

**2005 – 2006  
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**Chapter Administrator**  
Dee Calabrese  
Tel 978/838-0402  
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**Mike Hirshland  
Partner**

**Polaris Venture Partners**  
*October 19, 2005 Dinner Speaker*



Mike Hirshland

Mike Hirshland is a general partner with Polaris Venture Partners, a diversified Boston-based venture capital firm with over \$2 billion under management and current investments in over 70 companies. At Polaris, Mike focuses primarily on information technology and

interactive media investments. Before becoming a technology investor, Mike served as counsel to Senate Judiciary Committee Chairman Orrin Hatch, practiced with the law firm Williams & Connolly, and clerked for Justice Anthony Kennedy at the U.S. Supreme Court and *The Hon. J. Michael Luttig on the Fourth Circuit Court of Appeals*. Prior to his legal career, Mike was a strategy consultant with Bain & Company. Mike received his JD from the University of Virginia School of Law. He earned his AB in history from Harvard College where he played defensive end on the Crimson's 1987 Ivy League Champion varsity football squad.

← **New Member Orientation** →

**From your Chapter Administrator**

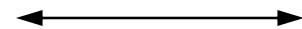
During the 2005-6 meeting season we will be issuing monthly newsletters. This year will differ from the past in that we will not be including separate flyers with each mailing. All meeting information will be contained in this newsletter. You are now directed to our website to register for any and all Chapter events. The website address is [www.feiboston.org](http://www.feiboston.org).

New to FEI's Boston Chapter?

Come join other new members at a New Member Orientation scheduled for **7:30 a.m. on Tuesday, September 27, 2005 at the Needham Sheraton**. Grab a cup of coffee, chat with some of our officers and board members, and hear about the opportunities and benefits that make up your membership with our chapter of over 1,100 financial executives.

Invitations will be sent to new members that have joined since October 2004, as well as to members who have re-instated their membership, or transferred into the Boston Chapter.

Should you have questions about the New Member Orientation please feel free to contact Susan Gorman, Chair, Membership Involvement Committee at (781) 935-3344 x224 or by email at [sgorman@catherinehinds.com](mailto:sgorman@catherinehinds.com).



**Board Resource Committee**

*Sharon F. Merrill, Chair*

Are you interested in becoming a director? Join the Directors Connection database, a service for members of FEI Boston. Go to [www.feiboston.org](http://www.feiboston.org), and click on the "members only" area. There you will find an application to be printed out. Please fill it out and send it with your resume to Dee Calabrese, who will add your name to the database. Then, you will be considered for any requests for board members that we receive! Contact Sharon Merrill at 617-542-5300 or [www.smerrill@InvestorRelations.com](mailto:www.smerrill@InvestorRelations.com) with any questions.



Kim Gazzola

Welcome to the October Boston Chapter Newsletter! We are off to an exciting year and this month will be no exception.

- Register early for our first half day CFO Conference. “Fraud: Not in My Backyard” A real world look into fraud and how to prevent it. This professional development opportunity will include keynote speaker Walter Pavlo, former Senior Manager of MCI Worldcom and a distinguished panel of presenters. This conference will be held at the offices of PricewaterhouseCoopers, 125 High Street in Boston and will begin at 12:00 pm with lunch and will conclude with a reception at 5:00 pm.
- October’s dinner meeting will host Mike Hirshland, Partner, Polaris Venture Partners. This is sure to be an exciting evening. We will also be hosting our prospective member reception the same evening. If you know someone that is interested please contact Basil Pallone.
- October’s Career Services meeting “Power Networking” and will feature Eric Ross as the presenter. (October 11<sup>th</sup> at 5:30)

Just last week we were notified by FEI National that they have reached out to the 66 members of the New Orleans Chapter. They are in the process of contacting each of them individually to seek a nearby chapter to assist where practical and to offer free membership to them for this year. I anticipate hearing more news about our sister chapter and will bring that news to you in a future newsletter.

