

Suffolk Chapter NEWS

Vol. 46 No. 4 | November 2016

President's Message



BRIAN MICHELS

With the October 15 deadline behind us I hope everyone has had a chance to relax and take some much deserved time away from the office. Maybe you celebrated a date night with your significant other and saw the movie "The

Accountant." If you are like me you are coming down from a sugar high from all the leftover Halloween candy or celebrating that the New York Jets won two games in a row.

Needless to say this November will be one that goes down in the history books. The Chicago Cubs won the World Series, ending a 108-year drought and the Presidential election will guarantee to bring some changes.

October was a busy month for our Chapter with many social and technical events being held. The Cooperation with Bankers Committee held their Banker/CPA networking event on October 20 at

the Main Event in Farmingdale and the Members In Industry Committee held an event on October 25 called "Federal and State Credit Programs – Credits and Incentives New York Businesses are Missing." On October 26 the NextGen Committee held a technical event on becoming a "Rainmaker and Developing Networking Skills."

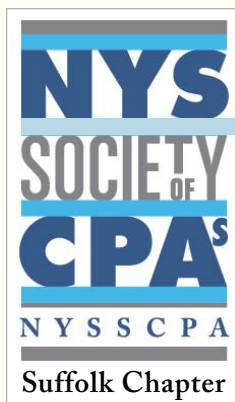
November is packed with exciting social and technical events. I encourage our members to review the details of these upcoming events in this newsletter and attend as many as you can. Keep in mind the first social event of the East End Committee is being held on November 16 at the Hotel Indigo in Riverhead from 6-8pm.

November is a month for giving thanks. I'm proud of the Suffolk Chapter's involvement in giving back to the community year after year. Our Toys for Tots program has kicked off and we expect that it will continue to break records. Cynthia Barry has been dedicated to this

(continued...)

THIS ISSUE

- 3 | Special Offers from the Suffolk Chapter
- 4-6 | Committee Reports
- 7-14 | Calendar of Events
- 15 | Contacting Us
- 16 | Fun & Games
- 17 | Time for YOU to Get Involved



President's Message (cont'd)

project for more than 20 years and it continues to grow each year. Please consider adding yourself or business to the list of box locations if you aren't already on it or consider making a monetary contribution that will be used in full to purchase toys the night before the pickup. Let's remember those who are less fortunate than us and help in bringing smiles to so many children in need this holiday season. The pickup by the U.S. Marines is scheduled for Friday, December 9 at the offices of Sheehan & Company, CPA PC in Brightwaters. (Details on page 14.)

Our annual NYSSCPA Town Hall and Ethics Update will held on Tuesday, December 6 at the Stonebridge Country Club. This event is also included in the Subscription Plan. For details on this event, please see page 13.

I wish you a happy and healthy Thanksgiving!

We hope you enjoy this issue. Please send me your feedback, comments and suggestions to bmichels@sheehancpa.com.

– *Brian Michels*



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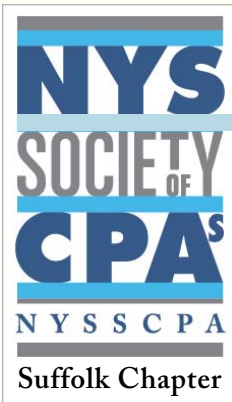
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Estate/Financial Planning
Forensic and Valuation Services
General Taxation
Golf Outing
Members in Industry
Membership
NextGen
Nominating
Not-For-Profit & Government
Accounting & Auditing
Public Relations
Small Business
Sponsorship

To contact a committee chair,
see page 15.



Special Offers from the Suffolk Chapter

SPONSORSHIP PROGRAM

Here's your chance to make the most of your membership! Sponsor one of our events and get in front of colleagues, referral sources, and potential clients.



Step One: Choose the type of event based on your target audience.

- golf outings
- networking events
- technical workshops
- informational seminars
- charitable events

Step Two: Become a sponsor. At a cost of **\$1,000** you receive:

- recognition in the Suffolk Chapter newsletter
- logo/recognition in all event flyers
- opportunity to speak at the event
- booth or table display space

To take advantage of this great offer, contact our Sponsorship Chair: Thomas S. Pirro: (631) 472-7637; tpirrocpa@optonline.net

2016-17 SUBSCRIPTION PLAN

Become a subscriber and save as much as \$300 on meetings! The tremendously discounted price of **\$99** covers the following chapter meetings:

October 20, 2016	Banker/CPA Event
November 2016	Student Night
Nov./Dec. 2016	Accounting & Auditing Event (2 CPE)
December 6, 2016	Town Hall Meeting / Ethics Panel (2 CPE)
January 2017	Banker/CPA Event
May 2017	To Be Determined

Act now to get the full savings! Contact the Suffolk Chapter Treasurer: John Hermus, (631) 665-7040, jhermus@sheehancpa.com.

