



Morris-
Essex
Chapter



Newsletter

www.morrissex.imanet.org

**A Tradition Helping Develop Successful
Accounting and Financial Leadership**

**Volume 88 Issue 10
May 2017**

Please join us for 1 CPE on Member Recognition Night Wednesday May 17 at 6PM

**Sheraton Parsippany Hotel,
199 Smith Road, Parsippany**

Cost \$40 (College Students \$35)

**Kevin Kilroy,
CFA, CMA
of
Linde Americas**
**will be speaking on
Deal Making in
the Air and Gas
Products Industry**



Kevin Kilroy is a Director of Finance for Linde Americas located in Bridgewater, NJ. Linde is a global player in the industrial gases market, a \$76 billion market. During his 15 years at Linde, Kevin has experience in budgeting and planning (annual, five year plan and strategic plan), reporting and variance analysis, KPI development, business case modelling, large capital project evaluation and capital budgeting as well as corporate development and M&A.

Prior to working at Linde, Kevin worked in AT&T's Corporate M&A group where he led all aspects of the M&A process from target identification to negotiation to post close/integration activities. At AT&T, Kevin personally led deals of up to \$300 million in deal value and worked on deals as large as \$11 billion in deal value. Kevin also worked in the Transaction Advisory Services Group at Ernst & Young in New York City and at Hempstead & Co., a boutique valuation and deal advisory firm in Haddonfield, NJ.

Kevin received his CMA in 2010.

**Please RSVP to Connie Huang -
connie.huang@basf.com**

President's Message

Fellow Members,

Our April meeting opened our members' collective consciousness about Internet security in this day and age. Our speaker, Vikas Bangia, gave an outstanding educational and informative presentation on "Cyber Security." After the meeting, several members lined up with questions about various aspects of his presentation and all left with a better understanding of how to protect themselves online.

We are looking forward to our May meeting featuring Kevin Kilroy speaking on Deal Making in the Air and Gas Products Industry. You can learn more about our speaker from his bio adjacent to this message. During his presentation, he will be covering such topics as:

- What are industrial gases?
- The Industrial Gas business model - how does the industry make money?
- Deal making in the industrial gases industry - how has the industry changed in the last 15 years?

The topic may seem focused on one industry, but the lessons are universal. Come out to the meeting to find out how you can learn from these lessons. I look forward to seeing everyone on Wednesday May 17 at the Sheraton Parsippany Hotel.

Very truly yours,

Peter Giammarinaro

Morris-Essex Chapter President, 2016-2017

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Editor: Paul Natalizio IV, CPA.CITP

Contributors: Paul Natalizio IV and Don Phillips

Register Now for IMA's 2017 Annual Conference & Expo June 17-21, 2017



The IMA will be holding its annual conference and expo at the Sheraton Denver Downtown Hotel in Denver, CO.

What makes ACE2017 this year's must-see event? We have 5 exciting reasons:

- Expert Speakers: ACE2017 has assembled a diverse array of cutting-edge speakers from brands like Starbucks, Travelocity, and ABC's Shark Tank.
- 8 Specialty Tracks: The only conference offering 8 tracks designed specifically for management accountants.
- Job-relevant sessions: Earn 25+ NASBA-approved CPE credits and choose from 65+ sessions to customize your learning experience. Develop skills that you can start using immediately on the job.
- Networking redefined: Connect and share best practices with more than 800 peers and industry leaders during 15 unique networking opportunities outside of sessions.
- Denver: Take a break and explore the art, culture, and scenic beauty that Denver has to offer.

