

Message From The President

Dear Baltimore Chapter members:

Spring is officially here as we prepare for our last FEI meeting on May 18th before the summer break. It is nice to see the positive results of the Ravens football draft. Does anyone have some good suggestions on how to help the Orioles?

On April 20 our speaker was Thomas Schoewe, CFO of Wal-Mart. We had over 70 attendees at the Center Club for Mr. Schoewe's excellent presentation on the past 10 ten years of growth by Wal-Mart. Tom Schoewe's presentation had interesting ideas on how Wal-Mart was able to obtain an 11.5% earnings per share growth for the past 10 years, starting with base sales of \$153 billion in 2000 to a present sales volume of \$405 billion. How would you like to manage 2.1 million employees?

On May 18, James Brady will be our speaker at the Center Club. His topic will be "Economic Development in Maryland: Challenges and Opportunities." Jim is a former partner in charge of the Arthur Andersen Baltimore office and Secretary of Maryland's Department of Business and Economic Development. This should be a very informative presentation in light of the current economic times for both the country and Maryland.

Our Baltimore chapter leadership team will be electing new officers at our annual strategic planning meeting in June. Please see any chapter officers if you have any ideas or suggestions to make next year even better, and we will discuss them at our planning meeting.

Speakers at our Baltimore chapter meetings are one of the strengths of FEI. Please see John Hehir, our Programs Chair, and Peter Ney, our vice president, any board member or me if you have ideas or suggestions about potential speakers as we begin to organize our 2010 - 2011 meetings.

Some of our successes over the past two years have been as follows:

1. Great speakers across all business lines
2. Greater sponsor support. We now have 10 sponsors. A special thanks to all our sponsors.
3. We have experimented with other meeting venues, and settled on the Center Club as our new primary venue, with positive feedback from the members.
4. Our average attendance at the dinner meetings is up significantly.

One area that we need to strengthen is our membership. We need your help in reaching out to potential members to attend one of our meetings. **Please contact our Membership Chair - Rich Compton or any member of the Board about any potential FEI member.**

We thank you for your attendance and support as we work to make this the best FEI chapter in America.

See you on May 18.

Don McConnell
FEI Baltimore Chapter President

PRESIDENT

DONALD A. McCONNELL
KCI TECHNOLOGIES, INC.

VICE PRESIDENT

PETER NEY
EA ENGINEERING, SCIENCE, &
TECHNOLOGY, INC.

SECRETARY

PETER L. HEUMANN

TREASURER

CHARLES M. BAKER
ATAPCO

ACADEMIC RELATIONS

BARRY FISHEL
MMS ADVISORS, LLC

CAREER SERVICES

DAVID L. COSTELLO, III

MEMBERSHIP & RECRUITMENT

RICHARD COMPTON
JEFFERSON WELLS

PARTNERS CHAIR

CARL KAMPEL
ELLIN & TUCKER CHARTERED

PROGRAMS CHAIR

JOHN E. HEHIR
THE PNC FINANCIAL SERVICES
GROUP

PAST PRESIDENTS

CARL KAMPEL
ELLIN & TUCKER CHARTERED

JILL A. HUDOCK

CRAIG S HORNER
KELLY & ASSOCIATES INSURANCE
GROUP

MAC MCGUIRE
DAVCO RESTAURANTS, INC.

THOMAS M. BERGER
MANCHESTER ASSOCIATES

CHAPTER ADMINISTRATOR

JUDY JOOST
973.765.1019
baltimore@financialexecutives.org



2010 Programs

MAY 18TH DINNER MEETING

**James T. Brady, Mid-Atlantic Managing Director
Ballantrae International LTD.**

Economic Development in Maryland: Challenges & Opportunities

Mr. Brady focuses on the development of business strategies and is a frequent presenter to professional groups in issues relating to corporate governance and Sarbanes-Oxley Act compliance. Currently Mr. Brady serves as a member of the Board of Directors and Chairman of the Audit Committee of Constellation Energy Group, McCormick & Co. Inc., and T. Rowe Price Group, Inc. Previously Mr. Brady served as the Secretary of Maryland's Department of Business and Economic Development, and prior to that was employed by Arthur Andersen LLP for 33 years.