I am always interested in an economical way to fulfill my CPE requirements and I am sure many of you are no exception. Please pay special attention to the blue card in the September’s edition of FEI National’s “Financial Executive.” You can now earn 2 CPE credits each month just for reading our magazine and logging on at [www.fei.org/CPE](http://www.fei.org/CPE) and answering a few test questions. I call that a great value to our membership. The cost of 24 credits each year is now built into your membership.

Last but not least I thought I would alert you to the news that the Boston Board has determined there will be no local dues increase this year and that National has made the same decision. That too is good news as we all seek to make our professional development budgets go farther.

### Junior Achievement and FEI Boston – A Tradition of Partnership for 50 Years

By Bruce Osterling, FEI Boston Chapter member

This is an excerpt from the complete article which may be found on our website

You’ve probably attended many FEI Boston events and heard “Junior Achievement” mentioned frequently. You may have wondered, frequently, what exactly is Junior Achievement? And, why is it a priority for FEI Boston? Here are the answers.

**What is Junior Achievement?** Junior Achievement (JA) is the world’s largest and fastest-growing organization dedicated to educating young people about business, economics, and free enterprise. JA was founded by in 1919 in Springfield, Mass. as an after school business club. In the clubs, students were taught how to think and plan for a business, acquire supplies and talent, build their own products, advertise, and sell. Courses were taught by business community volunteers. Workforce preparation was then, and is today, the mission of JA. It is also a goal shared by Financial Executives International.

Since 1919, more than 51 million students have been involved with JA, with a current 5.2 million participating annually in 100 countries worldwide. Locally, JA of Eastern Massachusetts serves eight counties in the Greater Boston area. Today, JA offers in-classroom courses for over 50,000 students from the elementary school level through high school. In addition, JA has begun a new 15-week, after-school “capstone” program for high school students called “JA Academy,” which is held on-site at area colleges and universities. The program includes a campus tour, presentations to the students by the admissions staff, and mentors who are business executives and current college students.

**Why is FEI involved?** JA began operating in 1945 in the Boston area. At that time, FEI member Burdette A. Johnson was very interested in workforce preparation. He began volunteering his time to JA, and joined its board in 1954. Burdette served as FEI Boston Chapter president the following year. Seeing a strong synergy with FEI’s mission and JA’s mission, Burdette and the FEI Board offered FEI’s assistance. His personal involvement continued throughout his life. In his letter printed in the 50<sup>th</sup> Anniversary Report on Harvard College’s Class of 1927 he said, “I was always concerned with business education, this much-neglected aspect of education. I have stepped up my activities in the battle against economic illiteracy and in support of our free-enterprise system.” FEI Boston’s 50-year commitment to teaching children how the economy works and how to find their place in it through JA continues as part of Burdette’s legacy. FEI Boston Chapter members are encouraged to give of their time and experience to their communities in support of this important tradition.

**Who benefits from JA?** JA creates a bridge between the community and the classroom by bringing together work professionals and students, and their teachers. The collaboration between FEI Boston and JA educates and inspires young people to value free enterprise, business, economics and lifelong learning. The teachers, volunteers and students have this to say about JA: *“I thoroughly enjoyed the experience. It was a great opportunity to share my excitement about the work I do every day and see the business world through a high school student’s eyes. I wish they had had a program like this one when I was in high school. I plan to participate again, and encourage other employees to do the same.”* FEI Volunteer

For information on how you can help, contact Boston Chapter members, Bruce Osterling at [bwosterling@comcast.net](mailto:bwosterling@comcast.net) or Mark Sullivan at [mark.j.sullivan@wellsfargo.com](mailto:mark.j.sullivan@wellsfargo.com).

## Professional Development Seminars

### **Thursday, September 29, 2005: “Changes in Accounting Standards, 2005 and Beyond”**

Are you tired of plowing through piles of reading to keep current! Would you like to have it all summed up for you in an hour and a half presentation while you are eating your breakfast! Then join us for a breakfast seminar with one of our CPA Sponsors who will summarize the potential accounting issues the FASB is currently deliberating.

