clean it up.

2. Place all file boxes in storage. Over the past few years, many firms and companies have invested significant sums in complying with various privacy-related governmental regulations. Others are involved with highly confidential work such as merger due diligence, forensic investigations or business valuations, and financial planning. Yet, all too often, boxes of confidential information are stored underneath desks, in the conference room closet or, even worse, in common areas. Obvious-

ly confidential information must be appropriately protected, even if that means looking into off-site storage solutions.

3. Get your locks fixed. Firms often invest in office furniture, such as file cabinets that have a combination or physical lock to house sensitive information. But how many times, even at your own workplace, have these combinations been forgotten or the physical keys lost? If confidential information will continue to be maintained in these cabinets, vow to reset the combination locks or order backup keys—usually from the furniture manufacturer—this season, and establish a policy that makes

it clear who is responsible for safeguarding them.

4. Delete electronic files in accordance with your eDiscovery strategy and policy. In response to eDiscovery, many organizations have developed a strategic storage plan to ensure that they maintain only the documents that they need to keep. However well-intentioned, though, if that strategy isn't properly followed, documents that should have been destroyed may not have been, thereby reducing the effectiveness of the plan. Now is a good time to make sure that documents (especially electronic ones) that should be destroyed *are*, and that documents that should be kept are appropriately protected.

5. Delete sensitive documents using an approved shredder. It's not unusual to see office dwellers dispose of sensitive information by simply tossing it into the garbage. But those disposed-of documents can fall into the wrong hands—indeed, many hackers gain knowledge about a company by "dumpster diving." Most people find it easy enough to do the right thing and shred sensitive information when they're faced with a small number of pages. However, when bulk shredding is required, staff tend to shirk from the task. Recognizing this, some firms have initiated a "bulk shredding day," which encourages and creates time for the secure shred-

7. Don't forget continuing education. Replacing outdated IT ideas with new ones is a critical part of spring-cleaning. During busy season, professionals typically don't have the bandwidth to keep up with developments beyond their day-to-day tasks, and professional responsibilities such as continuing education are routinely postponed until later in the year. But one benefit of completing some continuing education in the spring is that it enables you to use the knowledge gained throughout the year, rather than just at the end.

8. Create a plan. As professionals we strive for excellence. Now that you've tak-

It's not unusual to see office dwellers dispose of sensitive information by simply tossing it into the garbage ... indeed, many hackers gain knowledge about a company by "dumpster diving."

ding of sensitive documents or workfiles on a group basis. Consider whether your own firm should invest in such a practice.

6. Clean up your electronic devices. Residual files and processing fragments can accumulate on personal computers and other devices. Whether they're the product of websites you've visited or programs or utilities that were installed, over time, they make our computers sluggish. Cleaning utilities, both those within the operating system and add-ons, can be used to optimize your system and may even fix other productivity-zapping nuisances that you may not have had time to focus on during busy season.

en this opportunity to analyze areas of accomplishment and areas needing improvement, develop a plan that will enable you to continue to expand your professional competency and the value that you provide to your clients.

Joel Lanz, CPA/CITP, CFF, CISA, CISM, CISSP, CFE, is the sole proprietor of Joel Lanz, CPA P.C., and an adjunct professor at SUNY-College at Old Westbury. He is a member of the NYSSCPA's Technology Assurance Committee and The CPA Journal Editorial Board, as well as a past chair of the Technology Assurance Committee. Mr. Lanz can be reached at jlanz@joellanzcpa.com.

Do you read the
TAX STRINGER?
 An NYSSCPA publication for tax pros written by tax pros.

On the first of each month, top CPAs, attorneys and other professionals write about the latest and most important tax developments for the members of the NYSSCPA in The Tax Stringer, the NYSSCPA's electronic tax newsletter. From the tax implications of the ACA, to the recent controversy over the MCTMT, to special New York rules for flow-through entities, The Tax Stringer covers it all.

To sign up for this free member-only publication, go to highroadsolution.com/nysscpa_preference_center/EmailSearch.aspx

Then type in your email. You will see a list of NYSSCPA publications. Just check The Tax Stringer—and any other NYSSCPA publications you'd like to receive—and The Tax Stringer will arrive in your inbox starting with the next issue.



Getting unstuck

How to press the “restart” button in your career

BY PEI-CEN LIN, CPA, SPHR

Spring, with its spirit of renewal, is the perfect time to breathe new life into your career (and dust off all those work-related resolutions you made on New Year’s Day). These six action items will help you to keep your professional pursuits moving in the right direction, especially if you’ve been on cruise control all winter.

1. Have more face-to-face conversations.

When done purposefully, they put you in a position to score useful information and build relationships at the same time. Ask your peers, your manager, and your clients about their roles, projects and passions. The more you know, the better you can determine what you need to do to stand out and be of more value to the team. It will also help you to build a rapport with these individuals—and when people feel they can relate to you, they are more willing to help you advance your career. So start talking.

2. Do a gut-check. Are your short-term goals in alignment with your long-term vision? By

asking yourself this question—and answering it honestly—you’ll have a better sense of where you are career-wise and a good reminder to let your goals guide your actions. You may even find that you don’t have a strong sense of your long-term vision, in which case I would suggest you get to work on your individual development plan (IDP). An IDP is a strategic plan that encourages you to identify, in writing, your goals, the steps you must take to reach them, your strengths and your weaknesses. It requires you to think about how you would like to see yourself grow, as well as the skills you must hone to reach your target. For a blank template of an IDP, visit www.trustedprofessional.com.

3. Revisit your last performance review.

Your review likely contains important feedback from a higher-up and goals that he or she would like you to work towards. Revisiting the annual review will also help you to remind yourself of the skills you may need to develop—and any projects you might have promised to take on. This could be especially crucial if you’re angling for a raise or promotion.

4. Ask for feedback. Feedback is the greatest gift you can receive to help you advance your career. Information is power—after all, you must know what you need to improve in order to act on it and receive affirmation on things you do well so you can continue to do so. Encourage others—colleagues you trust, your mentors in the workplace and your manager or firm partner—to share their observations about you with you. These are invaluable insights that you may or may not see for yourself. As a reminder, once you’ve received feedback, whether it’s something you like or not, be thankful and express your gratitude. It is just as tough giving feedback as it is receiving feedback.

5. Make your interests known. Your managers and firm partners aren’t mind readers—it’s your responsibility to keep projects that are important to you on their radar. You don’t want to be overlooked when your firm is ready to pursue new opportunities because you kept quiet. Even if your managers know of your interests, reiterate them to emphasize their importance to you.

6. Check the want ads. Once, while taking the subway in New York City, I saw a job search ad that read: “A smart person is always looking.” Its wise words still resonate with me. Now, this doesn’t mean that I’m telling you to change jobs. What keeping your eyes and ears open really does is encourage you to stay competitive—if you make a habit of assessing which skills are in demand on accounting and financial job boards, you’ll get a better sense of where you stand in the marketplace, which could either elevate your confidence or be the push you need to develop new skills. You must have your pulse on the market to avoid becoming stagnant. To take it a step further, browse job postings at the next level to assess how much more you need to learn to get there.

Pei-Cen Lin, CPA, SPHR, is a strategic talent management and organizational development professional in the human resources field. She is also a past chair of the NYSSCPA’s Human Resources Committee. She can be reached at pei-cen.lin@nysscpa.org.

ASTORIA MEANS BUSINESS



Our experience is your business advantage. Our business banking professionals have left some of the largest commercial banks in the world to work at Astoria. They know that here, they can truly make a difference for your business in a way they couldn’t anywhere else. Our professionals take the time to understand your business and recommend real solutions, including helping you prepare for the “what ifs.”

At Astoria, we make our lending decisions locally, not by a formula or an out-of-state committee. Plus, our innovative cash management approach can save you time and money.

To learn more about why Astoria is a better business banking choice, please call Steve Sipola, Managing Director of Business Banking, at 844-249-2787.

 Direct access to decision makers

 Faster lending decisions

 Access to our business connections





CHAPTER NEWS

www.trustedprofessional.com | The Trusted Professional | April 2014

Buffalo celebrates future CPAs, members' accomplishments

BY PATRICIA A. MCGRATH
Buffalo Chapter President

I write to you in negative degree weather, as the snow continues to fall in Western New York. I am sick of this weather, the problems with traveling and, yes, I am tired of busy season too. We may not like to admit it, but public accounting poses many challenges for us during the first three months of each calendar year. So, why do we continue?

