


CPAG News

PDC 2005 Participation Soars to 1,500

AGA's 54th Annual Professional Development Conference & Exposition (PDC), set for July 10-13 in Orlando, is just around the corner, and we are working hard to ensure a great conference experience for everyone. Participation is high with leaders from federal, state and local governments and the private sector. We thank all of our Corporate Partners for supporting the conference through attendance, speakers, sponsorships and exhibit booths.

At this year's conference, AGA Corporate Partners will receive top billing. Three research reports will be distributed to every participant—The Annual CFO Survey, *Integrating Internal Controls & Performance Management*, sponsored by Grant Thornton, *Audit Federal Financial Controls: Sooner Rather Than Later?* sponsored by Kearney & Company and *Financial Management Shared Services: A Guide for Federal Users*, sponsored by IBM. We have five sessions highlighting our CPAG research projects, which are identifiable in the onsite conference program via an open book icon .

The sessions are: *How Useful are the Federal Performance and Accountability Reports (PARs)?* (PwC), *The AGA CFO Survey, Integrating Internal Controls & Performance Management* (Grant Thornton),

AGA thanks Professional Corporate Partner CACI for its continued efforts in hosting and keeping the Corporate Partner website updated!



Sarbanes-Oxley Implications for State and Local Governments (KPMG), *Improvement Initiatives in the Federal Government: Maximizing The Benefits of Shared Services and Better Property Management* (IBM and American Appraisal Associates) and *On the Horizon—Technology Trends for Financial and Functional Managers and What the Next Generation of the Federal Government Purchase Card Program Might Look Like* (CSC and VISA).

Find detailed information on the entire research program on page 2.

Visit the conference site at www.agacgfm.org for the most up-to-date schedule and other information.

**AGA
Corporate
Partners**

**54 Members
Strong!**

Save the Date—CPAG Meets July 11 at PDC

Please join us from 11 a.m. to noon on Monday, July 11 for a meeting of the Corporate Partner Advisory Group (CPAG) in the Marriott's Chicago Room. We need every Corporate Partner organization to send at least one representative to this meeting.

AGA Executive Director Relmond Van Daniker, DBA, CPA, will report on developments at AGA, plus we will hear status updates on the various research projects that are under way from each project team. This is an excellent opportunity to network with other Corporate Partner representatives and learn firsthand how to maximize your organization's partnership with AGA.

Remember, we need at least one representative from EVERY Corporate Partner organization to attend. We hope to see you at the July 11 meeting!

CPAG RESEARCH PROGRAM UPDATE

AGA's CPAG Research Program creates research projects of value to governments, industry and the AGA membership. Two major types of research are conducted under the program: sponsored and cooperative, with cooperative tending to have a short (90-day) timeframe, and sponsored being of a longer, continuing nature. Here's an update:

Sponsored Research Projects

Kearney & Company—Potential Impact of Sarbanes-Oxley on the Government Community

The first research project in this area was Kearney & Company's Audits of Internal Controls of Federal Agencies. The Winter 2004 issue of AGA's *Journal of Government Financial Management*, with the theme, Beyond a Clean Opinion, included an article describing the project, titled, "Audit Federal Financial Controls: Sooner Rather than Later? Would Sarbanes-Oxley Benefit Federal Financial Management?" The piece has won an AGA Author Award for best Journal article, to be awarded at the 2005 PDC. The final research report has been published and distributed to AGA Leadership, CPAG members and other VIPs. The report will be distributed at the 2005 PDC to all attendees.

KPMG—Current Practice in Audit and Internal Controls of State and Local Governments

The objective of this study, sponsored by KPMG, is to assess state and local governments' audit and internal control practices. The study focuses on what states, cities, counties and other organizations are planning to do and have already done to strengthen their internal control framework. This will then be compared to the provisions of the Sarbanes-Oxley Act (SOX). A survey was sent out with a response deadline of June 20, later extended to June 30. We have received more than 400 responses from state and local government entities. The final research report will include recommendations to ensure that any new requirements the federal government may consider imposing on the states are well planned, carefully considered and necessary to ensure accountability and good management control. The research project is being conducted by AGA's Director of Research with the aid of NASACT.

