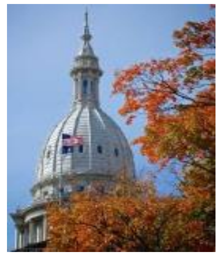
GREATER LANSING CHAPTER

Disclosures

October 2017



A MESSAGE FROM THE CHAPTER PRESIDENT

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Vision

AGA is the premier association for advancing government accountability.

Mission

AGA fosters learning, certification, leadership and collaboration for professionals and stakeholders committed to advancing government accountability.

Core Values

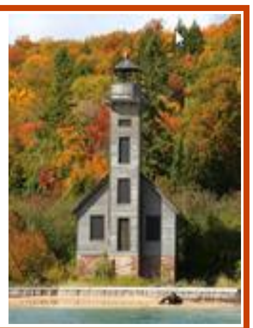
Service, Accountability, Integrity, Leadership

UPCOMING EVENTS

Monthly Luncheon Meeting

October 17, 2017

see page 2 for details



LEAD BY EXAMPLE

Your initial approach to leadership may be one of firm conviction and unyielding authoritativeness. While those in your team will likely follow your orders, you may discover that you do not command a great deal of respect.

You can overcome this obstacle, and earn the admiration and esteem of those in support positions, by leading by example. If you are willing to do that which you ask of others today, they will see that your requests are sound and meaningful.

Leaders who sit on pedestals, far removed from the people over whom they have headship, cannot adequately comprehend the issues relevant to those individuals.

The best way to exert authority is often to lead by example, because those functioning in a supportive capacity understand that the methodologies we suggest actually do work.   When we stand alongside our team, experiencing what they experience, we can suggest functional tactics and changes.

Our conviction is born not of authoritativeness, but of our ability to do that which we expect of others. Likewise, our authority is rooted in the fact that those supporting our efforts recognize and respect our willingness to heed our own regulations.

You will grow into your authority when you don't shy away from your own duties and you acknowledge that those in your charge have their own difficult jobs to do.

Anshu

More than 24

Illinois state lawmakers who have either resigned or said they won't seek re-election, which is about 15 percent of the General Assembly and an unusually large exodus. Many have cited the state's political gridlock and increasingly angry citizenry as reasons for moving on.

SOURCE: AP/The Southern Illinoisan I September 22, 2017

MONTHLY MEETING

TUESDAY
October 17, 2017
11:45
Van Wagoner Building
Lakeshore Room
Lansing, Michigan

NEW CITY TAX- WHY AND THE IMPACT ON THE CITY'S BUDGET

Speaker: George Lahanas,
City Manager
City of East Lansing

REGISTRATION
Register on-line at www.aga-lansing.org.
Click on events.
Register before Friday, October 13, 2017

COST
$12 AGA members
$16 non-members

Lou Ockunzzi, AGA Great Lakes Regional Vice President will be our guest.

Registrants are responsible for payment unless cancellation is received by the registration deadline.

CHAPTER COMMUNITY SERVICE PROJECT

The City of East Lansing and East Lansing Rotary Club have partnered to raise community funds for a Veteran's Monument to honor local heroes who have bravely served our country.

The Greater Lansing AGA Chapter will be collecting donations for the East Lansing Veteran's Monument at its October luncheon meeting.

Cash or checks will be accepted.
Make checks payable East Lansing Rotary Foundation.