My oldest adult daughter recently participated in the HURT 100—a 100-mile race in the mountains of Oahu, Hawaii. My husband and I joined her to cheer her on and offer support. We saw her at three different aide stations along a 20-mile route.



PATRICIA A. MCGRATH
Buffalo Chapter President

We watched until darkness fell and then prayed for her health while we returned to our hotel. It took her 30 hours, but she finished the race. She smiled at us at every checkpoint and beamed when she finished. Suddenly, my challenges seemed oddly minor.

So, why do we continue on, year after year, in public accounting? Why do we as professionals put in countless hours to get our clients' work completed before statutory deadlines? Simply put, it is for the love of our profession and the love of accomplishments. In addition, I thoroughly enjoy working with a wide variety of individually talented and motivated professionals.

With that being said, if you are a "seasoned professional," consider mentoring a young professional. Furthermore, if you

are new in our profession, consider reaching out to someone you respect and develop a professional relationship.

I have had some amazing experiences in my term as president of the Buffalo Chapter. Some of the best moments have occurred while working with accounting students or high school students considering a career in public accounting—they are the future of our profession. I recognize that public accounting may not be for everyone, but it is important to share our love for the profession with others.

Consider joining the Buffalo Chapter on April 22 at Salvatore's Italian Gardens, Depew. The Buffalo Chapter's Education Committee, under the leadership of **Daniel Whelehan**, has developed a great evening to recognize our outstanding area accounting students. The evening's speaker will be a

fellow CPA, **John R. Koelmel**, president of the Buffalo HarborCenter.

We will also be presenting the distinguished service award to **Gregory J. Altman**, who has served on countless committees at the chapter and statewide levels. Congratulations Greg, for a most deserved award. I personally have benefited from his guidance throughout my presidency.

We hope to see you at the Education Night, which is conveniently scheduled for after April 15. Enjoy your accomplishments from another busy season completed and spend some time meeting the future of your profession. You will enjoy it.

Happy April 15!

p McGrath@tsacpa.com

Spring: a great time to remember the past and look to the future

BY BARBARA A. MARINO
Manhattan/Bronx Chapter President

As we move out of a cold and snowy winter into what will hopefully be a sunny and warm spring, I thought it was a perfect time to remember the past and look forward to the future.

Let's start with the past. On July 17, 2010, the Manhattan/Bronx Chapter board lost a very special

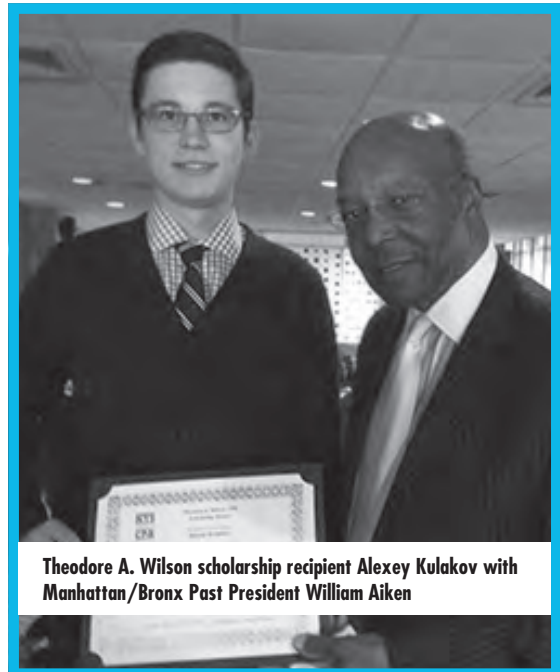


BARBARA A. MARINO
Man/Bx Chapter President

member and friend, **Theodore A. Wilson**. He was a man who gave so much to his profession, community, friends and family. In order to pay tribute to such a wonderful person, the chapter decided to start an accounting scholarship in his name.

That brings us to our future. I'm pleased to announce that the most recent recipient of the Theodore A. Wilson scholarship is 23-year-old Alexey Kulakov. Alexey graduated from

Baruch College with a Bachelor of Business Administration degree in accounting and Magna Cum Laude honors. He will be receiving his Masters in Taxation from Baruch this May and, shortly after graduation, will be employed by PricewaterhouseCoopers. We had the pleasure of meeting this young man at a recent dinner, where **William Aiken**, a long-time friend and colleague of Ted Wilson, poetically described him to Alexey and the rest of those in attendance. The Scholarship Committee did an excellent job selecting a winner. Alexey represents the best of what the next generation of our profession has to offer. We look forward to seeing him become involved in the profession and in the NYSSCPA.



Theodore A. Wilson scholarship recipient Alexey Kulakov with Manhattan/Bronx Past President William Aiken

the email address below.

- **May 21, 2014**—Financial Forensics Series Part V—the outlook specific to this rewarding, fun, and challenging practice niche, at the FAE Conference Center.
- **May, June and July**—Soft Skills Series. Final dates TBD.
- **TBD**—Young CPAs' After-Tax Season Networking Event.

Please check our website regularly for updates, as well as our Facebook page (www.facebook.com/?sk=welcome#!/ManhattanBronxChapter). Select "Events" to see upcoming activities.

bmarino@thebackettgroup.com

Manhattan/Bronx Chapter Nominating Committee Report

The Nominating Committee submits the following report of nominees for election. All Nominees have been contacted and are willing to serve as indicated.

Officers (one-year term expiring May 31, 2015)

- President **Iralma Pozo***
 - President-Elect **Digant Bahl**
 - Vice President **Alan Willinger**
 - Treasurer **Margaret Hannon**
 - Secretary **Elysa Dauerman**
 - Past President **Barbara A. Marino***
- *automatically selected as president (formerly president-elect) and past president (formerly president) respectively

Board of Directors

(Terms Expiring on May 31, 2015)

- Shan Hicks**
- Colin Mohamed**

Board of Directors

(Terms Expiring on May 31, 2016)

- Carnet Brown**
- J. Michael Kirkland**
- Roman Matatov**
- Brad Niedzielski**
- Janet Oberstein**
- Adam Reiss**

Respectfully submitted by the Nominating Committee:

- Sherif Sakr**
- Maya Khan**
- Todd Ichihara**

Please take note of our upcoming events:

- **April 2014**—Manhattan/Bronx Chapter election meeting and Financial Forensics Series Part IV—Practice Management Issues, at the Foundation for Accounting Education (FAE) Conference Center.
- **April 25, 2014**—Semi-annual High School Career Day. If you are interested in speaking, please contact Fatime Ardolic at fatimeardolic@gmail.com, **Steven B. Zelin** at thesingingcpa@gmail.com or myself at

Take a deep breath — tax season is almost over

BY SCOTT SANDERS
Nassau Chapter President

As we begin to wind down from what I hope has been a very smooth and successful tax season for everyone, I would like to remind members of our upcoming spring events.

On May 3, our Financial Literacy Committee will hold its inaugural event at Commerce Plaza in Levittown. There will be live entertainment and many activities to help kids learn about the value of money. Visit our chapter page, www.nysscpa.org/nassau, for additional information and make sure to bring all of your kids for a day of fun learning!

I would also like to remind our members about our upcoming 61st Annual Installation

Dinner, where we will install **Robert S. Barnett** as the next president of the Nassau Chapter. The dinner will take place at the Crest Hollow Country Club in Woodbury on May 8. Please visit our website for registration information.

Our annual golf outing will be held on June 12 at the North Hills Country Club in Manhasset. Please look for detailed information about registration on our chapter page and come out to a beautiful course and a terrific dinner afterwards. I look forward to seeing all of you there!

One of my favorite events held by the Nassau Chapter is the Ellen Gordon CPAs 4(a): Cause 5K Run/Walk to End Hunger. This year marks our 13th annual Run/Walk, which will be held on June 14 at



SCOTT SANDERS
Nassau Chapter President

Northeast sponsors Golf Invitational

BY JENNIFER PICKETT
Northeast Chapter Board Member

Whether you enjoy golf or not, there's a place for you at our Financial Professionals Golf Invitational next month. The Northeast Chapter is resurrecting its golf outing, this time expanding the invitation list to include other financial professionals and their guests. We are partnering with the New York Business Development Corporation to bring you this welcome break from the grind of tax and finance. Join us on May 12 at the exclusive Edison Club in Rexford to partake in a refreshing day of food and golf, while connecting with the Capital Region business community and supporting a worthy cause.

