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Detection of Deception

Upcoming Chapter Meeting
Monday February 6, 2012

Speaker: Michael Floyd, Founding Partner – QVerity
Location: River’s Club, One Oxford Center, 301 Grant Street, Pittsburgh PA 15219
Registration: 11:30 AM - 12:00 PM
Lunch: 12:00 AM – 12:30 PM
Program: 12:30 PM - 4:30 PM
CPE Available: 4 Hours
Registration: E-mail your reservation to Doreen Culley at dculley@bc.pitt.edu.
Deadlines: All reservations are due no later than February 1, 2012. Cancellations will not be accepted after this date.
Fees: Lunch Included: IIA Members & Students - $75.00, Non-Members - $125.00
Payment: Make checks payable to the “IIA – Pittsburgh Chapter” and mail to Doreen Culley; University of Pittsburgh; Internal Audit Department; 1809 Cathedral of Learning; Pittsburgh, PA 15260.
Questions: Please call Doreen Culley (Hospitality Committee) at 412-624-4246.

See page two for additional information and speaker biographies.
Detection of Deception

Monday, February 6, 2012
Time: Registration 11:30 AM – 12:00 PM
Lunch: 12:00 AM – 12:30 PM
Program: 12:30 PM - 4:30 PM
CPE: 4 Hours
Location: River’s Club, One Oxford Center
301 Grant Street, Pittsburgh, PA 15219
River’s Club
Fees: Lunch Included: IIA Members & Students - $75.00, Non-Members - $125.00

The Detection of Deception training course was originally developed for use by elements within the U.S. government’s intelligence community. This intelligence-based, interactive course is designed to significantly enhance objective detection of deception skills. Through the use of a video case exercise, participants learn a proven framework to identify and focus on areas in which behaviors reveal uncertainty, a lack of confidence or active concealment of information regarding key issues or topics of interest. To accomplish these objectives, participants are trained in the identification of both verbal and non-verbal deceptive indicators. All behaviors covered in the course are cross-cultural and gender-neutral, so the methodology is effective in all parts of the world. Also covered are the common behavioral misconceptions associated with detecting deception, as well as the obstacles that must be overcome in this process. Before QVerity training, most individuals rely on instinct or hunches to assess truth and deception. QVerity training provides participants with a systematic and reliable approach to evaluating veracity.

Speaker Bios:

Michael Floyd, Founding Partner

Michael Floyd provides training and consulting services for local, state, and federal law enforcement and intelligence agencies; high net-worth families; and large corporations and firms throughout North America, Europe, and Asia. He is widely recognized as a leading authority on interviewing, detection of deception, and elicitation in cases involving criminal activity, personnel screening, and national security issues.

Michael is the founder of Advanced Polygraph Services, where he spent 10 years conducting high-profile interviews and interrogations for law enforcement agencies, law firms, and private industry. During this period, he also worked with Wicklander & Zulawski as a lead instructor on detection of deception, interviewing, and interrogation, training hundreds of law enforcement officers throughout the United States. He has most recently been involved in providing training and consulting services in the areas of detection of deception and information collection to firms in the financial services and audit communities.

Michael began his career as a commissioned officer in the U.S. Army Military Police, serving in the U.S. and Asia. After spending six years on the staff of John E. Reid and Associates as a polygrapher and instructor on detection of deception, interviewing, and interrogation, he served as a Special Agent with the Central Intelligence Agency and the National Security Agency. Throughout a career that has spanned more than 35 years, he has conducted over 8,000 interviews and interrogations worldwide.

A graduate of the University of South Dakota with a B.S. in Education, Michael also holds an M.S. Degree in Detection of Deception from Reid College, and a JD Degree from Seattle University School of Law.
Save the Date!

Know of a great speaker?
The programming committee is always looking for new and exciting speakers for our local seminars, workshops and monthly meetings. If you have any recommendations or comments regarding topics, speakers or venues, please contact the Programming Chair, Meghan Concepcion at ConcepcionMD@upmc.edu or one of the Programming Committee members: Ron Cushman at Ronald.j.cushman@us.pwc.com, Elise Foley at Elise.Foley@us.hjheinz.com, or Jaye Greenfield at jgreenfield@bc.pitt.edu.

