





The Mid Atlantic Chapters of CFMA  
welcome all members, industry peers,  
and exhibitors to attend the 10<sup>th</sup> Annual  
Mid Atlantic Regional Conference  
Sunday & Monday Sept. 29 & 30, 2013

Hotel Monaco (Lafayette Building)  
433 Chestnut Street, Philadelphia, PA 19106  
Phone: (215) 925-2111 (215) 625-3667

*Participating CFMA Chapters: Central Pennsylvania, Central Virginia, Delaware, Greater Berks-Lehigh Valley, Greater Pittsburgh, Maryland, Philadelphia, South Jersey*

# 10 REASONS WHY YOU DON'T WANT TO MISS THIS EVENT !

1. Earn 8 CPE Credits !
2. Ground Breaking Presentations from Industry Leaders !
3. 4 Educational Sessions
4. Not 1 but 2 ! Keynote Speakers
5. THE best value for your budget !
6. CCIFP Exam- Earn your certification !
7. Special Guest Appearances
8. Activity Packages Including:
  - Guided Walking Tour of Historic Philadelphia
  - Networking Reception at Hotel Monaco
  - Dinner at the Historic "City Tavern"
  - Guest Passes to Franklin Institute
9. An Extraordinary Learning Opportunity !
10. A Guaranteed Memorable Experience !



# PROGRAM AGENDA

## SUNDAY ACTIVITIES

- ❑ 8: 30 - 1:00 pm - CCIFP Exam
- ❑ 2: 00 - 5:00 pm - Guided Walking Tour of Historic Independence Mall
- ❑ 6: 00 - 7:00 pm - Networking Reception – Roof Top Lounge @ Hotel Monaco \**Sponsored by The Graham Company*
- ❑ 7: 30 - 9:00 pm - Dinner – Historic City Tavern \**Sponsored by CBIZ MHM*

## MONDAY CONFERENCE

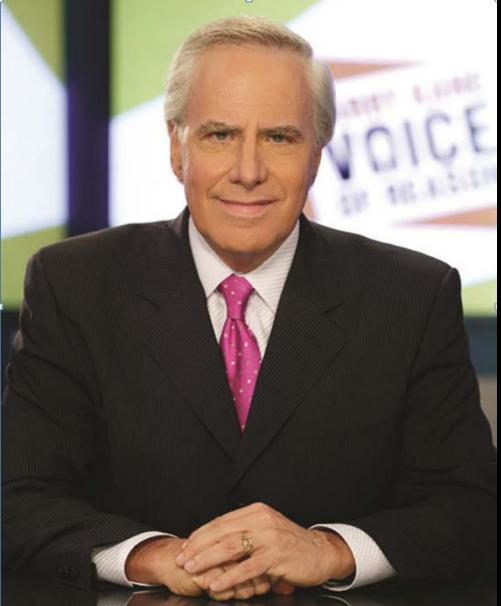
- ❑ 7: 00 - 8:00 am - Breakfast and Trade Show \**Sponsored by Parente Beard*
- ❑ 8: 00 - 8:10 am - Welcome & Announcements
- ❑ 8: 10 - 9:25 am - Key Note Speaker 1: Larry Kane presents his insights on becoming a better communicator
- ❑ 9: 25 - 10: 15 am- Session 1: Private Company Financial Reporting Update (Presentation) \**Sponsored by HSC Builders & Construction Mgrs*
  - ❑ *Presented by: Former FASB Board Member, Judith O'Dell, O'Dell Valuation Consulting*
- ❑ 10: 15 - 10: 30 am - Break
- ❑ 10: 30 - 11: 20 am – Session 2: Multi-State Tax Issues for Contractors (Presentation & Panel Discussion)
  - ❑ *Presented by: Jeff Manning, CBIZ MHM/ Tom Frascella-J.D., Kreischer Miller/Chris Bushy, Quandel Enterprises*
- ❑ 11: 20 –12: 10 am - Session 3: Health Care Reform – Build a Post-2014 Benefits Strategy (Presentation)
  - ❑ *Presented by: Mark Lacher-Partner, Lacher and Associates*
- ❑ 12: 10 –1: 10 pm - Lunch \**Sponsored by Kreischer Miller & Enterprise Fleet Management*
- ❑ 1: 10 - 2: 50 pm - Keynote Speaker 2: Larry Linne presents his insights on becoming a more effective and inspiring leader
- ❑ 2: 50 - 3: 05 pm - Break
- ❑ 3: 05 - 4: 20 pm - Session 4: Human Capital Risk Management (Presentation & Panel Discussion)
  - ❑ *Presented by: Cal Beyer -Vice President , Murray Securus/Jeremy Campbell-Human Resources Director, Brubacher Excavating/Thomas Dondore-Vice President, HR Solutions - a Murray Securus Company*
- ❑ 4: 20 – 4: 30pm - Closing Remarks & Acknowledgements