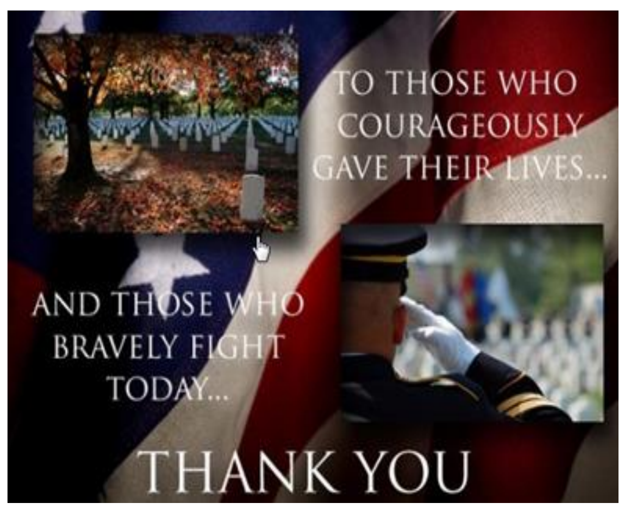
If you are unable to attend the meeting contact any CEC member or send your contribution to:

City of East Lansing
Department of Parks and Recreation
410 Abbot Road
East Lansing, MI 48823

ATTENTION GREATER LANSING AGA MEMBERS WHO HAVE SERVED OR SERVE IN OUR ARMED FORCES

Your AGA chapter would like to recognize you in an upcoming issue of the chapter newsletter. Please identify the branch of service and the years you served our country.

Email your information to Cindy Osga at osgac@michigan.gov.



CHAPTER COMMUNITY SERVICE PROJECT UPDATE

Attendees at the Fall Professional Development Training graciously contributed $100 to Fisher House of Michigan.

If you still wish to donate, visit fisherhousmichigan.org

A NEW WAY OF PROCURING RADIOS? ROGER THAT

By Delaine Bender, Executive Director, National Association of State Procurement Officials

How one state's contracting improvements brought significant savings that materialized in multiple ways.

LEXINGTON, Ky. — It may sound quaint and old fashioned to some, but for state procurement officials, purchasing radios is a current and vexing problem. State entities use radios and radio networks today for many reasons, including critical emergency services, expending millions of taxpayer dollars annually to procure radio technologies.

Even in the modern age of cell phones and social networks, you wouldn't want a firefighter texting the stationhouse if you were involved in some type of emergency.

However, buying radios and the associated equipment is a challenge for procurement departments, who must balance the needs and wants of the users—police, fire and transportation, to name a few—and the complexity of the products against the ever-present need to keep costs as low as possible.

This is exactly the situation the state of Tennessee's Central Procurement Office found itself in several years ago, when it had multiple, short-term contracts for various types of radios and maintenance agreements at fixed, and potentially non-competitive prices. Making matters worse, the contracts were limited and generally unable to keep pace with the dynamic radio market.

So, Tennessee officials created a new procurement process for radios that included several areas of innovation:

- Three basic radios and maintenance contracts were consolidated into a single comprehensive contract covering all radio equipment, associated services, maintenance, infrastructure and test equipment;
- Both manufacturers and dealers were allowed to offer product lines, thereby improving pricing through competition, while also ensuring end-user needs were met through -expanding the product lines offered;
- A second-tier bidding process allowed contracted vendors to compete on specific orders as needs were identified;
- A flexible contract vehicle meant that new technologies or innovation in the radio market need not result in contract amendments;
- Contract management issues were improved through the development of new key performance indicators (KPIs);
- Asset management issues were improved through a new vendor-supported asset tagging program; and
- Significant contract savings were achieved, including an 11 percent discount over previous pricing, and additional discounts through continual pricing negotiations.

These changes were accomplished due to the procurement staff's recognition that more vendor engagement was needed if this contract was to maintain its utility over multiple years. The central procurement office established a broad-based stakeholder committee and ensured vendor input in the development of the specifications. The meetings that ensued with the vendor community were crucial in avoiding too-narrow specifications, maximizing vendor participation and competition, while still allowing agencies to meet their needs.

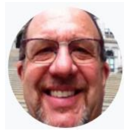
Broad vendor participation helped isolate true sole-source needs—something not uncommon in the radio space—from simple end-user preference.

