In 1985, Dr. Mohamed Gaber joined the faculty at the State University of New York College at Plattsburgh. Since then, “it became the joy of my life,” said Gaber. “I am a firm believer in ‘partnership in education,’ where students and faculty are valued equally in higher learning.” Dr. Gaber sees himself as a member of a team whose goal is to succeed by achieving the highest possible outcome of the learning objectives in whatever the subject matter for the course.

Team members are participants and stakeholders and Gaber lets the students in each class take an ownership role for their own learning. Gaber says he is also a firm believer that faculty can learn from their students as much as students learn from their faculty. Understanding how students think and respond to unstructured critical thinking issues and situations provides him with a great deal of feedback on how to introduce new materials and search for innovative ways and modes of instruction. According to Dr. Gaber, in his twenty years of teaching at this institution and in other institutions, “I can honestly say, I have never found a student without talent. It is for the faculty to discover it and build on it.”

Part of the joy of being at SUNY Plattsburgh through building an everlasting relationship with students after graduation. “I heartily believe that students give us happiness and pleasure twice,” remarks Gaber, “once when they first arrive at Plattsburgh as freshmen or transfers and a second time when they graduate and embark on a successful career.” For Gaber, the relationship with students never stops, and he treasures their friendship.

The 21st Century information age is changing the way we do business. The challenges of protecting modern accounting systems are daunting. There are a scarcity of skilled accountants and auditors who must have the required technical skills to meet those challenges.

Accountants were once viewed as green-visored bean counters going through the books looking for errors. Accounting professionals, protectors of reliable information, are now as likely to be found with a wireless network “sniffer” as with a pencil and calculator.

Imagine, if you will, that malicious hackers out there need only succeed once to inflict incredible damage. Those who are protecting our valuable corporate assets and personal data must succeed in preventing harm. It is clear that the odds are stacked against us and it is remarkable that breaches of electronic security do not occur more often. Continuing to train accountants to combat this menace is vitally important.

Joe Peterson ’87 (Accounting) epitomizes this new breed of accountants. With Peterson’s CPA candidates over the last 21 years in public accounting, SUNY Plattsburgh students seem to hit the ground running and that certainly is a reflection of the education they are receiving.” Martindale continued...
Technology Adds Up To Success!

Video Storm was honored by the New York State Small Business Development Center as its 2006 Start-up Company of the Year at their annual awards banquet on May 2, 2006. Rachel and Norman Karp were originally working with Karen Stehlin, Business Advisor at the North Country Small Business Development Center (SBDC) to open a restaurant, when a serious automobile accident deprived Norman of his sight. They changed their plans with the assistance of Karen Stehlin and Video Storm opened its doors in Chateaugay July 1.

Norman uses a computer program called JAWS to help him manage the business. The JAWS program converts text into speech, enabling individuals who are visually impaired or disabled to perform tasks that would otherwise be inaccessible to them. JAWS makes it easier to use programs, edit documents and read Web pages. It also has a refreshable Braille display, so that Braille output can be provided in addition to, or instead of, speech. An array of features and customizable options lets the user tailor JAWS for individual needs and preferences.

JAWS has enabled Norman to create and maintain financial spreadsheets for all day-to-day operations, do the accounting and maintain the store's inventory himself. "I doubt that we could have realized our dream of owning a business without the help of Karen Stehlin and the SBDC," Karp commented. "We consult with her on a regular basis to make sure we are meeting interim and long-term goals."

Need New Markets? Consider Exporting!

You, a North Country Business Owner, can expand your markets, increase your profits and grow your business around the world now, before it’s too late, by exploring export possibilities.

Your journey begins with a visit to www.export.gov, a wonderfully comprehensive Website that is managed by the U.S. Department of Commerce. There you will conduct market research about the country or countries that you may be a good fit for your business. Next, you will communicate with other U.S. companies who have developed an export strategy and implemented it. Of course, deciding to export includes developing an international business plan.

Distribution methods, lead time and other logistical considerations for your product are highly critical. Also essential is the transactional process in making trade happen that includes setting prices, negotiating the sale and determining legal aspects of exporting.

Doing business in a foreign country includes packaging, labeling and other physical regulations on certain types of products. Managing cash, currency exchange and financing are additional necessary components and evaluating these processes and their alternatives requires considerable due diligence.

