

Chapter President's Message

NEXT MEETING

November 18, 2010

**Crowne Plaza Hampton
Marina Hotel**

700 Settlers Landing Road,
Hampton, VA

11:30 am

**"Differentiating Leadership from
Management"**

Featuring
John Bolino, US United States
Joint Forces Command
and
Army Lt Jeanine McDonnell
Iraq Veteran

One CPE

\$10 for members
\$15 for non members

Payment of cash, check or credit card
accepted in person.

All attendees must RSVP to
Melissa Saunders at
melissa.a.saunders@gmail.com
by November 11th

Upcoming Chapter Meeting:

**January 20, 2011
Norfolk Hilton**

It's that time of year where the leaves are beginning to turn colors and there is a little chill in the air. Which means our fall PDC in Williamsburg, VA at the Williamsburg Hospitality House, on December 9th and 10th is right around the corner. We are finalizing our list of speakers and other preparations in anticipation of a very successful joint venture with our sister chapter, Richmond. A link to the registration form will be included in this newsletter or you can go directly to the link on our website, www.agavapen.org, to register. The conference provides the opportunity to earn 16 CPEs and CPAs can earn their annually required ethics course. I look forward to seeing you there.

I want to thank ODU's Managerial Auditing and Accounting Club (MAAC) for inviting me to speak at their luncheon on October 26th. The club is always looking for speakers at their day and evening meetings, so please consider supporting their efforts, as the MAAC members are members of AGA's student chapter.

Please review the many events and activities that our committee members are planning for the upcoming month. These activities are worthwhile endeavors that help some of the less fortunate people in our community. Therefore, consider providing items for the food collection for the area food banks, Toys for Tots, and blankets and coats to name a few. Also, you can give of your time to help pack nonperishable food items for local shelters and outreach programs.

I encourage each of you to become involved in the chapter. There are many areas where you can volunteer and use your talents. I also want to thank each member that is already giving their time and talent to make this the best chapter it can be.

Thanks for all you do,

*Bradford W. Smith
President
AGA VA Peninsula Chapter*



Chapter President
Bradford Smith

Our October Professional Development Meeting



An Auditor's Evaluation of Internal Controls



About the Speaker – Scott Hale

Mr. Hale is a Director in PricewaterhouseCoopers' Washington Federal Practice with over 16 years of financial audit and accounting experience. Scott primarily leads Financial Management and Internal Controls assessment projects for Federal clients. Prior to joining PwC, Mr. Hale was a controller for a state university in North Carolina. Scott is a CPA licensed in North Carolina and Virginia and received his Bachelors and Masters Degree in Accounting from East Carolina University.

The October chapter meeting at the Norfolk Airport Hilton was very informative. Our speaker, Scott Hale, a financial audit expert, emphasized management's role and responsibility over internal control. As Scott noted, the design and implementation of internal control rests with management.

The types of internal control deficiencies, as well as the important points to consider when assessing internal control weaknesses, were thoroughly discussed. In addition, Scott provided excellent examples of internal control weaknesses.

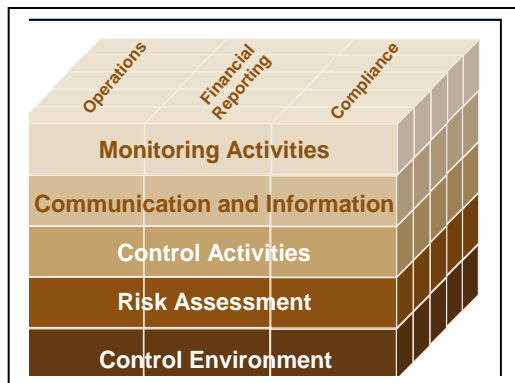
Here are some of the highlights of Scott's presentation:

- True or False -- To express an opinion on a set of financial statements, the auditor is required to understand, rely, and report on the auditee's internal control?

Correct Answer: False. To express an opinion on a set of financial statements, the auditor is only required to understand the auditee's internal control.

- Questions an auditor will ask when assessing internal control weaknesses:
 - Does the weakness relate to a financial statement assertion (i.e. accuracy, completeness, etc)?
 - Is there a reasonable possibility (i.e. more than slight) of the weakness occurring?
 - Could the amount be material to interim or year-end financial statements?
 - Are there multiple/interrelated issues which merit the attention of those responsible for governance or oversight?
 - Do appropriate compensating controls exist?
 - Would a prudent official reach the same conclusion?

