



Beyond the Numbers – **An Overarching Focus on People**



Jeffrey Beach (left) and David Bluemling

In a truly memorable year, Malin, Bergquist & Co. *doubled* in size in 2007 and is now the *largest* certified public accounting firm in Erie, Pennsylvania, and one of the largest in Pittsburgh and Greensburg. We now serve more than 5,500 *clients* in Western Pennsylvania and beyond, ranging from small closely held entrepreneurships to large, publicly traded corporations in an array of fascinating industries.

We *grew* both with mergers and organically, and have added experience, talent and depth to our team. We now have 17 partners and 110 employees who think and act like one unified group. In 2008, we plan to leverage our multiple office network as "centers of excellence" serving clients regardless of locale. We also will expand our specialty *niche* areas and *acquire* practices or talent at all levels.

In August, we lost our beloved partner and friend – Michael Bergquist – to a brain tumor, after a 13-month, hard-fought battle. See our tribute on page 11.

One of Malin Bergquist's hallmarks is our extraordinarily close professional relationships with clients, with significant *partner involvement*. We are deeply grateful for our high client retention rate of 98 percent. We also are extremely proud of our team and our staff retention rate of 90 percent. Our professionals share a common vision, mission and core values that they themselves developed. (See facing page.)

Heading into 2008, our top challenge will be team and leadership development. We intend to *retain and attract* highly motivated and committed team members; develop *future leaders* through coaching and training; improve our *recruiting process*; enhance a firm-wide *learning* culture; and develop leadership and training *curriculum*.

David Bluemling

Chief Executive Officer

Dave 3 Wemby

Jeffrey Beach

Chief Operating Officer

uncompromising devotion...

Our Firmwide Vision, Mission and Core Values

Vision Statement

Our goal is to be the premier regional certified public accounting and business advisory firm. Through our core values, we will earn the respect and trust of our clients, team members and communities.

Mission Statement

We are dedicated to making a positive impact by serving our clients, team members and communities as we assist them in achieving their goals.

Core Values

Excellence

A strong foundation of superior technical skill, an unending pursuit of quality in all of our practice areas, building a reputation as the firm and employer of choice.

Learning

Continuous improvement of expertise through ongoing professional education and interpersonal communication.

Relationships

Deep, caring and trusting relationships with clients, team members and communities, treating everyone with dignity and respect and supporting the achievement of goals at all levels.

Integrity

Firmly grounded in uncompromising devotion to the principles of honesty, trust and the highest ethical standards.

The firm's Vision and Mission Statements and Core Values were developed with extensive firmwide input and adopted in September 2007.



 $\label{lem:eq:continuous} \textit{Erie team members at the Tom Ridge Environmental Center.}$

Malin Bergquist Completes Two Mergers,

Doubles in Size

Two mergers in 2007 brought deeper expertise and broader capacity to Malin Bergquist.
The combination of strengths gives us the ability to provide more sophisticated tax, audit and business planning services for clients and give them expanded resources for prospering in today's increasingly competitive commercial climate.



Charles Deluzio



Jeffrey Anzovino



Joseph Petrillo

Entry into Westmoreland County in 2007

In February, we merged with Deluzio, Teems & Anzovino, renowned in Greensburg and Jeannette for its broad clientele ranging from businesses and individuals to governmental and not-for-profit organizations. Its clients have operations in Florida, North Carolina, Tennessee and Texas, as well as in China, Puerto Rico and England. Three partners joined Malin Bergquist as a result – Charles Deluzio, Jeffrey Anzovino and Joseph Petrillo. The merger is a result of a long-term referral relationship between the two firms and the need to expand their professional staffs to handle larger engagements.



David DeDionisio



Peter Delio



Gary Diefenbach



Clarence Kearney



Craig Moffatt



Thomas Schaeffer

Significant Expansion in Erie in 2007

In July, Erie CPA firm Diefenbach Delio Kearney & DeDionisio merged with us, adding six partners with more than 150 years of collective CPA experience – David DeDionisio, Peter Delio, Gary Diefenbach, Clarence Kearney, Craig Moffatt and Thomas Schaeffer. DDK&D's clients are more than 350 businesses and 1,000 individuals in the Erie area. The merger deepens the expertise and broadens the capacity of Malin Bergquist in the areas of closely held businesses, litigation support, business valuations and medical practices. The firm now has nine certified valuation analysts and certified fraud examiners.