Relieving Annual Tax Headaches

Accounting students of the State University of New York College at Plattsburgh have offered free tax preparation for the past three years. As part of a collaborative effort between the School of Business & Economics (SBE) and the Internal Revenue Service (IRS) the Volunteer Income Tax Assistance (VITA), provides services to individuals and families whose total household income is less than $35,000. SUNY Plattsburgh students who are not claimed as dependents and who earn less than $35,000 may also take advantage of this free tax preparation.

“The goal of the VITA program is twofold,” said Gaber, “the students involved in the program are getting a chance to volunteer their time while they gain valuable experience in tax preparation and electronic filing.”

To qualify as a volunteer for the program, accounting students must have completed the Income Tax I (Individual Income Tax course) and must have completed or be currently enrolled in Income Tax II (Corporate Income Tax). Participating students must also receive VITA training in tax law and electronic filing.


For further information about the VITA program at the School of Business & Economics, contact Dr. Mohamed Gaber at (518) 564-4189.
Joe Peterson ’87 represents the Plattsburgh spirit of ambition and originality. He is on the leading edge of a generation of auditing that, for him, began with the traditional accounting skills developed at Plattsburgh.

Peterson, Managing Partner and Government Industry Leader at UHY Advisors, specializes in complex and sophisticated federal agency audits at UHY in Washington D.C.

He is a member of the State University of New York College at Plattsburgh Foundation Finance Committee, currently sits on the School of Business and Economics (SBE) Business Advisory Council and has been a Distinguished Visitor Alumni for the SBE.

Peterson honors his Plattsburgh experience by hiring many of our brightest and best Accounting students for his firm, and by contributing funding, time, and resources to build a better program.

GABER (from Page 8) while they are on campus, after they graduate and even to this day. “They are always in my heart and stay in touch with me to let me know about their professional and career advancement as well as their social and family lives.”

Paul Timper ’94, attributes much of his success to the many life lessons he learned during his time at Plattsburgh State. He says, “It is rare to find a school where you can call the Chair of the Accounting Department your friend, but this is no exaggeration on my part. Dr. Mohamed Gaber, along with all of the other faculty members, was always willing to take the time to explain anything that I did not understand the first (or even second) time around.”

Gaber’s academic and research background is extensive and serves him well as Chair of the Accounting Department. Dr. Gaber has more than 20 years teaching experience, and in 2001, he received the Chancellor’s of the State University of New York Award for Excellence in teaching. Check out www.plattsburgh.edu/academics/accounting for details about the Accounting major and the faculty, including Dr. Gaber.

Fall ’06 Spring ’07 Career Fair
October, 2006
March, 2007
Location TBA

The SBE Career Fair, held each semester, provides a unique opportunity for students to interact personally with a broad range of potential employers, while broadening their perspectives on career and employment options.

Career and Professional Information Internship Opportunities Full-time Employment Graduate School Info
Contact Susan.Steele@plattsburgh.edu

An Advisor Extraordinaire

It would be truly unusual to meet with any business group in town without hearing the hearty laugh of Patrick Russell. However, Pat’s earnest sense of humor goes along with a keen sense of civic engagement and a devotion to moving Plattsburgh forward.

Currently, he is tax partner at Abbott, Frenyea, Russell & Coffey, P.C. (AFRC). In his position, he coordinates the firm’s tax services for a variety of clients including manufacturing corporations, real estate partnerships, professional corporations, limited liability companies and individuals.

Prior to the formation of AFRC, he served as the vice-president of taxation at a regional accounting firm, held management positions with international CPA firms in New York City and was manager of federal taxes for PepsiCo, a major Fortune 500 company. Yet, throughout his vast corporate experience, he has considered Plattsburgh his home. Sharing his gifts with the School of Business and Economics (SBE), he has had an opportunity to extend his knowledge to the next generation of eager tax accountants.

Pat’s Plattsburgh resume is also impressive. He is Past Chair of the Board of Directors of the Plattsburgh North Country Chamber of Commerce, Past President of the Board of Directors of the Plattsburgh YMCA and is on the SBE Business Advisory Council.

It is Pat’s civic engagement that makes him an excellent role model for students and residents alike. Pat knows that his commitment and affiliations in the region are essential for a forward-thinking accounting and management consulting firm like AFRC. Their approach is interdisciplinary and cross-border, an approach shared by the SBE as it prepares students for success in an increasingly global world.