Upcoming Chapter Meetings and Events

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<thead>
<tr>
<th>Date</th>
<th>Topic</th>
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<tr>
<td>02/06/2012</td>
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<td>03/05/2012</td>
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<td>03/19/2012</td>
<td>IIA Presentation Contest Topics for University and College Students</td>
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<td>04/02/2012</td>
<td>Soft Skills &amp; 70th IIA Anniversary Party</td>
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<tr>
<td>05/06/2012</td>
<td>IIA/JA Pirate Game</td>
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<td>05/07/2012</td>
<td>Audit Committee Panel</td>
<td>2</td>
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<tr>
<td>06/04/2012</td>
<td>IIA Golf Outing: Cranberry Highlands</td>
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Our Chapter’s Programming Committee works very hard to provide our members with affordable and effective CPE sessions and networking opportunities. Please note that the information above is subject to change.
Happy New Year to all of you. I think your new year’s resolutions must have been “attend more IIA meetings,” as we had our largest attendance in January for as long as I can remember: 75 people. The session was very informative and discussed the upcoming changes, primarily in revenue recognition and leases, in addition to other accounting and auditing changes on the horizon. As always, the presentation is available on-line at the IIA Pittsburgh Chapter website under the Resource tab.

Hopefully all of you have read last month’s newsletter and have answered the JA achievement survey. As mentioned, the Pittsburgh Chapter will work towards greater participation and support of JA to align with the National IIA’s strategic plan. Teaching economics to children can actually be a fun experience and I’m hoping we have enough interest so we can provide this service for JA. Also, it’s never too early to start planning a bowling team for the annual JA bowl-a-thon. We currently do not have a date, but this is typically in early June.

Next month will be a 4 hour CPE and should be extremely interesting, as the topic is fraud – Detection of Deception. We also have additional interesting topics listed on the website for the remainder of our IIA fiscal year. Please don’t forget the celebration of the 70th anniversary of the National IIA as part of our April meeting.

As Jayne inquired last year, I would also like to inquire, if any one of you is a speaker at any event in which you are not paid and do discuss the topic of internal auditing, please let me know. We will receive points for our chapter for advocating the profession. Please provide me with your name and the topic of the speech.

Please continue to keep the IIA in mind for all your CPE requirements. If there is a topic you are interested in for yourself or your company and we are not covering it, please feel free to contact me or the programming committee members.

Don’t forget that the IIA also offers free webinars to members. You can find these on the National IIA website.

Nicole Saldamarco
nsaldamarco@sdcpa.com
Chapter President
Traveling Around the Region?
See below for some upcoming events in our neighboring IIA chapters!

**Cincinnati**
*Tuesday, January 24, 2012*

**Tax Law Updated for April 2012 Filing**
*Time: 11:30 AM – 1:00 PM*
*1 CPE Hours*

Contact: Steve Bessler at Steve.Bessler@GT.com
www.theiia.org/chapters/index.cfm?act=home.page&cid=28

**Central Ohio**
*Monday, March 12 – 16, 2012*

**Beginner & Advanced ACL Training**
*Time: 8:30am – 4:45pm*
*40 CPE Hour*

Contact: Ruth Nouanesengsy at Ruth_Nouanesengsy@ham.honda.com
www.theiia.org/chapters/index.cfm?act=home.page&cid=38

**Northeast Ohio**
*Monday, February 6, 2012*

**NEO IIA/ACFE Joint Meeting**
**Fraud & Forensics Day**
*Time: 8:00 AM – 4:30 PM*

Contact: Jerry Mancinetti at Jerry.Mancinetti@jeffersonwells.com
www.theiia.org/chapters/index.cfm?act=home.page&cid=7
IIA Presentation Contest Topics for University and College Students

First place presentation - $500; Second place - $350 and Third Place $150.