## MONDAY SPOUSE/GUEST ACTIVITY

- ❑ 12: 00 - 3: 00 pm - Franklin Institute



The Construction Financial Management Association (CFMA) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org).



## Morning Key Note Speaker Larry Kane

Emmy Award Winning Newsman and Best Selling Author Larry Kane will provide an entertaining introduction to the world as we know it and share his insight on becoming a better communicator, whether one-on-one, in the media, or in a crisis. Larry will also share with us an inside account of his travels with the Beatles. You will also receive a free autographed copy of Larry's new book "When They Were Boys" a true story of the Beatles rise to the top.

Known as the dean of Philadelphia television news anchors and host of Comcast's "Voice of Reason", best known for his insight on American politics and government.

News anchor for various networks, including ABC, NBC, CBS stations

Veteran of 21 political conventions since 1964 and interviews with every President from Lyndon Johnson to George W. Bush.

Journalist with renowned international assignments such as the Middle East peace talks; return of American hostages to Wiesbaden, West Germany; the devastating earthquake in Naples, Italy; the 1987 Superpower Summit between Reagan and Gorbachev; and an in-depth interview in Poland with Solidarity Leader Lech Walesa.

The only broadcast journalist to travel every stop on the Beatles' '64 and '65 tours and a premiere American expert on the life of John Lennon.

Author of numerous best sellers including "Larry Kane's Philadelphia", "Ticket to Ride", "Death by Deadline", and "When They Were Boys".

# WHEN THEY WERE BOYS

THE TRUE STORY  
OF THE BEATLES'  
RISE TO THE TOP

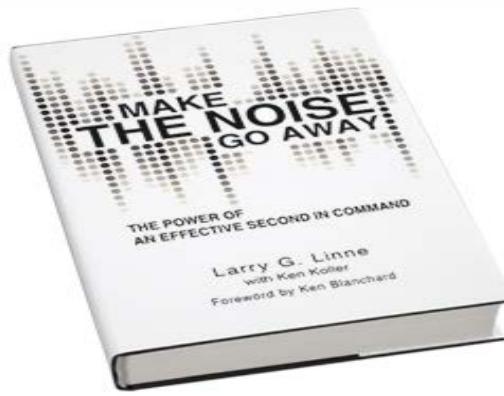
by LARRY KANE



## Afternoon Key Note Speaker Larry Linne

Pro football player, industry leading sales manager and published author, Larry Linne will provide a richly entertaining, motivational and instructional session on becoming a more effective and inspiring leader and will highlight key concepts in his best selling books "Make the Noise Go Away" and "Brand Damage – It's Personal".

- First major professional success took place in the National Football League as a pro player. The NFL sparked his speaking career, and during this time Larry spoke at various large business events, charity programs, churches and youth programs.
- Author of the best selling book "Make the Noise Go Away" and "Brand Damage – It's Personal", Larry's ideas have been implemented in businesses around the world.
- Larry worked in a Fortune 100 company (Ryder Commercial Leasing and Services), a small construction equipment company, an insurance agency and his own consulting businesses.
- President and CEO of Sitkins International and the Founder and CEO of Intellectual Innovations.



**“ Providing insights on decision making skills and methods to protect and nurture great CEO ideas ”**

# SESSIONS AND SPEAKERS

## Presentation

### Private Company Financial Reporting Update

Presented by: Former FASB Board Member, Judith H. O'Dell

FABS's new Private Company Council has gotten off to a fast start with three proposed ASUs. This presentation will cover those proposals, an insight into the effect of the new revenue recognition standard on contractors as well as other ongoing FASB projects to watch.

