



A Publication of the Jacksonville Chapter

<http://www.jacksonville.imanet.org/>

February 2007

### IMA Quarterly Dinner Meeting

#### EVERYONE SHOULD COME

Date: **March 20, 2007**

Location: **Deercreek  
Country Club**

**5:30 p.m. Cocktails**

**6:30 p.m. Dinner**

**7 p.m. Speaker**

Deercreek Country Club is located on Southside Blvd. near Philips Hwy. / U.S. 1, nearly across from the Avenues Mall.

#### New Chapter e-mail Address

Contact us at  
[JaxIMA@gmail.com](mailto:JaxIMA@gmail.com)

### New Meeting Name!

## IMA Breakfast Meeting

### New Meeting Place!

The Controllers Advisory Council meetings are going great, but they have evolved to include all kinds of accounting professionals.

The new name for our meeting will be the **IMA Breakfast Meeting**, and we are now meeting at the **Best Western** on Salisbury Road (**SOUTH** of JTB).

### Next IMA Breakfast Meeting

**February 28 –**

**Best Western at Southpoint**

Time: **7:30 a.m. – 9 a.m.**

Speaker: **Chris Gay**

He is the Director of Disaster Recovery and Systems Continuity with **Blue Cross Blue Shield of FL.**

## President's Message

### A Message from President Jerry Roach...

Time continues to move forward quickly, and is our primary obstacle in the many things we can accomplish. As we see the end of the IMA year on the horizon, we strive to finish strong. This includes bringing a co-worker or old college friend to a meeting, looking to contribute to your profession on an IMA committee next year, making your firm known through networking at our meetings, or working toward completion of the Certified Management Accountant designation.

The Jacksonville Chapter of the IMA is a competent, friendly, motivated group open to your ideas. We are eager to help you to develop your professional skills and keep you informed of the latest trends. Come forward, especially current members, and benefit from those who want to contribute to your career.

I look forward to seeing you soon and creating synergy among our members.

Jerry

### IMA JACKSONVILLE CHAPTER SERVICE YEAR 2006-2007 OFFICERS AND TEAM LEADERS

<b>President</b>	Jerry Roach	904-356-7967 (W)	<a href="mailto:grsr@bellsouth.net">grsr@bellsouth.net</a>
<b>Treasurer</b>	Jerry Jeakle	904-356-7967 (W)	<a href="mailto:cjcpas@bellsouth.net">cjcpas@bellsouth.net</a>
<b>Secretary</b>	Krista Lucas	904-260-6334 x201 (W)	<a href="mailto:kristal@nursecall.com">kristal@nursecall.com</a>
<b>Team Leaders:</b>			
<b>Membership</b>	Robert Price	904-384-1361 (W)	<a href="mailto:BPrice@GoodwillJax.org">BPrice@GoodwillJax.org</a>
<b>Prof. Education</b>	Kelly Briggs	904-358-7855 (W)	<a href="mailto:kelly.briggs@roberthalf.com">kelly.briggs@roberthalf.com</a>
<b>Communications</b>	Joe Nairon	904-463-0288 (C)	<a href="mailto:IMA.Jacksonville@theima.org">IMA.Jacksonville@theima.org</a>
<b>Director, Membership</b>	Clive Ricketts	904-866-4082 (W)	<a href="mailto:caricketts@yahoo.com">caricketts@yahoo.com</a>
<b>Director, Manuscripts</b>	John MacArthur	904-620-2630 (W)	<a href="mailto:JMACARTH@unf.edu">JMACARTH@unf.edu</a>
<b>Director-at-Large</b>	Lynette Beitz	904-366-6631 (W)	<a href="mailto:Lynette.Beitz@MyJaxChamber.com">Lynette.Beitz@MyJaxChamber.com</a>

Please send general feedback to the chapter at [JaxIMA@gmail.com](mailto:JaxIMA@gmail.com)

