

NEW HAMPSHIRE SOCIETY OF
CERTIFIED PUBLIC ACCOUNTANTS

CONNECTION

FALL 2017

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From the President



Kendra J. Bell, CPA
2017-18 NHSCPA President

As we approach the end of the year, we prepare for the upcoming seasons which include the holiday season, the arrival of winter and of course tax season. These busier times typically preclude the scheduling of events, therefore I'd like to highlight the events that I've had the pleasure of participating in over the last few months. I have really enjoyed meeting my colleagues across the State and meeting many of our new CPAs and future leaders of our profession.

The end of September saw the end of our town hall meetings for the year. These events provide an opportunity for our Society staff and Board members to go on the road and meet our members. A big thank you to Amanda Renfrew, CPE and Events Manager, for doing what she does best and organizing these town hall events. We were able to try out some new great venues this year! As always Robin Abbott, CEO, is up to the task of keeping us updated on the happenings at the Society and sharing the next new thing on the horizon. We always appreciate Teresa Rosenberger, Legislative Consultant, for keeping us informed of what is happening in Concord and how it may affect us. And of course a big thank you to our President-Elect Evan Stowell, for keeping us posted on upcoming events and what the Society continues to deliver to its members.

In addition to Society representation at the town hall meetings we have had the pleasure of having many of our business partners and fellow members joining the panel. Joel Olbricht, a NHSCPA member and Chair of the AICPA PCPS graciously joins us to share what is new at the national level. The Keene Town Hall provided additional insight from Carl Peterson, VP of Small Firms Interests at the AICPA. The Seacoast Town Hall had Lindsey Stepp, Assistant Commissioner of NH DRA join the panel and share her updates regarding what is happening at the DRA, especially as it relates to upcoming tax season and the electronic filing of returns. We appreciate everyone who took time out of their busy schedules and the opportunity to have our voices heard at the state and national levels.

There are some great new programs being launched by the Young Professionals Committee as they bring their strategic planning objectives to fruition. On October 17th the Mentor Program kick-off event was held at MACY Industries in Hooksett. I had the pleasure of meeting 14 mentors and mentees who are embarking on this new venture which pairs together students with a member in public practice as they prepare for a career in accounting. Thank you to all of our participants for helping to make this launch a success!

In late October, I attended the fall meeting of AICPA Council. The continuing theme of "Accounting in Extraordinary Times" prevails. Technological advances, shifts in firm business models, integration of generations in the work force, new learning models and the need for new competencies are all part of positioning our profession's success. We are all experiencing the same changes, the same issues, the same questions. We need to pool our resources to work together to drive innovation rather than follow someone else's lead. Change is hard, but we need to embrace it and embrace it fast. The overall message that resounded with me was "When fast gets really fast, being slower to adapt makes you really slow- and disoriented." – Thomas Friedman, author of *Thank You for Being Late*

The spirit of collaboration has been an underlying theme throughout all of my experiences over the last few months. Our generous sponsors make our events possible. Our dedicated members give back to the profession every day. Our wonderful Society staff work diligently to meet our members needs. Our business partners want to work side by side with us to form mutually beneficial relationships. Collaboration truly is the driving force for innovation.

"Alone we can do so little; together we can do so much." – Helen Keller



Robin Abbott, CEO

During the holiday season we are reminded of the many blessings we are grateful for, I would be remiss if I didn't take this opportunity to thank all of you, our NHSCPA members.

Over this past year, we have experienced a great amount of change, growth and development not only with our existing business model that primarily focused on statewide legislative initiatives and in-house CPE classes, but with our expanded networking events and member benefits. As many have you have commented to me and our entire team, the change has been remarkable and the benefits are already being felt.

We have seen resurgence in our student enrollment and involvement across the state, an expansion of our young professional committee engagement with our large and small firms, and a deepened level of commitment and strategic planning within our governance board and committees. We have also, most importantly, reset our foundation here at the Society offices. We have now officially had our internal team in place for one-year, an anniversary celebrated this December. It has been a challenge, but it has also been exhilarating to witness the excitement and renewed interest of our members. It is truly remarkable and a testament to the impact all of you have made on us and our NH State Society.

Thank you all for giving us the opportunity to reinvigorate an organization that commits itself every day to promote the better understanding and recognition of the profession, anticipate and respond to member needs and provide the products and services that assist all of you with your clients.

We would also like to thank our corporate sponsors for supporting the NHSCPA throughout the year.

Without their generosity, we would not be able to provide the quality events and services that we do.

