



## DBA Announces New Venture

*“It’s time to share this expertise across our client base.” – DBA President Fay Boland*

Clients can experience new dimensions of the expertise of Donnelly-Boland and Associates with the inauguration of Donnelly-Boland U (DBU). The education and training arm of DBA, which kicks off its first programs in October 2011, draws on the talent and experience of the organization’s senior leaders, as well as that of its most trusted partners, to create programs that share knowledge and learning to help participants achieve goals quicker and with greater efficiency.

“DBA has several distinct specialties: accounting, tax, retirement planning, and process outsourcing, to name just a few,” comments Fay Boland, President of DBA. “For example, DBA accountants have been certified in QuickBooks, and Mary Soroka, DBA Chief Operating Officer, is an exceptional trainer in MS Office. We have developed numerous programs to update the skills of our talented staff. It’s time to share this expertise across our client base.”

DBU kicks off its first program on October 12, with the first of a series on retirement and investment planning. (Invitation and tickets enclosed.) “Our clients as individuals share a common dream: To realize comfort and security in their retirement years,” notes Kevin Boland, DBA Executive Vice President and head of Donnelly-Boland Tax Services (DBTS), who provides tax and investment advice to individuals and organizations. “Our organization has five registered representatives – and more poised to obtain their certifications – to help us meet our clients’ needs for 401(k) and pension administration, retirement planning, investments, and strategic tax planning services to achieve both organizational and personal financial goals. DBU allows us to share this expertise in a dynamic, responsive way.”

These first programs will be free for DBA and DBTS clients and their guests, but participants may be charged for future seminars, particularly for those offering continuing professional education credits essential for re-licensing and re-certification in the accounting, tax, insurance, and legal professions. Stay tuned for more information about new programs and curricula.

For tickets to any upcoming program, contact any Donnelly-Boland associate, call 412.885.6825, or drop us a line at [nlangsdale@donnelly-boland.com](mailto:nlangsdale@donnelly-boland.com). Seating is limited, so contact us today!

*(See page 3 for details of all programs and to mark your calendar.)*

DONNELLY-BOLAND U  
*Shared Knowledge. Powerful Results.*

# THE 411

Donnelly-Boland and Associates provides our clients a variety of back-office support services in specific lines of business:

- + Process outsourcing
- + Transition management
- + Human resource management
- + Contract staffing

Donnelly-Boland Tax Services operates in the Tri-State Area from offices in Baldwin, Brentwood, Glassport, and Waynesburg. The firm provides strategic tax planning, with registered representatives who provide investment and retirement planning services, for individuals and any organization offering retirement benefits.

For more information about any accounting, tax, or business consulting matter, contact us:

## Local Offices:

2801 Custer Avenue  
The Hough Building, Suite G  
Pittsburgh, PA 15227

P. 412.882.5383  
F. 412.882.1084

3730 Brownsville Road  
Pittsburgh, PA 15227

P. 412.884.4TAX (4829)  
F. 412.942.0775

842 Monongahela Avenue  
Glassport, PA 15045

P. 412.664.7554  
F. 412.664.7245

69 S. Washington Street  
Waynesburg, PA 15370

P. 724.627.6491  
F. 724.627.8072

## Web:

www.donnely-boland.com

## Email:

DBAInfo@donnelly-boland.com

## PROCESS OUTSOURCING

### *The Right Answer for Today's Economy*

Growth can be painful, but not for organizations whose leaders understand how process outsourcing works at DBA. Process outsourcing allows leaders to make sure that as they grow, critical operations are performed by professionals with the right level of experience to handle the tasks, while complying with all financial or human resource regulatory requirements.

"One of our clients didn't realize that his company was required to have an I-9 on file for every one of his employees," comments Rich Healy, DBA head of human re-

source consulting. "The penalties are quite stiff - a fine of up to \$5,000 and 1 year in jail *per incident*, so making sure a function is properly managed is critical."

As the Pittsburgh economy begins to rebound, DBA Process Outsourcing Services make sense to risk-averse leaders not quite ready to commit to hiring. Call EVP Kevin Boland, 412.885.6824, or your local DBA office to learn how we can help you.

"Hiring Donnelly-Boland and Associates is the best thing that we've done for our department. We've never regretted the decision to hire them. Their staff, including their CEO, is very timely in answering our questions."

