FASB, IASB release final form of revenue recognition standard

BY CHRIS GAETANO
Trusted Professional Staff

After six years of discussion, outreach, exposure and re-exposure, the Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB) have issued the final version of their revenue recognition standard, which introduces fundamental changes to how revenue is recorded in financial statements.

The standard, ASU-2014-09, Revenue from Contracts with Customers, was released on May 28. It is part of the FASB/IASB convergence project, which aims to produce a unified set of rules that can apply to both U.S. generally accepted accounting principles (GAAP) and International Financial Reporting Standards (IFRS).

Since it was first proposed in 2008, the standard has generated a significant amount of attention, attracting some 1,500 comment letters from around the world. Indeed, the NYSSCPA has been among those watching the standard closely through its development, issuing comment letters on the matter both in 2010, when it was first exposed, and 2012, when it was re-exposed.

In response to the outpouring of feedback, the FASB and the IASB undertook an extensive outreach effort to gather opinions on the merits and flaws of their previous drafts. “It is important that we get this right,” then-IAASB Chair David Tweedie said in 2011. “That is why … we are keen to treble-check that our conclusions are robust and can be implemented with minimal disruption.”

The boards gave an overview of the final version of the standard, and explained some of the reasoning behind its provisions, in a June 5 webcast that featured Patricia McConnell, an IASB member; Allison McManus, senior technical manager for the IASB; Kristen Bauer, a FASB practice fellow; and Larry Smith, a FASB member.

The revised standard is meant to address what both boards saw as deficiencies in their current approaches to recording revenue in financial statements. According to Smith, in the case of GAAP, the new standard will replace the myriad industry- and transaction-specific pieces of guidance with a singular approach, while in the case of IFRS, it will address a lack of guidance altogether. Current IFRS practices can be difficult to apply to anything but simple transactions, Smith said, with practitioners sometimes using GAAP to fill in the gaps.

While the standard itself is quite complex, the core principle behind it is that entities have sent an email in the past decade are familiar with this standard disclaimer: “Pursuant to Internal Revenue Service Circular 230, we hereby inform you that the advice set forth herein with respect to U.S. federal tax issues was not intended or written to be used, and cannot be used, by you or any taxpayer, for the purpose of avoiding any penalties that may be imposed on you or any other person under the Internal Revenue Code.”

But if you’ve ever wondered whether there’s any real use to sticking it at the bottom of your written communications, you’re not alone: The Internal Revenue Service raised the same question, came to the conclusion that the practice is meaningless, and has effectively done away with it.

On June 9, the service released revisions to Circular 230, the U.S. Treasury Department publication that outlines rules governing practice before the IRS for CPAs, attorneys, enrolled agents and all others who prepare tax returns and provide tax advice.

Among other things, the IRS eliminated the complicated covered opinion rules of Section 10.35, which it had implemented a decade ago in an attempt to cut down on abusive...
I n June, I had the pleasure of speaking to more than 100 rising stars who had gathered on Long Island and in Rochester for NextGen: The Conference for Young CPAs. It was the second time that I’ve addressed this conference, which had previously been called the Young CPA Conference, and, I have to tell you, it’s one of my absolute favorite things to do. I think I remember being in their shoes—worrying about passing the CPA Exam, trying to figure out which direction to take my career and looking for ways to amass the additional skills that would propel me forward.

Whether in your chapter or at your firm, I urge all of you seasoned professionals to think back to what it was like just starting out, and take younger colleagues under your wings. We have to make sure that we provide young CPAs with the valuable skills and tools they need to succeed—just as those skills and tools were provided to us. The NYSSCPA has made this a priority, with its NextGen initiative, targeting to that audience, many of those principles apply to us all. For instance, I told the young CPAs that if they think about anything else, they should think about getting more actively involved in the NYSSCPA and I would say the same to any certified public accountant, of any age, in New York state.

From opportunities to network with peers and interact with decision makers, to the CPE sessions that our chapters and statewide committees offer, active participation in the NYSSCPA can help you to realize your full potential and support your everyday work, whether you’re a senior accountant or a CFO.

As we enter the new fiscal year, and our chapters and statewide committees hit their reset buttons, it’s an exciting time for CPAs to either join the Society or, if they’re already members, to become fully engaged and take advantage of all that the organization offers. I hope you’ll share this message with your partners, your staff and your clients. We need you to ask and insist that people get involved in this profession and in this Society.

There are so many ways in which we can support each other and strengthen the profession, but we have to do more than talk about our commitment—we have to live it. I hope I can count on you.

president@nysscpa.org

Nominating Committee aims to fill nine positions

BY F. MICHAEL ZOVISTOSKI
NYSSCPA Secretary/Treasurer

Are you interested in helping to select who will serve on next year’s NYSSCPA Board of Directors? If so, consider serving on the Society’s Nominating Committee.

This year’s 11-person Nominating Committee will be recommending a president-elect, four vice presidents, a secretary/treasurer, five at-large directors and directors from the Buffalo, Manhattan/Bronx, Southern Tier, Syracuse and Westchester chapters. These nominees are then presented to the membership in a proxy ballot that is sent out in April.

Under Article IX of the Society’s bylaws, the CPA membership—at-large fills nine Nominating Committee positions, and the Board of Directors designates the remaining two members. The NYSSCPA bylaws can be found online at www.nysscpa.org/page/about-us/society-overview/bylaws.

Nominations process

To be nominated for the Nominating Committee, petitions with original signatures must be received on or before Friday, Aug. 8, 2014, and shall be sent to: NYSSCPA Secretary/Treasurer, 14 Wall Street, 19th Floor, New York, NY 10005. Copies of the Nominating Committee petition can be downloaded online at nysscpa.org/downloads/petition/.

Petition signers are limited to signing only one petition, and signatures of members signing multiple petitions will be disregarded on all petitions they sign. Signers must also certify that the nominee would serve if elected. Petitions must be signed by at least 10 CPA members (other than the nominee), all of whom have been members for five consecutive years; however, submission of multiple petitions for one nominee will not cause the number of nominees to be disqualified, so long as there are at least 10 signers in the aggregate for that nominee.

Potential Nominating Committee members should know that they may not themselves be nominated for any position. If you hope to serve on the Board of Directors, you should not put yourself forward for the Nominating Committee.

A candidate for the Nominating Committee must not be a current member of the Board of Directors or have been a member of the Nominating Committee either for the two immediately preceding fiscal years or for any three years after June 1, 2003. A list of the members ineligible to serve on the Nominating Committee due to these restrictions can be found online on the Nominating Center Web page at www.nysscpa.org/page/about-us/governance/nomination-center.

Also, a candidate must have been a member of the Society for at least five continuous years, including at least two years of participation on either a statewide committee or a chapter executive board, or a combination of both.

Once all the Nominating Committee petitions are received, if more than nine people are nominated, we hold a membership election to determine the nine petitioners to serve on the committee. If fewer than nine nominations are received, the Board will select the additional committee members, along with the two it designates under the bylaws.

Petitioners must be an active member of the Society and shall be sent to: NYSSCPA Secretary/Treasurer, 14 Wall Street, 19th Floor, New York, NY 10005. Copies of the Nominating Committee petition can be downloaded online at nysscpa.org/downloads/petition/.

First meeting date

The date set in the bylaws for the Nominating Committee to meet is Jan. 8, 2015. In recent years, the Nominating Committee has also met via conference call in December to prepare for the January meeting.

For more information
For additional information on the nomination process, contact NYSSCPA Secretary/Treasurer F. Michael Zovistoski at secretary-treasurer@nysscpa.org or NYSSCPA Counsel Brad Pyrho at bpyrho@nysscpa.org.
Former KPMG partner Scott London talks about his insider trading conviction

BY CHRIS GAETANO
Trusted Professional Staff

L ast year, Scott London (pictured above), a former KPMG audit partner, pled guilty to sharing confidential data about firm clients with Bryan Shaw, a golfing buddy who used the information to buy and sell stocks. After cooperating with federal agents, Shaw was sentenced to five months behind bars; London, who had worked for KPMG for nearly three decades, continues to struggle, anything to help out, and, ultimately, he just leveraged our friendship and I agreed to provide him with data again.

“I knew those rules, I understood them, but I still allowed my professional standards to be lowered to do what I did, ... it’s something that will likely haunt me the rest of my life.”

—Scott London, former KPMG partner

What was it like breaking the news to your family?

My dad was a CPA. He passed away in 1999, which is a good thing, I think, because if he was alive to see what I did, I don’t think he would be very proud of me. ... It was hard telling my kids who I think had [me] up on a pedestal. They’re in college and we always taught them pretty good morals and ethics. My kids are very well adjusted and under tow that didn’t come through the audit process.

Beyond rules and regulations, though, did you think also of the morality of the situation? I understood the moral consequences. I understood that I was using my position of trust, [of having] access to information other people didn’t. I knew what I was doing was wrong, I acknowledge the lack of judgment, but I won’t say I didn’t know it was wrong. I knew that, and just like—if you want to throw in an analogy—if you have an affair and you’re married, you know it’s wrong, but there are reasons you want to do it. They’re two completely different issues, but it’s just human nature that sometimes you can’t explain why you do what you do. I think the only explanation I have is I allowed personal emotions, vis-à-vis the friendship I had with Shaw, to get in the way of my ethical and moral standards, and that’s part of being a human being. We make mistakes, and that is why I did it. It doesn’t justify it—I know it was wrong. I’m totally to blame, but if you look for cause and effect, that could be it.

What was it like breaking the news to your family? My dad was a CPA. He passed away in 1999, which is a good thing, I think, because if he was alive to see what I did, I don’t think he would be very proud of me. ... It was hard telling my kids who I think had [me] up on a pedestal. They’re in college and we always taught them pretty good morals and ethics. My kids are very well adjusted and under tow that didn’t come through the audit process.