Firm: _____
 Address: _____
 City, State, Zip: _____
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 E-mail: _____
 # of Subscriptions: _____

Please make checks payable to NYSSCPA Suffolk Chapter and mail to:

John Hermus, CPA
 Sheehan & Company CPAs, PC
 165 Orinoco Drive,
 Brightwaters, NY 11718

(Can be used by any member of the firm)

Committee Report: **Cooperation with Bankers and Other Credit Grantors**

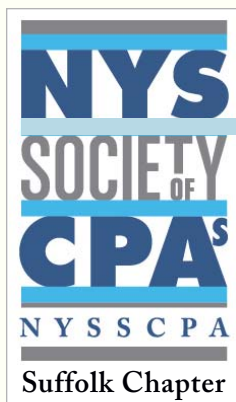
Together with the Nassau Chapter, the Suffolk Cooperation with Bankers and other Credit Grantors Committee held its semi-annual joint networking event on October 20. It was the Committee's third time hosting at The Main Event in Farmingdale, NY, a local sports bar and restaurant.

We had about 70 attendees and, for the first time, the CPAs outnumbered the bankers! Many attendees donned jerseys and t-shirts in support of their favorite teams. The attendees enjoyed the cocktails and endless, delicious food.

Congratulations to **Sushila Palan** and **Mannie Singh** of Gold Coast Bank, and **Mark Samet** of Masterful Tax Services LLC for winning the raffle prizes! The Committee would like to thank **Mike Constantatos** and **Gina Bavaro** at The Main Event for helping us coordinate the event and for their attentive service. Also, thanks to **James Guinaw**, Relationship Manager at Suffolk Federal Credit Union, for the generous sponsorship to help make the night a success!

SAVE THE DATE for our next event: Wednesday, January 25th, 2017 at 6pm. Details to come!





Committee Report: Members in Industry

The Members in Industry met on October 25 at Empire National Bank in Islandia. **Diane Giordano**, Partner at Marcum LLP, spoke on “Federal and State Credit Programs: Credits and Incentives New York Businesses are Missing.” She provided examples of how these incentives can be used within different industries and by companies of different sizes.



Diane Giordano, George Foundotos, Catherine Giamundo, Janet Verneuille, Roy Little, Chris Cheeseman

NEXT UP:

November 16, 2016: Updates on GAAP and the PCC

Speakers: **Paul Becht**, Baker Tilly Virchow Krause, and **Larry Weinstock**, Mana Products, Inc. and the FASB Private Company Council. Presented with NYSSCPA Nassau CFO Committee. Hosted by TD Bank, 324 South Service Road, Melville.

[REGISTER HERE!](#)

Please save the dates for the committee meetings for the 2016-17 year:

December 21, 2016: Cybersecurity: A Follow-Up

Speaker: **Brian Busto**, BMB Solutions. Hosted by Empire National Bank, Islandia.

January 25, 2017: Annual Tax & Economic Update

Speakers: **Ernest Smith & John Spatola**, Nawrocki Smith. Hosted by Empire National Bank, Islandia.

February 16, 2017: Forensic Accounting

Speaker: **Ernest Smith**, Nawrocki Smith. Hosted by TD Bank, Melville.
Joint meeting with the NYSSCPA Nassau CFO Committee.

March 15, 2017: TBA

April 19, 2017: TBA

May 17, 2017: Annual Employment Update

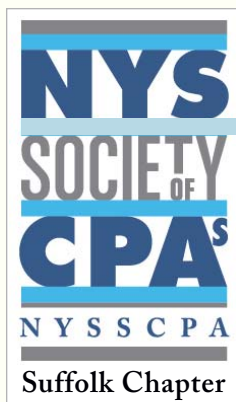
Our morning meetings start promptly at 8 and end promptly at 10. There are no entry fees for committee meetings, which earn two CPE credits.

The Members in Industry committee draws not only those who work in private industry but also accountants in public practice, government and education. Join our dynamic group!

Contact Janet Verneuille at JVerneuille@empirenb.com to get on the committee mailing email list, for more information, or to offer suggestions for future sessions and speakers.