A **YES** answer to the correct combination of these questions would typically result in a material weakness.



The building blocks of internal control

Internal control is relevant to the entire organization and should be used to:

- **Achieve the goals and objectives of the organization**
- **Prepare reliable financial statements**
- **Ensure the compliance with laws and regulations**

What's Happening?

This month:

November –Community service events (POC is [Helen Brooks](#)):

- Stockings and bears for Christmas drive.
- Samaritan House (chapter to help hand out stockings and bears).
- Marine Corp Toys for Tots (collection boxes located at agencies).
- Food collection for local area food banks. Chapter will collect food and money donations by members plus make a monetary contribution to each food bank (Southside and Peninsula).



November 18, 2010 – Chapter lunch meeting at Crowne Plaza, Hampton Marina, 700 Settlers Landing Road, Hampton, VA (POC is [Melissa Saunders](#)). Bring a guest!

November 20 -Family Volunteer Day (POC is [Allison Shoemaker](#))

Family Volunteer Day

November Luncheon to Feature JFCOM Speaker

“Differentiating Leadership from Management”

In November, our chapter meeting moves across the water to Hampton and will feature a military influence with two speakers with military related experience.

John Bolino, US United States Joint Forces Command and Army Lt Jeanine McDonnell (an Iraq Veteran) will speak on the importance of leadership and how it differs from management. Plan to attend and RSVP to Melissa Saunders at melissa.a.saunders@gmail.com by November 11th.

Join Emerging Leaders in Giving Back to the Community

By Allison Shoemaker

The November emerging leader event will be a volunteering event. For the third year in a row, we will be helping pack nonperishable food for local shelters and outreach programs on Saturday, November 20th from 8:30am to 12:00pm at Virginia Wesleyan College, Jane P. Batten Student Center. The cost is FREE...it doesn't cost a thing to give back.

If you would like to attend, please RSVP to Allison Shoemaker at ashoemaker@kearneyco.com by Saturday, November 1st and include the number of people that will be attending. Groups are limited to 10 people. However, if enough people express interest we can look into putting together an additional group. Additionally, families can volunteer together and are limited to 5 people. For additional information

<http://www.volunteerhr.org/AboutUs/index.php/about/nfvd.html>

Virginia Peninsula Chapter 2010-2011 Schedule of Upcoming Events

- December 9 – 10 - Mid-Atlantic region joint fall conference with AGA Richmond Chapter in Williamsburg, VA. (POC – Brad Smith).
 - Fundraising raffle to benefit the Make-a-Wish Foundation (POC is [Helen Brooks](#))
- December 11 – Emerging Leaders at Jillian's (POC is [Allison Shoemaker](#))
- January 20 – Chapter lunch meeting at the Norfolk Hilton (POC is [Melissa Saunders](#))
- January - “Coats for Kids” drive (POC is [Helen Brooks](#))
- January TBD – ODU basketball game (POC is [Allison Shoemaker](#))
- February - Annual Sock Drive (POC is [Helen Brooks](#))
- February TBD – Admiral's hockey game (POC is [Allison Shoemaker](#))
- February 17-18 AGA [National Leadership Conference](#), Ronald Reagan Building - International Trade Center, Washington, D.C.
 - Sign up for AGA's special intensive review course and take the CGFM Examinations after the NLC. (POC is [Katya Silver](#))
- February 17 or 24 – Chapter lunch meeting, Chesapeake (POC is [Melissa Saunders](#))
- March TBD – Chapter's spring conference, Chesapeake conference center, (POC is [Curtis Joachim](#))
- April 21 – Chapter lunch meeting, Hampton (POC is [Melissa Saunders](#))
- April - March of Dimes Walk America –Chapter will help provide manpower to register walkers and count donations after the event for deposit. (POC is [Helen Brooks](#))
- May TBD – Chapter awards night (POC is [Brad Smith](#))
- May - Equikids Therapeutic Riding program for special children. Chapter will contribute \$250 to sponsor a hole for the fundraiser and/or help sponsor a team to participate. (POC is [Joe Rutecki](#)).
- June - Clean the Bay Day (POCs are Latrealle Lee (GAO) and [Ellen Silvela](#)).
- July 10-13, [AGA Professional Development Conference](#), *Celebrating Our Past, Embracing the Future*, Atlanta Marriott Marquis, Atlanta, GA.
 - Sign up for AGA's special intensive review course and take the CGFM Examinations before the PDC. (POC is [Katya Silver](#))
 - July - Community Service Fund Raiser at the AGA PDC in Atlanta, GA The chapter will provide a gift basket as a prize for the fund raiser and a donation for the chapter challenge. (POC is [Helen Brooks](#))