Judging based on IIA members in attendance at the meeting scheduled for **Monday, March 19th, 2012 from 4 - 6 p.m.** Criteria for judging to be determined. Location of the presentation is at Duquesne University, 600 Forbes Ave, Pittsburgh, Rockwell Hall, room 505 (adjacent to the Liberty Bridge). Topics will be assigned to teams on a first come first served basis. There will be no repeat topics. All presentations should be 10 to 15 minutes in length and submitted to trott@duq.edu one week prior to the scheduled presentation date in March. Six to eight presentations will be selected. Presentation teams should be three to six students. All AV equipment will be provided to the students.

**Potential Topics**

1. **What is Internal Audit’s (IA’s) role in corporate governance?**
   a. Subtopics
      i. Audit of assurance of governance
      ii. Consultative project

2. **What role does IA have within the ERM process?**
   a. Subtopic
      i. Describe IA’s role, management’s role and the external audit’s role

3. **What are the necessary skills to be a successful internal auditor?**

4. **Identify fraud risks**
   a. Subtopics
      i. How IA should audit the fraud risks
      ii. How management should prevent/detect the fraud risks

5. **Conduct a mock interview with an audit client**
   a. Role playing
   b. Pick an audit area
   c. Assign one member of your group as the auditee and one or two members as auditors
   d. Explain other audit evidence needed in conducting the audit

6. **Describe the IIA International Professional Practices Framework (IPPF)**
   a. Subtopics
      i. Mandatory guidance
      ii. Optional guidance

7. **What are the elements of an effective internal audit report?**

8. **Explain the role of the Audit Committee with IA.**

9. **Social Media**
   a. Subtopics
      i. What are the audit risks with social media for a company?
      ii. How does social media assist professional organizations such as the IIA?

10. **What is IA’s role in regards to International Financial Reporting Standards (IFRS)?**

11. **Describe the COSO framework and how it would impact an annual IA plan.**

12. **Reach out to three IIA professionals employed at different organizations. Conduct an interview with those professionals regarding:**
    a. Current audit risks for their organizations
    b. Size and structure of their audit department
    c. Current projects they are conducting
    d. What continuous auditing processes due they have employed? Are they effective?

13. **Describe an integrated audit with IT and operational auditing.**

14. **Submit your own topic (subject to approval by the Academic Relations Committee)**
The Pittsburgh Chapter of the IIA was pleased to announce its Outstanding Accounting Student Achievement Award. One award in the amount of $1,000 and a second award in the amount of $500 were awarded to junior or senior students with a declared concentration in either Accounting, Accounting Information Systems or business related field and who have expressed an interest in Internal Auditing.

The Outstanding Accounting Student Achievement Awards are intended to honor two students who have made substantive contributions to the university and/or the community through involvement in professional and/or community service while maintaining excellence in her/his studies and demonstrating leadership.

Congratulations to the Winners!!

Kaitlyn Cubarney won the $1,000 scholarship.
Benjamin Grabowski won the $500 scholarship.
How many of you participated in JA when you were in elementary and/or high school? I did, and it was a great experience. I learned how to develop a budget, balance my checkbook (although I may have forgotten how to do this since…) and develop a business plan and market and produce a product. I also participated in the classroom teaching program as an adult about 10 years ago. I really enjoyed teaching the kids “real life” economics.

During the Christmas season, this time of giving, I’m asking each of you to consider giving your time for a fun and rewarding opportunity – the chance to teach our children about economics through the Junior Achievement program. Now, I know, I hesitated initially because when I participated in the program years ago, I had to commit several weeks of time to a school. We can’t use that as a reason (or excuse) anymore.

JA has developed a program to allow professionals to participate without having to make an extended commitment. The new program allows a group of individuals, a company, etc. to sponsor one school for one day. So we work with children throughout the school for an entire day. That is primarily it for the commitment and we would be able to provide the date and location well in advance. We will be sending a short survey to each of you to better understand your participation appetite, potentially establish a location (i.e., south, north, east of the city) and then, if we have enough interest, the officers will work with JA to finalize a school and date. Another item to note regarding this program, the timing would be some time in the May – June 2012 time frame. So, one 8 hour day allotted for volunteering and then there is an additional time commitment, that being a 1-1 ½ hour training and then a ½ - 1 hour preparation prior to the day of the event, for you to plan and organize your session.

