Spend Management

Winter Workshop on February 16, 2006

Spend management means different things to different people. What sounds like a simple concept and approach on the surface is really a complex business transformation effort for government and the private sector.

- Does spend management save government money, and is this direct dollars or administrative savings?
- How do you count the savings from spend management?
- What type of people do I need to have a successful spend management program?
- What are the impediments to generating savings and transforming the business process in government?
- What makes this different from outsourcing?

(Continued on page 5)

Gary Lambert is a senior member of CGI-AMS Public Sector Group where he serves as Vice President for Spend Management Solutions. At CGI-AMS, Mr. Lambert manages Spend Management initiatives with a focus on the public sector. He is also the solutions architect for the Commonwealth of Virginia’s nationally recognized, award winning eVA eprocurement system. Mr. Lambert also spearheaded the development and

(Continued on page 5)
President’s Message

February, the shortest month of the year.

We start with Groundhog Day. So let me understand this, if the little guy sees his shadow we get six more weeks of winter. The TV crews have so many lights on this critter he can’t help but see his shadow. I swear he’s come out of the hole wearing sunglasses. He knows what’s coming.

Our monthly holiday in February is President’s Day. I won’t ask for a show of hands, but how many people remember when instead there was no school for both Lincoln’s birthday and Washington’s birthday in February. If only one of them was born in August!

Last month we had a full-day session at the Volpe Building in Cambridge. As always, Boston Chapter Member Mark Abraham and Jay Fountain were great in their session covering the topic of Accountability. We are, again, in Mark’s and Jay’s debt for volunteering to present to the chapter.

For education this month we will have a half-day, morning session at the Federal Reserve Building in Boston covering the topic of Spend Management. Speaking will be Gary Lambert of CGI Spend Solutions Management Practice. Details regarding the session and registration information are elsewhere in this newsletter and on our web site.

In the midst of the month Red Sox pitchers and catchers report to Fort Myers and we will see them on TV jogging around in the warm weather while we shovel up the walk and driveway.

When we get to the end of the month we can hopefully see the end of the tunnel and start thinking about spring. Rain instead of snow can be a welcome sight.

Till next month, thanks for your support.

- Dave

Save the Date!

On Tuesday, March 14, 2006 the Boston Chapter will host its annual Regional Professional Development Conference at Bentley College, Waltham. The conference will offer 10 tracks and attendees will earn 8 CPEs. For more details please see pages 11-12.

To register please contact Maria Mamakos at mmamakos@doe.mass.edu or via phone at 781-338-6537 or www.aga-boston-chapter.org.

TRIVIA QUESTION!

Title: U.S. Geography

Which four of the fifty states are actually “Commonwealths”?

Answer found elsewhere in the newsletter.

AGA — Boston Chapter Annual PDC Scholarship

The AGA-Boston Chapter is awarding one paid annual registration fee to the Association of Government Accountants 2006 Annual Professional Development Conference. (Value is approximately $900.) The conference is to be held in San Diego, CA on June 18-21, 2006.

To be eligible for this award, an individual must have attended at least five (5) of the seven (7) educational sessions sponsored and held by the Boston Chapter offering CPEs from September 2005 through April 2006. The individual must be a Boston Chapter member prior to the drawing that will be held in April 2006.

The award will be drawn at random from those meeting the eligibility through the last training session in April 2006. This award is not transferable by the recipient. However, an alternate(s) will be drawn in the event that the primary recipient cannot or chooses not to attend.

As of the publication of this newsletter there are 31 individuals that have that have met the membership and attendance eligibility and an additional 16 non-members that have currently met the attendance eligibility.
Welcome!

Go for Growth!

As part of the membership recruitment campaign, Go for Growth, a total of thirteen AGA members will receive complimentary national membership dues for the 2006-2007 year for sponsoring six or more new members before the initiative’s deadline of December 31, 2005.

Congratulations to Boston Chapter President David A. LeBlanc, CGFM who recruited six new members before December 31st!

Brenda Delasanta
U.S. Department of Health and Human Services

Go for Growth!

