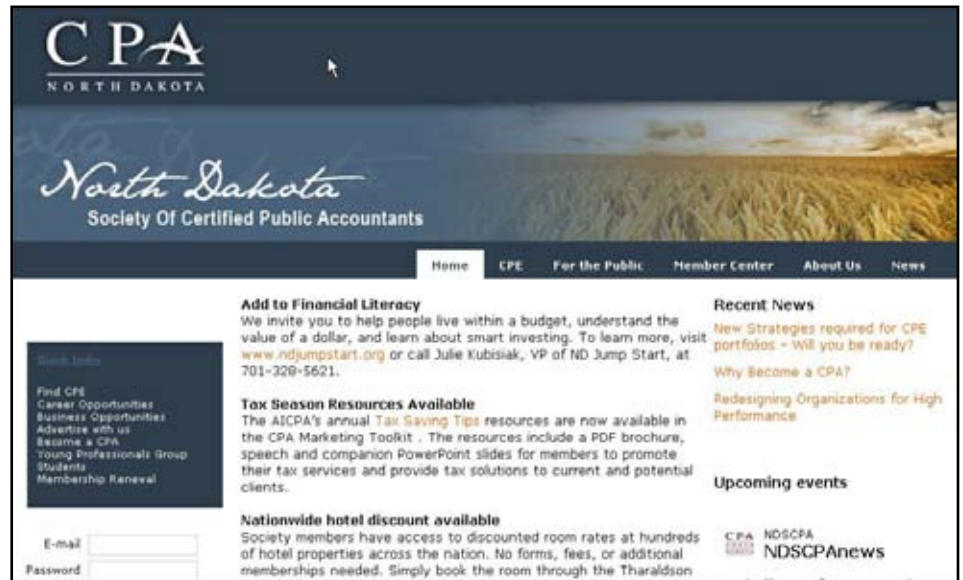


New look for ndscpa.org

Our New Look

The Society website, ndscpa.org, has a new design. The site also has moved to a different hosting service that allows updating without web design software, so we should be able to enhance the site's currency. We may even have some member help with adding and editing content, such as a YPG webmaster. If you have an interest in providing your peers with useful information and/or commentary, send us a note. We also hope to see enhancement in the business process side of the Society site. Launch date: January 14, 2011.



Legislative reception

Put February 7 on your calendar -- at least if you're based in the Bismarck area. The Society will be holding our second legislative reception that evening, at the Ramkota Inn. All of the state legislators will be invited, and all members are welcome to attend and connect with legislators.

In this issue, there is a list of the 2011 Legislature. Please scan the list for those you know personally, or are representing your district. Then please return a note to the Society office, to indicate those you would be willing to possibly contact should an issue arise during the Session.

Firm protection project Society plans workshop

The Society is working on helping protect smaller practice units when unexpected troubles arise, such as an accident or illness. A no-cost teleconference will be held in late May, to promote inter-firm relationships and agreements that set up a plan of action to be used in times of trouble.

If you have an interest in the project, and haven't already indicated so, send a note to jabbott@ndscpa.org. or call 877.637.2727.

Social media We're on facebook/twitter

Social media websites have become hugely popular in America. You can find links to the society's social media sites on the opening page of our ndscpa.org website. Currently, you will find us on Facebook and Twitter. You can find us on facebook.com with a search for North Dakota Society of CPAs. We welcome you to add us as a friend or follower and get our posts on your own facebook page. Feel free to suggest specific or general content for our sites.

In This Issue:

- 2. Presidents Message
- 3. Legislator List
- 4. Industry Profile
- 6. Young Professionals
- 8. State Board Notes
- 9. New Members
- 10. Tax News

President's Message

... Michael Schmitz, CPA



I hope you all had a wonderful Holiday Season and Happy New Year.

As I write this, there are many uncertainties facing our clients and our profession.

In our profession, we are waiting the final report due this month from the Blue Ribbon Panel. During the AICPA Fall Council meeting, a panel discussed the expected recommendation. The panel felt that

the final recommendation would be the creation of a separate set of standards for small business enterprises, based upon GAAP for large companies, with exceptions. The next step will be the development of those standards and a determination of the composition of the standard setting board, whether it is FASB or some other body. The AICPA supports a separate set of standards.

By now, all of the tax preparers in your firms should have registered for their PTIN's. The AICPA is still lobbying the Internal Revenue Service with regard to the definition of a preparer and who will ultimately be required to register and take the competency exam.

We are also waiting on the outcome of the American Bar Association's lawsuit against the Federal Trade Commission on the "Red Flags Rule." We anticipate this to go down to the wire with an effective date of December 31, 2010 for the rule.

For our clients in the tax practice sections of our firms, there are many unanswered questions for 2010 and 2011. This year, we are waiting to find out which credits and provisions that Congress will extend, along with the future of the Alternative Minimum Tax patch. No one is certain when the decisions will be made, before year-end, during the lame duck session, or after the first of the year in the new Congress. What will Congress do with the expiring "Bush Tax Cuts"? Will an adjustment to the 1099 rules be included in the Health Care Bill? What will happen to the Estate and Gift Tax? We have a lot to be on the watch for. It will be a fun tax season.

