

ABOUT OUR UPCOMING EVENTS

JUNE 2, 2006

GOLF TOURNAMENT TO BENEFIT THE ALBANY MEDICAL CENTER CHILDREN'S HOSPITAL AT THE VAN PATTEN GOLF CLUB, CLIFTON PARK, NY

JUNE 7, 2006

AWARDS CELEBRATION LUNCHEON AT THE WOLFERT'S ROOST COUNTRY CLUB, VAN RENSSELAER BOULEVARD, ALBANY, NY

JUNE 18-21, 2006

AGA'S 55TH PROFESSIONAL DEVELOPMENT CONFERENCE AT THE SAN DIEGO MARRIOTT HOTEL AND MARINA, SAN DIEGO, CA

RESERVATIONS: ONLINE AT WWW.AGANYCAP.ORG OR CONTACT KAREN LYDON AT (518) 286-2622 x 100 OR REGISTRAR@AGANYCAP.ORG
 NO-SHOWS WILL BE BILLED THE FULL COST OF THE EVENT.



Chapter Receives Several National Awards (Again)

Congratulations are in order again this year for the many hardworking Chapter members who are going to be honored in several National AGA award categories. It was another stellar year for us.

Not surprisingly, the New York Capital Chapter again receives an award in AGA's Chapter Recognition Program. This award recognizes individual chapter performance and provides a standard by which each AGA chapter maintains a well-rounded operation for the professional growth of its members. Our Chapter has won this award every year in memory and, this year, we are again at the "platinum all-star" level. We attained this award for excellence in chapter administration, membership growth, educational programming, communications, and community service. **Jim Nellegar** will accept the award on behalf of our Chapter at the AGA Professional Development Conference in San Diego, CA.

Dianna Jones-Ritter will be honored at AGA's San Diego PDC with a special National President's Award in recognition of her outstanding service to AGA and her excellent leadership as co-chair of the 2006 National Leadership Conference.

Laura Brown again won an award in the Chapter Website Award Competition for her exemplary efforts designing and maintaining the Chapter's website and **Roger Mazula** won an award in the Chapter Newsletter Competition.

Our Chapter has won top honors in the National Education Award every year since the award was offered. This year, our special thanks go to **Linda Zinzow**, Vice President for Programs and Education. Our Chapter offered more than 100 CPE credits this year.

Come to the June 7th Annual Celebration Luncheon at the Wolfert's Roost Country Club and see who will receive the local awards will also be given to recognize outstanding Chapter service this year.



CAPITAL IDEAS

PUBLISHED BY: NEW YORK CAPITAL CHAPTER
ASSOCIATION OF GOVERNMENT ACCOUNTANTS

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President's Message

from
Jim Nellegar



Dear Chapter Members:

Another year is in the books — the 28th for our Chapter. It has been a great experience working with such a dedicated group of professionals for the last year — and one that I encourage all of our Chapter members to pursue. Chapter leadership is an excellent way to gain experience in the governance process; build your professional network; and contribute to governmental accountability by advancing professional education, development and research.

“Leadership and learning are indispensable to each other.”

- John F. Kennedy (1917 - 1963)

(speech prepared for delivery November 22, 1963)

If you are interested in becoming a Chapter leader, you can learn more by visiting our web site at: http://www.aganycap.org/chapter_governance/leadership.htm.

...And We Thank You for Your Support

AGA National will again recognize the overall excellence of our organization by presenting us with the **Platinum Chapter Award for 2005-06** at its 55th Annual Professional Development Conference & Exposition in San Diego, CA.

In a sense, we've become more than a chapter over the years — we are also a local institution that is recognized throughout upstate New York as a leading educational resource for the accountability professions. As an organization, we continually build on the successes and traditions of our past and receive national recognition, year over year, for achieving excellence in all operational areas. This year's Chapter Executive Committee (CEC) has been fortunate to have the opportunity build on such a strong foundation. **To those Chapter leaders that served on the CEC before us — we thank you.** Your vision, accomplishments and management philosophies provided a clear path for this year's efforts.

I would also like to acknowledge the past presidents that served on the 2005-06 CEC for all of the advice and assistance they provided me during the course of the last year: **Jim Cox, Ray Harris, Kirk Schanzenbach, Lori Vaccaro and Linda Zinzow.** Your help was invaluable and greatly appreciated.

SPECIAL NOTICE

For BONUS newsletter content, get the digital version of *Capital Ideas* at the Chapter's Internet website: <http://www.aganycap.org>

Most of all, my thanks to this year's Chapter officers. Your operational plans were innovative, comprehensive and challenging. You really did build on the successes of the past and the few words I've written below cannot possibly do justice to the time, talent and energy you committed to our Chapter — or adequately communicate all that you have achieved.

In the Rear View Mirror, Objects Are Larger Than They Appear

As we put 2005-06 behind us, and I recount the achievements of our officers, directors and committee members for our annual report to our National office, their accomplishments seem even more remarkable than when they planned them:

Budget, Finance and Chapter Governance:

Congratulations to the (new) Budget and Finance Committee (**Kirk Schanzenbach, Chairperson and committee members Michael Abbott and Brian Gee**) for their efforts to bring us a balanced budget and strengthen our financial controls. Among their accomplishments for the year was establishing an operating reserve of \$20,000 for the Chapter and taking on the task of actively monitoring our Chapter's financial performance and condition. Special thanks go to **Jill Flinton** for coordinating our Chapter's first full financial audit and drafting our new audit policies.

The Strategic Direction and Bylaws committee did a great job of updating our bylaws and procedures this year (which is truly a large undertaking). Our thanks also go out to outgoing **Directors Karen Stackrow and John Samaniuk** for all of their efforts on behalf of the Chapter.

