

NEWS & VIEWS

NOVAGA

SEPTEMBER 1985

President's Message

**September Meeting: Mike Causey of
the Washington Post
Author of "The Federal Diary"**

**Highlights of the NOVAGA
May 29, 1985 Awards Meeting**

Membership News

NORTHERN VIRGINIA CHAPTER, AGA EXECUTIVE GROUP FOR 1985-86

OFFICERS

President
Jim Durnil (AID)
(O) 632-2997

President-Elect
Fred Newton (DCAA)
(O) 274-7281

Past President
Mike Janoski (AAA)
(O) 756-2893

Treasurer
JoEllen Kowalski (GAO)
(O) 275-9412

Secretary/Staff Assistant
Peggy Garand (AAA)
(O) 756-2835

Staff Assistant
Lil Szczuka (AAA)
(o) 756-2875

DIRECTORS

Chapter Recognition
Richard Davis (GAO)
(O) 275-4841

**National Office/
Legislative Liaison**
Watt Sammons (HUD)
(O) 755-6344

Meetings
Lou Mundy (AID)
(O) 235-9671

Attendance
Marlin Starling (AAA)
(O) 756-2915

Research
Bob Benfiel (DODIG)
(O) 694-1414

Membership
Ron Johnson (DOD)
(O) 697-2281

Awards

Laura Koschny (DODIG)
(O) 694-3997

Newsletter
Jim Jarrell (AID)
(O) 235-9671

Rick Howard (AID)
(O) 235-9671

Programs
Bobby Oakley (VA)
(O) 389-2259

Chapter History
Al McBride (DODIG)
(O) 692-2913

Education/Publicity
Gary Neil (DCAA)
(O) 274-6343

Education/National
B. Reginald Howard (AID)
(O) 235-2133

ADVISORY COMMITTEE/ SPECIAL ACTIVITIES

Ren Morani (VA)
(O) 389-2915

Ike Barbre (AAA)
(O) 756-2812

Steve Sadler (Commerce)
(O) 377-1700

Steve Switzer (HUD)
(O) 756-6364

Jim Curry (DODIG)
(O) 696-5890

Clem Roy (PI)
(O) 922-7622

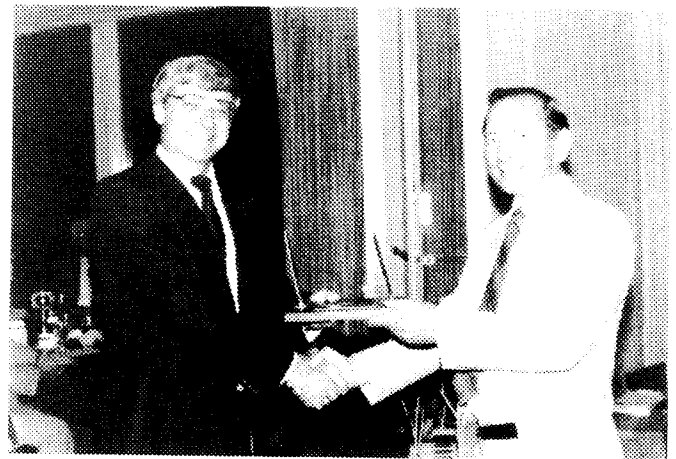
President's Message

As the NOVAGA Chapter starts the 1985-86 year, we all should be proud of Mike Janoski and last year's board's performance. Their performance was reflected by winning National Chapter Competition in Category A (chapters with 300 or more members). They set a hard pace to follow, but I believe this year's board is equally capable of last year's effort. I feel privileged to serve as president this year and the board and I look forward to serving you, our membership, to the fullest.

The major thrust of this year's activities is to "Improve Service to Membership." This will require keeping up the good management techniques that Mike initiated, such as the Advisory Board and searching out more thoroughly the needs of membership. I am going to ask the Advisory Board to identify how our Chapter operations can be of more benefit to our members — such as expanding or improving the quality of the Newsletter. With this theme, we should be able to expand our membership — both through retention and acquiring new members. The Chapter Board has made an excellent start. Bobby Oakley has established a fine meetings program and Gary Neil is developing a good education program. These efforts should result in increased meeting and educational event attendance. The other board members are working with last year's board to ensure an orderly transition of responsibilities. As we move into the year, we will be able to serve our membership to the fullest.