While one can view these questions as frustrations, it can also be a time of opportunity. This is an opportunity for our profession to be strong advisors and support our clients so they may procure the greatest economic benefits. It is an opportunity to be a voice of reason when less qualified individuals may promote dangerous strategies. Finally, it is an opportunity to demonstrate the advantages of utilizing a certified public accountant. We can, and will, make the best of uncertain times for our clients and businesses.

Ethics corner

Dianna L. Kindseth, CPA

Maintaining Independence when Providing Technology Services:

Technology is now an intricate part of business information systems and for most of us in public accounting our small business clients expect some level of technology support in the services we provide. Larger public accounting firms with IT departments may be providing technology services on an even larger scale to larger businesses. Following are some excerpts from the AICPA Professional Ethics Division, Frequently Asked Questions, Performance of Nonattest Services.

Would performing network maintenance (for example, updating virus protection, applying updates and patches, or configuring user settings consistent with management's request) impair independence?

No. Performing network maintenance is not considered to be operating the client's network and, therefore, would not impair independence provided a client employee with the necessary skill, knowledge, and/or experience is making all decisions and approving all activities.

Would assisting a client with a server project (for example, install, migrate, or update its network operating system; added equipment and users; or copy data to another computer) impair independence?

No. Provided the member does not make other than insignificant modifications to the source code underlying the client's financial information system.

What factors should a member consider in determining whether the modifications made to source code underlying a client's financial information system are other than insignificant?

If the modifications have more than an insignificant effect on the functionality of the software, they should be considered to be other than insignificant.

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Know any legislators?

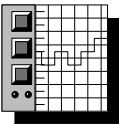
During the upcoming legislative session, your Society will be monitoring the legislative process, watching for issues of interest to the CPA community. We want to have member contacts available to reach out to legislators on key issues. Please scan the list below and mark those legislators you know or that serve your district, that you'd be willing to contact. You may not be called on, and if you are, you're always free to decline if you are not comfortable with the issue. Please fax this page, with your check marks to 701-775-7430.

North Dakota Senate

Richard Marcellais	Belcourt	9	Tony Grindberg	Fargo	41	Randy Burckhard	Minot	5
Dick Dever	Bismarck	32	Tim Mathern	Fargo	11	David Hogue	Minot	38
Ralph L. Kilzer	Bismarck	47	Carolyn C. Nelson	Fargo	21	Karen Krebsbach	Minot	40
Margaret Sitte	Bismarck	35	Ronald Sorvaag	Fargo	45	Oley Larsen	Minot	3
Bob Stenehem	Bismarck	30	Jerry Klein	Fessenden	14	Donald Schaible	Mott	31
Bill Bowman	Bowman	39	Ray Holmberg	Grand Forks	17	Joan Heckaman	New Rockford	23
Gary A. Lee	Casselton	22	Lonnie J. Laffen	Grand Forks	43	Gerald Uglen	Northwood	19
John M. Andrist	Crosby	2	Mac Schneider	Grand Forks	42	Joe Miller	Park River	16
Dave Oehlke	Devils Lake	15	Connie Triplett	Grand Forks	18	John Warner	Ryder	4
George L. Nodland	Dickinson	36	Randel Christmann	Hazen	33	Ryan M. Taylor	Towner	7
Rich Wardner	Dickinson	37	Dave Nething	Jamestown	12	Layton Freborg	Underwood	8
Curtis Olafson	Edinburg	10	Terry M. Wanzek	Jamestown	29	Larry Robinson	Valley City	24
Larry Luick	Fairmount	25	David O'Connell	Lansford	6	Judy Lee	West Fargo	13
Spencer D. Berry	Fargo	27	Robert Erbele	Lehr	28	Stanley W. Lyson	Williston	1
Tom Fischer	Fargo	46	Dwight Cook	Mandan	34	Jim Dotzenrod	Wyndmere	26
Tim Flakoll	Fargo	44						