Diane Giordano



Committee Report: NextGen Committee

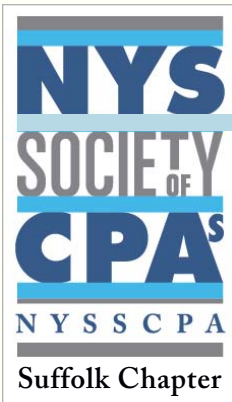
On October 26, the NYSSCPA Suffolk NextGen Committee held the "Becoming a Rainmaker: Effective Business Development and Networking Strategies" CPE seminar at the KPMG LLP office in Melville.

Presenter **Rich Isaac**, President at Sandler Training in Hauppauge, went over the basics of business development and provided the 36 people in attendance with some effective and useful networking strategies. After the seminar, a business card raffle was held to give away some copies of Sandler Training books on business development and gift cards.



Not only was this course informational, but it was also entertaining. Of the abundance of material that Mike covered in just a 2-hour period, he was able to keep the class involved by throwing in some jokes and real life situations that everyone could relate to. Rich did an outstanding job making the idea of business development and networking seem less stressful and scary for each and everyone in the audience.

The committee would like to send special thanks to KPMG LLP for providing the venue and to Rich Isaac for his entertaining and educational instruction. Each attendee received 2 CPE credits.



Mark Your Calendar...

NOVEMBER 8, 2016

Employee Benefits Committee Event:
Fundamentals of Defined Benefit Plans.
Details on page 9.

NOVEMBER 16, 2016

Members in Industry Committee event:
Updates on GAAP and the PCC. Details on
page 5.

NOVEMBER 16, 2016

East End Committee event: Networking on
the East End. Details on page 10.

NOVEMBER 30, 2016

Forensic & Valuation Services Committee
event: Business Valuation Basics. Details on
page 11.

DECEMBER 6, 2016

Employee Benefits Committee event: The
5500. Details on page 12.

DECEMBER 6, 2016

NYSSCPA Town Hall Meeting and Ethics
Update. Details on page 13.

DECEMBER 9, 2016

Toys for Tots Drive: Ceremonial USMC Toy
Pick-Up! Details on page 14.

DECEMBER 21, 2016

Members in Industry Committee event:
Cybersecurity: A Follow-Up. Details on
page 5.

JANUARY 25, 2017

Members in Industry Committee event:
Annual Tax & Economic Update. Details
on page 5.

JANUARY 2017

Not For Profit & Government A&A event:
Joint NYSSCPA Suffolk/Nassau meeting. Info
at theSchleif@aol.com.

FEBRUARY 16, 2017

Members in Industry Committee: Forensic
Accounting. Details on page 5.

MAY 2017

Not For Profit & Government A&A event:
A Look at the New 550. Info at
theSchleif@aol.com.

For up-to-the-minute chapter activities:

[http://www.nysscpa.org/
membership/chapters/suffolk](http://www.nysscpa.org/membership/chapters/suffolk)

Committee Chairs!

Make sure to get all future meeting dates to Melissa Hicks at melissa.hicks@bakertilly.com.

A Primer on Pension Plans...

The NYSSCPA Suffolk Employee Benefits Committee
invites you

Fundamentals of Defined Benefit Plans

Tuesday, November 8, 2016
8:30 to 10:30 a.m.
(registration at 8:00 a.m.)



At APS Pension and Financial Services Inc.
1000 Woodbury Road, Woodbury, NY
(Lower level conference room)

No fee!

Continental breakfast included

Topics:

Advantages of Defined Benefit Plans
Disadvantages of Defined Benefit Plans
How are the limits determined?
Is a Defined Benefit Plan flexible?
What company profile is best suited for a Defined Benefit Plan?

Speaker: Stephen Abramson, CPC, CLU, ChFC

2 CPE credits
(spec. knowledge)

Course code:
29085714

Info: Suzanne Breit, sbreit@horanmm.com

Click [HERE](#) to register online.

East End Networking...

The **NEW** NYSSCPA East End Committee invites you



Networking on the East End

Wednesday, November 16, 2016 | 6 to 8 p.m.
at Hotel Indigo
1830 W. Main St. Route 25, Riverhead

\$10 for members, \$20 for non-members

Calling all CPAs, non-CPAs, attorneys, bankers, etc. –
in other words, **YOU!**

If you do business anywhere east of, say, Route 112,
join us for this inaugural east end networking event!

Cocktails! Hors d'oeuvres! Business casual dress!
Open bar for beer, wine, champagne. Cash bar for liquor.

PAYING BY CREDIT CARD:
Click **HERE**
to register online.

