



Copper State Ledger

Valley of the Sun Chapter

Fall Edition

November 2007

Featured Events

Community Service Volunteer Project

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Certification

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Arizona Construction Career Days

- see page 5

Golf Tournament

- see pages 6 and 8

Construction Executive of the Year Banquet

- May 1, 2008
Wrigley Mansion

from the President

They say the only things that don't change in life are death and taxes. Well, there is one more thing that is staying the same, and that is the name of our newsletter, the **Copper State Ledger**. The Board voted, by a narrow margin of one, to keep the current name. Thanks to all who participated in the contest. Sometimes you just need to mix things up a bit!

This is the time of year we are all glad we live in Arizona. The weather is finally cooling off and the end of the year is rapidly approaching. By the time this message hits the presses, we will have had a fantastic golf tournament. The results are expected to top even last year. We partnered with the Arizona Society of CPA's on the Construction Industry Conference. Many CFMA members attended, and we promoted the message of

CFMA. A BASICS class will be held. A member expressed interest, and we found out there were many more of you clamoring for this type of class. With the planning that goes into this, the class is slated to be offered in February, 2008. Be on the lookout for details.

This year we are also gearing up to help with the Christmas Tree Project. I hope that you and members of your company or family will be able to assist us on Friday December 7, 2007 as we volunteer to assist in this wonderful project. See the accompanying article for more details. At our October board meeting, the Board voted to match any funds raised at our December luncheon, dollar for dollar, and donate them to this organization.

So far this year has flown by, and I can tell you being President of the Val-



Lisa Autino, President

ley of the Sun Chapter has been an incredible experience. I've been in the construction industry for almost 16 years, and this year, as President, I have become more aware of and very thankful for those individuals who have given their time and knowledge to mentor me. Sometimes you just have to get out on those skinny branches and take a risk. Yes, it has been a full schedule, but the rewards have been well worth it. As I look forward to the rest of my term, I would like to thank those who have helped shape this chapter and make it what it is today. I do not have all the answers (thank goodness), but in most cases, I know where to find them.

Mission Statement

The Valley of the Sun Chapter of the Construction Financial Management Association (CFMA) is a broad-based organization of professionals committed to serving

the construction industry.

We are dedicated to member service by providing a forum for the exchange of ideas and a source of educational programs directed to

their specific needs.

We strive to invest in our community through involvement in industry-related issues and charitable endeavors.



CFMA Valley of the Sun Programs and Events



Christmas Tree Project
- volunteer community
service - December 7

The CFMA Program Committee plans programs on topics of interest for its members. Some of the up-coming programs and events include

December 6 – Holiday Event and Networking Lunch, Social

December 7 – Volunteer Community Service, Christmas Tree Project

January 17, 2008 – Immigration, with Julie Pace

February 6 – New Member Breakfast

February 21 – Disaster Relief Planning, by Jeff Kush

March 20 – Life as an NFL Referee, Joint Meeting , Ed Hochuli

April 17 – Pre-qualifying Contractors, panel discussion

May 1 – Executive of the Year Banquet, Wrigley Mansion

May 8 – New Member Breakfast

Helen Spencer of Johnson Carlier and Mike Specht from Minard-Ames Insurance Group are Co-Chairs of the Program Committee. They are always looking for people to join the committee. If you have an interest, please contact Helen at 602.275.2222 or Mike at 602.393.3431.

CFMA Valley of the Sun Officers and Directors

Officers

President, Lisa Autino
Corbins Electric

Vice Pres., Michelle Redding
Wespac Construction

Secretary, Nancy Palmer
Agate, Inc..

Treasurer, Rayleen Colletti
Hunter, Hagan & Co.

