



Sponsored by Kansas City Chapter AGA



January 2013

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The Kansas City Courier

PRESIDENT'S MESSAGE

Second 2 None



President's Message

I am retired from the Kansas Army National Guard. I started my career on active duty with the Field Artillery. As part of my commissioned officer's training, I received 12 months of leadership and technical training to prepare me for my first assignment and for future advancement. Over the last 25 years, I have had time to reflect on some of the leadership lessons from my time on active duty.

They taught us the phrase, "Lead, follow or get out of the way." (This sounds harsh I know, but stay with me on this one.) Upon reflection, I realized this was intended to be both instructive and a reminder to all leaders. All of us, regardless of our duty position, are both leaders and followers at any given time. Some of us are granted formal authority as a leader in an organization, but we are still followers to those we report to and even to those we work with. Conversely, those of us in a non-management position would appear to be exclusively followers, but in fact based on our expertise and informal authority may be leaders too. Back to the original phrase, we all have a choice to either fill the role of a leader or a follower. However, we must make that choice; otherwise, we are in the way and should consider "moving out of the way of success." Hard choice, but who ever said leadership was easy?

Congratulations to Bill Miller on his selection as AGA National President-elect. This is a nice "present" for our Chapters 60th Anniversary and recognition of our leadership. The Kansas City Chapter is always in need of leaders, we have an opening in the CGFM Coordinator position. We are looking for someone who has their CGFM certification, preferably a recent recipient. Please contact me if you are interested. We need you.

Mark the dates

- | | |
|-------------------|--|
| January 16, 2013 | Monthly Meeting |
| January 26, 2013 | Sectional Leadership Meeting – Regional (SLMR) |
| February 20, 2013 | Monthly Meeting |
| March 20, 2013 | Monthly Meeting |
| April 17, 2013 | Chapter Spring Seminar |

Mike Melloy
KC Chapter President
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<http://www.facebook.com/agakc>
<http://www.kcaga-cgfm.org/>

Don't forget to visit us at:

<http://www.kcaga-cgfm.org/>

Or join us on Facebook:

<http://www.facebook.com/agakc>



Meeting & Luncheon Information-Wednesday, January 16, 2013

The Kansas City Chapter of the AGA is proud to offer its monthly professional development luncheon at Plaza III Steakhouse (on the Country Club Plaza). Lunch for the January meeting will be a choice of Chicken Caesar Salad, Crabcake Sandwich with fries & cole slaw, or Roast Sirloin Dip with fries & cole slaw. Please remember to provide your lunch choice to Connie Smith when you make your reservation. Please join us and start the new year off with your first CPE.

Current members are encouraged to invite non-members to the luncheons in January and February. Look for individuals who are interested in advancing their careers by learning more through the AGA learning opportunities our chapter offers. A free membership will be given through a lottery drawing for those in attendance at one of these two meetings.

Honored Speaker: Jim Martin, Washburn University School of Business

Time: Wednesday, January 16, 2013
11:30-1:00

Subject: Closing the Federal Deficit Gap (1 CPE)

Location: Plaza III Steakhouse (on the Country Club Plaza)
4749 Pennsylvania Ave, Kansas City, MO 64112

Cost: \$20.00 Members
\$25.00 Non-Members

Reservations: Please call Connie Smith 816-926-3646 or e-mail constance.smith@kcc.usda.gov. before 4:00 PM Wednesday, January 9.

Audio Conferences

February 6, 2013
The Role of Internal Controls in Reducing Improper Payments
2 CPE Hours

February 27, 2013
Getting Started with a Fraud Investigation
2 CPE Hours

For more information on how to register, please see the national AGA Website at www.agacgfm.org/homepage.aspx. Make sure you check the website for upcoming conferences providing additional CPEs and networking opportunities.

CGFM Training

If your new year's resolution included becoming a Certified Government Financial Manager, then mark your calendars. Course 2, Governmental Accounting, Financial Reporting, and Budgeting will be offered November 12-14 at the Harry S. Truman State Office Building Room 493/494. Space is limited for the program, so register early. The first 10 CGFM candidates to register with payment received will receive a voucher to sit for one part of the CGFM Exam at no charge which is a \$109 savings. The training is being offered at a cost of \$450 per attendee. This is a bargain at \$18.75 per CPE hour, which includes the \$89 study guides.

