

## **A few of the most popular ACCOUNTING BUSINESS, ECONOMICS and FINANCE placements available through The Philadelphia Center:**

**Boenning & Scattergood, Inc.; Investment Banking Intern:** Boenning & Scattergood, Inc. is one of the Middle Atlantic's oldest regional investment securities firms. We are an independently owned brokerage firm offering a full range of investment products and services, including investment banking services. Our region offers a wealth of strong and emerging companies representing a vast spectrum of industries, from manufacturing to financial services and from retail to technology. The Investment Banking group specializes in providing private and publicly held companies advice on mergers & acquisitions, and arranging public and private financing. Boenning & Scattergood is a NASD registered broker-dealer with corporate headquarters in Conshohocken, PA and branch offices in Southeastern Pennsylvania and New Jersey. Investment Banking Intern will assist Analysts and Associates in the investment banking group with company and industry research, preparation of client presentations, financial and valuation analyses/models, company due diligence, identification of potential transaction partners, and preparation of research publications, among other things. The position provides a student with unique exposure to a variety of corporate finance and investment banking functions, and to companies operating in a range of industries. Applicants should be students entering their senior or final year, undertaking an undergraduate or graduate degree that incorporates subjects in Accounting, Finance, Economics or Business. Student must have excellent analytical ability plus strong oral and written communications skills. Successful candidates will be highly motivated individuals with outstanding academic credentials. Experience with Microsoft Office and Internet research is essential.

**Bureau of Labor Statistics; Economics Intern:** The Bureau of Labor Statistics is the labor economics agency of the federal government. It collects, analyzes, and disseminates economic data. Student works in Philadelphia regional office analyzing and reporting data on economic growth, employment and unemployment, wages, productivity, etc. Good placement opportunity for economics majors or those interested in working for a federal government agency.

**City Controller's Office; Assistant to the Auditor:** The City of Philadelphia, Office of the City Controller, was established by the 1951 Home Rule Charter as the sole auditing agency of Philadelphia City Government. This role was expanded in 1965, making the City Controller also the auditor for the School District of Philadelphia. The City Controller is elected to a four-year term midway between the elections of the Mayor and City Council, to encourage a measure of independence from the officials whose expenditures the Controller's Office must audit. The Controller heads the Auditing Department, which has broad authority and responsibility for protecting the public's interest in the handling of the City's money. The work of the Controller's Office has resulted in hundreds of million of dollars in cost-saving recommendations, many of which have been implemented by the current City Administration. The City Controller's Office has received numerous awards and commendations for its audits. Assistant to the Auditor is responsible for helping an Auditor examine municipal departments, city-owned utilities, public/private corporations and others receiving funds from the City in order to render opinions on the fairness of City and School District financial statements and compliance with laws. This is an excellent accounting placement. Supervisors work hard to meet student's needs and interests.

**Duane Morris; Accounting Intern:** Duane Morris LLP, one of the 100 largest law firms in the world, is a full-service law firm of more than 650 attorneys and offers innovative solutions across diverse industries in the United States and internationally to address the legal and business

challenges of today's evolving global markets. Duane Morris has independent affiliates employing 100 professionals engaged in other disciplines, such as the Tax Accounting Group. Duane Morris' Tax Accounting Group, one of the largest groups of its kind in any law firm, has an active and varied practice with more than 60 service lines in more than 45 industries, and serves clients in 43 states and eight foreign countries. The Group's certified public accountants, certified fraud examiners, financial consultants and advisors provide a broad range of cost-effective tax preparation, planning and consulting services; accounting, financial and management advisory services; and litigation consulting services to individuals, corporations, partnerships, estates and trusts and nonprofits organization; and provide an array of consulting services to numerous lawyers and law firms representing clients in regulatory and transactional matters and throughout various stages of litigation, including case assessment and strategy development; asset recovery investigation and locator services; damage assessment; marital disputes; forensic and investigative accounting; fraud and embezzlement detection; and civil and criminal tax controversies. The intern will be responsible for the preparation of individual, trust, pension plan, partnership corporate, employment and other tax returns as well as projections of income and tax. Intern will have constant interaction with attorneys, CPAs and tax accountants. The Intern will have constant interaction with seasoned professionals in the accounting, legal and financial fields offering interns the opportunity to network and learn from experienced professionals. In addition, interns learn by doing All interns perform the work as a seasoned tax accounting professional as opposed to other internships that involve a great deal of administrative work. Candidates must possess strong computer, analytical, organizational and interpersonal skills.