## Judith H. O'Dell CPA CVA

Judy O'Dell is President of O'Dell Valuation Consulting LLC , a CPA practice limited to business valuation and litigation services. She also is an instructor for AuditSense. She served as chair of FASB's Private Company Financial Reporting Committee for which role she was named one of *Accounting Today's* Top 100 Most Influential People in 2007, 2008, 2009, 2010 and 2011. She is also CFO of the family hotel/restaurant business, the Imperial Hotel, in Chestertown, MD.

She serves as chair of the Audit Advisory Committee of the US Government Accountability Office and as Chairman of the Board of Maine Media Workshops. Judy previously served as a trustee of the Financial Accounting Foundation and on the boards of the AICPA and Immaculata University. She has served on and chaired numerous AICPA committees. She has over 40 years of public accounting auditing and peer review experience and was the managing partner of a Wayne, PA CPA firm for 13 years. Judy is a graduate of Immaculata University with a BA in Economics.

## Contact Information

Address: 861 Washington Ave #357

Chestertown, MD 21620

Phone: 443-480-5800

Email: [jodell@odellvalue.com](mailto:jodell@odellvalue.com)

Website: [www.odellvalue.com](http://www.odellvalue.com)

# SESSIONS AND SPEAKERS

## **Presentation & Panel Discussion**

### **Multi-State Tax Issues for Contractors**

**Panelists:** Jeff Manning, CBIZ MHM, LLC, Tom Frascella, J.D., Kreischer Miller, and Chris Bushey, Quandel Enterprises, Inc.

This session will focus upon sales/use, income, franchise and local tax issues confronting contractors either currently carrying out activities across state lines in the Mid-Atlantic region or contemplating doing so in the future. Panelist will include two professionals with in-depth experience in the technical subject matter to be covered as well as a general member representative from the construction community who will share personal observations relating to state issues commonly encountered. Active participation from attendees will be encouraged.

#### **Jeff Manning – CBIZ/MHM**

Jeff has over 15 years experience providing clients large and small, with sales and use tax advice, concentrating his efforts on business sectors including construction, financial, healthcare, insurance, manufacturing and professional service organizations. Jeff has spent time with regional and national tax consulting firms gaining national exposure to the complex environment surrounding sales and use tax issues.

#### **Tom Frascella – Tax Director, Kreischer Miller**

Tom has assisted clients to navigate complex state and local tax issues associated with significant business entity life events, such as acquisitions, dispositions or liquidations. He has a wide range of experience in areas of income/franchise, sales/use tax, realty transfer, unclaimed property and other state and local taxes with an appreciation of both the technical issues facing a multi-state contractor as well as the practical administrative burdens arising from same.

#### **Chris Bushey - CFO and Treasurer, Quandel Enterprises, Inc.**

Chris is CFO and Treasurer at Quandel Enterprises, Inc. Quandel is a fourth generation general contractor which was recently named by Engineering News-Record as being ranked in the Top 400 Contractors. The company's business dates back to 1882. Operations within and nearby to the Mid-Atlantic region include offices in Pennsylvania, Ohio, Maryland, and Virginia.

# SESSIONS AND SPEAKERS

## Presentation

### Health Care Reform –

#### Build a post-2014 benefits strategy

Presented by: Mark Lacher CIC, Partner, Lacher & Associates

Since the onset of health care reform, employers have been hesitant to commit to a post-2014 benefits strategy. Some of the hesitation is surely founded (there are new final regulations from the government seemingly every week), yet we often find that employers get mired by 'information overload'. Now is the time to stop focusing solely on the information and build a post-2014 strategy. This presentation will encourage participants to understand the strategies they can pursue as a company – and get to work.

## Mark Lacher, CIC, Partner, Lacher & Associates

Mark leads the Employee Benefits and Consulting divisions of Lacher & Associates, a second-generation firm located outside of Philadelphia. He is also a Partner at Attentive Health, a health management company, and Financial Education & Literacy Advisors, a financial wellness and technology company. Mark spends his time consulting with Lacher's middle-market clientele, presenting on topics from sales leadership to wellness, and thinking about ways to help organizations attract, engage, and retain employees.

Mark and his team were highlighted as the Benefits Agency of the Month in Rough Notes magazine in 2010. In 2011 he was named *Benefits Selling Broker of the Year*, a prestigious national award. He earned his BA from Messiah College. He currently holds the Certified Insurance Counselor (CIC) designation, and is pursuing the Registered Employee Benefits Consultant (REBC) designation. Mark serves on the Board for Sitkins International as well as the President's Leadership Council for Messiah College.