No payment is expected at this time-only commitment to the event. Sign up by contacting Vandee DeVore at 573-751-1987 or email at education@midmoaga.org not later than September 16, 2013.



AGA members form a diverse group of individuals—from students to entry-level employees to senior executives and elected officials—working for local and state governments, school districts and retirement systems, colleges and universities, federal agencies and public accounting firms. With 90 chapters, there are numerous ways for you to become involved with other government financial management professionals. Whatever your role in government financial management, AGA offers a membership package tailored to meet your professional needs and interests.

AGA Member Types

Full Government Member ***\$90/year***

This class of membership requires three or more years of government experience, involving the professional performance of financial management activities in an operational, administrative and/or supervisory 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 contribution to the improvement of government financial management.

Private Sector Member ***\$150/year***

This class of membership is available to individuals working for commercial activities/ventures that are actively engaged in and support AGA's purpose and objectives.

Early Career Member ***\$45/year***

This class of membership is for those who work in private or public sector jobs with less than three years of professional experience.

Student Member ***\$30/year***

This class of membership is available to college/university students.

Retired ***\$30/year***

This class of membership is available to those members who have retired. Call the AGA Customer Satisfaction Center at 800.AGA.7211 to find out more about our retired membership category.

Please contact Alisha Dolt at alisha.dolt@oig.usda.gov with any questions about membership.

Community Service



On behalf of the Kansas City AGA Chapter, we want to thank everyone who donated toys and cash for our December Toys for Tots collection. Your contributions helped to make many kids' holidays just a little bit more special. Not only did it allow them to enjoy a gift, but it also showed them that they live in a community that loves them. Thank you. We collected 4 Santa Claus bags full of toys and over \$100 to donate to the cause.

We had a great 2012 community outreach program with many of you helping to support it. We have additional community outreach programs planned for 2013 and will keep you informed as we get closer to the dates. Let's all have another great year of supporting our community.

*"One's life has value so long as one attributes value to the life
of others, by means of love, friendship,
indignation and compassion."*

Simone de Beauvoir

Must-Have Job Skills in 2013

Ruth Mantell, wallstreetjournal.com

Even as employers remain cautious next year about every dollar spent on employees, they'll also want workers to show greater skills and results. For employees who want to get ahead, basic competency won't be enough. To win a promotion or land a job next year, experts say there are four must-have job skills:

1. Clear communications

Whatever their level, communication is key for workers to advance.

"This is really the ability to clearly articulate your point of view and the ability to create a connection through communication," says Holly Paul, U.S. recruiting leader at PricewaterhouseCoopers, the accounting and consulting firm based in New York.

For job seekers in particular, clear communication can provide a snapshot of their work style to employers. "I can walk away from a five-minute conversation and feel their enthusiasm and have a good understanding of what's important to them," Ms. Paul says.

As office conversations increasingly move online, some workers are losing or never developing the ability to give a presentation, for example. Others may be unable to write coherently for longer than, say, 140 characters.

"Technology in some ways has taken away our ability to write well. People are in such a hurry that they are multitasking," and they skip basics such as spelling and proofing, says Paul McDonald, senior executive director of [Robert Half International](http://RobertHalfInternational.com), a Menlo Park, Calif., staffing firm.

2. Personal branding

Human-resources executives scour blogs, Twitter and professional networking sites such as LinkedIn when researching candidates, and it's important that they like what they find.

"That's your brand, that's how you represent yourself," says Peter Handal, CEO of Dale Carnegie Training, a Hauppauge, N.Y., provider of workplace-training services. "If you post something that comes back to haunt you, people will see that."

Workers also should make sure their personal brand is attractive and reflects well on employers. "More and more employers are looking for employees to tweet on their behalf, to blog on their behalf, to build an audience and write compelling, snappy posts," says Meredith Haberfeld, an executive and career coach in New York.

Ms. Haberfeld has a client whose employee recently posted on her personal [Facebook](http://Facebook.com) page about eating Chinese food and smoking "reefer."

"I saw it on Facebook. Her supervisors saw it," Ms. Haberfeld says.

3. Flexibility

The ability to quickly respond to an employer's changing needs will be important next year as organizations try to respond nimbly to customers.

"A lot of companies want us to work with their employees about how to get out of their comfort zone, how to adapt," says Mr. Handal. "Somebody's job today may not be the same as next year."