As we embark on this next year, we promise to continue our efforts to help this organization and its members have a definitive impact on the accounting profession in NH and beyond our borders, and to continue adding value to our members in every possible way. Once again, thank you for giving us the chance to serve you and to highlight a profession that epitomizes honesty, integrity and true professionalism.

Respectfully yours,



Robin Abbott, Juliana Summers & Amanda Renfrew

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NHSCPA Celebrates Another Successful Wine Tasting

The New Hampshire Society of CPAs held our Annual Business Partners' Wine Tasting Wednesday, December 6th at Zorvino Vineyards in Sandown, NH. For the first time the event was hosted by our Young Professionals Committee, and featured a free 2 hour CPE course beforehand sponsored by People's United Wealth Management. The event was a huge success and hosted a range of attendees including young professionals, board members, sponsors, business partners and friends of the society. Zach Nowlan, YP committee member stated, "The Business Partners' Wine Tasting Event was the perfect blend of wines, professionals, and networking. Attendance by new staff, seasoned vets, and everyone in between, made this event thrive by helping facilitating the construction of new relationships, regardless of time in the industry. This event should be attended by any professional looking to experience a fun and unique networking event in the future – I'll certainly be there! "

We would like to thank our corporate sponsors (listed below) for helping us to put on this event and for supporting the Society throughout the year. Also, we would like to say a special thank you to the Manchester Community Music School's Adult Folk String Ensemble and the Classic Guitar Trio the Divergent Strings for providing us with amazing entertainment throughout the evening. If you have an event coming up and are in need of entertainment, contact Judy Teehan at jteeahan@mcmusicschool.org.



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How to 'Pop the Question' About Charitable Giving



Photo by Cheryl Senter

Drew Landry offers some refreshing ideas for talking with clients about charity, and explains how the estate tax charitable deduction has been a force for positive change in America

Research consistently shows that people want their professional advisors to ask them about charitable giving. And sooner rather than later.

The 2013 "U.S. Trust Study of the Philanthropic Conversation," conducted in partnership with The Philanthropic Initiative, showed that virtually all high-net-worth people think this discussion should happen within the first several meetings with an advisor. A third think the topic of charitable giving should be raised in the very first meeting. Yet fewer than half feel their advisors are good at discussing personal or charitable goals with them.

Wondering how to start a conversation about charitable giving with your clients? Or looking to refresh it?

As part of an ongoing series, the New Hampshire Charitable Foundation is asking some of New Hampshire's most well-respected professional advisors how they "pop the question" about charitable giving. To read more articles in this series, visit www.nhcf.org/popthequestion.

The power of philanthropy

Drew Landry is a tax principal with John G. Burk and Company in Keene, where he specializes in tax compliance and representation for closely held businesses and estates. Landry is a member of the Foundation's Monadnock Region advisory board.

Landry grew up in modest neighborhoods around Boston. But he discovered one place where the wonders of the world were accessible to all: a Carnegie Library, built with funds from the businessman who

gave millions away for charitable purposes. Drew Landry understood, from very a young age, the power of philanthropy to change lives.

"We had a children's librarian who had the ability to light the spark in every child of intellectual curiosity and the joy of knowledge," he recalled. "How many kids in that neighborhood benefitted from that? I certainly did."

Landry never stopped reading – including about the history and impact of philanthropy in the United States. And he always asks his clients about charitable giving.

When the estate tax charitable deduction was enacted in 1917, Landry said, the country benefited enormously. "What did it produce?" he asks. "The Ford Foundation, the Carnegie Foundation, the Mellon Foundation...It's just extraordinary, if you think about each one of them being agents of social change. Ford, Carnegie, all of these other foundations have just had extraordinary impact in taking up society's hardest issues of the day and addressing them."

Asking the question

When Landry is helping a client plan an estate, charitable giving always comes up.

Not only can it do a world of good, but "the charitable deduction for estates is unlimited," Landry said. "It can take an estate from huge taxes to virtually no taxes."

Landry does not hesitate to ask the question.

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How to 'Pop the Question' About Charitable Giving

< CONTINUED FROM PAGE 7

or fourth conversation. I bring it up early on...trying to gauge if there is any interest on their part. If not, I leave it. If so, we talk about it a little more."

Often, a client will reopen the topic later. "In some cases, you don't see indications of interest during that first conversation," Landry said. "But in the second or third conversation, it is brought back up by the client because they have been pondering it. So you can serve as a catalyst."

Charitable giving is one of many areas about which advisors need to inform their clients in the complex world of estate planning. Any advisor's job, Landry said, is to "help the client meet their intent. And you can't do that by just saying 'tell me what you want.' That doesn't carry the day, because there is so much involved here."