More fun JA opportunities:

We are working on potentially teaming with JA to organize our annual IIA Pirate outing. As long as we can provide the membership similar seating and food tickets as in the past, there would be no overall difference in the outing. We will provide more details on this event as we finalize it. If this makes sense for the IIA, save May 6 for this fun-filled family event.

Also, in June, the IIA teams with JA to host one of the largest fundraisers – the JA Bowl-a-thon. Now who doesn’t like to bowl, drink beer and eat pizza??!! We will be sending out more information on this fun-filled event at a later date.
Welcome New Members!

Lee Beatty, Consol Energy Inc.
Ben Douglas, Genco ATC
Cory Peluso, Dollar Bank
Katherine Proch, Carnegie Mellon University
Kevin Smith, Genco ATC
Jeremy Wilson, Dollar Bank

Review IIA profile info
www.theiia.org

Attention Members:
Please take a few minutes to review your IIA profile and contact information at www.theiia.org. Maintaining current information in your IIA profile will help to ensure that you will continue to receive valuable information from The IIA.

Advertise with us!

The IIA newsletter is distributed to over 800 local Internal Audit professionals on a regular basis. Advertising with us is a great way to attract local talent to fill your open positions; and if your company has a group membership, employment opportunity ads are FREE OF CHARGE! See below for our advertising policies and rates.

EMPLOYMENT OPPORTUNITIES

Employment advertisements for member companies are free of charge.

Employment advertisements for non-members:

- ¼ page - $50
- ½ page - $100
- Full page - $200

Employment advertisements for employment agencies and professional services providers:

- ¼ page - $100
- ½ page - $200
- Full page - $400

OTHER ADVERTISEMENTS

Advertising for services or products:

- ¼ page - $100
- ½ page - $200
- Full page - $400

REMINDER: Members of the IIA Pittsburgh chapter are given access to the membership list. This list is NOT to be used to solicit members. Solicitation of services/products using the chapter membership list may result in the revocation of membership.

Advertisements will only be sent to members via direct e-mail when included in the monthly or summer chapter newsletters.

Advertisements are not to be sent directly to members via e-mail or postal mail.

Advertisements will also be posted on the chapter website as part of the newsletter.
Internal Audit at The Bank of New York Mellon currently has two positions open in its Pittsburgh office.

**Audit Manager I (Job Reference # 1112519)** - Manages and executes all activities relating to the planning, implementation and quality execution of Wealth Management audit projects or specialty assignments. This includes a comprehensive evaluation of the risk management and internal controls activities, including consultation with and evaluation of other departments (i.e., Compliance, Technology, Risk). The individual must be able to develop and maintain key client relationships; manage and develop staff; oversee the execution of audits or other assignments; deliver high quality written work and oral presentations; and provide thoughtful recommendations for enhancing the control environment.

**Qualifications** - 4 year degree (in accounting or finance or other related field) or equivalent. MBA, CPA, CFA or related certifications preferred. 5-10 years relevant experience including at least 3 years in internal or external audit or relevant specialty area preferred. Position requires approximately 25% travel.

**Auditor II (Job Reference # 1112522)** – Performs high quality, risk-focused fieldwork, in accordance with Internal Audit policies, methodologies, and standards in order to identify meaningful issues, risks and other exposures in the Finance and Human Resources areas. Tests financial, operational and other processes as per Audit procedures. Creates and maintains accurate and clear work documents. Completes tasks efficiently (on time, on budget, accurately). Learns new businesses, processes and regulations effectively and quickly. Communicates well with clients and Audit team members. Engages in relevant training regarding audit, businesses, financial controls, regulations or a particular specialty. Typically works on projects of moderate complexity that would involve significant learning (regulatory regime, business model, processes) on each new assignment.