Laserlike Focus on

Niche Specialties





2007 Highlights:

- Malin Bergquist helps clients headquartered in Germany, India, Spain, Switzerland, England, France and Italy.
- Through our affiliation with CPAmerica/Horwath International Alliance, the world's sixth largest association of independent accounting and management consulting firms, we have helped U.S. companies establish a foothold in China, Mexico and Canada, and have experience in Brazil, Chile, China, Puerto Rico and Hungary.
- We coordinated the worldwide reorganization of a multi-national company, resulting in favorable tax treatment and improved operational reporting.
- Our team researched, interviewed and introduced a CPA firm in Mexico to a client to handle accounting, audit and tax filings.
- The firm coordinated group audits of multi-country organizations, including in Mexico and Canada.
- We completed a large international consolidated audit within an extremely short time line of 20 days following the end of the year, performed in accordance with International Auditing Standards (IAS) with the financial statements prepared in accordance with International Financial Reporting Standards (IFRS).
- The firm co-sponsors the German-American Business Circle and British American Business Council to support economic development in Pittsburgh.





Publicly Held Companies and IPOs Peter Kern (left) and Anthony Dodds – Niche Leaders

2007 Highlights:

- Malin Bergquist is one of a handful of firms in the region that provides audit and consulting services to public companies and is registered with the Public Company Accounting Oversight Board (PCAOB).
- Our team regularly was sought by clients in 2007 for compliance help with the complex laws and regulations established by the Securities and Exchange Commission (SEC), the PCAOB and the Sarbanes-Oxley Act of 2002.
- Clients are in manufacturing, energy, information technology, biotechnology, medical devices, publishing and distribution, environmental remediation and financial services / insurance.
- The firm was one of only approximately 25 percent of PCAOB-registered firms to receive a "clean" opinion in its most recent board inspection.
- In 2007, we helped Rex Energy Corporation, an oil and gas company, complete an \$89 million initial public offering that brought together 13 separate entities. (See sidebar.)
- Our team is an established knowledge leader in SOX/Section 404 services.





Case Study: Rex Energy Rollup and IPO

Rex Energy specializes in the acquisition, development and exploration of oil and gas reserves in the United States.

In 2007, its management decided to acquire 13 separate operating companies and conduct an initial public offering.

Based in State College, PA, the company had a good working relationship with its local auditing firm, SF & Co., but needed a firm registered with the Public Company Accounting Oversight Board (PCAOB). Malin Bergquist was selected to help guide management through the IPO process. Malin Bergquist audited Rex Energy's combined financial statements to obtain a reasonable assurance that the financial statements were free of material misstatement to the investing public.

The IPO, held on July 24, 2007, generated net proceeds of \$89.2 million for Rex Energy.

Laserlike Focus on

Niche Specialties



Closely Held Businesses Charles Deluzio – Niche Leader

2007 Highlights:

- Our firm provides hands on assistance to 1,200 businesses throughout Western Pennsylvania, with client revenues ranging from \$100,000 to \$25 million.
- We helped structure the sale of a closely held beverage company franchise through a "like-kind exchange," effectively deferring more than \$250,000 in taxes.
- We assisted a manufacturer in restructuring bank debt, saving thousands of dollars in working capital over the next decade.
- We successfully structured the "split off" of operating divisions for a building supply wholesaler to assist the owners with business and succession planning.
- We represented many clients through Internal Revenue Service examinations, with favorable results.
- We helped many clients install and train their staffs in QuickBooks accounting systems.
- We provided accounting services in a CFO advisory role for a large client building and operating large freight ships and merchant marine vessels in the Great Lakes.