Our best wishes to outgoing **Chapter Secretary, Shelly Taleporos** for her remarkable efforts in tracking the motions, discussion, resolutions and action items at our CEC meetings for the past three years. Congratulations to Shelly, also, on the birth of her daughter, **Alexa Grace Taleporos**, in February of 2006! Thanks also go to **Jim Cox, Chairperson of the Chapter Awards Committee** for his efforts in coordinating our annual awards luncheon and laying the groundwork for a new Chapter award to recognize outstanding achievements in government accountability (more details to come in 2006-07).

Certification - For the first time, our Chapter sponsored a review course for the Government Financial Manager (GFM) exam. Under the direction of our **Vice President for Certification, Amanda Zibella**, we provided the review class — and 48 hours of CPE credit — over two, three-day sessions in the fall of 2005. Our Chapter also welcomed six new CGFM's in the 2005-06! Congratulations to our new CGFM's, **Jill Flinton, Catherine Hendrickson, Lori Vaccaro, Mark Mitchell, Scott Ray and Sigrid Coons.** A

special thanks to **Chapter Director Jill Flinton** for serving as the Acting Vice President for Certification during Amanda's maternity leave and our congratulations to Amanda on the birth of her son **Zachary Zibella** in November 2005! Kudos also go to **Amanda Zibella and Kirk Schanzenbach** for representing the AGA on the Joint Committee for Promoting Professional Certification. This committee is comprised of representatives from all of the major accounting, audit, finance and information systems associations in our region — they are working diligently to advance the use of professional certifications in government hiring and promotion processes.

Community Service – Under the direction of our **Vice President for Community Service, Ann Marsh**, our Chapter presented an outstanding community service program again this year. Our Chapter sponsored two charity golf tournaments, a Valentine's Day event for veterans at the Stratton Medical Center and sold raffle tickets to benefit hurricane victims and Albany's Trinity House. A special thanks to **Fuller and O'Brien Insurance** for underwriting our purchase of raffle prizes and to **incoming Vice President of Membership Thalia Davis** for obtaining their support. Our members also participated in seven other charity events throughout the year, including: a membership drive for WMHT; volunteering at the Albany's Lights in the Park event for the benefit of the Policemen's Athletic League; a bowl-a-thon for Big Brothers/Big Sisters; a blood drive; and providing free income tax preparation assistance to low income and elderly individuals and military staff through the Internal Revenue Service's Voluntary Income Tax Assistance (VITA) program. **Special thanks to Wally Donnelly and all of the members of the VITA team.** The Build Your Money Coalition, a partnership of community, social, religious, education, business, and government agencies dedicated to promoting financial stability and asset building for families, recognized our Chapter's support of the VITA program in a May ceremony at Catholic Central High School in Troy.

The number of Chapter community service projects illustrates our organization's level of commitment to giving back to the community. **Our thanks also go out to all of the community service committee members and volunteers** that made these events such a success!

Communications: Vice President for Communications and Newsletter Editor, Roger Mazula brought us five issues of our award-winning newsletter, *Capital Ideas*, during the year. AGA National will recognize Roger for his pace-setting efforts, once again, at its June conference. AGA's Newsletter Editor Contest is designed to bring recognition to chapters producing the best newsletters — and Roger always has us at the top of the list! Roger also spearheaded our efforts

to create a new print format for our newsletter in 2006, providing our Chapter with a significant savings on publishing costs. **Web Coordinator Laura Brown** launched a completely revised and “printer-friendly” version of our Chapter web site in August 2005 that incorporates dynamic content and stronger site navigation. AGA National will recognize Laura at its June conference as well. Laura has won recognition *every* year she has served as Web Coordinator — a remarkable accomplishment. Our thanks also go to our **Vice President of Marketing, Nancy Varley** for her efforts in promoting all of our Chapter events and to **Ann Marsh** for coordinating all of the Chapter’s electronic notifications to our members throughout the year.

Education: Our education program is truly a distinguishing characteristic of our Chapter. Under the direction of our **Vice President of Education, Linda Zinzow**, we offered over 100 CPEs to our members this year — an all time high! Once again, our Chapter has earned national recognition for its outstanding efforts to provide high quality and affordable continuing professional education programs and opportunities by winning **AGA’s National Chapter Education Award**. Our Chapter has earned this award for the fourth year in a row — *every* year since the award was created in 2002-03! In addition to the new opportunities offered through the GFM review course, this was the first, full year of audio-conference offerings presented in cooperation with AGA National. Audio conferences provide a value component to our educational program and reflects our Chapter’s commitment to make continuing professional education affordable to all of our members. Our thanks also go to **Chapter Registrar Karen Lydon** for all of her efforts throughout the year and to all of our **education committee members** for their commitment to making every event a success!

Membership: With almost 450 members, our Chapter is one of the largest in the country, due largely to promotion of the ADVANTAGE program at the employer-level and by sponsoring membership and recruiting events. **Vice President of Membership Sandra Schleicher and our membership committee members** visited local employers and schools, including SUNY Albany, to tell them about the benefits of the AGA membership. Those efforts were very fruitful as we welcomed 72 new members to our Chapter, including ten students. The membership committee sponsored the annual “Kick-Off” breakfast at the Wolfert’s Roost in September and the “How Did I Get To Be Me?” breakfast series. Special thanks to **incoming Treasurer Suzanne Trzcinski** for the home-made chocolates she made for our kick-off breakfast and holiday luncheon.

(Renewal) Seasons Greetings

We are near the end of membership renewal season. If you haven’t renewed your membership, please take a few minutes to renew on-line at: <http://www.agacgfm.org/membership/join> and please pass along the benefits of membership to friends, colleagues and organizations (who can take of our ADVANTAGE group membership program) that you think may be interested in joining our association.