Grant Thornton LLP—Annual CFO Survey

The 2005 CFO Survey, *Integrating Internal Control with Performance Management*, sponsored by Grant Thornton, explores the impact of emerging issues on CFO operations, discusses issues candidly with peers and related functional communities and shares findings within the federal community. This year's survey focuses on internal controls and performance measurement including integration with other management improvement initiatives within agencies. The survey will be distributed to all attendees of the 2005 PDC.

American Appraisal Associates—Real Property Best Practices and Performance Measures

This research study, sponsored by American Appraisal Associates, will survey federal agencies, states and major private sector organizations with significant real property holdings. The research will seek to identify real property

and asset management best practices and performance measures. The research will include best practices in the state and local and private sectors that may be applicable to the federal sector. Stakeholders who will be consulted include OMB, GSA, the Federal Real Property Council and others who have an interest in the work. The survey is being developed and will be sent out shortly and interviews with subject matter experts will be held during the next few months.

Visa USA, Inc.—ProCard Phase 1: Project to Evaluate the Benefits Derived from Federal Agency Use of Government Purchase Cards

This project, sponsored by Visa USA Inc., is to describe the costs and the benefits that agencies derive from providing purchase cards to employees. These can include streamlining of purchasing processes, elimination of paperwork, and utilization of third-party record keeping and built-in audit trails. It will assess whether agencies see improved cycle time for service delivery, better controls to prevent or detect waste, fraud and abuse, and greater effectiveness as well as greater efficiency of mission accomplishment. Merl M. Hackbart, Ph.D., University of Kentucky, is conducting the research.

The survey, developed with the aid of an advisory group of stakeholders, including OMB and GAO representatives, has been sent to applicable agency representatives. The survey contains worksheets to estimate time saved by the more streamlined purchase card process. Some agencies have already responded; others are still working on their responses. The report will include identification of those best practices that minimize risk of waste, fraud and abuse. Interviews and updates will be held with other stakeholders as applicable. The ProCard Project has four phases: Phases 2, 3 and 4 will focus on state and local governments' use of the purchase card; use of government travel cards in the federal government community; and use of government travel cards in the state and local government community. We expect to complete Phase 1 within the year. Phases 2, 3 and 4 are due to start shortly.

Computer Sciences Corporation—Information Technology Trends in Functional Management

This project, sponsored by CSC, focuses on current and emerging trends, both in government and industry. The project will address the impact of those trends on government accountability and functional management identified by such leading industrial analysts as the Gartner group and Forrester research. Building on the white paper released in July 2003 addressing IT and IT Management Trends, the objective of this project is to provide an assessment of the emerging or existing information technology that will prove critical to federal management. In addition to exploring general technology trends, the 2005 report will highlight specific emerging and existing technologies that will impact Financial and Supply Chain Management. This will be an annual survey. Human Resources Management and

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CPAG RESEARCH PROGRAM UPDATE

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Acquisition Process Management are planned for future reports.

IBM—Financial Management Shared Services: A Guide for Federal Users

IBM is sponsoring this project, which identifies best practices in shared services of federal agency financial management operations. The objective of the research is to provide guidance to users and recommendations on best practices in shared services in financial management operations. The project identifies best practices in selecting services to share, managing the transition, setting up service arrangements, governance, service level agreements and other aspects of the business arrangement. The project had three phases: research of existing literature; interviews with selected subject matter experts and surveys sent to other interested parties; and finally, a report summarizing recommendations and containing suggestions as to best practice. The research was conducted by Irwin T. (Ted) David, CGFM. The report is expected to be distributed at the 2005 PDC.

Cooperative Research Projects

PricewaterhouseCoopers (PwC) LLP—Evaluation of Performance and Accountability Report (PAR) Reporting

This research study is on the audience and usefulness of federal agency Performance and Accountability Reports (PARs). PricewaterhouseCoopers (PwC) is taking the lead, with Joe Kull, CGFM, as senior researcher, and other CPAG partners are volunteering staff time. CPAG members who have helped include AOC Solutions, Booz Allen Hamilton, Grant Thornton and IBM. Interviews have been conducted, and the results to date will be discussed at a presentation at the 2005 PDC.

CPAG Dinners A Big Success

The CPAG dinners continue to sell out each month and have become an invaluable benefit. These dinners are an opportunity for AGA Corporate Partners to come together in an informal setting to meet with high-level government accountability leaders, such as a federal Chief Financial Officer. (This gets you an introduction that might be difficult to get otherwise.) It also gives you an opportunity to network with other AGA Corporate Partners. All dinners are held at the Ritz Carlton Hotel in Crystal City, VA.