Attendees will have the opportunity to learn from a robust list of speakers on important issues facing the accounting and finance field. Keynote presenters include Daymond John, Founder and CEO of FUBU, Co-Star of ABC's Shark Tank, CEO of The Shark Group; Tony Byers, Ph.D., Director of Global Diversity and Inclusion at Starbucks; Terry Jones, Founder of Travelocity.com and Founding Chairman of Kayak.com; and Laurie Brlas, CMA, CPA, former Executive Vice President and CFO of Newmont Mining Corp. For more information about this impressive lineup of keynote speakers view their bios at <https://www.imaconference.org/Speakers.cfm>

Marty Latman, who we are proud to count among our membership at the Morris-Essex Chapter, will be presenting "Networking Tools to Advance your Career and Business" at ACE2017.

New this year, the conference will enable professionals to dive deep into eight topical learning tracks designed to fit their career needs. Specialty tracks include: planning, budgeting and forecasting; small business and M&A; ethics; technology; financial close and reporting; leadership & professional development; accounting hot topics; and governance, risk management, and internal controls. In addition to the 65+ programmatic sessions, there is plenty to see and do during the conference. Attendees can also enjoy 15 networking opportunities, including an offsite reception. To see a full listing of conference-related activities and special events, visit the following ACE2017 webpage, <http://www.imaconference.org/special-events.cfm>

With all the educational and inspiring sessions, special events, and networking opportunities, ACE2017 will be an unforgettable conference experience. Don't miss it.

Community Service Projects Update

Have you had a colleague, family member, or neighbor pass away from cancer? If so, this is your opportunity to help find a cure for cancer. IMA member Doug Garofalo, who frequently attends our professional development meetings, brought us a community service opportunity last year and again this year. It is the Prelude to a Cure Trail Run/Walk in memory of Pat Glennon. The event takes place at the Hilltop Reservation on Courter Lane in North Caldwell, NJ. The date is Saturday May 13, 2017 beginning with registration at 8am and the run/walk at 9am in a very nice location.

You probably wonder, who was Pat Glennon? She was a long-time accountant, bookkeeper, and billing associate for an eye doctor in Livingston, NJ until 2015. She raised a family, too, and was a neighbor of Don Phillips, a member of the Morris-Essex IMA Chapter. Last year, 106 people participated and raised \$3,000. Both Doug and Don participated last year and hope more of our members, families, and friends will join them this year. There is an event registration form elsewhere in the newsletter. If it is easier for you to complete registration or make a donation on line, please visit www.preludetoacure.org. Thank you for your support and we hope you have a good time at the event.

Morris-Essex Chapter Calendar of Upcoming Meetings for 2017-2018

Your Board is continuously working to arrange another year of excellent speakers and topics for your CPE-earning and networking pleasure. We are always looking to add speakers and topics, so please let us know if you have any ideas or suggestions for the upcoming Chapter year. As always, please check your monthly newsletter or www.morris-essex.imanet.org for any updates during the Chapter year.

New Member Welcome

We welcome our new Chapter members who recently joined the IMA (N), returned (R), or transferred in (T):

Name	Organization
(N) Jessie Fede	
(N) Maia Ketner	
(N) Desmond Prime	
(N) Shivani Shah	NJIT Student
(N) Kalyani Velamuri	NJIT Student

Our Chapter's Board extends a warm welcome to our new members and hopes everyone will attend future professional development meetings and volunteer to contribute in some way to their Chapter's future successes.

Earn Free NASBA-Approved CPE by Attending Live Webinars at <http://www.imanet.org/programs-events/IMA-Webinars>

Date	Time	Topic	CPE	Webinar Type
Wed, May 17, 2017	1:00PM EDT	The Six Skills Accountants Need to Survive the Robot Uprising	1.0	Inside Talk
Wed, May 31, 2017	1:00PM EDT	Managing the Transparent Company of the Future	1.0	Inside Talk

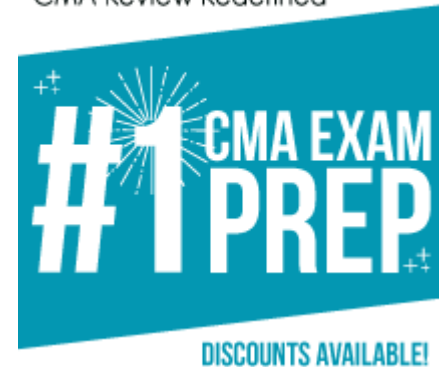
Opportunity for Morris-Essex Chapter Members to pass the CMA Exam