Landry did not get training in how to have these conversations in school, but through mentorship and self-education. For years, he would travel on Saturdays to Boston, where a group of professionals – led by Erwin Griswold, a longtime Harvard Law School dean

and US Solicitor General – would meet to talk shop, hear presentations and learn from one another. Speakers would come in, lunch would be served.

"It was technical in nature but had a very strong social conscience to it," Landry said. "Those kinds of things really piqued my curiosity and my interest in looking at the ways I might have some chance to participate in this in some small way with the clients I work with."

From success to significance

Landry prides himself on helping his clients create charitable legacies. People in what he calls the "accumulation phase" might not be ready to make plans for those legacies. Later, though, creating that legacy brings a sense of purpose.

"If they have wealth, they want to go one step further," Landry said. "Tom Rogerson [whose family founded the Boston Foundation] always talked about 'moving from success to significance.'" For many, philanthropy provides that significance.

He said it is really common for folks – even those with very high net worth – to be concerned that they will run out of money if they give during their lifetimes. He is not afraid to get creative in making a point.

He had one client who voiced this very concern. One day, during a meeting, Landry asked her to name the most expensive hotel she knew. She named the Ritz-Carlton in Boston. So they called the Ritz and asked the price of the most expensive suite with every amenity. "And then I took that number and divided it into her net worth. And we figured out that she could stay at the Ritz-Carlton for something like 62 years – and she was in her 80s at the time. And that broke the logjam. She started making some gifts to her children and some larger gifts to charity."

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Saving Great Bay.

It's what Jay and Amanda McSharry are up to.

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Bringing families together through philanthropy

Charity, Landry said, can bring families together with a shared sense of purpose.

"There are so many things that happen in our daily lives that cause us to be cast to the wind," he said. "So I look for things that might bind families together after the death of a parent or grandparent." He talks to people about donor-advised funds, explaining "you can be the fund advisor during your lifetime and you can have it run by another generation or even two generations after your death. This idea of being fund advisors is a way to bind your children together or even your grandchildren because there is work to be done with a common purpose with the moral imprint of the generation that is gone."

Landry's mother, Marie, had her own way of going about this. She did not have a large estate, but wanted charity to be part of it.

"When my mother was ill and dying, she knew that she was dying and she was talking about changing her will. She had a very strong affinity for the Mayhew Program because it was a program that dealt with troubled boys and she had two of them – my brother and I were beneficiaries of a similar program," Landry said. "So

what she did was so wise: She said 'I could change my will and make a bequest to the Mayhew Program, and that would be my gift and it might mean something to the family – but probably not much.' She wanted it to be a gift from the whole family." So she asked Drew to, after her death, read a letter to the family asking them to give a portion of their inheritance to Mayhew.

Landry read a letter to three generations, in which Marie asked them all to give up ten percent of their inheritance. They all did. "It was a great thing to do," he said, "and, in its own way, had greater wisdom than a line in a will.

"The message is not to do exactly as she did, but the message is how do we gain participation among our family members as we think about our legacy? These family traditions and the values need to be passed down from one generation to another."

Landry has seen the positive impact of philanthropy – for the communities that benefit, and for the families who give.

He has this counsel for other advisors: "I would urge them to bring charitable giving into the conversation. If you have any tact or any diplomacy, you can raise this question early on and decide to move forward or away from it. And, in almost all cases, clients thank me for bringing it up, and the thanks are genuine and sincere."

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The New Hampshire Charitable Foundation works with wealth managers and financial advisors, attorneys and accountants to craft customized, flexible giving strategies for their clients — helping generous people fulfill their philanthropic goals while maximizing tax benefits and reducing administrative burdens. For more information, please contact Richard Peck, Foundation vice president of development and philanthropy services, at 800-464-6641 ext. 265 or Richard.Peck@nhcf.org.

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FALL/WINTER CPE CALENDAR

DATE	COURSE TITLE	VENDOR	CREDITS
12/14/17	Fiduciary Income Tax Returns - Form 1041 Workshop with Filled-in Forms	Surgent McCoy	8
12/15/17	Getting the Tax Aspects of Business Planning Right from Formation to Termination	Surgent McCoy	8
1/9/18	Business Valuation: When is it needed?	NHSCPA	2
1/10/18	NH State & Local Taxation (SEACOAST)	McLane Middleton	4
1/11/18	1040 Workshop for Experienced Preparers	Boston Tax Institute	8
1/12/18	NH State & Local Taxation (MANCHESTER)	McLane Middleton	4