The day kicks off at 9 a.m. with a fraud seminar worth 2 CPE credits led by forensic accounting expert **Christopher J. Rosetti**. Next is a delicious buffet lunch featuring cold deli sandwiches, hot pasta and chicken dishes. The shotgun start for golf is at 12:30 p.m., followed by a one-hour open bar sponsored by ADP Payroll Services at 5:30 p.m. and a full buffet dinner. We will be playing scramble format, which, for non-golfers, means everyone takes a tee shot and then each subsequent shot is taken from the location of the player with "best ball." This keeps things moving along while permitting people with a wide range of golfing ability to play together.

The awards ceremony will be held during dinner, and you may choose to come for the whole day, the morning or the evening. The cost for individual golfers is \$150; for four-somes, it's \$600. If you don't golf, or don't have a whole day to spare, you can come to the seminar and lunch for \$50, or the awards

ceremony and dinner for \$50. There are multiple opportunities to promote your firm. Hole sponsorships are available for \$250 each. A sign, prominently displaying your company's name and logo, will be displayed at the tee-off and be available for you to take after the event. Sponsorships are also available for beverage stations, golf carts, lunch and dinner. All proceeds from the event will be donated to the Capital Region Sponsor-A-Scholar for college scholarships.

Founded by civic leaders and social entrepreneurs in 1996, Capital Region Sponsor-A-Scholar currently serves more than 300 aspiring scholars from Albany, Schenectady and Troy high schools. The agency provides mentors, academic tutoring and other social interactions for selected students in partnership with public high schools. These schools, defined as "at-risk," have a significant percentage of students who do not meet the minimum competency academic skill levels, based on standardized tests. Capital Region Sponsor-A-Scholar's success rate of retaining, graduating and getting participating scholars into higher education is documented at 92–96 percent. By helping at-risk students flourish academically and tracking their successes through their college careers, the agency has a program that is ready to take the next step toward systemic social change.

Please join us, regardless of your playing ability. Leave the calculators and spreadsheets behind and come out to network and support education in the Capital Region. For more information, please contact Jim Conroy at jconroy@nybdc.com or me at jjp@lsczcpa.com.

Eisenhower Park in East Meadow. More than 300 people have attended this great event, which raises funds for the hunger relief organization Island Harvest, in each of the last two years. This year, we've added Panera Bread as a food sponsor. Please come down and support the fight against hunger on Long Island and spend a fun day with your fellow chapter members.

Our annual Career Opportunities in the Accounting Profession (COAP) program will be held June 28–July 2 at Adelphi University, Garden City. This is the CPA community's opportunity to give back to 50 high school juniors from Nassau County. Our chapter recently contributed \$5,000 of funds we raised throughout the chapter year towards this educational event. A typical day in the COAP program consists of an overview of accounting and technology as used in business, a field trip to a CPA firm, interaction with successful CPAs and professionals, a resume preparation and interviewing skills workshop, college preparation tips and more. Anyone interested in speaking or volunteering should contact Andrea Elder-Howell at elderhowella@oldwestbury.edu.

The Nassau Chapter board has voted and **Lisa A. Haynie**, our 59th president, has accepted the nomination of chapter representative on the NYSSCPA Board

of Directors for the three-year term ending May 31, 2017. On behalf of all the Nassau Chapter members, I would like to congratulate Lisa and thank her for taking on this critical role of representing our chapter before the NYSSCPA and allowing the Nassau Chapter to have a voice. Thank you Lisa—we know you will represent us well!

In May and June, each of our 21 Nassau Chapter committees will hold their organizational meetings and gear up for the new fiscal year. These meetings are crucial, as the chairs select relevant and timely topics, and they are a great way to become involved. Please reach out and join one of our committees and help promote our profession.

A lot is happening in our profession and both the Society and the Nassau Chapter will continue to do their best to keep you informed.

As always, I encourage you to reach out to me or any board member or committee chairperson and become more involved in our chapter.

Goodbye winter (once and for all) and hello spring!

ssanders@st-cpas.com

Westchester prepares for President's Dinner, college planning event

BY GINA LINSS
Westchester Chapter President

Though this is a very busy time for our profession, the Westchester Chapter board has successfully held a number of events and has not lost sight of its commitment to the chapter and chapter members.

On Feb. 11, the Westchester Chapter hosted its annual College Planning event, presented by college planning and consulting expert **Gary E. Carpenter** at Mercy College in Dobbs Ferry. I would like to thank **Denise M. Stefano** of Mercy College and **Howard P. Klein** and Patti Galistinos of Citrin Cooperman & Company for their continuous hard work and efforts to make this public outreach program a success.

On March 1, nine chapter members, in cooperation with *The Journal News* and organized by board member **Robert M. Winton**, participated in our annual tax hotline. From 10 a.m. to 2 p.m., these volunteers respond-

ed to a variety of tax questions and offered useful tax advice via telephone and email. Thanks to Robert Winton, **Peter D. Brown**

and **John O'Keefe** of Citrin Cooperman & Company; **Jason I. Roif** of Jason Roif, CPA LLC; **Katherine Santaniello** of D'Arcangelo & Co., LLP; **Bharti Gupta** of Maier Markey and Juctic LLP; **Kristin Krauskopf** of Kristin Krauskopf, CPA; **William Minoff** of Advance Publications; and **Steve Shinder** of Shinder & Shinder, CPAs for taking time to volunteer and address a wide range of tax questions raised by Westchester residents.

The Westchester Chapter has formed a team for the April 27 March of Dimes March for Babies Walk-a-Thon. We invite you to join our team, help us reach our fundraising goal and walk with us on March for Babies day. If you can't walk with us, please consider supporting us with a secure online donation. Every day, thousands of babies are

See Westchester, on page 22



GINA LINSS
Westchester Chapter President

CHAPTER EVENTS AND CPE

BUFFALO

Buffalo Chapter Education Night & CPE Session

Topic: *Hot Topics for Non-Profits*

When: April 22, 3 p.m. (CPE); 5:30 p.m. (reception, dinner and awards)

Where: Salvatore's Italian Gardens, 6461 Transit Road, Depew

Cost: \$45 (CPE and dinner); \$35 (dinner only); \$10 (CPE only)

CPE: 2 (1 advisory services, 1 taxation)

Course Code: 29012410

Contact: Jamie Lotz at jlotz@bonadio.com (716-250-6600)

Buffalo Summer Symposium

When: July 22–23

Where: Millennium Hotel, 2046 Walden Ave.

Course Code: 28101501

Contact: Gregory Altman at GAltman@somerset1.com

MANHATTAN/BRONX

Financial Forensics Series: Event 4. Practice Management Focus and Manhattan/Bronx Chapter's Annual Election Meeting

When: April 9, 6–8 p.m. (5:30 p.m. check-in)

Where: FAE Learning Center, 14 Wall Street, 19th floor

Cost: \$20 members; \$30 nonmembers; \$40 walk-ins

CPE: 2 (specialized knowledge and applications)

Course Code: 29155414 (in person); 29155415 (teleconference)

Contact: Roman Matatov at romanmatatov@yahoo.com

Financial Forensics Series: Event 5. Capstone Event

When: May 21, 6–8 p.m. (5:30 p.m. check-in)

Where: FAE Learning Center, 14 Wall Street, 19th floor

Cost: \$20 members; \$30 nonmembers; \$40 walk-ins

CPE: 2 (specialized knowledge and applications)

Course Code: 29155414

Contact: Roman Matatov at romanmatatov@yahoo.com

MID HUDSON

Young CPA Committee Presents: 12th Annual After Busy Season Mixer

When: April 22, 5:30–8:30 p.m.

Where: Newburgh Brewing Company, 88 Colden St.

Cost: \$20 members; \$25 nonmembers

Course Code: 45020405

Contact: Noelle DeLuca at nedeluca@kpmg.com

The FAE will be taking registration for this event.

NASSAU

Family Financial Literacy Fair

When: May 3, 10 a.m.

Where: YES Community Counseling Center, Commerce Plaza, Massapequa

Course Code: 45030413

Contact: Karen Tenenbaum at ktenenbaum@litaxattorney.com

Nassau Chapter's 61st Annual Installation Dinner

When: May 8, 6:30 p.m.