June Awards Luncheon

Our Chapter will hold its annual business and awards luncheon on June 7th at the Wolfert’s Roost in Menands. The price is \$10 for members. Sign-in begins at 11:30 followed by a buffet lunch at 11:45. Our business and awards ceremony will start promptly at 12:30. We hope to see you there as we celebrate the success of so many of our Chapter members and pass the gavel to **incoming Chapter President, Marcella Junco**. You can register for this event at: http://www.aganycap.org/education/events/june/awards_registration_form.asp

Useful Web Sites

On-line, collaborative web sites can be useful in your professional and personal lives. The Wikimedia foundation, for example, has created a family of collaborative projects including an encyclopedia (Wikipedia.com) and a “How-to” site (Wikihow.com). At Wikihow.com (beta) you can read up you can read articles on how to improve government finance and reconcile a general ledger account. There are also articles on items of personal interest such as, how to get an upgrade to first class. <http://www.wikihow.com/Get-an-Upgrade-to-First-Class>. Cool. Does it seem like your younger co-workers, or maybe your kids, are talking in code? Need a translation? Try the www.urbandictionary.com. This collaborative dictionary of slang is interesting, eye-opening and even a little shocking.

Thanks again to everyone who contributed to making this a successful year for the AGA New York Capital Chapter. Have great summer!

Sincerely,
Jim Nellegar
Chapter President

Advancing Government Accountability

Surf over to the New York

Capital Chapter’s Website

<http://www.aganycap.org>



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The Year in Review for Certification by Amanda Zibella, Chapter Vice President for Certification



The 2005-2006 year was my first full year of being the Vice President of Certification. As this program year comes to an end, I reflect back to what a year it has been for the certification program as well as myself.

Last summer, the year began through many meetings to discuss hosting the Government Financial Manager (GFM) six day course here in the capital region. We decided to have the training with 48 CPEs available during the days in September and October. The six days were broken out by course geared towards the Certified Government Financial Manager (CGFM) exam. We had two outstanding instructors, Dexter Peach, a retired Assistant Comptroller from the United States General Accounting Office and Virginia Kinakin, retired from the Department of Defense. The attendees were from different NYS agencies with most taking all six days of training. The days were filled with great information sharing by all. Also, the capital chapter offered a bonus for the individuals attending the training. We offered a \$100 rebate towards their exam fee to AGA members who completed the six day GFM course and passed the three exams by May 31, 2006.

The certification committee coordinated an event with the membership committee to visit with auditors from OSC in Rensselaer to discuss the step by step process of earning the CGFM designation as well as promoting the advantages of membership to our chapter.

The beginning of February brought the annual Certification Panel event at the Holiday Inn Turf to promote the various professional designations. The event was well attended with close to seventy interested individuals from across state agencies.

Throughout the year, the certification committee attended meetings with the Joint Committee for Professional Recognition. This group includes other professional organizations to encourage NYS agencies to consider professional designations in their hiring and promotion process. In the beginning of June, the committee will be hosting a breakfast roundtable event with directors from

various state agencies to continue this quest for promoting certification through the hiring process.

During the upcoming June awards luncheon, the certification committee will recognize our six new CGFMs with an AGA embroidered executive saddle bag. Our new CGFMs are: Jill M. Flinton, CGFM from the U.S. Department of Health and Human Services; Catherine R. Henderickson, CGFM from the New York State Department of Motor Vehicles; Lori Ann Vaccaro, CGFM, CPA from New York Presbyterian Hospital; Mark B Mitchell CGFM from the New York State Energy Research and Development Authority; Scott Ray, CGFM from the New York State Department of Labor; and Sigrid L. Coons, CGFM from the New York State Education Department. We applaud them for their hard work and dedication to their profession.

Last but not least, the birth of my son, Zachary Michael in November. Apparently, he did not want to wait for his due date in December. I believe he wanted to see how flexible I would be in order to adjust my calendar for his arrival. He's now six months old and a wonderful little boy.

It has been a great year for the certification program here in the capital region. I look forward to continuing the great successes of the Chapter.

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New Chapter Award Established

The New York Capital Chapter has established a new award entitled, *Outstanding Achievements in Government Accountability Award*. The purpose of this award is to formally recognize government employees who have demonstrated sustained outstanding leadership and notable contributions in government accountability, and to encourage increased interest, growth, development, and distinctive leadership in the field of financial management.

- Individuals nominated must have been employed in government service at the time the work being recognized was performed.
- Nominees do not have to be AGA members.
- Individuals or government units may make nominations.
- The Chapter Awards Committee must receive the nomination by February 28th.
- The Chapter Awards Committee will make a decision prior to April 30th.
- The Chapter will formally recognize the recipient at our annual awards and recognition ceremony.

Outstanding leadership must have been sustained over a period of years and must have been demonstrated both on the job and by significant contributions to the profession. The Chapter Awards Committee will use the following criteria to evaluate and rank nominees. Therefore, for each key factor listed below, describe in specific terms, the work or contribution that justifies the nomination.

- Exceptional initiative over a period of years that resulted in savings or increased effectiveness in use of resources (worth 40 points).
- Distinctive leadership and professionalism (worth 40 points).
- Innovative thinking (worth 20 points).

Registration Now Open for AGA's New Fraud Conference

Join us in Atlanta for AGA's First National Internal Control & Fraud Conference, to be held September 25-26, 2006 at the Hyatt Regency Atlanta Hotel.

With a theme of "Fraud Prevention and Detection: The Newest Tools and Techniques," the conference will focus on management's responsibility for ensuring a good system of internal controls and the role of all accountability professionals in minimizing the risk of fraud, waste and abuse. Hear from leaders in government and private industry who will discuss the latest discovery techniques and lessons learned from various schemes, and how different levels of government are cooperating to improve services to citizens.

Register now and secure your place at AGA's newest educational and networking event!

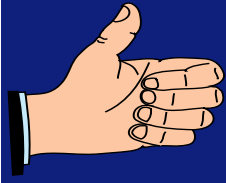
What Else Is in the Internet Edition of the Newsletter?

Steps for Telecommuting Success
Chapter Executive Committee Minutes
Early Careers Resume Tips
Internet Security and SPAM
CGFM News
Slate of Officers and Directors

How Did He Get to Be Him?