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In general, the CPA profession places a very strong emphasis on ethics and yet we clearly see that, in your case, there was a breakdown. Is there anything that you think could actually help to create more ethical CPAs? I don’t think there’s anything wrong with the infrastructure and compliance processes at all the firms—I think the nature of the compliance process in KPMG and its systems are extremely robust. This is merely a case of one rogue individual making some personal mistakes and not seriously thinking through the repercussions they would have on friends, family, career, finances, clients and so forth. I believe these are mutually exclusive events—I don’t think you could attribute what went on with me to any weaknesses or flaws in the system of compliance that currently exists with firms, based on my experience with KPMG.

I think the bottom line is that firms do everything humanly possible to prevent violations. Normally, fraud is detected in a way that doesn’t come through the audit process, and that’s my situation here. It was detected by one of the regulators of unusual activity, but the bottom line is that the process at the firms is significantly robust to prevent typical activity.

Did you ever attempt to justify what you were doing? I never really rationalized or justified it. If there was any rationalization, it was based upon my belief that the volume and activity of trading was low and therefore so small that, well, who could get hurt? Those types of thoughts would sometimes enter my mind, but most of the time I just wasn’t thinking about it at all.

You had attempted to stop at one point but later started up again. What was going through your mind?

I put a lot of thought into that. It started in November 2010 and then ended in May of 2012, and really, in defense, the reason we got back into it was the FBI. They’re in college and we always taught them pretty good morals and ethics. My kids are very well adjusted and under tow that didn’t come through the audit process.

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By the time I just wasn’t thinking about it all. You had attempted to stop at one point but later started up again. What was going through your mind? I put a lot of thought into that. It started in November 2010 and then ended in May of 2012, and really, in defense, the reason we got back into it was the FBI. They’re in college and we always taught them pretty good morals and ethics. My kids are very well adjusted and under tow that didn’t come through the audit process.

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would recognize revenue based on contracts: their creation, their breakdown into discrete performance obligations—that is, promises to transfer a distinct good or service—and their ultimate completion. Essentially, according to the standard, when performance obligations are completed, the revenue is recognized. The boards offered a framework for conceptualizing the new standard, breaking things down to a five-step process.

The first step is to identify the contract with the customer. A customer is defined as a party contracted with an entity to obtain goods or services that are the output of the entity’s ordinary activities in exchange for payment, as opposed to a collaborator that shares the benefits, such as two entities that share development costs. Bauer said that nonrevenue contracts are scoped out of this standard, as are leases, insurance and financial instruments, which have their own rules.

She added that guarantees and nonmonetary exchanges between entities that are in the same line of business are similarly scoped out.

Second, the entity identifies the performance obligations. These form the basic accounting unit to which entities allocate payment and recognize revenue. A performance obligation, Bauer continued, can be explicitly stated, as in a written contract, or implied through customary business practice.

“If a customer has a valid expectation of receiving a good or service, you may have a performance obligation,” she said.

Third, the entity determines the transaction price, which is the amount the entity expects to be paid in exchange for the promised good or service. It then allocates the transaction price to the performance obligations in the contract.

The general rule, Bauer explained, is to allocate the price on a relative stand-alone selling basis; if the entity expects, at contract inception, that the period between when it transfers a promised good or service to a customer and when the customer pays for that good or service will be a year or less.

In general, Jo Ann Golden, an NYSSCPA past president, a member of the Society’s Financial Accounting Standards Committee, and one of the letter’s original authors, said she had positive feelings about the methodology proposed in the final standard.

“The whole concept of mapping—of going from point A to the final point of how you actually recognize revenue and disclose it—seemed to be pretty clear and seemed very thoughtful in terms of the way they took a look at this,” she said.

What she found interesting about the final product was that it seemed much more principles-based than rules-based, and could be compared more to guidance than rules. However, she also pointed out that it is the first major convergence standard to be completed by the two boards and was intended to be a new way of looking at things. She said it will be “interesting” to see how this plays out in the long run.

For public entities and certain nonprofits and employee benefit plans, the revised standard is effective for annual reporting periods beginning after Dec. 15, 2016. For nonpublic companies, the standard is effective for annual reporting periods beginning after Dec. 15, 2017, although earlier implementation is allowed back to years starting Dec. 15, 2016.

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practices. The section prescribed a series of rules and penalties for practitioners who offer a covered opinion—that is, written advice about a host of transactions or arrangements that the IRS considered outright, or within the ballpark of, tax avoidance or evasion.

Many complained that the criteria for what constituted a covered opinion was overly broad. To err on the side of safety, use of the disclaimer became ubiquitous, with practitioners hoping to protect themselves by prominently disclosing that the advice in a written communication is not intended to be used by the taxpayer to avoid tax penalties.

As it eliminated the covered opinions rules, the IRS noted that all the guidelines had done was increase the burden on practitioners and clients without actually improving the quality of work on the part of tax professionals.

“In many instances, these disclaimers are inserted without regard to whether the disclaimer is necessary or appropriate,” the IRS said in the updated regulation. “These types of disclaimers are routinely inserted in any written transmission, including writings that do not contain any tax advice.”

In place of Section 10.35, all written advice will now be covered by Section 10.37, which, rather than a set of specific standards, is described by the IRS as a collection of principles governing tax advice. Under the new rule, practitioners must “base all written advice on reasonable factual and legal assumptions, exercise reasonable reliance, and consider all relevant facts that the practitioner knows or reasonably should know. A practitioner must also use reasonable efforts to identify and ascertain the facts relevant to written advice on a Federal tax matter.”

Consequently, the service wrote, “Treasury and the IRS expect that these amendments will eliminate the use of a Circular 230 disclaimer in e-mail and other writings.”

The new guidance became effective as of June 12.

Barry S. Kleiman, chair of the Taxation of Individuals Committee, felt this was the right move, and agreed with the IRS that the disclaimers didn’t accomplish much.

“The disclaimer was being overused,” he said. “It would be on an email from my admin person telling me what the cafeteria had for lunch today, and on an email I sent to a client with a response to a question. It reduced the significance of it.”

David Sands, the liaison for the Relations with the Internal Revenue Service Committee, agreed.

The disclaimers, he said, were “very boiler-plate,” and often ignored. “I’m not sure what protections it even gave you,” he added.

However, Vincent J. Cosenza, the immediate past chair of the Taxation of Individuals Committee, noted that the change also means that practitioners can’t use the disclaimer as a shield and must be more cautious and aware of the nature of the advice that they give.

“You’ve got to put more thought into it to ensure it’s reasonable and that the purpose is not to avoid getting caught on an audit, which is a more aggressive approach,” he said. “They won’t catch it if something you can’t say.”

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UPCOMING INDUSTRY COMMITTEE MEETINGS

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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, Committees, at 212-719-8358 or ngomez@nysscpa.org, to find out more information.

UPCOMING CONFERENCES

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Technology Assurance Conference
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Health Care Conference
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October
Private Equity and Venture Capital Conference
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November
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December
Real Estate Conference
December 4

Exempt Organizations Conference
December 9

Estate and Trust Administration Conference
December 11

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The AICPA launched its revised Code of Professional Conduct on June 2, via a new online platform designed to improve its ease-of-use. The code, which the NYSSCPA voted to adopt in May 2013, governs the conduct of every State Society member. Though the AICPA is encouraging early adoption, the revised code becomes effective on Dec. 15, to give users ample time to adapt to the change in structure. Approved in January, the revised code is the product of a six-year-long effort by the AICPA’s Professional Ethics Executive Committee (PEEC) to make the information more accessible, so that users can “reach correct conclusions more easily,” according to the PEEC’s site. Members can view the code at http://bit.ly/1m5ovY6.

AICPA’s site. Members can view the code at http://bit.ly/1olyicP, for help in understanding how to navigate the revised AICPA code.

The revised code “is intuitively arranged ... all while retaining the substance of the existing AICPA ethics standards,” said Ellen Gorza, a senior manager of Independence and Special Projects for the AICPA’s Professional Ethics Division.

Moreover, though the code had previously been available as a simple PDF file, its new online platform comes with tools that allow CPAs to conduct searches (a function that had been absent in earlier incarnations) and make use of personalization features. For example, users can create notes, save and bookmark search results, and email different sections. The code can also be converted to a printable, date-stamped PDF file. To gain complete access to all of the features of the revised code online, users must complete a one-time free registration, even if they are already AICPA members, Cutler said.

In terms of the revised Code, there have been comparatively few substantive changes, she added. The most significant is the addition of two conceptual frameworks for individuals in public practice and those in business, etc. (i.e., the threats and safeguards approach). In order to give members time to become familiar with the conceptual frameworks, their effective date is Dec. 15, 2015, one-year after the effective date of the revised code.

Additionally, there were substantive changes to guidance on ethical conflicts, loans and lending institutions, and blind trusts, while a new definition of attest client and expanded application in the areas of self-review threats; director positions; false, misleading or deceptive acts; billing for a subcontractor’s services; attest engagement performed with a former partner; and use of the AICPA awarded designation, were incorporated.

As it stands right now, Cutler believes that, like other codifications in recent years, the biggest initial learning curve for the revised code will be its new numbering and citation system. The old version is based on a three-digit system, with an additional dashed number in the event of an interpretation.

The new code is totally different, she said, and takes the following format: X.XXX.XXX, with the first number being either one (public accounting), two (business), or three (other), depending on the part it refers to, followed by three more digits that point to a topic within the section, and another three digits that refer to a subtopic or section. Fortunately, the revised code also includes a mapping document that allows people to reference the old number citation system in order to find their placement in the new rules.

