

CHAPTER

connections



BALTIMORE CHAPTER  SEPTEMBER 2010

MESSAGE FROM THE PRESIDENT

Dear Baltimore Chapter Members,

Welcome to our 2010 -2011 Chapter year!

Tuesday, September 21, 2010 marks not only the last full day of summer but also the evening of our first dinner meeting for the season. So far this year has been nothing short of incredibly interesting and concerning. With a very uncertain economy and the upcoming mid-term elections, not to mention all the other big news stories including healthcare reform, financial reform, and the BP gulf "spill", it's anybody's guess how the year will end.

Fortunately, we have a lined up a great speaker to give us some insight into where things might be heading. [Kevin McCreadie, President and Chief Investment Officer of PNC Capital Advisors](#), will be our September 21 Speaker at the Center Club. Kevin's topic will be "Making Sense of the Current Economic and Political Climate: Relevant Insights for Financial Executives". I hope that you will be able to make this meeting as Kevin's insights are sure to be useful and timely.

As you know, while the value in FEI comes from many different sources, the monthly dinner meetings are the highlight of our local chapter. The Program Committee, headed by John Hehir of PNC Bank, along with the entire Board, is working to bring an interesting lineup of speakers for the upcoming year. The entire line up thus far is highlighted on page two of this newsletter.

Speaking of success, the 2009 – 2010 year was a great success for the Chapter with fantastic speakers including Tom Schoewe from WalMart among others. Our success in large part is due to the service of Don McConnell as President. Don's strong leadership as President for the past two years has navigated the chapter through a tough economy while providing interesting speakers and a compelling vision for what the Chapter can become. When you see Don at the next meeting, please join me in thanking him for his service.

Finally, I would like to thank our sponsors for their continued support of the Baltimore Chapter. Their support helps us bring quality programming to you at reasonable prices.

In closing, I appreciate your membership in FEI's Baltimore Chapter and look forward to seeing you at the Center Club on September 21. My goal is to make your membership experience meaningful at the Chapter level and I welcome your ideas, recommendations and participation. I can be reached at 410-347-7146 or by email at cbaker@atapco.com and encourage you to reach out at any time.

Best regards,

Charles Baker, Baltimore Chapter President

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and Technology, Inc.

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CHAPTER ADMINISTRATOR

JUDY JOOST

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2010 *programs*

Dinner Meeting

TUESDAY, SEPTEMBER 21, 2010

[Click Here To Register
For This Meeting](#)



Kevin A. McCreddie, CFA, President, Chief Investment Officer, PNC Capital Advisors

Making Sense of the Current Economic & Political Climate: Relevant Insights for Financial Executives

Kevin McCreddie, who joined PNC in 2002, is President of PNC Capital Advisors, Inc., PNC Funds, Inc., and PNC Alternative Investment Funds. In addition, he is the Managing Executive for the Institutional business within the Asset Management Group (AMG).

With more than 25 years of asset management experience, McCreddie joined PNC through its acquisition of Mercantile Bankshares Corp., where he was a member of its Management and Operating Committees. Prior to joining Mercantile, he was a Partner at Brown Investment Advisory, where he was Co-Head of Portfolio Management. Prior to that, he was a Senior Equity Portfolio Manager for J. P. Morgan Investment Management.

McCreddie is active in a number of civic and charitable organizations in the Baltimore area, including Family and Children's Services of Central Maryland, The Ponaganset Foundation, The Calvert School, and The Maryland Club.

McCreddie earned his Bachelor's Degree in Economics from Rutgers College and an M.B.A. from the Wharton School at the University of Pennsylvania. He holds the Chartered Financial Analyst (CFA) designation.

Location: The Center Club, 100 Light Street, Baltimore, Maryland 21202

Time:

5:45 PM Networking & Cocktails (cash bar)

6:45 PM Dinner

7:30 PM Speaker

Cost:

\$70 Members

\$60 In-transition & Retired Members

\$90 Guests

CPE: This meeting is worth 1 CPE Credit

Save the Dates!