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Mentor Program Kick-Off

The NHSCPA Young Professionals Committee kicked off their brand new Mentor Program on Tuesday, October 17th. The event was held at MACY Industries, a second generation-owned metal fabricator in Hooksett, NH. MACY Industries was recently named one of the Top Family-owned businesses in NH by Business NH Magazine and have been a huge supporter of our Mentor Program. The event had nearly 40 people in attendance including the 14 students (mentees) who applied for the mentor program, as well as members of the YP Committee, NHSCPA Board of Directors, Financial Careers Committee and Educators. The attendees were addressed by Jason Beiswenger, CPA, Chair of the YP Committee, Robin Abbott, CEO of the NHSCPA, Kendra Bell, President of the NHSCPA, and Marcel Mercier, Founder of MACY Industries.

Robin Abbott lead those in attendance through an enjoyable icebreaker activity called the "Tower of Power" where different teams competed to see who could build the largest structure using common objects like cups, marshmallows and coffee stirrers. The winning team members were then gifted a multi-tool to continue their structural genius. The remainder of the evening was spent networking, and snacking on delicious hors d'oeuvres provided by Roots Catering of Hooksett, NH.

The mentees and mentors had a great time interacting with each other. One mentee, Yingli Li said, "So excited still, right now. I met a lot of successful mentors and I think this meeting will give me a guide for my further career planning". The mentors, who have put an astounding amount of time and effort into this program, also found the evening to be very exciting. Adam Lord, CPA, mentor and YP Committee Member stated, "Being active in a society, for a profession that I plan on being a part of for a long time, means the world to me, and I am glad that I am able to be included in such a great program".

The NHSCPA Young Professionals Committee is excited for the great events that are coming up over the next few months. Be sure to look into the YP hosted Wine Tasting (21 PLUS) happening at Zorvino Vineyards on Wednesday, December 6th! Stay tuned for more opportunities to connect and network with your peers.



Group working on "Tower of Power" Challenge



Jason Beiswenger, CPA, Chair of YP Committee



Marcel Mercier, Founder of MACY Industries addressing the crowd



Kendra Bell, CPA, President of NHSCPA



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What is Happening to the Supply of New Hampshire's Accounting Graduates?

By Charles F. Malone, CPA and Kenneth R. Malone, CPA

Although most of the nation's population growth has been concentrated in states in the South and West, it is notable that, according to the U.S. Census Bureau's estimates, New Hampshire has had the highest population growth rate (7.4%) from 2000 – 2014 among the nine states in the Northeast. In the decade leading up to 1990, the population of New Hampshire surpassed Rhode Island, and the U.S. Census Bureau recently estimated that New Hampshire has now eclipsed Maine. However, we should recognize that New Hampshire has the nation's second highest median age, right behind Maine. Economically, New Hampshire has the nation's 6th highest per capita income, low unemployment, and a relatively low poverty rate. People are critical assets to any organization. The state's growing but aging population, pro-business climate, and high per capita income, creates significant demand for accountants in all sectors of the profession.

Where is the supply of accountants coming from? In a Fall 2014 *NHSCPA Connection* article we reported on the supply of accounting graduates from New Hampshire's

colleges and universities in the academic year 2012–2013. This article updates that report by providing information on the number of accounting graduates from New Hampshire schools during the academic year 2015-2016 (the most current data available), as well as a listing of supplier schools. The goal of this article is to provide prospective employers useful information regarding both the NH schools supplying accountants as well as the total number of accounting majors graduating from NH institutions. This article also informs business educators of the status of accounting and business education in the state.

According to *The Chronicle of Higher Education 2016 Almanac*, the state has a highly educated population which significantly exceeds the national averages at the associates, bachelors, masters, and doctoral degree levels. Despite having a substantially lower (2.3%) current high school dropout rate than the national average (4.0%), *The Chronicle of Higher Education 2016 Almanac* projects that during the period 2017- 2027 the number of New Hampshire high school graduates will decrease by 13.1% while nationally high school graduates are expected to increase by 2.1%. This predicted demographic change is a clear matter of concern relating to the future of the state and its educational institutions.

The NHSCPA continues to make a strong effort to serve college students, the future of the profession. In addition to free student membership, the Society's activities and initiatives such as the *Annual College Students Guide to Accounting Firms*, networking events, Career Fair, and peer mentoring by the Young Professionals seek to attract and retain new accounting graduates to the outstanding career opportunities in

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What is Happening to the Supply...