Former Chapter President Robert H. Attmore is interviewed by Mary Peck in the latest installment of our Breakfast Club "How Did I Get to Be Me." Mary put Mr. Attmore on the hotseat with some probing questions about how his career evolved from auditing at Deloitte, to heading the audit functions at the Office of Mental Health and the Office of the State Comptroller, and retiring from State service to become Chairman of GASB.



“Member Items”

2006 Chapter Awards Ceremony

Chapter Service Certificates

Michael Abbott, CGFM
John Brennan, CGFM
Jennifer Brown
Eileen Chambers
Marty Chauvin
Linda Cioffi, CGFM
Karen Cushman
Thaila Davis
Dick Gerard, CGFM
Randall Griffin
Maria Guzman
David Hancox, CGFM
Deborah K. Harrington
Emily Kunchala
Karen Lydon
Anne Marie Miller
Susan Motler, CGFM
Mary E. Peck
Lori Russo
Marisol Pereira-Salazar
Gary Simpkins, CGFM
Karen Stackrow
Nancy Taylor
Daniel Towle
Suzanne Trzcinski
Lori Vaccaro, CGFM
Brad Woolworth

Chapter Service Awards

Laura Brown, CGFM
James Cox, CGFM
Wally Donnelly
Jill Flinton, CGFM
Brian E. Gee
Raymond H. Harris, CGFM
Marcella Junco
Ann M. Marsh
Roger C. Mazula, CGFM
Sandra M. Schleicher
Shelly A. Taleporos
Nancy J. Varley
Amanda Zibella
Linda Zinzow, CGFM

Distinguished Chapter Service Award

Kirk Schanzenbach

Tone from the Top Excellence Award

Rick Hannmann, CGFM
John Samaniuk, CGFM

Chapter Champion Award

Linda Zinzow, CGFM

Welcome New Members

We wish to welcome the following new members to the New York Capital Chapter who joined during the last two months:

- **Tania Atria, Donna Greenberg, Stacey M. Potaczala,** and **Altagracia C. Rodriguez** from the Office of the New York State Comptroller
- **David J. Marlowe** from the State University of New York
- **Lisa Nerf** from the New York State Department of State
- **D. Christopher Puls** from KPMG LLP
- **Keith E. Foley, CGFM** from the New York State Department of Motor Vehicles

New York Capital Chapter Membership Statistics As of April 30, 2006

Beginning Balance	448
Additions	89
Deletions	<u>91</u>
Ending Balance	446
Percent of Goal	
Base Growth	91%
New Member Acquisition	79%
Retention	93%

Chapter Recognition Program New York Capital Chapter 2005-06

Section	Total
Chapter Leadership, Planning and Participation	3,525
Education and Professional Development	8,650
Certification	10,600
Communications	5,450
Membership	2,175
Community Service	6,450
Awards	<u>5,900</u>
Total	<u>42,750</u>
Goal	10,000
Percent of goal	427.5%

Charity Golf Tournament to Benefit the Children’s Hospital

The local chapters of the AGA, IIA and ISACA are co-sponsoring a golf tournament to benefit the Albany Medical Center Children’s Hospital and you are invited to participate.

On June 2, 2006, there will be 18 holes of golf in a scramble format at the Van Patten Golf Club in Clifton Park starting at 8:00 a.m. The day will include an awards ceremony with lunch after golf. The cost of the event is \$65 per person, with the proceeds to benefit the hospital.

To register, visit the Chapter’s website at www.aganycap.org



It’s a Girl

Francine Marzinsky had a baby girl, Samantha Jane, born May 1, 2006.





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Five Steps to Telecommuting Success

May 2006 (SmartPros) - Thanks to technological advancements, telecommuting continues to grow in the United States. Greater flexibility and a healthy work/life balance are obvious benefits for workers. And, for employers, telecommuting, either as part-time or full-time, can retain employees. However, many employers are still concerned that telecommuting won't work for their firm.

Whether you're an employee looking to convince your boss of its benefits, or you're a manager who wants to make it work, a successful full-time telework arrangement begins with five important steps.

1. Have a honeymoon period for each teleworkers

Give each employee a defined period of time to adjust to the work-at-home environment. For the at-home worker, it may take some time to get used to the LACK of distractions. Meetings, coffee breaks, and co-worker chit-chat offer necessary breaks in the long work day. Work-at-home staffers can become unmotivated because they don't have social interaction. On the flip side, they can become hyperfocused and burn out.

This work arrangement is not for everyone; if at the end of the honeymoon the worker is not meeting expectations, make the necessary adjustments.

2. Schedule regular, "check-in" conference calls

Telecommuters should have measurable daily or weekly goals. Scheduled conference calls can keep the employee on track and the employer in the know.

3. Include at-home employees in work (office) happenings

Just because they work from home doesn't mean they shouldn't be a part of the office environment. They should be included in company-wide email announcements, and they

should be contacted when their expertise is needed for a project. They also need career growth options, including training, professional conferences/sessions, and promotions.

According to a Bay Street Group survey that asked accounting professionals to list the challenges of working from a small-office or home-office, half said "isolation from peers" was the greatest challenge. The key to success, according to 56 percent, is "good communications with co-workers and clients."

4. Provide quality tech support

Telecommuters should have quality technology, including a reliable computer and network, a high-speed Internet connection, a printer/copier/fax, and all the necessary software. The Bay Street Group survey found that 64 percent who work outside a large office attribute "the right technology setup" as a secret to success.

5. Continuously improve the process

Employers who haven't had a good experience with this in the past need to look at how they can improve it for next time. Refrain from blaming the employee.

The employer is just as responsible for the employee's performance when she works from home. (Managers who have had workers crash and burn as telecommuters know this all too well.) Establish a specific protocol for those who work from home.

Know that the telecommuting isn't for everyone. (See Tip #1.)

...64 percent who work outside a large office attribute "the right technology setup" as a secret to success.

