



Copper State Ledger Valley of the Sun Chapter Construction Executive of the Year Issue

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Special Edition

May 2007

from the President . . .

Although this message won't hit the presses until May 2007, the evening of our 7th Annual Construction Executive of the Year Banquet, it is my inaugural message as the new President for the Valley of the Sun Chapter.

Many of you here tonight represent companies around the valley, and we want you to realize the benefits of having your CFM belong to CFMA. There are many worthy associations out there competing for your dollars, and CFMA holds a special place for construction financial professionals. This organization is about our members doing our jobs better by attending educational programs and meeting together to exchange ideas. CFMA is considered the "Source and Resource" for construction financial professionals. We continue to accomplish more together than we do alone.

In the Valley of the Sun, we are 300+ members strong and growing. We represent the largest chapter in the country. During the year, we accomplish several goals:

- ▶ We hold this banquet to recognize an outstanding Construction Executive of

the Year and a Pioneer in the Industry; we would like to see this event grow even bigger each year, but we need your support.

- ▶ We hold an annual golf tournament in October. This tournament raises funds so we can award scholarships to deserving students, help out charities that we feel support our mission, and help our members continue to succeed by assisting them with attending the National conference or passing the CCIFP exam.

- ▶ We publish an annual Salary Survey and send this survey out to several associations around the Valley who are welcome to participate. This provides important local information for our industry specifically.

- ▶ We hold monthly luncheon meetings except during the month of May. We bring in talented speakers to address topics that are of benefit or concern to our members and make continuing professional education available.

- ▶ We have quarterly new member breakfasts. These are small groups of seasoned members who intro-



Lisa Autino, President

duce themselves to our newest members to make them feel welcome and want to get involved.

Later this month the Valley of the Sun chapter will be hosting the National Conference at the JW Marriott Desert Ridge. Our chapter set aside a significant amount of money to assist our members in attending this conference. We certainly hope you will be using your share of these resources.

We are not a group of staid accountants, though. We do have fun, too. A few times a year, we hold networking sessions that allow us to get to know one another better.

CFMA is all about getting involved. It took me many years to do that, but I can tell you once I did, I had no regrets. It is then that I realized the potential that CFMA has and recognized the real value of membership!

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.



William "Wink" Ames

"I think our job is to help our customers get to their goals."



Special thanks to David Beer and Greg Gross for a year-long commitment to co-chairing, coordinating, and planning the banquet.



2007 CFMA Arizona Construction Industry Pioneer Award Winner – Wink Ames

They say, "if you belong to any of the Construction industry associations in the State of Arizona, you know Wink Ames, or have attended one of his classes on construction accounting". This is not just a saying, it is a TRUTH. Wink has spent his career supporting and promoting the construction industry, and that is why he is the **2007 CFMA Arizona Construction Industry Pioneer**.

As an authority in the area of surety bonding and construction insurance, he diligently promotes professionalism and growth among students, contractors, and peers to benefit the industry he has served for so long. His classes on *Construction Accounting for the Unin-*

formed continue to be as informative and entertaining as they were 20 years ago.

A Director of Minard-Ames Insurance Group, Wink is instrumental in the marketing of the firm. His exceptional commitment to the construction industry is best evidenced by his many years of participation in a wide variety of associations including as a founding member of the Valley of the Sun Chapter of CFMA. In addition, he has served on the Executive Committee for ASU's Del E. Webb School of Construction and has been admitted to its Hall of Fame. Wink is also a life Director of the Arizona Builders' Alliance, and the Treasurer of the Arizona Chapter, Associated General

Contractors of America.

Other Associations that Wink actively participates in include: Arizona Contractors Association; Arizona Subcontractors Association; Arizona Chapter Independent Electrical Contractors of America; and National Association of Surety Bond Producers.

Wink received his BS in Civil Engineering from the University of California, Berkeley. He earned his Associate in Risk Management (ARM) and Associate in Fidelity and Surety Bonding (AFSB).

The Valley of the Sun Chapter of CFMA congratulates and thanks Wink Ames for all of his contributions to our industry.