# SESSIONS AND SPEAKERS

## Presentation & Panel Discussion

### Human Capital Risk Management

Panelists: Cal Beyer, Murray Securus, Thomas Dondore, HR Solutions and Jeremy Campbell, Brubacher Excavating Inc,

#### Abstract:

Risk management is best described the conservation of an organization's human and financial assets. Human capital risk management is an evolving discipline. Human capital risk management encompasses all facets of human resources through employee development. As the construction recovery continues contractors will face emerging risks and opportunities in managing human capital. This session provides timely, relevant and practical strategies for human resource administration and compliance, employment practices liability prevention, and best practices for employee development.

#### Outline:

What is human capital risk? What are the financial and organizational impacts of not properly managing human capital?

HR challenges and pitfalls for contractors: Compliance, emerging risks and legal "slippery slopes"

Human capital risk management strategies and techniques

Human capital risk management best practices, including incorporating safety and risk management into employee development and training.

## Calvin (Cal) Beyer - Vice President, Large Account Sales & Development Construction Solutions Practice

Cal joined Murray Securus in April 2013. Cal is an accomplished professional widely known within the construction, insurance and manufacturing industries. Cal is the Vice President of Large Account Sales and Development. As a member of the Construction Solutions Practice, he is responsible for producing new business and creating service and sales strategies and solutions to leverage the broad capabilities of the Murray Securus platform.

His 25 years of experience includes ten years in various leadership roles with Zurich North America and seven years with Arch Insurance Group in the Construction and Alternative Markets leadership teams. Cal also has eight additional years of insurance industry experience, including five years with third party administrator Gallagher Bassett Services, as well as three years with a self-insured risk retention group. Cal has extensive experience consulting to hundreds of companies in insurance, safety, quality assurance and risk management.

Cal served as an At-Large National Director from 2006-2010 for the Construction Financial Management Association (CFMA). He was appointed to the CFMA Executive Committee and elected as National Secretary of CFMA for 2009-2010. He was a long-term member of the CFMA Conference Planning Task Force and served as Vice Chair from 2008-2009. He is a member of the Philadelphia Chapter of CFMA and a former member of the Twin Cities Chapter. He is an alumnus of the CFMA Spring Creek Leadership Development program.

Cal is a frequent presenter at chapter, state/regional, and national conferences. He has spoken at the Annual CFMA Conference 8 years since 2005. Cal is considered an "established author" for CFMA *Building Profits* with 10 authored or co-authored articles on various risk management topics since 2006. He is a co-developer of the 4.5 hour continuing education course titled *Emergency Management Planning*, which focuses on business continuity and disaster recovery.

Cal earned a BA from the University of Wisconsin-Madison and a Master of Public Administration from the University of Kansas. He is the 2010 recipient of the Presidential Leadership Award presented by Argosy University's Twin Cities campus (in Eagan, MN). He is currently working to complete the Construction Risk Insurance Specialist (CRIS) designation conferred by the International Risk Management Institute (IRMI).

Cal served as an inaugural member of the Workplace Committee of the National Action Alliance for Suicide Prevention. He previously served in appointed capacities for the Washington DC Chapter of the Associated Builders and Contractors.

# SESSIONS AND SPEAKERS

## Thomas N. Dondore, SPHR, Vice President

### HR Solutions a Division of Murray/Securus Risk Manager Group

**Thomas N. Dondore, SPHR** is Vice President of **HR Solutions**, a division of the Murray/Securus Risk Management Group. In 2011 he merged the company he founded in 1986, **HRS/TND Associates, Inc.**, with Murray/Securus. **HRS** is a full service HR consulting and benefits firm located in suburban Reading, PA with additional offices in Lancaster, the Harrisburg, York and Wilkes-Barre areas and Northern Virginia. **HRS** offers businesses professional services in HR Outsourcing, Training, Recruiting, Outplacement, Testing, Opinion Surveys, Benefits and Brokerage services and general HR matters. **HRS** specializes in custom designed solutions for any corporate HR need. Tom has nearly forty years of Executive Human Resource management experience in healthcare, manufacturing, training and consulting. He is a certified Senior Professional in Human Resources by the Human Resources Certification Institute and a licensed insurance broker in PA.

