

# CFMA HONOLULU CHAPTER



## IN THIS ISSUE:

LUNCH AND LEARN

JOBSITE VISIT: SALT

CFMA NATIONAL CONFERENCE

# PRESIDENT'S MESSAGE



Aloha Everyone!

I was fortunate to have the opportunity to attend this year's National Conference in Chicago. The National CFMA staff once again did an excellent job in putting on a first rate conference filled with educational offerings, social networking, fun events, and vendor interaction. Brad Robinson of Lend Lease was introduced as this year's CFMA National Chairperson. Brad gave a very poignant talk about the "Power of One," how one person can and does make a difference, one person at a time.

"Good News" from the conference: under Immediate Past President Neill Char's guidance, our chapter was honored at this year's CFMA's National Conference by receiving the 2015 Chairman's Excellence Award! Congratulations to IPP Neill and the members of last year's Board of Directors for obtaining the highest level chapter achievement award and thank you all for your countless hours of volunteer service to make our chapter one of the best in the nation. You all have set a high standard of excellence for our chapter – one which I know this year's Board members, with the help and input from all our chapter members, will strive to live up to during this fiscal year.

Your current chapter Board members have been busy planning events for the coming year. We have already put on an educational luncheon presentation ("Keep What You Earn", by Garrett Sullivan, Sullivan & Assoc.) and have visited the SALT jobsite in Kakaako in July. We are planning on offering more educational sessions (seminars and/or Brown Bags) during the coming year, as well as opportunities to network with one another. If you were at the last luncheon presentation, I hope you agree with me that Wes Mikuni did an excellent job in facilitating the networking process amongst the people in attendance.

If you have the time, check out our chapter's website. Our website has been updated and will continue to be updated throughout this coming year.

## INDEX

- 1 President's Message
- 2 Upcoming Events
- 3 Lunch and Learn
- 4-5 Jobsite Visit: SALT
- 6-9 CFMA National Conference
- 10 New Members

# UPCOMING EVENTS

## BROWN BAG - TOM BARBANO FROM TRAVELERS PRESENTS “EXPOSURE TO CYBER RISK IN THE CONSTRUCTION INDUSTRY”

WEDNESDAY, AUGUST 26TH

GRACE PACIFIC MEETING ROOM

Cyber criminals do not discriminate and often target small businesses. Join us for a Brown Bag featuring Tom Barbano from Travelers and learn about cyber threats in today’s data-driven world.

## CFMA GOLF TOURNAMENT

THURSDAY, SEPTEMBER 24TH

EWA BEACH GOLF CLUB

You deserve a BREAK! Come join us again for our annual CFMA Golf Tournament. Please see the flyer attached at the end of the newsletter.



# LUNCH AND LEARN:

## KEEP WHAT YOU EARN: USING COST TRIGGERS TO PROTECT PROFIT PRESENTED BY SULLIVAN & ASSOCIATES

On Friday June 19th at the Honolulu Country Club, Garrett Sullivan, President of Sullivan & Associates, Inc., presented a Lunch and Learn to discuss proven techniques that will help you plan for and achieve your revenue and profit goals.

Topics included:

- How to plan and reach your annual profit by identifying key measurement figures
- The secret and simplicity of “adaptive budgeting”
- Defining two types of cost triggers and identifying how they can be deployed when profits fall short of their target in a given quarter
- Sample cost triggers and templates to help you start the process



# JOBSITE VISIT: SALT

## SOMETHING SPECIAL IS HAPPENING BETWEEN CORAL & KEAWE

Named after the paakai (Hawaiian for “salt”) ponds that once dotted the low-lying wetlands of this area, SALT at Our Kakaako is Honolulu’s epicenter for local culture, food, shopping and innovative events. Comprising of 85,000 square-feet of curated retail, restaurant and mixed-use space, SALT is a dynamic city block designed for exploration and engagement. This groundbreaking gathering place in the heart of Our Kakaako is where new makers and new ideas converge. Opening in late 2015, SALT will embody the urban, island culture of the emerging Our Kakaako neighborhood.

We toured Hawaiian Dredging’s portion of the master SALT development which includes a new 265-space parking garage, 3 new small buildings and 4 building renovations. The parking structure, made up of precast concrete elements, was erected in only five weeks! Under separate build out contracts, there will be 40 different restaurants in this area. The SALT site visit on July 17, 2015 was followed by a debriefing at Bevy.