PAYING BY CHECK, payable to NYSSCPA Suffolk Chapter, to
Sean Kelly
Markowitz, Fenelon & Bank, LLP
552 East Main Street, Riverhead, NY 11901
(631) 727-3626 Ext. 118

Sponsored by



BizVal Basics...

The NYSSCPA Suffolk Forensic & Valuation Services Committee invites you

Business Valuation: The Basics



Wednesday, November 30, 2016

6 to 9 p.m.

At Albrecht, Viggano, Zureck & Co., PC
25 Suffolk Ct., Hauppauge

\$25 per person

Food and soft drinks included

If you're interested in learning about business valuation, join us to get an understanding of the basic terms and procedures. This will also be a good refresher course for professionals who already do business valuation.

Speakers: John Spatola, Nawrocki Smith LLP
Amanda Sexton, Markowitz Fenelon & Bank LLP

2 CPE credits
(spec. knowledge)

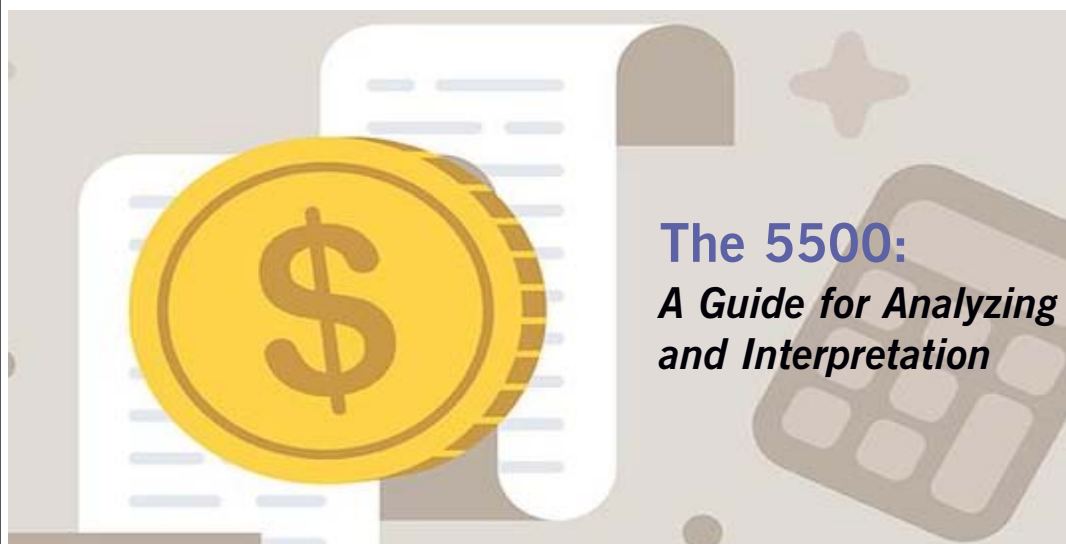
Course code:
29085712

Info: John Spatola, jspatola@nslpcpa.com

Click [HERE](#) to register online.

Employee Benefit Reports...

Join the NYSSCPA Suffolk Employee Benefits Committee



The 5500:
*A Guide for Analyzing
and Interpretation*

Tuesday, December 6, 2016
8:30 to 10:30 a.m.

(registration & breakfast at 8 a.m.)
at the Paradise Diner

579 Veterans Memorial Hwy., Hauppauge

Find out more about the form 5500 – how to read it, interpret it and analyze it – with our speaker, **Joseph Disalvo**, Quest Capital & Risk Management Inc.

- Schedules associated with the 5500
- The new regulatory landscape
- The codes of a 5500 – what they mean, & how to spot compliance oversights

2 CPE credits
(taxation)

Course code:
29086703

Info: Rahema Zia, rzia@ceriniandassociates.com

Click [HERE](#) to register online.

Sponsored by  **QUEST CAPITAL**
& RISK MANAGEMENT, INC.
DESIGN YOUR FUTURE!

Save the Date...

The NYSSCPA Suffolk Accounting & Auditing Committee invites you to



NYSSCPA Town Hall Meeting and Ethics Update

**Tuesday,
 December 6, 2016**

at Stonebridge Country Club, Smithtown

- 5:30 p.m. Cocktail reception/dinner
- 6:30 p.m. Annual visitation of NYSSCPA officers
- 7:00 p.m. Ethics update

Please join us for our annual Town Hall Meeting at which we will have the opportunity to hear from NYSSCPA officers about the Society and its current policies.

Following this will be a free 2-hour ethics CPE session.