Where: Crest Hollow Country Club, Woodbury

Course Code: 45030414

Contact: Ashley Flynn at aflynn@cbmslaw.com

Nassau Chapter Annual Golf Outing

When: June 12, 10:30 a.m. (registration); 12 p.m. (shotgun); 5:30 p.m. (cocktail/buffet dinner)

Where: North Hills Country Club, Manhasset

Costs: \$400 (golf); \$175 per person (dinner only)

Contact: Carol Pinto at cpinto@ck-co.com

RSVP by May 22

QUEENS/BROOKLYN

Queens/Brooklyn Chapter Accounting and Auditing Conference

When: May 22

Where: St John's University, Jamaica

Cost: \$100 members; \$125 nonmembers

CPE: 9 (TBD)

Course Code: 28116422

ROCHESTER

Outstanding Accounting Student Award Night

When: April 24, 5:15–6:15 p.m. (cash bar and reception);

6:15–8:30 p.m. (dinner and guest speaker Tim Hungerford,

Owner of Hungerford Vinton LLC)

Where: Irondequoit Country Club, 4045 East Ave.

Cost: \$35 per person

Course Code: 45050407

Contact: Phyllis Bloom at pbloom7@naz.edu

SUFFOLK

The Theory and Calculation of Economic Damages

When: May 13, 6–9 p.m.

Where: Baker Tilly Virchow Krause LLP, 125 Baylis Road, Melville

Cost: \$40 per person

CPE: 2 (specialized knowledge and applications)

Course Code: 29085421

Contact: Morton Cohen at mcohen@businessvalny.com

WESTCHESTER

Allied Professionals Networking Breakfast

Topic: *How to Use LinkedIn, Applications and Strategies*

When: April 29, 7:30–9:30 a.m.

Where: Doral Arrowwood (Hudson Room),

Anderson Hill Road, Rye Brook

CPE: 1 (specialized knowledge and applications)

Course Code: 29115406

Contact: Amy Amodeo at rie@ecker-law.com

(914-273-0777)

Westchester Annual President's Dinner

When: May 21, 6:00 p.m.–9:00 p.m.

Where: Willow Ridge Country Club, 123 North Street, Harrison

Cost: \$65 per person

Contact: Denise Stafano at dstefano@mercy.edu or

(914) 674-7779

Estate, Tax and Financial Planning Conference

When: May 5, 8:45 a.m.–5 p.m. (8:30 a.m. check-in)

Where: CitiGroup Executive Planning Center, Armonk

Cost: \$135 members; \$175 nonmembers

CPE: 8 (taxation)

Course Code: 28611433

Annual Golf Outing and Networking Event

When: May 13

Where: Glen Arbor Golf Club, Bedford Hills

Cost: \$350 per golfer (early bird pricing available through Feb. 15)

Contact: Jeff Schwartz at jeff@stantonandleone.com

Young CPAs Annual Wine Tasting Networking Event

When: May 15, 5:30–8 p.m.

Where: Willow Ridge Country Club, 123 North St., Harrison

Cost: \$45 members; \$50 nonmembers; \$50/\$55 at door

Course Code: 45110408

Contact: Heather Oboda at hoboda@citricooperman.com



May 19, 2014
FAE Learning Center, NYC
(also available via Live Webcast)

Business Valuation Conference

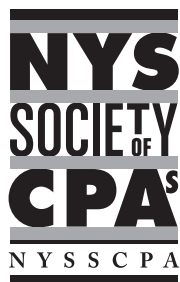
Get updates on important valuation issues:

- Seven elements of credible report writing for business valuers
- Sorting through shareholder loans in divorce
- The Implied Private Company Pricing Line (IPCPL)



Visit nysscpa.org/BV14 or call 800-537-3635 to register!

When it comes to **social media**,
we're right there on the front lines.



Follow us on Twitter:

twitter.com/nysscpa



Connect with us on LinkedIn:

tinyurl.com/qfe5gh7



Join us on Facebook:

facebook.com/NYSSCPA



Westchester

Continued from page 20

born too soon and often very sick. To join our team or support this great cause, please log on to marchforbabies.org/team/t2178226.

In a few short months, we will be hosting our President's Dinner. It will be held at the Willow Ridge Country Club, located at 123 North Street, Harrison on May 21 from 6 to 9 p.m. At this dinner, I will be introducing you to our chapter's incoming President **William H. Zeboris** and our 2014-2015 board members. I encourage you all to attend. Please contact Denise M. Stefano at dstefano@mercy.edu or (914-674-7779) for more information and to register. In addition to the announcement, and several other awards, we will also present our annual scholarships, for which we are currently accepting applications. The Westchester Chapter has been awarding scholarships to deserving Westchester high school seniors for more than 10 years. Anyone who knows a Westchester high school senior who intends to major in accounting should have them contact **Mark G. Leeds** or speak to his or her guidance counselor for more details. New for this year, we would also like to extend our scholarship efforts to deserving college seniors. Since our budget for scholarships is fixed, however, we are looking at other sources of funding and are very interested in partnering with firms/

companies to create sponsorship opportunities. If your firm or company is interested in sponsoring such a scholarship, please contact Mark G. Leeds at (914) 468-7313.

I wish you a successful remaining busy season. Please mark your calendars with the upcoming events and dates:

- **April 17**—Board meeting, Crowne Plaza, White Plains (7:30 a.m.)
- **April 27**—March of Dimes March for Babies, Saxon Woods Pool, White Plains (check-in 9 a.m.)
- **April 29**—Allied Professionals Networking Breakfast: How to use LinkedIn, Doral Arrowwood, Rye Brook (7:30–9:30 a.m.)
- **April 30**—CPA examination overview, Crowne Plaza (5:30–8 p.m.)
- **May 5**—Estate and Financial Planning Conference, Citigroup Conference Center, Armonk (all-day conference)
- **May 13**—Annual golf outing and networking event, Glen Arbor Golf Club, Bedford Hills (sign-in starts at 11 a.m.)
- **May 15**—Young CPA wine tasting event to benefit Blythedale's Children Hospital, Willow Ridge Country Club, Harrison (5:30–8 p.m.)
- **May 21**—President's Dinner and scholarship presentations, Willow Ridge Country Club (6 p.m.)

glins@citricooperman.com



May 6, 2014
Albany Marriott
(also available via Live Webcast)

Government Accounting and Auditing Conference

Don't miss it!

- Learn about important updates that government auditors and preparers need to know to remain in compliance.
- Hear from the experts! Conference presenters from the AICPA, GASB, the OSC, and leading public firms will share practical information and case studies.
- Find out more on the GFOA's new professional recognition program for small governments.



Visit nysscpa.org/GAAC14 or call 800-537-3635 to register!



FAE's Upcoming Live Web Events

Simple. Easy. Convenient.

Experience FAE Web Events from the convenience of your home, office, or on the go. Simply attend the Web Event at the scheduled time and earn your CPE certificate immediately following the event!

The Complete Guide to Payroll Taxes and 1099 Issues
April 29

HSA, HRAs, and FSAs After the Patient Protection and Affordable Care Act
May 15

From Hiring to Firing and Everything in Between: Legal, Tax, and Healthcare
April 30

Exploring Updated Internal Control Framework: Critical Concepts in Design, Evolution, Implementation, and Monitoring
May 16

Audits of 401(k) Plans
May 2

Business Valuation Conference
May 19

CFO/Controller Roadmap to Organization Success with Integrated Planning, Forecasting, and Budgeting
May 5

Anti-Fraud Conference
May 21

Government Accounting and Auditing Conference
May 6

Estate Planning Conference
May 22

Current Developments and Best Practices for Today's CFOs and Controllers
May 6

Advanced Business Law for CPAs
May 23

Broker/Dealer Conference
May 8

How to Conduct a Peer Review Under the AICPA Practice-Monitoring Program
May 27 & May 28

Social Security Benefits: Advising Clients
May 9

Federal Tax Update for CPAs in Industry
May 28

New "Repair Regs"—Sec. 263(a)
May 14

MBA in a Day!
May 29

Forensic Accounting: A Comprehensive Guide to Conducting Financial Fraud Investigations
May 15

AICPA Peer Review Program Advanced Course
May 29

A Practical Guide to Small Business Health Insurance and Fringe Benefits: 2014 and Beyond
May 30



For more information or to register, visit www.nysscpa.org/webevents.

How do you deal with difficult co-workers?