North Dakota House of Representatives

David Drovdal	Arnegard	39	Kathy Hogan	Fargo	21	Robert Frantsvog	Minot	40
Brenda Heller	Beulah	33	Jim Kasper	Fargo	46	Matthew M. Klein	Minot	40
Mark A. Dosch	Bismarck	32	Scot Kelsh	Fargo	11	Scott Louser	Minot	5
Karen Karls	Bismarck	35	Blair Thoreson	Fargo	44	Andrew Maragos	Minot	3
George J. Keiser	Bismarck	47	Steven L. Zaiser	Fargo	21	Dan Ruby	Minot	38
Lawrence Klemm	Bismarck	47	Bill Devlin	Finley	23	Roscoe Streyle	Minot	3
Bob Martinson	Bismarck	35	Bill Amerman	Forman	26	Robert Kilichowski	Minto	16
Lisa Meier	Bismarck	32	Jerry Kelsh	Fullerton	26	Craig Headland	Montpelier	29
Mike Nathe	Bismarck	30	Gary Paur	Gilby	19	Tracy Boe	Mylo	9
Dave Weiler	Bismarck	30	Joyce Kingsbury	Grafton	16	Mike Schatz	New England	36
Dwight Wrangham	Bismarck	8	Stacey Dahl	Grand Forks	42	Gary Kreidt	New Salem	33
Keith Kempenich	Bowman	39	Lois Delmore	Grand Forks	43	Bob Hunskor	Newburg	6
Chet Pollert	Carrington	29	Eliot Glassheim	Grand Forks	18	Wayne Trottier	Northwood	19
Vonnie Pietsch	Casselton	22	Curtiss Kreun	Grand Forks	43	David Monson	Osnabrock	10
Don Vigesaa	Cooperstown	23	Corey Mock	Grand Forks	42	Kenton Onstad	Parshall	4
Curt Hofstad	Devils Lake	15	Mark S. Owens	Grand Forks	17	Marvin E. Nelson	Rolla	9
Dennis Johnson	Devils Lake	15	Mark Sanford	Grand Forks	17	Jon Nelson	Rugby	7
Nancy Johnson	Dickinson	37	Lonny B. Winrich	Grand Forks	18	Duane DeKrey	Tappen	14
Shirley Meyer	Dickinson	36	Chuck Damschen	Hampden	10	David S. Rust	Tioga	2
Vicky Steiner	Dickinson	37	Jim Schmidt	Huff	31	Bob Skarphol	Tioga	2
Tom Conklin	Douglas	4	Robin Weisz	Hurdsfield	14	Jeff Delzer	Underwood	8
Michael Brandenburg	Edgeley	28	Lyle Hanson	Jamestown	12	Ralph Metcalf	Valley City	24
Thomas R. Beadle	Fargo	27	Joe Kroeber	Jamestown	12	Phillip Mueller	Valley City	24
Wesley R. Belter	Fargo	22	Glen Froseth	Kenmare	6	William Kretschmar	Venturia	28
Randy Boehning	Fargo	27	RaeAnn G. Kelsch	Mandan	34	John D. Wall	Wahpeton	25
Al Carlson	Fargo	41	Todd Porter	Mandan	34	Clark Williams	Wahpeton	25
Donald L. Clark	Fargo	44	Karen M. Rohr	Mandan	31	Kim Koppelman	West Fargo	13
Bette Grande	Fargo	41	Richard Holman	Mayville	20	Alon Wieland	West Fargo	13
Ed Gruchalla	Fargo	45	Lee Kaldor	Mayville	20	Patrick Hatlestad	Williston	1
Ron Guggisberg	Fargo	11	Larry Bellew	Minot	38	Gary R. Sukut	Williston	1
Kathy Hawken	Fargo	46	Roger Brabandt	Minot	5	Dick Anderson	Willow City	7
Joe Heilman	Fargo	45						



Industry Member Profile

Sheri Erickson

Position: Professor of Accounting and Co-Chair of the School of Business

Company Name and Location: MSUM

Job Responsibilities: I teach a variety of financial and managerial courses and handle departmental duties on behalf of the School of Business faculty. My research interests and publications are in the area of business crisis communication and business student retention issues.

Company Biography: MSUM is one of seven universities in the MNSCU system. The School of Business is accredited by the Association to Advance Collegiate School of Business (AACSB) and offers degrees in Accounting, Finance, and Business Administration with emphases in Management, Marketing, and International Business.

Employment Background: I began my career with MSUM in 1987 and left for a few years to teach at NDSU and Concordia College in Moorhead. I have been back at MSUM since 1998 and have been Co-Chair since 2008.

Professional Activities: I currently serve on the NDSCPA Continuing Professionals Education Committee and the Members in Industry Committee.

Birthplace: Fargo, North Dakota

Alma Mater/Degree: BS in Accounting and MBA, MSUM - Ph.D. NDSU

Hobbies and Pastimes: I love to knit, read, and chase after my grandchildren!

Personal: I am married to Jim Erickson and we have three children. Our daughter Kate is married with two children and teaches third grade, daughter Jane is a college senior, and son Sam is a high school senior.

Something most people don't know about me: I'm actually an introvert, which is surprising to most who don't know me well!

Award nominations welcome!

Do you know a CPA who's a real model -- whether in public service, teaching or profession service? You could nominate that CPA for the **Society Making a Difference** award. This award is available to recognize outstanding contributions in any of these areas. It can be given to more than one person in any given year. The recipient must be a CPA and Society member. In 2009 this award replaced separate awards that were available to recognize public service, society service, and educational performance.

Another award that was reformulated is the former Roy Janz Award. This is now the **Board of Directors** scholarship. This award is \$500 and available to student members and affiliates. The recipient is to be planning to write the CPA exam and become a CPA. Applicants are to apply online, and provide a narrative about why they are pursuing the CPA credential, and have completed Intermediate Accounting. Application instructions can be found at ndscpa.org/scholarship.htm. To join as a student member or affiliate, see ndscpa.org/studentapp.htm. or call 877.637.2727.