Tom has taught Management Development at Penn State University Allentown, Schuylkill Haven and Berks campuses for many years. At Cedar Crest College, he instructed in Management, Health Administration, Compensation and Benefits, and Human Resources. Consulting clients have included manufacturers, insurance organizations, retailers, governments, service companies, and financial institutions. His corporate outplacement background includes hundreds of individuals. He has regional and national experience in all aspects of Human Resource management and consulting.

Tom began his career as an elementary education teacher and moved to Reading Hospital and Medical Center as an assistant in Personnel with special emphasis in training and production of educational videos. As Director of Training at the Lehigh Valley Hospital Center he lead both employee and physician education programs. He developed a weekly health TV program called Talk to Your Doctor in 1976 and the program ran successfully for many years.

Tom became Vice President of Human Resources at Good Samaritan Regional Medical Center in Pottsville, PA. There he integrated and formalized all training into one department, lead the development of a Volunteer Department and successfully fended off union organizing efforts among professionals and non-professionals.

Tom's experience in consulting began in 1986 when he started work with private clients in compensation systems, structured job descriptions, and training. A consulting client offered and he accepted a challenge to become Vice President of Human Resources of a division of a Fortune 500 manufacturer and retailer in Lehigh Valley, PA.

He affiliated with the Berks County (PA) Chapter of ASPA (now SHRM) in 1973 and has been active in both the Berks and Lehigh Chapters since that time. He was a Charter Board of Governors member of the Consultants Forum division of the Society of Human Resource Management, elected in 1997, serving through 2002.

He is a frequent speaker on a wide range of HR and benefit issues and has been a presenter at the SHRM annual Conference.

## Jeremy I. Campbell, Human Resources Director

### Brubacher Excavating, Inc.

Jeremy I. Campbell has been employed as the Human Resources Director at Brubacher Excavating, Inc. since January of 2013. Prior to that he held the following positions; Human Resources Director at High Company LLC Director of Human Resources, Human Resources Manager for CNH America LLC and Human Resources Manager, JR Generalist III, IV for Armstrong World Industries, Inc.

Jeremy received his Master of Business Administration (MBA) from Mercer University in 2007 and a BS in Human Resource Management from Messiah College in 2001. Jeremy is currently studying for a Doctor of Business Administration (DBA) from Wilmington University.

# CCIFP EXAM

## CCIFP EXAM

- The CCIFP Exam will be held at the Hotel Monaco on Sunday September 29<sup>th</sup>, from 8:30am to 1:00pm. Registration and fees for the exam is separate from the conference registration. For more information on taking the exam, please visit: <http://www.iccifp.org/get-certified/register>
- The Institute of Certified Construction Industry Financial Professionals (ICCIFP) is dedicated to the highest standard and best practices within our profession. That's a standard we help to promote and recognize through certification – the CCIFP credential.
- Established in 2003, and today with more than 750 active CCIFPs nationwide, the CCIFP credential the only standard to recognize that a financial manager truly knows the business of construction. Certification affords you a competitive edge over your peers, by demonstrating your commitment to your profession and the construction industry as a whole.
- In preparation for the Exam, the CFMA Philadelphia chapter will be holding a CCIFP exam overview course on Thursday August 8th, in Plymouth Meeting, PA. To register for the overview click here: [OVERVIEW](#) or for more information contact Dina O'Rourke, CFMA Philadelphia, 908-763-5851 [cfmaphiladelphia@comcast.net](mailto:cfmaphiladelphia@comcast.net)

# BENEFITS OF CERTIFICATION

- ✓ Demonstrates commitment to excellence in construction industry financial management, and dedication to continuing education and quality improvement.
- ✓ Establishes our profession as having, valuing and maintaining the highest possible standards of knowledge, competence and ethical behavior – as high as any other profession on which business and the public rely.
- ✓ Sets our profession apart as one with its own unique skill set and body of knowledge, a level of attainment over and above that of financial generalists.
- ✓ Promotes the spread of best practices throughout financial managers within the construction industry.
- ✓ Better prepares both firms and individuals for meeting the challenges ahead as information moves more quickly and construction industry financial management becomes more complex.
- ✓ Gives certified persons a powerful edge in an increasingly competitive industry and marketplace.