Membership Update

The Boston Chapter membership includes:

- 246 Active Members
- 20 New Members
- 0 Members Transferred In
- 0 Members Transferred Out
- 15 Suspended Members

The Boston Chapter recognizes and thanks the following new member sponsors since May 2005:

- David A. LeBlanc, CGFM .......... 6
- Terrence P. McCarthy, CGFM ...... 2
- Howard N. Olsher, CGFM.......... 1
- Kimberly D. Rapoza ................1
- Susan Tefft, CGFM ................. 3
- William H. Withrow ............... 1

From the Editor...

Do you know someone in the Boston Chapter who has recently received promotion, accepted a new position, retired or won an award? Would you like to share your good news with fellow AGA members?

Or maybe you’re interested in writing a technical article for an upcoming issue of Boston’s Beacon.

Please forward submissions for the next issue of Boston’s Beacon to Julia.Burns@osc.state.ma.us.

Thanks!

Do you know...

...that Esther Howland produced the first commercial American valentines in the 1840s and sold a then mind-boggling $5,000 in cards during her first year of business? Today over 1 billion valentine cards are sent in this country each year according to the Greeting Card Association.

Chapter Recognition Program

The Chapter Recognition Program is designed to support, encourage, and promote the accomplishment of AGA’s mission and to provide flexible noncompetitive guidelines for a well-rounded chapter. The Chapter Recognition Program year begins on May 1st and concludes on April 30th.

Boston Chapter credits as of January 31, 2006 are:

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Boston Chapter Balance Sheet

December 31, 2005

Assets

- Cash $5,467
- Checking Account $8,137
- Savings Account $12,773
- Total Cash $26,377

Liabilities and Fund Balance

- Accounts Payable $0
- Current Fund Balance $26,421
- Total Liabilities and Fund Balance $26,421

Welcome!
Independent National Officer Nominations

In accordance with the Association's bylaws, AGA will accept independent nominations from AGA members via petition until Feb. 1, 2006. At that time, if no other nominations are received, the Bylaws and Procedures Committee will conduct an election to determine the officers. If no other candidates are received, the Nominating Committee's slate will take office on July 1, 2006.

January Winter Seminar: Managing for Results

On January 19th, eighty-five members and guests listened to a presentation on the subject of Accountability Reporting by chapter member, Mark Abraham, CPA, CGFM and Jay Fountain, CPA, CGFM at the Volpe Transportation Building in Cambridge, MA. Seven CPEs were awarded for this day of training.

Mark, who is the principle member of the Abrahams Group and Jay, who is the recently retired Assistant Director of Research for the Governmental Accounting Standards Board (GASB) in Norwalk, CT graciously volunteered to present on this subject. They discussed a variety of current and upcoming topics including, Managing for Results, Performance Budgeting, Performance Reporting and Performance Auditing.

On behalf of the chapter, we thank Mark and Jay for their time and sharing their experience.

TRIVIA ANSWER!

Massachusetts, Pennsylvania, Virginia and Kentucky.

Visit us online at www.aga-boston-chapter.org
Gary Lambert
Continued from page 1

implementation of this multi-jurisdictional electronic procurement system and the AMS Advantage Procurement solution, which is recognized as one of the leading end-to-end procurement solutions in state government today. Additionally, Mr. Lambert provides thought leadership and subject matter expertise in the area of public sector spend management, procurement, and enterprise resource planning. He is currently serving as the Executive in Charge of the State of California’s strategic sourcing initiative, and is an executive advisor to the strategic sourcing projects in Iowa and Georgia.

Before joining CGI-AMS, Mr. Lambert spent almost 20 years working for the Commonwealth of Massachusetts where he served as the Deputy State Purchasing Agent for the Massachusetts Operational Services Division. In this capacity, Mr. Lambert worked as the Chief Operating Officer for a division charged with overseeing commodity, service, and health and human service procurements on behalf of the Commonwealth with annual expenditures of approximately $2 billion US. He also developed and maintained the Commonwealth Procurement Access and Solicitation System (Comm-PASS), an Internet-based solicitation distribution system and was the champion behind the multi-state eMall pilot program. Other duties during his tenure with Massachusetts included developing policy and regulations for human and social service delivery systems as well as managing the operations of 20 commonwealth administration and finance agencies. Mr. Lambert is a frequent speaker on the subject of spend management, and has been featured in magazines such as Government Technology Magazine and Washington Technology Magazine.