Business Valuations/ Forensic/Litigation Support William Finnecy - Niche Leader

 $2007\ Highlights$:

- The firm launched a new business valuations/forensic/litigation support niche staffed by six certified valuation analysts and three certified fraud examiners.
- In 2007, we served as a court-appointed independent Special Master of Audit and Accounting Matters for the Allegheny County Court of Common Pleas in a corporate shareholder dispute, where we reconstructed accounting records and completed financial reporting so that asset distribution could be determined by a court appointed custodian.
- We prepared business valuations for the gifting of company stock and real estate to the next generation of family business owners in, among others, the printing, funeral home, automobile dealership and check cashing industries.
- We were appointed by the U.S. Bankruptcy Court for the Western District of Pennsylvania in a retail store fraudulent conveyance case which required investigating financial records and multiple years of financial institution records.
- We were engaged by a litigator to perform agreed upon procedures for misappropriation of funds for a fraternal/social organization.





Not-for-Profit/Tax-exempt Organizations

Vincent Halupczynski (left) and Stephen Heilman - Niche Leaders

2007 Highlights:

- Our team provides 125 not-for-profit and tax-exempt clients with insights and solutions in audit, accounting and consulting on the dynamics of governance, finance policies and accounting procedures.
- We helped four clients find a controller, assistant controller and/or CFO.
- We assisted a client with a significant debt refinancing.
- We led a client to a successful conclusion of an executive compensation and intermediate sanctions matter.
- Our team trained several client finance staffs on cost allocations and government guidelines.
- We presented on charitable contributions at Nonprofit Day in Erie.
- Our not-for-profit team obtained more than 1,200 hours of continuing professional education and training.

Employee Benefit Plan Audits Vincent Halunczynski – Niche Lead

Vincent Halupczynski – Niche Leader

2007 Highlights:

- The firm provides audit services for 60 employee benefit plans, some with more than \$750 million in assets.
- We helped manufacturers, labor unions and publishing companies self-correct the timing of deposits of employees' 401(k) withholdings to avoid sanctions by the U.S. Department of Labor.
- We advised publicly traded companies in participant eligibility issues.

Malin Bergquist in the News

Malin, Bergquist & Co. and its talented team regularly make news and are in the news, sharing their expertise and participating in a wide variety of professional and community activities. Highlights in 2007 include:

Dec. 30, 2007 – Partner **Joseph Petrillo** is quoted in "10 Tax Tips" by the *Pitts-burgh Tribune-Review*.

Dec. 13 & 18, 2007 – CPA **Stacy Wilkins** speaks at meetings of the National Association of Insurance and Financial Advisors and the Women's Business Network.

Dec. 9, 2007 – Staff accountant **Lori Hetrick** is elected to the board of Dafmark Dance Theater and Academy.

Dec. 8, 2007 – The Erie Times-News quotes partner William Finnecy about the Alternative Minimum Tax based on his remarks at a press conference with U.S. Rep. Phil English.

Nov. 30, 2007 – Manager **Padraic Mc-Grath** is appointed to the Accounting and Auditing Procedures Committee of the Pennsylvania Institute of Certified Public Accountants (PICPA).

Nov. 30, 2007 – Staff accountant **Timothy Carfang** is appointed co-chair of the PICPA Emerging CPAs Committee.

Nov. 27, 2007 – Charles "Wes" Kimple publishes "New Retirement Plan Rules Could Burden Tax-Exempt Organizations," in the *E-Newsletter* of Duquesne University's Non-Profit Leadership Institute.

Nov. 25, 2007 – Partner Clarence Kearney and his wife Sandra, both accountants with the firm, are featured by Hamot Health Foundation in a profile, "On the Road to Philanthropy."

Nov. 20, 2007 – At an Erie County Bar Association seminar, partner **William Finnecy** speaks on choice of entity options and business valuation standards.

November 2007 – Malin Bergquist is featured on the cover of the Business

Magazine of the Manufacturers Association of Northwest Pennsylvania.

Nov. 17, 2007 – Malin Bergquist co-sponsors the "Ladies Only Luncheon" of the Dr. Gertrude A. Barber National Institute in Erie.

Nov. 14, 2007 – Four new accountants join the firm – Lindsey Bierer, Melanie Conover, Nicholas Kaliszewski and Jeanette Kistler. Jeff Froehlich is promoted to staff accountant II.

Nov. 10-11, 2007 – Supervisors Ryan Brosius and Rebecca Dudenhoefer are mentors at the Eighth Annual Business Bridge at Penn State Erie.

Oct. 24, 2007 – Partner **William Steger** speaks on tax planning for CPA*Plus*Network in Washington, PA.