Thank you to HDCC’s Project Manager Wes Asao and chapter member Ryan Nobriga for arranging this site tour for us.





# CFMA NATIONAL CONFERENCE

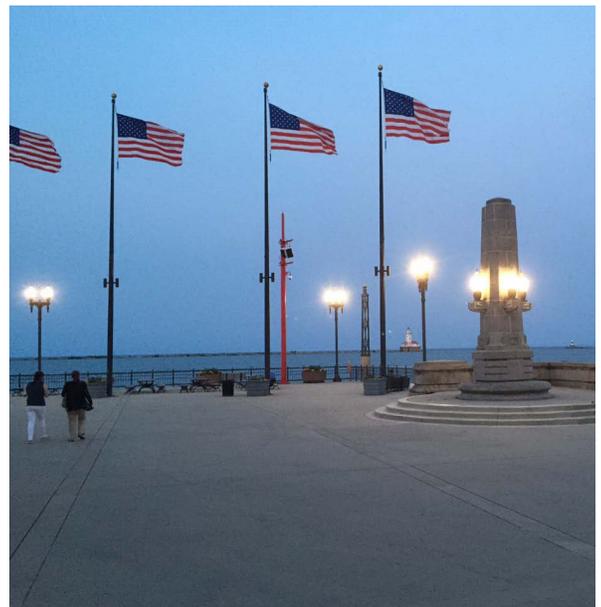
## RAYMOND NII

This year's annual CFMA Conference was held in the "windy city" of Chicago, IL, from June 27th to July 1st. Chicago provided a fabulous venue for this year's national conference and thankfully, Chicago did not live up to its moniker (as we experienced very mild, pleasant weather throughout the conference). Four members from our chapter made the trek to Chicago to attend this year's conference: Garrett Sullivan, Lisa Vandergriff, Tiffany Trang, and me. The conference was once again packed with four and a half days of educational classes covering a wide range of topics from Accounting and Finance, Human Resources, Leadership and Management, Risk Management, and Technology. Our very own chapter member, Garrett Sullivan of Sullivan

& Associates, was one of the speakers at the conference. Garrett presented "How to Create an Organization of Highly Engaged Employees Who Think & Act Like Owners". We were also given ample time to interact with the various vendors, network with our counterparts from across the mainland, and socialize at various functions. Some of us were also able to squeeze in time to do some sightseeing, shopping, and take in the local cuisine (deep dish pizza, Garrett's popcorn, etc.).

If you have an opportunity to attend (and I highly recommend it), next year's conference will be held in San Antonio, Texas, from June 25 - 29th.





# CFMA NATIONAL CONFERENCE

LISA VANDERGRIFF

This year's 2015 annual CFMA conference held in Chicago was a smashing success. As Honolulu's CFMA National Connection Representative I was especially pleased and proud to see the Chapter recognized with a National Award for Excellence.

The conference broke all attendance records with over 750 attendees. Also for the first time ever membership has gone over the 7000 mark and we added 3 new chapters this past year, which brings the total to 92. All very impressive, as was the conference in general.

The General Session speakers delivered dynamic talks on leadership, construction technology and the final was the ever-popular Anirban Basu's economic update. Anirban indicated that all states are now out of recession and are either in recovery or expanding. Hawaii was reported to be in the recovery phase, but looking at all the cranes and building I observed when I visited Honolulu in April, I would have to say that Honolulu is definitely expanding.

All the sessions I attended were super informative and I love the fact that conference attendees have access through the CFMA ProLibrary to watch any and all sessions that were presented. This has been especially helpful when two or more sessions that I wanted to attend were held at the same time. Our chapter's own Garrett Sullivan presented a session this year and while I missed it in person, everyone I talked to that were in attendance were super stoked by his presentation.

Raymond and I crossed paths several times and shared a table for a bit at the Chapter Summit on Saturday. The closing night party was a giant hit with everyone enjoying some great music, dancing and connecting with new and old CFMA friends.

But the major highlight for me was the Chairman's Speech that Brad Robinson delivered. It was on the Power of One and the man simply hit it out of the ballpark. Here is a link for you to watch it, believe me it is very entertaining and moving and well worth the 20 minute to watch. Brad is going to be an awesome Chairman, he is brilliant, funny and has a heart of gold. Go to Youtube and put in this address <https://youtu.be/8zpRwnwHkoo>. It is well with the watch.