ALEX RESNICK, Nassau Chapter

Well, I'm fortunate in that I don't have difficult employees—I've got a great staff. But when we've had problems in the past, we tried to sit down with the person and explain what our goals are, how we expected him or her to accomplish them and what sort of endgame we were looking for. Usually, we'll have one or more partners sit down with the employee we're having issues with and talk things out. We try to maintain a helpful atmosphere in these sorts of talks and make sure it doesn't feel like it's a punishment. If we've had this conversation multiple times and things haven't changed, though, the next conversation could be about whether this is the right place for that employee to be working.

When it's more of a personality issue, we try to avoid addressing it specifically with any one employee. We'll speak to it more generally during discussions at our staff meetings about creating the right work atmosphere, how we want people to work together and what sorts of things we should not be bringing with us to the office. If I sit down with someone one-on-one to explain things, he usually gets his defenses up and doesn't respond that well, so we find that it's better to begin addressing these things in more general terms. Hopefully, by putting it out there, people will look in the mirror and think, "Are they talking about *me*? Maybe I should change what I'm doing."

aresnick@wmrcpa.com



THOMAS M. BURNS, Buffalo Chapter

I try to be empathetic and figure out what might be bothering them. Although I might sometimes call the person into my office, one of our preferred ways to do it is to take him or her to lunch. Occasionally, during staff evaluation meetings, someone volunteers to do that with a person who might not be performing well or has an attitude that seems negative or counterproductive, and tries to figure out if there's an underlying issue that we're not aware of and also to convey our expectations. We know that public accounting isn't for everyone, and sometimes, it helps to try to get to the root of the problem. Every so often, though, it's some undefined thing or a problem they wouldn't be willing to share, in which case I would adjust the work I allocate to them accordingly, maybe assigning them less complex work or something easier to monitor. These sorts of things are easier to do when the employee is clearly trying, even if he or she isn't necessarily displaying the competency or technical or social skills needed. It's much better than when we've determined that someone actually does have the ability but is opting to "phone it in." That would be what really strikes a nerve with us.

tburns@lumsden CPA.com



TERA A. STANTON, Southern Tier Chapter

No matter what stage of life you're in, you will inevitably have to deal with difficult people. It happens all the time. But if you have to work directly with that type of person, it helps to try and find some sort of common ground, if you can, and maintain a professional attitude even when it's nearly impossible. It's not wise to let the situation become personal; stay above the fray and don't get sucked in, however tempting it may be. I approach difficult people in the way that I'd want to be approached, and by doing this, more times than not, I get the result I'm looking for. In order to get respect, you have to *give* respect. You can have your pet peeves and dislikes and not agree with someone, but that doesn't mean the task at hand doesn't need to get done. Just try to focus on that.

tstanton@davidsonfox.com



SHARON SIEGEL, Rockland Chapter

In general, I basically continue to act like a professional. I'm a nice person and so I really try to treat everyone with the same level of courtesy and respect. All the while, though, I try to remember that I'm there at the office to do a job. You either like your co-workers or dislike them, but at the end of the day, regardless of whether you do or not, there's still a job that needs to be done. Acting cordially and professionally will help you to interact with the people you need to deal with; at that point, you can be engaging and friendly with the people you actually do like.

slscpa10@verizon.net

FAE LISTINGS

AICPA Pricing Schedule

For AICPA-developed courses, the following pricing schedule applies.

If you are:	8-hour course	16-hour course
A member of both AICPA and NYSSCPA:	\$269	\$539
Only a member of the NYSSCPA:	\$299	\$599
Only a member of the AICPA:	\$394	\$664
A member of neither AICPA nor NYSSCPA:	\$424	\$724

For 4-hour courses, see course description for price information.

For details, refer to the registration information on www.nysscpa.org.

According to New York State Regulations, courses may only be categorized as the following fields of study for CPE accreditation:

Accounting	AC
Advisory Services	AD
Auditing	AU
Ethics	E
Specialized Knowledge	SK
Taxation	T

Courses that have a concentration in more than one field of study are labeled with the quantity of credits that apply to each category.

KEY GEOGRAPHIC AREA

LOCATION FIELD OF STUDY

Date	
Course Title	
Course Description	
Field of Study	Course Code
Site	
Developer	
Member Fee/Nonmember Fee	

The F&E delivers the following programs to help CPAs in all practice areas, including those working in government, industry and academia, satisfy their New York state calendar-year continuing professional education requirements. To search within New York City, refer to Manhattan/Bronx. To search within Albany, refer to Northeast. For the most up-to-date events information, visit www.nysscpa.org or call 800-537-3635. SIGN UP TODAY!

FOR MAY 1, 2014, THROUGH MAY 30, 2014

MANHATTAN/BRONX

ACCOUNTING

05/21

Anti-Fraud Conference

AC/1, SK/7 25175412

FAE Learning Center (14 Wall Street, NYC)

Foundation for Accounting Education

\$335\460

ADVISORY SERVICES

05/08

Broker/Dealer Conference

AD/1, AU/1.5, SK/5, T/.5 25558411

New York Marriott Marquis at Times Square

Foundation for Accounting Education

\$385\510

05/19

Business Valuation Conference

AD/8 25278411

FAE Learning Center (14 Wall Street, NYC)

Foundation for Accounting Education

\$335\460

AUDITING

05/08

Broker/Dealer Conference

See course listing under Advisory Services.

05/08

Social Security Benefits: Advising Clients

This course will show participants the ins and outs of Social Security. It will teach them to understand the earnings test, the effects of filing early, the effect of filing after the full retirement age, how to sell a business and maximize Social Security benefits, and how to minimize the taxation of benefits.

AU/8 34620411

FAE Learning Center (14 Wall Street, NYC)

Nichols Patrick CPE, Inc.

\$299\424

05/14

Audits of 401(k) Plans

This course focuses on issues related to accounting, auditing, and reporting on 401(k) employee benefit plans. The requirements of ERISA and the SEC are explored, as the provided materials demonstrate ways to plan and conduct an efficient and effective audit of 401(k) plans.

AU/8 22214412

FAE Learning Center (14 Wall Street, NYC)

AICPA

\$299\424\269\394

05/15

Forensic Accounting: A Comprehensive Guide to Conducting Financial Fraud Investigations

This course reviews the major processes that are performed in a financial fraud investigation. These processes include planning, hypothesis generation, Internet-based and other types of research, link analysis, statistical and other forms of data analysis, and interviews and interrogations. The session will also provide external auditors with

guidance as to when they should transition from being an auditor to being an investigator.

AU/8 33241411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

05/16

Exploring the Updated Internal Control Framework: Critical Concepts in Design, Evaluation, Implementation, and Monitoring

Technological advances, increased regulatory scrutiny, globalization, and other challenges have caused entities and auditors to struggle with the proper consideration of the cost-benefit of internal controls. This course will provide practical guidance on what a sound system of internal controls "looks like" and the resulting impact on the financial statement audit, particularly for smaller entities.

AU/8 33242411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

05/27

How to Conduct a Peer Review Under the AICPA Practice-Monitoring Program

This course will teach participants about the foundation of an effective peer review engagement and how to evaluate a firm's system of quality control under the AICPA Practice-Monitoring Program. It also features case studies that encompass important elements of a system peer review, as well as several case studies pertaining to an engagement review.

AU/16 32274411

FAE Learning Center (14 Wall Street, NYC)

AICPA

\$599\724\539\664

05/29

AICPA Peer Review Program Advanced Course

This course is designed for experienced reviewers who want to heighten their peer review skills. It includes an analysis of the latest AICPA Peer Review Program Standards, as well as materials focused on the areas of peer review guidance that reviewers find the most problematic.

AU/8 22304413

FAE Learning Center (14 Wall Street, NYC)

AICPA

\$299\424\269\394

SPECIALIZED KNOWLEDGE AND APPLICATIONS

05/01

Advanced Excel

SK/8 34496412

FAE Learning Center (14 Wall Street, NYC)

K2 Enterprises Inc.

\$299\424

05/05

CFO/Controller Roadmap to Organization Success with Integrated Planning, Forecasting, and Budgeting

This course looks at the entire planning process—planning, forecasting, and budgeting—from beginning to end, and shows how much smoother it can be when it is an integrated process. In addition, participants will review technical tricks and tips for producing a good plan.

SK/8 33444411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

05/06

Current Developments and Best Practices for Today's CFOs and Controllers

In today's changing world, finance professionals are required to wear many hats. They need to stay abreast of the latest proven financial skills for making the best decisions, and to have the best skills to motivate, manage, and lead people. This course has been designed to give the CFO and controller the skills needed to lead their organizations.