Early Careers Center

Use Your Resume to Help Negotiate a Higher Salary

by Deborah Walker, CCMC



Most job seekers believe that salary negotiation starts once they have an offer in hand, but nothing could be farther from the truth. In fact, your resume can make the difference between negotiating at the top end of the salary range—or the bottom end—in your next job offer. If that sounds strange to you, consider the following points:

- * A prospective employer’s first impression of you is created entirely by your resume.
- * The employer’s first impression of you will assign a value and build a level of urgency for the employer to contact you—before someone else does.
- * First impressions are nearly impossible to change.

If your resume sells your skills short, then you can’t expect to receive offers at the upper end of your salary scale. Your current resume could be losing you thousands of dollars in income power. By making a few key changes in your resume now, you can position yourself for higher salaries in the future.

There are three resume strategies for promoting high salary negotiation success:

1. Show that you are a high return on investment with quantifiable results.

Many job seekers throw around the phrase “results oriented”, but they fail to back it up with concrete evidence—leaving the reader to conclude otherwise. You may feel that you have no quantifiable evidence of your value in previous jobs, but every job has quantifiable results that can better reflect your worth on your resume. Revenue, sales dollars and material costs are not the only results that use numbers.

Consider using the number of man-hours saved in process improvements, the percentage of repeat customers, or the number of peers helped by a particular efficiency to help reflect your abilities. Every employee is hired to solve problems, and most problems have some quantifiable element at their core.

2. Illustrate the breadth of your experience.

Notice the use of the word “breadth” rather than “length” of experience. Just because a candidate has been doing a job for a long time does not necessarily mean he is worth more. Breadth of experience focuses on quality, not quantity.

There are two key ways to express breadth of experience:

- * Industry knowledge
Since industry expertise is usually in high demand, you can show your value through insider understanding of industry issues.
- * Transferable skills
If your career spans many industries within the same occupation, highlight the transferable skills that have enabled you to bridge the gaps from industry to industry.

3. Entice the reader to want to know more about you.

Job seekers often make the mistake of assuming that the job of their resume is to inform the reader. Not so! The ONLY job of your resume is to entice the reader to want to know more about you.

What that translates to is an understanding of what to include and what to leave off your resume. Too much detail can distract the reader and lose his interest, but not enough information, and the reader will wonder what you have been doing with your life. A proper balance between detail and result will win the reader’s interest and leave them saying, “I’ve got to call this guy for an interview today!”

A professional resume writer can create a resume that sells you as a high return on investment. By portraying you as someone with great breadth of experience and a wide range of critical skills, potential employers will see you immediately as someone of high value, building their vision—and your self-confidence—of you in the upper end of the salary scale.

New York Investigation Reveals Massive Privacy Breach Government Technology

New York Attorney General Eliot Spitzer recently announced a settlement to address what may have been the largest breach of privacy in internet history.

The settlement with Datran Media, a leading e-mail marketer, follows an investigation that identified the improper disclosure of the personal information of more than six million American consumers.

“With this case, we hope to set a new standard for internet marketers and consumer research companies,” Spitzer said. “Personal information secured through a promise of confidentiality must always remain confidential.”

Datran was alleged to have improperly used information it had obtained from several companies that compile and sell information on consumers.

The largest such company, Gratis Internet, had assured consumers on several web sites it owned and operated that it would “never lend, sell or give out for any reason” the information provided by users. Among the sites on which Gratis collected user information were “freeipods.com” and “freedvds.com.”

The Attorney General’s investigation revealed that Datran knew of Gratis’ promise to consumers when it purchased the consumer lists. But after obtaining these lists, Datran sent millions of unsolicited e-mails to the listed consumers.

The seven million files that Gratis sold to Datran is believed to be the largest deliberate breach of a privacy policy discovered by U.S. law enforcement to date.

Under an Assurance of Discontinuance with the Attorney General, Datran has agreed to pay \$1.1 million as penalties, disgorgement and costs. Datran must also:

- Destroy the information obtained from Gratis and the other list sellers at issue;
- Avoid acquisition of any personal consumer information without first independently confirming that such acquisition is permissible under relevant seller privacy policies; and
- Appoint a Chief Privacy Officer or other employee to oversee privacy compliance efforts.

Spitzer noted that Datran cooperated fully with his office’s investigation, and that the company began improving its list purchasing and due diligence practices in April 2005, just prior to the commencement of the investigation.

Spitzer’s office is continuing an investigation into Gratis and other companies that compile and sell consumer information.

This matter was handled by Assistant Attorney General Karen Geduldig of the Attorney General’s Internet Bureau, under the direction of Ken Dreifach, Chief of the Internet Bureau, and with the assistance of fraud analyst Siby Thomas.

Feds Shut Down Spam Ring for Good

by Joris Evers, Staff Writer, CNET News.com

In a deal with the Federal Trade Commission and the state of California, the people behind a prolific spam operation have agreed to pay \$475,000 and refrain from illegal activity.

The deal, which does not include an admission of any wrongdoing, was reached with Optin Global, Vision Media, Qing Kuang “Rick” Yang and Peonie Pui Ting Chen, the FTC said in a statement.

The defendants “Spammer faces up to two years in jail — Thursday, Jan 12, 2006” violated federal and state laws by sending millions of junk e-mail messages hawking mortgage loans and other products and services, the FTC charged. Consumers forwarded nearly 2 million of the messages to the agency.

The spam operation netted the defendants \$2.4 million, the FTC said. As part of the settlement, they’re required to hand over all

those gains, but most of the money is gone. So they must pay \$385,000 in cash and approximately \$90,000 from the sale of property.

However, if it’s discovered that the defendants misrepresented their financial situation, the entire \$2.4 million will be due, the agency said.

In April 2005, the FTC and the “California spam law may face court challenge — Wednesday, Sep 24, 2003” state of California first sued the defendants, alleging that they had used third-party affiliates to send the unwanted commercial e-mail. The messages included links to Web sites operated by the defendants and violated the “FTC says federal spam law has worked.

Last year, at the FTC’s request, a court ordered a temporary halt to the spamming and froze the defendants’ assets. The settlement announced Thursday ends the litigation.