Oct. 19, 2007 – Audit manager **Padraic McGrath** is quoted in the *Pittsburgh* Business Times about new rules for accounting for uncertainty in income taxes.

Oct. 17, 2007 – **Seema Kukreja** meets former India President Dr. Abdul Kalam at a luncheon of TiE-Pittsburgh, The Indus Entrepreneurs.

Oct. 1, 2007 – Partner **Peter Kern** is pictured in CPAmerica International's *Brainstorming* newsletter, profiling the firm's work with the SF & Co. firm in an IPO.

Oct. 1, 2007 – Director of estate services Albert Isacks is appointed to the Trust, Estate and Gift Tax Technical Resource Panel of the American Institute of Certified Public Accountants.

Oct. 1, 2007 – Partner Vincent Halupczynski is named to the Finance Advisory Committee of the Lake Shore Country Club. Sept. 28, 2007 – Auditor **Mitchell Kalkhof** is appointed to the Employee Benefit Plan Committee of the PICPA.

Sept. 10, 2007 – CPA **Ryan Brosius** joins the firm and formerly was an accounting manager for CPA firms in Erie, PA and Raleigh, NC.

Aug. 31, 2007 – Partner **Peter Kern** is quoted in the *Pittsburgh Business Times* on current perceptions by large institutional investors in IPOs.

Aug. 23, 2007 – Malin Bergquist cosponsors the *Pittsburgh Business Times*' annual "Pittsburgh 100" awards. CEO **David Bluemling** presents the award for fastest-growing manufacturing company to CardiacAssist.

June 1, 2007 – CEO **David Bluemling** is elected 2007-2008 president of the Estate Planning Council of Pittsburgh.

May 4 & 25, 2007 – Director **Anthony Dodds** is quoted in the *Pittsburgh Business Times* about accountability for corporate board directors and government rules on executive compensation.

March 2007 – **Peter Kern** is elected partner.

Feb. 26, 2007 – Partner William Finnecy is interviewed on Erie's WJET-TV 24 about 2006 tax deductions and credits.

Feb. 23, 2007 – Staff accountant **Lori Hetrick** publishes an article in Duquesne University's Non-Profit Leadership Institute *E-Newsletter* on the new Statement of Audit Standard 112.

Feb. 19, 2007 – **Timothy Goldsmith** joins the firm as audit manager.

Professional Designations Earned in 2007



Lisa Block, CPA



Lori Hetrick, CPA



Mitchell Kalkhof, CFE



Seema Kukreja, CPA



Emerson Long, CPA



 $Christine\ Wilhelm, CFE$



Erie Office to Expand to 20,000 Sq. Ft. and Create Employment in 2008

On the heels of its 2007 merger with Diefenbach Delio Kearney & DeDionisio, creating Erie's largest and fastest growing certified public accounting firm, Malin Bergquist intends to create 10 new jobs and expand its space 15 percent this year when it renovates its West Eighth Street office to house the combined firms. The new office will have approximately 20,000 square feet of space, including a large training room and other state-of-the-art amenities.

Focus on Quality

Malin Bergquist is the only certified public accounting firm based in Erie that is a member of all three quality assurance programs of the American Institute of Certified Public Accountants - Center for Audit Quality, Employee Benefit Plan Audit Quality Center and Governmental Audit Quality Center. Membership in these centers provides our clients with the peace of mind that our team understands regulatory developments, best practices guidance and technical updates.

Attracting Leaders to the Firm



Morgan, Director of International Tax, Joins Firm

Joan Morgan, an international tax specialist for more than two decades, joined Malin Bergquist in early 2008. She previously was a tax director for RSM McGladrey, a large CPA firm in Cleveland. In her tax practice, she has helped clients solve sophisticated international and U.S. tax issues. She has been named to "Who's Who in Executive Professionals" and received the YWCA's "Woman of Professional Excellence Award" in 2003.



Dodds Named Director of Public Company Services

Anthony Dodds joined the firm in 2007 to help lead our Public Company/SEC niche. He formerly was manager of assurance and advisory business services with Ernst & Young, where he advised clients on SEC reporting, Sarbanes-Oxley and other matters for clients in manufacturing, retail, technology, construction, healthcare and gaming. Previously, he was senior manager of corporate accounting for Del Monte Foods in Pittsburgh.