**Location:** Offices of Ernst & Young, LLP, 200 Clarendon Street, 47<sup>th</sup> Floor, Boston, MA 02116

**Speakers:** Jason R. Janoff, Partner, Ernst & Young, LLP, Assurance and Advisory Business Services Michael Doyle, Partner, Ernst & Young, LLP, New England Professional Practice

### **Thursday, October 6, 2005: Save the Date for the Half Day CFO Conference!**

**“Fraud: Not in My Backyard!”** *A real world look at fraud and how to prevent it. Keynote Speaker: Walter “Walt” Pavlo, former Senior Manager, MCI/Worldcom*

We will be taking a real world look into fraud and how to prevent it. We will use MCI/Worldcom as a case study with Walt talking to us about the culture and conditions of one of the world’s greatest communications companies that lead to one of the world’s biggest frauds. He will discuss how companies in high growth industries, particularly newly established ones, do not implement or promote an ethics policy. In an effort to meet corporate goals, guidelines have not been established on how to achieve those goals and therefore aggressive behavior often goes unchecked.

**Where:** Offices of PricewaterhouseCoopers, 125 High Street, 6<sup>th</sup> Floor, Boston, MA

**Panelists:** Hal Shear founder Research Investment Advisors, Ltd; Joseph W. Weiss, Professor of Management at Bentley College; Walter Ricciardi, District Administrator of the Boston District Office of the SEC; R. Robert Popeo, Chairman and President of Mintz, Levin, Cohn, Ferris, Glovsky and Popeo; Erik O. Skramstad, Partner in the Dispute Analysis and Investigations practice for PricewaterhouseCoopers LLP; and Steve Shappell, Managing Director of Financial Services Group, Legal & Claims Practice at AON

*Coming in October or November:* Watch our website and email for a possible seminar on Energy! We are currently having conversations with experts in this area and are hoping to have an opportunity to bring this topic to you through our Professional Development Program in coordination with our Partner Program Committee. Our goal this year is to try to provide current topics as we can make them available to you. Keep a lookout for this event. To register for these events or for more details on upcoming seminars visit our website, [www.feiboston.org](http://www.feiboston.org)



## **Membership Involvement Committee**

Susan Gorman, Chair

I just got off of the phone with a Boston Chapter Member who is struggling with making a decision as to whether or not to continue his membership with FEI. Being unemployed with children at home is tough enough – making a membership dues payment of \$475 is even tougher right now. What I attempted to get across to him, were the options available to members when “rough times” hit.

When a member faces unemployment we suggest the following action items:

1. Call FEI National to register as a member in the “Active Career Services” status category (Alek Slaski at 973-765-1025 or email her at [aslaski@fei.org](mailto:aslaski@fei.org)).
2. Register on our own FEI Boston Chapter Career Services website ([www.feiboston.org/career\\_center](http://www.feiboston.org/career_center)). Find a host of information about managing your career, attending monthly career services meetings, and more.
3. FEI National allows for a reduced dues amount for our members “in transition”. Contact Sue Gorman if you fall into this category at [sgorman@catherinehinds.com](mailto:sgorman@catherinehinds.com).

And finally, get involved. Attend monthly dinner meetings. Join a committee. Don’t wait until unemployment arrives (or that contract job ends) in order to begin networking or job hunting. Remember, *there is always the possibility* that the person who connects you to a new opportunity is sitting at next month’s FEI dinner meeting...think about it!

For more information about joining a committee or about your membership involvement overall, please contact Sue Gorman at (781) 935-3344 x224 or at [sgorman@catherinehinds.com](mailto:sgorman@catherinehinds.com).