## Upcoming Meeting Schedule

DATE	TYPE OF MEETING	LOCATION – TIME
<b>February</b>		
28	Monthly Controllers Advisory Council	I-HOP - Baymeadows 7:30-9:00 A.M.
<b>March</b>		
14	Board Meeting – all members welcome	Panera Bread San Marco 8 a.m.
20	Quarterly Dinner Meeting	Deercreek Country Club
28	Monthly Controllers Advisory Council	I-HOP - Baymeadows 7:30-9:00 A.M.
<b>April</b>		
11	Board Meeting – all members welcome	Panera Bread San Marco 8 a.m.
25	Monthly Controllers Advisory Council	I-HOP - Baymeadows 7:30-9:00 A.M.

A place for: learning – sharing – networking – fun – new experiences – mentoring – continuing education – leadership development – promoting the field – certification – community service

### Speaker for February IMA Breakfast Meeting:

**Chris Gay, CBCP, Director, Disaster Recovery /Systems Continuity Management  
Blue Cross and Blue Shield of Florida**

Chris is responsible for the maintenance and preservation of the company's Disaster Recovery program to ensure mission critical business functions are available and protected in an adverse event. In addition, his responsibilities include Systems Continuity Management, I/T Business Continuity, and continued program enhancement and maturity.

Chris has been with BCBSF since 1996 when he joined the company as a Network Engineer. He began working in the Disaster Recovery / Business Continuity field in 1992 as a network administrator with disaster recovery responsibility for distributed and midrange environments. In total, Chris has over 17 years experience in Information Technology.

Chris holds a Bachelor of Science degree in Computer and Information Systems from the University of North Florida and a Certified Business Continuity Professional (CBCP) certification from DRI International.

## **Bid on the IMA National Conference**

The Florida Council of the IMA wants to give you a shortcut to the 88<sup>th</sup> annual IMA National Conference in Phoenix, Arizona this summer.

The IMA National Conference is an exciting time for accountants, with the opportunity to learn the latest in new trends and techniques, and to get it first-hand from the most innovative people in the business. You win when you come to the National Conference, and this year the place is Phoenix.

While meeting your own needs, this is also an opportunity to help accounting students in Florida. The National IMA has given the Florida Council one certificate for the national conference, and the Florida Council of the IMA is auctioning it off to generate money for scholarships statewide. This certificate is currently bidding at \$725, and is a full \$950 registration. That means that the winner will contribute at least \$725 toward the accounting aspirations of youth in our state!

To participate in the auction for the registration certificate, you must not have already registered, and you must still provide your own hotel room in Phoenix. The conference is from June 16-20 – and is the best thing you can do at that time of the year. The bidding ends at 9 p.m. on March 17<sup>th</sup>, giving people the chance to still qualify for the early bird rate for the conference through April 6<sup>th</sup>. Go ahead and reserve your hotel room, though, as rooms at the J.W. Marriott Desert Ridge will run out, and then people will have to resort to an alternate hotel. This trip will be fun, informative, and different than a usual vacation. Take advantage of the opportunity!

To view details on the conference, visit <http://www.imaconference.org/>

To take part in the bidding, an enlightening experience for you and for accounting students in Florida, e-mail Mike Tarter at [miketarter@adelphia.net](mailto:miketarter@adelphia.net).

## **Weighing the Value of Overdraft Protection**

The overdraft protection programs that banks have installed are not necessarily in your best interest. There are fees up front, and more fees lurking around the corner. Here are the details.

Customers do not have to sign up for a line of credit and sometimes do not have to pay an annual fee.

The charges for an overdraft that the banks “covers” for you with credit, can make a marginally solvent person become buried in fees, and unable to dig out. The problem is that the fees take away income of people who are already spending more than they make. As the fees add up, so does the person’s inability to pay their bills, much less the ever-growing number of bounced check fees.

## Ways to Streamline Your Finances

To save time and money and gain peace of mind, there are several easy, practical steps to choose. Take a look at these ideas:

**Use Direct Deposit.** A third of employees do not use direct deposit, but it is in their best interest to get on board.