Thanks to all the Executive of the Year Banquet Committee members - Deborah Anderson, Minard-Ames Insurance Group; Lisa Autino, Corbins Electric; Jennifer Ayers, DPR Construction, Inc.; James Bracy, StraightLine Utilities; Rayleen Colletti, Hunter Hagan & Company, Ltd.; John Corcoran, CICPAC; Jason Delles, RSM McGladrey, Inc.; Rob Ladousier, Enterprise Fleet Services; Cindy Lee, Haydon Building Corp.; Marty Lyts, Beneco Inc.; Gina Nelson, Phoenix Staff Accounting & Finance; Daniel Regan, Executive Financial Management; Michelle Redding, Wespac Construction, Inc.; Doug Singer, Minard-Ames Insurance Group; Carey Spriggs, St. Paul Travelers; Michael Swiszczy, Ledgent; Glenda Whitten, Time Providers

CFMA Valley of the Sun Officers and Directors

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Committee Chairs

Budget, Finance, *Rayleen Colletti*

Career Services, *Greg Gross*

Database, *Peggy Hughes*

Education, *John Corcoran*

Construction Exec of Year, *Greg Gross and David Beer*

Golf, *Chelie Lacrosse and Jared Asay*

Legislative, *David James*

Membership, *Diedre Aldous and Ted Rarrick*

Newsletter, *Marj Weber*

Programs, *Mike Specht and Helen Spencer*

Public Relations, *Christi Christensen and Doug Singer*

Salary Survey, *Phil Taylor and Scott Morrison*

Succession Planning, *Dennis Tsonis*

2007 CFMA Arizona Construction Executive of the Year Douglas D. Gardner, Achen-Gardner, Inc.

From a large selection of extremely qualified individuals, Douglas Gardner of Achen-Gardner, Inc. was selected as the **2007 CFMA Arizona Construction Executive of the Year**.

Doug, born and raised in Smith Center, Kansas graduated from Kansas State University with a BS in Business and **Accounting**. He then went on to serve in the US Army, including a stint in Viet Nam. He entered the construction business in 1973 with Hunt Building Corporation in El Paso, Texas. His career includes employment with Pulte Homes where he assisted with the opening of the Arizona office. In 1982 he formed the first of several Achen-Gardner companies with Sanders Achen. The Achen-Gardner Companies, beginning with a small housing operation in Casa Grande, quickly expanded in the 1980's to commercial and highway construction.

Over the last 25 years, Achen-Gardner continued to expand and cover a diverse scope of construction needs with their divisions:

- ▶ Achen Gardner Engineering, LLC – heavy highway construction
- ▶ Achen Contractors, LLC, – subcontract framing
- ▶ GDC Homes – residential development and construction, and
- ▶ RMA Rental and Leasing,



Douglas D. Gardner

LLP – heavy equipment leasing
Doug views his role as mentoring key employees to become great leaders. As Chairman, Doug focuses on financial systems, bonding and insurance, and legal and administrative areas of the business. He says, about the group of companies, "We are unique because most firms are either home builders, subcontractors, or heavy highway constructors. We are a diverse family of companies with many specialties, all related to construction." He continues, "the key to success is developing people – we are in the people business."

Doug believes in contributing to his industry and to the community. He served for 12 years on the ABA Board

of Directors, including as its Treasurer. He is involved with the ASU Del E. Webb School of Construction and encourages all of his employees to give back to the construction industry.

Most notable, however, is his continued support of local charities. He allocates a percentage of the company profits every year for charitable donations. Some of the beneficiaries of that generosity include Habitat for Humanity, Season for Sharing, and the East Valley Institute of Technology. Other East Valley charities and youth scholarships benefit annually from the Achen-Gardner Chandler Horizon Rotary Club Hole-In-One Contest.

CONGRATULATIONS to Douglas Gardner, the 2007 CFMA Construction Industry Executive of the Year!

"The key to success is developing people – we are in the people business."