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the state. Of 96 new student members listed in the Fall 2016, Winter 2017, and Spring 2017 issues of the *NHSCPA Connection*, 79% were from NH, 18% from other New England states, and 3% from elsewhere. Sources of prospective entry level accounting professionals for the state include the following: (1) NH residents graduating from NH schools; (2) Out of state residents graduating from NH schools; (3) NH residents graduating from out of state schools; and (4) Out of state residents graduating from schools outside NH. Based on the available information, this paper focuses only the first two sources of supply.

The US Department of Education statistics indicate that of the 50 states New Hampshire has the second lowest percentage of high school graduates attending

college in their home state. New England has four of the ten states with the lowest percentages of high school graduates attending in-state schools. The combined geographic area of the six New England states is smaller than the state of South Dakota. The close proximity of many excellent colleges and universities throughout New England provides the opportunity for New England residents to attend college out of state while remaining close to home. In addition to in-state schools, out of state schools (particularly in Massachusetts) are likely to remain a major source for future accountants in the state. A review of firms' websites, LinkedIn, and other internet resources indicates that at least 8 members of the current NHSCPA officers and directors earned one or more degrees from NH schools and at least 9 earned

Table 1: New Hampshire Business and Accounting Graduates

School	Type	Specialized Business Accreditation	Business Bachelors Graduates 2015-2016	Business Masters Graduates 2015-2016	Accounting Bachelors Graduates 2015-2016	Accounting Bachelors Graduates 2012-2013	Accounting Masters Graduates 2015-2016	Accounting Masters Graduates 2012-2013	Accounting Major?		Accounting Concentration, Option, Minor. or Area?	Accounting Concentration, Option, Minor. or Area?
									Bachelors	Masters		
Antioch Univ- New England	Private		0	10	0	0	0	0	No	No	No	No
Colby-Sawyer College	Private	ACBSP	35	0	0	0	0	0	Yes	No	Yes	No
Dartmouth College	Private	AACSB	0	276	0	0	0	0	No	No	No	No
Franklin Pierce Univ	Private	IACBE	58*	43*	27*	18	0	0	Yes	No	Yes	No
Granite State College	Public		95*	40*	6*	0	0	0	Yes	No	No	No
Keene State College	Public		71	0	0	0	0	0	No	No	No	No
New England College	Private		47*	139*	12*	6	78*	59*	Yes	Yes	No	No
Plymouth State Univ	Public	ACBSP	228	93*	25	20	11*	0	Yes	Yes	No	No
Rivier Univ	Private – Religious		38*	24*	0	0	0	0	No	No	No	No
Saint Anselm College	Private – Religious		67	0	8	21	0	0	Yes	No	Yes	No
Southern NH Univ	Private	ACBSP	1380*	2137*	267*	105*	372*	80*	Yes	Yes	Yes	Yes
UNH – Durham	Public	AACSB	550	132*	0	0	45	21	No	Yes	Yes	No
UNH – Manchester	Public		28	0	0	0	0	0	No	No	Yes	No
Totals			2,597	2,894	345	170	506	160				

* Indicates that all or a portion of some or all of the graduates' education included distance education.

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What is Happening to the Supply...

< CONTINUED FROM PAGE 17

one or more degrees from out of state schools. Several of the individuals in the current leadership group grew up outside the state and relocated to NH either for college or later in their professional careers. A brief review of personnel profiles on firm websites for several of the public accounting firms included in the 2017 *Annual College Students Guide to Accounting Firms* indicates that many accountants in the state were educated outside the state (but primarily in New England) and/or moved to New Hampshire from throughout the US and abroad (but primarily from other New England states).

Sources of Information

Graduation statistics for the academic years 2015-2016 (the most recently reported year) and the academic year 2012-2013 were obtained from the US Department of Education (USDE). We determined the specialized business accreditation status for the schools as of May 2017 by referring to the websites for the Association for the Advancement of Collegiate Schools of Business (AACSB), the Accreditation Council for Business Schools and Programs (ACBSP), and the International Assembly for Collegiate Business Education (IACBE). In June 2017, NH colleges and universities' websites were reviewed to obtain additional information regarding the schools' business and accounting programs. Keep in mind that accounting education is dynamic and some schools may have made recent changes to their academic programs that are not yet reflected on their websites.

Graduates Earning Bachelors and Masters Degrees in Business and in Accounting in Academic Year 2015-2016

As shown in Table 1, during the academic year 2015-2016 there were 13 NH colleges and universities that awarded bachelors and/or masters degrees in business. Back in 2012-2013 there were 15 schools

awarding business bachelors and/or business masters degrees. The decrease in number of schools is due to the closing of for profit programs at Daniel Webster College and Mount Washington College which did not report graduate numbers for the academic year 2015-2016. The number of business bachelors degrees awarded increased by 26% between academic year 2012-2013 and academic year 2015-2016, while the number of masters degrees in business increased by 98%. Essentially all of the increase in business graduates has been due to amazing enrollment growth of Southern New Hampshire University.

