



\$ The Bottom Line \$

The St. Paul Chapter
Institute of Management Accountants

Volume XIV

No. 4

April 2004

Please Keep in Touch!!
www.stpaul.imanet.org

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President's Message

In March we traveled to the DoubleTree Park Place in St. Louis Park where the Minneapolis chapter hosted our monthly dinner meeting. The guest speaker was Mr. Mark Thomas, President and Chief Executive Officer of Ballistic Recovery Systems, Inc. Mr. Thomas discussed "Challenges of Growing a Small, Publicly Held Corporation." Ballistic Recovery Systems, Inc. (BRSI) manufactures aviation safety equipment for the general aviation industry (and as Mr. Thomas so eloquently pointed out – is a publicly traded company). Mr. Thomas covered the history of BRS, the products it manufactures for the aviation industry and the challenges of growing a small, publicly held company in this field. It was a great meeting and a great presentation!

The next St. Paul Chapter meeting will be an additional joint dinner meeting with the Minneapolis Chapter on Tuesday, April 20, 2004. Like last month's meeting, you really want to make every effort to attend this very special event. Our guest speaker will be Dr. Art Rolnick, Senior Vice President and Director of Research at the Federal Reserve Bank in Minneapolis. Dr. Rolnick has chosen the topic "Can the US Economy Compete with the Economies of China and India?"

Dr. Rolnick has an interest in "human capital investment" and plans to include some of his recent observations within his presentation. Dr. Rolnick holds a Ph.D. in Economics, and we will have one of America's pre-eminent Economists speak on current economic indicators, as well as a regional economic outlook. Our meeting will be held on Tuesday, April 20, 2004 at the Roseville Radisson Hotel (off of I-35W and north of Highway 36).

The April dinner meeting is a "Bring a Guest" meeting and we encourage all members to come, and bring someone with you who would enjoy hearing Dr. Rolnick. When members bring a guest, the guest fee (normally non-IMA members are charged \$30 to attend) for this event will be the same as the member fee of \$25 for pre-registered, and \$27 for "walk-in" attendance.

Our last dinner meeting of the year will be held on Tuesday, May 18, 2004 at the Downtown St. Paul Riverfront Radisson Hotel (11 East Kellogg Boulevard). May is "Sponsor Appreciation" month and we will recognize those who have helped sponsor us over the past year, and thank them for their continued support. We will introduce the Chapter Board for 2004 – 2005 at the May meeting. The official transfer to the new board will occur at the May meeting. The guest speaker will be Mr. Jay Kasdan and Jay will be speaking on the topic "Staying Positive in a Changing Environment."

Be sure to try to attend one of our meetings. These are tremendous opportunities for

all members to network, socialize, pursue continuing education, and enjoy a great evening together. Your board of directors has worked hard to put together a strong meeting schedule filled with great speakers on timely topics pertinent to all IMA members. I hope you will make every effort to attend at least one or two of these great meetings.

The Northern Lights Regional Council of the IMA (the St. Paul Chapter falls under the Northern Lights Regional Council) will sponsor a half day seminar (worth 4 hours CPE) on Friday, April 23, 2004 at Land O'Lakes in Arden Hills. The topic is "Ethical Leadership" and I encourage you to attend. The cost is \$75, which is a good bargain, and registration is through Larry Zorn at: lzorn@airtecinc.net. Look for an announcement and reservation form in this newsletter as well as on the St. Paul Chapter website.

The Minneapolis Chapter is sponsoring a golf outing on Monday June 7, 2004. "Tee-off" time is 12:00 noon at the New Prague Country Club. I encourage you to consider supporting this fund raising event for the Minneapolis Chapter. I hope we have at least one four-some from members of the St. Paul Chapter. Details can be found in this newsletter as well as on the St. Paul Chapter website. Let me know what you think of the idea of our Chapter conducting a similar fund raising event each year.

We still have activities planned for 2004, and I invite you to read these monthly newsletters, and visit the St. Paul Chapter website frequently to read all the most current news on our planned activities. Visit our website at <http://www.stpaul.imanet.org> then send us a message and tell us how we can make our website better.