**Get Overdraft Protection.** If you might possibly write an overdraft, this can save you the cost and embarrassment of a bounced check.

**Put your bills on automatic.** There are three methods: direct payment, credit card charges and online bill payment.

Direct payment is direct debit/EFT/ACH.

The credit card auto charge should only be used if you pay your bill off every month.

Online bill payment offers the most flexibility. You can receive and pay your bills online, and set up recurring payments of constant or varying amounts.

**Use Personal Finance Software.** These programs, such as Microsoft Money and Intuit Quicken, allow you to track your finances and plan saving and future spending, and they tie in to your bank, brokerage and credit card accounts through your computer.

**Consolidate Your Credit Cards.** Too many due dates, interest rates, fees and terms can mean mistakes that affect your credit history. Most people only need one or two credit cards.

**Consolidate Your Accounts.** The more scattered your money is, the harder it can be to track. Several IRA's, mutual funds and brokerage accounts at different financial institutions, gives you more forms, statements and terms than you can evaluate. Some people are even closing their checking accounts at banks and using the checking offered at brokerage firms, because it is easier to manage and move your money.

**Set Up A Filing System That Works.** You should have a place to put bills as soon as they are received. A basket or drawer for mailed statements; designated folders for e-mailed statements. Paid bills should be filed away by type of bill or by entity. Some office supply stores have software that suggests retention periods for your bills and documents.

## Overdue Taxes

There are two ways of dealing with overdue taxes before the respective government has contacted you. Voluntary disclosure can be sought at any time, almost always with the help of a public accountant. The other choice, when available through announcement by the government, is a voluntary amnesty program. A business must always respond to tax inquiries from any government, and neglecting to do so can result in escalated financial penalties and possibly jail time for officers and accountants. On tax issues without merit, the difficulty in resolving the matter becomes immensely more challenging as time passes.

With the wide variety of taxes that can be assessed, it is possible for a company to overlook its burden on a type of tax. For instance, New Jersey has a litter tax. Florida, New York and Washington are the only states that tax rental property income. Whether it is ill-informed or poorly trained accounting staff, or an inappropriate division or labor or employee training, eventually the oversight will be noticed. Under such circumstances, if the state has not contacted the company on the matter, a voluntary disclosure should be initiated right away. A voluntary disclosure occurs when a company's CPA contacts the government, explains the circumstances of the unpaid taxes, and keeps the name of the company anonymous. The government's auditing division staff will generally permit the company to pay just the last three years of taxes, plus interest. This allows the company to avoid paying penalties and paying taxes more than three years overdue. The government will send the accountant a letter for the company officer to sign, and this is the first time the company will reveal itself. With this method, be sure not to call the government from company offices, and they can track who called, and all bets are off! Also, note that governments are getting better about finding non-filers, so internal analysis should be more diligent than ever. Furthermore, just because the government is far away does not mean that you are immune from their taxes. California will aggressively pursue judgments against companies, and will send your customers in their state a "No Risk to Withhold Letter," which says that they will be held harmless if they do not pay invoices from your company.

The voluntary amnesty program rarely occurs, and cannot be predicted. Under this program, companies and individuals can come forward and pay their unpaid taxes anonymously and without interest or penalty. One of the more interesting examples of this was when a taxpayer in California made a \$200,000,000 tax payment anonymously. It actually affected the California economy, and was enough to take the state out of deficit spending for the year and give them a surplus.

Companies cannot count on resolving a tax matter before the government finds the discrepancy. Therefore, it is incumbent upon the accounting professionals in the organization to understand their responsibilities and to promptly investigate any uncertainties. There are many cases in which governmental auditors can find so much in back taxes owed that the company is forced to close. The company is counting on the accountants to be at their best!

## Employment - Openings

### CORPORATE FINANCIAL CONTROLLER

Executive Strategies, Inc., a national general management search firm, has been retained by a Jacksonville headquarters division of a multibillion dollar international engineering, construction and services organization to search for a Corporate Financial Controller.