According to the FTC, the spam e-mail contained false or forged header information; included deceptive subject headings; failed to identify e-mail as advertisements or solicitations; failed to notify consumers they had a right to opt out of receiving more e-mail; failed to provide an opt-out mechanism and failed to include a valid physical postal address—all required by law.

**Association of
Government Accountants
New York Capital Chapter
Chapter Executive
Committee
March 7, 2006 Meeting
Highlights**

National/Regional Items - The Chapter has submitted for three national awards: community service, chapter service and education. Amanda Zibella will not be serving as the regional coordinator for the CGFM. Kirk Schanzenbach has expressed an interest in serving as the Regional Coordinator for Chapter Development and Assistance.

Strategic Direction and By-Laws Committee (SDBC) - The committee met on February 21, 2006. All officers are requested to review the policies and procedures for any updates needed. Updates to the policies and procedures include the addition of timelines for tasks/duties. CEC members should review the by-laws prior to March 31, 2006 and provide updates to Ray Harris.

Audit Committee - All changes to the Audit Committee proposal discussed at the February CEC meeting have been made. One additional change to the proposal was discussed and agreed upon. A new bullet will be added to the document that states "The Audit Committee will also be charged with responsibility for overall monitoring of chapter financial and compliance reporting processes and internal control systems." Also the by-laws will be changed to reflect three year terms for the Audit Committee.

Status Reports – VPs provided status reports on their committee activities.

Certifications – the Panel Discussion was held March 3, 2006. The number of members completing the CGFM exam has increased from the prior year. The committee is working on identifying who will be eligible for the CGFM rebates offered to those members who completed the CGFM review courses and successfully completed the exams within the timeframe. March has been designated CGFM month by the AGA.

Awards – The awards luncheon will be held June 7, 2006. A new Chapter recognition award recognizing outstanding achievements in government accountability is being created. The award emulates the award given at the AGA National level.

Budget/Finance Committee – The pursuit of a bank card and the agreement for joint events will not be done in this fiscal year. The CEC will look into possibly having another committee work with the other organizations to develop an MOU for joint events in the next year. The committee is also looking for another board member to join the committee next year.

Communications – Laura Brown has been working to keep the website current. The 8 page newsletter will be mailed shortly to members. The website version of the newsletter has 18 pages. Extra copies of the newsletter have been ordered for the TCTC.

Community Service – The Bowl-a-Thon for Kids' Sake is March 24, 2006 in Latham or March 31, 2006 in Saratoga. The team needs to raise at least \$300 for each location in order to participate. The golf tournament will be held June 23, 2006.

Education – The committee has offered well over the 40 CPE goal for the year. The majority of the goals for the year have been met by the committee.

Marketing – The committee is working with the Times Union to create an article on the Chapter's participation in the VITA program and community service projects. The committee is also looking into getting TCTC sponsors to also sponsor the chapter in other events.

Membership – The committee accomplished many of its goals including visiting SUNY Albany and recruiting members. The committee is looking to hold a roundtable event in May with new members to encourage participation in the Chapter. Several new members do not have sponsors listed. Sandra Schleicher will be reaching out to those new members to identify a sponsor.

Budget/Finance Committee – The committee has made changes to the PDC Sponsorship Priority and Financing Policy. Most of the changes were made to the timeline. The primary objective of the policy is to send Chapter leaders to promote leadership and knowledge as well as to reward service to the Chapter. Generally the entire priority list has been able to attend the PDC. A motion was passed approving the changes to the policy. A motion was also passed increasing the budget for the current year PDC to \$4,500.

**Association of
Government Accountants
New York Capital Chapter
Chapter Executive
Committee
April 11, 2006 Meeting
Highlights**

Budget/Finance Committee – The committee distributed year-to-date financial statements to the CEC via email prior to the meeting. The financial figures for the TCTC have not yet been finalized, however it appears the figures will be on target with the budgeted amounts. The committee will be working with Marcella Junco to start to develop a budget for the upcoming year.

Regional Items – Chapter officer leadership training will be held in Columbus, OH on May 12 and May 13, 2006. The Chapter would like to send incoming officers. Hotel and food costs will be picked up by AGA National; however, National will only pay the transportation costs for two Chapter officers. The Chapter approved a motion to allocate \$500 to provide airfare and transportation for two additional members to attend.

Awards Committee – The Chapter has submitted nominees for awards for the newsletter, website and community service photo. The first slate of national nominees should be announced shortly by AGA National. The list of PDC attendees from the Chapter has not been finalized. Jim Nellegar is contacting those on the priority list to determine availability for attendance.

Chapter Governance – John Samaniuk will be conducting the annual governance survey. All CEC members are encouraged to visit the website and complete a survey on Chapter governance by April 30, 2006. A copy of the revised Bylaws was distributed to the CEC via email prior to the meeting. Changes to the Bylaws include reformatting and numbering changes as well as expanding the number of standing committees to 5 in order to include the Budget and Finance Committee and the Audit Committee. The Web Coordinator position will be considered part of the Communications Committee and the web coordinator will act as an ex-officio on the CEC with no voting privileges. All CEC members are requested to review the policies and procedures manual and prepare a timeline for their areas of responsibility. Linda Zinzow is the editor for the manual. Once completed, the manual will need to be approved by the CEC.

Audit Committee – The changes discussed at the March CEC meeting have been made and the CEC approved the audit committee policy as amended on April 11, 2006.

Awards Committee – The awards luncheon will be held June 7, 2006 at the Wolfert's Roost Country Club. The cost is \$10 for members and award recipients attend for free. The awards and certificates presented will be similar to those presented in the previous year. The Chapter will also recognize members who have reached milestones in their longevity as members. A new award is being developed by the committee, "Outstanding Achievements in Government Accountability." This award will be presented in the following year.

Membership Committee – The committee will be contacting TCTC attendees who were not members of any of the sponsoring organizations to recruit new AGA members.