Life Member Awards recognize long standing members who are retired and were actively involved. To nominate a CPA for an award, go to ndscpa.org/awards.



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BECKERTM
PROFESSIONAL EDUCATION

Mind your manners

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Practicing business etiquette will help you avoid social missteps that could dampen your career prospects

In an ideal world, we'd all be judged on merit, and managers, co-workers and clients would take the time to get to know us before formulating an opinion. Unfortunately, in the time-crunched real world, we don't always have that luxury. People often make flash assessments based on limited interactions, or piece together opinions about our ability and professionalism from disparate impressions gleaned from superficial encounters. Alas, when it comes to others' perceptions of us, the devil is in the details, providing us limitless opportunities to make a bad impression.

That's where etiquette can help. Whether you're collaborating with co-workers, schmoozing potential clients, or trying to impress the boss, relationships are critical to your career success. The diversity of the modern workplace and the hurried pace of business provides ample room for

social missteps, but adhering to the basic tenants of business etiquette can insulate you from the most egregious offenses.

Stick to the Basics

While tomes have been written on the subject, the essence of etiquette is being courteous and thoughtful to those around you. A few basic pointers can go a long way. In general, try and promote your ideas and opinions as diplomatically as possible. Listen to what others are saying and don't interrupt. If conflicts arise, treat them as situational rather than personal. Don't raise your voice or use insults or derogatory language, as it will only earn you animosity and distrust. Be sure to apologize if you offend somebody or "step on toes."

People Are Key

Incorporate relationship-building into your routine. Arrive 15-20 minutes early each day to talk and visit with others around you. If you don't know someone, introduce yourself. Talk a little about yourself, to get them to open up. Make a

note of spouses and children, and recognize birthdays, engagements, weddings, anniversaries and promotions as they occur. Don't differentiate based on status, department or title. Administrative staff, doormen and facilities personnel all have the power to help or impede your ability to get things done.

Observe Workplace Decorum

With workplaces becoming increasingly less formal and more and more business transactions and deal-making taking place outside traditional office settings, the line that separates business from personal can be blurred. To help keep the distinction clear, observe the following pointers:

In Meetings

Be considerate of others' time. If a particular subject warrants a conference call or meeting, be sure to communicate the purpose, the expected duration, and the items to be discussed in advance. Thank attendees for their participation, and dem-

(Continued on page 7)

Young Professional Profile

Caleb Daniels

I grew up in Tintah, MN, and my first job ever was farming. I was initially a psych major, and then decided, in my junior year that wasn't for me. I moved in with my folks in Fergus Falls, MN and started taking classes at the community college. I had a CPA as an advisor and she encouraged me to consider the profession. I graduated with an accounting major from Minnesota State University Moorhead, and am a staff accountant at Brady, Martz & Associates, P.C. in Bismarck.

We're pretty active at our church. We've got a 1½ year old and another on the way so life is pretty busy. Now that the exam is over, this is an area I'm looking to pursue a little more. Love to spend time with family and movies, football, hunting, fishing, you name it. My wife's name is Erika Rose, my son's name is Oliver Max, and we're expecting Keziah Rachel Rose soon.

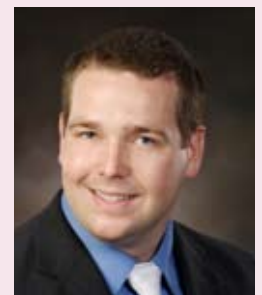
What did you do to celebrate passing the exam: Still celebrating. Took the office out. I bought a shotgun, and then I used the shotgun. It was fun and it is fun.

Dream Vacation: Well, the next place I want to see is the Grand Canyon, whenever, with anyone who will put up with me for the road trip. So probably my wife and kids.

The best advice you ever received was: I've gotten a lot of good advice, but most recently would be from a retired CPA that informed me to become the best there is in any one area of accounting, become an expert. I thought it was good advice.

Something most people don't know about you: I love to play pinochle.

The nicest thing someone has said to you this week: My wife told me she still loves me, so that was pretty nice of her.



onstrate your appreciation by promptly circulating a recap or minutes that document their contribution. Never assign an action item to anyone not present, until you have had an opportunity to negotiate it with them. If you are attending another person's meeting, be respectful and resist the urge to multi-task. If you are waiting for an important phone call, turn your cell to vibrate, and excuse yourself before answering. Otherwise turn cellphones and PDAs off.

On the Phone

Answer the phone with warmth and enthusiasm, and identify yourself and your department. When initiating a call, be sure to introduce yourself and explain why you are calling. This will help ensure that you are reaching the right person or department, and allow a secretary or receptionist to better assist you if the person you are trying to contact is out of the office. Always return calls within 24 hours, and don't screen your calls if you don't have an answer for someone. Pick-up the phone and tell them what you are doing to address their need. If they would be better served by someone else, point them in the right direction. If you receive phone solicitations or sales calls, make sure to understand the purpose of the call before politely excusing yourself.