The second-tier bidding process helps ensure that the detailed requirements inherent in each unique

[continued on page 6]

Larry Till

Posted
August 7, 2017



YOU CAN LEARN FROM OTHER GENERATIONS

In addition to my full-time job with a large government employer, I teach part-time in a college program for university graduates who want to get into public service. I've been doing this for a long time – since 2002 – and have discovered something interesting.

As much as I think of myself as their teacher, I am also – in some respects – their student.

That is to say, over the years, I've come to see that in some important ways, I have as much to learn from them as I hope they do from me.
The students I teach are in their early 20's, for the most part. That puts them pretty squarely in the much discussed millennial camp (although, apparently, not for that much longer).

I spend a great deal of time coaching and mentoring them through the earliest stages of their career trajectories.

As I've conducted my own job search over the past four or five years, I've been thinking more and more about how they go about it. And while I'm loath to generalize, I do think they offer some helpful pointers. For example:

Stay current. In today's workplace, that means embracing all that is digital. Knowing your productivity suite (such as the software you use to create and manage your documents) is a good start, not a goal in and of itself.

Get with the diversity program. When I first started teaching, my course had a unit on diversity. I quickly realized that many millennials, especially in larger communities, live the reality of diversity every single day. To them, it's a fact of life. Real, meaningful diversity isn't just about counting heads or affirmative action outcomes (although those metrics are important); it's about recognizing that voices that aren't normally heard – whether it's because they're new, or they speak with a heavy accent, or they lack your experience and mine – might still have something valuable to say. It's about recognizing people as people, and not labeling them or allowing those labels to hinder their value. That process can be messy. The alternative is worse.

Manage your work-life balance. Some workplaces still restrict or outright ban access to social media. Leaving aside the ways that limits our effectiveness as employees, it represents an extra challenge for millennials, who are also known as digital natives for good reason. They tend to treat social media as a quick mental break from brain work that can be extremely taxing. As one of my favorite thinkers on this topic has said, there's no difference between someone who spends five minutes an hour on Facebook and someone who goes outside five times a day for a cigarette. And on a related note…

Work itself can be dynamic, and that's ok. Many of us boomers were raised in an era when we expected to have one job for life, and to work there for as long as humanly possible. The millennials I know have a totally different relationship with the workplace; they not only expect to move around, they see it as inevitable, at least in the beginning. Which is not to say they don't covet permanence and security; see my last post for more.

As I suggested at the outset, each group has something to learn from the other. For example, many peers of my snack bracket talk in frequently disparaging terms about the "sense of entitlement" they perceive in their younger colleagues. My view is different. After working with them directly for 15 years, I see their behavior as more developmental than generational.

When I graduated in the mid-1980's, North America was in the midst of a long, slow economic decline, not unlike what many areas area experiencing now. I can distinctly remember thinking that the generation before mine had ruined things for us – made housing unaffordable, taken (and kept) all the best jobs, poisoned the environment, and so on. Sound familiar?

On the flip side, I find myself having to remind my students that the people they're attempting to contact for work are most likely older than they are themselves. That means they have to adjust their approach accordingly.

Sometimes, they will get frustrated when a prospective employer (or information interview subject) doesn't respond quickly enough to an email. I remind them that people of my age group might prefer a phone call. Of course, the telephone isn't the only tool available to them. Neither, however, should it be neglected.

The bottom line, for me, is that the golden rule of communications also applies in these situations: know your audience.

Early Career Center

SIX WAYS TO MAKE YOURSELF INVALUABLE AT WORK

By: Patrick Leddin, Ph.D. on LinkedIn

Over the past twenty years, I have been surrounded by many top performers:

- Courageous fellow paratroopers in the U.S. Army
- Amazing colleagues at both a global consulting firm and my own professional services agency
- Outstanding leaders throughout the U.S., Canada, Europe, and Asia
- Brilliant students at one of the nation's top universities

As I consider what makes many of them outstanding, I have come to the realization that they exhibit six behaviors that make them invaluable at work.

I invite you to take a minute to review each behavior and consider the questions I offer.

