



# Citizen-Centric Report to our Members

## Overview of the Organization

The Association of Government Accountants (AGA) supports the careers and professional development of government accountability professionals working in federal, state and local governments as well as the private sector and academia. Since 1950 AGA has been the thought leader for the government accountability profession. Through education, research, publications, certification and conferences, AGA reaches thousands of professionals and provided nearly 100,000 continuing professional education (CPE) hours annually.

AGA operates under a national-chapter partnership with its 90 chapters located throughout the U.S., Guam, Japan, Puerto Rico and Saipan. AGA is governed by a National Board of Directors (NBD), which includes regional leaders and chapter presidents. AGA's 16-member National Executive Committee (NEC) acts for the NBD, meeting quarterly to discuss operational issues. The day-to-day operation of the Association is handled by the National Office, headquartered in Alexandria, VA, with 25 employees reporting to an executive director who reports to the AGA National President. More than 800 volunteer members serve the Association through committees, boards and chapters.

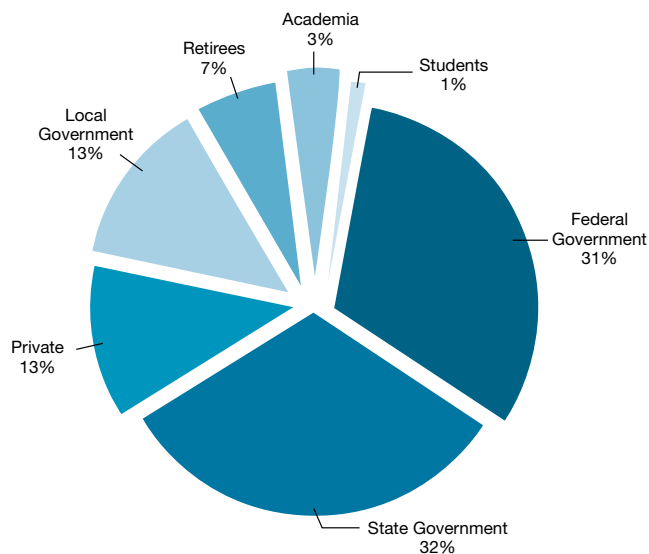
## Mission

AGA serves government accountability professionals by providing quality education, fostering professional development and certification, and supporting standards and research to advance government accountability

## Membership Demographics

Diversity continues to be AGA's greatest strength. AGA's 14,668 members work for state and local governments, federal agencies, academic institutions, private firms and tribal organizations. Many are also active retired members. The Association's membership crosses all fields and disciplines, including accounting, auditing, budgeting, contract management, finance, grants management and systems. AGA members are students and entry-level employees, mid-level professionals, senior executives and elected officials.

Employers

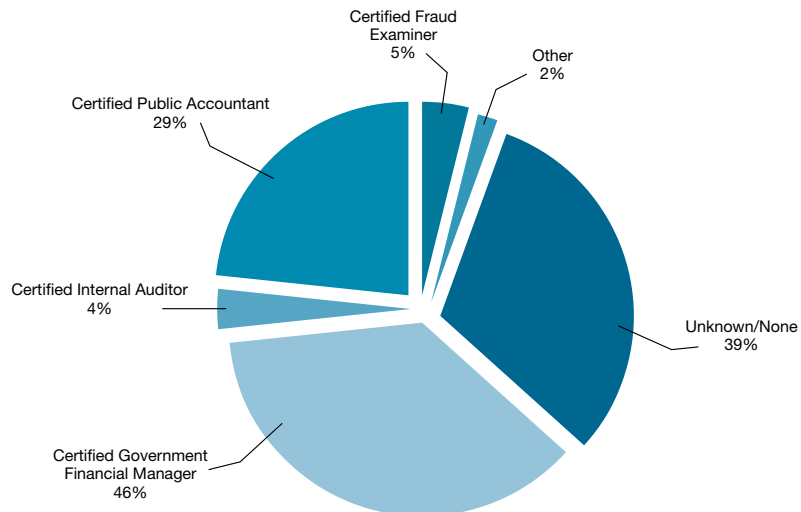


## 2006 Member Needs Assessment Survey

- Members told us that networking is the No. 1 reason they joined AGA, followed by obtaining continuing professional education. Members stay with AGA for the same reasons, the survey said.
- Members strongly agreed they need continuing professional education to maintain certifications and to stay professionally competent. Agreement was also strong that AGA provides conferences with relevant content to meet these CPE requirements and provides quality training at a reasonable cost.
- Members agreed strongly that AGA enhances the public image of government financial management, has a strong professional image and provides ample opportunities to be involved in leadership and committee activities.
- AGA staff work hard to meet members' needs and members told us we are doing an excellent job!