Indeed, Carr added, the only downside to the new code is that CPAs who are used to the old version will “now have to reacquaint [themselves] with it.” However, Cutler said, the AICPA is planning training webcasts—one of which she herself attended—as part of the rollout and is developing a conceptual framework toolkit. The AICPA is also offering a video, available at http://bit.ly/1olyicP, for help in understanding how to navigate the revised AICPA code.

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**Society’s ethics committee gives high praise to restructured conduct code**

**BY CHRIS GAETANO**

**Trusted Professional Staff**

T he AICPA launched its revised Code of Professional Conduct on June 2, via a new online platform designed to improve its ease-of-use. The code, which the NYSSCPA voted to adopt in May 2013, governs the conduct of every State Society member.

Though the AICPA is encouraging early adoption, the revised code becomes effective on Dec. 15, to give users ample time to adapt to the change in structure. Approved in January, the revised code is the product of a six-year-long effort by the AICPA’s Professional Ethics Executive Committee (PEEC) to make the information more accessible, so that users can “reach correct conclusions more easily,” according to the PEEC’s site. Members can view the code at http://bit.ly/1m5ovY6.

Jack M. Carr, chair of the NYSSCPA’s Professional Ethics Committee (PEC), was enthusiastic about the new format.

“The prior code wasn’t intuitively organized,” he said. “The revised code is definitely much easier to follow. Someone who is, say, a business member and got two tickets to a show from a client can look and find [the relevant rules for handling such a scenario] in less than five minutes.”

The most significant difference between the old and the new code, according to Debbie A. Cutler, a past chair of the PEC, is mainly in how it’s organized. To make retrieving information easier, the code is now broken down into several parts by line of business: members in public practice, members in business, and other members (those seeking employment, students and retirees). Each part is then organized by topic and, where necessary, subtopic or section.

The revised code “is intuitively arranged ... all while retaining the substance of the existing AICPA ethics standards,” said Ellen Gorza, a senior manager of Independence and Special Projects for the AICPA’s Professional Ethics Division.

Moreover, though the code had previously been available as a simple PDF file, its new online platform comes with tools that allow CPAs to conduct searches (a function that had been absent in earlier incarnations) and make use of personalization features. For example, users can create notes, save and bookmark search results, and email different sections. The code can also be converted to a printable, date-stamped PDF file. To gain complete access to all of the features of the revised code online, users must complete a one-time free registration, even if they are already AICPA members, Cutler said.

In terms of the revised Code, there have been comparatively few substantive changes, she added. The most significant is the addition of two conceptual frameworks for individuals in public practice and those in business (i.e., the threats and safeguards approach). In order to give members time to become familiar with the conceptual frameworks, their effective date is Dec. 15, 2015, one-year after the effective date of the revised code.

Additionally, there were substantive changes to guidance on ethical conflicts, loans and lending institutions, and blind trusts, while a new definition of attest client and expanded application in the areas of self-review threats; director positions; false, misleading or deceptive acts; billing for a subcontractor’s services; attest engagement performed with a former partner; and use of the AICPA awarded designation, were incorporated.

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The AICPA expressed concern about a voluntary program that the Internal Revenue Service (IRS) has introduced in the wake of a federal court decision striking its ability to directly regulate paid tax preparers, saying that the new initiative could confuse the public and lead to litigation.

The AICPA expressed its views in a letter sent to IRS Commissioner John A. Koskinen on June 24.

The program in question would allow tax return preparers to complete a continuing education program that includes a comprehension assessment, in order to be able to represent clients before the IRS on tax matters and get a certificate from the IRS that they can display in their offices, though they would need to take the test every year to retain certification. This measure was instituted when the U.S. Supreme Court struck down a mandatory preparer registration program for unenrolled tax preparers and was officially launched June 26.

Koskinen, in a speech on June 26, said that the IRS saw this program as a temporary measure, to be used until Congress enacts a mandatory law giving the service authority for mandatory oversight of return preparers.

“arbitrary and capricious because it fails to address the problems presented by unethical tax return preparers who defraud their clients.”

The AICPA said the program is “arbitrary and capricious because it fails to address the problems presented by unethical tax return preparers who defraud their clients.”
Pressure builds for U.S. taxpayers with foreign accounts

BY ROBERT S. BARNETT, CPA, J.D., M.S. (TAXATION), and RENATO MATOS, J.D., LL.M (TAXATION)

The Foreign Account Tax Compliance Act of 2010 (FATCA) has manifested outside the United States in recent months, as a result of an agreement announced on Aug. 29, 2013, between the U.S. Department of Justice and the Swiss Federal Department of Finance (FDF). Recently, numerous Swiss banks have notified U.S. account holders that they must either provide evidence that their accounts have been properly disclosed to the IRS or confirm participation in the offshore voluntary disclosure program (OVDP). Failure to comply will likely result in the bank releasing information about the account and account holder to the Justice Department, which will then determine whether or not to pursue a criminal investigation and prosecution.

In addition to prompting international agreements, FATCA seeks to enforce U.S. tax and banking laws by requiring U.S. banks to withhold 30 percent of international fund transfers and by requesting that foreign financial institutions disclose account holders who might have failed to comply with U.S. tax obligations.

Under the Internal Revenue Code (IRC) and banking laws (i.e., the Bank Secrecy Act), U.S. residents and citizens—including those living outside the United States—have two primary reporting obligations to the Department of the Treasury. First, they must report all of their worldwide income (including income from wages and investments) and their interests in certain entities. Generally, such entities include corporations, partnerships and trusts organized outside the United States and not publicly traded. Second, pursuant to the Bank Secrecy Act, all U.S. taxpayers must file Form 114, Report of Foreign Bank and Financial Accounts (FBAR), reporting their financial interest in financial accounts outside the United States when the aggregate value of such accounts exceeds $10,000.

Under U.S. law, noncompliant taxpayers face criminal prosecution and penalties that could exceed the undisclosed account’s balance; however, taxpayers may become compliant and avoid criminal prosecution by entering into agreements with the IRS through the OVDP or related procedures, such as opting out or following the streamlined filing compliance procedures.

Offshore voluntary disclosure program
Under the OVDP, a U.S. taxpayer discloses foreign bank accounts and amends returns for an eight-year voluntary disclosure period. Taxpayers must then pay taxes on all previously unreported income, along with a 20 percent accuracy-related penalty on such taxes. In addition, the taxpayer pays one of three nonnegotiable penalties based on the highest annual aggregate account balance that the taxpayer has previously failed to disclose. These OVDP penalties are applied in lieu of the FBAR penalty under the banking law, penalties under the tax code, and potential liabilities for years prior to the voluntary disclosure period:

- **27.5 percent OVDP penalty.** The standard penalty equals 27.5 percent of the highest annual aggregate account balance during the voluntary disclosure period. This penalty applies in the majority of OVDP cases and, while substantial, it provides amnesty from criminal prosecution for noncompliance.
- **12.5 percent OVDP penalty.** A taxpayer will qualify for a 12.5 percent penalty if the taxpayer’s highest aggregate account balance, in each of the years within the voluntary disclosure period, is less than $75,000.
- **5 percent OVDP penalty.** A taxpayer qualifies for a 5 percent penalty if the taxpayer falls within one of the following three categories, two of which apply to U.S. taxpayers living outside the United States (foreign resident):
  - De minimis. To qualify, the taxpayer 1) must not have opened or caused the account to be opened; 2) must have exercised minimal, infrequent contact with the account; 3) must not have withdrawn more than $1,000 from the account in any year the taxpayer was noncompliant and 4) must establish that all applicable U.S. taxes were paid on funds initially deposited to the account.
  - Unaware foreign resident. The taxpayer must be a foreign resident who was unaware of being a U.S. citizen.
  - Compliant foreign resident. The taxpayer must 1) reside in a foreign country, 2) have shown good faith in that he timely complied with all tax reporting and payment requirements in the country of residence, and 3) have less than $10,000 of U.S. source income each year.

Opting out
Before or after entering the OVDP, a taxpayer may irrevocably elect to opt out of the OVDP’s rigid penalty structure. In such circumstances, if the taxpayer discloses all foreign accounts and files all required documents, the IRS may accept a reduced penalty of 5 percent of the highest aggregate account balance disclosed, provided the taxpayer is not the owner of an account that has been previously disclosed to the IRS. If the taxpayer discloses all foreign accounts but does not file all required documents, the IRS may accept a reduced penalty of 12.5 percent of the highest aggregate account balance disclosed, provided the taxpayer is not the owner of an account that has been previously disclosed to the IRS.

See Foreign Accounts, on page 12
Foreign Accounts

As FATCA and the Justice Department break down international legal barriers, it’s important for noncompliant U.S. taxpayers living in the United States or abroad to consider their options.

Protection from criminal prosecution is generally provided to the taxpayer if the opt out occurs after entering the OVDP.

Generally, under the Bank Secrecy Act, there are three levels of penalties for the failure to file FBARs:

- **Willful penalty.** Where the IRS cannot prove that the taxpayer was willful in failing to file, the penalty is $10,000 per account annually.

- **Nonwillful penalty.** Where the IRS can prove that the taxpayer was willful, the penalty equals the greater of 50 percent of the highest account balance or $100,000 per account annually. Evidence of willfulness includes letters from the IRS (or other entities) to the taxpayer informing of the FBAR filing responsibility or the taxpayer’s previous FBAR filings. Evidence of willfulness includes letters from the IRS (or other entities) to the taxpayer informing of the FBAR filing responsibility or the taxpayer’s previous FBAR filings.

- **Nonwillful penalty with reasonable cause.** Where the taxpayer had reasonable cause for failure to file, the IRS will not impose penalties. Reasonable cause includes reliance on a tax professional.