We take a break from the dinners during the summer months and start back up in September. If you have someone that you would like to see speak at an upcoming dinner, please contact Susan Fritzlen (sfritzlen@agacgfm.org). We will pass along dates and speakers as they are confirmed. Remember, only AGA Corporate Partners can take advantage of the dinners.

On March 21, 2004, the National Academy for Public Administration (NAPA) hosted a special discussion forum (sponsored jointly by NAPA, AGA and PwC) on “The Performance Accountability Report: How Can We Make It Better?” The forum included opening comments from Robert Shea, counselor to the Deputy OMB Director for Management, presentations from a preparer panel including agency executives and GAO, and from a user panel including Mike Hettinger, staff director, Subcommittee on Government Management, Finance and Accountability, the Under Secretary, Department of Education, and OMB's Office of Federal Financial Management. The question and answer periods were very helpful to the AGA research study.

Please contact Anna Miller, AGA's director of research, if you would like more information about any of the projects listed above at amiller@agacgfm.org.

Corporate Partners Get First Crack at AGA Marketing Opportunities

The 2006 AGA Marketing Catalog, which includes advertising, exhibit and sponsorship opportunities for all AGA conferences and events, will be distributed at this year's PDC. We encourage you to secure your booth as quickly as possible, as booths sell fast.

We hope that you will continue to join us next year! As a Corporate Partner, you will receive advanced notification of these marketing opportunities.

AGA Professional Corporate Partners will receive it via e-mail on June 28 and Sustaining Corporate Partners will receive it July 5. Corporate Partners will have the first opportunity to select their preferred booth space until July 9, 2005. Take advantage of this exclusive opportunity. Noncorporate partner competitors have access to the information on July 10, 2005.

AGA Corporate Partner Logo Usage

Did you know that you can use the AGA Corporate Partner logo in your publications, on your website, etc.? Some of AGA's Corporate Partners have also placed the logo on give-away items (pens, water bottles, etc.) as well as in print advertisements. AGA is proud to list you as a Corporate Partner in all of our media outlets and we hope you will do the same.



To request a copy of the logo or to answer any questions about using the logo, please contact Susan Fritzlen at sfritzlen@agacgfm.org. Like many companies today, AGA closely follows a corporate identity program, which sets forth guidelines for using the AGA logo. The guidelines are posted on the Corporate Partner pages of the AGA website at www.agacgfm.org.

CPAG 2005 – 2006 Calendar of Events

July 10 - 13

54th Annual Professional Development Conference & Exposition, Orlando World Center Marriott, Orlando, FL

July 11

ALL Hands Business Meeting

11 a.m. – noon, Orlando World Center Marriott, Chicago Room

July 20

Audio Conference—An Afternoon with OMB

2 - 3:50 p.m. EST

Unlimited attendance for only \$249

August 3

Audio Conference—Homeland Security Audit Coordination

2 - 3:50 p.m. EST

Unlimited attendance for only \$249

September

CPAG Dinners resume

September 14

Certificate of Excellence in Accountabil-

ity Reporting Awards Ceremony

National Press Club, Washington, D.C.

September 21

Audio Conference—Ethics, How It Impacts An Organization

2 - 3:30 p.m. EST

Unlimited attendance for only \$249

November 14 - 15

First National Performance Management Conference

Portland Marriott Downtown, Portland, OR

February 2 - 3

Fourth Annual National Leadership Conference

The Ronald Regan Building and International Trade Center, Washington, D.C.

June 18 - 21

55th Annual Professional Development Conference & Exposition, San Diego Marriott Hotel & Marina, San Diego, CA

Corporate Partner Advisory Group Leadership

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AGA Career Opportunity—Research Assistant

The CPAG Research Program's expansion has created the need within AGA for a research assistant. The ideal applicant would be someone with experience in public accounting, auditing or government financial management, with a keen interest in research and strong computer skills and statistical/research evaluation ability. Requirements: an accounting or business administration degree; preferred qualifications: a CPA or a CGFM. AGA offers a competitive salary/benefits package and a team environment. Located in Alexandria, VA. Send resume and salary requirements to Anna Miller, director of research, at amiller@agacgfm.org or fax to 703.548.9367.