from the President

As I write my final President’s message, I ask myself, “Where has the time gone?” My year as President of this Chapter, which is rapidly coming to a close, has passed very quickly. It has been a privilege to serve in this Chapter because of you, the members. One person cannot do it alone, but together we have accomplished much.

In May we set an attendance record at our Executive of the Year Banquet with 184 attendees. We recognized Doug Gardner as the Executive of the Year and Wink Ames, an icon in our industry, with the Pioneer Award. The National Conference was held in Phoenix at the JW Marriott Desert Ridge. This conference exceeded expectations in terms of attendance, sessions, location, and the beautiful weather that held through the end of May. Although we cannot take all the credit, we did form a committee to give National ideas and feedback to make it the best ever. Seventy-eight of our own members attended, setting a record for chapter attendance, and our Chapter awarded $29,840 in scholarship monies to help our members attend.

In October we set a new record with our annual golf tournament. It sold out months before the tournament. As a result, the Board voted to expand the upcoming tournament in 2008. We raised over $31,000 for educational scholarships, community support, and our Chapter. We joined with the ASCPA for the first time to host the annual Construction Industry Conference and will do this again in 2008.

In December our Chapter volunteered with the Christmas Tree Project in northeast Phoenix, helping children on December 7th have a great day! You should have seen some of our members having the time of their lives – Dennis Tsonis as a pirate and Carol Hagen as a wise professor handing out diplomas to all the children – are just a couple of examples. We matched the funds we raised at our Christmas social and donated almost $1,760 to this worthy endeavor.

By the time this is published, we will have held a BASICS course for our members. I do not know how long it has been since we have hosted this class, outside of the National Conference, but it all started with an e-mail from a member who was interested in it. A nationwide record attendance of 68 was set.

Our chapter continues to raise the bar, and we must not rest on our laurels. It is said we help other chapters across the country by continuing to do this. While this cannot and should not be our motivating factor, it is nice to know of our impact.

I certainly cannot take credit for these wonderful accomplishments as it is the members themselves who made it happen. It always comes down to the people, so I thank you for your selfless devotion to this organization that benefits us all.

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

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

- **April 17** – Pre-qualifying Contractors, panel discussion
- **May 1** – Construction Executive of the Year Banquet, Wrigley Mansion
- **May 8** – New Member Breakfast
- **May 17-21** – CFMA 2008 Annual Conference, Orlando, Florida
- **May 22** – Summit Conference on Payment Issues, ABA
- **June 19** – Consensus Docs and AIA Docs, Mike Holden
- **July 17** – 1031 Like-Kind Equipment Exchanges, Gary Mellot
- **July 23-25** – Computer Guidance Conference, Phoenician Resort, Scottsdale
- **August 5** – New Member Breakfast
- **October 22** – CFMA VOS Golf Classic

Helen Spencer of Johnson Carlier and Mike Specht from Minard-Ames Insurance Group are Co-Chairs of the Program Committee. They welcome people to join the committee. If you have an interest, please contact Helen (helens@johnsoncarlier.com) at 602.275.2222 or Mike (mspecht@minardames.com) 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, Police 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, Cindy Lee
- Education, John Corcoran
- Construction Exec of Year, Greg Gross
- David Beer
- Golf, Jared Asay, Kristi Sylvester
- Legislative, David James
- Membership, Diedre Aldous, Ted Rarrick
- Newsletter, Marj Weber
- Programs, Mike Specht, Helen Spencer
- Salary Survey, Phil Taylor
- Succession Planning, Dennis Tsonis
A New Member’s View, by Bruce Kosaveach, GE Capital Solutions

We all have belonged to various professional organizations for our jobs with the intent of furthering our careers, networking, and educational value. Each such association has its own character pertaining to how it’s managed and administered. Some are good and some not so good. When I was given the opportunity to join CFMA VOS last year, I wanted to look into how it was run, the organization as a whole, and where I could potentially become involved. What I found on the website was not only very informative, but looked to be very well managed. After joining CFMA, it was apparent to me that the Valley of the Sun Chapter provided many opportunities for any member to become as involved as they would like. The VOS committees are well structured to accommodate many interests and abilities, and they provide for all levels of participation. The monthly meetings are well run with relevant topics for the members.

I have also been impressed with the VOS Chapter follow up for meeting signups. In the many organizations that I have belonged to in the past, it’s very rare that I received an RSVP meeting reminder and a web link to do so. This chapter seems to have that sense of organization and purpose that is keeping the membership growing rather than shrinking as some associations are doing currently. With all that it has going on, it’s no wonder that the VOS Chapter is the largest and fastest growing the country.

Scholarships Awarded by Leanne Scheub, SNK Development, Inc.

CFMA’s VOS Education Committee awarded two $2,500 scholarships to Amanda Neuheisel and Alan Smith. Amanda is employed as the Assistant Controller at Corbins Electric. She currently attends the University of Phoenix where she is on track to receive her Bachelor’s in Accounting. Amanda is a CFMA VOS member and attended the National Conference this past year.