CFMA Best Under the Sun General Member of the Year Diedre Aldous



Diedre Aldous

From the moment Diedre joined CFMA, she has been an active member, attending most luncheons and National Conferences. For fiscal year 2004-05, Diedre was elected to our Chapter's Board of Directors, and in 2006 she became Co-Chair of the Membership Committee.

One of the goals for this committee during the past year was to revise our member database. This gargantuan task fell to Diedre and our chapter administrator,

Glenda. Untold hours were spent coordinating with Glenda and the Database Committee to create a program that works for all. Thanks to Diedre's patience and perseverance, our Chapter now has a user-friendly membership DB.

Diedre, along with Co-Chair Ted Rarrick, started the New Member Breakfasts that have been very successful. On a quarterly basis, some of our Chapter Old-Timers meet with the Newbies to talk

about what CFMA means to them. These breakfasts are entertaining and informative.

Diedre entered the construction accounting industry in 1992 and currently is employed at MKB Construction. In her spare time, she works with homeless and disadvantaged children.

Congratulations, Diedre, the 2007 Best Under the Sun Outstanding CFMA General Member. You truly deserve this recognition.

CFMA Best Under the Sun Associate Member of the Year Chelie Lacrosse



Chelie Lacrosse

Though Chelie has only been a CFMA member since January of 2005, she has made her mark on our Chapter through her work on the Golf Committee.

Stepping up to be Chair after a record-breaking year in 2005, she had some very large shoes to fill (sorry, Ken!). And – she proved to be up for the task by breaking even that record with a new total of \$26,770.31 net proceeds for Construction Education.

Her ideas to go beyond the status quo – venue, sponsors,

awards – led to our most successful tournament to date. Lucky for us, she continues (with Co-Chair Jared Asay of CBIZ & Mayer Hoffman McCann) to head up the annual Golf Classic for 2007. Stay tuned! Her enthusiasm and dedication well may bring us another record-breaking year.

Chelie moved to the Phoenix area in 1996 after serving 20 years in the Air Force (who would have thought?). In January 2005, she joined Smith Manus Surety and opened their first office outside of the

mid-west region. She shares her enthusiasm and talent with the Disabled American Veterans of Scottsdale, the Arizona Builders' Alliance, ASA of Arizona, and is on the Board of Directors for the Boys and Girls Clubs of Greater Scottsdale.

The Valley of the Sun Chapter considers itself very lucky to have such a dynamic person as an active member. Congratulations to Chelie Lacrosse as the 2007 Best Under the Sun Outstanding CFMA Associate Member.

Barry Chasse, Adolfson & Peterson



Barry Chasse

Barry makes sure the employees are happy and subcontractors know they are appreciated.

His business card now reads, *Senior Vice President*, but it hasn't always been that way. Barry Chasse started with Adolfson & Peterson as an intern earning \$6 an hour back in 1991. Since then, A&P has experienced significant growth and success under Barry's leadership.



A&P has had five straight years with over 20 percent growth in revenue, with 120

employees, and 70 percent repeat business. In fact, the Tempe A&P office is the top performing office of the Adolfson & Peterson family. That is why Barry Chasse is a finalist for the 2007 CFMA Arizona Construction Executive of the Year Award.

Under Barry's guidance, A&P's Arizona office was ranked #1 *Best Place to Work* by the *Arizona Business Journal* for 2006. A&P was awarded the *General Contractor of the Year* award from the American Subcontractor's Association, Arizona Chapter, for three of the past five years. This award is especially important because it is the closest to being a peer-voted award as there is in our industry.

His involvement in our industry and community is evidenced by his participation in ABA (past Chap-

ter President); ASU Del E. Webb School of Construction-Industry Advisory Council; Alliance of Construction Excellence-Advisory Board; ACA; VOS CFMA (past Board member); ASA (Partner Board); and Associated Builders and Contractors-National Board of Directors.

His contributions to the community include serving on the Board of Governors for the Scottsdale Boys and Girls Club; Munds Park Trail Steward; West Valley Child Crisis Center-Honorary Board of Directors; and fund raising for the New Life Center.

The Valley of the Sun Chapter is honored to list Barry Chasse as a finalist for the 2007 CFMA Arizona Construction Executive of the Year Award. Congratulations, Barry!