In Email

Email can be an extremely efficient communication tool, but it is not always the best choice. Know when it is appropriate to email, and when it's better to pick-up the phone. If a topic is so complex that you can't sum it up in three paragraphs or less, it probably warrants a phone call. Email communications should be concise and to the point, with a subject line that adequately describes the content of the message. When replying to an email, don't default to "Reply All." Weigh whether or not you really need to copy all recipients of the original distribution. Often times, only the sender requires your response.

When composing emails, be sure that your name and contact information is

included in a signature line. Be cognizant of who you are corresponding with. Use complete sentences and avoid the use of slang, dialects, abbreviations or emoticons, unless you are certain they will be appreciated by the person receiving the email. The brief, to-the-point nature of email can is often misinterpreted, so steer away from sarcasm or off-beat humor. When emailing a boss, executive or someone else of stature, it is often a good idea to let someone else read the message before sending it. They might catch something that you overlooked. If no one is around to help, read your email aloud and listen carefully to the tone to ensure that you are not leaving room for misinterpretation.

Dress and Appearance

Showing a lack of concern for your personal appearance can be interpreted as a sign of disrespect to clients or co-workers. Clothing that is wrinkled or worn, an unshaven face, and greasy or unkempt hair conveys that you don't care about the situation or the people present, or lack professionalism. When dressing for work or a business function, always err on the conservative side. In general, business casual requires men to wear dress shoes, slacks and a collared shirt, and for woman, dress shoes, a nice blouse, dress pants or a skirt.

Social Functions

Impressions made during a cocktail party, dinner or reception can make or break a business deal. Always bring business cards, and be sure to arrive on time. Do some work ahead of time to familiarize yourself with who will be in attendance, and provide introductions where appropriate. If you forget or are unaware of someone's name, introduce the person you know first, and the unknown person may introduce themselves. If not, excuse yourself, and admit you are having a mental block, rather than fumbling around. At mealtime, remember that your drink is to your right and your bread plate is to the left. If you are served before everyone else, don't start eating until the others around you have been served. If you are

served last, encourage others not to wait. Don't reach in front of others. If you would like an item that is not in front of you, ask a neighbor.

It's About Relationships

Remember that etiquette is about relationships. While volumes have been written about what is and what is not proper in this or that situation, the important thing is to be considerate, respectful and sincere. If you strive always to make others around you feel comfortable, you will be successful regardless of whether or not you follow every rule to the letter.

Conference coming Young professionals

A second edition of last years summer education program is now on the drawing board. The Young Professionals Group will be planning the 2011 edition, to be held in late May. This year's program will be held on the eastern side of the state; last year's program was held in the Bismarck area. Last year's program included six CPE hours and a trivia / social segment. Thirty people attended, and the program evaluations were positive. Speakers for the program were Nicole Morrison-Mathern, speaking on leadership, Scott Wild about Networking, and Michelle Wall speaking about communication with clarity. The full program was priced at \$40 for members, including lunch. If you're willing to help develop this year's program, simply send a note to pr@ndscpa.org, or call 877.637.2727.

Getting involved!

If you are interested in networking opportunities, active leadership involvement, educational opportunities tailored and assistance in developing a sense of professional responsibility in and among young professionals, well now is the time to get involved!!!

NDSCPA is developing its 2011 activities, and we want your input. Please contact Norene at pr@ndscpa.org. to join our committee.

Board of Accountancy

Meeting Notes: Nov. 19, 2010

The session was called to order at 11:34; Ron Johnke presided during the meeting. Participants were: Ron Johnke, George Kelly, Nikki Schmaltz, Rick Lee, Faye Miller by phone, Jim Abbott, Mandy Harlow.

MINUTES: Rick moved to accept the Sept. 10 minutes; second by Faye; carried.

FINANCIAL REPORT

Nikki moved to approve the disbursements [13552 & 13555 to 13670] and the October financial reports; George seconded; carried. The Board was briefed on internal control processes that are being used -- checking and brokerage statements being sent directly to the Secretary for review; unclear transactions are questioned with staff; statements are then sent on to the office. The past audit qualification related to segregation of duties issue has been resolved.

NASBA ANNUAL MEETING

Various aspects of the meeting were addressed, including the IRS Taxpayer registration process, etc. As for the IRS enforcement database, if it is not searchable by state, we could suggest this feature to the IRS. Other states incur substantial default rates with their auditing of CPE records. Our current CPE review processes were reviewed. All forms are examined, with questionable items being checked with the CPA. A small sample is audited, with verification being requested from the filer. A sample of forms that claim home-state exemption are verified with the home state. We do not accept CPE claims without the proper details. Of 3000 licensees, approximately 75% list education. In times past a larger sample was audited. Staff will visit with other states regarding the percentage of licensees audited, what type of infractions they are finding. Perhaps we will need to audit more self-study. We will also ask about how they assure the relevance of taken CPE to the licensee's work areas. Only a few boards are fully independent agencies -- including NC, ND, TX; some have public members.