1. Deliver Results; Don't Just Pleasantly Accomplish Activities

Top performers may be funny, personable, kind, considerate, or a variety of other wonderful attributes. However, above all, they deliver results. I'm not saying that the above mentioned attributes aren't helpful. They are. They make working with someone much more enjoyable. But, when times are tough and expectations are high, leaders don't need a friend, they need a top performer who delivers the goods.

Consider yourself...

- Is your reputation one as a person who delivers results?
- Do you confuse activities with results?
- When was the last time that you and your team failed to deliver as expected? What did you team learn from the situation?

2. Solve Problems; Don't Just Point Them Out

Top performers aren't afraid to jump in with both feet to help fix a problem. They don’t merely stand on the sidelines or complain about the complexities of work.

They don't seek glory or work to fix blame; they seek to solve problems and put steps in place to avoid future pitfalls. They are proactive problem solvers.

Consider yourself...

- What problems exist within your team or organization that are going unaddressed?
- (Odds are you aren't the only one who sees them.)
- What might you do today to begin to proactively addressing problems in your midst?

3. Learn New Stuff; Don't Just Be Comfortable

Top performers actively develop new skills. They put themselves into new situations, wade into uncharted waters, and willingly place themselves in uncomfortable positions.

Why would they do this?

Well, they recognize that investing time in learning new things makes them more valuable to the organization, more helpful to their teammates, and more marketable in future situations.

Consider yourself...

- Would people consider you and your team members active learners?
- What book are you currently reading? What skills are you honing?

When was the last time you taught a customer or employee something new?

4. Experience the Customer's World; Don't Just Observe It

Top performers understand and practice the concept of being in their customer's world. They care about the customer winning as much as the customer cares. They demonstrate an unmatched level of customer understanding that eludes their peers and competitors.

Consider yourself...

- Who are the most important customers that you and your team serve?
- What matters most to them?
- What can you and your team do today to better help your customers win?

5. Provide Value That Is Not Easily Replaced; Don't Just Do the Job

Top performers are not irreplaceable, but they are not easily replaced. You can't simply hire another person with the same skills, experience, and education as a top performer, get him up-to-speed on his role, and not feel the loss.

Why?

[continued on page 6]

Invaluable at Work [continued from page 5]

Because a top performer makes a distinctive contribution. They add value over and above their job description.

Consider yourself...

- How easy would it be to replace you and your team?
- What can your team do to be more valuable to your customers? What can you do?

6. Think Abundantly, Don't Fall Into the Scarcity Trap

Much of your work will likely involve participating as a member of a team. If you want to contribute your best effort, help your team members win, and avoid isolating yourself from your colleagues, work on your mindset and your behaviors will follow.

Recognize that the pie can be big enough for all to win AND your winning doesn't require someone else on your team to lose.

Consider yourself...

- Do you operate from a win-win mindset, where both you and your colleagues can win?
- When you are listening to a colleague, do you listen with the intent to understand or to simply find a space in the conversation to interject your 'wisdom'?

Final thought...

Am I suggesting that these are the only behaviors necessary?

No. I am simply suggesting that they are key.

I wish you all the best as you work to become a top performer in your chosen endeavors!

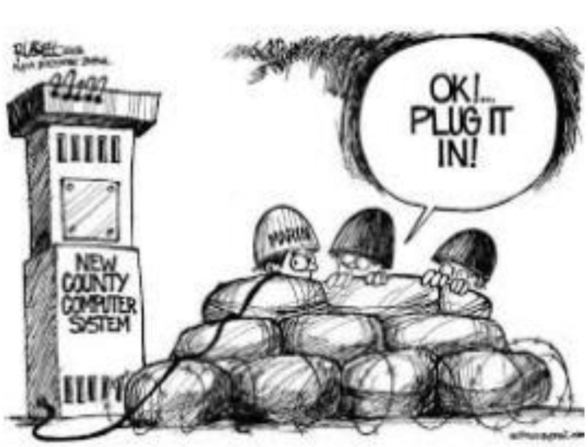
Procuring Radios [continued from page 3]