Membership News

Did you know? Tidbits from our chapter history

Jesse Hughes was the Associate Dean of the College of Business and Administration at ODU when he was Virginia Peninsula chapter president in 1996. He retired from the university in 1998 and has been traveling around the world since then helping other countries improve their financial management systems. Thus far, he has assisted 20 countries in each of the major continents. Prior to becoming involved with the local chapter, he helped establish AGA chapters in California, Colorado and South Carolina. He says his involvement with AGA has given him a great opportunity to stay current in the latest technology and to keep up to date on managerial improvements throughout government.



Sponsor a New Member Challenge!

All members are encouraged to participate in the Virginia Peninsula chapter's own recruitment challenge. The chapter member who sponsors the most new members from September - March will win a free membership for the 2011-2012 program year. The winner of the challenge will be announced at the April monthly meeting; your membership status must be current to win. In case of a tie, membership dues will be divided equally. What are you waiting for – share your AGA experience and encourage someone to join today!

To read more about the VA Peninsula chapter's history and its colorful leaders, visit the "[Chapter History](#)" link on our chapter website.

Did you see?

Highlights of our chapter's 50th anniversary meeting, including pictures of several chapter members, made AGA's National newsletter TOPICS last month as part of the National President's message.

Member news

- **Dr. Doug Ziegenfuss** confirmed that ODU has a team competing in AGA's Fourth Annual Government Finance Case Challenge. The best undergraduate accounting/financial management/business students in the country are working as a team to collaboratively analyze and offer a written response to a case centered on how a U.S. city government creates a Citizen-Centric Report.
- A huge THANK YOU to **Joy Leyeza** who did the lion's share of the work in putting together this month's newsletter! Thanks also to Joyce Cuffee who has taken over writing the monthly "Member Spotlight".
- **Ellen Silvela** is on a cruise to the Bahamas!

VA Peninsula Chapter Members Run in Support of ODU Department of Accounting



VA Peninsula chapter members joined with fellow accountants, auditors, students, family and friends in supporting ODU's School of Accounting in its annual fundraising 5k on October 17th. It was a beautiful fall morning to be outside, a little chilly as runners and walkers gathered at the starting line, but warm and comfortable by the time they were chowing down on pizza at the finish. Dr. Ziegenfuss sounded the horn to start the race and passed out awards at its end. In addition to exercise, camaraderie and pizza, all participants were rewarded with a t-shirt featuring the race sponsors, with AGA included! Many thanks to Dr. Z and his ODU colleagues for their hard work in putting on such a fun community event.



From left to right, chapter members Kelly Stefanko, Ellen Silvela and Joaquin Liborio ready to run!



Joaquin Liborio and Kelly Stefanko (center) surrounded by family and friends they recruited to participate in the race.



Registration is open! Plan now to attend the 15th Annual Mid-Atlantic Fall 2010 PDC

December 9-10, 2010
The Williamsburg Hospitality House
415 Richmond Road, Williamsburg, Virginia 23185
Telephone (757) 229-4020



Program: Day 1 (8:15am - 5:00pm) / Day 2 (8:15am - 5:00pm)
(Registration both days starts at 7:30am)

Audience: Accountants, auditors, financial and performance managers, budget analysts, chief financial officers, information systems managers, finance directors, etc. Finance and Audit Professionals employed in government (federal, state, and local) and the private sector (for-profit and non-profit agencies). We expect 150 + attendees. Conference will include annually required ethics for Virginia CPAs. Watch your e-mail for the registration form coming soon!

Marketing Opportunities: Limited exhibit space is available. Please contact Ellen Silvela at esilvela@deloitte.com for pricing. You may make your literature available, demonstrate software and display your banners. The exhibit hall is located outside the main conference hall. All exhibitors will be acknowledged in the conference program. Participants will be able to visit your exhibit throughout the 2 day conference, but primarily before 8:30 am, at the breaks, at lunch, and after 5pm. The Hospitality Suite will be open to all participants from 7-11pm on Dec 8-9.