REINSTATEMENTS

Nikki moved approval of the requested reinstatements (one pending a written request filed by 12/31; otherwise their funds will be returned); George seconded; carried. Jim will check on the ability of the president or acting presiding officer to take part in motions and voting. Faye moved approval of three firm permit reinstatements (subject in one case to payment of remaining fees); Nikki seconded; carried. We will not change the status of two that later contacted the Board. Faye moved that public notice be issued on the board website, within ALD and the Society newsletter and the newspaper; Rick will have authority to determine other next steps, based on the options legal counsel provides; George seconded; carried.

PRACTICE SUPPORT PROGRAM - UPDATE

Jim informed the group of the Society's practice continuation and EAP program pursuits. Funding could come from Society or Board, although board funding was questioned. Another approach could be to have a board-approved licensee assess the ongoing fitness of a licensee to serve the public when they have experienced some type of troubled situation, and then supervise / mentor the firm.

COMPLAINTS

One complaint file will be closed, due to a finding that the case lacks cause for action. The complainant will be informed that we consider the original returns correct, and the amended returns to have errors and should be reconsidered. This correspondence will be prepared by Jim, Rick, and legal counsel.

NEXT MEETING: 12:30 pm, Jan. 21, 2011 in Grand Forks.

January CPE

January 13, 2011

Preparing Individual Tax Returns for New Staff and ParaProfessionals

Fargo Holiday Inn - 8 CPE Hours

This course is to train new staff accountants, data processing employees, para-professionals, and bookkeepers to prepare a complicated federal individual income tax return.

January 14, 2011

Effectively and Efficiently Reviewing Tax Returns in Busy Season

Fargo Holiday Inn - 8 CPE Hours

The purpose of this course is to teach professional tax staff how to properly review various tax returns for accuracy and appropriateness of tax positions taken.

See ndscpa.org/cpe or call Sherre at 701-775-7111 for more details.

Financial Friday

Looking for volunteers

"Financial Friday" is the third Friday of each month on U Rock Lately Radio -- <http://theurlradio.com/>.

It's Bismarck's only internet radio station, meaning our message goes worldwide! It's at 10:30 a.m. CST and any ND Jump\$tart member (Society is a partner) can be involved from anywhere in the state with just a phone call. You can find previous Financial Friday topics under "Downloads" on the Web site. You are done by 11 a.m. with total talk time at roughly 20 minutes. To sign up, e-mail Jamie Christensen at jlchristensen@nd.gov.



President-Elect Nikki Nelson and Executive Director Jim Abbott attended the AICPA/CPA-SEA Leadership Conference in New Orleans. This annual event brings Executive Directors and Presidents-Elect from the State Societies together to prepare them for their upcoming presidency. It updates them on issues pertaining to the

Welcome New Members

Jeanne Narum, Fargo ND
Christina Latraile, Grafton ND
Joshua Lien, Hoople ND
Jody Daniels, Devils Lake ND
Tom Jorda, Dickinson ND
Natalie Keller, Las Vegas NV

Social Media Toolkit

Not sure what “social” is all about and how it can enhance your practice and professional life? CPAs are finding tremendous success using social media to communicate with and hear from key audiences, share ideas and network. If you’re recruiting, it’s an excellent way to attract and get in front of qualified candidates. Some have tapped into blogging and are finding opportunities to provide thought leadership and garner an ever increasing network of followers. Social media is an exciting, growing communications channel that offers CPAs countless professional benefits.

To help members get started or build on what they are already doing, the AICPA has just released four social media user guides: Facebook, LinkedIn, Twitter and blogging. In addition, we’ve provided a guide on making the business case for social media. Each guide is structured to be a fast read for busy CPAs, practical and chock full of tips and best practices. These are a free member resource – a value of \$39 for the entire set. Contact the AICPA.

Firms: Would you like an extra hand for tax season?

CPAs: Available for tax season work?

If so, let us know, and we’ll try to facilitate a match. We will maintain a list of firms with an interest in finding temporary help and CPAs interested in working the tax season. When there is a mutual interest in an area of the state, we will notify the CPA leaving it to them to make contact with the firm. Email your interest to pr@ndscpa.org, or call Norene, at 877-637-2727.

Classified ads

Bismarck - Accounting Technician

Brady Martz has a position open for a full-time Accounting Technician. The qualified candidate should have experience in preparing payroll and related governmental payroll tax reports, sales tax reports, reconciling bank statements, balance sheet reconciliation and preparing financial statements. Good communication, computer and analytical skills are required. Prefer 2 yr degree or equivalent of 3-5 years experience.

Williston - Senior Staff Accountant

Position offers a unique opportunity to join our well respected and growing firm. Applicants should have previous knowledge of auditing/accounting along with tax and consulting services for individuals, partnerships, LLC’s and corporations. Must possess a BA in accounting, with good written and oral communication skills. CPAs with previous experience given priority.