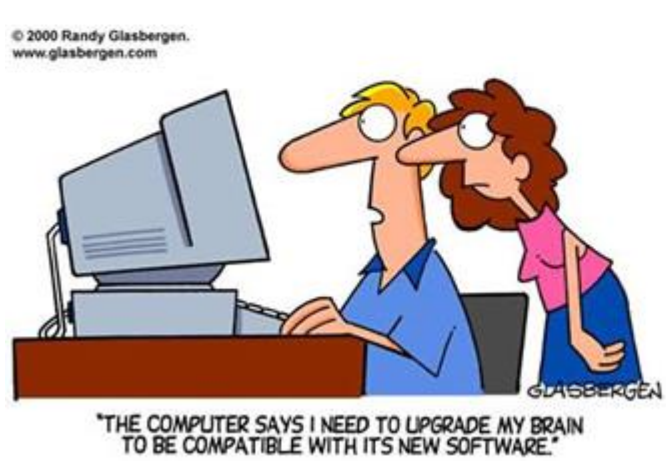
purchasing event are viewed by the entire vendor community, driving competition and lowering prices.

As a result of this process, many key service issues were resolved, as well. For example, one of the most important KPIs is the Warranty Expiration Report, which gives contract users a quarterly status update on when warranties, whether basic or extended, expire.

Through these contract improvements, significant savings materialized in multiple ways. Tennessee has saved nearly $2.4 million to date due to additional negotiations on large dollar purchases allowed by the contract. Similarly, among “apples to apples” product comparisons, the contract has yielded an 11 percent reduction on historical prices and contract structural improvements have resulted in dramatic time reductions associated with contract use.

The innovations employed by the state of Tennessee were honored recently by the National Association of State Procurement Officials (NASPO), as the Gold Award Winner in its George Cronin Awards for Procurement Excellence.





NATIONAL COLLEGIATE SCHOLARSHIP PROGRAM

The program is sponsored by AGA's Young Professional Focus Group and provides up to 10 full-time undergraduate students with an opportunity to engage with and learn from leaders in government financial management at AGA's National Leadership Training (NLT) in Washington D.C. on February 27-28, 2018.

Participants of the program will:

- Have an onsite mentor to guide them around the NLT event.
- Attend NLT sessions.
- Sit at reserved tables for an exclusive lunch with corporate partner members and government officials.
- Receive recognition at the event, including a certificate of participation and commemorative photo.
- Earn continuing professional education (CPE) credits for sessions they attend.
- Receive a complimentary e-membership in AGA for one year.

Applicants must apply on or before November 10, 2017.

Visit agacgfm.org to learn more and apply.

The Mark of Excellence in Federal, State, and Local Government

CGFM is the professional certification recognizing the unique skills and special knowledge required of today's government financial managers. It covers governmental accounting, auditing, financial reporting, internal controls, and budgeting at the federal, state, and local levels.

WHY HIRE A CERTIFIED GOVERNMENT FINANCIAL MANAGER?

CGFM exemplifies experience and proficiency, distinguishing individuals who have made a significant commitment to their professional development. A CGFM has:

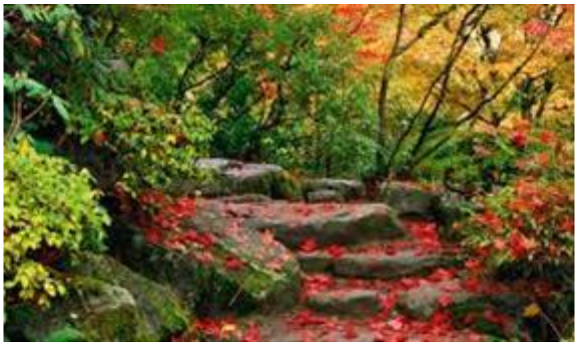
Increased knowledge of government financial management: CGFMs must pass three rigorous examinations, covering key topics including federal, state and local accounting and reporting; financial management functions; performance measurement; internal controls and auditing.