Gary has been lauded for his efforts. He has earned three Commonwealth Pride in Performance Awards; the Governor’s Manual Carballo Award for Procurement Reform, the Citation for Outstanding Performance and a Certificate of Recognition. He is also the recipient of the National Association of State Procurement Officials (NASPO) Giulio Mazzone Distinguished Service Award.

He has held leadership roles in several professional organizations, including the National Association of State Procurement Officials, where he is a Past President, and is one of the founding members the National Electronic Commerce Coordinating Council.

Mr. Lambert earned his bachelor’s degree with honors in Government from Suffolk University.

CEC Meeting Highlights

The Boston Chapter Executive Committee met on January 10, 2006 and discussed the following agenda items:

- **Community Service** — Attendance at this year’s Annual Charity Lunch was greater than that of the past few years. The Chapter sent $700 to Christmas in the City.
- **Membership** — We have 19 new members so far this program year. This brings our total membership to 245.
- **Communication** — The chapter’s newsletter is prepared / disseminated and our website is updated in a timely manner for our upcoming events.
- **Treasurer’s Report** — No outstanding accounts payable or accounts receivable as of today. Our tax exempt status must be renewed shortly.
- **Nominating Committee** — President-Elect John Beveridge is forming a nominating committee to identify potential chapter officers for the 2006-2007 program year.
- **Awards** — The chapter is accepting nominations for the Chapter Awards to be presented at the Annual Awards Dinner on June 2nd. Also, National Office is accepting nominations for the national awards to be presented at the PDC in San Diego, CA on June 18-21st. Nation nominations are due by March 3rd.
- **CGFM** — Our newest scholarship recipient, Kim Rapoza, is preparing for her first of three CGFM examinations. There was a short discussion regarding encouraging more participation in the CGFM. More to follow.

The next CEC meeting is scheduled for February 28, 2006.

(Spend Management Continued from page 1)

For answers to these questions, plan to attend this half day interactive discussion on what spend management is, and learn about the current spend management landscape in government, what the current trends are in the industry, and the challenges that government and consultants face when executing a spend management program.
CGFM: Multiple Benefits for Multiple Clients

Why become a Certified Government Financial Manager if you don't work for government?

The benefits of earning the CGFM for government finance professionals are well known, but two members of AGA's Corporate Partner Advisory Group (CPAG) recently talked about how the CGFM helps their private sector organizations and the clients they serve.

AGA's CPAG Program, which boasts more than 50 corporate partners, brings together executives from industry and government to exchange problems and solutions, build trust and work together to make government more accountable. One message government executives are hearing is that AGA's CGFM credential is not only a valuable addition to the resumes of government employees, but it also helps professionals at private firms demonstrate their expertise to work on government finance projects. Consider these comments.

Michael T. Smokovich, CGFM, Senior Vice President, Delta Solutions - Having once served as the chief financial officer of U.S. Agency for International Development (USAID) and as a deputy at the U.S. Department of the Treasury, Smokovich knows what it takes to successfully bring a new financial management solution to a federal agency.

One of the reasons failures occur, Smokovich said, is because the people who are working on the systems "don't understand the playing field they're working in."

"What happens with the CGFM is there's a whole lexicon of terminology and understanding that goes with the federal environment in particular, but also with state and local governments."

He recalled talking with vendors working on an IRS systems project who had no understanding of budgetary accounting. "How are they ever going to succeed if they fail to understand what it takes to solve the problem?"

"If you go through the process of understanding all the principles, standards, rules and conventions that are made known to people in the certification process, you have a better way of understanding what your clients are saying about their particular financial management problem," he said.

Ron Smith, CGFM, Vice President of Enterprise Financial Services, Systalex - Smith said government agencies are starting to request CGFMs on project teams contracted to install new financial systems. It is becoming more and more important for the contractors to receive the same training as the financial managers themselves, he said.