**Janney Montgomery Scott; Research Intern:** Janney Montgomery Scott (JMS) is a full service investment banking and brokerage firm. For over 170 years, Janney has been dedicated to helping clients plan, protect and grow wealth. Janney holds the second-oldest seat on the New York Stock Exchange, and today owns four seats and maintains its own trading floor personnel. Headquartered in Philadelphia, Janney has over 75 full-service investment offices in various locations along the East Coast with nearly 1,000 financial consultants serving more than 350,000 customers nationwide. Equity Research Analyst Intern assists one or two equity research teams in providing research on public companies in specific industry groups. Students are asked to assist research teams in performing primary research. Primary research includes Internet searches, surveys, speaking with managements and industry observers. Students will be involved in earnings modeling, comp group analysis, and data analytics. Basic accounting and Excel familiarity is a plus.

**Merrill Lynch; Wealth Management Intern:** Merrill Lynch is one of the world's leading financial management and advisory companies, with offices in 36 countries and private client assets of approximately \$1.1 trillion. As an investment bank, it is a leading global underwriter of debt and equity securities and strategic advisor to corporations, governments, institutions and individuals worldwide. Through Merrill Lynch Investment Managers, the company is one of the world's largest managers of financial assets. The Private Client Group in this Philadelphia-area branch serves individuals and small to mid-size companies. Wealth Management Intern will be responsible for helping to develop strategic business plans; assisting with implementation and marketing of new concentrated stock strategies; working on the development of financial models and projections; and conducting security research and analysis. Student will also attend analysts meetings. Merrill Lynch offers an intellectually challenging environment, working with top talent dedicated to achieving excellence; the opportunity to join a world-class organization with a superior leadership and training program; and a fast track to management responsibilities early in your career. Candidates should be interested in a career in the financial services industry, display initiative and leadership, and have drive and motivation to achieve excellence. Great chance to sharpen analytical skills, communication skills, presentation and interpersonal skills as well as learn to work in a team environment.

**Philadelphia Phillies; Accounting Intern:** The Philadelphia Phillies are the oldest Major League Baseball team in the United States. No one could have realized it at the time, but when the Phillies were formed in 1883, history was in the making. Now, as the 21st century begins, the Phillies are the oldest, continuous, one-name, one-city franchise in all of professional sports. The new century began with the dawn of a new era as the Phillies reached an agreement with the city to build a new 43,000-seat ballpark (opening April, 2004) in South Philadelphia. The new world-class Citizen's Bank Park offers fans an intimate and exciting experience. One of the many features that fans will enjoy is the Citizens Bank Games of Baseball, a unique entertainment area that provides interactive games for guests. The exterior architecture for the new ballpark - comprised primarily of multiple shades of red brick, precast concrete and granite complemented by the green roofs with a copper patina finish - combines the essence of Philadelphia's rich tradition of sports architecture with an unmistakably 21st century style. Accounting Intern will work in the Business Office and assist the Controller with daily accounting operations. Student will gain familiarity preparing journal entries, balance sheets, and using Excel spreadsheets to analyze accounting data. Opportunity for contact with outside clients.

