At the 2019 Mid-Atlantic Regional Conference, you were presented with the Anthony R. Stagliano Leadership Award. What did that mean to you?

When Jim McGettigan called me shortly before the conference to inform me, I was quite surprised and wasn’t sure what I had done to deserve this recognition, other than being an active member since 1989, a long time! On that beautiful Sunday night in September, aboard on the Battleship New Jersey, I was thrilled to get up in front of my wife Jane and my many CFMA friends to accept this Conference Hall of Flame Award. In the audience that evening, sitting pretty much right in front of me, was the gentleman for whom the award was named, Tony Stagliano, who has been a terrific mentor for most of my career. Naturally, Tony was who got me involved with CFMA 30 years ago! As I said that night, there is no greater honor in CFMA I could wish for.

Where did you grow up?
In Trooper, Pennsylvania, a suburb of Norristown, if there is such a thing.

What was your first job?
Not counting being a paperboy delivering the Norristown Times Herald, McDonalds & Arby’s during high school and college, my first real job was with a regional CPA firm called Stockton Bates & Co., for whom I had interned during a tax season while at Villanova. Note in 2010 Stockton Bates was acquired by Clifton Gunderson.

How did you first become interested in construction?
During my early years at Stockton Bates, I happened to work on many construction accounts with wonderful mentors Tony Stagliano, Barb Mosteller and Mike Mitchell. I later rejoined Tony and Barb at Zelenkofske Axelrod (“ZA”) in Jenkintown, who had left Stockton Bates to form a group dedicated to exclusively serving construction company clients. Immediately prior to rejoining Tony & Barb, I was the CFO of James J. Skelly, Inc., a heavy highway contractor in Media, for 5 years. I was at ZA, and its successor firm CBIZ, for 22 years before leaving public accounting for the second time in my career to become a client’s CFO, this time in 2010 for National Glass & Metal Co., Inc. in Horsham, Pa.

If you could go back in time and give one piece of advice to your younger self, what would it be?
As I contemplate retirement in the next 5 years, it would probably be to save more!

What’s the greatest benefit you see from your CFMA membership?
In the earlier days of my career, it was definitely industry specific education, but long since has shifted to building my professional network meeting members in the Philadelphia chapter and across the country. During my 9 years here at National Glass, no matter what the issue, I know who to reach out to.

Give an example of how your CFMA membership has improved your career.
My years on the Philadelphia board of directors and my 2-year term as president gave me great experience at working with larger groups of professionals and expanding my leadership skills. Likewise learning the intricacies of the new Revenue Recognition regs and doing numerous presentations with Tony Stagliano on that subject over the past year for CFMA and the PICPA, locally, regionally and nationally, added a whole new dimension to my career. I even was on my first podcast and national webinar with Tony along the journey! Speaking of, I’d like to give a big thanks to the owners of National Glass, Joe, Mike and Neil Clabbers, who have supported me every step of the way with my CFMA involvement. I fully realize that not every member of CFMA enjoys that support from his/her employer, and I never take that for granted. I am really lucky that they “get it”, the tremendous value CFMA brings to me personally, and in turn National Glass.

What is on your bucket list?
I’d love to buy and restore a Pontiac GTO.

What do you like to do when you’re not working?
I’m a big Flyers fan and Philly sports in general, and of course Villanova Basketball!
MEMBERSHIP CORNER

DID YOU KNOW?

Members can bring a first time prospective General Member for free to an event. Please contact Carlo Ferri, Membership Chair at CFerri@kmco.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, Events, Marketing).

SPREAD THE WORD

The Philadelphia Chapter has historically put on excellent programs and we are excited about the upcoming scheduled events. When you receive the next event email, please consider inviting someone or forwarding the email to one of your contacts who you think would benefit from the event.

UPCOMING EVENTS

2/20/2020  Anthony Tomassetti from Arthur J. Gallagher & Co. to present on Contract Review

3/10/2020  Economic Update with Anirban Basu

Welcome New Members!

- Brandon Collier, D'Lauro & Rodgers
- Tiffany Eichhorn, Kreischer Miller
- Armida Kandareli, Hatzel and Buehler
- Brandon Collier, D'Lauro & Rodgers
- Joe Awe, Tech Builders
- Kerri Bostwick, Target Building Const
- Cathy Gould, Target Building Const
- Nicholas Maxwell, Anderson Kill, PC
- Mike Wallace, Graham Company
- Shaun Donahue, RCM&D
- Jordan Gilmartin, Brown and Brown
- Robert Jaffe, Baker Tilley
- Matt Musilli, Johnson Kendell
- Marie Schmieg, CBIZ
- Jeffrey Shivers, CBIZ
- Richard Thompson, Baker Tilley

*Members can bring a contractor new to CFMA for free! ** Contact membership and help spread the knowledge that is CFMA!

Contact: Carlo Ferri, Membership Chair at CFerri@kmco.com
CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION OF PHILADELPHIA

The 20th Annual Mid-Atlantic Regional Conference