We are looking for a few good CMA's who would be interested in helping us with our planned Autumn 2004 launch of the only instructor-led CMA review course in the Twin Cities. We will be working with Doug Imholte and all of the great folks at Holmes Corporation in Eagan as the IMA looks to launch the instructor-led version of their CMA Review Learning System.

Using CMA Review Learning System, we will be able to provide our instructors with "ready-to-present" review course outlines, notes, practice problems, web based support, as well as a course syllabus. The addition of your proven expertise will help to make this a very worthwhile and successful CMA Review Course for the entire Twin Cities region. This is a compensated opportunity for you to work with those aspiring to attain certification. To try out a "demo" of the CMA Review Learning System from Holmes Corporation go to <http://www.learnema.com> If you are interested in joining our staff of certified instructors, please contact John Stephani at jastephani@mmm.com or (651) 733-9605.

My deepest appreciation goes to Dr. Fahima Aziz, Ph.D. Professor and Chair of Hamline University's Management and Economics Department for so generously allowing Management Accounting in the Twin Cities area to have an academic home. Thanks to the gracious efforts and generosity of Dr. Aziz, our CMA Review Course will find residence on their St. Paul campus.

Your chapter board is working hard to make the St. Paul Chapter one of the finest chapters in the IMA. Your support is needed and appreciated. Please consider becoming a board member and take advantage of leadership opportunities to help us in our never-ending pursuit to become one of the best chapters in the IMA. The chapter exists to serve the needs of our great members. We need your support to be able to continue to provide our members with the services and activities they need to maximize the value of their IMA memberships.

Leo Philben
President 2002 – 2004
St. Paul Chapter, IMA



St. Paul Chapter Board Meeting Minutes

March 24, 2004

Call to Order

Leo Philben called the meeting to order at 4:30 pm, Wednesday, March 24, 2004 at the DoubleTree in St. Louis Park.

Attendees

Andy Benjamin, Donna Bennett, Wendy Degler, Dave Evenstar, Seth Hilgert, John McGuire, Michael Wahowske, and Leo Philben.

Members Absent

Shahla Dreyer, Tripp Parker, Jim Seitz, John Stephani, and Dave McMahon

Secretary's Report

Leo Philben did not attend the February board meeting, and no meeting minutes were taken in his absence. No motions were put forward and no votes were conducted.

Treasurer's Report

Andy Benjamin presented the February 2004 financial reports to the board members. Andy also presented a comparison of actual expenditures to budget for February. \$2,000 is in the budget to support sending Wendy Degler to the IMA National Conference in Chicago June 26th – 30th, 2004.

Administration Report

John Stephani sent a short update to the board members via e-mail prior to the meeting.

Membership Report

Mike Wahowske provided an update of Membership Committee initiatives. Mike has developed a "Member's Survey" and is considering using a web source (<http://www.surveymonkey.com>) as the medium for the Member's Survey. The service is free if a limited number of questions are used and there are a limited number of responses. A nominal fee would be charged to have a larger survey and more responses. The purpose of the survey is to obtain membership "satisfaction" feedback, as well as preferences for speaker topics, meeting activities, as well as demographic information. Mike asked all board members to review the survey and offer feedback to him. More information will follow as development is finalized.

Education and Speaker Schedule Update

Wendy Degler provided an update of the monthly dinner meeting schedule. The May 2004 meeting is finalized with a new speaker, the same topic, meeting date and location. Tripp sent Wendy a sample "sponsor" invitation letter which he is sending to select sponsors. We will begin planning our first (experimental) summer lunch hour meetings, as well as the 2004 – 2005 Activity Planning Calendar.

Communications Report

Tripp Parker provided an update for the board members to Leo Philben prior to the meeting. In addition to the item mentioned above, much of the update requires coordination with John Stephani. Since John did not attend the board meeting, Tripp will follow up with John "off-line" before the April board meeting.

Past Presidents

There were no updates from Jim or John.

New Business

Leo Philben discussed the recurring problem of time running out at meetings before all agenda items are covered. With the number of topics on each meeting agenda, careful planning will allow each presenter five minutes (max) to be used to cover each topic, and still finish the meeting in under 60 minutes with all agenda topics covered. There will be no time during board meetings for lengthy discussions or director coordination. All discussions and coordination efforts must be conducted “off-line” either before or after the meeting. Topics not on the agenda cannot be raised during the current board meeting, and must be postponed until the next monthly meeting. Board meetings are only for providing quick, summary type information and seeking board vote approvals (when needed). All other activities (lengthy reports, discussions, detailed coordination, challenges, etc.) must be moved “off-line” and conducted outside of board meetings. In this way we will be able to cover all agenda items within the 60 minutes allocated.