Lisa Autino, CFO of Corbins, writes: “[Amanda] has become an invaluable resource to me in the areas of accounting . . .” Amanda is well on her way, and I am sure we will hear from her in the future.

Our other scholarship recipient, Alan Smith, is a Sales Representative with Timberlake Cabinet Company. He is enrolled currently in Mesa Community College pursuing an Associates Degree. He uses their “On-Line” courses there, and he hopes to continue on towards his Bachelor’s Degree in Business. He anticipates growth within Timberlake as a result of his efforts.

Bruce Grier, of Interstate Mechanical Corporation, writes: “Alan has demonstrated empathy and compassion by becoming involved in numerous community associations.” Giving back to the community has its rewards. Congratulations to Amanda and Alan!

The Education Committee offers scholarships for the National Conference (which will be in sunny Orlando, Florida in May 2008) for first time attendees. (See details on page 5.) This is a great way for members to take advantage of what CFMA has to offer.

In addition, CFMA VOS offers academic scholarships each semester. If you or someone you know is interested in applying, you will find the details on our web site. Go to http://www.cfma.org/ValleyOfTheSun/conference.html. There you will find the academic scholarship application. Hurry – the Spring deadline of April 1 is fast approaching.
Greetings CFMA types; from your all wise and knowing Legislative Committee

We are once again hot on the trail of our legislators . . . finding them in bars and gambling establishments throughout this great state. But fear not! For they cannot escape the watchful eye of your Legislative sleuths (aided in no small part by the good folks at Arizona Builders Alliance “ABA”).

Having cornered a fair number of these slithery folks, we have unearthed a few House and Senate bills worth your attention:

**HB 2030** - This bill has several clarification elements, but also has the surety bond requirements for contractors DOUBLE from their current levels! Research is currently underway to determine who thinks this is needed and why. Additionally, an addendum has been proposed by ABA that would broaden the definition of a contracting entity when found in violation of licensing requirements.

**HB 2264** - Would exempt Universities from sales tax – and use these savings for payment of certain operating expenses. General feeling on this bill is that it will die in committee.

**HB 2273** – This should be an “attention getter”! It is the “2008 version” of the annual retention bill. While this bill would require owner payments to GC’s w/in a time certain; it also requires that all subs and material suppliers receive final/retention payment w/in 30 days of finishing and invoicing their work. Could put a bit of a kink in those pay when paid clauses out there! Due to this perceived inconsistency in timing, we will endeavor to connect with the bill sponsor to clarify its intent.

**HB 2285** – Would allow architect and engineering fees be a criteria in contract award for these services (public works projects). ABA opposes feeling that cheaper is not good – and likely to make contract plans and documents even worse than they are now as A&E firms try to cut corners to get price down.

**HB 2622** – Attempts to clear up confusion on certain construction “services” regarding tax-ability. Concept is commendable, but rework of some of the language will be needed.

**SB 1031** – Allows SFB to hire project managers. ABA opposes, feeling that SFB currently oversteps bounds, and this would only add to it.

**SB 1042** – This bill allows for more flexibility by ADOT in establishing standards for toll roads.

**SB 1233** – This is a bid preference retaliation bill. Meaning for those contractors who come from a state that has a bid preference, they would have a like penalty imposed on their bid here in Arizona. Good concept – bill language will need work.

That’s about it as of this writing . . . with certainly more to follow! For those of you who really dig this stuff, you can locate, track, and read the various versions of the bills at [http://www.azleg.gov](http://www.azleg.gov)

---

Pick up your CFMA VOS Golf Classic registration form at the March 20 CFMA VOS monthly meeting. Register Early! Last year the tournament sold out two months in advance – so mark your calendars now and plan to play on October 22.
Santa wants to personally send a Thank You to every member of VOS CFMA for the $1,760 donation and especially to the more than 30 volunteers that staffed this amazing self-esteem building event. For those not able to participate, imagine being 10 years old and bouncing between foster homes. You walk into a grocery store size space filled with activities and the promise of visiting Santa at some time. What should we do first? Should I sing on North Pole Idol or write a letter to Santa at the Hogwarts style post office with live owls and hawks on display?

Maybe I will see what all of the excitement is over by the lady in the odd hat and robe. That is our own Professor Carol Hagan in a cap and gown discussing how every child here is smart enough to attend college, while handing out degrees from the University of Tomorrow.

We move onto a table where we draw our dream on a CD that becomes part of the montage on the wall, which is now on display at the Phoenix Art Museum. Hurry up and finish your drawing, I want to see what the excitement is at the wheel of fortune. It is Cindy Lee at the wheel of “I am...”. Each child takes a turn putting on the big hat and spinning the wheel filled with good personal characteristics. The wheel stops spinning and everyone yells together that I am intelligent. Gee, that felt good.