Experience with QuickBooks/Microsoft Office a plus. Brady Martz offers a full range of benefits and an environment to maximize your personal/professional growth opportunities. Salary is dependent on qualifications. Please forward a cover letter and resume to: Kristi Corbett, **Brady, Martz & Associates, P.C.**, 401 DeMers Avenue, Suite 300, GF, ND 58201 - kristi.corbett@bradymartz.com

Minot, ND – Trust Officer

American Trust Center, a leading trust company in ND, has a full-time position available. The successful candidate will contribute to the overall mission of American Trust Center and affiliated companies by effectively and efficiently administering fiduciary accounts, including Personal Trust, IRA, Investment Management and Retirement Plans, as well as developing new business. A college degree in business administration, finance, accounting or related field required, plus an industry certification or legal/accounting experience preferred. Excellent salary/benefits offered. Inquiries kept confidential. Please send resume to **American Trust Center**, attn: Human Resources, 320 N 4th Str, Bismarck, ND 58501.

Office Sharing and Referrals

Office sharing arrangement and potential referrals for CPA in the Fargo-Moorhead area in newer one-level building. Reception/phone answering, conference room and high speed internet available. Free parking and handicap accessible. All replies are confidential. Contact Norene at pr@ndscpa.org.

Thinking of Selling Your Practice?

Accounting Practice Sales is the leading marketer of accounting and tax practices in North America. We have a large pool of buyers, both individuals and firms, looking for practices now. We also have the experience to help you find the right fit for your firm, negotiate the best price and terms and get the deal done. To learn about our risk-free and confidential services, call Trent Holmes with the APS Holmes Group at 1-800-397-0249 or email trent@accounting-practicesales.com. **Interested in Buying a Practice?** See listing details and register for free email updates at www.accountingpracticesales.com or call at 1-800-397-0249.

CPA Wanted

Growing firm in eastern ND. Want someone with 2+ years experience in tax, client write-up and financial statement preparation. Applicant must possess strong people skills and be self motivated. Competitive salary/benefits based on experience. Contact Norene at pr@ndscpa.org for info.

Partnership Opportunity

Fargo CPA firm looking to share space with a local CPA. Partnership potential within two years. Drewes & Horab, Box 1021, Fargo ND 58107, call Darrel at 701-237-6650.

Help Wanted:

Successful progressive **Credit Union** seeks experienced qualified management team partner to provide leadership in a VP/CFO capacity. Must have demonstrated skills in all areas of management and particularly accounting. Job Description available from Job Service ND or MBC. Cover letter, resume and ND Job Service application should be mailed- Att. NTFCU Resume, MBC, PO Box 1133, Minot ND 58702-1133. Position may be filled at anytime. Generous, complete benefit package. Competitive wage based on experience. For additional information contact Job Service ND or Terry at MBC 701-720-3492.

No cost classified ads may be placed in the DCPA and on our website regarding job openings and opportunities for members. Visit our website at <http://www.ndscpa.org>. Go to Member Services/Career and Business Opportunities.

Federal deadline recognized North Dakota tax news ... by Joseph Becker, Research and Communications

North Dakota income and financial institution tax filers will have until Monday, April 18, 2011, to file their 2010 returns and pay any tax due on them. This applies to the following taxpayers with returns or payments, or both, normally due on April 15, 2011:

- Individuals - Form ND-EZ/Form ND-1
- "C" corporations - Form 40
- Fiduciaries (for estates/trusts) - Form 38
- Partnerships (and limited liability companies treated like a partnership) - Form 58
- "S" corporations (and limited liability companies treated like an S corporation)-Form 60
- Financial institutions - Form 35

The April 18 due date also applies for purposes of applying for a North Dakota extension of time to file the 2010 return

and paying the first installment of 2011 estimated income tax due on April 15, 2011.

This action recognizes the movement of the federal income tax filing deadline to April 18, 2011, because of the Emancipation Day holiday in the District of Columbia. Under federal tax law, the Emancipation Day holiday in the District of Columbia is recognized nationwide for purposes of federal filing and payment deadlines. Emancipation Day is celebrated on April 16th of each year. However, because April 16 falls on a Saturday in 2011, the holiday will be observed on Friday, April 15, which pushes the federal due date to Monday, April 18, 2011.

Additional news for income tax preparers is coming in early January with the next publication of the Tax Administration

Division's Income Tax Update: News and developments for tax practitioners.

Electronic newsletters for practitioners
Did you know you can receive all of our newsletters electronically by e-mail? The following newsletters are available by e-mail: Income Tax, Motor Fuels Tax, Motor Vehicle Tax, Oil and Gas Tax, Property Tax, Research and Statistics, Sales and Use Tax, and Wholesale Alcohol Tax. It's easy to subscribe (or unsubscribe) to any one or more of them. To do so, go to our web site at www.nd.gov/tax and click on "Newsletter Subscriptions" at the top of our home page (on the blue line banner across the page). By signing up you guarantee that you will receive our post-2011 legislative session summaries of new and revised state tax laws just as soon as we release them.