To be eligible, a taxpayer must 1) have resided outside the United States since Jan. 1, 2009; 2) have not filed a U.S. tax return during the same period and 3) present a low compliance risk. To be eligible, a taxpayer must 1) have resided outside the United States since Jan. 1, 2009; 2) have not filed a U.S. tax return during the same period and 3) present a low compliance risk.

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War Story: when no good deed goes unpunished

Sometimes, fulfilling a client’s request to share information with a third party can be trickier than it sounds

BY SUZANNE M. HOLL, CPA

Editor’s Note: “War Stories,” drawn from Camico claims files, illustrate some of the dangers and pitfalls in the accounting profession. All names have been changed.

Teddy Easley, a CPA, was contacted by one of his larger tax clients, Bill Hugo, who said that in order to qualify for a mortgage refinance, he would need Easley to write a letter verifying that Hugo was self-employed, his business was financially sound and that he was creditworthy.

At first blush, Easley gave little thought to his client’s request. He had been preparing Hugo’s tax returns for several years, and from all appearances, Hugo was the successful owner of an appliance dealership that had been a fixture in the region for more than two decades.

When Easley began to compose the letter, though, he started to think about the fact that he had never really verified the tax return figures that Hugo had provided for him. Easley realized that a letter verifying the sound financial footing of Hugo’s dealership was more of a business projection or forecast, not only to obtain such a letter, but for other services as well—a clear implication that Easley might lose Hugo as a client.

Easley ultimately provided the letter, stating, in part, that Hugo was self-employed in the appliance business and that his business would continue to operate on a sound financial footing. The mortgage company, Creative Financial Group, approved the refinancing, based, in part, on Easley’s letter, but Hugo did not receive nearly as much in proceeds from the refinancing as Leghorn had led him to believe.

Hugo’s appliance business had actually taken a turn for the worse, and he needed all of the proceeds he thought he was going to receive in order to pay some large debts and keep his business afloat. He was now unable to make his loan payments, and Creative Financial Group foreclosed on the loan.

Creative also filed a lawsuit against Easley, alleging damages of $85,000 from Easley’s negligent misrepresentation of Hugo’s finances.

How to mitigate risks when responding to third-party requests

There are a number of protective measures a CPA should take when responding to a third party’s request for information about a client:

• Be sure to receive written consent from the client before disclosing tax return information in a context other than the preparation and filing of tax returns, as directed by Section 7216 of the Internal Revenue Code (IRC).

• Document only facts, including the services performed. Refrain from speculation or comments regarding future events (e.g., forecasted future income or contingencies).

• Avoid making conclusions that were not part of the services rendered to the client (i.e., do not make assurances regarding the accuracy or completeness of the information provided, unless the scope of services enables you to provide such assurances).

• Do not provide any form of assurance regarding matters of solvency.

• Stay away from words that expand—rather than narrow—your responsibilities. Keep the language of the letter simple and clear.

Conveying limits to clients

In addition to taking the steps above, CPAs should also educate their clients about what can and cannot be provided to a third party. This includes—

• having a conversation with the client regarding the scope and limits of the services rendered,

• clarifying for the client what can and cannot be provided under the scope and limits of the services rendered,

• explaining that you are unable to provide an assurance opinion on the client’s financial position when you have not performed the requisite scope of services to do so, and

• stating that professional standards for CPAs prevent you from providing any form of assurance regarding matters of solvency.

It’s important to follow these guidelines—even when the client or financial institution gives you little or no time to act.

Suzanne M. Holl, CPA, is senior vice president of loss prevention services at Camico (www.camico.com). With more than 18 years of experience in accounting, she draws on her Big Four public accounting and private industry background to provide Camico policyholders with information on a wide variety of loss prevention and accounting issues.

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.

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How to excel at Excel
Tips and tricks for getting the most out of a CPA’s go-to application

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

As an adjunct professor, I consider it my good fortune to be in regular contact with the next generation of CPAs because it has taught me a valuable lesson: Sharing experiences and transferring knowledge can be a two-way street. Though we veteran professionals have accumulated expertise to share with aspiring and younger CPAs, we can also learn a few tricks from them as well.

One area where I’ve found this to be true is in NextGeners’ street-smart use of Excel. Like many professionals, I first learned Excel on the job. As a result, I often feel like I’m playing a game of catch-up—I continue to discover features that I wish I had learned a long time ago. On the other hand, I find that younger people, whether they’re students or staff, have an intuitive sense about this and other applications, and have identified productive ways to use Excel that I wouldn’t have thought of.

I’ve listed a few of my favorite Excel features below. (I actually found out about them while doing statistical research to improve my fantasy baseball team!) In addition, I asked four NextGeners to share some of their favorite tips as well. These aren’t complicated tricks—I like them in part because they’re so simple; if you’re not already using these features, you can easily incorporate them into your routine. Thanks to my students at SUNY–College at Old Westbury, for their help with this column.

1 Import table data from the Web
   The Internet has an endless supply of tables with useful data that can be analyzed, such as government economic research tables or financial tables used for investment decisions. When working in Excel, if you first select the “Data” tab and then hit the “From Web” tab, you’ll get a Web prompt query. Enter the Web address containing the data you wish to drop in. You’ll be prompted to click on the tab you’re interested in (it will turn green once you have) and select “Import.” The table will then be downloaded into your spreadsheet, allowing further analysis.

2 Make conditional formatting your friend
   Sometimes, you need to interpret data at a glance. For example, you might be presenting information to a client who prefers visuals to words. Located on the Home ribbon, the conditional formatting tab allows you to automatically color code conditions that appear in the data, using, for example, top-bottom analysis (e.g., top 10 percent, bottom 10 percent). You can also create bar graphs that compare one cell to a range of cells or quickly identify and color code duplicates and other relationships.

3 Filter by color
   OK—it’s not the most complex feature, but it’s a great convenience and an especially useful tool for those of us (yes, myself included) who have simple sorting needs. You assign a color to a particular type of record and then filter records based on the color, rather than traditional filter focuses. You can find this feature on the Data>Sort ribbon. Now, here’s some advice from my NextGen friends:

   **Ryan Steinberg**
   Student, SUNY-College at Old Westbury, M.S. in Accounting, Class of 2015
   For help in mastering Excel, visit ExcelExposure.com, which offers a free online class designed to help the user learn the application. The site provides lectures and tutorials on everything from basic Excel functions SUMIF, COUNTIF and AVERAGEIF can be used to analyze large amounts of data by grouping identical characters within a certain range. In order to do this, the criteria you’re looking for must be defined. When analyzing data, you can use SUMIF to add, COUNTIF to count the cells or AVERAGEIF to average the criteria you are looking for. The data will only be summed, counted and averaged if the criterion for the range is true. By using this tool, the amount of time spent analyz-
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*You do not need to be a member of AICPA PCPS or TSCPA to participate.

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Joel Lanz, CPA/CITP CFF, CISA, CISM, CISSP, CFE, is the sole proprietor of Joel Lanz, CPA PC, 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.

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Adair to Young CPAs: leadership is a verb, not a noun

BY CHRIS GAETANO
Trusted Professional Staff

You can hit the management books, sign up for the executive coaching and attend the weekend leadership retreats. But according to NYSSCPA President Scott M. Adair, when it comes to sharpening leadership skills, information is useless unless it’s paired with action. Speaking before an audience of budding professionals at NextGen: The Conference for Young CPAs in June, Adair said that leadership is less about what you are and more about what you do. It’s not an identity, he explained, but, rather, a manifestation of actions you’ve taken that make people want to follow you.

“Being an effective leader is ultimately about getting things done,” he explained. The NextGen Conference was hosted by the Society’s Foundation for Accounting Education, with identical sessions held in two locations—Melville, N.Y., and Rochester. As part of the NYSSCPA’s broader NextGen initiative, which arms those at the start of their careers with professional development services and networking opportunities, the conference offered practical advice on preparing for the CPA Exam and understanding various types of certifications. It also focused on soft skills, such as leadership, time management and business communications—areas in which young people often come up short. Indeed, in a recent survey of more than 3,000 people by Bentley University that included millennial students, recent grads and employers, 55 percent of business managers and 60 percent of corporate recruiters said they wish that new grads had honed more of their soft skills in college.

During his talk, Adair said that the business world looks to CPAs for leadership because they, by nature, are smart, level-headed people who aren’t “going to go off on some half-baked idea.” Rather, he said, as trusted professionals, they can be counted on to provide reasonable assurance that something can be done—and be done in a way that is in the best interests of the organization.

“People think you’re just a numbers cruncher, but we are so much more than that to our communities,” he said. “Who do [the leaders in our communities] go to when they need something done? They turn to the accountants.”

To prove his point, he asked the audience to name the last time they had missed a deadline. No one raised his or her hand. “If I give you a project, you’re going to get it done, one way or another. That is being a leader in and of itself.”

Still, while Adair said that he learned about leadership largely by doing his best to be a good CPA, he added that it also pays to find role models and study the positive examples around you.

“Watch partners, watch presidents of companies, watch vice presidents of companies, watch vice presidents of companies, watch vice presidents of companies,” he advised. “Take from the multitudes of them.”

Moreover, though CPAs tend to be a risk-averse crowd, a natural component of leadership is learning how to stick your neck out, he added. Using himself as an example, he explained that he’s generally not one to raise his voice. So, when he did decide to speak up, both in the office and at the Society, he knew it would mean stepping out of his comfort zone.

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CPAs who volunteer give a little, get a lot

BY CHRIS GAETANO
Trusted Professional Staff

Nonprofit organizations across New York state are in dire need of CPA volunteers, especially in light of recent changes to the state’s nonprofit laws that call for more active financial oversight, said Stephen T. Surace, a past Utica Chapter president, at NextGen: The Conference for Young CPAs, on June 6.