**Qualifications** - College degree (in accounting or finance) or equivalent. 3-6 years relevant experience including experience in audit or the relevant specialty area preferred. Strong accounting skills would be highly preferred.

Visit [www.bnymellon/careers](http://www.bnymellon/careers) and locate the job reference # noted above for additional information.
JPMorgan Chase & Co.

JPMorgan Chase has several opportunities for experienced Banking Compliance professionals. The Legal and Compliance Department of JPMorgan Chase & Co is responsible for the provision of legal and compliance services to the Corporation. Legal and Compliance is organized by Practice Groups that conform to the organization of the Firm’s lines of business (LOBs) and corporate staff areas, allowing the legal and compliance staff to work closely with specific groups on a daily basis.

We are seeking qualified candidates that have a BA or BS Degree and at least of 2 years experience (level of position dependent on experience of individual) with an Internal Audit function and/or Regulatory Bank Compliance Program. Candidates should have expertise in one or more of the following areas:

- Create/Manage/Conduct testing/validation reviews of various business functions (i.e., Deposit Operations, Deposit Systems, Retirements Plans, etc.) to ensure regulatory compliance,
- Evaluating methods, processes, procedures and risks and ascertaining significant compliance and control issues, making recommendations when needed
- Manage testing reviews and ensure that the testing strategy, results and documentation meets established guidelines
- Develop application programming that can be used for data analysis and presentation
- Interrogate deposit systems to identify testing samples and analyze compliance with regulatory requirements;
- Established analytical and quantitative skills, including effective data analysis and investigative problem solving and proficient use of analytical tools such as Business Objects, BRIO, or SAS preferred; or Excel, Microsoft Access and can apply these tools to perform testing to ensure compliance
- Knowledge of Consumer Regulations (i.e., BSA, Regs E/D/CC/DD/P, UDAP etc.) and how they impact various banking functions.
- Knowledge of IRS Laws and how they impact Retirement Plans

Please use the following link to search for positions appropriate to your background.
Http://careers.jpmorganchase.com
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We are seeking qualified candidates that have a BA or BS Degree and at least of 2 years experience (level of position dependent on experience of individual) with Regulatory Bank Compliance Program. Candidates should have experience in one or more of the following areas:

- Ascertaining significant compliance and control issues, making recommendations when needed,
- Interfacing with business partners as they develop or enhance policies, procedures and internal controls,
- Integrating compliance requirements into policies, processes, internal controls, training programs, and system functionality, as appropriate,
- Work with Compliance Testers to ensure appropriate testing/validation reviews are conducted,
- Assist with test planning, including setting of scope, and participate with testing of the business units you support,
- Ensuring that projects (new products, processes, change management, etc.) participated in are well documented as to the compliance risks associated,
- Understand compliance impacts during system releases or enhancements that impact the LOB functions you support. Review and or perform UAT to ensure compliance risks are properly validated prior to release,
- Interacting with senior/middle line managers and other staff functions as appropriate,
- Knowledge and application of Consumer Deposit Regulations (i.e., BSA, Regs E/D/CC/DD/P, UDAP etc.)
- Knowledge of IRS Regulations and how they impact Retirement Plans

Please use the following link to search for positions appropriate to your background.

Http://careers.jpmorganchase.com
Auditor II Job Description

United States Steel Corporation has an immediate opening for an experienced, forensic auditor based in Pittsburgh, PA. The position will report to the Manager – Audit Investigations.

The position’s responsibilities will include, but may not be limited to:

• Leading highly sensitive investigations and other special projects
• Conducting interviews and interrogations
• Discussing results concerning identified findings and other details of the investigations with Audit Leadership and management
• Preparing reports for management and the Audit Committee outlining findings and recommending necessary actions to rectify control weaknesses identified
• Participating in the implementation of continuous monitoring initiatives

Job Requirements - Candidates are required to have:

1) a Bachelors Degree in Accounting, Business Administration or related field
2) the CFE certification or will be required to obtain the CFE within six months of hiring
3) a minimum of four years of experience specifically focused on fraud auditing/investigations
4) strong communication skills (oral and written)
5) the ability to travel (10% -20%) and accept extended work hours as required.