AGA Mid Atlantic Fall 2010 PDC Invited Speakers

Ivan Bereha, Senior Consultant-CGI Group, Inc.

Channing Guvernator, Public Awareness & Training Coordinator
Virginia Utility Protection Service

David Norquist, Partner-Kearney & Co.

Joseph Kull, Director-PricewaterhouseCoopers

Sherry Weir, Partner-Kearney & Co.

Dr. Doug Ziegenfuss, Professor-Old Dominion University

Dick Bunce, Department of Assurance
Virginia Commonwealth University

Karen Joyner, CFO-Foodbank of Southeastern VA

Dr. Doug Webster, Partner-CSC

David Zavada, Partner-Kearney & Co.

Sharon Hayes, Auditor-City of Virginia Beach

Michael Huffman, United States Coast Guard
Practice Director - Department of Homeland Security

James Cottrell, Partner-Deloitte Financial Advisory Services

Dave Weinberg, Principal-Kearney & Co.

Marc Austin, Booz/Allen/Hamilton

Member Spotlight



Marc Sangalang

What is your job position?

Accounting Technician, U.S. Coast Guard Finance Center (USCG FINCEN), Transportation and Security Administration (TSA) Collections and Reconciliations Section.

Give us a brief description of your job.

I perform collection, analysis, reconciliation, examination, and interpretation of TSA accounts including passenger and carrier fees and various aviation fees. I also process U.S. Treasury FedDebt collections thru Intra-Governmental Payments and Collections (IPAC) from TSA debtors. I identify over or underpayments, post payments for underpayments and process refund for overpayments.

What do you like most about your job?

I like the challenges in analyzing, researching, and resolving the various accounting issues of TSA accounts. The USCG FINCEN is a great place to work with outstanding people to work with and it has given me the opportunity to contribute the work that I do to the mission of the U.S. Coast Guard, Transportation and Security Administration and the Department of Homeland Security.

What is your favorite perk of AGA membership?

I have only been a member of AGA for less than a year and I valued the enrichment of my professional development through informative networking, reading local and national newsletters, and attending meetings.

What is your most memorable AGA experience?

Attending the Joint AGA-ASMC Spring 2010 PDC and the 50th Anniversary of the Peninsula Chapter meeting were my most memorable AGA experiences.

What are your hobbies?

I used to play basketball and tennis and now I'm leaning towards playing golf. I also enjoy doing house projects – something like HGTV type projects.

What was your best vacation?

When I was on active duty with the U.S. Navy, I was stationed in Italy; it gave me a chance to travel, go on vacation with my wife, Raquel, and learn the cultures of the different countries in Europe.

Anything else you'd like to share about yourself?

I am grateful to be working in the field and the employer that I enjoyed where I can utilize my knowledge and education.

Community Service

Volunteer for a Good Cause

As your Community Service Director, I am encouraging you all to participate and volunteer for the AGA Community Service "Platinum Award" winning projects. For decades, the chapter has established meaningful and worthwhile projects for members to be involved and provide service to the community. Truly, the success of the AGA community service projects solely depends on the member's contribution and involvement.

To help you get you started, the chapter will collect the following items during the AGA luncheon meetings: Box-tops for education, aluminum can pop-tops, Farm Fresh grocery receipts for education, hotel complimentary toiletries (i.e. toothpaste, soaps and shampoos), disposable razors, as well as winter clothing, blankets and canned goods. Don't forget to bring them!

AGA'S VA PENINSULA CHAPTER'S COMMUNITY SERVICE EVENTS

<p><u>New project</u> Knitting and Crochet Club</p>	<p><u>On Going Projects</u> Blankets & Winter Clothing Drive Food Collections Union Mission/Salvation Army</p>
<p><u>November</u> Stocking and Bears for Christmas Marine Corp Toys for Tots Blankets & Winter Clothing Drive Food Collection</p>	<p><u>December</u> Blankets & Winter Clothing Drive Food Collection Fall PDC Raffle</p>
<p><u>January</u> Coats for Kids Blankets & Winter Clothing Drive</p>	<p><u>February</u> Annual Sock Drive On-Going Knitting & Crochet Project</p>
<p><u>April</u> On-Going Knitting & Crochet Projects</p>	<p><u>May</u> Equikids Therapeutic Riding Program</p>

On-Going Community Service Projects

Blankets & Winter Clothing

Feels like almost winter, isn't it! Winter clothing and warm blankets would be so comforting to the less fortunate. Help your chapter bring warmth to the needy through your generous donations.

