CEO / CFO / HR ESOP EXECUTIVE CONFERENCE

Monday, April 8, 2013
Cocktail Reception / Dinner
5:30 P.M. to 8:30 P.M.

Tuesday, April 9, 2013
8:00 A.M. to 3:00 P.M.

Woodcliff Hotel & Spa
199 Woodcliff Drive
Fairport, NY 14450
800.365.3065

FEATURED SPEAKERS
Robert J. Duffy, Lieutenant Governor, State of New York
Kathryn D. Karlic, Wilmington Trust Investment Advisors
J. Michael Keeling, The ESOP Association

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Value Management Inc. The Business Valuation Specialist
The New Jersey / New York Chapter of The ESOP Association is presenting a premier, formalized conference for ESOP company executives, who are members of The ESOP Association, to discuss ESOP and business issues. Space is provided on the registration form for each person attending to list a topic(s) and/or question(s) to be addressed during the individual roundtable sessions. Topics will be prioritized during the course of the sessions.

The conference will commence with a cocktail reception and dinner on April 8, 2013. Robert J. Duffy, Lieutenant Governor for the State of New York, will be the dinner keynote speaker (contingent upon there being no State emergency which he will need to address). Immediately following the breakfast on April 9, 2013, two general sessions will be presented. Concurrent CEO, CFO and HR roundtables will be held during the remainder of the day.

In addition to CEOs, the CEO roundtable includes COOs, Presidents, Chairs of the Board of Directors, and Executive Vice Presidents. The CFO roundtable includes CFOs, Vice Presidents of Finance, Treasurers, Directors of Accounting, Controllers and Assistant Controllers. The HR roundtable includes Vice Presidents of Human Resources, HR Directors, HR Managers, Benefit Administrators, ESOP Administrators and Organizational Development Personnel. Each roundtable is limited to 25 attendees. Registrations will be accepted on a first-come, first-served basis.

Sponsors will be attending the cocktail reception and dinner on April 8, 2013, the breakfast, general sessions, and luncheon on April 9, 2013. The morning roundtables will include professional panels as noted below; the afternoon roundtables will be closed-door discussions.

TUESDAY, APRIL 9, 2013
8:00 A.M. to 9:00 A.M. Enhanced Continental Breakfast Buffet / Welcome / Announcements / Sponsor Recognition
9:00 A.M. to 10:00 A.M. Economic Update ~ Lucky or Unlucky ’13? ~ General Session
10:00 A.M. to 10:45 A.M. Coffee Break
10:45 A.M. to 11:00 A.M. CEO Roundtable (Ray Hutch, Synergy Global Solutions ~ Facilitator). A panel of ESOP legal experts will participate in the discussion.
11:00 A.M. to 12:00 P.M. CFO Roundtable (Jim Stenger, Lewis Tree Service, Inc. ~ Facilitator). A panel of ESOP professional valuators will participate in the discussion.
12:00 P.M. to 1:10 P.M. Luncheon / Federal Legislative & Regulatory Update by J. Michael Keeling
1:15 P.M. to 3:00 P.M. Concurrent CEO / CFO / HR Roundtables (Corporate Members Only)

LEGAL & REGULATORY UPDATE (GENERAL SESSION)
Robert E. Brown, ESOP Plus, Rochester, NY
Paul S. Fusco, Boylan Code LLP, Rochester, NY

This session will focus on recent important legal and regulatory developments impacting ESOPs, including the new Form 5500 audit disclosure requirements that significantly expand the disclosures that must be made in the ESOP’s financial statement regarding valuation methodologies for ESOP shares that will likely include sensitive company financial information, as well as the updated regulations for the Delinquent Filer Voluntary Compliance Program (DFVCP).

ECONOMIC UPDATE ~ LUCKY OR UNLUCKY ’13? (GENERAL SESSION)
Kathryn D. Karlic, CFA, Wilmington Trust Investment Advisors, Buffalo, NY

With over three decades of investment management experience, Kathy leads the Institutional Investment Management business which provides asset allocation, portfolio management, and custody services to corporations, governments and non-for-profit enterprises. Her responsibilities include overseeing institutional sales, client service, and product management. She is also the Chief Client Officer for Wilmington Trust Investment Advisors, the investment advisory arm of M & T Bank. Kathy is a member of the firm’s Investment Strategy Team and co-chairs the Portfolio Management and Client Committee. Prior to joining M & T Bank, Kathy held executive positions at General Electric Asset Management and, earlier in her career, spent 17 years in various investment roles at Citigroup. She holds an MS in Accounting from the University of Hartford and a bachelor’s degree from Babson College. She holds her Series 63, 7, and 24 securities licenses and is a Board of Trustee Member for Daemen College and a prior member of the United States Treasury Borrowing Advisory Committee.
RAY HUTCH is the Chief Executive Officer for Synergy Global Solutions, Inc., Victor, NY. He spent his college years with three years of mechanical engineering at Cornell University, followed by two years of economics/business at Trinity College. Upon graduating in 1963, Ray joined IBM as a systems engineer in Hartford, CT. In 1967, Ray moved to Rochester, NY, where he took over the sales’ role for General Electric by opening up their computer time-sharing operations in Rochester. Seeing a need for a more flexible/customized computer service, Ray founded Western New York Computing Systems in 1971. He has directed this company through many changes over the years, including a name change to Synergy Global Solutions in order to permit growth outside of the Western New York Region. Ray started Synergy along the path to becoming an ESOP in 2004, and Synergy today is 100% employee owned.