Leo announced the current status of the Chapter in the IMA Competition. With focused effort we can attain a “Superior” designation in all competition categories, which is necessary for the Chapter to receive an overall “Superior” designation. Leo illustrated how this can be done between now and the year end on May 31, 2004.

Leo announced the St. Paul Chapter sponsoring a two-credit “mini” seminar (roundtable – style) on “Leadership – Ethics” on Thursday evening April 15, 2004 from 5:00 pm until 7:00 pm at the Embassy Suites in downtown St. Paul. The cost will be free, but only minimal “formal” arrangements will be made. Leo will send an announcement with details to Dave Evenstar to send out to all members.

Leo next announced the recent meeting hosted by Holmes Corporation and members of the Board of Directors leadership regarding the new CMA Review Learning System. We were particularly interested in the “Instructor Led” review program that we envision to conduct in Autumn 2004. This looks like a very promising new product that offers great value to our members.

Leo announced that the Northern Lights Regional Council is sponsoring a “Leadership” seminar (half-day) on Friday, April 23, 2004 at Land O’ Lakes in Arden Hills. New board members are encouraged to attend, and a minimum of six attendees from the St. Paul Chapter are sought. Four hours CPE will be awarded to each attendee.

The next Northern Lights Regional Council meeting is scheduled for Friday, April 6, 2004 after the seminar. The Regional Council meeting is open to all members however four members from the St. Paul Chapter Board are expected to attend as voting representatives of the chapter.

The Minneapolis Chapter is hosting a golf outing on Monday, June 7, 2004 at the New Prague Country Club. We should look to send a “four-some” to represent the St. Paul Chapter to this fund raising event hosted by the Minneapolis Chapter. Wendy Degler, John McGuire, and Leo Philben are interested in forming a four-some to participate in the golf outing. Forming a second four-some from St. Paul Chapter members is strongly encouraged.

The golf outing is a great fund raising annual event for the Minneapolis Chapter and we should consider conducting a similar event annually. Golf is popular enough in Minnesota to support both Chapters using golf as a fund raising effort annually.

Wendy will represent the Chapter at the upcoming National Conference in Chicago. Others are encouraged to attend, particularly if this will be the “first” attendance at this event.

Next Meeting

The next chapter board meeting will be held on Tuesday evening, April 20, 2004, beginning at 4:30 pm at the Roseville Radisson Hotel in Roseville.

Meeting Adjournment

There were no objections to adjourning the meeting. The meeting was adjourned at 5:30pm

Leo Philben
President and Secretary (2002-2004)
Board of Directors
IMA – St. Paul Chapter

SPONSOR RECOGNITION

The Board of Directors of the St. Paul Chapter of the IMA would like to pay a special thank you to the sponsors listed below for their support of the chapter. Our sponsors are very important to the ongoing viability of the chapter.

Robert Half - Accountemps
JMT Financial Partners
Ambrion
Paychex

St. Paul Chapter
~ April 2004 Joint Dinner Meeting ~

Tuesday, April 20, 2004

“Bring a Guest”

Social 5:30 p.m. and Dinner & Presentation 6:00 p.m.

“Can the US Economy Compete with the Economies of China and India?”

Featured Speaker:

Dr. Art Rolnick, Ph.D.

**Vice President and Director of Research
Federal Reserve Bank - Minneapolis Region**

Register no later than Friday, April 16, 2004

E-mail registration to Dave Evenstar: dbevenstar@mmm.com or call (651) 773-6731
Dinner-meeting rate for members: \$25 for Dinner & 1 CPE credit, On-site registration \$27.00
St. Paul Chapter Members who **“Bring a Guest”** gain admittance for their guest at Member rates
Non-members: \$30 advance or \$32 on-site registration

Location and Parking:
Radisson Roseville Hotel
2540 N. Cleveland Ave
(651) 367-3916

For directions and parking information visit: <http://www.radisson.com/rosevillemn>



Dinner Meeting Coupon



Valid for \$1 off any dinner meeting sponsored by the St. Paul IMA Chapter through May 31, 2004; one coupon per person per meeting.