- Denise Simpson, Contracts Administrator, Bethlehem Haven

Hire 1 or Several DBA Trained Professionals with The Right Skills & Experience To Do the Job Right

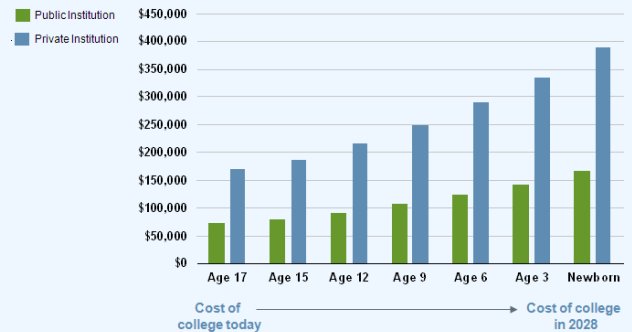
- + *Bookkeeping*
- + *Assisting with the closing of monthly financial statements*
- + *Providing QuickBooks training or mentoring*
- + *Ensuring compliance with all human resource reporting requirements*
- + *Performing compliance reviews of contracts*
- + *Tax return preparation*

*Ah, September . . .  
When thoughts of education are as numerous - and as depressing - as falling leaves.  
Do you feel prepared?  
No? Then contact one of our registered representatives today.*

## The growing cost of a college education

Prepare your kids – prepare yourself

What it could cost to send your child to college

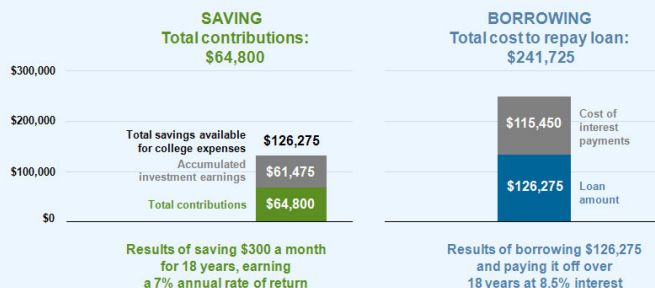


Source: The College Board, "Trends in College Pricing," 2009-10. Fidelity projections based on tuition, fees, room and board, assuming 5% annual inflation.

## Borrowing is more expensive than saving

You can either earn interest or pay it

HYPOTHETICAL SAVING VS. BORROWING:



Assumptions include: The results are based on a 7% annual rate of return with earnings compounded, and do not reflect the actual performance of any particular product or interest rate of any particular loan. The effect of taxes is not shown. Loan assumes an 8.5% interest rate, which is the highest rate on a PLUS loan that a parent can take out for educational purposes. Systematic investing plans do not guarantee a profit or protect against a loss in a declining market.

## DBU PROVIDES ERISA REGULATORY UPDATE 10|13|11

*Editor's Note: Attend the Donnelly-Boland U presentation on October 13, "Covering Your Bases," if you are a plan sponsor or if you participate in a 401(k) and want to know more about how these changes affect you and your business. This excerpt from John Hancock Retirement Plan Services provides some background.*

### DOL Extends Effective Date for 408(b)(2) and Transition Period for 404a-5

In response to numerous public comments requesting an extension to the implementation timelines for the new disclosure regulations, the Department of Labor (DOL) has revised the effective date of the new provider disclosure regulations (Section 408(b)(2) to April 1, 2012. The DOL has also extended the *transition period* for plan sponsors to provide participant-level disclosures to their eligible employees as required under ERISA Section 404a-5. With these changes in timelines, both covered service providers and plan sponsors will have additional time to develop and distribute the required disclosures, and in the order the DOL had originally intended.

#### Key requirements under ERISA Section 408(b)(2)

The regulations under interim final Section 408(b)(2) require covered service providers to describe and disclose to plan fiduciaries, in writing, prior to entering into any arrangement, (and on an ongoing basis, any changes to) the following information:

- + Services provided to the plan,
- + Services that are provided as a fiduciary, including a statement confirming this role,
- + Amount of compensation (direct, indirect, payments made among related parties and on termination of their service) expected to be received for services provided, and
- + Manner in which compensation is to be received.

Service providers who do not comply will be considered to have engaged in a prohibited transaction (which has to be corrected) and will also be subject to excise taxes.

For details, ask for *Regulatory Update* Vol. 3, Issues 3 and 5

#### Key requirements under ERISA Section 404a-5

The final participant-level disclosure requirements under 404a-5 require plan sponsors to provide their employees with user-friendly plan-and investment-related information. The investment-related information must be presented in a format that will allow employees to meaningfully compare investment options.

This rule is applicable to covered participant-directed individual account plans for plan years beginning on or after November 1, 2011. For details, ask for *Regulatory Update* Vol 3, Issue 4.

Service providers who do not comply will be considered to have engaged in a prohibited transaction (which has to be corrected) and will also be subject to excise taxes.