The ability to learn new skills is of top importance, says George Boué, human-resources vice president for Stiles, a real-estate services company in Fort Lauderdale, Fla. "We want to know that if we roll out a new program or new tools that the folks we have on board are going to be open to learning," he says.

4. Productivity improvement

In 2013, workers should find new ways to increase productivity, experts say. Executives are looking for a 20% improvement in employee performance next year from current levels, according to a recent survey by the Corporate Executive Board, an Arlington, Va., business research and advisory firm.

"When you are at your job, do you volunteer for projects? Are you looking for creative ways to help your organization," Mr. McDonald says. "The way to really differentiate yourself is to be proactive."

Companies that are considering adding workers in coming years want current employees to operate in growth mode now. "My clients are looking for employees that have a great ability to understand what is wanted and needed, rather than needing to be told," Ms. Haberfeld says.

Even hiring managers need to work on certain skills as organizations consider expanding next year. "The ability to spot talent and hire people has fallen out of use over the last several years," says Ben Dattner, an organizational psychologist in New York. "As the economy turns around, companies will have to work harder to retain talented employees. Companies have trimmed the fat, and now they have to build the muscle."



CGFM Happenings

It's Not just for Public Employees

CGFM: Multiple Benefits for Multiple Clients

Excerpted from an article by Christina M. Camara,,
AGA National Office

*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, and a member of AGA's Corporate Partner Advisory Group (CPAG) recently talked about how the CGFM helped his private sector organization 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.

Having CGFM's on the project team is a good marketing tool for the firm and it gives the government clients the confidence that the contractors are speaking the same language. Smokovich said federal agencies or private firms that contract with government should "buy into" the CGFM. "If you have young people coming into the federal environment or the corporate environment to work with government, it's a good investment."

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>.

**Treasurer's Report
AGA Kansas City Chapter
Statement of Receipts and Disbursements
For Month Ending November 30, 2012**

Bank Account Balance November 30, 2012:

Primary Share Acct	\$ 8,432.61
Signature Checking	7,514.47
Total Bank Balance	\$ 15,947.08

Beginning Book Balance:

Book Balance October 31, 2012 19,842.43

Receipts:

Interest Income:

Savings	0.73
Total Interest	\$ 0.73

Other Receipts:

<i>Total Other Receipts</i>	-
Total Receipts	\$ 0.73

Disbursements:

Fall Seminar Payment to JCCC	\$ 3,645.52
Credit Card fees - October	200.56
Managed Web Business, LLC (Chapter Website) - November	50.00

Total Disbursements **\$ 3,896.08**

Net fund from Transactions/(Loss) for period **\$ (3,895.35)**

Ending Book Balance

November 30, 2012 **\$ 15,947.08**

Less Petty Cash	(100.00)
Credit Card fees - November	(34.52)

Adjusted Balance **\$ 15,812.56**

Chapter Executive Committee—Program Year 2012–2013

Position	Name	Work Phone	Email Address
President	Michael Melloy	816-823-2701	michael.melloy@gsa.gov
President – Elect	Barry Owens	816-467-5011	Barry.j.owens@us.pwc.com
Past President	Oscar Williams	816-997-6939	oscar.williams2@va.gov
Secretary	Carrie Miller	816-926-2853	carrie.miller@kcc.usda.gov
Treasurer	Sean Rathman	816-823-2798	Sean.rathman@kcc.usda.gov
Awards	Michelle Holland	913-715-1826	michelle.holland@jocogov.org
By-Laws / Procedures / Historian / Property	Mark Brandt	816-823-2938	mark.brandt@gsa.gov
CGFM	Vacant		
Chapter Recognition	Barry Owens	816-467-5011	Barry.j.owens@us.pwc.com
Accountability Outreach	Harry E. Heflin	816– 665-3850	hheflin49@aol.com
Communications – Newsletter	Howard Petrie	816-513-1172	howard.petrie@kcmo.org
Community Service Co-Chairs	Nancy Healy	913-551-7713	healy.nancy@epa.gov
	Kimberlynn Outman	816-926-7217	kimberlynn.outman@kcc.usda.gov
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Professional Development-Seminar Coordinator	Leeanna Wilder	913-551-7161	wilder.leeanna@epa.gov
	Rhonda Lucas	816-926-7935	Rhonda.lucas@usda.gov
Liaison for other Professional Organizations	Oscar Williams	816-997-6939	oscar.williams2@va.gov
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