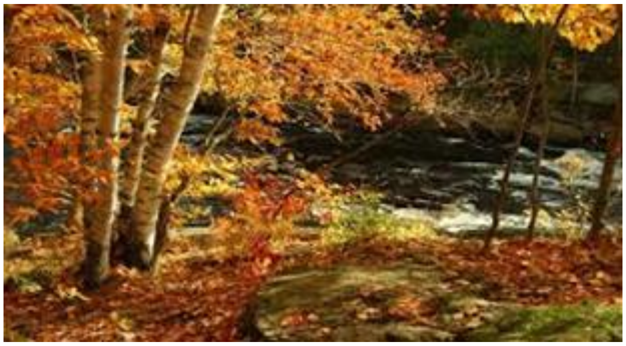
Better understanding of the big picture of government: CGFMs recognize how the different components of government financial management fit together, and they understand their role in the process.

Greater confidence on the job: The CGFM certification is directly applicable to the everyday duties of government financial professionals, at every level. It can help a new employee hit the ground running, while enhancing the performance of existing employees.

Demonstrate your organization's commitment to excellence:

- Seek CGFMs for employment
- Encourage current staff to enroll in the CGFM program as part of his or her professional development
- Reimburse CGFM certification costs (application, training and examination fees)
- Support preparation efforts – set aside time during the work day for studying
- Bring CGFM courses to your location to educate your staff and help candidates prepare for examinations
- Offer financial incentives or promotions to those who earn their CGFM





Chapter Education Calendar

You can register for all chapter events at www.aga-lansing.org. Click on events.

Check the chapter website and upcoming newsletters for more information.

September 13, 2017
Webinar Conference
Government Communications/Leadership
Constitution Hall Arthur Iverson Conf Rm
2 hours CPE

September 19, 2017
Professional Development Seminar
A Changing World
Library of Michigan
4 hours CPE

October 17, 2017
Monthly Luncheon Meeting
East Lansing New Tax and Budget Impact
VanWagoner Building, Lakeshore Room
1 hour CPE

November 15, 2017
Webinar Conference
Ethics in Fraud
VanWagoner Building, Pictured Rocks
2 hours CPE

November 21, 2017
Monthly Luncheon Meeting
Topic to be Determined
VanWagoner Building, Lakeshore Room
1 hour CPE

December 6, 2017
Webinar Conference
Internal Control
Constitution Hall Arthur Iverson Conf Rm
2 hours CPE

December 13, 2017
Monthly Luncheon Meeting
Topic to be Determined
VanWagoner Building, Lakeshore Room
1 hour CPE

January 10, 2018
Webinar Conference
Grants Management
VanWagoner Building, Lakeshore Room
2 hours CPE

January 16, 2018
Monthly Luncheon Meeting
Annual Tax Update
Library of Michigan
1 hour CPE

February 20, 2018
Monthly Luncheon Meeting
Topic to be Determined
VanWagoner Building, Lakeshore Room
1 hour CPE

March 2018 – Date to be Determined
Professional Development Training
Training for Government Professionals
Location to be Determined
8 hours CPE

March 7, 2018
Webinar Conference
Infrastructure Financing
VanWagoner Building, Lakeshore Room
2 hours CPE

March 28, 2018
Webinar Conference
Cybersecurity
VanWagoner Building, Lakeshore Room
2 hours CPE

April 17, 2018
Monthly Luncheon Meeting
Topic to be Determined
VanWagoner Building, Lakeshore Room
1 hour CPE

May 15, 2018
Monthly Luncheon Meeting
Topic to be Determined
VanWagoner Building, Lakeshore Room
1 hour CPE