Surace, who is the CFO and vice president of Adjusters International, Inc., a disaster recovery consulting organization, sits on the boards of several community groups, including the United Way, and is a member of his church’s finance committee.

He led a session at the conference entitled, “How to Use Your Skills to Give Back to the Community.”

He said that, in his experience, while many members of nonprofit boards are adept in different areas, they often have a hard time making sense of an organization’s financial issues. On numerous occasions, he explained, he’s received a call from one of his friends in the community complaining about a huge problem, only to find that they were struggling with something that, for a CPA, is trivial and easy.

“All these nonprofit boards are saying, ‘Oh my god, I need help, and I need people with specific financial backgrounds!’ i.e., CPAs,” Surace said.

Though volunteering might seem exhausting for professionals who already have intense day jobs, Surace said that it’s important to give back. If we don’t do it, he said, who will?

Volunteering your time as a CPA can also yield benefits, he added. For example, it can be great for networking because people not only learn your name, but they also learn to associate it with competence, which may lead to client referrals. Moreover, he said, it can be great for professional development, especially if you’re new to the profession.

By volunteering, “[you can] be involved in a lot of high-level conversations that can add so much value … this is a great way to develop skill sets at an early age,” he said.

Of course, he added, it’s important that you approach these things with the right mindset: Your goal can’t be just to network. He also said that it’s important to have fun volunteering by getting involved in something that you care about and are interested in. For example, he continued, outdoorsy types might consider volunteering with a land management corporation. “That buys all the land in the park.”

In addition to lending a helping hand to nonprofits in the community, Surace also encouraged young professionals to give back by volunteering their time with the NYSSCPA.

At the next chapter CPE event you attend, he said, “Go to the person collecting signatures out front and say, ‘Hey, do you guys need any help?’ … You’re there anyway.” (Members can find chapter contact information at nysscpa.org/page/about-us/chapters or by contacting Lelia Dickenson, the NYSSCPA’s Manager of Chapter Relations, at liddickenson@nysscpa.org.)

The same is true for statewide committees, he said. “Being involved in any of the committees is pretty simple, and you gain a lot of knowledge when you’re on it, whether it’s the [Political Action Committee], the Real Estate Committee or the Construction Committee,” Surace said.

Though volunteering might seem exhausting for professionals who already have intense day jobs, it’s important to give back. “If we don’t do it, who will?” —Stephen T. Surace, NextGen Conference speaker

YCPA

Continued from page 16

“I never expected to be the president of the State Society. I never had a desire to be president,” he said. “I always thought that was too much work, or I didn’t have time for it. But if the opportunity presents itself, [you’re] got to step outside [your] box and do it.”

He encouraged attendees to start finding and creating their own opportunities by becoming active participants in the Society themselves, and taking leadership roles in a chapter or committee.

“If you think about nothing else, think about getting more actively involved in the NYSSCPA,” he said.

In the end, Adair shared that he was happy simply to see all the young professionals in the audience. NextGen Conference attendees, he said, made the active decision to invest in their own future and put their best foot forward.

“I’m not concerned about the people in this room. I’m worried about the people outside of it,” he said. “You want to be the next generation of CPA leaders. And you will be.”

For more information on committees, visit www.nysscpa.org/epass/Committees/CommitteeListing.aspx or email Nellie Gomez, Manager, Committees, at ngomez@nysscpa.org.

ggaetano@nysscpa.org

The NextGen has its say

Where do young CPAs stand on some of the hot-button issues the profession is grappling with? The CPA Journal, the NYSSCPA’s flagship publication, will take an in-depth look in its August 2014 issue, with a special cover story on the accounting world’s next generation. As part of the package, the Journal held a roundtable discussion with young CPAs Somya R. Munjal, Jordan Frey, Rumbi Bwerinofo-Petrozzello and Michael R. Durant on June 25 at the NYSSCPA’s Wall Street office. Moderated by Journal Editor-in-chief Maria L. Murphy, the discussion explored what the profession can do to attract new members, the role of technology in a rapidly changing professional environment, and lessons that can be learned on both sides of the generational divide, among other things. “We wanted to give our young members a forum to discuss the issues,” Murphy said. To read the conversation, be sure to grab your copy of The CPA Journal in August. —Chris Gaetano
Buffalo to tackle PCC and more at annual Summer Symposium

BY THOMAS BURNS
Buffalo Chapter President

As I prepare to start my term as Buffalo Chapter president, I am excited to have the opportunity to influence and encourage young CPAs in Western New York and eager to attend more chapter events and meet with members. I look forward to the summer months ahead and to attending our 12th annual Summer Symposium.

The Symposium, which will be held at the Millennium Hotel on July 22–23, will feature a variety of topics including ethics, audit efficiency, insurance, Service Organization Control (SOC) reports and Private Company Council (PCC) updates from Michael Cheng, the PCC Coordinator for the Financial Accounting Standards Board. It will also offer updates on the financial reporting framework for small and medium-sized entities, business valuations and the ABCs of executive presence. Thank you to the A&A Committee for another outstanding lineup.

The Buffalo Chapter sponsored the attendance of six individuals at the Foundation for Accounting Education’s NextGen Conference held last month in Rochester. The young CPAs also hosted a CPE and networking event on June 12 at Classics V in Amherst. Jenna L. Martin of AdvanceMe Associates gave a presentation on the topic of personal branding. Thank you to everyone who attended the events and the firms that supported these efforts.

Our Cooperation with the Risk Management Association (RMA) Committee, headed by Paul E. Kiel, held its annual Banker and CPA mixer on June 11 at Frank Lloyd Wright’s Fontana Boathouse on the Niagara River.

Our Career Opportunities in the Accounting Profession (COAP) program, led by Ann Burstein Cohen, was held in June. Now in its ninth year, this successful program offers students a glimpse of the accounting profession and encourages them to choose a career in accounting. I look forward to the banquet on July 2 at the historic Hotel Lafayette.

I would like to thank Patricia A. McGraith once again for her dedicated service to the Buffalo Chapter as the 2013/2014 president. She has been a great leader and role model and is a strong supporter of the young CPAs. I plan to continue that mission. Although I am a little more reserved than Pat, I still have a strong passion for the State Society. I am awed by the great people who came before me and hope to follow the example they’ve set. I’m still trying to find the answer to Pat’s riddle from her President’s Message in the May Trusted Professional.

The Buffalo Chapter needs more interested people like you to bring fresh ideas and a commitment to excellence. Let me know if you are interested in joining one of our committees, and I will get you involved!

Nassau boosts levels of interaction

BY ROBERT S. BARNETT
Nassau Chapter President

I look forward to the upcoming year as the 61st president of the Nassau Chapter and to working with my chapter officers, board and committee members. I would like to thank all those who attended and supported the installation on May 8 and helped to make the event a positive reflection of our chapter and the Society. With the support of our sponsors and attendees, we were able to raise more than $75,000 at our Installation Dinner, which will benefit charities such as the Long Island Community Foundation, Long Island GLBT Services Network, the ASPCA and the Crohn’s & Colitis Foundation of America. I hope to have as much success with all of the other events to be held in the upcoming year.

The Nassau Chapter Golf Outing was held on June 12. Following that we had another great charity event, the Ellen Gordon CPAs 4(a) Cause 5K Run/Walk to End Hunger, on June 14 at Eisenhower Park. All funds raised will benefit the hunger relief organization Island Harvest. We were anticipating up to 300 participants, but the turnout exceeded our expectations—we had 350 attendees instead.

We hope that attendance at the next year’s event will continue this upward momentum. I wish to thank my predecessor, Scott Sanders, for his leadership and vision. Our new Financial Literacy Committee is off to a great start. We held a successful event to introduce financial literacy to children and young adults. Our Career Opportunities in the Accounting Profession (COAP) program at Adelphi University started on June 28 and culminated with a banquet on July 2. This year, our program includes diverse events spanning an array of topics, from business technology to professional presentation and etiquette. The students had an opportunity to visit local CPA firms. Nassau and Suffolk Chapter young CPAs will be hosting our Third Annual Super-Sized Networking event on Aug. 7. Please invite anyone you know who would benefit from this opportunity.

In the upcoming year, I hope to introduce intercommittee events in order to generate better attendance and interactivity. We are also anticipating various new member activities and promotions. I look forward to an exciting and productive year. I am honored by this opportunity and look forward to working with everyone throughout the year.

Robert S. Barnett
Nassau Chapter President

rbarnett.nassauchapter@blmsdcpa.com

The E-Zine has gotten a new look, feel and name—NYSSCPA Headlines.