Reporting to the CFO, this is a newly created, broad based financial position and the key liaison between the field and the CFO. The individual will be responsible for managing the corporate accounting functions, establishing financial systems, assist in budgeting/forecasting process (including financial models), managing of cash flow, equipment capitalization and ad hoc financial analysis. The individual must have a BS degree in Accounting or Finance, MBA and /or CPA preferred and ten years of accounting experience with a focus in construction, manufacturing, services or other related industries in a labor intensive environment.

Individuals must have solid finance/accounting fundamentals including experience with accounts payable and receivable, payroll, fixed assets, inventory, labor reporting and cash flow. Knowledge must include and understanding of COINS, SAP, Oracle or other fully integrated financial system, including purchasing, billing, etc.

He/she must be accustomed to leading through influence; there is a need to build strong relationships within the organization as this role requires working with numerous members of the management team and pulling information together from various sources. He/she should also be a team player with a natural willingness to collaborate, continually acting in the company's best interests, and possess an interest in learning the business.

This is a growing business and the individual must view the role similar to a start up; and create systems and process in which to build upon. This position provides the opportunity to work across the entire business, learn the business and is the most logical successor to the CFO.

For more information, please call or email:

Dutch Earle  
Managing Director  
770-552-3085 x223  
hearle@esisearch.com

#### Division Controller

**\$100M manufacturing and distribution Jacksonville-based division of a large national privately-held company.**

Responsible for all accounting / financial functions of the division. Growth at the division and company level are requiring significant upgrades to all accounting and financial systems and practices. Will manage a staff of up to 10.

Bachelor's degree required with 7 or more years of management accounting in a manufacturing environment. CPA or CMA and prior public accounting experience are a plus. SOX experience is also a plus.

Compensation to upper \$90's base (depending on experience and fit with position profile). Excellent impact and visibility opportunity; strong growth and advancement potential.

For questions or consideration, please contact retained consultant:

Janice Griffin  
1-800-675-0085  
janice\_griffin@earthlink.net

## **CONTROLLER**

Required for rapidly expanding mfg company. Responsible for all accounting functions and preparation of consolidated statements, budgets, forecasts, internal controls. CPA/CMA a plus. 401K & Flexible Spending Plans. DFWP. Mail or fax resume to: Human Resource Mgr., Wescom Products Inc., 9446 Philips Hwy., Ste 1, Jacksonville, FL 32256; Fax (904) 262-9323

## **INTERNAL AUDITOR – CONSTRUCTION INDUSTRY** **Atlanta**

Executive Strategies, Inc., a national general management search firm, has been retained by a large international construction company to conduct a search for an Internal Auditor for its multi-business unit North America operations.

Located in Atlanta and reporting to the Internal Audit Manager, part of a two person North America audit department functioning within the Global Internal Audit team. Responsibilities include conducting a wide range of financial and operational audits including business process reviews, risk assessments, identifying and reviewing controls, preparing reports on findings, making recommendations for improvement, and implementing audit recommendations. Key interfaces to this role include operating company CFO's, operations executives, the global audit team, external auditors, regional management and site management.

Requirements include a bachelors degree in finance or accounting, MBA and/or CPA preferred, and at least three years internal audit experience. Big 4 audit experience highly preferred. Experience should include auditing of construction, engineering, manufacturing or other industries with long term contracts, project management, labor or capital equipment environments.

This is an outstanding growth opportunity with a large international organization; advancement potential within global audit, North America finance or international finance. Excellent base salary, incentive bonus and car allowance; relocation assistance provided, requires travel.