Members' Professional Designations



# How We Have Progressed

## in 2006–2007

### Strategic Goals

AGA's four strategic goals are: Accountability, Certification, Education and Research, and Service. The implementation of all programs contributes to the achievement of these goals. The pie charts located on the next page illustrate how the financial data fit into these four goals. Programs were aligned with each of the four goals based on where their greatest contribution was made.

**Accountability—Promote and advance accountability in government through AGA's Certificate of Excellence in Accountability Reporting (CEAR) Program, Service Efforts and Accomplishments Reporting (SEA) Program and commenting on proposed standards by AGA's Financial Management Standards Board (FMSB).**

Fiscal Year April 1 – March 31	2006	2007
Number of Performance and Accountability Reports (PARs) received from federal agencies (CEAR)	18	21
CEAR Award recipients	9	11
Number of performance reports received from state and local entities.	22	24
SEA Award recipients	11	10

Program Year July 1 – June 30	2006	2007
Number of comments on proposed standards by AGA's Financial Management Standards Board	11	11

- AGA hosted a black-tie dinner and awards ceremony in honor of 11 federal agencies that were awarded the 2007 Certificate of Excellence in Accountability Reporting (CEAR)—the highest number since the program began.
- OMB recognizes AGA as a source of guidance for preparing Performance and Accountability Reports.
- AGA's Financial Management Standards Board (FMSB) testified at GASB and FASAB hearings on a variety of subjects.

**Certification—Make the Certified Government Financial Manager (CGFM) the government accountability community's preferred professional designation.**

Calendar Year	2005	2006
Number of current CGFMs	8,204	8,026
CGFM retention rate	95%	95%
Number of new CGFMs	127	194
Number of CGFM Examinations taken	606	968

- The number of CGFM applications received in 2005 were 50 percent higher than in 2004, and the number of CGFM applications received in 2006 were 30 percent higher than in 2005. More examinations were taken in the first three months of 2007 than in all of 2004.
- Held for the first time in July 2005, the Intensive Review Course has been a tremendous success, allowing almost 200 people to take the CGFM Examinations at AGA's two largest conferences.

**Education and Research—Provide comprehensive education and research to meet the changing needs of the government accountability profession. Conferences: Professional Development Conference & Exposition (PDC), National Leadership Conference (NLC), National Performance Management Conference (PMC), Internal Control & Fraud Conference; Research Projects, Education and Government Financial Management Classes.**

Program Year July 1 – June 30	2006	2007
Number of published AGA research projects	5	7
Average audio conference attendance	1,276	1,507
Fiscal Year April 1 – March 31	2006	2007
Total number of CPE hours offered	84,775	94,908
Number of attendees at AGA conferences:		
• Internal Control & Fraud Conference	–	394
• National Leadership Conference	665	645
• Performance Management Conference	200	120
• Professional Development Conference	1,631	1,791

- An average of 100 telephone lines were used during AGA's seven audio conferences, worth 2 CPE hours each.
- New AGA-sponsored training courses are being offered on a variety of topics.
- The research program began in 2005 and now boasts 13 completed reports, which have been mentioned extensively in the media.

**Service—Provide members and customers with quality programs, products and services: Member Services, Corporate Partner Advisory Group (CPAG), Governance, Website, Publications and Public Relations**

Membership Year May 1 – April 30	2006	2007
Number of current members	14,590	14,668
Overall membership retention rate	87%	86%
Number of new members	2,049	2,106
Number of AGA chapters	88	90

- A strong membership is the lifeblood of any association and relies on the recruitment of new members as well as the retention of current members. For the second year in a row, membership experienced a net increase.
- More than 12,000 individuals receive AGA's weekly e-newsletters, *TOPICS* and *AGA Today*.