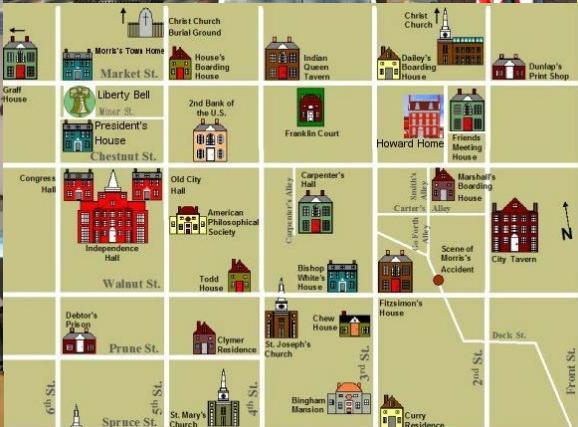
# Historic Philadelphia

INCORPORATED



## CITY TAVERN RESTAURANT

A Triumph of Tradition  
Est. 1773



## ACTIVITIES...

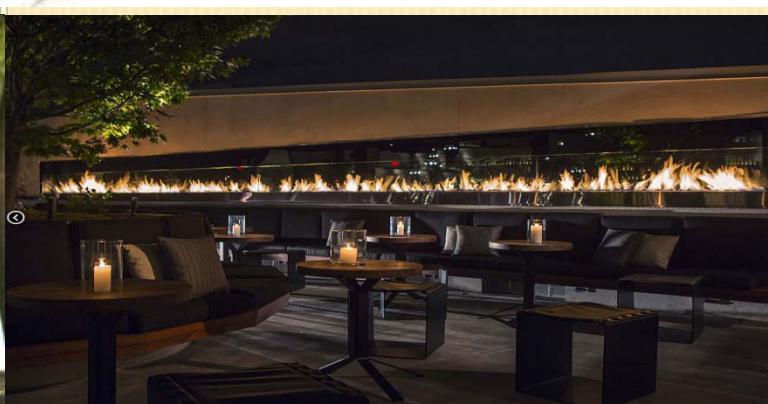
- >Guided Walking Tour - Historic Philadelphia Independence Mall
- >Networking Reception - Stratus Rooftop Lounge, Hotel Monaco
- >Dinner - Historic City Tavern
- >Guest Activity - Franklin Institute



PHILADELPHIA  
**HOTEL MONACO**  
A KIMPTON® HOTEL



**STRATUS**  
ROOFTOP LOUNGE



# ACTIVITY PACKAGE DETAILS – SUNDAY & MONDAY

**Sunday Afternoon - Guided Walking Tour of Historic Independence Mall** – Join us Sunday afternoon for a fun and educational walk through history as a historical figure helps us retrace the footsteps of Benjamin Franklin and his fellow patriots during the founding of our nation.

Highlights include Independence Hall, the Liberty Bell and Carpenters' Hall – where the Continental Congress met to discuss its grievances with England.

Along the way, you will see Christ Church, where Ben Franklin and our Founding Fathers worshipped, the Betsy Ross House, where the first flag was made, and the Christ Church Burial Ground, the final resting place of Ben Franklin and many historic leaders. Also, you'll learn about the National Constitution Center – the historic area's newest attraction which explores the U.S. Constitution, a worldwide symbol of freedom and justice.

**Sunday Evening - Network on the Roof Top** – Join us Sunday evening for an hour long networking reception at the spectacular Stratus Roof Top Lounge located at prestigious Hotel Monaco.

**Sunday Evening - Dine in History** – Join us after the networking reception as we head down the cobblestone sidewalks of old city to the historic 18<sup>th</sup> century City Tavern. Share with us the experience of 18<sup>th</sup> century American Culinary History as the staff at City Tavern interprets and delivers the culinary experience inspired by the customers and food of 18<sup>th</sup> century Colonial America.

**Monday Afternoon – Explore the Institute**  
**(Spouse/Guest only)** - While you enjoy the full day conference on Monday, your guest will enjoy free admission and transportation to the Franklin Institute. In 1824, The Franklin Institute opened in Independence Hall to honor Benjamin Franklin and his inventiveness. The Franklin Institute is Pennsylvania's most visited museum featuring 10 core Exhibits , live science shows, Joel N. Bloom Observatory and the Fels Planetarium.