Pat believes in the value of public education. There is a great deal of appreciation for his tremendous contribution over the years to the SBE and the Plattsburgh community.
Accounting has consistently produced terrific graduates for the School of Business and Economics (SBE). This upcoming year the SBE anticipates offering even greater value to its students. With the hiring of Dr. Ed Lusk and Jason Lee, the SBE strengthens its accounting teaching and research.

Dr. Lusk, with a Ph.D. from Northwestern University, will be a Professor of Accounting. He was recently at the Wharton School, where he won the Teacher of the Year Award. He is also Review Editor for a number of academic journals and his paper was selected for the Best Research Papers Section at the recent Academy of Management meeting.

Dr. Lusk has a passion for teaching and technology and will be a valued addition to the SBE faculty.

The arrival of Dr. Jason Lee, new Assistant Professor of Accounting, is also highly anticipated. He received a Ph.D. from Kent State University, with an expertise in financial and managerial accounting.

Dean Colin Read recently ran across his former dean, who good-naturedly jabbed Dean Read for taking one of her best faculty!

Like Dr. Lusk, Dr. Lee brings to the SBE a style of teaching that excites students. Indeed, Dr. Lee’s enthusiasm is contagious as he lets the students know they are studying one of the most exciting and interesting academic fields anywhere.

*As part of the educational experience, the SBE looks forward to providing students information that they will need to engage in a global economy. *

**Dr. Lusk**

"Enriching the curriculum with technology will enable students to build a strong foundation for accounting and business designations."

**Dr. Lee**

The three first years of Michael’s career, he worked in public accounting, private accounting and as an internal auditor. Then after much deliberation he decided to take two years away from his career and attend graduate school, earning his MBA in Finance at the Pennsylvania State University (Penn State). “While attending my first year of graduate school my interests changed from finance to supply chain management.” says Michael. “Additionally I learned that my Accounting degree from Plattsburgh would be complimentary to my new career interest.”

After graduate school, he went to work for Kimberly-Clark Corporation (KCC). At KCC, Michael worked various positions and eventually was promoted to Manager of MRO Procurement, responsible for managing $100 million in spending. Michael met his wife Kristin and son Elliott while working in Atlanta. He then decided to take a job opportunity with Georgia-Pacific (GP), working to procure finished goods for resale. Recently he was promoted to a Procurement Consultant to facilitate effective and efficient spending management in GP’s Procure-to-Pay reengineering project.

According to Michael, “each career opportunity has provided me the ability to witness the benefits delivered through new product development or savings efforts that impact an organization’s financial health.” Having recently completed the exams for Certified Purchasing Manager certification, Michael has begun to think about the next stage of his career and is considering opportunities in supply chain management, entrepreneurship or public service.

Here’s to Excellence!

Congratulations to SBE’s Kimberly Kleist ‘06 (Marketing/Philosophy) and Hira Shafqat ‘05 (Accounting) for their excellence and in their representation of SUNY Plattsburgh!

While it is not uncommon to see our Plattsburgh graduates receive highest SUNY graduation honors, it is exciting to see two come from the School of Business and Economics (SBE).

In the words of John Ryan, Chancellor of the State University of New York, “Recipients of this year’s awards have excelled academically and in many cases far exceeded even their own expectations in their pursuit of higher education and community involvement.”

Ryan remarked at the April 10 ceremony that he was pleased to see so many recipients this year from nearly all of SUNY’s campuses and commended campus presidents, their faculty and staff for discovering and enhancing student excellence throughout the year.

William Kelting Retiring

Dr. William Kelting will soon be gone, but not forgotten, and indeed, not really gone! After 31 years of service at the School of Business and Economics (SBE) and SUNY College at Plattsburgh, Dr. Kelting will be taking more time off next year to travel. However, his passion for teaching will keep him nearby as he has agreed to teach on an occasional basis.

Dr. Kelting has devoted his professional career to the study and teaching of auditing and financial accounting. A true modern Renaissance scholar, he has minors in both economics and psychology to augment his scholarly interest in accounting.

Dr. Kelting knows the value of a cross-disciplinary approach to scholarship. It is that ingredient that helped him make such an impression on students and faculty alike. While Bill’s constant presence will be sorely missed, we know he will still be among us. ‘Thank you’ seems inadequate for all his years of effort, however, we’ll give it the good old college try!