Expires 5/31/2004
REF: IMA330NEWSLETTER

St. Paul Chapter
~ May 2004 Dinner Meeting ~

Tuesday, May 18, 2004
“Sponsor Appreciation”

Social 5:30 p.m. and Dinner & Presentation 6:00 p.m.

**“Staying Productive and Positive
in a Changing Environment”**

Featured Speaker:
Jay Kasdan
Project Manager,
Fredrickson Communications

Register no later than Friday, May 14, 2004

E-mail registration to Dave Evenstar: dbevenstar@mmm.com or call (651) 773-6731
Dinner-meeting rate for members: \$25 for Dinner & 1 CPE credit, On-site registration \$27.00
St. Paul Chapter Members who **“Bring a Guest”** gain admittance for their guest at Member rates
Non-members: \$30 advance or \$32 on-site registration

Location and Parking:
Radisson Riverfront Hotel
11 E. Kellogg, St. Paul
(651) 292-1900

For directions and parking information visit: <http://www.radisson.com/stpaulmn>



Dinner Meeting Coupon



Valid for \$1 off any dinner meeting sponsored by the St. Paul IMA Chapter through May 31, 2004; one coupon per person per meeting.

Expires 5/31/2004
REF: IMA330NEWSLETTER

More and more accounting professionals are working closely with their information technology (IT) counterparts on a wide range of projects, from e-commerce to risk assessment and security initiatives. In a survey by our company, 39 percent of chief financial officers (CFOs) polled said they would be more involved with information systems initiatives over the next few years. For accountants at all levels, strong technical abilities can increase their career advancement potential.

Following are tips for expanding your technology skills:

- * Help where you can. Volunteer for projects that require IT skills, such as a financial systems upgrade or new billing application implementation. While you may not yet be familiar with the intricacies of the initiative, you can still contribute to its success. Offer to assist with the beginning or end stages, which are typically not quite as technical. For example, you could supervise the quality control process or test the final results to ensure they meet business needs. Ask your IT coworkers for help when you need it.
- * Continue learning. Many companies and professional associations provide classes or workshops on technology-related topics. You may also consider pursuing technical certification. In a separate by our company survey, 85 percent of CFOs said earning an advanced accreditation, such as a Certified Information Technology Professional (CITP) credential, is valuable for career advancement. In addition to building your expertise, these designations can boost your starting salary by as much as 15 percent, according to the *2003 Salary Guide* from Robert Half Finance & Accounting and Accountemps.
- * Stay current on IT issues. Read industry publications for updates on the latest technologies and skills in demand.

Accountemps is the world's first and largest temporary staffing service specializing in the placement of accounting, finance and bookkeeping professionals. The company has more than 325 offices throughout North America, Europe, Australia and New Zealand, and offers online job-search services at www.accountemps.com. For more information, call the St. Paul office at (651) 293-3973.

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FINANCIAL ANALYST-EATON CORPORATION

"I know the price of success: dedication, hard work, and an unremitting devotion to the things you want to happen" - Frank Lloyd Wright

Eaton Corporation Fluid Power operation in Eden Prairie, MN, has an opening for a Senior Financial Analyst. The Sr. Financial Analyst produces appropriate analysis, evaluation, and reporting of financial and non-financial results and projections of the Hydraulics Operations. This position serves as a financial and business resource for the plant finance personnel, headquarters budget owners, and product growth team members. Position is a rotation program through 4 departments, with all assignments located at Hydraulics Headquarters in MN. Relocation may be required after rotation is completed. Incumbent will provide leadership in developing process improvements on different accounting, reporting, and analysis methods. 3-5 years progressive accounting experiences, including previous experience in Manufacturing environment doing cost accounting. Excellent communication, organizational, and computer skills. 4 Year Finance/Accounting Degree, MBA or certification highly desirable. If interested, apply online at www.eatonjobs.com

Kelly S West

Recruiter

Eaton Corporation

216-523-4796

kellyswest@eaton.com

www.eatonjobs.com

UPCOMING EVENTS



85th Annual IMA Conference – Best Practices for a Competitive Advantage

Save \$100 on your registration fee! Register by April 23rd. Three easy ways to register and earn 30 CPE credits! <http://www.imanet.org>

Recommended Sessions include:

June 28th 8:45 a.m.– 10:00 a.m.