For more information, e-mail resume to or call:

Kathy Earle  
[kte@esisearch.com](mailto:kte@esisearch.com)  
770-552-3085 x 222

## **Tax Accountant**

**Gainesville, FL**

A Gainesville firm which provides tax and accounting services is seeking a degreed Tax Accountant with at least 2 years of Public Accounting experience who's looking for a change of pace and a healthier work/life balance. With stable growth, healthcare reimbursement, paid time off and continuing education credits, this position will involve planning and filing individual tax returns, partnership returns, corporate filings for S-Corporations, asset

management and depreciation, and some general write-up work. Additional experience setting up and working with LLCs is also a plus. The long-term career track with this opportunity may reach all the way up to Partnership for the right person. There is minimum requirement of a Bachelor's Degree in Accounting. Ideally, an Enrolled Agent or a Certified Public Accountant are desired. Functional skill with Creative Solutions / Ultra Tax software is a plus. If you'd like to learn more about this career opportunity, please contact Barry Erskine with Robert Half Finance & Accounting at (904) 358-7855 or [barry.erskine@roberthalf.com](mailto:barry.erskine@roberthalf.com).



## **TOP SOUTHERN ACCOUNTING FIRM**

We have been retained by a top 5 Central Florida Accounting firm based in Orlando to source one Tax Manager, two Tax Seniors, two Audit Managers, and three Audit Seniors for their expanding practice. These are exceptional opportunities for the right candidates and represents a very different culture than the "Big 4" has to offer.

Our client is a progressive and well established Public Accounting firm serving the Southeastern U.S. They have a widely diversified client base including Real Estate Development, Construction, Agriculture, Manufacturing and a growing SEC practice.

The firm offers a diversity of service offerings including Audit and Assurance, Tax, Business Valuation, Forensic Accounting and Litigation Support. Opportunities to diversify exposure to both industry and functional area are plentiful.

Compensation is in the top quartile of base salaries and they have up to 25% bonus based upon production, professional development and work/life balance goals. Excellent benefits including Health Insurance, CPE, Cell Phone, Matching 401k, Disability and Life Insurance.

## **REQUIREMENTS**

### Managers:

- 5+ years experience in public accounting
- 3+ years experience managing and leading a team of professionals
- Must have active Florida CPA license or be in process of transferring
- Advanced Excel Skills a must
- Strong interpersonal skills and proven ability to develop new business opportunities for the firm

### Seniors:

- 3+ years experience in public accounting
- 1+ year(s) experience as a senior
- CPA license preferred
- Masters degree preferred

- Advanced Excel Skills a must
- Strong interpersonal skills and proven ability to develop new business opportunities for the firm

If you are interested in these great opportunities, please contact David Torres at 407-841-1460 or by e-mail at [dtorres@exiance.com](mailto:dtorres@exiance.com)

## **Internal Audit Manager**

Located in Jacksonville, FL

Job responsibilities include:

- Design, develop, direct, participate in assignments for developing/performing risk control assessments, financial audits, operational audits, SOX compliance work, process reviews and other management requested projects.
- Managing and participating with audit teams in the preparation of the project's scope, performance of field work, monitoring engagement progress, maintaining quality of work, preparing audit reports and communicating findings to Management.
- Assist Director of Internal Auditing in preparing annual audit plan and preparation of Audit Committee presentations.
- Assist in evaluating employee performance using such skills and tools as regular feedback and performance discussions, coaching, counseling, and discipline, as appropriate.
- Coordinate SOX work with external auditors and assist external auditors in performing their SOX assessment efficiently.
- In coordination with Director of Internal Audit, manage formal policies and decisions as they relate to the department and established internal auditing policies and procedures.
- Monitor management's achievement of action plans from prior audits.

Qualification requirements include:

- 7-15 years auditing/accounting experience with 3 years or more in supervisory level position. Demonstrated experience leading various types of project teams auditing experience preferred
- Bachelors or MBA degree in Accounting.
- CPA designation required. CIA a plus.
- Public accounting and/or distribution related experience is a plus.
- SOX experience a plus.
- Internal Auditing experience required
- Ability to travel up to 30%.

Contact: Kelly Briggs, *Recruiting Manager* with Robert Half Finance & Accounting at [kelly.briggs@roberthalf.com](mailto:kelly.briggs@roberthalf.com) or (904) 358-7855.