



## NEWSLETTER—AUGUST 2018

Message from our Chapter President, Michael Viens, CCIFP, Kreisler Miller

Greetings to fellow South Jersey CFMA members and guests,

I am honored to be serving as the chapter's current president with a term of office that began April 1, 2017. As CFMA chapters go, the South Jersey chapter is still in its early growth stage, having been organized in March, 2011. By contrast, the Philadelphia chapter has a much longer tenure, which dates back to 1983. Many of our chapter members can trace their CFMA membership experience back to the Philadelphia chapter and remain active in both groups.



I embarked upon my personal CFMA journey back in the mid-1980s when as a Tax Manager with Deloitte Haskins & Sells I had the opportunity to meet with the CFO of a construction industry client who handed me a CFMA membership application and suggested that joining CFMA would provide both valuable professional development opportunities as well as lead to long lasting personal relationships. This proved to be great advice.

As is highlighted in the content of this newsletter, the South Jersey chapter has accomplished much in its relatively short history. Our monthly meetings are rich in pertinent content while also providing excellent opportunities for networking and development of personal relationships. Education is a core feature of the CFMA membership experience, particularly at the chapter level. Complementing chapter level educational opportunities is the Mid-Atlantic Regional Conference, which this year will take place in Annapolis, Maryland on September 30<sup>th</sup> and October 1<sup>st</sup>. [Mid-Atlantic Regional Conference Website](#)

A variety of webinars and other on-line educational opportunities are available at the CFMA national level as well as an annual national conference, which was recently held at the Fontainebleau Hotel in Miami Beach. At this conference, Joseph Artale accepted the **Chapter of the Year Award** on behalf of the South Jersey Chapter, a distinction that recognizes the great programs and active role of members in the South Jersey Chapter as well as in support of regional and national leadership activities. Kimberly Hullfish was presented with the **Joe Quigley Memorial Award**, in recognition of her outstanding chapter participation and activity. Criteria for selection of an annual national award recipient include enthusiasm in the promotion of CFMA at the chapter level as well as participation in leadership activities in support of CFMA's mission and strategic goals. Kim is the immediate past president of our chapter and has been actively engaged in various leadership roles dating back to chapter formation. She has also been a driving leadership force in the Mid-Atlantic Regional Conference.

CFMA members consistently offer their personal observations that the level of benefit derived from membership does not correlate with any economic outlay for membership dues or fees paid to attend events; but rather, with the amount of personal engagement in CFMA activities. Such involvement begins with regular attendance at chapter events, which is strengthened by participation in chapter committee opportunities and ultimately, where interest exists, to a chapter director or officer role. CFMA supports chapter leadership development in a variety of programs including the annual CFMA at Spring Creek multi-day retreat. Faith McDermott will be attending this event on behalf of the South Jersey chapter this October.

While the South Jersey chapter is relatively new in its organizational life cycle, it has been blessed with the talent and dedication of chapter officers, directors, committee members and a great membership base. On behalf of all of the current chapter leaders, in whatever role that may be, I would like to extend an invitation to you to become more involved in chapter activities and share some of your time and talent in helping to take the chapter to the next stage of development while continuing to provide the value that has been the hallmark of its existence to date.



Best regards,  
**Mike Viens, CCIFP**  
Chapter President





An update from Membership Chair, Timothy Hartzell, Fasano Acchione & Associates, LLC

## Membership Corner

### And the Winners Are:

During the June Event at Chickie’s & Pete’s in Marlton, a drawing was held for the Members who renewed their 2018 Membership before March 1, 2018. The winners of the Gift Cards are as follows:

- \$250.00 Dan Conway – Viewpoint Construction Software
- \$100.00 Wayne Hebard – Grace Construction Management Corp.
- \$50.00 John Greenhall – Cohen Seglias Pallas Greenhall & Furman PC

### Did You Know?

Members can bring a first time prospective General Member for free to an event. Please see details on the registration form or contact Tim Hartzell, Membership Chair at [thartzell@fasanoacchione.com](mailto:thartzell@fasanoacchione.com).