GSM1 Our Responsibility in the New Era of Corporate Integrity

Cynthia Cooper, Vice President of Internal Audit, MCI, Clinton, Mississippi. Ms. Cooper shares her experiences and lessons learned. She discusses not only the crisis caused by the recent corporate scandals and the costs associated, but offers insight into the changes that have occurred over the past two years. She focuses on the challenges each of us face, personally and professionally, in carrying out our individual responsibilities in this era of increased focus on corporate integrity.

June 28th 1:45 p.m.– 3:00 p.m.

MAM1 Is That Ethical? Accountants Caught in the Crossfire

Jeffrey Salters, Senior Consultant, Ethics Resource Center, Washington, D.C.

Your CEO asks you to “adjust” the books in a manner that makes you pause. How do you know if what you’ve been asked to do is ethical? The scandals at Enron and WorldCom prove that accountants’ judgment calls can have a devastating impact on them, their organizations, and investors. This session will help you recognize, analyze, and resolve ethical dilemmas and help you handle the pressures inherent in your job.



The Northern Lights Regional Council is hosting a half-day (4 CPE) seminar on Friday morning, April 23, 2004 at Land O'Lakes in Arden Hills. The seminar topic is Leadership and Ethics. The cost is \$75.

We discussed this at last month's board meeting. If we send at least six members from our board/chapter we will attain a "Superior" rating for another elective for our Chapter. I plan to attend the seminar and now challenge five other members to join me.

If we send at least four board members to attend the Northern Lights Regional Council Meeting at the same location after lunch, we will attain a "Superior" rating in a second elective that day. I plan to attend both activities and challenge others to join me for a day dedicated to the IMA.

Leo Philben
President 2002 – 2004
St. Paul Chapter, IMA

\$\$Cash Flow Best Practices Roundtable

Mark your calendars for the upcoming **Round Table** on \$\$**Cash Flow Best Practices** sponsored by **Hudson Global Resources**.

It is taking place **Friday April 16th** at the St. Louis Park Doubletree Hotel starting with breakfast from **7:00am - 7:30am** and the round table discussion from **7:30am - 8:30am**:

The Roundtable will feature top financial executives sharing their own experiences - both successes and pitfalls - in implementing cash flow strategies. You'll take away practical information that you can use immediately for business improvement. Following brief presentations by each participant, you'll have a chance to ask questions and network with your peers. Our panelists are:

Doug Zech - Apogee:

Doug is a Six Sigma Black Belt with Apogee Enterprises, and currently manages their Six Sigma initiative, which generally runs between 70-95 active projects at any time. Doug has led several cash flow projects, and is currently in charge of validating all project benefit claims company wide. Doug will talk about the Six Sigma process and the ability to positively impact a company's cash flow.

Jeff Knutson - Ecolab:

An Excellence Award winner from Ecolab, Jeff identified Accounts Payable process improvements that led to a 200,000 reduction in processed invoices with minimal capital investment. Jeff will talk about the tool that supported this significant productivity improvement and the implementation process. Jeff was with Carlson Companies and Target prior to managing the Accounts Payable functions for Ecolab.

Sean Pivec - Eschelon:

As the National Director of Customer Service for Eschelon Telecom, Inc., Sean is responsible for continuous improvement in service to customers. Last October, Eschelon announced that it had achieved its first month of free cash flow positive results. Free cash flow positive is a financial benchmark indicating that a company generates more cash from operations than it requires to fund its operating costs, capital spending, working capital and debt obligations. Sean will talk about process improvements to customer service levels and credit and collections areas that led to this financial achievement.