Past President, Cindy Lee
Haydon Building Corp

Board of Directors

Diedre Aldous
Haydon Building Corp

Jim Bracy
StraightLine Utilities

Bob Cummings, Chase
Bank

Robert Dyer, *Dyer & Butler*

Greg Gross, *Willis*

Roberta Gurbey

Carol Hagen *Hagen
Business Systems*

Tony Hakes *CBIZ &
Mayer Hoffman McCann*

Ken Kellaney
National Bank of AZ

Tom Lawless
Pulice Construction

Scott Morrison
Morrison & Associates

Jeff Robertson
AAA Landscape

Kristine Roe, *McCarthy*
Leanne Scheub
SNK Development, Inc.

Brad Smith
Deloitte & Touche

Committee Chairs

Budget, Finance, *Rayleen
Colletti*

Career Services, *Greg Gross*

Database, *Peggy Hughes*

Education, *John Corcoran*

Construction Exec of Year,

Greg Gross, David Beer

Golf, *Chelie Lacrosse, Jared*

Asay

Legislative, *David James*

Membership, *Diedre Aldous,*

Ted Rarrick

Newsletter, *Marj Weber*

Programs, *Mike Specht,*

Helen Spencer

Salary Survey, *Phil Taylor*

Succession Planning,

Dennis Tsonis



Board Members and
Committee Chairs

Have You Been Naughty or Nice?

If you are not sure which list you are on, here is an opportunity for you to get on Santa's good side. Santa needs 100 volunteers each day to staff his 100,000 sf Village at 2710 W. Bell Road, #1240 (NW corner Bell Road and I-17) for 3 weeks in December. This village serves over 10,000 Phoenix low-

income and at-risk elementary school children.

VOS CFMA chose Friday, December 7, to staff the Village from 9 a.m. to 2 p.m. Santa needs VOS members, friends, family, and co-workers to guide children through the village, help them select and wrap gifts for their family members, make

holiday cookies or arts and crafts with the children, and other hands-on activities. No training is necessary, just a kind heart.

To volunteer, e-mail: CFMA-Admin@cox.net. For questions, call Bob Cummings at 602-221-1662.

Remember, Santa knows if you have been bad or good!



Scholarships Awarded

The VOS CFMA Education Committee recently awarded \$2,500.00 scholarships to Amanda Neuheisel and Alan Smith.

As the Assistant Controller for Corbins Electric since May of 2006, Amanda has 20 years of experience in Accounting and is excited about her new direction in Construction Accounting. She has returned to school to add a Bachelor's in Accounting to the Bachelors in IT she already holds. And when she completes her accounting degree, she plans on sitting for the CCIFP Exam. Lisa Autino, in her recommendation letter, attests that

Amanda has been a valuable addition to Corbins and looks for continued opportunities for her in the years ahead. Congratulations, Amanda on your scholarship and your future plans.

Alan Smith has several years of experience in the construction industry. Currently Alan is a Sales Representative for Timberlake Cabinet Co. He looks forward to moving into management. His degree in Business Management is already on track at Mesa Community College. Alan's contribution to community service is confirmed by Bruce Grier, of IMCOR, who writes

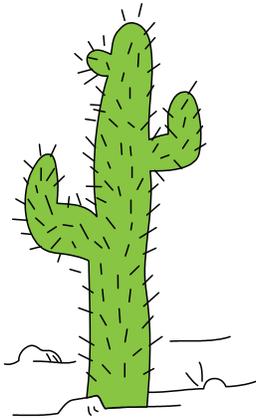
in his letter of recommendation for Alan, "I have always found his dedication, integrity, honesty and reliability attributes demonstrate someone with exceptional character." Obviously the Committee agreed with Bruce's assessment and awarded Alan the scholarship. Congratulations Alan.

If you are interested in applying for the scholarship, or know someone who is, visit our website for more information on the VOS CFMA Scholarship program. The next deadline for submitting applications is April 1, 2008.



