



## Monthly Training Information

**Register  
Online**

### October Luncheon

Thursday, October 13, 2011

11:30 am-4:00 pm

Snyder's Willow Grove Restaurant

841 N. Hammonds Ferry Road

Conveniently located off 695 at Exit 8

**3 CPEs**

### TOPICS:

*Data Mining to Detect Contract Fraud at the  
USPS OIG*

**Gerhard Pilcher & Isaiah Goodall**  
Elder Research

*Seven Management Imperatives*

**Jonathan D. Bruel**  
IBM Center for The Business of Government

Cost: \$30 Members  
\$60 Non-members

Reservations: [www.agabaltimore.org](http://www.agabaltimore.org)

Deadline: October 7, 2011

**\*\*Sorry—No Refunds for Cancellations\*\***

#### Menu

Baked Chicken  
Hot Roast Beef  
Mashed Potatoes  
Green Beans  
Tossed Salad with Assorted Dressing  
Rolls  
Iced Tea  
Dessert, Coffee & Hot Tea

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Please note the new meeting registration procedures on page 4.

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## MEET THE SPEAKERS



**J**onathan D. Breul is Executive Director of the IBM Center for The Business of Government and a Partner in IBM Global Business Services. The IBM Center helps public sector executives improve the effectiveness of government with practical ideas and original thinking. The Center annually sponsors two dozen independent research reports by top minds in academe and the non-profit sector,

produces a weekly *Business of Government Hour* radio show, and publishes the biannual *Business of Government* magazine which is distributed to all government executives.

Formerly Senior Advisor to the Deputy Director for Management in the Office of Management and Budget (OMB) Mr. Breul served as OMB's senior career executive with primary responsibility for government-wide general management policies. He helped develop the President's

Management Agenda, was instrumental in establishing the President's Management Council, and led the development and government-wide implementation of the Government Performance and Results Act. In addition to his OMB activities, he helped Senator John Glenn (D-Ohio) launch the Chief Financial Officers (CFO) Act.

He also served for eight years as the U.S. delegate and elected vice chair of the Paris-based Organization for Economic Cooperation and Development's (OECD) Public Management Committee.

Mr. Breul is an elected Fellow of the National Academy Public Administration (NAPA), leads the Government Performance Coalition, and is an adjunct Professor at Georgetown University's graduate Public Policy Institute. He is also a member of the Project on National Security Reform's Guiding Coalition. He holds a Masters of Public Administration from Northeastern University, and a Bachelor of Arts from Colby College.



**G**erhard Pilcher, Senior Scientist at Elder Research, is experienced in Fraud Detection and Risk Management using various analytical methods, leading change, and timely management of complex projects. His work experience spans both private and government sectors including international experience.

Gerhard has extensive experience in the construction and telecommunication industries both as a business owner and executive. He is a recognized expert in three dimensional roadway modeling and automated machine guidance using Global Positioning Satellite systems and has presented to various agencies including the Transportation Research Board. In his role as Chief Technology Officer and VP of Engineering for Pulse Communications, Gerhard directed the design of early digital subscriber line systems (internet over the telephone line) and was a member of the international forum defining the standards for DSL implementation. Prior to Pulse Communications he was Director of Operations for Bell Northern Research leading the design and delivery of hardware and software for large scale telephony switching and fiber optic systems.

Gerhard has served on various boards including the Strategic Advisory Board for the NCSU Computer Science Department. He has a Master of Science in Analytics (Institute for Advanced Analytics, NCSU) and Bachelor of Science in Computer Science from North Carolina State University.



**I**saiah Goodall is the Director of the Elder Research Washington DC office, which he founded in 2009. Isaiah heads business development in the DC area with Federal and commercial clients. Isaiah is also responsible for managing client relationships at the USPS Office of Inspector General and the IRS where Elder Research provides fraud detection and

case allocation analytics. In a previous role at Elder Research, Mr. Goodall managed a large and very successful warranty fraud detection effort for a world-class consumer electronics firm.

Isaiah is the Program Chair for Predictive Analytics World for Government, the first-ever government focused predictive analytics conference ([www.pawgov.com](http://www.pawgov.com)). In addition, he has spoken about fraud detection and data mining at conferences including Predictive Analytics World and the Association of Government Accountants. Prior to Elder Research, Isaiah co-founded RelayFoods.com, a novel, growing e-commerce company in Charlottesville and Richmond, Virginia. Isaiah graduated from Virginia Tech summa cum laude with a B.S. in Business Management.