"We're moving into an era of what I'll call a 'blended work force,' with the financial functions that were formerly performed by government employees now being done by contractors," said Smith, who has also worked for the federal government before moving to the private sector.

Smith, who has been in the federal financial management consulting business for 30 years, said he is constantly on the lookout for talented systems accountants who are knowledgeable about the federal environment, but it's difficult to find people with a good grasp of federal rules and regulations.

"The CGFM, he said, is 'an indication of a skill set that a person has. It's another measure of their potential value to a project.'"

To become a CGFM, candidates must have the appropriate education and professional experience and pass three rigorous examinations that cover a broad range of issues in federal, state and local government financial management. For more information about AGA's CGFM Program, go to <http://www.agacgfm.org/cgfm/cgfmdefault.aspx>. Detailed information about AGA’s Corporate Partner Program can be found at <http://rmtrgweb.caci.com/aga/docs/index.cfm>.

- by Christina M. Camara

Regional Professional Development Conference on March 14, 2006 at Bentley College, Waltham...

GASB 43 & 45 Post Employment Benefits
This session will provide an explanation of GASB's new accounting and financial reporting standards related to Post Employment Benefits other than pensions—GASB 43 and 45.

Fraud Around Us
This session will present a variety of topics on fraud. Topics will include discussing the different definitions of fraud as well as the types of fraud we encounter as accountants, auditors and program administrators.

How to Motivate & Retain Outstanding People
This new workshop focuses on the continuing challenge to motivate and retain good people and emphasizes the critical role of the manager in creating an environment conducive to productivity and loyalty.
Job Shadow Day 2006!

It's that time of the year again. Time to plan for Job Shadow Day 2006!

On Thursday, February 2, 2006 - Groundhog Day - countless working professionals will see their "student shadows" as part of the 9th Annual Job Shadow Day!

Job shadowing is a yearlong national effort to enrich the lives of students by acquainting them with the world of work through on-the-job experiences and a carefully crafted school curriculum that ties academics to the workplace. The effort helps young people understand how what they learn in the classroom leads to success in the workplace. National job shadowing is a coordinated effort of Junior Achievement, America's Promise - The Alliance for Youth, the U.S. Department of Education and the U.S. Department of Labor.

Please Note: If you participate in Job Shadow Day 2006, please notify me at Julia.Burns@osc.state.ma.us. I would like to include our successful participation in the March issue of the newsletter. Thanks. - the Editor

AGA Reinvigorates Academy for Government Accountability

Many longtime AGA members will remember AGA’s Education and Research Foundation. Incorporated in 1979, the foundation was established “to contribute to the improvement of education in the field of federal, state and local government accounting, auditing, budgeting and financial management.” The foundation provided educational events, scholarship awards and small research projects in the mid-1990s. In 1999 the foundation informally changed its name to the Academy for Government Accountability to oversee AGA’s education and research programs.

Newfound interest in the Academy bloomed again last year. A presentation at the September 2005 National Executive Committee (NEC) meeting was made to introduced a revised mission statement that more accurately reflects the future of the Academy. The NEC approved the revised mission: to forge relationships among government, business and academia to support research and education initiatives and advance thought leadership in bringing transparency and accountability in government financial management. The NEC also appointed Ramamoorti to chair the Academy’s Board of Trustees for one year. A task force, chaired by Wendy Comes, CGFM, executive director of the Federal Accounting Standards Advisory Board (FASAB) was also established to review Academy progress.

For more information visit http://www.agacgfm.org/publications/topics/012306/academy.aspx.
SPEND MANAGEMENT

Spend management means different things to different people. What sounds like a simple concept and approach on the surface is really a complex business transformation effort for government and the private sector.

- Does spend management save government money, and is this direct dollars or administrative savings?
- How do you count the savings from spend management?
- What type of people do I need to have a successful spend management program?
- What are the impediments to generating savings and transforming the business process in government?
- What makes this different from outsourcing?