One problem still facing me and the board is identifying a member to handle the Small Business Training Program. Small Business Training is an important service of our chapter and has benefited numerous people in the past. This is a most gratifying experience and the only real opportunity our chapter has in public service. If anyone is interested, please call me as soon as possible.

The board and I look forward to a successful year in serving our members.



James B. Durnil accepts Chapter Presidency from Mike Janoski, Past President.

Coming Attractions

by Bobby Oakley, Director of Programs

Those of you who are prone to advance planning should get out a pen and calendar, or scissors and tape to save this article to be reminded of coming attractions.

October 15 — The American Institute of CPA's will complement our training session with a speaker on the subject of Quality Assurance. "What is the Profession Doing to Assure Quality Assurance?"

November 19 — Mr. Michael Barrett, Senior Staff Assistant to Congressman John Dingell will share with us some of the concerns that have led to recent and continuing legislature proposals affecting the accounting and auditing profession.

January 21, 1986 — The new DCAA Director will share with Chapter members any changes in course that might be anticipated in the Agency — or — an endorsement of tried and proven operations into FY 1986.

February 18 — Mr. Charles (Chuck) Dempsey will discuss his experiences with Alexander Grant & Company. He will provide contrasting views of operations in the public and private sectors of our profession.

March 18 — Ms. Melissa Allen, Assistant to Associate Director, Office of Management and Budget will share views regarding the perceived effectiveness of the Inspector General community.

April 15 — Ms. Sandra Stephenson, Counsel in the law firm of Krivitt and Krivitt, will discuss auditors' responsibility in report presentation. Ms. Stephenson's comments may start some thoughts about the need for personal liability insurance — mark your calendars for this meeting.

NOVAGA FACILITATORS 1985-1986

HUD	Jim Fostek	755-6383
GAO	Jerry Skelly	275-9525
DOT	Saul Brockington	426-0776
HHS	Joe Vengrin	472-3157
USAAA	Peggy Garand	756-2835
DODIG	Jim Curry.....	696-5890
DCAA	Roger Cowles.....	274-7885
VA	Mac McDonald	389-2169
Commerce	Steve Sadler	377-1700
Labor	Veronica Campbell	523-8401
AID	Toby Jarman.....	235-2133
Others	Marlin Starling	756-2915

CHAPTER MEETING: TUESDAY, SEPTEMBER 17, 1985

Current Events of Interest to Federal Employees

Most of us in the Washington area start each work day with a cup of coffee and Mike Causey in the Washington Post. It's only fitting that we start our Chapter year with the best part of that same combination.

Mike Causey is our featured speaker for September 17. He will be sharing with us some of his experiences and tips to success in getting an article published daily. For those of us who have trouble getting reports published once every six months this could be a very enlightening meeting. Mr. Causey will also share with us some of the recent and current insights he has gathered around town for his daily column.