2 CPE credits in Ethics

Entire program	\$55	Town Hall only	\$0
Cocktails/dinner only	\$55	Ethics session only	\$0

Name: _____ Firm: _____
 Address: _____
 Phone: _____ E-mail*: _____

PAYING BY CREDIT CARD:
 Click [HERE](#)
 to register online.

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I am a member of the ___ Suffolk ___ Nassau Chapter Subscription Program (check not enclosed)

Planning Ahead for the Holidays...

The NYSSCPA Suffolk NextGen Committee
proudly announces the

22nd Anniversary TOYS FOR TOTS Toy Drive

to benefit the U.S. Marine Corps'
Toys for Tots Program



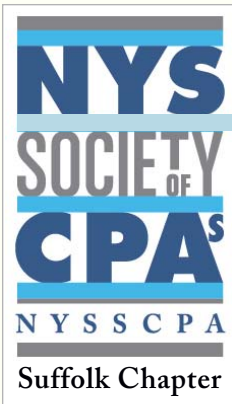
The holidays are just around the corner! Please help us share the magic of the holiday season with the needy children of Long Island by participating in this year's drive.

Promotional materials and drop-off boxes will be available in the beginning of November.

The ceremonial pick up of the toys by the USMC is scheduled for **FRIDAY, DECEMBER 9TH** at the offices of Sheehan & Company, CPA PC.

For more information regarding this wonderful event, please contact:

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Sheehan & Company CPA PC
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Telephone: (631) 665-7040; Fax: (631) 665-7014
Email: cbarry@sheehancpa.com



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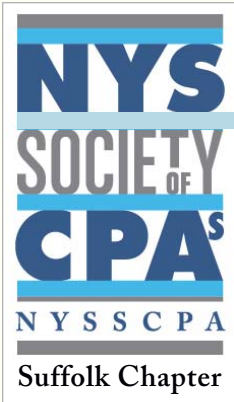
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Fun and Games – Sudoku

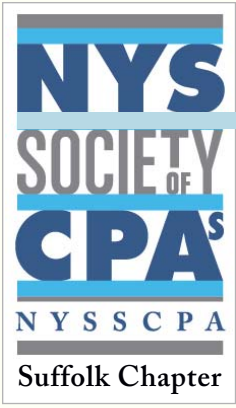
The objective is to fill the grid with digits (1-9). Each digit appears only one in each column, row, and the nine 3×3 subgrids.

	4				1	6	2	
	8		3	2		5		
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SOURCE: merriam-webster.com

SOLUTION:

5	9	3	8	2	9	4	7	1
2	1	6	4	7	5	3	8	9
8	7	4	1	3	6	2	9	5
4	9	7	5	1	8	9	3	2
9	2	8	6	4	3	1	5	7
1	3	5	2	9	7	8	4	6
6	5	2	9	8	4	7	1	3
7	8	1	3	2	6	5	9	4
3	4	9	7	5	1	6	2	8



Get Involved with NYSSCPA Suffolk and Help Make a Difference

COMMITTEE SERVICE APPLICATION

Thank you in advance for getting involved and ensuring the success of this chapter. Please rank the top 3 committees in which you have an interest:

- | | | | |
|--------------------------|--|--------------------------|-----------------------------------|
| <input type="checkbox"/> | Accounting & Auditing | <input type="checkbox"/> | Estate/Financial Planning |
| <input type="checkbox"/> | Community Affairs | <input type="checkbox"/> | Forensic and Valuation Services |
| <input type="checkbox"/> | Construction Contractors | <input type="checkbox"/> | General Taxation |
| <input type="checkbox"/> | Cooperation with Attorneys | <input type="checkbox"/> | Golf Outing |
| <input type="checkbox"/> | Cooperation with Bankers and Other Credit Grantors | <input type="checkbox"/> | Management of Accounting Practice |
| <input type="checkbox"/> | Cooperation with Educational Institutions | <input type="checkbox"/> | Members in Industry |
| <input type="checkbox"/> | CPE/Professional Development | <input type="checkbox"/> | Membership |
| <input type="checkbox"/> | East End | <input type="checkbox"/> | NextGen (Young CPAs) |
| <input type="checkbox"/> | Emerging Technologies | <input type="checkbox"/> | Not-for-Profit & Government |
| <input type="checkbox"/> | Employee Benefits | <input type="checkbox"/> | Public Relations |
| | | <input type="checkbox"/> | Real Estate & Construction |
| | | <input type="checkbox"/> | Small Business |

Name: _____

Firm: _____

Address: _____

City, State, Zip: _____

Telephone: _____

E-mail: _____

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