Other Skills: Candidates who also have the CPA or CIA certifications may be given preference.
United States Steel Corporation

Financial Analyst II

SEC Reporting Job Description U. S. Steel has an immediate opening for an Accounting Specialist at our Corporate Headquarters location in Pittsburgh, Pennsylvania. U. S. Steel is a progressive public company with international operations. We offer a team-oriented work environment where a wide range of accounting issues and transactions provide challenges and excellent opportunities for professional growth.

Responsibilities include:
- Participate and assist in the research and resolution of accounting questions concerning such topics as consolidations, foreign currency, derivatives and leasing.
- Aid in the preparation of the footnotes to the financial statements for the SEC Form 10-Q and SEC Form 10-K.
- Aid in the preparation of the quarterly Earnings Release.
- Draft comment letters to the Financial Accounting Standards Board (FASB) and the International Accounting Standards Board (IASB) in response to new accounting proposals.
- Monitor the progress of the FASB and the IASB convergence process, assess the impact of new accounting principles and aid in their implementation.
- Aid in the development of assumptions used in the valuation of stock-based compensation awards.

Requirements - Candidates must have:
- A minimum of 3 years in public accounting or similar industry experience.
- Working knowledge of U.S. GAAP and quarterly and annual financial reporting requirements, including experience with SEC Form 10-Q and SEC Form 10-K.
- Bachelors degree in Business Administration with a concentration in Accounting. Related degrees with a concentration in accounting will be considered.
- Certified Public Accountant license.
- Proficiency in Word and Excel.
- Strong communication, writing, interpersonal and organization skills.
Auditor I

Internal Auditing is an independent, objective assurance and consulting activity designed to add value and improve U. S. Steel's operations. It helps our organization accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes. As an Internal Auditor at U. S. Steel, you will evaluate the effectiveness of the Corporation's internal controls and compliance with corporate policies, and provide objective feedback to improve business control processes.

United States Steel Corporation has an immediate opening for an Information Technology (IT) Internal Auditor. This Pittsburgh, PA based position will require approximately 50% travel.

Responsibilities include, but are not limited to:
• Performing risk-based IT audits of internal controls, compliance areas, vendors, etc., as well as Sarbanes-Oxley testing.
• Working with management to validate business risks and control weaknesses and develop plans of corrective action.
• Writing high-impact audit reports.
• Developing assisting auditors.
• Participating in continuous improvement special projects with U. S. Steel audit groups and external auditors, as required.

Requirements:
• Bachelor's Degree in Accounting, Business Administration, Management Information Systems, or other IT related field
• A minimum of two to three years of internal auditing, IT administration, or IT consulting is required.
• Strong communication, analytical, and project management skills.
• Proficiency in Microsoft Office Excel and Word • Demonstrated ability to analyze complex and diverse information

Preferences:
• CISA, CISSP, CISM, CIA, or CFE certification
• Knowledge of COBIT, ISO, or ITIL framework
• Knowledge of Teammate Audit Software
• Knowledge of Oracle Application or Databases
• Knowledge of Information Security or Process Control Systems
**Pittsburgh Chapter Committees**

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<tr>
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<th>Chairperson</th>
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<tr>
<td>Academic Relations</td>
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<td>Historian</td>
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<td>Elise Foley <a href="mailto:Elise.Foley@us.hjheinz.com">Elise.Foley@us.hjheinz.com</a></td>
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<td>Jaye Greenfield <a href="mailto:jgreenfield@bc.pitt.edu">jgreenfield@bc.pitt.edu</a></td>
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<tr>
<td>Public Relations</td>
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<td>Social Events / Golf</td>
<td>Lew Fortwangler, 412-288-7716 <a href="mailto:LFortwangler@federatedinv.com">LFortwangler@federatedinv.com</a></td>
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<td>Social Media</td>
<td>Calista Nasser <a href="mailto:Calista.nasser@pnc.com">Calista.nasser@pnc.com</a></td>
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<td>Volunteers</td>
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