Place: Imperial 400 Motor Lodge
I-395 & Edsall Road East
Alexandria, Virginia

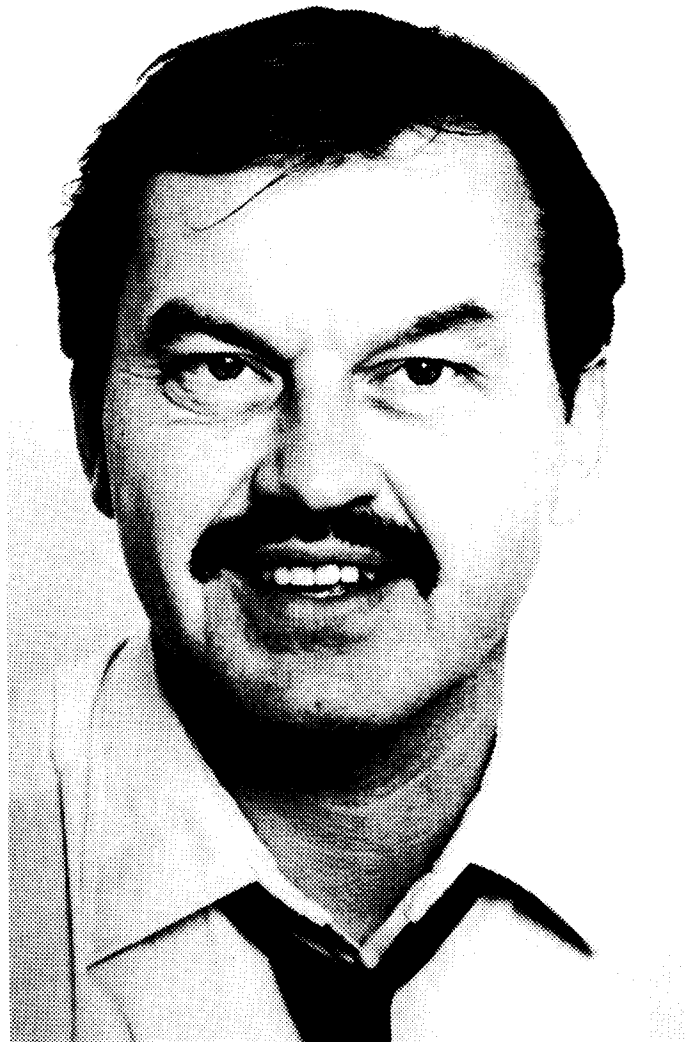
Time: 6:00 p.m. Social (cash bar)
7:00 p.m. Dinner & Program

Menu: Fresh Fruit Cup
Tossed Salad
Boneless Breast of Chicken-Smithfield
Wild Rice Medley
Peas and Mushrooms
Rolls and Butter
Peach Cobbler
Coffee, Tea, Sanka

Price: \$13.00

Mike Causey writes the Federal Diary column which appears five days a week (Monday through Friday) in The Washington Post. The column is also syndicated to almost 400 U.S. newspapers by the Los Angeles Times/Washington Post News Service.

Causey attended George Washington and American Universities. His Diary-inspired interests have led him into the depths of the federal bureaucracy, and spurred him to



discover, for instance, why Agriculture Department scientists want to cross a chicken with a turkey.

Causey was born in Indianapolis, Indiana.

Educational Events for October/November 1985

NOVAGA Chapter October 15
Educational Seminar

The October 15 NOVAGA educational seminar will be a one day, two track session. One track will relate to Federal auditors (DCAA, HHS, etc.) performing audits for other Federal audit agencies. The second track will relate to non-Federal auditors (CPA firms) performing work for Federal audit agencies.

Professional Development Seminar

On November 5-6, 1985, the AGA Capital Region will sponsor a full two day Professional Development Seminar. The workshop schedule is still tentative, however, emphasis is being placed on operational auditing, report writing, effective speaking, and ADP, in addition to a number of timely issues. There will be keynote presentations and luncheon speakers both days. If you plan to attend, applications should be processed as soon as you receive the announcement, since both locations currently being considered have limited space.

Highlights of the NOVAGA May 29, 1985 Awards Meeting



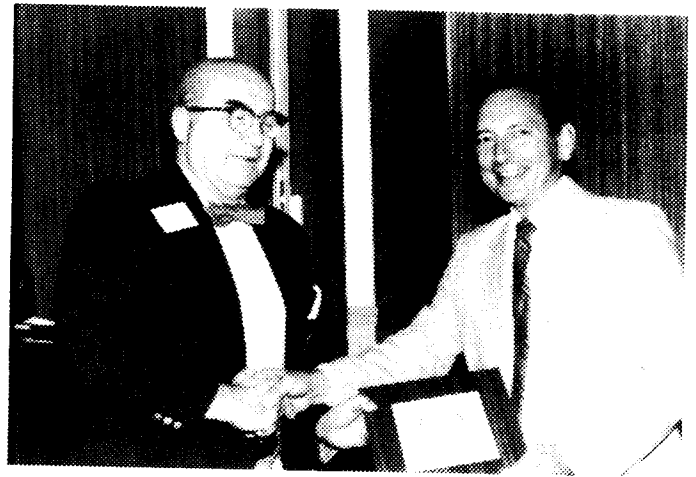
Mike Janoski presents the Distinguished Leadership Award to Edward Mazur, Comptroller of Virginia.