One last thing and this is not related to the conference. I am pleased to share with you that National 2015-16 renewals are over 86%, which is great, but Honolulu is a smashing 91%. Good for you and the strong awesome chapter you are. I am so pleased to be a part of this wonderful chapter and it's super members.

I am thankful to be your National Connection person and look forward to seeing you all soon. Best Regards and feel free to contact me with any thoughts or help I can be with CFMA National matters.

-Lisa Vandergriff  
scubagal@pobox.alaska.net.





# WELCOME NEW MEMBERS

PLEASE WELCOME OUR NEWEST MEMBERS

PAUL HELFER  
VERITY CPAS

SCOTT LEE  
JAYCO HAWAII, INC.

LAWRENCE ONO, CPA  
ONO & CHEN CPAS

RYAN SHINKAWA  
ATLAS INSURANCE AGENCY

DAVID YAMAFUJI  
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# MAHALO TO OUR SPONSORS



## THE CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION, HONOLULU CHAPTER

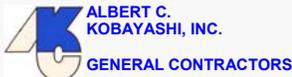
President: Raymond Nii, Grace Pacific LLC; Treasurer: Craig Yamasaki, Costal Construction; Secretary: Thalia Choy, Thurston Pacific Inc.;  
Directors: Brad Char, RedHammer LLC; Neill Char, First Hawaiian Bank; James Wong, Delta Construction; Stephanie Rae, King & Neel; Scott Choi, Honsador Holding LLC; Wes Mikuni, Ralph Inouye

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# Honolulu Chapter

## Brown Bag - Tom Barbano from Travelers presents "Exposure to Cyber Risk in the Construction Industry" Wednesday, August 26th 11:30 am

**What:** *Cyber criminals do not discriminate and often target small businesses. Join us for a Brown Bag featuring Tom Barbano from Travelers and learn about cyber threats in today's data-driven world.*

**When:** *Wednesday, August 26th 11:30 am*

**Where:** *Grace Pacific Meeting Room  
110 Puuhale Road, Honolulu*

**Attire:** *Normal Work Attire*

**To Register:** *E-mail RSVPs to [wes@rsinouye.com](mailto:wes@rsinouye.com)  
by noon on Wednesday, August 19th (space is limited)*

**Cost:** *Free to Members                      Guests: \$10\*  
Lunch to be provided by CFMA (RSVP required)*

*\* Please mail checks payable to "CFMA" with this form to:*

*CFMA  
C/O Coastal Construction  
Attn: Craig Yamasaki  
1900 Hau Street  
Honolulu, Hawaii 96819*

**Member Name:** \_\_\_\_\_ **Company:** \_\_\_\_\_

**Guest Name(s):** \_\_\_\_\_

\_\_\_\_\_

**Notice: Cancellation fee (equal to the guest fee) will be applied if cancelling after the RSVP Cutoff Date.**

Mahalo to our sponsors

Grace Pacific LLC



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Construction Accounting Management



# Honolulu Chapter

## CFMA GOLF TOURNAMENT

Sponsored by



ZURICH

KING & NEEL, INC.



First Insurance Company of Hawaii A Member of the Tokio Marine Group

TRAVELERS

You deserve a BREAK! Come join us again for our annual CFMA Golf Tournament. Please complete the registration below and email to Stephanie Rae at stephie@kingneel.com

Date: Thursday, September 24, 2015  
Time: 10:30am Registration & bento lunch provided. In the carts by 11:45am. 12:00 noon mini-shotgun  
Place: Ewa Beach Golf Club (end of Ft. Weaver Road)  
Fee: \$100 per player; includes the cost of lunch & heavy pupus after the round. (EARLY REGISTRATION: If sign-up and check received by August 15, \$90 per player)

As always, door prizes would be greatly appreciated. Please bring all donations directly to the tournament & drop off at registration.

Format: 2-player scramble. 2 groups per team. Both group scores will contribute to the team score. Max handicap Men-36, Women-40. Entries with fewer than 4 players will be teamed up.

### REGISTRATION FORM

Company: \_\_\_\_\_ Player Name: \_\_\_\_\_ Handicap \_\_\_\_\_  
Group 1: \_\_\_\_\_

\_\_\_\_\_

Group 2: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

TOTAL \$ \_\_\_\_\_

Please make checks payable to CFMA and mail to: c/o Coastal Construction (Attn: Craig Yamasaki), 1900 Hau. St., Honolulu, HI 96819

FOR INFORMATION CALL STEPHANIE RAE @ 539-5442 MAHALO!