# 2011-2012 Upcoming Training

Date	Location	Topic/Speaker	CPEs	Member Cost	Non-Member Cost
11/17/11 Thursday	Snyder's Willow Grove	Topic TBD Jeff Steinhoff, KPMG Current State of Social Insurance Steve Goss, SSA	3	\$30	\$60
12/7/11 Wednesday	Snyder's Willow Grove	Joint Meeting with ISACA IT Governance	3	\$30	\$60
1/19/12 Thursday	Snyder's Willow Grove	Self Pay Federal Lending Anthony Curcio, Summit Consulting, LLC The Current State of the Economy Anirban Basu	3	\$30	\$60
2/23/12 Thursday	Snyder's Willow Grove	Cloud Computing David Lucas, Global Computer Enterprises Business Intelligence Maricom Systems	3	\$30	\$60
3/22/12 Thursday	Snyder's Willow Grove	Early Careers Meeting Topics and Speakers TBD	3	\$30	\$60
4/19/12 Thursday	Rolling Road Golf Club	Annual Awards Meeting Speaker TBD	1	\$10	\$20
5/9/12 Wednesday	Maritime	Annual All Day Fraud Training Topics and Speakers TBD	8	\$160	\$195

**T**HANK YOU  
FOR YOUR SUPPORT!



**pwc**



**Grant Thornton**

# AGA Monthly Training Registration Update

Please note that the members of the Meetings Committee have changed. The new Meetings Director is **Karen Ajayi**. Her committee members are **Shelly Joseph and Johnny Ramsey**. **Letha Holliday** will act as an advisor to assist in the transition, and will help when and where necessary for this program year.

To prepare for the transition, Karen Ajayi has worked very diligently to get familiar with the process of setting up meeting space with Snyder's and getting through her first registration process. If you are not aware, a lot of preparation takes place over the summer months to secure locations. In addition, a lot more goes on behind the scenes to prepare for each month's training sessions.

Getting ready for the September training, Karen and Letha sent numerous emails and phone calls back and forth working out the details of registering members and non-members for the first training session of the 2011-2012 program year. As a result, the meetings committee is instituting a new process for registering attendees. This should ensure that anyone on the Meetings Committee will have access to the information.

**Effective with the October 13, 2011 training, please use the following procedures:**

**If you have not registered to receive the AGA Newsletter, please go to [www.agabaltimore.org](http://www.agabaltimore.org), select "newsletter subscription" and complete the form to have your name added to the distribution list. Or simply click "Subscribe to Newsletter" below, which will take you directly to the form.**

**Subscribe to Newsletter**

When you receive the AGA Newsletter in your email, it is an indication that registration is open for the current month's training. At this time, you can begin to submit names for registration. **The Meetings Committee will no longer send an email requesting names for registration.** Use one of the following methods to submit your request for registration.

## PayPal

To register via PayPal go to [www.agabaltimore.org](http://www.agabaltimore.org). Under

the heading "Quick Links", select the "Calendar of Events" and then select "Training" near the top of the page. This will take you to the registration page. You can register for the current month or the subsequent month. A member of the committee will access the PayPal website to retrieve your information and record your name on the registration sheet. "We do not send personal confirmations." If you have a question, you can contact us via email at [agabaltmeetings@yahoo.com](mailto:agabaltmeetings@yahoo.com).



## Cash or Check

If you are paying by check or cash, send an email to the AGA Meetings Committee at [agabaltmeetings@yahoo.com](mailto:agabaltmeetings@yahoo.com). Please include the date of the training, the name(s) of the person(s) attending and indicate the method of payment and member status (member/non-member).

## Government Forms (SSA -220, HHS -352, etc.)

If your agency pays using any of the above mentioned government forms, please submit the list of named to the Meetings Committee at [agabaltmeetings@yahoo.com](mailto:agabaltmeetings@yahoo.com). To keep from listing all of the names in the email, you can attach a copy of the electronic form to the email. Please send a signed copy of the training form with one of the persons on the list to give to any member of the Meetings Committee at the registration table. You can also fax a signed copy of the form to John Selby at 410-965-9248 for billing purposes. Note: Give a copy of the signed training form to each attendee for their records.

## Corporate Sponsors

If you are a Corporate Sponsor and have members of your team who are attending based on the agreement with AGA, please use the Meetings Committee's email [agabaltmeetings@yahoo.com](mailto:agabaltmeetings@yahoo.com) to submit registration information. In the email, include the date of the training, sponsor's name, and names of the attendees. Also, indicate that they are members or non-members.