Check bit.ly/SocietyHeadlines to ensure that you’re signed up for it, and news about the profession from publications you trust will hit your inbox each Tuesday.
CHAPTER EVENTS AND CPE

BUFFALO

Young CPA Taste of Buffalo Event
When: July 12–13
Where: One M&T Plaza, Audit, 16th Floor
Contact: Ashley Blecko at asrmla@dmcb.com

Buffalo Summer Symposium
When: July 22–23
Where: Millennium Hotel, 2040 Walden Ave.
Contact: Gregory Altman at galtmann@ecfirst.com

MANHATTAN/BRONX

Asset Preservation and Estate Planning for Seniors and Their Families
When: July 29, 6–8 p.m. (5:30 p.m. registration)
Where: FAE Learning Center, 14 Wall St., 19th Floor
Cost: $25 members, $35 nonmembers; $45 walk-ins
CPE: 2 (accounting)
Course Code: 29155004

When: Sept. 9, 4–8 p.m.
Where: FAE Learning Center, 14 Wall St., 19th Floor
Cost: $25 members, $35 nonmembers; $45 walk-ins
CPE: 2 (advisory services)
Course Code: 29152502
Contact: Barbara Marino at bmarino@thehackettgroup.com

QUEENS/BROOKLYN

Joint Queens/Brooklyn/Northeast Chapter Event: SBA Business Lending
When: July 17, 9–10 a.m.
Where: Liberty Warehouse, 260 Canoe St., Bklyn.
CPE: 1 (advisory services)
Course Code: 29163501
Contact: Aftab Shrinanker at shaycpa@gmail.com

SOUTHERN TIER

Young CPA Picnic at the Binghamton Mets
When: July 9, 6:35 p.m. (game time), 7 p.m. (in-game picnic in the left field picnic area)
Where: NYSEG Stadium, 211 Henry St., Binghamton
Cost: $20 per person
Contact: Maria Colerone-Gorzow at mzcolerone@nsllpcpa.com

Private Company Accounting and Auditing Update
When: July 23, 8 a.m.–4 p.m.
Where: DoubleTree Hotel, 225 Water St., Binghamton
Cost: $250 members, $275 nonmembers
CPE: 8 (4 accounting, 4 auditing)
Course Code: 11112561
Contact: Miranda Khil at mkhil@ecfirst.com (607-723-8216)

STATEN ISLAND

Staten Island Chapter Annual Staten Island Bus Trip
When: Aug. 14, 8:15 a.m.–7:45 p.m. (Bus leaves at 8:30 a.m. sharp. Return time is approximate.)
Where: Shobourd Resort (Bus leaves from Staten Ave., off Anthony Rd.)
Cost: $30 per person
Contact: Rosemarie Guinainazzo-Barnickel at rgbcpa@nysscpa.org

SUFFOLK

Tax Planning Under the Revised New York State Trust Accounting Income and Principal Rules
When: July 16, 8:30–11 a.m.
Where: Capital One Bank, Executive Dining Room, 275 Broad Hollow Road, Melville
Cost: Free
Contact: Seymour Goldberg at info.goldbergira@gmail.com

Nine and Dine in Riverhead
When: July 16, 2 p.m.
Where: Cherry Creek Golf Links, 910 Reeves Ave.
Cost: $50 per person (includes golf and a BBQ dinner)
Contact: John Spatola at jmpatola@nsllpcpa.com

Tax Planning Under the Revised New York State Estate Tax
When: Aug. 5, 8:30–11:00 a.m.
Where: Capital One Bank, 131 Portion Rd., Ronkonkoma
CPE: 2 (taxation)
Course Code: 29086504
Cost: Free
Contact: Seymour Goldberg at info.goldbergira@gmail.com

Young Professionals Golf Classic
When: Sept. 23, 8:30 a.m.
Where: Hamlet Willow Creek
Contact: John Manley at jmanley@ecfirst.com

SYRACUSE

Annual Ethics Update/Clambake
When: Aug. 19, 2–4 p.m. (ethics); 4–7 p.m. (clambake)
Where: Hamlet Willow Creek
Cost: $30 per person
Contact: Rosemarie Guinainazzo-Barnickel at rgbcpa@nysscpa.org

New York State Estate Tax Changes
When: July 16, 8:30–10:30 a.m.
Where: Radisson Utica
Cost: $30 members, $40 nonmembers
CPE: 2 (taxation)
Course Code: 45106501
Contact: Brian Reese at brian@ecfirst.com

UTICA

New York State Estate Tax Changes
When: July 16, 8:30–10:30 a.m.
Where: Radisson Utica
Cost: $30 members, $40 nonmembers
CPE: 2 (taxation)
Course Code: 45106501
Contact: Brian Reese at brian@ecfirst.com

Utica Annual Golf Outing and CPA Ethics Update
When: Aug. 25, 10am (12:00pm shotgun start)
Where: Shannondale Club, Clinton NY
Cost: $100 per person golf, $40 for CPE session
Contact: Robert Ritz at mtr@ecfirstcpa.com

Visit nysscpa.org/technology14 or call 800-537-3635 to register!
Rochester YCPAs prove that the “NextGen” is full of future leaders

BY ANTOINETTE SPINA
Rochester Chapter President

The summer is finally here and the Rochester Chapter is off and running. By the time this goes to print, the chapter will have already participated in the Counselor’s Cup, a golf tournament that brings together CPAs, attorneys and financial executives from all over the city for golf and networking. The young CPAs will be scheduling their golf tournament due to a weather-related postponement. They have already held the seminar, “Presentation Skills for the Accounting Professional,” led by Jonna L. Martin of Advance Me Associates. All in all, there has been a wonderful assortment of activities to choose from to be active in your chapter.

The Rochester young CPAs played host to “NextGen: The Conference for Young Professionals” by sponsoring a cocktail hour. They are also well on their way to sponsoring a “Habitat for Humanity” house, having raised more than $30,000 so far.

As chapter president, I want the chapter to take full advantage of our YCPAs’ energy, enthusiasm and tremendous knowledge. With the help of Matthew J. Taylor, the chair of our Young CPAs Committee, I asked the committee for volunteers to join our board and/or its committees. Within a couple of hours, I had five bright, energetic and capable volunteers to do everything from chairing a committee to energizing a couple of committees and volunteering this year at our Career Opportunities in the Accounting Profession (COAP) program. I welcome other young professionals to join them.

I intend to include their activities and achievements in future columns. I hope this will recognize their efforts and encourage more participation.

Stay tuned for future developments!

tpina@baileycarrcpa.com

Get ready! Chapter meetings are coming

BY EDWARD F. ESPOSITO
Queens/Brooklyn Chapter President

The Queens/Brooklyn Chapter just hosted its first CPA and Attorney Networking Party at a fine restaurant in Brooklyn and plans on hosting another one at the end of the year. In May, Adrian P. Fitzsimmons, a chapter director and a professor at St. John’s University, chaired the annual Accounting and Auditing Conference, which was held at the university’s Queens campus. We also held our organizational meeting on May 28 and have some exciting new events and ideas planned for this year.

Professor Mark Ulrich, a chapter director, State Society director and chair of the Career Opportunities in the Accounting Profession (COAP) Committee, oversaw yet another successful summer of COAP programs. The Queens program, held at St. John’s University, and the Brooklyn program, held at Long Island University in Brooklyn, kicked off on June 29 and ran through July 3. Both programs featured visits to accounting firms and other organizations, on-campus seminars and lectures, interactive career panels with young CPAs and accounting professionals, and soft skills workshops.

Two of my goals this year are: 1) to move the Oct. 29 tax conference, led by our director and Tax Committee Chair Brian J. Gordon, to Brooklyn; and 2) to host six chapter meetings, which will be held at the State Society’s offices, starting at 6:30 p.m., on the following dates:

- July 16
- Aug. 13
- Sept. 17
- Nov. 6 (will take place before our annual Ethics Seminar)

All Queens/Brooklyn Chapter members are invited. We are also looking for chapter members who would like to take on leadership roles. So mark your calendars and get involved. If you are coming to our meetings, please RSVP with our treasurer, Rosslyn Khunovich (rkhunovich@odpkf.com), so she can order food for you.

For the Southern Tier Chapter, a time of new beginnings

BY KRISTI L. EMPETT
Southern Tier Chapter President

This time of year we think of new beginnings—whether it’s the start of an accounting career, the growth of flowers and vegetables in our garden, or just a time to regroup and re-focus on our goals. One of the beginnings I’m excited about is the new chapter year. We have several things to look forward to in the Southern Tier.

First, I’d like to thank Scott Hotalen, our immediate past president, for his years of leadership. We ended our last chapter year with an awesome Educator’s Night Dinner in April, where we recognized 13 accounting students from local colleges for their outstanding accounting achievements. I want to thank Cheryl M. DiStefano for organizing the event, and all those who came out and supported the next generation of leaders in the profession. In May, we had our Officer Installation Dinner where we approved our new officers and board members. I would like to recognize President-Elect Tera A. Stanton; Vice President Santo D. Caracciolo; Secretary/Treasurer Darcy Aldous; and Past President Hotalen. Our board members are Alan Piaker, Marisa J. Colonna-Garrow, Emily L. Gardner, Brandon M. Sunderlin, William J. Scannell and Jody A. Calvasina. I want to thank Penny Z. Wightman, Ernest Skidadas, Teresa F. Allen and Robert J. Tomaka, who are coming off our board, for their service.

We began our year with our chapter organizational meeting in June. We would like to thank Scott D. Hofer, NYSSCPA vice president of chapters, Alex Metz, manager of recruitment and retention, and Lelia Dickenson, manager of chapter relations.

Our chapter also has a couple of events to look forward to this summer. On July 9, we’ll hold our Young CPA Picnic at NYSEG Stadium and watch a Binghamton Mets game, which is always loads of fun. We also have our annual Accounting & Auditing Conference for Young Professionals. They are also upcoming events.

I look forward to hearing your thoughts and ideas for chapter activities and CPE sessions—feel free to contact me at the address below.

kempett@co.broome.ny.us

Rockland to host series of seminars

BY MICHAEL E. MILISITS
Rockland Chapter President

The Rockland Chapter is anxious to fulfill some of your CPE requirements, and we have some great seminars lined up on topics such as Social Security benefits planning, estate tax planning and sales tax updates, to mention a few. We are happy to offer seminars on any topics that our members are interested in mastering. Our main concern is providing CPE on topics that are valuable to our members. If there is a topic of interest, please email me at the address below and let me know. I welcome any ideas you might have. Also, please remember to regularly check the chapter Web page, www.nysscpa.org/rockland, for upcoming Rockland Chapter seminars, and make sure your contact information is correct and up-to-date. If you wish to be added to the Rockland Chapter email blasts, just send me a quick email and I will make sure you are added to the list. Have a happy and safe summer, and I look forward to seeing you at our seminars.
Westchester Chapter prepares to sizzle at summer event

BY TODD KLABEN
Syracuse Chapter President

As we enjoy the beginning of summer, it is that time of year to think of two things: clambakes and ethics CPE. The Syracuse Chapter will continue a longstanding tradition and hold its annual Summer Sizzler on Tuesday, Aug. 19, at Hinerwadel’s Grove (5300 West Taft Road, North Syracuse). Come and join your fellow CPAs in earning two hours of CPE, reconnecting with peers, having a few drinks and eating a bunch of clams. This is a reasonably priced event—I am proud to announce that we have lowered the costs this year for our members. Keep a close eye out for sign-up information soon. A special thank you to committee chair Karen M. Matticco for once again coordinating this popular event. For more information, please contact Karen at km@dbblc.com.

