



MINUTES OF THE AMERICAS REGIONAL MEETING

**The Four Seasons Hotel
Toronto, Ontario, Canada
May 21-24, 2016**

I. Simultaneous Sessions (May 21)

On Saturday, May 21, updates were presented for accounting and auditing by Mr. Wayne Kerr from AuditWatch, and for tax by Mr. Ed Zollars from Thomas, Zollars & Lynch.

II. Convention (May 23)

Executive Director Maureen Schwartz officially convened the meeting at 8:30 a.m. on May 23. She welcomed the members and acknowledged those in attendance from outside of the region: EMEA Regional Chairman Nilesh Shah (London) and Mr. Tim Partridge (Bunbury, Australia), representing the Asia-Pacific Region, as well as Messrs. Graeme Boake (Johannesburg), Ken Glynn (Melbourne), and Greg Lay (Melbourne). She also introduced Bhaskar Mahajan from Ramsey & Mahajan Accountants & Consultants (Calgary), attending as a guest and prospective member. Lastly, Maureen introduced and thanked BKR's Strategic Alliance Partners for their support of the meeting.

III. Host Firm Welcome

Partner Brad Waese, of host firm SF Partnership, LLP, welcomed everyone to their city and provided interesting historical and cultural insights about Toronto.

Present were:

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IV. Report from the Americas Regional Chairman

Chairman David Goldner (Baltimore) reviewed the slate of nominations for the 2016/2017 fiscal year as follows:

Mr. Alan Gubernick (Philadelphia Region) to replace Mr. Neal Von Stein (Jacksonville), and
Mr. Jim Schmidt (Phoenix) to replace Mr. Jim Kraft (San Francisco).

He asked that a motion be made to accept the nominations of Messrs. Gubernick and Schmidt to join the Americas Regional Board, effective July 1, 2016.

Mr. John Beauston (Charleston) moved:

RESOLVED: That Messrs. Alan Gubernick and Jim Schmidt be elected to serve on the Americas Regional Board, beginning July 1, 2016.

Mr. Kelly Lohn (Vancouver) seconded, and the motion was unanimously carried.

Mr. Goldner then presented the financial statements for the nine months ended March 31, 2016, and the budget for the fiscal year ending June 30, 2017.

Mr. Ray Nisivoccia (Mt. Arlington) moved:

RESOLVED: That the financial statements for the nine months ended March 31, 2016, and the budget for the fiscal year ending June 30, 2017, be approved.

Mr. Sean Boland (Minneapolis) seconded, and the motion was unanimously carried.

V. Report from the Worldwide Chairman

Worldwide Chairman Howard Rosen (Phoenix) discussed the recent activities of the Worldwide Board, including the successful recruiting campaign forged in India, where the membership increased from 3-9 firms in the past two years. He also advised that at its upcoming meeting on Wednesday, the board will discuss the specific amount of block grants that will be given to each region, which will be based on the percentage of total dues paid by that region. He concluded by inviting everyone to attend the 2016 Worldwide Meeting to be held in Santiago, Chile, on November 12-15.

VI. Monday's Program Highlights

(All presentations can be found at www.bkr.com > Meetings)

After the business update, Ms. Jennifer Wilson, a nationally renowned leadership and marketing consultant and one of Accounting Today's 100 Most Influential People in Accounting, presented a session on "Strategies to Truly Engage and Retain Your People." Finishing up the morning program, Mr. Carl George returned, by popular demand, and discussed the results of BKR's 2016 Member Firm Statistical Analysis.

Monday afternoon was devoted to four breakout sessions on the following topics: Assessing the Client Experience for Challenges and Opportunities; Corporate Finance/M&A; Drilling Down into the 2016 Statistics; and Moving Away from the Time and Place Paradigm. Each session was presented twice.

VII. Tuesday's Program Highlights

Tuesday's session began with professional updates from Mr. Nicholas Cheung, vice president, member services at CPA Canada, and Mr. Mark Koziel, vice president, firm services & global alliances at the American Institute of CPAs. Following were presentations on the latest developments in our regions and practice group updates from Corporate Finance/M&A and International Tax. The morning's keynote speaker, Bob Gray, presented an amusing and entertaining session, "Network Like a Millionaire and Never Forget a Name," where he discussed the five rules of memory and how to apply them to remember anything.

After lunch, Ingenuity Marketing Group's Wendy Nemitz shared insights on gaining and retaining clients in her presentation, "Do They Deserve to Work With You? Getting and Keeping the Best Clients." Following, Messrs. Christopher Brammer and Stanley Sterna from Aon Affinity presented the latest professional liability claims statistics and how to best protect yourself and your firm. Tuesday's program concluded with a technology update and predictions for 2016 by Technology Consultant David Bergstein, with Intuit.

VIII. iPad Presentation and Adjournment

Chairman David Goldner chose names “from a hat” for BKR’s iPad award, won by Mr. Alan Gubernick. He then gave closing remarks, thanked the members for their attendance, and wished everyone safe travels home.

The meeting was adjourned at 4:40 p.m.