In the academic year 2015-2016, seven schools (Franklin Pierce University, Granite State College, New England College, Plymouth State University, Saint Anselm College, Southern New Hampshire University, and UNH at Durham) reported graduates with an accounting "major." Granite State College (86%) and Plymouth State University (51%) were the only accounting programs at schools where a majority of the Fall 2016 undergraduate students were from in-state. At UNH at Durham 41% of undergraduates were NH residents while the other four schools with accounting graduates had in-state enrollments ranging from 16% to 20%. As shown in Table 1, Colby-Sawyer College now has an accounting program but its program is relatively new and consequently did not report any accounting graduates in the academic year 2015-2016. In academic year 2015-2016 there were 345 accounting bachelors degrees awarded, an increase of 175 (103%) over academic year 2012-2013. Five of the six schools with accounting bachelors graduates increased but the increase at Southern New Hampshire University accounts for most of the growth. The 346 (216%) increase in accounting masters awarded was even more dramatic and Southern New Hampshire University's increase of 292 accounts for most of the increase at this level. Southern New Hampshire University has both on campus and online

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What is Happening to the Supply...

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accounting programs, but according to the USDE, 88% of Southern New Hampshire University's overall enrollment at both the undergraduate and graduate levels is entirely distance education. Although the available data does not enable us to determine how many of the Southern New Hampshire University accounting program graduates are from NH, the presence of at least three Southern New Hampshire University graduates within the NHSCPA leadership, as well as a review of professional profiles on several NH CPA firm websites, indicates that Southern New Hampshire University is definitely contributing to the supply of NH accountants. The MS in Accounting program at Plymouth State University is completely online while New England College offers both online and on campus MS in Accounting degrees.

As we noted in our 2014 article, Table 1 may understate the supply of qualified accounting graduates because students who earned degrees with an accounting "concentration," "minor," "focus," "area of interest," or "option" (rather than a "major") are not reported as accounting graduates to the USDE. Based on a June 2017 review of the websites of the 13 schools with

business graduates, Table 1 indicates schools which offer these alternatives to an accounting "major". For example, UNH at Durham has a BS in Business Administration program with an accounting "option" that includes several upper level accounting courses. A quick review of firm websites for a few of the NH CPA firms listed in the 2017 *Annual College Students Guide to Accounting Firms* indicates the presence of several partners, principals, and managers whose highest degree is a BS in Business Administration from UNH at Durham.

Graduates Earning Associates Degrees in Accounting in Academic Year 2015-2016

There is a strong demand within public accounting, industry, non-profits, and government for para-professionals with associates degrees in accounting. For many individuals the associates degree is a stepping stone toward the goal of earning a bachelors degree while for other associates degree recipients it represents the end of their collegiate education. The ready availability of online degree programs has made it much easier for individuals in remote locations to complete

Table 2 New Hampshire Associates Degrees in Accounting

School	Type	Specialized Business Accreditation	Accounting Associates Degree Graduates 2015-2016
Franklin Pierce University	Private	IACBE	1
Great Bay Community College	Public	ACBSP	10
Lakes Region Community College	Public		6
Manchester Community College	Public	ABBSP	23*
Nashua Community College	Public	ACBSP	15
NHTI - Concord's Community College	Public	ACBSP	11*
River Valley Community College	Public	ACBSP	4
Southern New Hampshire University	Private	ACBSP	74*
White Mountains Community College	Public		3*
Total			147

* Indicates that all or a portion of some or all of the graduates' education included distance education.

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What is Happening to the Supply...

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their bachelors degree in accounting from home while maintaining current employment. As shown in Table 2, there are nine NH colleges, spanning the state, which awarded a total of 147 associates degrees in accounting during the 2015-2016 academic year. This represents an increase of 44% over the 102 associates degrees in accounting conferred in the 2012-2013 academic year. A total of 29 accounting certificates (which can be earned in a year) were awarded in academic year 2015-2016 by Manchester Community College, Nashua Community College, NHTI, and River Valley Community College.