For answers to these questions, plan to attend this half day interactive discussion on what spend management is, and learn about the current spend management landscape in government, what the current trends are in the industry, and the challenges that government and consultants face when executing a spend management program.

**Presenter:** Gary Lambert, Vice President
CGI Spend Management Solutions Practice

**Location:** Federal Reserve Bank Building
600 Atlantic Avenue
Boston, MA 02106

**Registration:** You can register by contacting Howard Olsher, CGFM at 617-727-6200 or online at www.aga-boston-chapter.org.

**Date:** February 16, 2006
**Time:** Registration 8:00 a.m. to 8:30 a.m.
Program 8:30 a.m. to 12:30 p.m.
**CPE:** 4 CPE Hours
**Cost:** Members $40 / Non-members $50
Morning Sessions

Track 1 – GASB 45 (PEB), Shawn Warren, KPMG

Track 2 – Benchmarking, William Kilmartin, Accenture

Track 3 – Techniques for Technology Audits, John Beveridge, Mass State Auditors

Track 4 – Doing More with Less, Diana Ritter, New York State Comptrollers Office

Track 5 – Audit Control Language, ACL Lab (hands on class restricted to 35 attendees)

Afternoon Sessions

Track 6 – Fraud, Dick Wrona, Mass State Auditors

Track 7 – Homeland Security Issues and Updates, Homeland Security Administration Staff

Track 8 – Audit Report Writing, Mary Ellen Kelly, Town of Framingham

Track 9 – Managing and Motivating Staff, Bob Carnegie, Carnegie Associates

Track 10 – Audit Control Language, ACL Lab (hands on class restricted to 35 attendees) (repeat of track 5)

Schedule

8:00 to 8:30 Registration
8:30 to 8:55 Welcome & Opening Speaker Adamian Graduate Center Auditorium Keynote Speaker: National AGA President Sam McCall, CGFM

9:00 to 10:15 Concurrent Sessions Tracks 1 to 5
10:15 to 10:30 Break
10:30 to 12:00 Tracks 1 to 5 Continued

12:00 to 1:15 Lunch at the President’s Dining Room, LaCava Building

1:30 to 3:00 Concurrent Sessions Track 6 to 10
3:00 to 3:15 Break
3:15 to 4:30 Tracks 6 to 10 Continued

Registration Fee: $105 for Members - $130 for Non Members.

REGISTRATION DEADLINE MARCH 9, 2006
AGA Regional Professional Development Conference at Bentley College  
March 14, 2006  
Registration Form

8 Hours CPE for Attendance at this Regional PDC

Registration Fee: $105 for Members - $130 for Non Members.  
REGISTRATION DEADLINE MARCH 9, 2006

Agency Vouchers and Training Forms will be accepted for billing - Please enclose the form with your registration.

Organization: ____________________________

Billing Address: ____________________________

Contact Person and Telephone: ____________________________ Telephone: ____________________________

NOTE: Due to the seating limitations of the rooms available, sign-up for specific sessions will be on a first come/first served basis. Please indicate your preferences by using the Track Number(s). Your first choice for AM and PM sessions and a secondary choice in case that track if full. We have sometimes reversed AM and PM Choices in order to give you your first preference for the day.

CANCELLATION POLICY: Cancellations received up to March 9, 2006 will be fully refundable. Substitutions can be made at any time up until the time of the Conference. Individuals that do not cancel on or before March 9, 2006 are not eligible for a refund. No-shows will be individually responsible for full payment.

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Mail Registrations To:

AGA Boston Chapter  
FED #: 04-2625265  
Make Payment Payable to: AGA - Boston Chapter

Maria Mamakos  
Dept of Education  
350 Main Street  
Malden, MA 02148

Phone: 781-338-6537  
FAX: 781-338-6565  
e-mail: mmamakos@doe.mass.edu

You can also register on the Chapter’s Web Page at: www.agabostonchapter.org

In the event of a snowstorm, call Bentley College at (781) 891-2020 for an updated-recorded message regarding campus closing.
AGA - Boston Chapter Annual Awards — Brief Descriptions

The AGA Boston Chapter is pleased to present the following Awards at the Annual Awards Dinner.