If you have any questions about registration, please contact any member of the Meetings Committee. See page 7 for contact information.

 **Questions, Comments or Concerns**   
Please contact the Meetings Committee:   
[agabaltmeetings@yahoo.com](mailto:agabaltmeetings@yahoo.com)   
 

# August Chapter Executive Committee Meeting Minutes

**Date:** August 4, 2011

**Time:** 2:00-3:00

**Location:** Social Security Administration

**Attendees:** Casey Cochran (phone), Cheryl Dailey (phone), Susan DeLabio, Joanne Gasparini (phone), Tonia Hill (phone), Letha Holliday, Geoffrey Luiz (phone), Kristina Poist, John Ramsey (phone), Kristen Schnatterly, David Sites (phone), Kelly Stankus, Michael Tracht (phone), Joann White-Burnett (phone), and Milton Wolinski (phone).

## **Call to Order**

**Approval of Minutes:** The minutes from May 5 were approved with one change noted to the spelling of Snyder's in section VI.

**Treasurer's Report:** No budget report this month.

## **Chapter Committee Reports**

**Activities** – The first report is due to National on 9/30 for the period 6/1—9/30. Each committee should review the detailed handbook which shows instructions on how to earn points and what areas points can be earned.

**Awards** – The committee plans to continue with the scholarships as in previous years and any additional awards the president wants for the year.

**CGFM** – The committee is working on goal proposals for the coming year. The committee will check with individuals that took the CGFM review courses in April and May 2010 to see what progress each individual has made with taking the exams.

**Community Service** – The 4th of July event was held over the summer. The committee plans to do the virtual food drive, candy canes, and Our Daily Bread in conjunction with the Early Careers Committee. Anyone with ideas should submit them to the committee.

**Editorial** – The committee is working on the September newsletter. The committee needs the training schedule and new board members to include in the newsletter. Any committees that have information they want in the newsletter should send it to the committee by the appropriate due date.

**Education and Programs** – Snyder's has been locked down for the monthly meetings. A vote was taken to approve charging \$10 per CPE for members. The meetings have been scheduled for the 2011-2012 program year.

A suggestion was made to include a section on the sign-in sheet to ask if an individual is new to meetings so we can help to identify new individuals to increase membership.

**Meetings** – The committee is looking for additional members to help out at the monthly meetings. The menu for the September meeting needs to be selected. There was some concern about getting equipment for meetings since two of the members on the committee are outside of SSA. A suggestion was made to look into purchasing equipment for the chapter to use at all meetings. Geoff Luiz of Grant Thornton offered the use of his laptop for meetings he is able to attend. The committee along with the President also need to obtain speaker gifts.

**Webmaster** – The website will be working again on August 5th. The committee would like to post the events calendar and new board members on the website. The committee is asking for any submissions to the website to be made the Friday before the information should be posted to give the committee one week to upload the information. Emails have been set up for each committee. And email will be sent out with each committee email address and password.

**New Business** – Walt would like for each committee to prepare budgets and an overall plan for the year. Plans for committees were supposed to be submitted to National by July 15th. Milt will call National and see if we can have a grace period for submitting the plans.



**Date: October 6, 2011**

**Time: 5-7:30 PM**

Join us for...

Happy



Hour



Location:

**Barebones Grill**

9150 -22 Baltimore Natl. Pike

Ellicott City, MD 21042



**Presented by:**

**AGA—Baltimore**

**Early Careers Committee**

**Free Appetizers**

**\$1 off 16oz Drafts, House Wine and Rail**

If you plan to attend, RSVP by

October 4, 2011 to

[Agabaltearlycareers@yahoo.com](mailto:Agabaltearlycareers@yahoo.com)



**AGA.**

**BALTIMORE CHAPTER**

# 2011-2012 AGA BALTIMORE CHAPTER BOARD OF DIRECTORS

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The Baltimore Ledger encourages members to provide original and reproduced articles (with permission) for publication in the monthly newsletter.

If you or someone in your office has reached a career milestone, received certification, been promoted, or accomplished a personal goal, please share with your peers.

Editorial contributions are due by the second Friday of each month. Ideas and suggestions can be sent to the Newsletter Committee at [Newsletter@agabaltimore.org](mailto:Newsletter@agabaltimore.org).