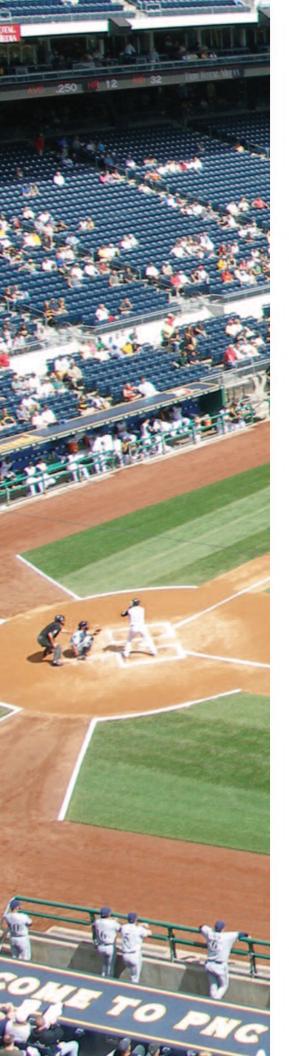
Fatheddin Joins Firm as Chief Talent Officer; Is a Specialist in Leadership Development

MaryAnn Fatheddin, a specialist in leadership and organizational development who has worked with General Electric's highest level of senior executives, joined our firm in 2007 as chief talent officer. She is known for igniting the art of human resources and development with the energy of learning, and authors the change experience in coaching and enterprise learning. She is an experienced program designer, and her great enthusiasm inspires others to find the best in themselves.



Miner - Public Relations Hall of Famer - Appointed Chief Marketing Officer

Mark Miner – elected to the Public Relations Society of America's prestigious Renaissance Hall of Fame in 2005 – joined the firm as chief marketing officer. Named in *Fortune* and *People* for his work, Miner has nearly 25 years in the field of professional service firm marketing, and for a decade was head of corporate communications for the Buchanan Ingersoll law firm. He is founder of Mark Miner Communications, LLC and continues to actively advise clients in the professions.





Jacqueline Anthony (left) and Lacey Maxson at the firm's annual teamwide event, a Pittsburgh Pirates game last September.

Everything You Ever Wanted in a Career

10 Great Reasons to Build Your Career at Malin Bergquist

- Earn top compensation and great benefits
- Faster advancement opportunities
- Professionally challenging work
- Variety of clients
- Excellent training and technology
- · Act as a trusted adviser to entrepreneurs
- · Part of a worldwide network of CPA firms
- Learn from experienced professionals
- Work with people you respect
- Work/life balance

Partner William Steger leads a firmwide discussion on core values.



Using themes that they themselves developed, team members adopt the firm's Vision and Mission Statements and Core Values.





A Passion for "Giving Something Back"

The team members of Malin, Bergquist & Co. regularly and purposefully give back to their communities through leadership roles in a wide array of non-profit, cultural and community organizations. This includes:

William Adamiak

• West View Lions Club

Jeffrey Anzovino

 Board of Directors – City of Greensburg Planning Commission

Jeffrey Beach

- Board Member Erie Chapter of American Cancer Society
- Board Member Erie Zoo

David Bluemling

- Chairman and Executive Committee Baierl Family YMCA
- President Estate Planning Council of Pittsburgh

Ryan Brosius

- Financial Advisor Athena Powerlink Panel
- Alumni Board Penn State Behrend

Karen Burns

 Advisory Board – Our Lady of Mount Carmel School

Rodney Coburn

• Volunteer Fireman – McKean Hose Company

Jeffrey Deane

 Board of Directors – Bible Baptist Church of Cranberry

Peter Delio

- Board Member Erie Weed and Seed
- Erie Crime Committee

Charles Deluzio

- President, Board of Trustees Catholic Charities, Diocese of Greensburg
- Board of Directors Jeannette Mercy Hospital

Anthony Dodds

 New Leadership Board – Pittsburgh Symphony Orchestra

Rebecca Dudenhoeffer

 Board of Directors, Finance Committee, Council Realignment Committee – Girl Scouts of Penn Lakes Council