Food Collections

Thanksgiving is just around the corner! The chapter is collecting food items for the Thanksgiving and Christmas Food Drive for the Southside and Peninsula Food Banks. The items collected are donated to the area shelters.

Knitting and Crochet Club

It's not too late to volunteer! This project is designed to collect baby items (i.e. hats, booties, blankets, etc.), and also items needed by the elderly (i.e. scarves, hats, socks, sweaters) at low cost. The chapter will provide the yarn and will teach you the skills.

Salvation Army's Dress-Up a Bear and Stockings to Fill

The chapter still needs volunteers for dress-up a bear project and also to fill stockings with toys & gifts. It is so much fun to volunteer for a worthwhile cause! Don't miss out!!

To get started on one of these projects, contact Community Service Director Helen Brooks at Helen.M.Brooks@uscg.mil

Fall PDC Fund Raising and more!

We have begun soliciting items for the community service fundraising raffle for the fall professional development conference in Williamsburg on December 9-10, 2010. We need your support with this community service project. If you are willing to contact business owners to solicit gift certificate or other gift items for the PDC raffle, please contact me at Helen.M.Brooks@uscg.mil and I can provide you a form letter to provide to prospects that includes our tax ID number. Last year's amount raised was matched by our AGA National office.

Register your MVP on-line and designate the Special Olympics so they can receive a percentage of your purchase amount in donation. Registration is easy if you are a Food Lion and MVP shopper, simply go to the Food Lion website at www.foodlion.com, on "Lion shop and share", click on "register and link your MVP card", then select Virginia, Richmond and Special Olympics and follow the directions for registering your 12-digit number and name. It's that easy to help with this community service project.

If you are the point-of-contact in your organization for chapter community service events, or if you are interested, please e-mail me at Helen.M.Brooks@uscg.mil or call (757) 523-6861. We will include your organization in the bulletins and updates for the chapter's community service activities. In addition, the chapter has many on-going projects. Please let me know if you would like to be the point of contact or a volunteer for a particular project.

Treasurer's Report

By Ellen Silvela

Below is the chapter's status of funds as of September 2010.

One of our chapter's major sources of revenue is our two annual conferences. Please encourage your colleagues and coworkers to attend the upcoming fall PDC December 9/10 in Williamsburg!

If you have any questions about the chapter's finances, please e-mail me at esilvela@deloitte.com



AGA Virginia Peninsula Chapter Monthly Treasurer Report September 2010

Beginning Balance	\$ 14,313.70
Income	
Collections from Meetings	\$ 300.00
Interest from Bank	\$ 0.58
Total Income	<u>\$ 300.58</u>
Expenses	
Credit Card Fees	\$ 21.80
Cake for 50th Anniversary	\$ 34.87
Payment of Balance for 50th Anni. Meeting	\$ 2,147.71
Decorations from 39er store	\$ 26.96
Cake Containers from Farm Fresh	\$ 3.15
Sponsor ODU Dept of Accounting 5K	\$ 500.00
Projector	\$ 446.24
Website September Payment	\$ 12.95
Receipt Book for Meetings	\$ 7.20
Total Expenses	<u>\$ 3,200.88</u>
Other Income (Refund from hotel - followup for possible error)	<u>\$ 500.00</u>
Net Income	<u>\$ (2,400.30)</u>
Available Balance September 30, 2010	<u><u>\$ 11,913.40</u></u>

Food for Thought

Key to Success Quotations

“Success is ninety-nine per cent mental attitude”
(Rosseau)

“It is the quality of work that will please God not the quantity”
(Mahatma Gandhi)

“Use your time wisely. Don’t be a time waster;
use it for self-improvement, use it to broaden the horizon”
(Charles Dickens)

“The word impossible is not in my dictionary”
(Napoleon Bonaparte)

“Don’t learn the tricks of the trade, learn the trade.”
(Business Ethics)

“I am looking for a lot of men who have an infinite
capacity to not know what can’t be done.”
(Henry Ford)

“I have found that being honest is the best technique I can use.
Right up front, tell people what you’re trying to accomplish
and what you’re willing to sacrifice to accomplish it.”
(Lee Iacocca)