Legislation ready

Impact of the expiration of Bush tax cuts



Legislation to address the anticipated impact of the expiration of the Bush tax cuts has been submitted to Legislative Council. The proposed legislation will successfully

address the issue of parity between the married filers filing a joint return and single filers.

"Given the uncertainty created by the inaction of Congress, getting this legislation ready to go is the right thing to do for our North Dakota taxpayers". "This bill will effectively ensure that our state's taxpayers are not subject to additional state income taxes that would result if the Bush tax cuts expire."

Currently, the standard deduction for married filers who file a joint return is twice that of the standard deduction for single filers, which creates parity between the two filing statuses. This provision, which eliminated some of the penalties associated with filing a married joint return, is set to expire unless Congress takes action to extend it. Should it expire, the standard deduction for married filers would once again penalize married filers who file a joint return.

"We need to be proactive, especially in light of our hard work during the last two legislative sessions to provide meaningful and substantive tax relief to our citizens". "This is not the time to sit back and allow North Dakotans to be taxed any more just because of the action, or inaction, of Congress."

... Cory Fong, State Tax Commissioner

If Congress does not extend the standard deduction provision of the soon-to-expire Bush tax cuts, there is a direct impact on taxpayers' state income tax liabilities and on the state's tax revenues. Married couples filing joint returns could see an increase in their state income tax of up to \$94 per year. The overall fiscal impact to the state would be an increase of approximately \$6.7 million per biennium in additional tax revenue.

Representative Mike Nathe of Bismarck is the prime sponsor of the bill. The bill is also sponsored by Senator Dwight Cook of Mandan, Senator David Hogue of Minot, and Representative Wes Belter of Cass County. The bill will be presented to the 2011 Legislative Assembly when it begins in January. Senator Dwight Cook and Representative Wes Belter serve as Chairmen of the Senate and House Finance and Taxation Committees.

Tax conference

... by *Laura Adair, CPA*



The National Tax Conference was held on October 25, 2010 in Washington, DC. A number of IRS representatives discussed current developments within their organization. A common theme

among most of the speakers was the upcoming lame-duck session of Congress.

Numerous changes were made to Circular 230 in 2010. Due diligence and the responsibilities of the preparer to document tax return information as well as the increased vigor to enforce these areas by the OPR was discussed. Preparer PTIN registration is an ongoing concern as we await further clarification on testing and re-registration.

One area addressed by the Small Business/Self-employed Division was regarding the 10,000 letters sent and 2,500 visits made to tax preparers. The division will continue this practice in 2011. Complaints were voiced regarding the timing of the visits that took place during the height of tax season. SB/SE defended the timing of the preparer visits saying they wanted the reviews to coincide with tax preparation season so they could watch tax preparers in action. The emphasis of these visits is education and communication for their division.

David Williams of the Office of Electronic Tax Administration discussed the new e-file mandate for individual tax returns prepared by those who file more than 100 individual returns for 2011. There are exceptions, waivers and opt-out provisions for those that are unable to e-file.

Nina Olson, National Taxpayer's Advocate, encouraged us to read her Report to Congress that is presented each June and December where she highlights the most serious problems taxpayers encounter and recommendations for improving tax administration.

Since the year 2000, there have been over 4,400 changes to the IRC!

Tax materials

The AICPA's annual Tax Saving Strategies brochure, speech and PowerPoint presentation for individuals feature an overview of key tax-law provisions, from the latest on Alternative Minimum Tax (AMT) and First-Time Homebuyer Credit to long-term capital gains and dividends and the Retirement Savings Contributions (Saver's) Credit, to name just a few. Print and mail the brochure and present the speech and PowerPoint slides at community events and venues. These materials reflect current tax law, as of Friday, Dec. 10, 2010 and will be updated as quickly as possible to reflect any changes Congress may make that would affect taxpayers preparing their 2010 tax returns or doing tax planning for 2011.

The new Tax Saving Strategies for Small Businesses brochure, speech and PowerPoint presentation is available through the CPA Marketing Toolkit. Use these materials to market your practice and/or services, and raise your visibility in the community. The brochure for individuals, and small business brochure both include space to imprint your firm name and contact information.

New in Tax: State changes

North Dakota:

www.nd.gov/tax; a "what's new" section is on the front page.

Minnesota:

www.taxes.state.mn; select business or individual from the "Quick Start" at left; you'll then see a link to what's new.

South Dakota:

no personal or corporate income tax

Montana:

<http://revenue.mt.gov/default.mcp>x, then select "what's new" at left

Federal transcripts

Copies of tax returns or tax accounts can be obtained by mail or by phone. Call 800-908-9946, or file Form 4506T, to mail. A Transcript shows the Tax Return detail, but is not an actual copy of the return. Get the form from the IRS.gov Forms and Publications page. For a copy of the filed return (along with attachments), use Form 4506. There is a \$57 fee for each tax year you request.

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