AGENCY CHAPTER SERVICE AWARD
Purpose: To recognize an agency that has made significant contributions to the AGA.
Eligibility: All agencies that have exhibited support for the AGA are eligible for the award.
Criteria: The award is given for outstanding support provided by an agency to the local Chapter or National AGA. Eligible agencies will have consistently made important contributions in support of the development and enhancement of AGA.
Award: Plaque
2005 Award Winner—Massachusetts State Auditor’s Office

ANNUAL ACHIEVEMENT AWARD
Purpose: To accord recognition for leadership or outstanding achievement in developing, implementing, and improving financial management in government service in the past year.
Eligibility: The individual nominated must have been employed in government service at the time the work being recognized was performed. Nominees do not have to be members of the AGA.
Criteria: Selection criteria for the award will be generally limited to achievements accomplished during the preceding calendar year.
Award: Plaque
2005 Award Winner—Sandra Comerford

MEL PARTOL MEMORIAL AWARD
Purpose: To recognize an individual for superior dedicated service that enhanced the Chapter.

Free Research Reports Now Available from AGA!

Welcome to a new era in thought leadership—AGA is offering four research reports at no cost.

1. Trends in Technology
4. Integrating Internal Controls with Program Management

You can view a copy of the report or request a hard copy. For more information, visit the National website at http://www.agacgfm.org/publications/topics/012306/research.aspx.
AGA’s Annual PDC in San Diego, CA

Join us in sunny San Diego, CA for AGA’s 55th Annual Professional Development Conference and Exposition—the government financial management education event of the year!

Keeping pace with change in government financial management has never been more challenging. Effective training is essential for accountability professionals facing an array of new regulations, accelerated deadlines and heightened expectations at every level of government.

The training you need can be found at the 2006 Professional Development Conference & Exposition set for June 18-21, at the San Diego Marriott Hotel & Marina. With the theme “Navigating the Way to Citizen-Centered Government,” and offering 25 CPE hours, the PDC promises to be an excellent learning and networking opportunity for government financial managers and accountability professionals. Create your own curriculum from more than 75 concurrent sessions. Sessions will be organized around the following six tracks:

- Envisioning 2015: The Future of the Accountability Profession
- Building and Sustaining Strong Internal Controls
- State and Local Governments – Challenges, Strategies and Innovations
- Improving Public Performance: Transforming Data into Results
- Intergovernmental Financial Management: Collaboration or Frustration?
- Technology, Tools and Techniques for the 21st Century

Katrina Relief Effort Tops $18,600—Funds Distributed to Affected Chapters

Thanks to the generosity of AGA members, we received $18,615 in contributions to the ongoing Hurricane Relief Effort. And, we are pleased to report that checks have been distributed to those AGA chapters with members that were severely affected by the hurricane. The Montgomery and Jackson Chapters were each sent $5,000 checks and the New Orleans Chapter was sent a $10,000 check. The need continues, so if you'd like to contribute, please make your checks payable to AGA, note "Hurricane Relief Effort" in the memo and send them to AGA, 2208 Mount Vernon Avenue, Alexandria, VA 22301-1314. To contribute via credit card, please contact John Harris with the Finance Department at 703.562.0360, or fax your information to 703.519.0039. All donations are tax deductible (Federal Tax ID #53-0217158).

AGA National Awards

A Proud Tradition—Paying Tribute to the Best and the Brightest

AGA’s National Awards Committee is now accepting nominations for our 10 National Awards that recognize the leaders advancing our profession and setting the standards of excellence:

- Robert W. King Memorial Award
- Einhorn-Gary Award
- Frank Greathouse Distinguished Leadership Award
- Achievement of the Year Award
- Educator Award
- Cornelius E. Tierney/Ernst & Young Research Award
- Special Achievement Award
- Chapter Education Award
- Chapter Service Award
- Community Service Award

These awards will be presented during AGA’s Professional Development Conference and Exposition in San Diego, CAL June 18-21, 2006. In many cases, individuals do not have to be members of AGA to be eligible. All nominations are due by Friday, March 3, 2006. Visit http://www.agacgfm.org/membership/awards/ for all nomination forms or for more information contact Rosanna Ortiz at rortiz@agacgfm.org. The Awards Committee will select the award recipients by April 7, 2006.