[FEI Members Click Here to Register Online](#)

****Please note that FEI Members are able to register their guests online when they register themselves online. All others must contact Judy Joost at baltimore@financialexecutives.org or 973.765.1019 to register****

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

Program: 5:45 PM Networking/Cocktails | 6:30 PM Dinner | 7:30-8:30 PM Speaker
****Please note the bar only accepts credit cards****

Cost: **\$75** for Members | **\$60** for Retired & In-transition Members | **\$90** for Non-Members | **Free** for Members Who Paid for the Chapter Package Meal Plan
Please note if you have paid the chapter package you will still need to register for the event

Guest Policy: Guest must be registered and accompanied by a Baltimore Chapter member or Sponsor.

CPE: This meeting is worth one credit



Become Involved



The accomplishments of the Baltimore Chapter and its value to you, our members, are directly related to your involvement in chapter activities, programs and development. If you are interested in getting more involved or just want to find out more about the chapter, contact the following officers and committee chairs:

PRESIDENT

Donald McConnell

Donald.McConnell@kci.com

VICE PRESIDENT

Peter Ney

pney@eaest.com

TREASURER

Charles Baker

CBaker@ATAPCO.com

SPONSORSHIP COMMITTEE

Carl Kempel

ckempel@etnet.com

CAREER SERVICES

David Costello

dlcostello@comcast.net

PROGRAM COMMITTEE

John E. Hehir

john.hehir@pnc.com

MEMBERSHIP COMMITTEE

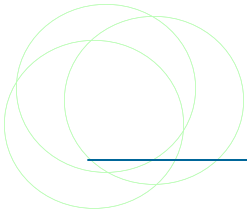
Richard Compton

Richard_Compton@jeffersonwells.com

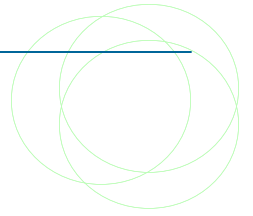
ACADEMIC RELATIONS

Barry Fishel

barry.fishel@gmail.com



FERF News



New FERG Research Report!

A year has made a substantial difference in the practices and mindset of CFOs as they continue to lead their companies out of one of the most difficult periods in global financial history. Findings from the first quarter 2010 "CFO Outlook Survey" conducted by FEI and Baruch College's Zicklin School of Business, reveal that CFOs are undoubtedly more optimistic, and they see several bright spots for the future. Yet, CFOs still remain cautious in their outlook for the overall health of the economy, and they continue to examine and reevaluate staffing, layoffs and compensation. Issues surrounding healthcare remain foremost for CFOs, and the new reform act is anticipated to create added costs for companies that may result in difficult sacrifices for employees.

Download the complete report [here](#)

Hall of Fame – 2010 Nominations Now Open

The FEI Hall of Fame provides recognition to senior financial executives who have epitomized the performance, leadership and integrity of the most exemplary financial professionals throughout their careers and in doing so, have made significant contributions to the betterment of their respective organizations and to the finance profession as a whole.

The 2010 class of inductees will be celebrated at a prestigious black-tie gala on Monday, November 15 in New York City at the New York Palace.

All proceeds from the 5th Annual Hall of Fame Gala benefit the work of Financial Executives Research Foundation (FERF). FERG provides unbiased and relevant research to assist financial executives through benchmarking. Pledge your support for the future of the financial profession by becoming a sponsor.

Nominations for the 2010 Hall of Fame Inductee Class will be accepted until May 28. Please visit the [Nominations](#) page and complete the online form.

Visit www.feihall.org for more information. If you are interested in becoming a Hall of Fame sponsor please contact Lorna Raagas at lraagas@financialexecutives.org or 973-765-1033.

Chapter Sponsors

**We express grateful acknowledgement to
our strategic partners**



BDO Seidman, LLP
Accountants and Consultants



STEPHEN JAMES
ASSOCIATES



**FOR MORE INFORMATION ON OUR STRATEGIC PARTNERS VISIT
[HTTP://BALTIMORE.FINANCIALEXECUTIVES.ORG](http://BALTIMORE.FINANCIALEXECUTIVES.ORG)
CLICK ON CHAPTER SPONSORS**