SK/8 33445411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

05/08

Broker/Dealer Conference

See course listing under Advisory Services.

05/21

Anti-Fraud Conference

See course listing under Accounting.

05/23

Advanced Business Law for CPAs

This course covers legal issues in employment, social media/privacy, e-business, intellectual property, corporate law, securities, environmental regulation, and public company matters. It will show participants how to limit their clients' individual liability, head off tax issues, and take advantage of alternate forms of dispute resolution.

SK/8 34496413

FAE Learning Center (14 Wall Street, NYC)

AICPA

\$299\424\269\394

05/29

MBA in a Day

The purpose of this course is to help CPAs develop a complete business finance and management background. With this knowledge and these skills, CPAs in industry and public accounting can better manage all aspects of their own businesses, while helping their clients make more informed business and financial decisions.

SK/8 33448411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

TAXATION

05/01

International Taxation

T/8 32690412

FAE Learning Center (14 Wall Street, NYC)

AICPA

\$299\424\269\394

05/01

Taking Your Medicine: Obamacare in 2014

T/8 33646411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

05/08

Broker/Dealer Conference

See course listing under Advisory Services.

05/14

New "Repair Regs"—Sec. 263(a)

This program provides a comprehensive analysis of the new rules, and an explanation of how your clients might benefit from some automatic changes in accounting methods.

T/8 34628411

FAE Learning Center (14 Wall Street, NYC)

Nichols Patrick CPE, Inc.

\$299\424

05/15

HSAs, HRAs, and FSAs After the Patient Protection and Affordable Care Act

This course provides specific examples of how changes in such things as deductibles and co-pays make a difference in net cost to the employer. Side-by-side comparisons demonstrate whether an HSA or an HRA is better, for what type of client, when they should be implemented, and how all such plans are affected by ACA healthcare legislation.

T/8 34618411

FAE Learning Center (14 Wall Street, NYC)

Nichols Patrick CPE, Inc.

\$299\424

05/22

Estate Planning Conference

T/8 25697411

New York Marriott Marquis at Times Square

Foundation for Accounting Education

\$385\510

05/28

Federal Tax Update for CPAs in Industry

This program presents a comprehensive review of new tax developments most likely to affect the CPA who is not in public practice, but has tax-related responsibilities in her or his employment. Participants learn how current issues affect their industry and their operations.

T/8 34619411

FAE Learning Center (14 Wall Street, NYC)

Nichols Patrick CPE, Inc.

\$299\424

05/30

A Practical Guide to Small Business Health Insurance and Fringe Benefits: 2014 and Beyond

The year 2014 is critical for business owners and employees in determining their health insurance options and costs, and in structuring their fringe benefit programs. This course will focus on key issues and planning strategies that CPAs and other tax practitioners need to know in

order to advise their clients regarding this far-reaching legislation.

T/8 33647411

FAE Learning Center (14 Wall Street, NYC)

Surgent McCoy CPE LLC

\$299\424

NORTHEAST ACCOUNTING

05/06

Government Accounting and Auditing Conference

AC/4, AU/4 25144441

Albany Marriott

Foundation for Accounting Education

\$355\480

AUDITING

05/06

Government Accounting and Auditing Conference

See course listing under Accounting.

WEB EVENTS ACCOUNTING

05/06

Government Accounting and Auditing Conference (WEBCAST)

AC/4, AU/4 35144441

Foundation for Accounting Education

\$255\380

05/21

Anti-Fraud Conference (WEBCAST)

AC/1, SK/7 35175412

Foundation for Accounting Education

\$235\360

ADVISORY SERVICES

05/08

Broker/Dealer Conference (WEBCAST)

AD/1.5, AU/1.5, SK/5, T/.5

35558411

Foundation for Accounting Education

\$285\410

05/19

Business Valuation Conference (WEBCAST)

AD/8 35278411

Foundation for Accounting Education

\$235\360

AUDITING

05/06

Government Accounting and Auditing Conference (WEBCAST)

See course listing under Accounting.

05/08

Social Security Benefits: Advising Clients (WEBCAST)

This course will show participants the ins and outs of Social Security. It will teach them to understand the earnings test, the effects of filing early, the effect of filing after the full retirement age, how to sell a business and maximize Social Security benefits, and how to minimize the taxation of benefits.

AU/8 35620411

Nichols Patrick CPE, Inc.

\$199\324

05/14

Audits of 401(k) Plans (WEBCAST)

This course focuses on issues related to accounting, auditing, and reporting on 401(k) employee benefit plans. The requirements of ERISA and the SEC are explored, as the provided materials demonstrate ways to plan and conduct an efficient and effective audit of 401(k) plans.

AU/8 35214412

AICPA

\$199\324

05/15

Forensic Accounting: A Comprehensive Guide

to Conducting Financial Fraud Investigations (WEBCAST)

This course reviews the major processes that are performed in a financial fraud investigation. These processes include planning, hypothesis generation, Internet-based and other types of research, link analysis, statistical and other forms of data analysis, and interviews and interrogations. It will also provide external auditors with guidance as to when they should transition from being an auditor to being an investigator.

AU/8 35241411

Surgent McCoy CPE LLC

\$199\324

05/16

Exploring Updated Internal Control Framework: Critical Concepts in Design, Evaluation, Implementation, and Monitoring (WEBCAST)

Technological advances, increased regulatory scrutiny, globalization, and other challenges have caused entities and auditors to struggle with the proper consideration of the cost-benefit of internal controls. This course will provide practical guidance on what a sound system of internal controls looks like and the resulting impact on the financial statement audit, particularly for smaller entities.

AU/8 35242411

Surgent McCoy CPE LLC

\$199\324

05/27

How to Conduct a Peer Review (WEBCAST)

This course will teach participants about the foundation of an effective peer review engagement and how to evaluate a firm's system of quality control under the AICPA Practice-Monitoring Program. It also features case studies that encompass important elements of a system peer review, as well as several case studies pertaining to an engagement review.

AU/16 35274411

AICPA

\$399\649

05/29

AICPA Peer Review Program Advanced Course (WEBCAST)

This course is designed for experienced reviewers who want to heighten their peer review skills. This course includes an analysis of the latest AICPA Peer Review Program Standards, as well as materials focused on the areas of peer review guidance that reviewers find the most problematic.

AU/8 35304413

AICPA

\$199\324

SPECIALIZED KNOWLEDGE AND APPLICATIONS

05/01

Advanced Excel (WEBCAST)

SK/8 35496412

K2 Enterprises Inc.

\$199\324

05/01

Successful Negotiations: Getting to Agreement, Getting to Yes (WEBCAST)

No matter where you're doing business, it's important to reach a common understanding with other people. This course teaches that in successful business negotiations, it's best to achieve united acceptance for the good of the project and continued collaboration.

SK/2 35111472

Foundation for Accounting Education

\$65\85

05/05

CFO/Controller Roadmap to Organization Success with Integrated Planning, Forecasting, and Budgeting (WEBCAST)

This course looks at the entire planning process — planning, forecasting, and budgeting — from beginning to end, and shows how much smoother it can be when it is an integrated process. In addition, participants will review technical tricks and tips for producing a good plan.

SK/8 35444411

Surgent McCoy CPE LLC

\$199\324

05/06

Current Developments and Best Practices for Today's CFOs and Controllers (WEBCAST)

In today's changing world, finance professionals are required to wear many hats. They need to stay abreast of the latest proven financial skills for making the best decisions, and to have the best skills to motivate, manage, and lead people. This course has been designed to give the CFO and controller the skills needed to lead their organizations.

SK/8 35445411

Surgent McCoy CPE LLC

\$199\324

05/07

Decision Making and Problem Solving: Working in and Across Teams (WEBCAST)

Making team decisions is challenging. Team members must not only make the most effective and appropriate decisions; they must also make decisions that will be supported by everyone on the team. This session will focus on the process and methods of effective decision making.

SK/2 35111477

Foundation for Accounting Education

\$65\85

05/16

Developing Your Personal Brand: Relationship Marketing for Results (WEBCAST)

Making connections is important, but in order to excel at relationship building, a plan is crucial. This plan should incorporate a strategy for developing a strong personal brand, which defines a person's reputation, strengths, and predispositions. This course will teach you how to be visible in the right networks, how to bolster your personal and professional brand image, and will prepare you for networking opportunities as the economy improves.