For details, ask for *Regulatory Update* Vol. 3, Issue 4.

*Regulatory Update is a publication of John Hancock Retirement Plan Services. The issues mentioned are available through registered representatives of HD Vest affiliated with Donnelly-Boland U.*

Donnelly-Boland U is the education and training arm of Donnelly-Boland and Associates (DBA). Kevin Boland, Fay Boland, Susan Levi, Mike Wilson, & Jamie Scherich, associates of DBA, are registered representatives of, and offer securities through, HD Vest Investment Services<sup>SM</sup>, Member: SIPC, 633 North State Highway 161, Fourth Floor, Irving, Texas 75038, (972) 870-6000. Donnelly-Boland and Associates is not a registered broker / dealer or independent investment advisory firm. For more complete information about investment objectives, risks, charges, and expenses, please read the prospectus carefully before you invest or send money. Prospectuses are available from registered representatives Kevin Boland, Fay Boland, Susan Levi, Mike Wilson & Jamie Scherich.

INVESTMENT PRODUCTS: NOT FDIC INSURED | NO BANK GUARANTEE | MAY LOSE VALUE

## MARK YOUR CALENDAR FOR DONNELLY- BOLAND U PROGRAMS

- + **October 12**, Brian Paluso, Wholesale Vice President, INVESCO AIM, presents, "**Women Facing Challenges – Ensuring Financial Security**" at Panera, 623 Clairton Blvd., Pleasant Hills 15236, Presentation, 8:45 to 9:15 a.m., complimentary breakfast, 8:15 to 8:40 a.m. Mr. Paluso earned a BA in Economics from Boston College, and is a FINRA Series 7, 63, and 66 registered representative. **Who should attend?** Women who need to save and invest in order to live in comfort in retirement.
- + **October 13**, Brian Billmeier, Regional Vice President, John Hancock Retirement Plan Services, presents "**Covering Your Bases,**" which will address how companies sponsoring ERISA plans should prepare immediately for changes in regulations taking effect April 1, 2012. Registration: 11:45 a.m., with presentation beginning at noon, and complimentary lunch served at 12:35 p.m. at South Hills Country Club, 4305 Brownsville Rd., Baldwin 15236. Mr. Billmeier holds a degree in Finance from Butler University in Indiana. **Who should attend?** Senior leadership responsible for ERISA plans.
- + **November 1**, Kurt Carlson, CIMA, Associate Managing Director responsible for mutual fund sales in western and central PA with MFS Fund Distributors - the company that founded the mutual fund in 1924 - offers a fresh perspective on US and International financial markets. "**Staying Calm When the Market Goes Wild**" will be presented at noon, with a complimentary lunch served at 12:35 p.m. at South Hills Country Club, 4305 Brownsville Rd., Baldwin 15236. Registration: 11:45 a.m. Mr. Carlson earned a bachelor's degree from Hobart and William Smith College. **Who should attend?** Investors who are risk averse or have reached (or are approaching) retirement age.

**Thanks for your business and your referrals! Because of you, Donnelly-Boland and Associates takes another step forward.**

LARGEST PITTSBURGH –AREA PUBLIC ACCOUNTING FIRMS					
(Ranked by number of local professionals staff <sup>1</sup> )					
Name Address Phone / website	Professional staff: local/total <sup>1</sup>	CPAs: local/ total	Partners: local/ total	Employees Local/total	Top local executive(s)
<b>1</b> Deloitte LLP <sup>2</sup> 2500 One PPG Place, Pittsburgh, PA 15222 (412) 338-7200 / www.deloitte.com	504 36,571	110 8,757	62 4,295	639 45,730	Robert Denove
<b>2</b> PricewaterhouseCoopers LLP 600 Grant Street, Pittsburgh PA 15219 (412) 655-6000 / www.pwc.com	428 133,000	162	26		
<b>9</b> Donnelly-Boland and Associates 2801 Custer Ave, Pittsburgh PA 15227 (412) 882-5383 / www.donnelly-boland.com	80 80	5 5	1 1	88 88	Fay K. Boland
	78 78	36 36	9 9	89 89	William E Troup

Source: Pittsburgh Business Times, August 19-25, 2011

COMMENTS? QUESTIONS? CALL: NINAMARY LANGSDALE, CHIEF MARKETING OFFICER, 412.885.6825

**DONNELLY-BOLAND AND ASSOCIATES**

*Delivering quality, commitment and value.*

**ATTENTION: TIME-SENSITIVE INFORMATION. PLEASE READ IMMEDIATELY!**