GLEIM
CMA Review Redefined™

**The Morris-Essex IMA Chapter has partnered with Gleim
to ensure your success on the CMA exam!**

Gleim CMA Review has the largest exam-emulating test bank of multiple-choice and essay questions, our popular CMA exam instructional videos, and a no-hassle Access Until You Pass® guarantee. Pass the CMA exam with Gleim CMA, the #1 CMA Prep Course on the market which has trained more CMAs than other course available.

Place your order directly online by going to www.gleim.com/IMAMorris or contact Melissa Leonard at 800.874.5346 or imachapters@gleim.com to learn about the significant discounts you are eligible for as an IMA Chapter member.



Pictures from April's Professional Development Meeting



April's speaker Vikas Bangia providing insight about hacking and how to protect against this at your company and at home.

Morris-Essex Chapter members in attendance pay attention to all of the tips and tricks to protect yourself from hackers and identity theft at April's meeting.

IMA's new Certification CSCA – Certified in Strategy and Competitive Analysis

Targeted to those who want to further differentiate themselves and advance their career through additional credentials. An active CMA or CFM required (Other accounting certifications may be considered in the future)

On-line education material with NASBA CPE credits awarded upon successful completion of course tests

You will take one 3 hour exam with 60 multiple-choice questions and 1 case study covering the following areas:

Strategic Analysis	The strategic planning process, environmental scan, internal analysis
Creating Competitive Advantage	Competitive advantage, strategy in a global context, business level strategies, corporate level strategies, functional level strategies, sustaining competitive advantage
Strategy Implementation and Performance Evaluation	Analyzing strategic alternatives, risk management, strategy implementation, strategy measurement and organizational performance, governance, social responsibility, ethics

Various Resources Offered to Candidates:

- **Content Specification Outline**
The content areas that you'll need to master in order to pass the CSCA exam.
- **Learning Outcome Statements**
An in-depth description of each exam subtopic so you can easily gauge your readiness.
- **CSCA Candidate Handbook**
The go-to resource for information on the requirements for certification: registration procedures, scheduling exams, and the examination process itself.
- **Reading List and Resource Guide**
Focus your efforts with this valuable guide that maps exam topics to specific textbook chapter references.
- **Ratio & Formula Definitions**
A listing of all financial ratios covered on the CSCA exam.
- **IMA Strategy and Competitive Analysis Learning Series™**
An online set of courses and practice questions offered as part of the program fee.



CSCA Program Fees: \$1,200

1. Entrance into the CSCA program
2. One exam registration
3. Access to the IMA Strategy and Competitive Analysis Learning Series™ (2 year subscription)

Promotional Offer:

\$500 Discount off fees to candidates who register for the program and sit for the exam during the first open examination window (in September 2017).

Need more Info? Check out <http://www.imanet.org/cska>

COSO Certificate of Educational Achievement

Live 2.5-Day, 25.5 NASBA CPE Credit Workshop in Montvale, NJ

Evolving technologies, globalization, and changing business models have increased the need for greater focus on the challenges of designing and implementing effective internal controls that adapt to these changing conditions. This course offers a unique opportunity to develop expertise in designing, implementing, and conducting an effective internal control system through self-paced learning and live classroom training.

Through a blend of self-paced learning and live classroom training, this new certificate offers you a unique opportunity to develop an expertise in designing and implementing a system of internal control. This program takes you through COSO's Internal Control -Integrated Framework from start to finish and, through the use of real-world scenarios, allows you to:

- Recall key points related to the principles-based approach
- Recognize ways to identify, analyze, and respond to risks
- Develop confidence in your system of internal control
- Learn from experts and share your experiences with your peers
- And much, much more...