This is fun, and we have not even seen Santa yet. We could go on the carnival rides, have lunch, try out the Harry Potter cloak of invisibility, or join in the reading of “The Homeless Christmas Tree”. The sound of children singing the Sponge Bob Square Pants theme song makes my decision for me. Captain Dennis Tsonis has a group of pirates singing/yelling while digging for gold doubloons. It has nothing to do with Christmas, but still is fun.

Finally, I get to tell Santa what gift I want, get a picture, and onto the Toyland to pick a gift. Wow, I just told Santa that I want a skateboard, and there it is! How did he do that?

We all know that he did not do it alone. It took hundreds of volunteers collecting toys, donations, supplies, food, rides, coordinating events and staffing for this 18 day event that cost about $800,000 to pull together. Santa humbly thanks VOS CFMA for making it possible for 7,262 at-risk elementary students to have a special experience and to be reminded that someone cares about them.

National Conference Scholarships Available

If you are considering attending the National conference for the first time, here’s some good news. Your VOS Board has voted to issue reimbursement scholarships of $1,500 for members in good standing who attend the conference for the first time.

Here are the guidelines:

- be a first-time attendee
- attend New Member orientation
- attend the Awards Breakfast (Tuesday a.m.)
- attend the VOS Chapter dinner (Tuesday evening)
- submit a written report of your experience at the conference to the Education Committee – your report to include the sessions you attended and what you learned

Once all requirements are met, you will be reimbursed. To apply, request an application form from CFMA-Admin@cox.net. Remember – Early Bird registration ends 4-18-08.
CFMA Annual Executive of the Year Banquet
Sponsor Commitment Form

Each year, CFMA holds an event to promote CFMA to the leaders of the construction industry and to honor an individual who has made extensive contributions to the construction industry and the community. Through this unique event, we will also highlight the achievements of CFMA as an organization and reward our exceptional Valley of the Sun members. This year’s event will be at the:

The Wrigley Mansion
2501 E. Telawa Trail
Phoenix, AZ 85016
Thursday May 1, 2008 @ 5:30pm

$1,500 Platinum Sponsor
Presentation of plaque to company representative during the event. Company featured on PowerPoint presentation, event program, and CFMA-Valley of the Sun website. (Posted at time of commitment.)
*Includes admission for eight ($800 value)

$750 Gold Sponsor
Company featured on PowerPoint presentation, event program, and CFMA-Valley of the Sun website. (Posted at time of commitment.)
*Includes admission for two ($200 value)

$250 Silver Sponsor
Company featured on event program.

All Sponsors will receive recognition and have an opportunity to make contact with many influential individuals in the construction industry, all at one memorable event.

Please indicate your sponsor level and submit by April 4, 2008

Sponsor Level: ☐ Platinum ☐ Gold ☐ Silver

Company:

Contact:

eMail:

Phone(s):

Make check payable to CFMA VoS Chapter and mail to:
P.O. Box 7703, Phoenix, Arizona 85011-7703

www.CFMA.org/ValleyOfTheSun

Platinum & Gold Sponsor Guest List

1. ____________________________
2. ____________________________
3. ____________________________
4. ____________________________
5. ____________________________
6. ____________________________
7. ____________________________
8. ____________________________

For CFMA Office Use Only
Check#_________ • Date Rec’d:_________
Amt Paid: $_________

Questions? Contact either Greg Gross • greg-gross@willis.com • 602.787.6296 or David R. Beer • david@svmasonry.com • 602.943.6106
CFMA Cordially Invites You

To attend the Eighth Annual Arizona Construction Executive of the Year Banquet

Thursday, May 1, 2008
5:30 pm Reception and Cocktails
in the Library Lounge
7:00 pm Dinner and Awards

The Wrigley Mansion
2501 E Telawa Trail
Phoenix, AZ 85016
*Historic Property - limited handicap accessibility

RSVP by: April 4, 2008
Make Checks Payable to:
CFMA
P.O. Box 7703
Phoenix, AZ 85011-7703

$100 per person
For more information:
www.cfma.org/ValleyOfTheSun
or cfma-admin@cox.net

1. Name: _____________________________
   Company: ____________________________

2. Name: _____________________________
   Company: ____________________________

3. Name: _____________________________
   Company: ____________________________

4. Name: _____________________________
   Company: ____________________________

Contact Name: __________________________
Phone: ________________________________

For CFMA Office Use Only
Check# _______ Date Rec______
Amount Paid $ _______

Payment: □ check □ Visa □ MC □ Card #_____________________
Name on card: ________________________ Exp: ________ # on back_______
Signature: _____________________________ Zip: ________ Amount $ ______

Questions? Contact either Greg Gross • greg.gross@willis.com • 602.787.6296 or David R. Beer • david@rvmasonry.com • 602.943.6106
Professor Carol Hagen signs degrees for the University of Tomorrow graduates

Dennis Tsonis took the children on a Treasure Hunt

Marty Garrison helps the graduating class with their mortarboards

Save the Date

May 1, 2008

Construction Executive of the Year Banquet

Wrigley Mansion