JIM STENGER is the Senior Vice President, Chief Financial Officer, Secretary and Treasurer of Lewis Tree Service, Inc. (LTS), West Henrietta, NY. He has been with the company for three years, having previously been the CFO for a multi-company manufacturing holding company. Jim is a CPA, past president of the Rochester Chapter of Financial Executives International and member of the National Financial Executives International Board. Jim also serves on the Leadership and Development Council of ESCA. Founded in 1938, LTS is located in 23 states and Canada. It became a 100% S-ESOP in 2000 and paid off its acquisition debt in 2007. In January, 2012, LTS acquired Clearion Software LLC, a strategic acquisition enabling it to provide work management software to the utility and communication industries.

BARBARA DUFFY is the Human Resources Manager for Synergy Global Solutions, Inc., Victor, NY. She started her career with Eastman Kodak Company working her way up from Payroll to Human Resources for the Research Labs. Barb worked as the Benefit Manager and then Human Resources Manager for St. John Fisher College for seven years. She was an HR consultant for a local charter school and then joined HR Works, a human resources consulting firm, and was assigned to Synergy Global Solutions. Barb officially joined Synergy in June, 2012, and works on all HR functions, concentrating on compliance in the workplace. She serves on the Board of The Center for Youth, chairs the Center’s HR Committee, serves on the HR Committee for the Finger Lakes Health Systems Agency, and is on the Advisory Board for the United Way’s Women’s Leadership Council. She has a Business Administration degree from SUNY at Canton.

JIM STEFANO joined Synergy Global Solutions (Western NY Computing Systems Inc.) in 1989. His current responsibilities include the day-to-day management of Synergy’s operations reporting to Ray Hutch, CEO. Jim works closely with Synergy’s senior management team, developing Synergy policies, operational procedures, HR policy, ESOP Team management representative, and the implementation of Synergy’s strategic plan and improvement initiatives. Prior to joining Synergy Global Solutions, Jim was employed at Citibank NYS and Unisys/Burroughs Computing Systems. Jim received a B.A. in History and English from Canisius College in 1973, a M.A. in American History from SUNY at Buffalo in 1974, and completed 90% of the MBA program from Canisius College, as well as numerous business and management courses for quality, customer satisfaction, strategic planning and process management.
REGISTRATION FORM – Deadline April 3, 2013
Registrations WILL NOT BE ACCEPTED After The Deadline

Provide attendee’s name as it is to be printed on name tag. Indicate dinner choice – Filet of Beef Sirloin (Beef), Seared Salmon Fillet (Fish), or Woodcliff Vegetarian (Vege). List topics and / or questions for discussion. Registration form can be photocopied for additional registrations. Print all information. E-mail required for registration confirmation.

Name: ____________________________________________ Title: ____________________________

E-Mail: ____________________________________________ Dinner: _____ Beef _____ Fish _____ Vege

Topic(s) and / or question(s) for roundtable discussion: ____________________________

Name: ____________________________________________ Title: ____________________________

E-Mail: ____________________________________________ Dinner: _____ Beef _____ Fish _____ Vege

Topic(s) and / or question(s) for roundtable discussion: ____________________________

Name: ____________________________________________ Title: ____________________________

E-Mail: ____________________________________________ Dinner: _____ Beef _____ Fish _____ Vege

Topic(s) and / or question(s) for roundtable discussion: ____________________________

Company Information

Company: __________________________________________
Address: __________________________________________

City: ____________________________ State: ________________ Zip: ________________
Telephone (____) ____________________________ Fax (____) __________________________

Registration Fees (Walk-in Registration Not Available. April 3, 2013, Final Day to Register)

Corporate or Affiliate Member of The ESOP Association ~ Each Attendee ~ Indicate Number of Attendees _____$175.00

Payment Method (Do NOT send registration & payment to National office in Washington, DC)

☐ Enclosed is a check in the amount of $_________________. (Make check payable to “The ESOP Association.”)

Charge my: ☐ Visa ☐ MasterCard ☐ Amex for $_________________.

Credit Card # ____________________________ Exp. Date: _______/_______

Name on Card ____________________________ Authorized Signature ____________________________

I agree to pay the above amount according to my card issuer agreement.

Return completed registration form to:
The NJ / NY Chapter
The ESOP Association
P.O. Box 407, Amherst, OH 44001-0407
440.989.1553 (Fax)
karrie@esopchapters.com

CANCELLATION POLICY

NO REFUNDS will be given after April 3, 2013. Substitutions will be accepted if received by 5:00 P.M. on April 3, 2013.

QUESTIONS? CONTACT:

Karrie Imbrogno, Administrator
NJ/NY Chapter
440.989.1552
karrie@esopchapters.com

Hotel Information (Each Registrant Must Make His/Her Own Reservation)

A limited number of rooms have been reserved, on a FIRST-COME, FIRST-SERVED BASIS, for Monday evening, April 8, 2013, at a special rate of $149 per room for single or double occupancy. The cutoff date for room reservations is March 25, 2013. To reserve a room, call the Woodcliff Hotel & Spa directly at 585.248.4810 or 800.365.3065 and ask for the “New Jersey / New York Chapter of The ESOP Association room block.”