Corporate Partners	2006	2007
Total	57	64
New	14	7

- The AGA Corporate Partner Program brings private sector executives together with government executives to exchange information, support professional development, improve communications and understanding, solve issues, and build partnership and trust. In addition to supporting AGA financially and through volunteer efforts, private-sector organizations bring a wealth of intellectual knowledge and industry viewpoints to AGA members.

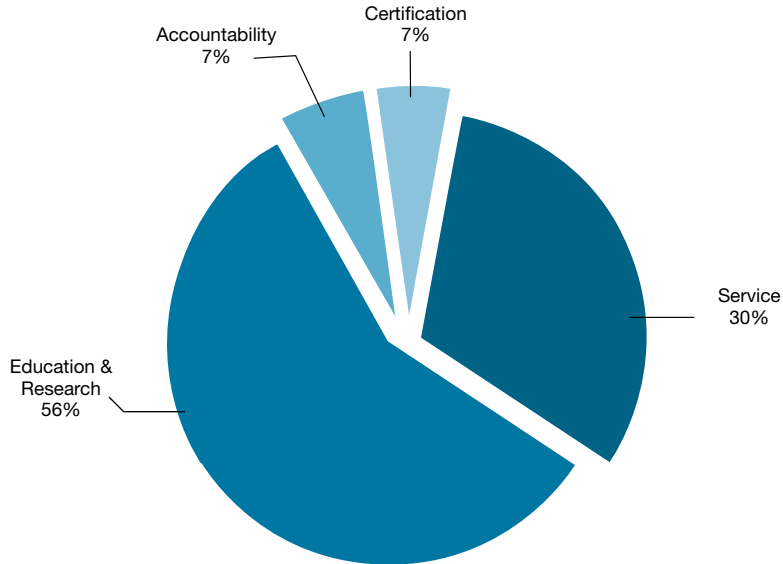


# The Association's Finances

## Revenues and Expenses

### Primary Association Sources of Revenue

#### 2007 Revenues By Strategic Goals



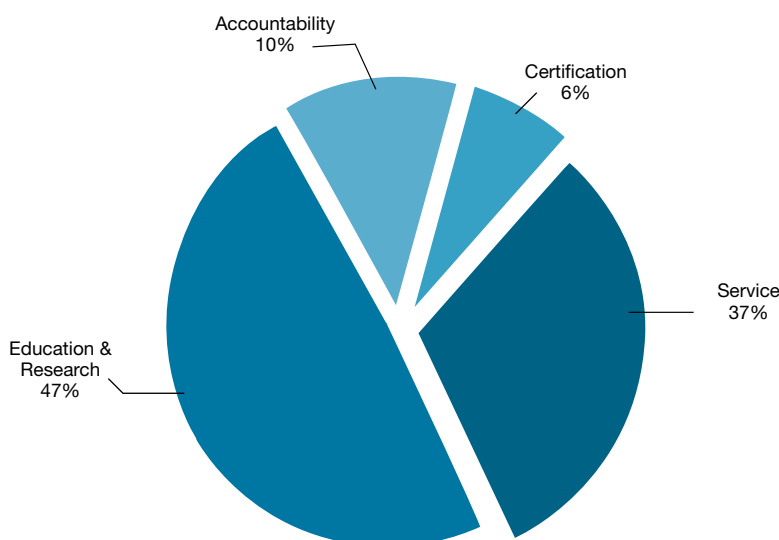
### The Association's Finances in Thousands

#### Primary Sources of Revenue

Sources	Actual FY06	Actual FY07
Registrations	1,812	2,141
Dues	1,630	1,675
Sponsors	491	580
Application Fees	479	381
Exhibitors	241	207
Advertising	234	192
Research Projects	188	176
Other	350	448
<b>Total Revenues</b>	<b>5,425</b>	<b>5,800</b>

### Primary Association Expenses

#### 2007 Expenses By Strategic Goals



#### Primary Functional Expenses

Expenses	Actual FY06	Actual FY07
Salaries and Fringe Benefits	1,608	1,859
Food and Beverage	745	936
Onsite Expenses	479	494
Printing/Publications	333	363
Travel & Training	284	349
Contractors	381	365
Other	701	568
Indirect Expenses	862	731
<b>Total Expenses</b>	<b>5,393</b>	<b>5,665</b>

#### Independent Audit

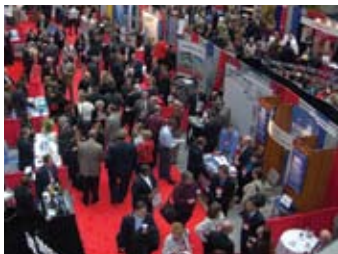
Independent audits of the Association's finances were conducted, resulting in clean opinions.