Readin' Rightn' and Rithmetic' - the Construction Way

Tucson – Sonoran Pueblo Satellite Chapter



In May, 2006, Tucson began forming a local satellite chapter of CFMA – known as the Sonoran Pueblo (SP) Chapter – under the initiative of Andrew Karic, CEO of Triumph Builders SW, LLC, assisted by Jerry Foley of Foley's Tile and Masonry. The Membership Committee Chair is Bill Hutcherson, Controller of Ollanik Construction and Program Chair is Bryan Eto with Beach Fleischman & Co.

The Chapter started off with great success in its first year. It held lunch meetings every month, and the mem-

bership grew to approximately 25 members. Attendees have enjoyed hearing about topics such as sales tax issues, INS and immigration reform, and Tucson's commercial update. Although the Chapter was substantially on target with many of its goals, Valley of the Sun Chapter was asked to assist with the current "State of the Chapter" planning session.

As a result, on October 30th, the first formal strategic planning session for the upcoming year was held in Casa Grande. Several VOS

Committee Chairs, Board Members, and Chapter President, Lisa Autino, attended. It was a very successful meeting. The SP chapter looks forward to implementing the goals established during the meeting and continuing to promote CFMA in Tucson.

As plans are formed to grow Tucson's satellite Chapter, we wish to express our sincere thanks to the VOS Chapter and its leaders for the continuing support of our group and the help they provide. Thank you!

VOS Chapter Supports Certification



At the Valley of the Sun Chapter Board of Directors meeting on October 11th, the Board voted overwhelmingly to re-establish the support of our members that wish to become a **CCIFP (Certified Construction Industry Financial Professional)**.

That support takes the form of a \$350.00 reimbursement to the first ten Chapter members that sit for and pass the Certification exam being given from October through

March 2008. The next exam is scheduled for December 15th in Las Vegas in conjunction with the AICPA Construction Conference. If interest continues, this scholarship may be renewed by the Chapter Board for the 2008-2009 fiscal year.

Certification, a dream of many CFMA members, finally was rolled out at the 2004 National Conference in New Orleans where the first CCIFPs emerged. Today, there are over 450 CCIFPs

from around the country. With the financial support the Valley of the Sun Chapter is providing, we hope to increase that number by at least 10 by March of 2008.

For more information on the reimbursement, contact Marj Weber at marge@irontree.net or check out the details on our website. For questions on Certification in general, visit <http://www.iccifp.org/>

In Memoriam

WILLIAM A. PULICE

Aug 3, 1925 ~ Aug 11, 2007

The Valley of the Sun Chapter of CFMA offers its condolences to the family, friends, and employees of Bill Pulice, founder of Pulice Construction. He truly was a pioneer in the Arizona Construction Industry, and he will be missed.

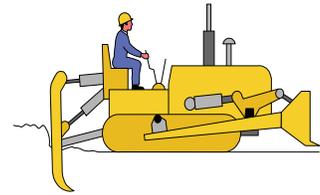
Arizona Construction Career Days for Adults, too!

On February 7 & 8, 2008, the Association for Construction Career Development (ACCD) will host the 7th Annual Arizona Construction Career Days (AZCCD) at the Army National Guard, 5636 E McDowell Road, Phoenix. This year's event has a new purpose, to attract adults to the construction industry. An "adults recruiting" session is scheduled from 1 to 3 p.m. each day. We hope to

attract not only new workers to the industry but also to help place those from the residential sector who experienced layoffs due to the housing market downturn. In the past few years, this event brought nearly 1,000 high school students from across the state to see and experience hands-on activities that encouraged them to consider a career in construction. The morning session, from 8 a.m. to noon is for high

school students.

ACCD seeks exhibitors and sponsors. We encourage the entire CFMA membership to become involved and help promote, sponsor, and participate. This is the premier event for gathering those looking for careers in construction. For additional information, visit www.azccd.com or contact Charmaine Flint at azccd_charmaine@yahoo.com



Spring Creek "Advance" by Michelle Redding

When I first heard I was going to be President of CFMA I thought, I guess this means I will finally be going to the infamous Spring Creek. I say "infamous" because I had heard so much about Spring Creek and yet I realized I knew absolutely nothing about Spring Creek. It's in Wyoming or Montana, right?? One of those sparsely populated states which I knew equally as little about. Every time I asked a former president about Spring Creek, I got the same response – you just have to go!