Golf Tournament – The annual golf tournament will be held June 2nd, 2006. The website is set to accept registrations. Brian Gee is looking for a volunteer, from the Chapter or from one of the other sponsoring organizations, to take over organizing the event in the upcoming year.

Chapter 30th Anniversary – The chapter will be celebrating its 30th Anniversary in 2007. A committee will be assembled in the upcoming year to organize an event to celebrate the anniversary. Ray Harris will distribute copies of the agenda for the 25th Anniversary to the CEC at the next meeting to use as a guide/starting point for the celebration.

Miscellaneous – Ray Einhorn, a founder of the AGA, recently passed away. The Chapter received a heartfelt thank-you note from the Double H Ranch for the donation received from the TCTC. The next meeting will include a review of goals and accomplishments for each committee for the year.

**Association of
Government Accountants
New York Capital Chapter
Chapter Executive
Committee
May 9, 2006 Meeting
Highlights**

CEC Slate - Marcella Junco provided the CEC slate for the upcoming year. All officer and board member positions have been filled. However, there are still a number of openings on chapter committees.

National Awards – The chapter has been recognized as a Platinum Chapter, exceeding the goals set by AGA national. The chapter has also won the Education Award and the website and newsletter also received recognition.

Policies and Procedures – All changes to the policies and procedures manual should be made by May 17, 2006.

Rally for Retention – AGA national is holding a rally for retention. Each chapter with more than 50% retention of members will be entered into a raffle for free PDC attendance. A list of members who have not paid yet for the upcoming year was provided. The list was divided among CEC members who will contact the individuals on the list.

Governance Survey – The CEC recently completed a governance survey on the officers' page of the chapter's website. The survey was completed by 10 members who rated the governance of the chapter from 1 to 5 in five areas: budget, quality of plan, program, evaluation, and orientation. The final tallies of scores for each section were between 4.3 and 4.7. The results show that improvement opportunities exist in regards to orientation of new CEC members.

Chapter Audit – The chapter has reached out to the membership to find someone interested in performing the chapter's audit. So far, only one person has expressed an interest in performing the audit. The chapter may need to consider increasing the fee provided to the auditor.

Year in Review: Each VP discussed the year's goals and accomplishments for their area.

Awards – All priorities for the committee were accomplished. The committee started the process of creating a new award recognizing "Outstanding Achievement in Government Accountability". The awards luncheon will be held June 7, 2006 at Wolfert's Roost.

Budget/Finance – The budget was approved this past year and the committee developed four new policies the chapter will follow. Quarterly financial statements were presented to the CEC.

Certifications – The committee presented CGFM review classes this past fall with 27 attendees. One person who attended the course and passed all parts of the examination is eligible for the \$100 rebate offer. A panel discussion was held this past year as well. The chapter gained 6 new CGFMs and was the #2 chapter in the nation for new CGFM applications.

Communications – All goals set at the beginning of the year for the communications committee were accomplished. The website has expanded and the newsletter was changed. The committee also maintains a database of member information, which is becoming more accurate.

Community Service – 10 community service events were held in the past year, including Valentines for Vets, VITA, Holiday lights in the Park, and many others.

Education – Over 100 CPEs were offered this past year to members attending the chapter's events. Five audio conferences were held. The chapter will receive approximately \$11,000 in revenue from the TCTC.

Marketing - \$800 in marketing funds were received for the year.

Membership – The committee held two recruitment events at colleges and gained 10 new student members. The committee also held 3 breakfasts and worked to reach out to non-AGA members attending AGA events.

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Nashville Chapter Goes the Extra Mile for CGFM

by Christina M. Camara



AGA's Nashville Chapter has pulled off its own version of a hat trick: gaining high-level recognition of the CGFM credential three times this year.

March was proclaimed CGFM Month by the governor, Tennessee General Assembly and Metropolitan Nashville and Davidson County government.

The proclamation signed by Governor Phil Bredesen says in part that chapter members "are making significant advances both in professional ability and in service to the citizens of Tennessee by mastering increasingly technical and complex requirements." Nashville Chapter CGFM Coordinator Ronald H. Queen, CGFM, CPA, worked with contacts in the governor's office, and this was the second year the chapter was able to persuade the governor to acknowledge the CGFM through the proclamation.

The chapter did not stop at the governor's office, though. The next stop was the Tennessee General Assembly. Luckily, Nashville's AGA newsletter committee editor, Nichole Curtiss, could ask her father for a little help. State Rep. Charles Curtiss sponsored and helped pass a joint House-Senate resolution, also proclaiming March to be CGFM Month. The difference this time, though, was that no year was specified, so the same resolution will go forward every March.

Gerry C. Boaz, CGFM, CPA, AGA's CGFM Coordinator of the Southeast Region and the President-Elect of the Nashville Chapter, said the idea to go a step further was raised during a regional coordinator conference call. Once again, AGA's network helped. Queen contacted his former co-worker, Metro Council member Ginger Hausser, who sponsored the proclamation.

Representatives from the governor's office, General Assembly and the Metro Council were then invited to attend a chapter meeting, giving them even more exposure to AGA. Boaz said a press release was issued to the news media throughout the state, explaining the proclamations, the CGFM designation and a little background on AGA itself.

Nashville's work was part of a national effort to pursue state and local government proclamations declaring March CGFM Month as a way to recognize the program and the

accomplishments of the CGFMs who display the professionalism exemplified by the designation. Thirteen states and six local governments have issued official proclamations and four more states have issued recognition or congratulatory letters or proclamations (http://www.agacgfm.org/cgfm/proclamations_06.aspx)

Boaz said that marketing the CGFM outside of AGA is part of a new, long-range strategy for the chapter. More than half of the Nashville Chapter members have already earned the CGFM designation, and efforts to encourage more members to take the three exams haven't produced many new CGFMs over the last couple of years.