Each year, the chapter’s Young CPA Committee hosts a food and fund-raising drive among regional accounting firms to benefit the Food Bank of Central New York, which fights to end hunger in the Central New York community. Cash and nonperishable food items, including dry and canned foods, are collected during the months of July and August by participating firms. Last year, the Syracuse YCPAs raised approximately $2,000 and 300 pounds of food from participating regional accounting firms. I want to give a special thank you to Alanna J. Abreu for, once again, coordinating this annual event. Please join our efforts this year and let us see if we can exceed last year’s contribution.

This past month, our chapter held two wonderful events: On June 23 we had our Annual Golf Outing at Beaver Meadows Golf and Country Club, and from June 29–July 2, our Career Opportunities in the Accounting Profession (COAP) program took place on the campus of SUNY Oswego. I will report the results of these terrific events next month, but in the meantime, I would like to thank the committees for putting them together.

Also keep in mind that the chapter is always seeking individuals who are interested in getting involved. Feel free to contact me, at the email address below, or any current officer if you are interested.

TODD KLABEN
Syracuse Chapter President

Syracuse Chapter President

Chapter News

To the scholarship winners: you and your families are in for a big change as well. Soon we will continue a longstanding tradition and hold its annual Summer Sizzler on Tuesday, Aug. 19, at Hinerwadel’s Grove (5300 West Taft Road, North Syracuse). Come and join your fellow CPAs in earning two hours of CPE, reconnecting with peers, having a few drinks and eating a bunch of clams. This is a reasonably priced event—I am proud to announce that we have lowered the costs this year for our members. Keep a close eye out for sign-up information soon. A special thank you to committee chair Karen M. Matticco for once again coordinating this popular event. For more information, please contact Karen at km@dbblc.com.

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TODD KLABEN
Syracuse Chapter President

Westchester Chapter honors past leaders and looks to the future

BY WILLIAM ZEBORIS
Westchester Chapter President

On May 21, our chapter held its Installation Dinner, an event that embodies change.

First, we recognized a changing of the guard as my colleague Gina Linn completed her term as chapter president. With our offices being literally 20 feet apart, I had a front row seat in seeing what it takes to make a great president. Gina, you carried out your responsibilities diligently and professionally while still maintaining a significant client load and, of course, being an active parent. You led this chapter flawlessly and have certainly raised the bar for all who follow. Congratulations on a job well done.

Secondly, congratulations to the very talented and motivated winners of our George Mandel Scholarship. The Westchester Chapter gives this annual award to deserving high school seniors who intend to study accounting in college. George Mandel was a former Westchester Chapter president who also received an NYSSCPA Lifetime Achievement Award. He was truly a fixture in the Westchester community and represented our profession with dignity. George passed away in 2012 at the age of 94.

To the scholarship winners: you and your families are in for a big change as well. Soon you will morph from high school seniors to high school seniors who intend to study accounting in college. While the road may seem long, the rewards at the end of the rainbow will be plentiful. Don’t get discouraged, work hard and, as soon as you possibly can, take and pass the CPA Exam. Unfortunately, those of us who have been in the business for a while know that the longer the period of time there is between the completion of college and sitting for the exam, the harder it is to pass. So make it a priority. Having the initials CPA after your name gives you instant credibility in the marketplace, regardless of your career path.

From early on in my career, I have worked with firms that supported the NYSSCPA and had partners in leadership positions both at the chapter and the state wide levels. In my office today I interact on a daily basis with five past Westchester Chapter presidents: Roberta Bernhardt, Spencer L. Barback, Alan G. Badey, Howard P. Klein and, of course, Gina. In addition, Citrin Cooperman’s representatives currently fill four seats on the 2014/2015 board. Chapter involvement is part of the firm’s culture. Staff members are encouraged to participate in whatever capacity they desire. Even our administrative staff is there to lend a hand with event planning or registration at a moment’s notice.

The chapter has something for everyone. We present numerous non-CPE events, including sessions on improving soft skills, CPA Exam overviews, high school visitations to discuss career opportunities in accounting, and various kinds of public outreach, to name a few. I would encourage all of you to take a fresh look at the offerings and to encourage your staff to check us out and see what it is all about.

For the upcoming year, we will be pushing hard to increase the number of members and firms participating in chapter activities. I have three ideas that I hope will help us to achieve that goal.

First, I will be working with Gina Goodenow and Spencer Barbach on organizing a chapterwide charity event aimed at giving back to our communities. We have tried in the past to field a team of walkers or to assist in a food drive, but to date the results have been less than stellar. We will be organizing an event where we can come together as a chapter, leave our firm affiliations behind for a few hours and do some good for others as a way to polish our image with the community at large.

The second initiative I am calling the CPA Challenge Cup. I envision a series of friendly competitions to be held over the next year which will be designed to bring firms together to do battle in events such as bowling, bocce ball, darts and trivia. These events will be designed for teams of four to five players. Over the course of the competition, team members can be changed as needed. Points will be rewarded based on order of finish with the eventual winning team being presented with a trophy at next year’s President’s Dinner. A small entry fee will be required from each team, and the money collected will be used for additional college scholarships and to support chapter charitable efforts. Small firms, sole practitioners and members in industry can join together to form teams and all are encouraged to come to support their co-workers.

Finally, while our young CPAs are very active and growing in number, we have a responsibility to serve our more experienced constituents as well. Practice transition is a major agenda item facing many smaller firms and sole practitioners. Often, there is not a viable in-house solution, and firms are forced to look outside the organization. I will work with some of our past presidents who have been involved in accounting firm merger and acquisition activity to present an informational session covering the basics of a typical accounting firm deal. We will gauge the interest level of the participants and determine the appropriate next steps.

Westchester is a very active chapter that presents numerous programs throughout the year. No one person can pull together all that this chapter offers. I am so fortunate to be going into the new fiscal year with a talented and dedicated board of directors and my committee chairs. In addition, we have many friends in the business community, some of whom we honored at our Installation Dinner with a Chapter Appreciation Award. I thank you for all that you do and am confident that together we can make 2014/2015 a very successful year.

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Headlines

Get all your accounting news in one place.

The E-Zine has a new look, feel and name—NYSSCPA Headlines. Check bit.ly/SocietyHeadlines to ensure that you’re signed up for it, and news about the profession from publications you trust will hit your inbox each Tuesday.
CPA ROUNDTABLE

In light of this and other stories in the news, should we rethink our approach to ethics CPE, so that it places an even greater emphasis on the profession’s ethical standards?

Scott London, a former KPMG audit partner, pled guilty to insider trading and was sentenced to 14 months in federal prison (see Newsmaker, “Former KPMG partner Scott London talks insider trading conviction,” on page 3).

Scott London’s guilty plea on insider trading charges, and his probable violation of provisions of the AICPA’s Code of Professional Conduct and PCAOB ethics standards, should not be attributed in any way to shortcomings in continuing professional education in ethics that need to be addressed. Mr. London was a senior audit partner in a Big Four firm, and knew that what he was doing was wrong and what the potential consequences of his actions were. Frequency and/or content of CPE programs in ethics should not be blamed for violations by individuals of ethics provisions, regardless of the level of the individuals in their firms or organizations.

Accountants, whether CPAs or non-CPAs, learn about ethics requirements and standards, including those governing confidential client information, in numerous ways, including college courses, firm orientations, newsletters and memos, professional staff up-to-date on ethics standards, and whether any changes are needed in related firm policies.

There’s also the matter of the content. The last few ethics CPE sessions I went to were very rules oriented. While that’s fine—people should be aware of the rules and their responsibilities as professionals—we would be well served to also look at consequences, especially through the use of more case studies. In general, I think a more interactive approach, vs. a rules-based approach, in ethics training will serve CPAs better.

Beyond CPE, though, there also needs to be a change in the mindset regarding ethics training. I’ve served on an accounting advisory board for a college and helped institute master’s programs in accounting, and about half the people in academe I meet say that ethics can’t be taught. But I think ethics can be taught, and doing so will bring more awareness and visibility to the issues at hand and will make people, at the very least, think before they act and understand that a short-term gain is not worth the long-term pain of losing your license or going to jail.

Finally, firms themselves also need to make sure they set an example and that the tone at the top makes it clear that ethical behavior is expected. Even if young people get the best ethics training in school, if they go on to a firm where ethics is not at the top of the totem pole, and the leadership sends a message that it all comes down to dollars—independence or conflicts be damned—all of that can be undone.

—Elliot L. Hendler | Manhattan/Bronx Chapter

—Jack M. Carr | Rochester Chapter

Gina Goodenow | Westchester Chapter

Whenever I go to my annual ethics training, it always seems to be focused on the public accounting sector. Since I’ve been in industry for over four years now, I’d like to see something a little more focused on that. I think the best lessons, too, have included some real-world examples to better illustrate what they mean when they talk about things like ethics and the Code of Professional Conduct.

A scenario, a case study—these go a long way in helping to solidify certain ideas. Otherwise, it’s a lot like reading a tax law without ever having filled out—or even seen—a tax return. It just doesn’t mesh.