Conclusion

In our Fall 2014 *NHSCPA Connection* article we predicted that “there will be an increase in graduates from NH institutions over the coming years.” As discussed above, the state’s colleges and universities have clearly experienced dramatic growth in accounting graduates at the associates, bachelors, and masters levels over the three year period. This expanded supply of accounting graduates can help serve the current and future needs of New Hampshire’s residents and businesses. It is also interesting to note that growth rates for accounting graduates far exceeded the overall growth rates for business graduates (which includes all business majors including accounting majors) at both the bachelors and masters levels. This suggests that students at New Hampshire’s colleges and universities are recognizing the attractiveness of careers within the accounting profession.

Charles F. Malone, Ph.D., CPA is on the accounting faculty at North Carolina A&T State University in Greensboro, North Carolina. Chuck is a New Hampshire native, inactive member of the New Hampshire Bar, and proud to be the brother of Ken.

Kenneth R. Malone, CPA is a partner in the firm of Malone, Dirubbo & Company, P.C. with offices in Laconia, Franklin, and Lincoln. Ken is a member of the NHSCPA and can be contacted at kmalone@mdccpas.com.

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The national association for Accounting Marketing recognized **Baker Newman Noyes** for expertise in taxation, specifically in areas of international tax and the craft beverage industry.

Baker Newman Noyes, PA expanded its audit, tax, consulting and operations divisions by hiring 10 new employees:

Doug Delara, CPA, MSA
Benjamin Dutton
Matthew Good
Jason Huot
Nathan LaChance
Abby Lamothe, CPA, MSA
Marrissa Macleod, CPA, MSA
Derrick Scanlon
Allison Thibodeau, CPA
Nathan Walker
Caroline Cole
Shaun Cote, CPA
Judith Hoyt
Ben Kieley, CPA

Howe, Riley and Howe, as of October 1 is now located at 210 Commerce Way, Suite 230 in Portsmouth, NH.

Nathan Wechsler & Company, PA announced that **Wayne Geher, CPA, CFE**, firm Principal has been approved for membership with the Collaborative Law Alliance of New Hampshire (CLANH).

Nathan Wechsler & Company, PA announced that **Jameson Meschino, CPA**, manager has joined the board of directors for the Animal Rescue League of New Hampshire.

Nathan Wechsler & Company, PA announced the celebration of 60 years of service to the New Hampshire community.

Mason + Rich Professional Association announced that **Janet Choquette, EA** (Enrolled Agent) of Salem, New Hampshire has recently joined the M+R team.

Nathan Wechsler & Company, PA announced that **Kim Pecora, CPA**, Principal has join the board of the Pope Memorial Society for the Prevention of Cruelty to Animals (SPCA) of Concord-Merrimack County; she has also been elected as treasurer.

Mason + Rich Professional Association announced that **Peter Boyle, CPA, MSA** is their new Audit Manager.



WE WANT TO KNOW!

We do our best to highlight our members' achievements in each issue of the *NHSCPA Connection*. However, we can't catch them all. Make sure to let us know about new hires, promotions, awards, and any community service events in which you and your firm participate in. Send your news to:

arenfrew@nhscpa.org

New NHSCPA Members

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Welcome!

3RD ANNUAL WOMEN'S GOLF OUTING *Highlights*

I would like to thank all of our sponsors and players for participating in the third annual NHSCPA Women's Golf Outing & Networking Event. Your support made for a very successful tournament. Thank you again for your contributions and I hope to see you at next year's tournament.



Senate Passes Tax Reform Bill

By Sally P. Schreiber, J.D.

The U.S. Senate passed its version of tax reform, the Tax Cuts and Jobs Act, H.R. 1, early Saturday morning by a vote of 51–49, with all Democrats, both independents, and one Republican voting no. The vote followed two long days of debate and amendments. The bill, as approved, differs significantly from the version that was introduced by the Senate Finance Committee.

The Senate bill also differs from the version of H.R. 1 that the House of Representatives approved on Nov. 16. This means that the two houses will have to hold a conference to reconcile the differences between the bills and then both houses will have to vote on the revised bill, or the House will have to approve the legislation as passed by the Senate.

On Thursday, the Joint Committee on Taxation released a report estimating that the bill as then proposed would add \$1 trillion to the national debt over 10 years, after factoring in expected economic growth.

The Senate's legislation retains the same number of tax brackets for individuals as under current law, seven, although most are lowered through the year 2025, to 10%, 12%, 22.5%, 25%, 32.5%, 35%, and 38.5%. The child tax credit would be increased to \$2,000 per child, and the income limits would be increased.

The original Senate bill would have allowed individuals to deduct 17.4% of "domestic qualified business income" passed through from a partnership, S corporation, or sole proprietorship. That amount has been increased to 23% in the final bill.