May 16, 2018
Webinar Conference
Fraud and Data Analytics
VanWagoner Building, Lakeshore Room
2 hours CPE

June 13, 2018
Webinar Conference
Leadership
Constitution Hall, ConCon A and B
2 hours CPE

MEMBER NEWS

CONGRATULATIONS!
Member Anniversaries

Carol Carlson, CGFM-Retired	38 years
Jane Wallin	38 years
Pratin Trivedi, CGFM	28 years
Cindy Osga, CGFM	25 years
Peggy Murphy	12 years
Julie Salman	11 years
Zada Shriner	7 years
Bethany Doyle	3 years
Roberta Marks	3 years
Derek Childs	2 years
James Duso	1 year

WELCOME NEW MEMBERS!

Tami L. Flodin
Finance Manager
Ann Marie Muliett
Michigan Department of Treasury
Tapiwa P. Nedziew, HHS OIG
U.S. Health and Human Services OIG
Scott Simon
Technology, Management and Budget
Chrystal Thomas
Michigan Department of Treasury

CHAPTER FINANCES

Balance Sheet at August 31, 2017

Assets	
Current Assets:	
Checking Account	$ 26,807
Pay Pal Account	$ 3,552
Total Assets	$ 30,359
Liabilities and Net Assets	
Beginning Fund Balance	
Unrestricted	$ 27,028
Restricted	$ 4,515
Income (Loss)	$ -1,184
Ending Fund Balance	
Unrestricted	$ 2,5884
Restricted	$ 4,515
Total Liabilities and Net Assets	$ 30,359

OTHER EDUCATIONAL OPPORTUNITIES

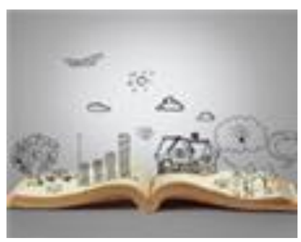
National AGA

To register for events, visit www.agacgfm.org

February 27-28, 2018
National Leadership Training
Washington DC or virtual
14 hours CPE

May 2018
CFO/CIO Summit
Washington DC
4 hours CPE

July 22-25, 2018
National Professional Development Training
Orlando, Florida
24 hours CPE



West Michigan AGA

To register for events, visit
www.agawestmichigan.org/home/events

October 24, 2017
Succession Planning/Multi-Generational Work Force
Your Computer
2 hours CPE

Leadership and learning are indispensable to each other. John F. Kennedy

I never lean anything talking. I only learn when I ask questions. Lou Holtz

CHAPTER EXECUTIVE COMMITTEE MEETING MINUTES

September 12, 2017
Lewis Cass Building

CEC Members Present: Kim Dunbar, Cindy Osga, Julie Salman, Kyle Stolicker, Karen Stout, Anshu Varma, Dan Wawiernia

CEC Members Not Present: Anthony Edwards, Julie Chrysler, Sherri Troyer

Call to Order and Acceptance of Agenda: The meeting was called to order at 11:59am. A motion was made, seconded, and passed to accept the agenda.

Minutes: The minutes for the August 8, 2018 CEC meeting were approved via email on September 11, 2017.

Budget and Financials: Julie S. discussed the financial reports presented. The chapter has a fund balance of $30,359.48. A motion was made, seconded, and passed to approve the August 2018 financials and expenditures in the amount of $2,403.62. A motions was also made, seconded, and passed to approve 2017-2018 program year budget.

Membership: Chapter membership stands at 117.

Education The CEC continues to support the purchase of nominal gift cards for speakers, as previously approved.

Registration for the October event is at 110 participants and the October speaker has been confirmed.

Program Luncheons: Per Karen, no speaker has been confirmed for November, but the January speaker has been confirmed. Karen will be absent from the November and January meetings. The CEC agreed to continue to allow students to attend meetings at no charge.

Communications – Newsletter and CCR: The September Newsletter has been issued. The CCR is in the final stages and is due September 30th.