SK/2 35111464

Foundation for Accounting Education

\$65\85

05/21

Anti-Fraud Conference (WEBCAST)

See course listing under Accounting.

05/21

Leadership and Management: Leading in Today's Business Environment (WEBCAST)

Today's business world requires us to make decisions in an environment of global competition, communicate with a diverse range of customers and stockholders, exert visionary leadership, evaluate organizational strategies and structure, and demonstrate stewardship of financial and human resources. In this session, participants will be exposed to managerial challenges typically encountered in business environments. It will cover the characteristics of high-performing organizations and will demonstrate the qualities of effective leadership and management.

SK/2 35111466

Foundation for Accounting Education

\$65\85

05/23

Advanced Business Law for CPAs (WEBCAST)

This course covers legal issues in employment, social media/privacy, e-business, intellectual property, corporate law, securities, environmental regulation, and public company matters. It will show participants how to limit their clients' individual liability, head off tax issues, and take advantage of alternate forms of dispute resolution.

SK/8 35496413

AICPA

\$199\324

05/29

MBA in a Day (WEBCAST)

The purpose of this course is to help CPAs develop a complete business finance and management background. With this knowledge and these skills, CPAs in industry and public accounting can better manage all aspects of their own businesses, while helping their clients make more informed business and financial decisions.

SK/8 35448411

Surgent McCoy CPE LLC

\$199\324

TAXATION

05/01

Taking Your Medicine: Obamacare in 2014 (WEBCAST)

T/8 35646411

Surgent McCoy CPE LLC

\$199\324

05/01

International Taxation (WEBCAST)

T/8 35690412

AICPA

\$199\324

05/14

New "Repair Regs"—Sec. 263(a) (WEBCAST)

This program provides comprehensive analysis of the new rules, and an explanation of how your clients might benefit from some automatic changes in accounting methods.

T/8 35628411

Nichols Patrick CPE, Inc.

\$199\324

05/15

HSA's, HRA's, and FSAs After the Patient Protection and Affordable Care Act (WEBCAST)

This course provides specific examples of how changes in such things as deductibles and co-pays make a big difference in net cost to the employer. Side-by-side comparisons demonstrate whether an HSA or an HRA is better, for what type of client, when they should be implemented, and how all such plans are affected by ACA healthcare legislation.

T/8 35618411

Nichols Patrick CPE, Inc.

\$199\324

05/22

Estate Planning Conference (WEBCAST)

T/8 35697411

Foundation for Accounting Education

\$285\410

05/28

Federal Tax Update for CPAs in Industry (WEBCAST)

This program presents a comprehensive review of new tax developments most likely to affect the CPA who is not in public practice, but has tax-related responsibilities in her or his employment. Participants learn how current issues affect their industry and their operations.

T/8 35619411

Nichols Patrick CPE, Inc.

\$199\324

05/30

A Practical Guide to Small Business Health Insurance and Fringe Benefits: 2014 and Beyond (WEBCAST)

The year 2014 is critical for business owners and employees in determining their health insurance options and costs, and in structuring their fringe benefit programs. This course will focus on key issues and planning strategies that CPAs and other tax practitioners need to know in order to advise their clients regarding this far-reaching legislation.

T/4 35647411

Surgent McCoy CPE LLC

\$99\149

For more Chapter News, visit
www.TrustedProfessional.com

CLASSIFIEDS

Professional Opportunities | Space for Rent/Real Estate | Situations Wanted | Peer Review Services
Professional Conduct Expert | Business Services | Business Opportunities | Tax Consultancy | Legal Services

PROFESSIONAL OPPORTUNITIES

Rotenberg Meril, Bergen County's largest independent accounting firm, wants to expand its New York City practice and is seeking merger/acquisition opportunities in Manhattan. Ideally, we would be interested in a high quality audit and tax practice, including clients in the financial services sector, such as broker dealers, private equity and hedge funds. An SEC audit practice would be a plus. Contact Larry Meril at lmeril@rmsbg.com, 201-487-8383, to further discuss the possibilities.

NASSAU COUNTY / NEW YORK CITY CPA FIRM

Established firm with offices in NYC and Long Island, which has successfully completed transactions in the past, seeks to acquire or merge with either a young CPA with some practice of his own or a retirement-minded practitioner and/or firm.
Call partner at 516.328.3800 or 212.576.1829.

Don't sell or merge your practice without considering this.

You may sell or merge a practice only once or twice in a lifetime. The buyer has probably done it before—maybe many times.

We represent firms and professionals in managing growth and transition through mergers, acquisitions, partner search and succession planning. If you're serious about making a move for yourself or your practice, we can help.

The phone call is free. The consultation could change your life.



Isn't it time we talked?
Call Robert Fligel, CPA,
at 212-490-9700
or email
rfligel@rf-resources.com

RF RESOURCES LLC

M&A, partner search and
succession planning for CPA firms

80 Park Avenue | New York, NY 10016

rf-resources.com

Well Established Diversified Atlantic Co. NJ
CPA Practice For Sale or Potential Merger.
Grossing 1.8 Mil.
Reply To: RichCPA0515@gmail.com.

Westchester CPA firm seeks to acquire accounts and/or practice. Retirement minded, sole practitioners, and small firms welcome. High retention and client satisfaction rates. Please call Larry Honigman at (914) 762-0230, or e-mail Larry@dhcpas.biz

Established Great Neck CPA firm, peer reviewed, seeks acquisition. We have successfully completed acquisitions with high client retention and satisfaction. References available. Also interested in merger/combination with CPA with business or firm. rich.bgc@gmail.com.

Leading CPAs Through Transition with Succession and M&A Strategies

Deal Facilitation ♦ Transaction Support



Practice Management

Searches
Introductions
Negotiations
Contract Design/Review
Due Diligence Support
Deal Structure
Valuations
Succession
Transition Planning/Implementation
Growth Strategy
Niche Development
Partner Agreements

— Always Confidential —

Joel Sinkin

jsinkin@transitionadvisors.com

Bill Carlino

wcarlino@transitionadvisors.com

866-279-8550

www.transitionadvisors.com

BUSINESS SERVICES

With over 100 years of experience as public insurance adjusters, Adjusters International/Basloe, Levin & Cuccaro provides the extensive knowledge needed to prepare your client's property and business income claims and to achieve the best settlement.

Contact us today for a free consultation.
Stephen T. Surace, CPA, CFF
Sr. Vice President
125 Wolf Road, Suite 214
Albany, NY 12205
ssurace@aiblc.com
(315) 797-1234 (877) 482-1234

SPACE FOR RENT/REAL ESTATE

OFFICE SPACE AVAILABLE
THROUGHOUT MANHATTAN

300 square feet to 15,000 square feet.
Elliot Forest, Licensed Real Estate Broker,
212-447-5400.

650 rsf on 5th Avenue @ 34th St. \$50 sf.
2 offices. Avenue views. 24/7 access.
Elliot @ 212-447-5400.

AAA PROFESSIONAL OFFICES FOR RENT.
NASSAU COUNTY. 1-, 2-, 3-room suites facing
Hempstead Tpk. FREE UTILITIES. FREE
FRONT PARKING. 516-735-6681.

Space available 9x11. Midtown
Manhattan. Wi-Fi. Cable. Receptionist.
Fully wired. \$1800 per month. Speak to
Michael if interested 212-779-0789.

Host your next Conference or Meeting at the NEW YORK STATE SOCIETY OF CPAS

Located in the heart of the Financial District, NYSSCPA is downtown's newest state-of-the-art conference and meeting center. Ask us about our special rates for first-time and multiple users
For more information please visit:
www.nysscpa.org/spacerental
For sales, availability and facility tours, contact Kristin Sulfaro at ksulfaro@nysscpa.org, or (212) 719-8376.
14 Wall Street, 19th Floor, 10005.

TAX CONSULTANCY

INNOVATIVE STRATEGIES
for sales and use tax compliance, audits, refunds, appeals, and bankruptcy.

Extensive multistate experience.

Jeffrey J. Coren, CPA

212-594-6970

SALES TAX, ISAAC STERNHEIM & CO. Sales tax consultants, audits, appeals, & consultations. Principals with many years of experience as Sales Tax Bureau audit supervisors. (718) 436-7900.

SALES TAX, AUDITS, APPEALS, & CONSULTATIONS. Experience: Many years with New York State Sales Tax Bureau as auditor and auditor supervisor. Jack Herskovits. 718-436-7900.