In another change, the revised bill would allow a \$10,000 deduction for state and local property taxes. This is similar to a provision in the House bill. The

original Senate bill did not allow any deduction for state and local taxes.

The bill also keeps the estate tax but doubles the current exemption amount. The House bill would eliminate the estate tax starting in 2023, after doubling the exemption amount currently.

The Senate bill also keeps the deduction for medical expenses while the House eliminated it. The legislation sets an adjusted-gross-income (AGI) threshold of 10%, but an amendment lowered it to 7.5% of AGI for 2017 and 2018.

The bill lowers the top corporate tax rate from 35% to 20%, the same as the House bill but with a later effective date of 2019.

The Senate bill would also repeal the individual mandate, Sec. 5000A, which imposes a penalty payment on individual taxpayers who do not have health insurance. The House bill did not repeal the individual mandate.

The bill voted on by the Senate contained a large number of other amendments, including adopting a revised corporate and individual alternative minimum tax (AMT), rather than repealing it, which the House bill would do. The amendments also include permitting the passthrough deduction for distributions from publicly traded partnerships.

Sally P. Schreiber (Sally.Schreiber@aicpa-cima.com) is a JofA senior editor. This article originally appeared in *Journal of Accountancy*. ©2017 Association of International Certified Professional Accountants. Used by permission. All rights reserved.



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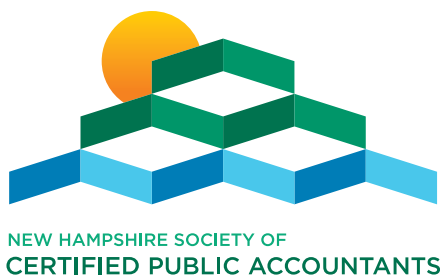
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Highlights from the 35th Annual Tax Forum

On Thursday, November 30th, the NHSCPA and the New Hampshire Bar Association hosted the 35th Annual Tax Forum at the Grappone Center in Concord. The event was a resounding success with the largest attendance in recent memory. We would like to thank our generous sponsors, amazing speakers, and all the CPAs and Attorneys who attended!





The Next Step Event

The Next Step Event was held October 26, 2017 at the SNHU Academic Center. There was a great turnout this year with just over 20 students in attendance. During the event students learned how to transition from college to career. Anthony Monetta, former NHSCPA Scholarship recipient spoke about his recent experience starting the CPA exam. Tom Kubishta, of WileyCPA Excel, also spoke to the CPA exam, giving student tips on how to prepare for the notoriously difficult test. He was followed by Paul Becker, CPA, of KBW Financial and Nicholas Marino, Edward C. David & Company, who both spoke about the hiring process, including how to make your resume stand out and interviewing tips. The students in attendance were enthralled during the program and continued to speak with the panelists well after the event concluded.

The next meeting for the Financial Careers Committee will be December 13, 2017, at which time The Next Step event feedback will be discussed and the Society scholarship applications will be reviewed. If you have any interest in joining the Financial Careers Committee, please reach out to Juliana Summers at jsummers@nhscpa.org.

Legislative Update

As the holiday season is upon us, the New Hampshire legislature is preparing to enjoy the holidays and then get to work on new legislation in January. The House and Senate period for filing bills for 2018 have closed. Some of the titles of 2018 House bills have been made public but the devil is in the details so we will not know what actually is being proposed until we see the actual bill language. We have not seen any titles for Senate bills.

Representative Patty Lovejoy of Stratham has filed LSR 2273 titled "relative to the New Hampshire Accounting Act." The bill has been requested by the New Hampshire Society of CPA's to address technical issues regarding the "Attest" definition. Representative Erin Hennessey, a CPA from Littleton, has signed on as a co-sponsor. A hearing will be held after the first of the year.

Expect a much more robust report in early 2018. Enjoy the holidays.

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If you have expertise in a particular subject and a willingness to share your knowledge with others, consider writing an article for the **NHSCPA Connection**. Features typically run between 1,000 and 1,500 words and cover current events, news within the profession and special interest topics. Get published by contacting Amanda Renfrew at arenfrew@nhscpa.org

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JUNE 6, 2018

Golf Clinic

Nashua Country Club
Nashua, NH

AUGUST 23, 2018

Emerging Leaders' Summit

Southern New Hampshire University
Manchester, NH

TBD

Women's Golf Tournament

Stonebridge Country Club
Goffstown, NH

SEPTEMBER 21, 2018

NHSCPA Career Fair

Falls Event Center
Manchester

NOVEMBER 9, 2018

Surgent McCoy's Tax Camp

NHSCPA CONNECTION

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