Dr. Richard Ross, Dean, School of Business Administration, Sister Marie Berg, and scholarship winners from Marymount College accept the NOVAGA Plaque for display at their school.



Jack Fawsett receives Chapter Training Award from Mike Janoski.



Flecher Lutz, AGA Executive Director, presenting President Janoski an award plaque for achieving the 10,000 point threshold on chapter competition. NOVAGA was the final national award winner for category "A" in chapter recognition.



NOVAGA Directors 1984-1985: Al McBride, Ron Deering, Ron Johnson, JoEllen Kowalski, Watt Sammons, Ed Canady, Jack Fawsett, Stan Haddock, Dick Sucher, Fred Newton.



Dr. A. J. Stagliano, Chairperson, Department of Accounting, Business, and Legal Studies, George Mason University and scholarship winners accept the NOVAGA Plaque for display at their school.

1985-86 Membership Goals

by Ron Johnson, Director of Membership

NOVAGA's membership track record, for the last seven years, has been as follows:

Date	Membership
4-30-79	628
4-30-80	724
4-30-81	764
4-30-82	719
4-30-83	720
4-30-84	757
4-30-85	788

As you can see last year NOVAGA reached its highest membership total in the history of the chapter, 788. The previous NOVAGA highest membership total of 764 occurred as of April 30, 1981, so we're back on track. I am confident that if we expend the same amount of effort in the membership area for the next couple of years, that we did last year, we will be the largest chapter in AGA by April 30, 1987. Why be the second largest chapter when you can be the largest!

Our membership goals for 1985-86 will be based on 788, our ending total for membership year 1984-85. This year's membership goals will be to acquire 20% or 158 new members, retain 90% or 709 of the members we had on our rolls as of April 30, 1985, and increase our membership total by 10% or 79 to 867 by April 30, 1986. If we can obtain these goals (acquisition 20%, retention 90% and growth 10%), NOVAGA will receive \$50 from National AGA for each goal obtained. If we are the highest in our chapter's group and have obtained the National AGA goal, we will get \$150 from National AGA for each goal where we are the highest.

Again this year National AGA is offering the Membership Sponsors Program. This program provides cash awards for individual AGA members that sponsor new members. These awards are as follows:

- *Top Sponsor\$200
- *Second Highest Sponsor.....\$150
- Sponsors of over 20 New Members\$100
- Sponsors of 16 to 20 New Members\$ 75
- Sponsors of 11 to 15 New Members\$ 50

*Must sponsor over 20 new members to qualify.

Membership Sponsors Program Conditions: In order to qualify as a sponsor, the sponsor's name must be *clearly printed* in the space provided on the "Application for Membership" form at the time the form is submitted to the National Office. A sponsor designation *cannot* be added after the application form is submitted. Also, *only paid memberships will be considered in determining sponsorship for the purpose of qualifying for this contest.*

Here's a good way to help AGA and at the same time put a few extra bucks in your pocket.

As of July 31, 1985, NOVAGA had 801 paid active, 4 delinquent and 49 suspended members. The delinquent and suspended members are individuals whose dues have expired. I would like to encourage delinquent members to remit their dues, if they haven't already, and continue to receive the benefits and advantages of belonging to AGA — the association for government financial management professionals. I will be sending the 49 suspended members letters since when an individual enters the suspended category they are dropped from the AGA mailing list and no longer receive the newsletter.

I am currently working with the National Office, AGA and my membership committee to finalize the NOVAGA 1985-86 membership campaign. If you have any questions, or if you would like to help by being a member of our membership committee, please don't hesitate to call me at 697-2281.