Now I am back from Spring Creek and a few weeks have passed and I have the opportunity to share my experience from Jackson Hole with all of my fellow CFMA members and I am thinking the same thought – how do you put this experience into words? What did I take away from

Spring Creek?

The retreat, or "advance" as they now call the experience, is a little bit about getting to know yourself. Not just getting to know yourself, but also pushing yourself out of your comfort zone. After all, most of us accountants aren't that comfortable getting up and speaking in front of 100 people at a luncheon so we might as well get used to being uncomfortable now. But it's more than that – it's pushing yourself to higher limits and realizing you can go there.

Spring Creek is also about building strong relationships. I think we all value CFMA for the peer relationships it provides us when issues come up in our day-to-day work. But what about when you are president and you want that same relationship – that person who is going through exactly what you are and can be your sounding board.

You don't just want a name off of the CFMA website – you want a face and a person you bonded with and can pick up the phone and call. Spring Creek provides that in a surprisingly short time.

You may be reading this article and thinking – but I still don't know what really goes on in Spring Creek. What do you really *do* when you are there? I can tell you there were mousetraps, river rocks, sage and meditation involved. But I can't tell you what really goes on – partly because it's hard to explain and mostly because I wouldn't want to ruin the experience for someone else. I encourage everyone to get more involved in CFMA and try to experience the "advance" for yourself.



Michelle at Spring Creek



CFMA Golf Tournament, by Brad Smith



And the winners are . . .



Once again, the annual CFMA Valley of the Sun golf tournament was a real highlight for our chapter. On October 24, we held the 17th annual chapter golf tournament, sponsored by CBIZ & Mayer Hoffman McCann PC, at Orange Tree Golf Resort.

The tournament's proceeds serve to benefit construction finance-related education. And those proceeds were greater than ever this year — more than \$30,000. We also had record participation in the event, as all 132 spots in the tournament were sold out two months before the event!

Congratulations to the following players who won prizes with their great play:

Championship flight

1st place: Chelie Lacrosse, Rick Baker, Scott Sipe, and Ryan Weismueller (score: 60).

2nd place: Jeff Gallimore, Vince Burke, Jeff Lebar, and Bob Riggs (score: 60).

3rd place: Tom Mousel, Mike Hubay, Greg Frost, and Dirk Andersen (score: 60).

Flight A

1st place: Dave Gornick, Colin Criswell, David Karaffa and Ed Mullins (score: 68).

2nd place: John Corcoran, Jon Ashley Corcoran, Danny Parrish and Tony Stagliano (score: 68).

3rd place: Andrew Hancock, Dave Smith, Brad Richards and Jake Schurmann (score: 68).

Flight B

1st place: Bill Williams, Gary Williams, Carol Hagen, and Bruce Kosaveach (score: 71).

2nd place: Stephaine Putnam, Keith Wheelis, Bill Frederick, and Keith McClure (score: 71).

3rd place: Moni LaLonde, Linda Franz, Pam Zink, and Jerry Zink (score: 72).

Women's closest to the pin: Carol Hagen

Men's closest to the pin: Bob Cummings

Women's longest drive: Jacque Metcalf

Men's longest drive: Doug Calvet

Longest putt: Rich Endicott

Shortest drive: Phil Maxwell

We owe special thanks to many people

who contributed to the success of this event. Jesse Perillo and the rest of the Orange Tree staff provided a course in great condition and made things run smoothly. Chapter members provided sponsorship of breakfast, lunch, on-course refreshments, and tee boxes. A number of CFMA volunteers helped with checking in the golfers, selling raffle tickets, and staffing events on the course. Many businesses and CFMA members donated valuable items and gift certificates to be used as raffle prizes. Tournament planning committee members put in a lot of effort, starting months before the event.