Buxbaum Sales Tax Consultants

www.nysalestax.com
(845) 352-2211
(212) 730-0086

"A Leading Authority for Sales and Use Tax In The State of New York"

- Sales Tax Audits—Resolution with Client Satisfaction
- Tax Appeals Representation—Excellent Results at the New York State Bureau of Conciliation and Mediation Services and Division of Tax Appeals.
- Collection Matters—Resolving Old Debts and Current Liabilities.
- Refund Opportunities—Recovering Sales and Use Tax Overpayments

More than 40 years of Successful Results!

See our published results.

Give us a call to discuss any New York State Sales Tax issue.



PURCHASE 15 CPEs
Only \$255 - \$17/Credit

VIEW LIVE OR ARCHIVED PROGRAMS

www.TaxTalkToday.com

SALES TAX PROBLEMS?

More than 25 years of handling NYS audits and appeals. CPAs, attorney, and former NYS Sales Tax Auditor on staff. All businesses, including service stations, pizzerias, restaurants.

Free initial consultation.

Rothbard & Sinchuk LLP
516-454-0800, x204

SALES TAX PROBLEMS?

Are you being audited?
Free Evaluation

Former Head of NY Sales Tax Division

- Audits • Appeals • Refund Claims •

* Reasonable fees *

(212) 563-0007 • (800) 750-4702
E-mail: lr.cole@verizon.net



LRC Group Inc.
Lawrence Cole, CPA
Nick Hartman



Financial Insight. Business Instinct.

Seize a merger/acquisition opportunity with a number of benefits for you. Are you tired of dealing with the day to day administrative issues of running a firm? We are looking for firms ranging in size from \$300,000 to \$5,000,000 that are eager to combine forces with us as we continue to grow across Northern New Jersey, Westchester and the entire Hudson Valley region. Goldstein Lieberman & Company is ideally situated to service all types of companies and industries throughout the region. Visit us on the web at www.glcpcas.com then email me—Phillip Goldstein, CPA, managing partner at philg@glcpcas.com or call me at (800) 839-5767 so that we can have a strictly confidential conversation. Don't wait—call today!

Now you can offer your clients multi-state tax consulting services.

- Let us serve as your firm's outsourced state & local tax / sales & use tax experts, behind the scenes or directly with you and your clients.
- Our team has over 100 collective years of state & local tax experience, including Big 4 firms and industry.
- Team includes former state sales & use tax auditors.
- Experience working with CPA and law firms.
- National firm experience at competitive rates.

- | | |
|------------------------|---------------------|
| ■ Nexus services | ■ Refund reviews |
| ■ Audit representation | ■ Advisory services |
| ■ M&A transactions | ■ Research |

Call Andy Toth, CPA, at 716.633.1373 or e-mail ajt@tsacpa.com to learn more.



Solutions Beyond the Obvious

www.tsacpa.com

BUCHBINDER

Buchbinder Tunick & Company LLP
 Certified Public Accountants
buchbinder.com

Over 70 Years of Service

Engage our dedicated team to assist your firm with:

PEER REVIEW SERVICES AND QUALITY CONTROL SERVICES

- Engagement inspections and monitoring
- System reviews
- Design of quality control systems
- Engagement reviews

Vincent Gaudio, CPA
 (212) 896-1920

vgaudio@buchbinder.com



PREPARE FOR PEER REVIEW PEER REVIEWERS SPECIALIZING IN EMPLOYEE BENEFIT PLANS & YELLOW BOOK ENGAGEMENTS



Available for Consulting,
 Pre-Issuance Reviews & Monitoring
 Member of AICPA Governmental & Employee Benefit
 Audit Quality Centers
 Fixed Fees

11 Racquet Road, Newburgh, NY 12550
 845-567-9000

WWW.VDDW.COM JGEORGE@VDDW.COM

HELP WITH PREPARING FOR PEER REVIEW

Special for NYSSCPA Members
 Financial statement work, audit procedures, workpapers, drafting footnotes.
 Can act as your audit engagement quality reviewer, manager or senior.
 Everything you need to successfully pass a peer review.
CALL SHIMON D. EINHORN, CPA
 (917) 318-7498
s.einhorn@juno.com

PEER REVIEW SPECIALIZING IN
 EMPLOYEE BENEFIT PLANS
 CIRA, BROKER DEALERS
 INSPECTIONS & REVIEW SERVICES
JOHN M SACCO, CPA
JMSacco@SAccoManfre.com
 914-273-6270
 SACCO MANFRE CPA PLLC

Peer Review

We author it, we teach it, but most importantly, we help you learn about practical peer review issues.

We are the only currently approved (by the AICPA) trainer of peer review within New York State

If you need help, call us first.
NOWICKI AND COMPANY, LLP

716-681-6367 | ray@nowickico.com

LILLING >

PEER REVIEWS

Thousands of Peer Reviews performed - The most in New York every year
 Member of the AICPA Governmental and Employee Benefit Audit Quality Centers
 Fixed Fees

Mark S. Lilling, CPA
 Lilling & Company LLP
 212-594-0055
 516-829-1099

mlilling@lillingcpa.com

www.lillingcpa.com

Peer Review Services

HIGH QUALITY / PRACTICAL APPROACH

Peer reviews since 1990. Review teams with recognized experts in the profession.
 David C. Pitcher, CPA / Gregory A. Miller, CPA

DAVIE KAPLAN, CPA, P.C.
 585-454-4161 www.daviekaplan.com

PEER REVIEWS System Review

Audits / Yellow Book / Single Audit-A133

Engagement Review
 Reviews / Compilations
Andrew Pieri, CPA

718-577-5052
 516-209-4001
Andrew@PieriCPA.com

PROFESSIONAL CONDUCT EXPERT

PROFESSIONAL CONDUCT EXPERT

Former Director Professional Discipline, 25 Years Experience, Licensure, Discipline, Restoration, Professional Advertising, Transfer of Practice; AICPA and NYSSCPA Proceedings, Professional Business Practice.
 Also available in Westchester County

ROBERT S. ASHER, ESQ.
 295 Madison Avenue,
 New York, NY 10017
 (212) 697-2950

SITUATIONS WANTED

New York City Metro Technical Accounting/Auditing Pro seeks issues-oriented and financial statements completion-type work, such as draft footnotes and statement format, on a project or other basis at a reasonable professional rate for CPAs in need of this type of temporary help. Also available for audit, reviews or compilations workpaper or report review. Can serve in SOX/PCAOB concurring partner review function or independent monitoring function under new Engagement Quality Review (EQR) in years between smaller firm AICPA Peer Reviews.
Call 516-448-3110.

CPA seeks to share office space and secretarial services with CPA firm in western Suffolk County. Contact steven.maurelis.cpa@gmail.com.

LEGAL SERVICES

NEED TO INCORPORATE?

Complete Incorporation Package Includes:
 Preparation-State Filing Fees-Corporate Kit via UPS

Registered Agent Services Available

NEED TO DISSOLVE or REINSTATE or AMEND?

Qualified Staff to Help Accomplish Your Corporate or LLC Goals!
 All 50 States. Simply Call.

INTERSTATE DOCUMENT FILINGS INC.

Toll Free 800-842-9990
margenjid@yahoo.com

Top 5

Skills you'll get at

NEXT GEN
THE CONFERENCE FOR YOUNG CPAS
2014

1

Time Management

Get more done

2

Conflict Resolution

Mediate disagreements

3

Effective Business Communication

Say what you mean

4

Team Building

Work with others to get results

5

Giving Back

Use your skills in your community

**EARN 16
CPE CREDITS**

it all starts here.

NEXT GEN
THE CONFERENCE FOR YOUNG CPAS
2014

long island

Sunday, June 8–Tuesday, June 10, 2014

Hilton Long Island/Huntington

598 Broad Hollow Road

Mellville, NY 11747

Course Code: 25000521

(Hotel cutoff for discount rate: 5/8/14)

rochester

Sunday, June 15–Tuesday, June 17, 2014

Radisson Hotel Rochester Riverside

120 East Main Street

Rochester, NY 14604

Course Code: 25000541

(Hotel cutoff for discount rate: 5/22/14)

New for this year:
TWO locations!

visit www.nysscpa.org/NextGen14 or call 800-537-3635 to register today!

FOUNDATION
FOR
ACCOUNTING
EDUCATION
FAE
AN AFFILIATE OF
NYSSCPA

Copyright © Free Vector Maps.com