# SPONSORSHIP OPPORTUNITIES

## Sponsorship Opportunities:

- Premier Sponsor \$ 3,000 \*SOLD Viewpoint Constr Software
- Dinner Sponsor \$ 1,000 \*SOLD CBIZ MHM
- Dinner Reception Sponsor \$ 1,000 \*SOLD The Graham Co
- Hotel Reception Sponsor \$ 1,000 \*SOLD Cohen Seglias Pallas Greenhall & Furman
- CCIFP Exam Sponsor \$350 \*SOLD Murray Securus
- Breakfast Sponsor \$500 \*SOLD Parente Beard
- Session Sponsors(4) \$350 \*SOLD HSC Builders  
CliftonLarsonAllen  
Lacher Insurance  
BMO Harris Bank  
Brown Schultz Sheridan & Fritz  
Wharton Surety
- Break Sponsors (2) \$250 \*SOLD Willis  
\$250 \*SOLD American Infrastructure
- Lunch Sponsor (2) \$750 \*SOLD Kreischer Miller  
\$750 \*SOLD Enterprise Fleet Mgmt
- Exhibitor Table (7) \$ 500 (Member) \*(5) Sold! (2) Avail!
- Exhibitor Table (7) \$750 (Non-Member) \*(5) Sold! (2) Avail!
- E-Media Sponsor \$USB Drives \*Sold Foundation Software

## Exhibit Tables \*SOLD :

- Mid Atlantic BX NCS
- CBIZ MHM Power Track Foundation Software
- Graham Company Reeves Business Solutions
- Accordant Co Kreischer Miller & Enterprise Fleet
- Cohen Seglias Pallas Greenhall & Furman

## Available Sponsorship Details:

### \$750 & \$500 Trade show Tables

- ❖ Table in Exhibit Area
- ❖ Table Top Signage
- ❖ Recognition in conference materials

\*E-mail sponsor requests to: [djschreier@comcast.net](mailto:djschreier@comcast.net) or via fax @ 717-689-3299

\*All Sponsors will be recognized in marketing and conference materials

\*Make checks payable to "CFMA"

Mail to:  
Denita Schreier  
Schreier Consulting, LLC  
914 Bellaire Road  
Elizabethtown, PA 17022

# THANK YOU TO OUR SPONSORS!



Mayer  
Hoffman  
McCann P.C.  
An Independent CPA Firm



# THANK YOU TO OUR SPONSORS!



# THANK YOU TO OUR SPONSORS!



BUILDERS &  
CONSTRUCTION  
MANAGERS

304 New Mill Lane, Exton, PA 19341  
610-280-0200



# REGISTRATION & TRAVEL INFORMATION

[Click here to book overnight](#)

[Accommodations at the  
Hotel Monaco](#)

Use Meeting/Group Code  
“20000700637” for your  
Special Group Rate of \$99

CFMA Group Rate \$99/night  
On-site parking \$40/day  
[Off-site parking](#) \$30/day



## Conference Registration Fees:

**Full Conference Package** (Includes Monday Conference PLUS! Sunday Activities;  
Walking Tour, Networking Reception & Dinner)

- > Member Early Bird to 8/4/2013 - \$160pp
- > Member After 8/4/13 - \$195pp
- > Non Member Early Bird to 8/4/2013 - \$205pp
- > Non Member After 8/4/13 - \$250pp

**Sunday/Monday Activity Package** (Includes guest access  
to Sunday Activities PLUS! Admission & Transportation to  
Franklin Institute on Monday)

- > Member Guest \$60
- > Non Member Guest \$75

**Monday Only Activity Package** (Includes Franklin Institute Admission & Transportation)

- > Member Guest \$30
- > Non Member Guest \$40

**CCIFP Exam** – Sunday, September 29, 8:30am – 1:00pm

Registration for Exam is separate from Conference Registration

To register for the Exam go to: <http://www.iccifp.org/get-certified/register>

REGISTER  
NOW!

Register  
by 8/4/13  
and Save!



## Other Local Attractions:

[The Barnes Foundation](#)

[Philadelphia Zoo](#)

[Academy of Natural Sciences](#)

[Adventure Aquarium](#)



10<sup>TH</sup> ANNUAL CFMA MIDATLANTIC REGION  
CONSTRUCTION FINANCIAL  
MANAGEMENT CONFERENCE

SUN & MON SEPT. 29-30, 2013

PHILADELPHIA, PA

