Activities and Efforts in Support of Student Placement and Internship Opportunities (Standard 33: Accounting Student Placement).

January 2012

Salisbury University Career Services Activities that Take Place in Support of Student Placement:

1. Number of accounting organizations in eRecruiting (SU Career Management System of over 1400 employers who have contacted or recruited at SU in some way) and who they are fall 2011:

   96 total firms listed in Career Services Career Management System (eRecruiting). All accounting students have access to this information and each firm has at least one contact.

   Abrams, Foster, Nole & Williams, P.A.
   Affordable Bookkeeping Corporation
   Aronson LLC
   Arthur Bell
   Beatty, Satchell Business Services, Inc.
   Becker Professional Education
   Becker, Morgan Group, Inc.
   Beers & Cutler, PLLC
   Bergey & Company, P.A.
   Cardea Group
   Cardoni Waddell, LLC
   CBIZ / Mayer Hoffman McCann, P.C.
   CBM. Councilor, Buchanan & Mitchell, P.C.
   CDM Retirement Consultants, Inc.
   City Life!
   CLIFTON GUNDERSON L.L.C.
   Congress-Bundestag Youth Exchange for Young Professionals
   CPA Search, Inc.
   CPAmerica International
   CPR Property Mgmt., LLC
   Crisfield & Smith Island Cultural Alliance, Inc.
   Defense Contract Audit Agency
   Delaware Investments
   DeVan & Lowery, P.A.
   Diamond State Financial Group
   Draper & McGinley, PA
   E. Cohen & Company, CPAs
   E.S. Gregory & Associates
   Ernst & Young, LLP
   Euclid Systems
   Fannie Mae
FAW, CASSON & CO., LLP
Frederick County Internal Audit
Gelman, Rosenberg & Freedman
George, Miles & Buhr, LLC (GMB)
Goldklang Group CPAs, P.C.
Goldklang, Cavanaugh & Associates, P.C.
Goodman & Company
Grant Thornton, LLP
GWBDG&E
HERTZBACH & CO.
Holloway & Marvel, P.A.
Horty & Horty, P.A.
Howard County Health Department
JEFFERSON, URIAN, DOANE & STERNER
KatzAbosch P.A.
KAWG&F, P.A.
Kearney & Company
Kenneth Clark Company, Inc.
Kim & Associates, PA
KPMG, LLP
LAKES & COMPANY, LLC
Lanigan, Ryan, Malcolm & Doyle PC
McGladrey
McQuadeBrennan, LLP
Meehan & Roby, LLP
Metropolitan Washington Airports Authority
Mullen, Sondberg, Winbish, and Stone PA
NAVAL AUDIT SERVICE
Newark Now
Office of Legislative Audits
PFPC Worldwide
PKS & Company, P.A.
Pricewaterhouse Coopers
Progar and Company, P.A.
Reznick Group, P.C.
Rose Financial
Ryan and Wetmore
Santos Postal & Company
Sarfino and Rhoades
SB & Company, LLC
Singshinsuk & Associates, LLC
Smith Elliott Kearns & Company, LLC
Snyder, Cohn
State of Delaware - Auditor's Office
Student Activities
Sudina Search Inc
Tate & Tryon CPAs and Consultants
Test Employer
The Claris Group
The Mergis Group (Spherion)
Toal, Griffith, Ayers & Kullman
TRAK Legal
Tri-County Council for the Lower Eastern Shore
Trice, Geary & Myers, LLC
U.S. ARMY HEALTHCARE RECRUITING
U.S. Department of Education
U.S. Department of Energy - Office of Inspector General
U.S. Office of Personnel Management
UHY Advisors NY Inc.
US Army Audit Agency
Watkins Meegan LLC
Weal, Devan & Lowery, LLC
Wells Fargo Financial
Weyrich, Cronin & Sorra
Williams Adley & Co., LLP

2. **Accounting firms that came on-campus to conduct on-campus interviews fall 2010, spring 2011, fall 2011**

<table>
<thead>
<tr>
<th>Fall 2010-9 firms</th>
<th>Spring 2011-5 firms</th>
<th>Fall 2011-10 firms</th>
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<tr>
<td>Arthur Bell</td>
<td>KPMG</td>
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<td>Clifton Gunderson</td>
<td>McGladrey</td>
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<td>Fannie Mae</td>
<td>Office of LegislativeAudits</td>
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<td>Goodman &amp; Company</td>
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<td>Watkins Meegan</td>
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<td>Smith, Elliott, Kearns</td>
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3. **All accounting jobs posted on eRecruiting and the firms that posted during spring 2011 and fall 2011** (there were jobs accounting jobs posted to our office but not posted in eRecruiting due to eRecruiting charging fees to post jobs and internships)