VOS Membership Hits the 300 Mark

by Ted Rarrick, constructionRISKpartners, inc.

The largest chapter in the country just got even larger! In February our 300th member joined our chapter. We've been averaging three to eight new members each month, so we knew it was going to happen sooner rather than later.

Of course, having lots of members means nothing if quality doesn't match our quantity. Our membership committee has been hard at work making new members feel welcome. We introduced our

New Member Quarterly Breakfast last year, and the feedback for it has been excellent. In fact, we have seen that the people who attend these breakfasts have a much higher involvement level with lunches and committees. We implemented new procedures to make sure first-year members are welcomed at the lunches and introduced to other members. We may be the largest chapter, but we are determined to make sure no one gets lost

in the crowd.

If you are one of the members that wants to get more involved but you don't know how, just get in touch with us by any means you prefer. Contact us through our website, e-mail, or just ask an officer or board member at the next luncheon – and we'll show you how to get connected!

300 Members and Going Strong

Joseph M. Hitzel, SAB/Southwest Architectural Builders, Inc.

Another quality finalist, Joe Hitzel, in his short time (2004) at SAB, has made his mark on the company and the Arizona construction industry.

A graduate of ASU, Joe started his construction career building custom homes over 30 years ago as a carpenter. As most entrepreneurs in the industry, Joe progressed to superintendent, and, finally, into the office as Project Manager at Sigma Contracting and Adolfsen & Peterson. At Jokake Construction, he was VP Shell Division; VP of Operations; and then President. In 2004 he became Executive VP of Southwest Architectural Builders, Inc. In 2005 he achieved his ultimate goal of 100 percent ownership and became President of SAB/Southwest Architectural Builders.

His employees admire his team approach to manage-

ment. Joe believes in listening to all of his employees and making them true partners in the success of SAB. And successful it is – since Joe has been President, the volume has doubled while remaining profitable. He has not forgotten his employee team – he has revamped and increased employee benefits and their involvement in the strategic planning process.



SAB/SOUTHWEST ARCHITECTURAL BUILDERS, INC.

Joe believes in giving back to the construction industry and the community. He is an ABA Board member and serves as Chair of their Legislative Committee. He remains active with the ASU Alliance for Construction Excellence. His community activities include serving on the Town of Gilbert Architectural Design Review Board,



Joseph Hitzel

SW Autism Research and Resource Center, the annual MDS Lockup program, and is currently involved in a project helping an orphanage in Mexico.

Congratulations to Joe Hitzel on being a finalist for the 2007 CFMA Arizona Construction Executive of the Year.

Joe Hitzel's employees admire his team approach to management. He believes in listening to all of his employees and making them true partners in the success of SAB.

Plan to Attend VOS Events

by Mike Specht, Minard Ames Insurance Group

The CFMA Program Committee arranges high-quality programs for its members. Over the next several months, we have the following events planned:

June 21, Life as a Lobbyist, Mark Minter

July 19, Sales Tax in Construction, Pat Denderger

August 16, Arizona's Economic Forecast, Jim Rounds

Sept 20, Insurance Captives, Tom Stewart

On the third Thursday of most months, our members and welcomed guests meet from 11:45 a.m. to 1:30 p.m. at the Phoenix Country Club to network, learn, earn CPE credit, and enjoy!

This is not your typical business meeting – it is a place to meet friends, make new ones, make sure you are on the correct edge of the construction learning curve, and the place to enhance your existing job skills and learn new ones.

With VOS, you keep ahead of the curve in issues affecting all construction professionals.

Please join us! E-mail your reservation to cfma-admin@cox.net.

Have a topic you'd like to hear? Let us know! Contact Helen Spencer at helens@johnsoncarlier.com or Mike Specht at mspecht@minardames.com.

Calendar of Events

David Jones, Midstate Mechanical, Inc.



David Jones

Midstate Mechanical was ranked the #1 Mechanical Contractor by Arizona Business Magazine's Ranking Arizona for the 5th year in a row

David Jones has been the President and CEO of Midstate Mechanical for over 20 years and is one of the finalist's for the 2007 CFMA Arizona Construction Executive of the Year.