Most of all we thank the committee co-chairs, Chelie Lacrosse and Jared Asay, for their dedication to making this such a great success. For Chelie, this marks the end of her two-year stint as chairwoman. You can see that she knows how to get results... both in running a successful event and in recording the tournament's winning score.

around the Chapter



This editor was not in the least surprised that the name of this illustrious publication would remain **The Copper State Ledger**. After all, as the old saying goes, "If it's not broke..." That being said, the Valley of the Sun Chapter of CFMA never relies on its past but keeps evolving and getting better with each passing year. And the past three months has been no exception.

Most chapters around the country are "dark" during the summer months – not so, for VOS. Our programs included **Alternative Risk Transfer and Captive Insurance Companies; Performance Measurement and Management Accountability; and Employee Benefits: How to Evaluate Your Broker's Services**. All interesting and, I believe, helpful to all attendees.

On October 17th, VOS CFMA partnered for the first time with the Arizona Society of CPA's to put on the **22nd Annual Construction Industry**

Conference. Based on attendance and the attendee evaluation reports, it was a terrific success. Look for us to repeat it in 2008.

An astounding success was the **VOS CFMA 17th Annual Golf Tournament** held at the Orange Tree Golf Resort on October 24th. Sold out from August, the Committee raised over \$30,000 for Construction Education. This is quite an achievement! And on top of all of that – everyone had FUN!!!

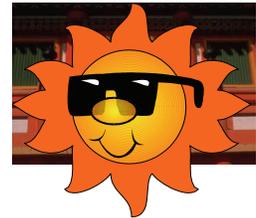
For the unaware, VOS has sponsored a satellite chapter in Tucson called the **Sonoran Pueblo Chapter**. It has been up and running for about a year now, so it was time for a Strategic Planning Session. On October 30th, several VOS members headed down to Casa Grande (a spot in the middle) to meet with the leaders of the Tucson Chapter, brainstorm, and focus on the issues facing this recently formed satellite chapter. This editor is pleased to report that the meeting was quite

successful with all attendees participating and learning about each other.

Other "happenings" for the Valley of the Sun Chapter include – nominations completed by the Succession Planning Committee for the leadership positions for the 2008-2009 fiscal year (stay tuned for names and positions); scholarships awarded to two worthy recipients; and the CCIFP Certification Scholarship was reestablished for 2007-2008 (see articles elsewhere in this newsletter).

Upcoming events include the December Fund Raiser; a BASICS Seminar in February (watch for e-mails with further details); the annual Construction Executive of the Year Banquet in May; and, of course, the National CFMA Conference in May in Orlando, Florida. It looks like CFMA is the place for education, networking, and FUN!

See you next time with news from around the Chapter



There's lots more to come - so keep your eye on this Sun

2007 CFMA VOS Gold Classic

Copper State Ledger is the official publication of the Construction Financial Management Association, Valley of the Sun Chapter. CFMA is a non-profit association dedicated to the financial person in construction. Membership information is available on the web at www.cfma.org/valleyofthesun. Click on How to Join.

[www.cfma.org/
ValleyoftheSun](http://www.cfma.org/ValleyoftheSun)

Save the Date

May 1, 2008

Construction
Executive of the Year
Banquet

Wrigley Mansion



Grand Prize winners!
L to R - Rick Baker, Chelie
Lacrosse, Scott Sipes

Golf Committee – still working!

Clockwise from bottom left -
Michelle Redding, Tony Hakes, Sam
DeRosa, Brian Dallman, Lacy Zemaitis,
Erin Mulvaney, Jared Asay, Lisa Autino



Any wonder the tourna-
ment netted \$30K++

L-R Debbie Ludington,
Rob Dyer, Nancy Palmer,
Steve Hedley, Rick Leary,
Melissa Wood