“Of all the properties which belong to honorable men,
not one is so highly prized as that of character.”
(Henry Clay)

“The quality of a person’s life is in direct proportion to their commitment to excellence,
regardless of their chosen field of endeavor.” (Vincent Lombardi)

“I never saw a pessimistic general win a battle.”
(General Dwight David Eisenhower)

“I have missed more than 9000 shots in my career; I have lost almost 300 games. On 26
occasions, I have been entrusted to take the game of winning shot...and missed. And I have
failed over and over and over again in my life. And that is why...I succeed.”
(Michael Jordan)

AGA National & Regional News

What Drives You? *The AGA National Member-Get-A-Member Campaign*

Great news! So far, this year's AGA's national membership campaign has sponsored more than 200 new members. AGA National is rewarding extra incentives to encourage the chapters to get their members to recruit. Each chapter that has at least 10 members who have actively sponsored new AGA members during a specified timeframes will be eligible for the \$100 American Express Gift Card raffle. Congratulations to La Civic Center Chapter for winning the first raffle for the period of 05/01 – 08/30. Two more drawings will be held: Sept 1–Dec 31 and Jan 01–Apr 30. This campaign period includes all new members joining AGA from May 1, 2010 through April 30, 2011 (AGA's membership year). Be proactive, start recruiting! For more information on the "What Drives You?" campaign rules and prizes, go to the [recruitment](#) section of the AGA website.

Prizes are awarded to show appreciation for your support of AGA and your efforts to help the Association grow. The member who recruits the most new members from May 1, 2010 through April 30, 2011 will be presented with the *Recruiter of the Year* distinction and receive a **complimentary AGA National Meeting registration and four nights at the Marriott.**

Certification News



Ready to Take the CGFM? Send your application through the chapter and save \$20

The AGA National Office is running a promotion from now until December 31, 2010 for CGFM exam applications. Apply with the chapter's assistance and you'll receive a rebate of \$20. There are also special benefits for the chapters! Contact chapter Director of Professional Certifications, Steve Reagan at sreagan01@verizon.net. Also, see www.agacgfm.org/cgfm/promotion.aspx for additional information.

Don't forget, the chapter has a set of study guides for each of the three sections of the CGFM exam. They are available to be checked out for up to two weeks at a time on a first come first served basis. Anyone wishing to check out a study guide should contact our Director of Professional Certifications, Steve Reagan via e-mail at sreagan01@verizon.net.

[CGFM Certification--Take the AGA CGFM Exams today!](#)

AGA Audio Conferences

An economical way for your entire organization to earn CPEs

All audio conferences are held from 2:00 pm to 3:50 pm Eastern time. To order, call Raymond Harris at 800.AGA.7211, ext. 339. This year's schedule is as follows:

November 17, 2010

**Achieving Transparency –
The Next Step to Integrating Your Data**

December 8, 2010

**Internal Controls and Management's Risk
Assessments – Thoughts on SAS 109
and SAS115**

January 19, 2011

Are We Winning the Improper Payments Battle?

February 2, 2011

Internal Controls

March 2, 2011

Auditing Tools

Mar 23, 2011

Improving Performance Reporting

April 20, 2011

Fraud

May 18, 2011

Ethics

June 8, 2011

Internal Controls

AGA Onsite Education and Available Training

Do you know that AGA currently offers 41 individual courses (i.e. accounting, auditing, performance management, ethics, communications, writing, etc.) and would tailor the course material to meet the background and experience levels of your staff?

For more information please visit the [Continuing Education section of AGA's website](#) or

Contact [Lynn Hoffman](#) at 800.AGA.7211, ext 342

UPCOMING NATIONAL CONFERENCES

National Leadership Conference

Feb. 17-18, 2011

Ronald Reagan Building
International Trade Center, Washington, D.C.

Professional Development Conference

July 10-13, 2011

Atlanta Marriott Marquis, Atlanta, GA



VIRGINIA
PENINSULA
CHAPTER

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Emerging Leaders

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The Virginia Peninsula Chapter Board of Directors 2010-2011

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**Regional Vice President-
Mid Atlantic Region**

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Honorable
Mention

Have member news or pictures to share via the newsletter? Send to kstefanko@hotmail.com

Visit the Virginia Peninsula Chapter on the web at www.agavapen.org or
AGA National at www.agacgfm.org

Mailing us something? AGA Virginia Peninsula Chapter
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