October 19, 2010

Mayo Shattuck, III, CEO Constellation Energy
The Center Club

November 16, 2010

Ellen Lord, Sr. VP & GM, AAI Corp.
The Center Club

December 7, 2010– Joint with IAA

William Paterakis, H&S Bakery
The Maryland Club

January 25, 2011

TBA

February 22, 2011

TBA

March 22, 2011

TBA

April 19, 2010

TBA

May 17, 2010

TBA

NEWS *from the board*



Sponsorship Program

The FEI Baltimore Chapter Sponsorship Program is an important element of our Chapter's success. Our local sponsors are financial and professional services firms whose products and services are marketed primarily to financial executives. The sponsors pay an annual sponsorship fee entitling them to designate an individual representative to attend our monthly chapter meetings, along with a prospective member guest.

In addition to their financial contribution, our sponsors enrich the chapter's professional networking opportunities with the broad experiences, special skills, and unique perspectives they bring to companies of all sizes across many industries. Our sponsors have been instrumental in recruiting new members and in identifying and recruiting interesting speakers. Several individuals from sponsoring organizations have served on Board committees, further enriching the Chapter.

Direct and mass sales solicitations of members and their companies are not permitted by our sponsors. Rather, they represent themselves and their companies via the one-on-one personal interactions during the networking cocktail hour and during dinner conversations. As such, please take the time to get to know our sponsors and thank them for the enhanced networking opportunities they provide. For a full list of the sponsors who committed for 2010-2011 please see page five.

A Message from the Treasurer— By the Numbers

What topic could possibly be more interesting to an organization of financial executives than the financial results for the year just ended for our local Baltimore Chapter?

Our revenues come from three primary sources: Chapter dues, Dinner Meeting Fees and Sponsorship Fees. Dinner meeting fees are the largest source of revenues, representing about half of total revenues. On the expense side, by far the monthly dinner cost is the single largest line item, representing about 70% of total expenses. FEI National Chapter Administration expenses represents 15% of all expenses and the balance is expenses for printing, mailings, scholarships, speaker gifts, badges, and miscellaneous expenses.

The Chapter ended the Fiscal Year 2009 – 2011 with approximately \$11,000 in cash. However, we report on a cash basis and this includes some sponsorship fees received for the upcoming year.

For more information, please call Barry Fishel, Baltimore Chapter Treasurer.

2010-2011 Chapter Leadership

Involvement by our members is the key to success of our Chapter! Without committed volunteers we simply would not be able to generate the value our members enjoy during the year.

We welcome and encourage you to become more involved with the Chapter by serving on the Board or on a Committee. As a small chapter, we are always in need of help and this is a great way to help the Chapter. Please contact a member of your local chapter leadership if you are interested in helping.

NEWS *from headquarters*



WELCOME
NEW CHAPTER
MEMBERS!

STEPHEN BASS, Assistant Treasurer, Atapco

CHRIS DERR, SVP, CFO, Prometric, Inc.

MARK WAGUS, CFO, Griffith Oil Services

Washington Policy Conference

September 20 – 21, 2010 | Washington Court Hotel, Washington, D. C.

[Earn up to 8.5
CPE Credits!]

Platinum Sponsor



Corporate Sponsors



fei. Chapter Sponsors
baltimore chapter
district of columbia chapter
virginia chapter

career center

IN TRANSITION? FEI CAN HELP!

FEI members have access to a broad range of career services, including:

- Exclusive access to available positions for senior level finance executives.
- Your career profile can be updated to direct potential employers to view your credentials and contact you with opportunities.
- CareerTrax e-newsletter: featuring career management news and issues, trends and statistics as well as recommended websites for the senior level finance executive.
- Professional Development Seminars featuring topics such as: career opportunities using social networking and social media tools.
- Maintaining CPE requirements to stay up-to-date on current developments in corporate finance (includes a 1-year complimentary subscription to the Financial Management Network).

To get your career back on track, visit www.financialexecutives.org/careers or email: careercenter@financialexecutives.org

CHAPTER *sponsors*



WE EXPRESS GRATEFUL ACKNOWLEDGEMENT TO OUR STRATEGIC PARTNERS



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