**RBC Dain Rauscher Corporation; Assistant Financial Consultant:** RBC Dain Rauscher Corporation is a wholly owned subsidiary of Royal Bank of Canada (TSE, NYSE: RY). The company's broker-dealer, RBC Dain Rauscher Inc., is the nation's eighth largest full-service securities firm with 1,800 financial consultants and 6,000 employees. RBC Dain Rauscher serves investors through offices coast to coast, and capital markets and correspondent clients in select U.S. and international markets. RBC Dain Rauscher Inc. encompasses three major business lines, each serving a unique constituency. The Private Client Group serves individual investors, while the Fixed Income Capital Markets Team provides services to institutions, municipalities and nonprofit organizations. RBC Capital Markets is the corporate and investment banking division. These groups collaborate seamlessly to share knowledge and create investment opportunities for clients. RBC Dain Rauscher Inc. is a member of the New York Stock Exchange and other major securities exchanges, as well as the Securities Investor Protection Corp. Assistant Financial Consultant will complete top portfolio valuations, process high net worth client information, prepare and attend presentations. Mr. Cordasco gives financial analysis on the radio and student will also assist with this.

**The Reinvestment Fund; Assistant to the Director:** The Reinvestment Fund (TRF) is a community development financial institution aimed at building wealth and opportunity for low-wealth communities and low- and moderate-income individuals through the promotion of socially and environmentally responsible development. The company's activities are broadly divided into three areas: financing, policy and workforce. Financing: TRF provides loans, investments, and grants to affordable housing, small business, community services, commercial real estate, workforce development, and sustainable energy projects. Policy: The policy program is responsible for providing relevant and high quality research, information and policy ideas. The policy program also directs TRF's efforts to develop and implement methods to evaluate the social impact of our programs. Workforce: TRF's workforce program has 3 components: workforce policy; workforce services to TRF's portfolio companies and other selected borrowers; new program incubation for innovative initiatives such as BEST and CSTC. With \$210 million in capital under management, TRF's financing transactions span an array of projects in the areas of affordable housing, community services, small businesses, sustainable energy, and venture capital. Assistant to Director of Public Policy works with Public Policy Department providing research support, conducting field surveys, using mapping software, and more.

**UBS; Assistant to Financial Advisor:** UBS is one of the world's leading financial firms serving a global client base. UBS is the world's leading provider of wealth management services; one of the largest asset managers globally; among the major global houses in the investment banking and securities businesses; and the clear market leader in Switzerland serving corporate and retail clients. With head offices in Zurich and Basel, UBS operates in over 50 countries and from all major international financial centers. UBS's global physical presence is complemented by offering clients products and services via a variety of different channels -- from the traditional retail bank to sophisticated, interactive online tools. Assistant to Financial Advisor will have opportunities to develop business communication and customer service skills; learn technical, fundamental and quantitative analysis of various financial vehicles. Student will also manage a mock portfolio, identify and analyze retirement plans.

**U.S. Commerce Department; Trade Intern:** The U.S. Commercial Service is the trade promotion unit of the International Trade Administration; U.S. Commercial Service trade specialists in 107 U.S. cities and in more than 80 countries work with U.S. companies to help them get started in exporting or increase their sales to new global markets. The mission of the Commercial Service is to support U.S. commercial interests in the United States and help small and medium sized companies export American made goods and services around the world. Our commitment is to: promote the export of U.S. goods and services, strengthen the U.S. economy, maintain job security, and create jobs; protect and advocate for U.S. business interests abroad; assist U.S. firms in realizing their export potential by providing counseling, overseas market information, international contacts, and trade promotion vehicles; support the export promotion efforts of other public and private organizations by partnering with others to create a full service export development infrastructure. International trade interns become involved in the daily operational aspects of a high activity office and work closely with an international trade specialist. They assist the specialist by completing research projects, providing market analysis, and coordinating event development, as well as performing other light clerical and administrative support duties. Interns also will learn to use and market the U.S. Commercial Service's commercial information databases. The system's highly detailed economic trend and market analysis helps exporters identify and assess their potential overseas markets. Interns also will have the opportunity to develop export marketing and sales strategies by identifying established channels of distribution to penetrate new world markets. Numerous opportunities will be available to interact with area businesses, foreign visitors, U.S. Foreign Service Officers, and U.S. Embassies and Consulates. Our internship mission is to train the next generation of American international businessmen and women to become our clients or our colleagues.

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