For registration information, please contact **John McGuire** at Hudson Global Resources, (Tel) 952-833-9207, john.mcguire@hudson.com

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**Institute of Management Accountants
Northern Lights Regional Council Presents:**

****TEAM BUILDING** and **ETHICAL LEADERSHIP****

(Two 2-Hour Concurrent Seminars)

DATE: **Friday, APRIL 23, 2004**

TIME: 7:30 AM – 8:00 AM Registration

8:00 AM – 10:00 AM Session 1

10:00 AM - 10:15 AM Break

10:15 AM – 12:15 PM Session 2

SITE: **Land O'Lakes, Inc.**

4001 Lexington Avenue

Arden Hills, MN 55126

COST: \$75.00 CPE: 4

RESERVATIONS/PAYMENT DUE APRIL 16, 2004

Reservations are required due to facility security protocols. (Non-members welcome)

Refreshments provided at registration /Lunch available at your cost after the seminars. Northern Lights Regional Council meeting follows 1:00-4:00 PM. All IMA members are welcome to attend.

"TEAM BUILDING"

SPEAKER: CARL "ENERGIZER" OLSON

SEMINAR RECAP

Work Life Teams

Volunteer Life Teams

Home Life Teams

Mr. Olson has been an educator, coach and adviser for over 34 years. He has been actively involved in training for the past 5 years. With an emphasis on leadership education and team building, Mr. Olson has presented in seven states and in Canada. This presentation will be fast paced with hands-on involvement. It will be FUN!!!!

"ETHICAL LEADERSHIP"

SPEAKER: TIM BURCHILL, CFRE

SEMINAR RECAP

Universal ethical principles

Obstacles to ethical practice

Processes for ethical decision making

Mr. Burchill is Vice President for University Relations, Saint Mary's University of Minnesota. In June, 1996 he was named the first executive director of the Hendrickson Institute for Ethical Leadership at Saint Mary's University of Minnesota. The Hendrickson Institute seeks to identify, nurture, train, and equip present and future ethical leaders in business, education, religion, and the non-profit sector.

RESERVATION Please Print

First Name: _____ Last Name: _____

Phone Number: _____ Email: _____

IMA Chapter: _____ Payment Enclosed: _____

PAYABLE TO: IMA Northern Lights Regional Council

Reservation and payment due April 16, 2004, SEND TO: Larry Zorn / Airtec, Inc. / P.O. Box 899 / Eau Claire, WI 54702 // Phone: 715-832-2002 x135 // email: lzorn@airtecinc.net

Directions to **Land O'Lakes, Inc** / 4001 Lexington Avenue North / Arden Hills, MN 55126

Generally, Land O'Lakes is located just north of I-694, north on Lexington Avenue, between I35W and I35E. Lexington Avenue runs North/South in the following directions.

From the South: 35W

- Go North on I35W to I694 exit.
- Go EAST on I694. Move to your immediate left lane as the right lane becomes an exit only for Snelling Avenue. Stay in this lane.
- Exit at Lexington Avenue. The next exit after Snelling Avenue(2nd exit after you enter Hwy 694.
- Go NORTH(left) on Lexington Avenue.
- After you cross over the highway, look for a sign on your LEFT, fairly low to the ground. It will say "Land O'Lakes Visitors Drive". Turn LEFT. This entrance comes **before** you get to the next stop light which is County Road "F".
- After you wind through the woods, you will come to the parking area.
- You will see 2 buildings, enter the taller building which is on your right when facing the buildings. See the receptionist to sign in.

From the South: I35E

- Go North on I35E to **I694 WEST** exit. This is also exit for Hwy 10.
- West on I694 to Lexington Avenue-this is the 3rd exit.
- Exit on Lexington Avenue and go NORTH(right).
- Almost immediately on your **LEFT**, look for a sign on your LEFT, fairly low to the ground. It will say "Land O'Lakes Visitors Drive". Turn LEFT. This entrance comes **before** you get to the next stop light which is County Road "F".
- After you wind through the woods, you will come to the parking area.
- You will see 2 buildings, enter the taller building which is on your right when facing the buildings. See the receptionist to sign in.

From the East: I694

- Go North/West on I694 to Lexington Avenue.
- Exit on Lexington Avenue and go NORTH(right).
- Almost immediately on your **LEFT**, look for a sign on your LEFT, fairly low to the ground. It will say "Land O'Lakes Visitors Drive". Turn LEFT. This entrance comes **before** you get to the next stop light which is County Road "F".
- After you wind through the woods, you will come to the parking area.
- You will see 2 buildings, enter the taller building which is on your right when facing the buildings. See the receptionist to sign in.