AGA National Academic Scholarships

Are you or a family member pursuing undergraduate or graduate studies in disciplines such as accounting, auditing, budgeting, economics, finance, information technology, public administration, etc.? If so consider applying for an AGA National Academic Scholarship today!

Each year, AGA National awards:

- Up to six $1,000 full-time merit scholarships to AGA members and their family members,
- Up to two $500 part-time merit scholarships to AGA members and their family members, and
- One $1,000 community service scholarship.

The deadline for receipt of applications is March 31, 2006. Apply now and take full advantage of your AGA membership. To download a copy of the application go to http://www.agacgfm.org/membership/awards/ or contact Rosanna Ortiz at rortiz@agacgfm.org. The Awards Committee will select the scholarship recipients by May 5, 2006.
# Membership Application

## I. Name & Mailing Address

- **Mr.**
- **Mrs.**
- **Ms.**
- **Dr.**
- **Prof.**
- **Male**
- **Female**

### Preferred Address

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### Zip/Postal Code

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### Office Address

<table>
<thead>
<tr>
<th>Office Address</th>
<th>Apt/Suite</th>
<th>City</th>
<th>State/Province</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

### Business Phone

<table>
<thead>
<tr>
<th>Phone</th>
<th>Business Fax</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</table>

### Email

<table>
<thead>
<tr>
<th>Email</th>
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<tbody>
<tr>
<td></td>
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</tbody>
</table>

## II. Business Information

### Job Title

<table>
<thead>
<tr>
<th>Job Title</th>
<th>Dept.</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</tbody>
</table>

### Employer: (Government):

- **Federal**
- **State**
- **County**
- **City**
- **International**
- **Private**
- **Academic**
- **Retired**
- **Other**

### Responsibility Area:

- **Accounting**
- **Budgeting**
- **Financial Management**
- **Program Management**
- **Information Systems**
- **Auditing**
- **Other**

### How did you hear about AGA?

- **Friend/Co-Worker**
- **AGA Chapter**
- **AGA Conference**
- **AGA Publication**
- **Employer**
- **AGA Website**
- **COFO Program**
- **Chapter Meeting**
- **Direct Mail**

### Age:

- **Below 25**
- **26 - 30**
- **31 - 35**
- **36 - 40**
- **41 - 45**
- **46 - 50**
- **51 - 55**
- **56 - 60**
- **61 - 65**
- **66+**

Please list any other financial management or accounting associations you are a member of:

### Education

<table>
<thead>
<tr>
<th>Highest degree attained</th>
<th>Accreditation and Certificates</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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</table>

## III. Sponsor's Name

(Depending on applicable)

<table>
<thead>
<tr>
<th>Member ID #</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

## IV. Membership Data/Dues

Please choose a membership category and fill in the appropriate dues from the list on the back of this application. Contact AGA Customer Service Center at 800-AGA-7211 to find out about our various membership categories.

### Full Government — $250/year
- This class of membership requires three or more years of government experience, involving the professional performance of financial management activities in an operational or administrative capacity. This class is also available to individuals with similar experience outside the government who are engaged in educational activities having the same objectives as the Association or who have made a significant contribution to the improvement of government financial management.

### Private Sector — $150/year
- This class of membership is available to individuals working in the public sector and supporting AGA’s mission and goals.

### Early Career — $45/year
- This class of membership is available to government employees with less than three years of experience.

### Student — $15/year
- This class of membership is available to college/university students.

### Primary Chapter Dues

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Memberships</th>
<th>Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

### Additional Chapter Memberships

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### V. Method of Payment

- **Check enclosed** (make checks payable to AGA)
- **Charge to:**
  - **Visa**
  - **MasterCard**
  - **AMEX**
  - **Discover**

### Total Amount Enclosed

### Card Number

### Expiration Date

### Signature

Twenty-five percent of national dues pays for a member subscription to *The Journal of Government Financial Management*

Source Code: 184
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