William Finnecy

- Board of Directors Erie Vision and Blindness Resources
- Young Leaders Club United Way of Erie County

Kym Flock

- The Westmoreland Trust
- The Westmoreland Arts & Heritage Festival

Vincent Halupczynski

- Erie Serra Club
- Finance Advisory Committee Lake Shore Country Club

Lori Hetrick

• Spring Swing Committee – Erie Homes for Children and Adults

Mitchell Kalkhof

• Financial Reviewer – United Way of Erie County

Clarence Kearney

- Trustee Hamot Health Foundation
- Honorary member Erie Advisory Board of Northwest Savings Bank

Denise Lemchak

 Secretary – United Methodist Women at Valencia United Methodist Church

Mark Miner

- Immediate Past President Beaver Area Heritage Foundation
- Board of Directors Rotary Club of Beaver

Marguerite Moffatt

- Treasurer Rice Avenue Community Public Library, Girard
- President-Elect PICPA, Erie Chapter

Joseph Petrillo

• Rotary Club of Greensburg

Stacey Sanders

• Women's Business Network - Norwin

William Steger

- Board of Directors Habitat for Humanity
- Board of Directors Arts Council of Erie

Stacy Wilkins

 Women's Business Network Group, Laurel Highlands







Malin Bergquist Brings 2008 CPAmerica Conference to Pittsburgh **to Celebrate City's 250th Birthday**

CPAmerica International, part of the world's sixth largest association of independent accounting and management consulting firms, will bring more than 150 CPA firm audit partners and marketing and technology specialists to Pittsburgh from across the nation for its annual conference in June 2008. "Pittsburgh was selected because of its world class arts, entertainment and sports, and because we want to support the city's 250th anniversary in 2008," said Douglas H. Thompson Jr., CEO of CPAmerica, based in Alachua, Fla. Malin Bergquist was a driving force behind the decision to come to Pittsburgh, tied to the "Imagine Pittsburgh" theme which encourages businesses to bring meetings, conventions and reunions to the city during the year, driven by the Allegheny Conference on Community Development.

Draeger Safety's Roberts a Finalist for "CFO of the Year"

Graeme Roberts, Vice President of Draeger Safety, Inc., was a finalist for the 2007 "CFO of the Year" award of the *Pittsburgh Business Times*, as proudly nominated by Malin Bergquist. During Roberts' tenure as CFO since 1998, the company has doubled in size through organic growth and acquisitions. This has included expanding into Texas and Mexico, integrating the company's Canadian operations, and purchasing



Graeme Roberts (right) receives his award from Pittsburgh Business Times publisher Alan Robertson.

companies in California and Canada. These acquisitions have expanded Draeger's product and service profile and now represent 15 percent of the company's total revenue.





Michael J. Bergquist (1958 – 2007)

Our Partner and Friend

Our beloved friend and colleague, Mike Bergquist, passed away on August 3, 2007. Mike was a true cornerstone of the firm's success and integral member of our team. He was always generous in sharing his encyclopedic knowledge, quick to take on a challenge, stubborn as ever to fight for a good idea, and bonded with everyone he met through his witty sense of humor and smile. His dedication, drive and vision inspired the careers of many, while his expertise and personality made him the trusted advisor to many more. We have all been inspired by his courage, strength and candor throughout his courageous year-long battle with brain cancer. His positive attitude will have a lasting impact upon us all. Those interested in honoring his memory should send donations to The Michael Bergquist Educational Trust or the Erie Zoo. Thank you for being Mike's client, colleague and friend. We all love and miss him.

The Michael Bergquist Educational Trust

c/o Jeff Szumigale PNC Bank Trust Department PO Box 8480 Erie, PA 16553

The Erie Zoo PO Box 3268 Erie, PA 16508

Partners of the Firm

Jeffrey P. Anzovino Jeffrey E. Beach David G. Bluemling Jeffrey T. Deane David A. DeDionisio Peter M. Delio Charles A. Deluzio Gary W. Diefenbach William G. Finnecy Vincent F. Halupczynski Stephen H. Heilman Clarence W. Kearney Peter J. Kern Craig C. Moffatt Joseph E. Petrillo Thomas M. Schaeffer William J. Steger

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