# What's Next?

## Future Challenges

For more information,  
please visit the  
Association's website  
at [www.agacgfm.org](http://www.agacgfm.org)  
or call us at 800.AGA.7211.



### Challenges Moving Forward

- **Raising AGA's Visibility as the 'Thought Leader' in the Profession**—AGA must continue taking the lead in addressing issues that affect the future of the accountability profession. Great strides have been made, as seen by the successes of our programs to improve federal Performance and Accountability Reports as well as Service Efforts and Accomplishments Reports at the state and local level. AGA's Financial Management Standards Board has weighed in on proposed changes in accounting standards at all levels of government, and our Citizen-Centric Reporting initiative has attracted media attention across the country. AGA needs to increase its efforts to lead the discussions and develop the solutions to challenges in the field.
- **Increasing Recognition for the Certified Government Financial Manager (CGFM) Designation**—The value and recognition of the CGFM certification increases every year. More agencies and companies are encouraging their financial management staff to obtain the designation and are adding the CGFM certification to the relevant job descriptions. The CGFM Month initiative—an effort to declare March as “Certified Government Financial Manager” month—continues to grow every year, from 10 states in 2005, to 20 states and local governments in 2006 to more than 30 states and local governments in 2007. Gaining formal recognition of the CGFM designation in state and local governments is an ongoing long-term effort by AGA leaders.
- **Boosting Membership**—Keeping AGA healthy means continuing to attract and retain new members, and develop the AGA leaders of tomorrow. Like governments at all levels, AGA will be hit with the so-called brain drain as Baby Boomers retire. Eighty percent of AGA's membership falls into this category. AGA must attract substantially more students and young professionals to join and get involved in AGA.
- **Increasing Educational Opportunities for Accounting Students**—Only a handful of government financial management courses are being offered at institutions of higher learning. As a result, few students consider government financial management as a career, few graduate students pursue Ph.D.s in governmental accounting, and few professors are experts in the subject. AGA is helping to develop courses in government financial management to be offered at universities around the country. Just this past year, AGA members helped to develop an Executive Master of Science in Accounting from the University of Maryland's Robert H. Smith School of Business. The university is also adding a governmental accounting class in the undergraduate curriculum. Additionally, AGA is offering a Government Finance Case Challenge for undergraduate students to stimulate interest in government financial management. More educational opportunities means a more educated government work force.
- **Encouraging Governments to Produce Citizen-Centric Reports**—The Citizen Centric project asks municipal, county and state governments to publish straightforward reports about their fiscal condition—and, most important, to keep them short (up to four pages) and easy to understand. These fiscal snapshots aim to give citizens a better understanding of their government and inform a more meaningful debate about fiscal priorities. The following governments have produced a citizen-centric report: Saco, ME; Portland, OR; and the State of Oregon. The following governments have indicated an interest in producing a report: Phoenix, AZ; Maricopa County, AZ; the State of Washington; District of Columbia; Kansas City, KS; King County, WA; Oklahoma Health Care Authority; and Bellevue, WA. With 88,000 government entities in the United States, the challenge remains to encourage more governments to adopt the four-page report for greater transparency and accountability.
- **Managing A Growing National Office Organization**—AGA begins fiscal year 2008 in a strong financial position. As AGA continues to grow, so does the National Office staff and the infrastructure needed to run the various programs and services. AGA benefited this year from minimal turnover of key personnel and it is management's challenge to continue this trend.

Challenges lie ahead, but with financial stability, planning and continued volunteer participation, AGA will continue to advance accountability at all government levels.

We would like to hear from you! Do you like this report? Do you believe it should include different or additional information? Please contact AGA Deputy Executive Director of Programs Susan Fritzen at [sfritzen@agacgfm.org](mailto:sfritzen@agacgfm.org).