New Members

Name, Organization	Sponsor
Buchanan, Catherine, Marymount College of Virginia	Ronald H. Johnson
Clark, Juanita L., USGS Reston	Clara Chambliss
Claypool, Michael H., DODIG	
Delmond, Carla J., George Mason University	James B. Durnil
Eckman, E. John, AID/IG	James B. Durnil
Elston Kari B., George Mason University	James B. Durnil
Gajda, Thomas A., USA	Ronald H. Johnson
Heard, Mary F., DOL	Veronica Campbell
Hendrix, Patricia C., Military Sealift Command	
Howard, John R., VA	Kenneth J. Day
Jordan, George R., VA	
Katt, John J., DODIG	John Meling
Lwanga, Catherine, Marymount College of Virginia	Ronald H. Johnson
Marr, Thomas L., AID/IG	James B. Durnil
Moncayo, Andrew M., Information Spectrum, Inc.	
Moore, C. William, GAO	Harold L. Stugart
Rann, Mary J., DOL	Veronica Campbell
Repasch, Thomas A., GAO	
Rezak, Steven L., Smithsonian	John Fawsett
Ryan, Bernadine L., VA	Kenneth J. Day
Sinclitico, Nancy B., USAAA	Gregory N. Sinclitico
Stone, Victor F., DODIG	John Fawsett
Stulginsky, Edward M., DOT	Richard W. Sucher
Syarto, John A., GSA	William S. Fleming
Temchatin, Basil J., VA	
Todd, William E., Commerce	Rick Skinner
Ward, Eddie J., DODIG	

Board News

The Officers and Board of Directors of the Northern Virginia Chapter, Association of Government Accountants, met in the office of the President in Rosslyn, Virginia, on 13 August 1985 at 6:00 p.m.

The President opened the meeting by announcing that Sherry Roberson would be unable to serve as the Treasurer and that JoEllen Kowalski had volunteered to take over that position. The President also announced that the new Secretary would be Peggy Garand.

1. **Treasurer.** As of 30 June 1985, our financial status is as follows: Cash — \$14,395.05; Accounts Receivable — \$355.00; Total Assets — \$14,750.05. We are currently having our books audited by Grady Grisham. When this audit is completed, we will be able to claim points for the Chapter.

2. **Chapter Competition.** The next report in this area is due by 10 August 1985 and will cover the period May-September 1985. We can already claim points in 2 areas: (i) audit of the Financial Statements, and (ii) attendance at the PDC Sunday workshops.

3. **National Office and Legislative Liaison.** President Durnil stated he would like to see 2 things accomplished in this area: (i) include in our newsletter each month any notes from the National Office, and (ii) periodically publish an article in NOVAGA on significant events in Congress that involve any Bills or Acts passed relating to the accounting and auditing profession.

4. **Meetings and Attendance.** Lou Mundy (AID) will be handling meetings this year. This position entails making arrangements with the Imperial 400, attending registration desk and collecting the money for the dinners. Marlin Starling (AAA) will handle attendance. His responsibilities include coordinating with facilitators to ensure pertinent information about the meeting has been advertised to all audit organizations, coordinating the final headcount and passing this information on to Lou. Dinner prices have been increased from \$12.00 to \$13.00 this year. This is due to an increase in the price of meals — \$12.30. The remaining 70¢ will offset the cost of the guest speaker's meal.

5. **Membership.** We ended last year with a total of 788. This year we have gone from 788 to 801 in a 3-month period. Our goals this year are: 20% acquisition, 10% growth, and 90% retention.

6. **Newsletter.** Technical articles need to be acquired for all future issues. Please contact Jim Jarrell or Rick Howard if you are able to obtain any of these articles.

7. **Programs.** We have most guest speakers lined up for the year. We may not have drawings this year for meals. As far as having "Organization Night", it was briefly discussed that it might be well received if we were to recognize different groups of people (i.e., Past-Presidents, etc.) rather than organizations.