CGFM and CPE Events: Per Dan, the first webinar for this program year is September 13, 2017, with a high level of interest.

Webmaster: No report.

Community Service: Per Dan, the first webinar for this program year is September 13, 2017, with a high level of interest.

Awards: Anshu would like more visibility at the National level.

Chapter Recognition Program: Per Dan, the first webinar for this program year is September 13, 2017, with a high level of interest.

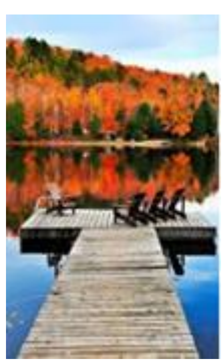
Old Business: Cindy will provided CEC training to cover the chapter recognition program, chapter bylaws, and the national governance structure at the September CEC meeting.

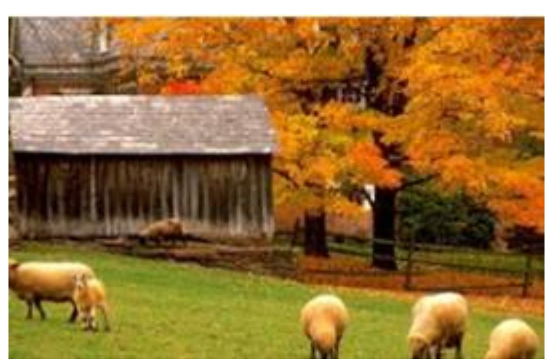
New Business: None.

Presentation: Cindy provided handouts of the AGA structure, the chapter recognition guidelines, and information to access the Chapter Leadership Handbook. All documents provided are on the National AGA website. Cindy gave an overview of the AGA organization and governance of the Association.

Adjournment: A motion was made, seconded, and approved to adjourn at 12:58 pm.

Next Meeting: Tuesday, October 10, 2017
Location: Fifth Third Building, East Lansing
Host: Karen Stout





Chapter Executive Committee
2017-2018

Platinum Chapter

President
Anshu Varma, CPA
Technology, Management and Budget
varmaa@michigan.gov
517-241-2002

President Elect
Vacant

Treasurer
Julie Salman, CPA
Transportation
salmanj@michigan.gov
517-335-2038

Secretary
Kim Dunbar
Technology, Management and Budget
dunbark@michigan.gov
517-927-7080

Education
Kyle Stolicker
Technology, Management and Budget
stolickerk@michigan.gov
517-335-1562

Programs
Karen Stout, CGFM
Treasury
stoutk@michigan.gov
517-335-1012

CGFM, Audio Conferences
Dan Wawiernia
Technology, Management and Budget
wawarierniad@michigan.gov
517-241-2768

Community Service
Sherri Troyer
Treasury
troyers1@michigan.gov
517-335-1012

Accountability
Cindy Osga, CGFM
Health and Human Services
osgac@michigan.gov
517-335-4087

Webmaster
Anthony Edwards
Treasury
edwardsa9@michigan.gov
517-373-07173

Awards
Vacant

Membership
Vacant

Newsletter
Cindy Osga, CGFM
Health and Human Services
osgac@michigan.gov
517-335-4087

Past President
Julie Chrysler, CIA, CCSA
Natural Resources
chryslerj@michigan.gov
517-284-5864

Great Lakes Regional Vice President
Lou Ockunzzi, CGFM
Cleveland Chapter
louis.m.ockunzzi.civ@mail.mil
216-204-2758

Senior Vice President of Regional Services Section I
Thalia Mendez, CGFM
New York Capital Chapter
tmelen23@hotmail.com
518-474-5917

See the Chapter's Annual Citizen Centric Report on the website.

The Chapter's Citizen Centric Report was awarded a Certificate of Excellence by National AGA.

www.lansing-aga.org

Greater Lansing AGA
PO Box 12159
Lansing, MI 48901