After acquiring sole ownership in 1998, David's leadership helped make Midstate Mechanical a leading provider of mechanical contracting services. Midstate has over 250 employees and \$49 million in sales. It was

ranked the #1 Mechanical Contractor by *Arizona Business Magazine's* Ranking Arizona for the 5th year in a row. Though Midstate has stayed on top in revenues and profits, they have also scored high on the safety scale. For the 2nd year in a row, Midstate Mechanical earned the prestigious Gold Safety Award from Liberty Mutual for having a safety record that is 80 percent better than the industry average. To date, Midstate employees have worked over 1,000 days without a loss-time accident.



Though David has spent numerous hours keeping Midstate moving to accomplish their goals, he has not forgotten to give back to his industry and community. In

fact, he believes strongly in those ideals and encourages all of his employees to do the same. He is a current active member of ABA, ACE, and past President of the Air Conditioning Contractors Association (ACCA-AZ).

Some of his charitable endeavors include Boys and Girls Clubs, YMCA, South-west Leadership Foundation, Boys HOPE, Girls HOPE, St. Mary's Food Bank, Junior Achievement, and Special Olympics. His favorite charity, however, is Project Cool Aid. David and Midstate provided 76 AC units to needy families in 2006. That is a lot of Cold Air!

Valley of the Sun Chapter congratulates David Jones on his many accomplishments and is honored to list him as a finalist for the 2007 CFMA Construction Executive of the Year Award.

CFMA VOS Annual Salary Survey

Salary Survey

For 15 years Arizona construction owners and managers have asked the question, "When will the new salary survey be out?" Based on input from approximately 1,000 Arizona construction companies, the Salary Survey Committee has collected and reported salary information since 1991. It is the only construction industry salary survey dedicated exclusively to the Arizona market.

In addition to providing information regarding base compensation levels for 32 different management and support positions, the survey provides an analysis of various types of employee benefit programs. To make the information even more useful, the results are broken-out by the following industry segments: 1) building and industrial, 2) heavy highway and utilities, and 3) residential.

To encourage participation, a free copy of the survey results is provided to all participating companies. Copies for non-participants can be purchased for \$60 each. Order your copy from Taylor Duffy & Associates, PC at 602/265-7011.

Rick and Rod Rummel, Rummel Construction

For the first time in CFMA's Construction Executive of the Year Award's history, a finalist is actually two people – brothers!

Beginning as a dream in Rod's kitchen (sound familiar CFMA members?), the company, started in 1996 with Rick and Rod and their wives, has evolved to a large, heavy-civil construction and engineering company generating annual revenues in excess of \$125 million and employing 600 people.



To achieve this phenomenal growth over a ten-year period, while remaining profitable, is not an easy task. The Rummel brothers proved equal to it. They stay on the forefront of technology and actively recruit top-

notch employees from around the country. Once they hire the above average employee, they encourage participation in continuing education programs and work tirelessly to develop creative employee retention plans to keep the staff strong.

Rummel Construction is a strong supporter of the collegiate engineering programs at ASU Del Webb School of Construction Management and supports teams of engineering students for the annual Associated Schools of Construction Heavy Civil Competition.

Rummel Construction hosts the annual Tracey Miner Memorial Golf Tournament that generates revenue for the Tracey Miner Memorial Fund that supports youth activities in the New River area. Tracey Miner was an employee of Rummel Construction when he was killed in a tragic auto accident. Rick and Rod have continued to support the Foundation and keep Tracey's mem-



Rick and Rod Rummel

ory alive. The brothers support the Phoenix Zoo and ASU with generous donations of products and services. One of their favorite projects was being a part of the *Extreme Makeover Home Edition* in Gilbert last year for Taylor Woodrow Homes.