From the West: I694

- Go North/East on I694 to Lexington Avenue.
- When you pass I35W move to left lane. Right Lane becomes "Exit Only" for Snelling Avenue.
- Exit at Lexington Avenue. The next exit after Snelling Avenue(2nd exit after you pass I35W).
- Go NORTH(left) on Lexington Avenue.
- After you cross over the highway, look for a sign on your LEFT, fairly low to the ground. It will say "Land O'Lakes Visitors Drive". Turn LEFT. This entrance comes **before** you get to the next stop light which is County Road "F".
- After you wind through the woods, you will come to the parking area.
- You will see 2 buildings, enter the taller building which is on your right when facing the buildings. See the receptionist to sign in.

From the North: I35

- Go South on I35 to I35W.
- Take I35W South to Highway 96, EXIT.
- At top of exit ramp turn left.
- At the 4th stop light (Lexington Avenue), turn right(south).
- The next stop light is County Road "F"; there is a bank on the far right corner. Go through the light.
- After the bank driveways there is a driveway on your right with a sign that says Land O'Lakes Visitors Drive. Turn Right. This entrance comes **before** the I-694 intersection.
- After you wind through the woods, you will come to the parking area.
- You will see 2 buildings, enter the taller building which is on your right when facing the buildings. See the receptionist to sign in.

OR

Take I35W South all the way to I-694 East.

- On I694, move to left lane. Right Lane becomes "Exit Only" for Snelling Avenue.
- Exit at Lexington Avenue. The next exit after Snelling Avenue.
- Go NORTH(left) on Lexington Avenue.
- After you cross over the highway, look for a sign on your LEFT, fairly low to the ground. It will say "Land O'Lakes Visitors Drive". Turn LEFT. This entrance comes **before** you get to the next stop light which is County Road "F".
- After you wind through the woods, you will come to the parking area.

You will see 2 buildings, enter the taller building which is on your right when facing the buildings. See the receptionist to sign in.



St Paul Chapter Presents:

~ Leadership & Ethics Roundtable ~

**Thursday, April 15th
5:00 – 7:00 p.m.
Embassy Suites Hotel
Downtown St. Paul**

Joins us for a “free-wheeling” discussion on current topics of interest in Leadership and Ethics in the Finance and Accounting profession.

2 CPE Credits and the cost is FREE!!

Moderator:

*Leo Philben, President
St. Paul Chapter - IMA*

Joins us for a fast moving two hour discussion of Leadership and Ethics. Bring articles or materials of interest and join in the discussion. Two CPE credits will be earned by everyone attending this two hour discussion. Best of all, it's FREE!!

(Drinks and appetizers on a strict “you pay as you go” basis).

RSVP to Leo Philben NLT April 14, 2004 at: leo.philben@wellsfargoefs.com

Location and Parking:

Embassy Suites Hotel – Downtown St. Paul
Go to the Courtyard area (primary location) or inside Cork's Irish Pub (alternate location)
175 East 10th Street
(651) 224-5400

Free Parking on site. For directions visit: <http://www.embassysuites.com> or
<http://www.embassysuites.com/en/es/hotels/directions.jhtml?ctyhocn=MSPSPES>

NEWLY CERTIFIED MEMBERS

Congratulations to the following members on completing certification!:

Eric Pajari has received the CMA (Certified Management Accountant).

Thomas Johnson has received the CFM (Certified in Financial Management). Thomas has already received the CMA designation.



IMA - ST. PAUL CHAPTER Meeting Schedule—2004

<u>Date</u>	<u>Chapter</u>	<u>Special Event</u>	<u>Speaker</u>	<u>Topic</u>	<u>Location</u>
March 24	Minneapolis		Mark Thomas-Ballistic Recovery Systems	General Aviation Safety Industry	Doubletree – St. Louis Park
April 20	St. Paul	Bring a Guest	Dr. Art Rolnick, Sr. VP- Director of Research Federal Reserve	Regional economic indicators and economic outlook	Radisson, Roseville
May 18	St. Paul	Sponsors Appreciation	Jay Kasdan Project Manager Fredrickson Communications	Staying productive & positive in a changing environment	Radisson, Riverfront
June 26-30	Chicago		85 th Annual IMA Conference		Downtown Hyatt Regency