"We decided it was time to change directions and think outside the box to figure out what we need to do to get more people outside of AGA involved and let them know exactly what AGA is about and what the CGFM is about," Boaz said. In addition to educating legislators and government employees, the chapter is also reaching out to the private CPA firms that may be interested in contracting with government to do audit work. The chapter is planning to send out information to every CPA firm in the state that describes AGA, the CGFM Program and the competitive advantage of the certification with a government focus.

Work is continuing within state government as well. While the state Department of Personnel allows various departments to offer salary increases to employees who pass the CGFM Examinations, not every department chooses to do so, Boaz said. Queen is making short educational presentations about the CGFM to personnel directors from various state agencies.

And in an even more ambitious effort, the chapter's CGFM Coordinator and Past National President Charles Harrison, CGFM, CPA, are trying to gain support for changing the job descriptions for certain finance positions in state government so that the CGFM is given preference in hiring. Boaz says the chapter sees this work as a multi-year effort.

The chapter is always looking for new members and new CGFMs, but it's also educating upper-level government officials as to the benefits of the designation, Boaz said. "This approach is trying to work from the top down and from the bottom up at the same time."

From the National President

Sam M. McCall, MPA, CGFM, CPA, CIA, CGAP

Since the February National Leadership Conference, I have had the pleasure of participating in 14 chapter and regional events with three more chapter events planned for the remainder of May. I continue to meet members who are excited about AGA and volunteer a significant amount of their time to provide quality education events for the government financial management community.

In recent meetings, I have had the opportunity to listen to financial experts in federal, state and local government and the private sector and am very pleased to see the continuing presence of GASB members and staff at our conferences. I have also been impressed to see co-chairs of our national conferences take additional time out of their busy schedules to make presentations at chapter and regional Professional Development Conferences. Recently, J.D. Williams, CGFM, former Idaho state controller and now with Oracle, assisted me in loading my presentation on his computer for my comments to attendees. Whenever help is needed, AGA members come together to get the job done.

In April, I attended a joint meeting of the New Orleans and Baton Rouge Chapters in Hammond, LA. These chapter members are to be commended for the courage exhibited in light of the devastation of Hurricane Katrina and the continuing effects on their homes and professional and personal lives. New Orleans Chapter President James Julian, CGFM, sent me a follow-up letter thanking the National Office and local chapters for the tremendous generosity and

compassion provided through AGA donations to the chapter. This year, the New Orleans Chapter has adopted the theme of “We’re Coming Back and Rebuilding Our Chapter, Even Stronger.”

I was also very pleased to receive a letter from Sidney Baurmash of Pompano Beach, FL, thanking your National Executive Committee for reducing life-member recognition from 50 to 40 years. Mr. Baurmash, our 1971-1972 National President stated, “AGA has been indispensable in the advancement of better management and fiscal controls of government, federal, state and local.” We wish the best to Mr. Baurmash and the more than 90 lifetime members recognized this year for being part of AGA for more than 40 years.

In closing, I want to invite everyone to join us in San Diego for AGA’s 55th Annual Professional Development Conference & Exposition— *the* government financial management education event of the year! The conference will be held 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. We have a wonderful program planned with more than 75 concurrent sessions. I look forward to seeing you there.

Take the CGFM Examinations at the PDC

For the second year in a row AGA is offering a great opportunity to take the CGFM Examinations and earn your CGFM at the annual Professional Development Conference & Exposition (PDC) in San Diego. Whether you’ve been thinking about earning your CGFM or have enrolled but found it difficult to find time to complete the three exams, this is your chance to get it done!

To help you reach that goal, we are offering a two-day Intensive Review Course on Thursday, June 15 and

Friday, June 16 and an opportunity to take CGFM Examinations on June 17-19, 2006. The cost of the course is only \$225 for qualified participants, and it offers 18 CPE hours. Special Bonus: the CGFM Examinations taken during this event are free of charge!

This course is designed as a supplement to previous preparation for the CGFM Examinations, so this event is perfect for those individuals who have already attended CGFM training courses or have been studying by using the CGFM study guides. Space is still available, but

enrollment is limited and participants must first apply and be accepted into the CGFM Program, so don’t delay.

More information and a registration form for this event are available on AGA website - <http://www.agacgfm.org/pdc2006/cgfm_exam.htm>. If you have any questions, contact Katya Silver at 703-684-6931 ext. 305 or ksilver@agacgfm.org.

Association of Government Accountants New York Capital Chapter Chapter Executive Committee Slate 2006-07

President	Marcella Junco
Immediate Past President	James Nelligar, CGFM
President-Elect	Brian Gee
Vice President – Certification	Amanda Zibella
Vice President – Communication	Roger Mazula, CGFM
Vice President – Community Service	Ann Marsh
Vice President – Membership	Thalia Davis
Vice President – Education	Michael Abbott, CGFM
Vice President – Marketing	Raymond Harris, CGFM
Secretary	Emily Kuchala
Treasurer	Suzanne Trczinski
Web Coordinator (non-voting)	Laura Brown, CGFM
Historian (non-voting)	Katie Meyer, CGFM
Board of Directors – 2008	Jill Flinton, CGFM
Board of Directors – 2008	Will Reynolds, CGFM
Board of Directors – 2008	James Cox, CGFM
Board of Directors – 2008	Linda Zinzow, CGFM
Board of Directors – 2008	Matthew Lindemann
Board of Directors – 2007	Sandra Schleicher
Board of Directors – 2007	Kirk Schanzenbach
Board of Directors – 2007	J. Dwight Hadley
Board of Directors – 2007	Randall Griffin
Board of Directors – 2007	Edward Cahill

COLT in Columbus



Several Chapter Officers joined other AGA leaders for the first Chapter Officer Leadership Training (COLT) program in Columbus, OH. Pictured are Brian Gee, David Gotlib (our Regional Vice President), Ken Sifontes and John Richberg (from the New York City Chapter), Thalia Davis, Marcella Junco, Ray Harris (representing the National Office), Kirk Schanzenbach, and Joe Guider (from the Trenton Chapter).