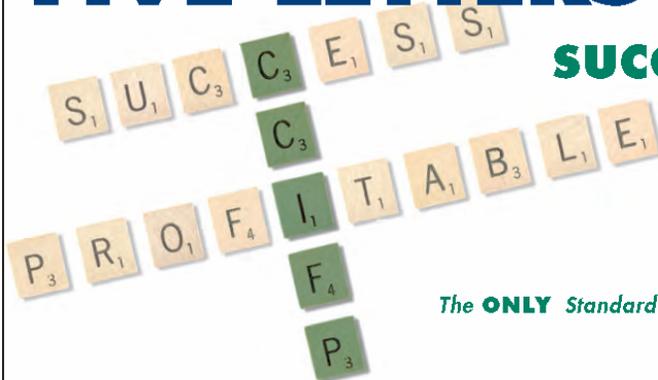
So, for another finalist for the 2007 CFMA Construction Executive of the Year Award – we get 2 for the price of 1!! Congratulations to Rick and Rod Rummel.

Celebrities among us - the Rummels participated in the Extreme Makeover Home Edition in Gilbert last year

FIVE LETTERS

THAT ADD UP TO

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The CCIFP tests nine areas of expertise every construction professional needs to know. From accounting to risk management to human resources and information technology. It is your measure of a professional.

CFMA VOS Annual Golf Classic - coming October 24

If you live or work in Arizona, and, even if you don't golf, chances are you have attended, played in, helped plan, or benefited from one of the many golf tournaments put on every year in our state.



**Mayer
Hoffman
McCann P.C.**
An Independent CPA Firm

So what makes the annual Valley of the Sun Chapter of CFMA's Annual Golf Classic any different from the others? Dare I say the beneficiaries? We sponsor this tournament every year solely to benefit construction education. Over the 19-year history of this golf tournament, we have funded scholarships and endowments exceeding \$250,000.00! Schools

benefiting have included ASU's Del E. Webb School of Construction, Northern Arizona University, the Maricopa County Community Colleges, Gateway Community College, and ABA Apprenticeship Program.

The Education Committee, organized to "spend" the funds raised by the golf tournament, has established a Scholarship program that awards a \$2,500 scholarship twice a year to a deserving student with a declared major in accounting or business that has a direct connection to a CFMA member or member company. In addition, funds have been earmarked to assist Chapter members in attending the CFMA Annual Conference. Since this year's Conference is local – at the JW Marriott Desert Ridge Resort – each VOS member who

registers receives a \$400 discount off their registration fee, solely funded by dollars raised through GOLF!!

This year's tournament is scheduled for October 24, 2007 at the Orange Tree Golf Course. CBIZ & Mayer Hoffman McCann PC is the Tournament sponsor. This year's event is being co-chaired by Chelie Lacrosse of Smith Manus Surety and Jared Asay of CBIZ & Mayer Hoffman McCann PC. The registration and sponsorship forms will be available in the near future on our web site, www.cfma.org/valleyofthesun.

While the Valley of the Sun Chapter of CFMA is exceedingly proud of all we have accomplished in our 21 years of existence, the Annual CFMA Golf Classic is certainly at the top of the list.

*With Gratitude
to our Gold and
Silver Sponsors*

Gold Sponsors



Silver Sponsors



Special Thanks
to Marsh USA
for donating
their time and
the expense of
printing this
newsletter for
CFMA VOS.

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

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.

2007 CFMA Annual Conference and Exhibition

JW Marriott Desert Ridge Resort and Spa, Phoenix, Arizona
May 19 - 23

Top Five Reasons to Be There

- **\$400 discount on full registration to all Valley of the Sun members**
- **Top-notch programs, including (among others):**
 - + **Julie Pace - I-9 Forms and Immigration Strategies**
 - + **Bill Badger - Recognizing and Developing Leaders**
 - + **Sharon Minnock - Optimizing Your Software Solutions**
 - + **Doug Folk - Balancing the Subcontract: Negotiating Fair Terms for Payment and Risk**
 - + **Robert Davidson - Construction Contractor Analytical Procedures and Benchmarking**
 - + **Vanessa Winzenberg - Building a Loyal, Committed, Productive Workforce**
 - + **And many more!**
- **Earn up to 22 CPE credits**
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Log on to www.cfma.org to register

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