These are really just examples of what I think ethics CPE needs more of, which is audience engagement. Right now, it’s so focused on “You shouldn’t do this” and “Don’t do that.” Engaging the audience and making it interesting might get more people to pay attention. There could be different types of ethics sessions with different focuses, as opposed to the one-size-fits-all standard ethics course that we see a lot of today. I think it would be a great benefit.

—Debbie A. Cutler | Nassau Chapter

Not adhering to professional ethics and the Code of Professional Conduct can have a huge impact on your capabilities to provide for yourself and your family—namely through you losing your license. Despite this, however, we only have four hours of ethics CPE every few years. I would increase the amount of training that’s required. We could start with eight hours, though really I think we’d need more than that. This would make ethics issues, hopefully, more visible to CPAs.

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—Elliot L. Hendler | Manhattan/Bronx Chapter

—Jack M. Carr | Rochester Chapter

—Debbie A. Cutler | Nassau Chapter

Debbie A. Cutler is a former state auditor and chair of the state’s ethics advisor committee and lives in Massapequa. She writes about “professional” ethics. Some of the challenge is a perspective problem. People need to be more aware that learning about professional ethics that is relevant to their practice goes beyond the basics of “I know how to act,”” since a lot of what we do is technical and requires judgment. The Code of Professional Conduct provides a framework that gives you tools and guidance that help you practice as a CPA. But many CPAs have overlooked it because it was not part of our core curriculum for licensure, and CPE has only been a New York state requirement since the early 2000s.

There’s also the question of how much can you really fit into the four-hour requirement every three years, which in real time is 3.5 hours. There are a lot of topics that New York state regulators would like us to include in the general studies ethics classes, including an introduction to ethics concepts, the sociology of professions, the psychology of moral development, judgment and values, and public expectations of CPA responsibilities and ethical dilemmas, in addition to covering the role of the Board of Regents and the state Education Department, highlighting the state’s laws, rules and regulations, and more. The curriculum for concentrated subject area ethics have some similar topics, but also include discussion of case studies in the field relating to ethical issues. You’re talking about piling on a lot in a short amount of time. Some extra time would probably help with this.

—Gina Goodenow | Westchester Chapter

—Debbie A. Cutler | Nassau Chapter

—Elliot L. Hendler | Manhattan/Bronx Chapter

—Jack M. Carr | Rochester Chapter

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AICPA Pricing Schedule

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

<table>
<thead>
<tr>
<th>Type</th>
<th>8-hour course</th>
<th>16-hour course</th>
</tr>
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<tbody>
<tr>
<td>Member of both AICPA and NYSSCPA</td>
<td>$269</td>
<td>$439</td>
</tr>
<tr>
<td>Only a member of the NYSSCPA</td>
<td>$299</td>
<td>$499</td>
</tr>
<tr>
<td>Only a member of the AICPA</td>
<td>$394</td>
<td>$564</td>
</tr>
<tr>
<td>A member of neither AICPA nor NYSSCPA</td>
<td>$424</td>
<td>$624</td>
</tr>
</tbody>
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For 4-hour courses, see course description for price information.

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

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

- Accounting
- Advisory Services
- Auditing
- Ethics
- Specialized Knowledge
- Taxation

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

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FAE Learning Center
Foundation for Accounting Education $149$209

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AU/8 21196511
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FAE Learning Center
Foundation for Accounting Education $149$209

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This course focuses on issues related to auditing, 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 22214512
FAE Learning Center
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FAE Learning Center
ACPA $299$424\$269$394

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This course will familiarize you with the most frequently encountered measurement and disclosure issues associated with preparing financial statements for nonprofit and small to medium-sized businesses, including the discussion of and solution to problems that may arise.

AU/8 21123511
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Foundation for Accounting Education $299$424

AUDITING

08/11 FAE’s FASB Industry Update
AU/8 21196511
FAE Learning Center
Foundation for Accounting Education $299$424

08/20 2014 Economic Outlook Update—Regional and National
SK/2 29150503
FAE Learning Center
Foundation for Accounting Education $200$25

08/25 Excel Tips, Tricks, and Techniques for Accountants
Excel is the accountant’s tool of choice for analyzing and reporting financial data, yet most accountants have never received any formal Excel training. This course contains hundreds of tips, tricks, and techniques to improve your productivity and accuracy. Participants will have access to sample data files and will cover six major areas: productivity tips and tricks, formatting essentials, customizing Excel, formula/building essentials, three-dimensional workbooks, and printing essentials.

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FAE Learning Center
K2 Enterprises Inc $299$424

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FAE Learning Center
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T/8 32690511
FAE Learning Center
$299$424\$269$394

08/27 Determining How Much Money You Need to Retire, and Tax Ideas and Money Management in Retirement
See course listing under Advisory Services.

08/27 Investment Taxation: The Medicare Tax and Beyond
T/8 34624511
FAE Learning Center
Nicholas Patrick CPE, Inc $299$424

ROCHESTER

SPECIALIZED KNOWLEDGE AND APPLICATIONS

08/14 FAE’s Business Writing for CPAs
SK/8 31206511
FAE Learning Center
Foundation for Accounting Education $299$424

WEB EVENTS

08/12 IFRS Essentials—GAAP Comparison (WEBCAST)
AC/16 35209511
ACPA $399$524\$339$464

08/18 FAE’s Accounting Update (WEBCAST)
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**AUDITING**

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AU/4 35112511 Foundation for Accounting Education $249/$374

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AU/4 35112511 Foundation for Accounting Education $149/$212

08/19 FAE’s Compilation and Review Update 2014 (WEBCAST)
Participants will receive audit and tax tools designed to help them better perform compilation and review engagements. Recently issued Statements on Standards for Accounting and Review Services (SSARS) and the challenges arising from these engagements will be addressed through a variety of discussions and questions.
AU/4 35113511 Foundation for Accounting Education $149/$212

08/22 Audits of 401(k) Plans (WEBCAST)
This course focuses on issues related to auditing, and reporting on a 401(k) employer benefit plans. The requirements of ERISA and the SEC are explored, as well as the development of a systematic approach to plan and conduct an efficient and effective audit of a 401(k) plan.
AU/8 35214511 Foundation for Accounting Education $249/$374\$219\$344

08/25 Audit Workpapers: Documenting and Reviewing Field Work (WEBCAST)
This course will teach you the basics of workpaper preparation—form and content—to make sure everything is properly documented. Case examples show fieldwork supervisors what factors to consider and steps to follow when reviewing workpapers. Participants will learn to identify typical deficiencies and will find out how to minimize potential liability by making certain that reports are fully and accurately supported by documentation.
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08/28 FAE’s Financial Statement Disclosures for Small to Medium-Sized Businesses (WEBCAST)
This course will familiarize you with the most frequently encountered measurement and disclosure issues associated with preparing financial statements for nonpublic small to medium-sized business, including the discussions of and solutions to problems that may arise.
AU/8 35123511 Foundation for Accounting Education $249/$374

**ETHICS**

08/21 FAE’s Ethics Update 2014 (WEBCAST)
This course provides you with the basic understanding of the fundamental concepts underlying ethical responsibilities and increases your awareness of critical standards and regulations. Available tools and resources that will help you understand and comply with relevant requirements are also highlighted.
E/4 35227511 Foundation for Accounting Education $149/$212

**SPECIALIZED KNOWLEDGE AND APPLICATIONS**

08/14 Leadership Styles: Applied Leadership Skills for Business Managers (WEBCAST)
In business, effective leaders have integrity, inspire people with a shared vision of the future, set clear goals, motivate people toward these goals, and communicate well with their teams. However, since leadership is not “one size fits all,” this session will look at some common leadership styles and explore situations where these styles will be most effective.
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08/14 Work Your Network: Making Impactful Connections (WEBCAST)
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SK/2 35111503 Foundation for Accounting Education $65/$85

08/20 2014 Economic Outlook Update—Regional and National (WEBCAST)
SK/2 35135053 Foundation for Accounting Education $20/$25

08/25 Excel Boot Camp (WEBCAST)
SK/16 35432511 K2 Enterprises Inc. $399/$524

**TAXATION**

08/01 Nichols’ Notes: Federal Tax Update (WEBCAST)
1/2 35111426 Foundation for Accounting Education $65/$90

08/20 Nichols’ Notes: Federal Tax Update (WEBCAST)
1/2 35200501 Foundation for Accounting Education $65/$90

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SEMINAR SCHEDULE

**WEDNESDAY, JUNE 11**
Harvard Club of New York City – 35 West 44th Street – New York, NY
Hot Topics in New York Residency and Allocation

**WEDNESDAY, JUNE 18**
Long Island Marriott – 101 James Doolittle Boulevard – Uniondale, NY
Legislative Update PLUS Hot Topics in Residency

**WEDNESDAY, JUNE 25**
Harvard Club of New York City – 35 West 44th Street – New York, NY
Legislative Update and Corporate Tax Reform

**WEDNESDAY, JULY 9**
Crowne Plaza White Plains – 66 Hale Avenue – White Plains, NY
Legislative Update PLUS Hot Topics in Residency

**WEDNESDAY, JULY 9**
The Offices of Hodgson Russ LLP
The Guaranty Building – 140 Pearl Street – Buffalo, NY
Legislative Update and Corporate Tax Reform
Sessions: 8:30 – 10:15 a.m. and 2 – 3:45 p.m.

**WEDNESDAY, JULY 16**
Albany Marriott – 189 Wolf Road – Albany, NY
Legislative Update and Corporate Tax Reform

**WEDNESDAY, JULY 23**
Harvard Club of New York City – 35 West 44th Street – New York, NY
Hot Topics in Sales Tax, Collections, and Enforcement PLUS
Bankruptcy and Tax Laws