### Our Strategic Partners

Accounting Management Solutions, Inc.  
Albert Risk Management Consultants  
Aon Risk Services, Inc., of Massachusetts  
Approva Corporation  
Citizens Bank of Massachusetts  
Covington Associates, LLC  
Ernst & Young LLP  
GE Corporate Financial Services  
Grant Thornton LLP

Kforce, Inc.  
KPMG LLP  
Marsh, Inc.  
Mintz Levin Cohn Ferris Glovsky and Popeo PC  
R.R. Donnelley Financial  
Sapers and Wallack  
Sovereign Bank  
Sullivan & Worcester LLP  
Towers Perrin

### Partner Development Committee

*Joseph P. O'Connell, Chair*

*This month we're delighted to feature long-term Boston Chapter Partner, KPMG LLP*

KPMG LLP is the audit, tax and advisory firm that has maintained a continuous commitment throughout its history to providing leadership, integrity and quality. The Big Four firm with the strongest growth record over the past decade, KPMG turns knowledge into value for the benefit of its clients, people, communities and the capital markets. Its professionals work together to provide clients access to global support, industry insights, and a multidisciplinary range of services. KPMG LLP ([www.us.kpmg.com](http://www.us.kpmg.com)) is the U.S. member firm of KPMG International. KPMG International's member firms have nearly 100,000 professionals, including 6,800 partners in 148 countries.

#### **A Commitment to Boston Businesses**

KPMG's Boston office is home to more than 400 professionals, including 48 audit, risk advisory, and tax partners who are committed to fulfilling the firm's mission to provide high-quality service. KPMG Boston serves a wide range of clients—from the smallest entrepreneurs to Fortune 500 companies – from diverse industries, including financial services, consumer and industrial businesses, healthcare and public sector, information, communication and entertainment.

In serving Boston companies, KPMG provides a broad range of services. These include financial advisory services in the areas of corporate recovery, transaction and forensic services, and risk advisory services, such as financial risk management, information risk management, internal audit and regulatory services. Tax services include Federal, state and local tax planning, international corporate and executive services, compensation and benefit services, and private client advisory services. Our understanding of rapidly changing business practices and trends, combined with our deep knowledge of accounting and tax rules, allows us to assist our clients with both their current issues and future goals.

For more information on KPMG, please contact Michael Rezuke, Partner, (617) 988-1135, [mrezuke@kpmg.com](mailto:mrezuke@kpmg.com) or visit [www.us.kpmg.com](http://www.us.kpmg.com).



### RECEPTION FOR PROSPECTIVE MEMBERS

OCTOBER 19, 2005

Sheraton Needham Hotel—5:30 – 6:30 p.m.

*Dinner Program Immediately Following*

Each year the Boston Chapter hosts a cocktail reception for prospective FEI members. The event provides candidates for membership with an opportunity to network with FEI members and to experience the Boston Chapter first hand.

The reception is an important element of our recruiting efforts. Last year's reception was an extraordinary success and, with your help, we look forward to another successful event this year. If you have a friend, co-worker or colleague who is eligible for FEI membership, the Chapter would be happy to extend to them an invitation to this year's reception and dinner program.

For further information, including invitations, please contact Basil Pallone, Sionex Corporation, (781) 457-5403, [bpallone@sionex.com](mailto:bpallone@sionex.com) or Larry Kramer, North Bridge Venture Partners, (781) 290-0004, [lik@nbvp.com](mailto:lik@nbvp.com). Space is limited, so please submit candidate names early.

### Career Services Committee

James A. Tracy, Chair

Career Services held a meeting on September 13, 2005. There were 27 attendees, including 7 first-timers. Tom Kennedy of The Kennedy Group gave a presentation on how to communicate your message in a clear, concise and focused manner. As Tom counseled everyone, "The ultimate success of what you say depends entirely on how well you say it." Tom described how answering the question "What do you want them to remember?" helps us to frame our presentation. We all need to be focused, whether we are giving elevator speeches, or making presentations to investors, customers or prospective employers. You can learn more about Tom at [www.kennedygroupboston.com](http://www.kennedygroupboston.com)

Career Services maintains a database of approximately 300 financial executives. This database is available to the FEI membership as a source of skilled professionals. Contact Jim Tracy or Jim Andersen if you have a need they can help to fill.