8. **Education.** This year we have split this area into 2 categories: National and Chapter Education. An upcoming regional seminar will be on 5-6 November and will

be held at a local hotel in Washington. Topics to be covered in this area are: Operational Auditing — 2 days and Effective Speaking — 1 day. The Chapter Educational Events will be held in October and March. The October 15 NOVAGA educational seminar will be a one-day, two track session. One track will relate to Federal Auditors (DCAA, HHS, etc.) performing audits for other Federal Audit Agencies. The second track will relate to non-Federal Auditors (CPA firms) performing work for Federal Audit Agencies.

9. **Next Meeting.** The President stated that he would like to invite last year's board back to the next meeting to ensure we have a smooth transition.

The meeting adjourned at 7:30 p.m.

Member News

Bill Roderick (DODIG) passed the May 1985 CPA examination. Congratulations, Bill!

Other Professional Meetings

Montgomery/Prince Georges Chapter

Date: September 11, 1985
Place: Ramada Inn, Lanham, MD
Speaker: June Gibbs Brown, National President System Development Corp.
Topic: TO BE DETERMINED
Social: 6:00 p.m.
Dinner: 7:00 p.m.
Cost: \$14.00

for reservations call: Frank Marshall, 755-4671

Washington Chapter

Date: October 3, 1985
Place: Rayburn House Office Bldg. Room B-338 S. Capitol & C Sts., S.W. (Capitol South Metro Station)
Social: 11:15 a.m.
Lunch: 12:00 p.m.
Cost: \$10.00 and \$3.00 for open bar

for reservations call: Carolyn DeLong, 695-7954

Items and Events From the Past

by Stan Haddock

In reviewing the past newsletters I ran across a series of articles on "Non-Verbal Vibrations — A Powerful Communications Tool" by Vibes Cantelleya, CPA, which I thought you might enjoy.

When thinking of communication, most of us see an image of words. . . words tripping off the tongue or flowing from the pen, words cascading in our ears or tugging at our eyes. However, *oral communication* involves more than words. It is well documented that in the spoken message, more information is transmitted non-verbally than verbally. "What you do speaks so loudly, I cannot hear what you say!

We are constantly sending nonverbal messages, and in most instances, doing so quite unconsciously. Many poker players are unaware of the fact that on drawing a good hand, their pupils widen perceptibly. . . a valuable signal to a sensitive opponent. Sensitivity to nonverbal communication can also be valuable in our profession.

Let's look at just a few nonverbal cues in our daily lives: We start each morning preparing ourselves as a nonverbal message to the world. We shave, fix our hair (or both), and even don wigs in order to be acceptable to those we will meet. We manage our messages of smell by using cologne or perfume. Our clothing selection is a highly personalized statement of who we are. And as accountants, this statement is often not too positive. . . take a critical glance at your associates, or even in a mirror! We don a variety of jewelry and other adornments. . . rings, beads, pins, clasps, or whatever suits our fancy. And each of them has its own message.

On going to work, we assume that those we encounter *read* nonverbals the same way we do. . . red lights, green lights, yellow line and octagonal signs encoded with the letters S, T, O and P. At the office we smile, nod, frown and even shake hands. We make almost *immediate* judgments of liking or disliking new acquaintances, and often solely on the basis of appearance. There is a valuable "reverse lesson" to be learned from this fact: Dress well, so as to look your best.

On returning home, we may sense the dinner menu from odors in the house. Theme music from the family room TV tells us when our favorite show is about to start. And as a nation of TV watchers, we pick programs, products and even presidents on the basis of nonverbal cues. And a seductive glance from a perfumed wife can sometimes even terminate TV viewing, with the ensuing experiences themselves being terminated now and then with what can only be described as ". . . an eloquent snore."

Yes, we send and receive nonverbals 24 hours a day, and that is what this series is all about.