Upon completion of the self-study pre-work and live training, you will be eligible to sit for a qualifying exam and earn your professional COSO certificate. Now is the time to develop your internal control expertise, stand out from the crowd, and earn 25.5 hours of CPE.

You can download the syllabus [here](#).

Expert instructors include:



Jeff Thomson CMA, CAE
IMA President and CEO
Former COSO Board Member



Dr. Sandra Richtermeyer Ph.D., CMA, CPA
Former IMA Chair
COSO Board Member
Dean, University of Massachusetts Lowell,
Manning School of Business



Dr. Paul L. Walker Ph.D., CPA
Zurich Chair in Enterprise Risk Management
Executive Director, Center for Excellence in ERM,
St. John's University

Classes held: 6/5/17 & 6/6/17 (9:00 AM to 5:30 PM) and 6/7/17 (9:00 AM to 12:30 PM).

List Price - \$2,299.00

Member Price - \$1,799.00

Click [here](#) to register today.





Trail Run/Walk
In Memory of Pat Glennon
Saturday, May 13, 2017
 Hilltop Reservation
 Courter Lane, North Caldwell

Sponsored by:
 Brian and Elisse Glennon

SCHEDULE OF EVENTS

8:00 a.m. Registration/bib pick-up
 8:45 a.m. Welcome remarks/warm-up
 9:00 a.m. 5K trail run/walk (runners will start first)
 9:45 a.m. Racer awards and raffle prizes

This event is rain or shine.

REGISTRATION

16 yrs+ \$25 pre-registration; \$30 on site
 Children 7-15 yrs \$15; Children 6 yrs and under are free.
All pre-registered participants will receive a t-shirt.

To Register Online:
www.PreludetoaCure.org

To Register by Mail:
 Prelude to a Cure, Inc.
 140 Central Avenue, West Caldwell, NJ 07006

AWARDS

1st, 2nd and 3rd place male 40 yrs and over
 1st, 2nd and 3rd place female 40 yrs and over
 1st, 2nd and 3rd place male 16-39 yrs
 1st, 2nd and 3rd place female 16-39 yrs
 1st, 2nd and 3rd place finishers 15 and under

5K COURSE DESCRIPTION

Help support the fight against lung cancer while experiencing one of Essex County's hidden gems, the Hilltop Reservation. This 5K will take place on paved roads, gravel roads, rugged trails through the woods, and also a trail through a meadow of wild flowers and natural grasses.

There will be alternate routes to accommodate various levels of trail runners and walkers. Due to the terrain, strollers are not permitted.

For Sponsorship Opportunities: Contact Claire Mattern, President/Founder (201) 953-6495

Participant's Name (submit one form per participant): _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ E-Mail: _____

Age on event day: _____ Gender: Male / Female Shirt size: Small / Medium / Large / XL

Total Payment: \$ _____ (Checks payable to Prelude to a Cure, Inc.)

**I cannot attend but I would like to make a contribution: \$ _____*

Release of Liability

In consideration of the acceptance of my entry into this athletic event ("Event"), I and any participating for whom I am the parent/guardian, and my/their heirs, executors and administrators do hereby release and discharge and further agree to indemnify and hold harmless the Hilltop Reservation, the County of Essex and Prelude to a Cure, Inc., and all Event sponsors and volunteers, from all liability, damages, losses and claims from any injury, loss or damage to my person or property arising out of or that occurs during participation in the Event. I represent that I have full knowledge of the risks inherent in such activities and that I am physically fit and sufficiently trained to participate in the Event. I fully accept and assume all such risks and responsibility for any and all loss, damage, or injury I may incur or sustain as a result of participating in the Event. Further, I understand that participation in this race constitutes consent to the use of my pictures/imagery for Prelude to a Cure promotions, including but not limited to, social media. I am at least 18 years of age or have had this release signed by my parent or guardian if I have not reached the age of 18.

X _____ Date: _____
 Participant Signature or Parent/Guardian if under age 18