- 46 total jobs posted
- **Firms posting jobs and number of jobs:**
  Arthur Bell-4 jobs
  City Life!-1 jobs
  CLIFTON GUNDERSON L.L.C.-1 jobs
Defense Contract Audit Agency - 2 jobs
Diamond State Financial Group - 2 jobs
Fannie Mae - 2 jobs
Frederick County Internal Audit - 1 jobs
Goodman & Company - 2 jobs
KPMG, LLP - 7 jobs
McGladrey - 13 jobs
Mullen, Sondberg, Winbish, and Stone PA - 2 jobs
Office of Legislative Audits - 4 jobs
Pricewaterhouse Coopers - 2 jobs
Sarfino and Rhoades - 1 jobs
Smith Elliott Kearns & Company, LLC - 1 jobs
Watkins Meegan LLC - 1 jobs

4. Other accounting jobs posted outside of eRecruiting typically in our Job Alerts Database for 7-27-2012 to present is 25 accounting jobs. Many of these jobs were deleted. These are jobs still listed in the Job Alerts Database history.

5. Other job posting resources for accounting firms to post jobs without being changed is our own job/alerts database which is located here: http://www.salisbury.edu/careerservices/Students/Alerts/Jobs.html

6. Number of accounting firms attending our job fairs this past year - spring 2011 and fall 2011

**2011 Fall Job Fair** - 10 accounting firms attended out of 65 total employers. They were:
- Arthur Bell
- Defense Contract Audit Agency
- INTERNAL REVENUE SERVICE
- KatzAbosch P.A.
- KPMG, LLP
- McGladrey
- Office of Legislative Audits
- PKS & Company, P.A.
- Santos Postal & Company
- T. ROWE PRICE

**2011 Spring Job Fair** – 6 accounting firms attended out of 64 total employers. They were:
- CBIZ / Mayer Hoffman McCann, P.C.
- INTERNAL REVENUE SERVICE
- KPMG, LLP
- Office of Legislative Audits
- Santos Postal & Company
- T. ROWE PRICE

7. Internship activities include the sharing of our employer database with the Business School's ABLE program.
   • We share this database in order for accounting students are able to see what employers have advertised via eRecruiting and the ABLE program. Typically there
are 100 plus ABLE accounting internships posted. The ABLE office will have more information on this. For some reason the spring and fall 2011 ABLE internships are not listed in eRecruiting.

8. **On-campus internship interviews posted on eRecruiting spring and fall 2011**
   - 9 on-campus internship interviews were conducted by four firms and one SKYPE interview. The firms that conducted the on-campus interviews for internships were:
     - Arthur Bell Goodman & Company
     - KPMG, LLP
     - Office of Legislative Audits
     - SKYPE Interviews-Smith Elliott Kearns & Company, LLC

9. **Internships posted in our Internship Alerts database**-There were 5 accounting internships posted in our internship alerts database during the spring semester. In the fall semester 12 internships were advertised in that database.

10. **The "Business in the Atrium"** is an employer recruitment program open to accounting and other business majors every Tuesday, Wednesday and Thursday from 11:00 am to 2:00 PM. An employer schedules their visit online and is able to recruit students in the new Perdue School Atrium. We advertise this program to our employers.
    - Fall 2011, the initial startup, there were three accounting firms that attended.

11. **Each semester invitations are sent out to all of our 96 accounting firms in eRecruiting** to sign up for job fairs (there are 2 General Job Fairs for accounting and other majors), on-campus interviews, job/internship listings, skype interviews, etc.

12. **We provide various workshops** for all students that include resume reviews, how to use eRecruiting, job search, cover letters, etc.

13. **This past semester we came to the Perdue School of Business to review** resumes and cover letters for accounting and other business students.

14. **Each semester we conduct career-related classroom presentations** for our accounting and other business majors.

15. **At the end of each spring semester a “First Destination Graduation Survey”** is conducted on accounting and other students to see placement rates at that time. To view some of this information go here:
    - [http://www.salisbury.edu/careerservices/facstaff/DataPort/Default.html#Graduation Data](http://www.salisbury.edu/careerservices/facstaff/DataPort/Default.html#Graduation Data)

16. **Surveyed 96 accounting firms and 152 contacts** from January 11, 2012 to January 20, 2012 via survey monkey. The reason for the survey was to determine how our accounting students did during interviews and during hiring period.