Treasury Reaches First "Base"

submitted by James Lester Jarrell

The Financial Management Service, Department of the Treasury, has developed BASE (Baseline Analysis and Statistical Evaluation). The pilot project gives variances and trends of comparable data in financial reports sent to Treasury by selected departments for fiscal years 1982 through 1984 and will be expanded to 5 years eventually. When results are finalized and automated programs installed, the data base could provide management and other users with a useful tool to evaluate and forecast Government-wide financial activities effectively and on a continuous basis. Results could serve as a source of information for the central agencies (the General Accounting Office and the Office of Management and Budget) to use for further analysis. Eventually these forecasts could also be available to the private sector to use as needed.

Job Opportunities

1. HUD/OIG needs **Auditors GS 511-7/11**. Vacancies available nationwide under announcement #MSY-85-0070. Status candidates only. Contact Gail Willis on 202-755-5416.
2. The Overseas Private Investment Corp. is looking for **Accountants, GS 510-11/13**. Call Ms. B. Pritchard at 202-653-5786.
3. **Staff Accountant, GS 510-12** being recruited by Army Dept. Call Ms. J. Grospietch at 703-664-1491.
4. Smithsonian Institution is seeking **Accountants, GS 510-5/11**. Call 202-357-2465 for details.
5. **Auditors, GS 511-12/13** needed by Farm Credit Administration. Call 703-883-4000 (Attn: 85-30) for more information.
6. Treasury Department is recruiting **Auditors, GS 511-9/12** for various locations. Call U.S. Customs Service Personnel at 202-566-2584.
7. Administrative Office of the U.S. Courts is in need of **Systems Accountants, GS 510-5/13**. Contact Ms. D. Washington at 202-633-6116.
8. **Budget Analyst, GS 560-12** is being recruited by Army Department. Call 202-274-9446/7.
9. Fairfax County needs a **Budget Analyst II**, salary \$27K. Call 703-691-2591 for more information.

Application for Membership



Association of Government Accountants

NAME OF APPLICANT: Mr. _____ Ms. _____
 Mrs. _____ Miss _____
LAST NAME FIRST NAME MIDDLE NAME JR, II, III, OTHER

MAIL ADDRESS: _____
STREET NUMBER STREET NAME

CITY STATE ZIP

OFFICE TELEPHONE _____ HOME TELEPHONE _____
AREA CODE NUMBER EXTENSION AREA CODE NUMBER EXTENSION

I wish to become a _____ Member of AGA. I wish to join the _____ Chapter.
TYPE SEE LIST OF LOCATIONS

EMPLOYER _____ Government: Federal State Local
 Private Employer Academia Other _____

TITLE OF MY POSITION _____
 TYPE OF WORK PERFORMED: Administration Accounting Auditing Budgeting ADP Other _____
DESCRIPTION

EDUCATIONAL BACKGROUND:

SCHOOL	LOCATION (STATE)	YEAR		MAJOR	DEGREE
		FROM	TO		
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

ACCREDITATIONS AND CERTIFICATIONS:

	STATE	CERTIFICATE NUMBER	YEAR
<input type="checkbox"/> CPA	_____	_____	_____
<input type="checkbox"/> CIA	_____	_____	_____
<input type="checkbox"/> CMA	_____	_____	_____
<input type="checkbox"/> Other _____	_____	_____	_____

FINANCIAL MANAGEMENT EXPERIENCE: (List most recent experience first)

EMPLOYER	LOCATION	TITLE	POSITION SERIES AND GRADE	MONTH/YEAR	
				FROM	TO
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____

Date of application _____ Signature of applicant _____

Signature of sponsor (optional) _____
NAME

Send one year's national dues with this application to:
AGA, 727 South 23rd Street, Arlington, VA 22202.
 Make check payable to AGA.

Current dues are \$40.00. SPONSOR'S AGA MEMBERSHIP NUMBER _____ Remitted herewith is \$ _____

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061 8509 F 1022753
MR. MICHAEL A. JANOSKI
6012 SHERBORN LANE
SPRINGFIELD VA 22152

Chapter Meeting September 17

***“Current Events of Interest to Federal Employees”
Mike Causey — Washington Post***

Meeting Location:
Imperial 400
I-395 & Edsall Road (East)
Alexandria, VA