### Get Involved

CFMA is more than attending Programs or reading Building Profits. Become involved in your chapter! See how being part of a committee makes you a better and stronger leader. We need members to volunteer on the committee level. The time commitment is minimal and usually consists of several conference calls during the year along with sharing your ideas and expertise. We would appreciate your involvement on any committee (Membership, Programming, Marketing/Newsletter).

### Survey Question

**What can we do as the South Jersey Chapter to enhance your experience as a CFMA Member?**  
Please send your responses to [thartzell@fasanoacchione.com](mailto:thartzell@fasanoacchione.com).

### Remember:

Please spread the word and benefits about becoming a member of CFMA and attending the local events. The South Jersey Chapter has historically put on excellent programs and we are excited about the upcoming scheduled events. When you receive the next email with the Registration Flyer attached, please consider inviting someone or forwarding the flyer to one of your contacts who you think would benefit from the event.



**GROW. LEAD. ENCOURAGE. EDUCATE. PARTICIPATE.**

These principles have guided the South Jersey Chapter of the CFMA.  
Be a proponent of your own success and the success of others.





## PROGRAMMING

Message from our Programming Committee  
Chair —Mark DeVito, Travelers Bond



On June 7<sup>th</sup>, the CFMA South Jersey Chapter was proud to have concluded another successful year of programming. From September 2017 through June 2018, we covered a wide variety of construction-related topics such as Human Resources, Fraud Detection, Treasury Management, Private Public Partnerships, ESOPs, Best Practices of Successful Contractors, Banking and Social Media. While we continued to support our local venue of Adelpia's Restaurant, we also held our seminars in newer locations such as the ML Hotel and Chickie's & Pete's Restaurant in Marlton, NJ.

Due to a number of unforeseen Nor'easters in March 2018, we unfortunately needed to re-schedule a highly anticipated seminar on Construction Contract Analysis on September 12, 2018 – presented by a well-qualified and experienced Construction Attorney (John Greenhall – Cohen, Seglias, Pallas, Greenhall & Furman, PC), Construction Bonding Agent (David Kane – The Shepherd Agency) and Construction Insurance Broker (Zina Clayman – Madison Risk Group).

Over the next month we will be rolling out our entire fall programming schedule including new fascinating & timely topics to continue our impressive track record of education and networking opportunities. In the meantime, please mark your calendars for the following dates scheduled for our programs:

Wednesday, September 12, 2018 –	3:30 pm Registration / 4:00 pm Seminar
Wednesday, October 10, 2018 –	3:30 pm Registration / 4:00 pm Seminar
Wednesday, November 7, 2018 –	3:30 pm Registration / 4:00 pm Seminar
Wednesday, December 5, 2018 –	7:30 am Registration / 8:00 am Seminar

As we move in **winter & spring 2019**, we have a number of **opportunities** for new presenters and topics for any CFMA members who wish to speak to the chapter. If you have any desire to present to the CFMA South Jersey Chapter, please do not hesitate to reach out to any member of the Board of Directors with any idea for consideration.

Special thank you to all our Presenters from last year; all our Chapter Members & Guests who attended the seminars, and to our CFMA South Jersey Programming Committee Members who generously donate their time to the preparation of each seminar.

If any chapter members or guests are interested in becoming a member of the programming committee, again please don't hesitate to contact any member of the CFMA Board of Directors. We are continuously looking for additional people and experience to bring fresh ideas to our chapter. We appreciate any and all assistance and feedback!

We look forward to seeing you this upcoming programming season!  
Sincerely,

Mark J. DeVito





An investment in knowledge always pays the best interest.

Benjamin Franklin



2018 **JOE QUIGLEY**  
Memorial Award  
**Kimberly A. Hullfish, CCIFP**  
CFMA's Philadelphia & South Jersey Chapters

