From the President
Attitude
by John LaBarge

It is mid-January and winter has definitely arrived. The days are short and the snow never seems to stop! The commute to work takes twice the time and it is year-end which means longer hours getting ready for the upcoming audit and preparing the tax returns. The days too often seem to run together since the routine doesn’t vary—sleep, workout, shovel/snowblow, eat, work, repeat! The family trip to Florida after Christmas is an ancient memory. What happened to leisurely waking up, having a relaxing breakfast, playing tennis, swimming, shelling at the beach or just reading a good book! Was it real or just a dream? Will spring ever get here?

I would guess that many of you have similar feelings right about now. What can we do to overcome the dog days of another winter? First, during these difficult economic times, be thankful for your job, for the company that you work for and the people that

“...let me suggest that the best way to deal with [the daily grind] is to have a positive attitude each and every day.”
you work with. In terms of the daily grind, let me suggest that the best way to deal with this is to have a positive attitude each and every day. The work isn’t going away and there are bound to be many obstacles along the way, but you can control what attitude you bring to work each day. Your attitude is infectious and it significantly affects the attitude and job performance of the other people you work with.

I have a good friend named Dave. Dave always has a smile on his face and when he enters a room, the entire atmosphere in that room changes for the better. Dave is willing to assist others, but when he asks for assistance, people overwhelmingly want to help him because he is such a positive guy!

Let’s be “Just Like Dave” during this Winter! Be positive, be proactive, be enthusiastic, be an encourager and you just might be surprised how much gets done and how much fun you are actually having completing those typically mundane tasks. Also, find time to celebrate your progress or schedule something fun outside of work once a week to recharge your batteries! For me, nothing beats that Friday morning trip to Starbucks to celebrate the end of another week, or watching a Wednesday night Hope College basketball game with my family. If you make a conscious effort to do these things, you might be surprised how quickly spring does arrive!

John LaBarge

The next two pages contain information on this year’s Annual Conference & Exhibition. Local chapter scholarships are available to help offset the majority of the conference cost. Contact Harriet Perdue if you’re interested in having your name entered in the scholarship drawing. The drawing will be held in March.
reconnect + share bigger

ideas, experiences + possibilities

learners to teachers

members to members

peers to peers

questions to answers

individuals to cfma

problems to solutions

may 14 – 18, 2011 @ CFMA’s Annual Conference & Exhibition

earn up to 34 cpes

texas + CFMA

(grapevine)
reconnect+

May 14 – 18, 2011 @ CFMA’s Annual Conference & Exhibition

Earn up to 34 CPEs
Now more than ever, get the education you need for today’s challenging economic climate:
- Five CPE-Packed Days Focused on Construction Financial Topics
- Tips to Help You Build Bigger Profits
- Best Value for CPEs

Gain Knowledge
With 6 Mini-Conferences
- Cash Management
- CRIS – Commercial Liability Insurance for Contractors
- Advanced Cash Forecasting
- Emergency Management Planning
- Contracts 101
- Bankruptcy

Become an Expert in Your Field
With 40 Breakout Sessions

Tennessee
More than 44 Sessions
6 Tracks
Up to 34 CPEs
Up to 7 Hours of Insurance CE
Up to 100 Exhibitors
76% of 2010 Conference Attendees said it exceeded expectations

Grapevine
Texas

Earn up to 34 CPEs
To save $100
www.cfma.org/annual_conference
Attacking Childhood Hunger in Grand Rapids

Announcing: Mix a Mix Drive

The West Michigan Chapter picks a Community Service to support every year. This year we are continuing to support our local Kids’ Food Basket. We are collecting ingredients and cash to make Trail Mix.

How you can help:

1. Pick up an item from the list and bring it to the next General Membership Meeting.
2. Donate cash and we’ll shop for you!
3. Attend our Mix A Mix night in April and help mix & package one day’s worth of Trail Mix.

http://westmi.cfma.org/home

Please visit & bookmark our new website for information about our lunch meetings, social & education events, links to register for events, chapter newsletters, and more.

Have you registered at the National website www.cfma.org? Please take a moment to do so.
Fasteners Inc. provides our many customers with construction solutions that will save them time and money. These solutions come out of relationships that provide “in the field” knowledge, key vendor support, and delivery of products to your job site. We have 26 well trained outside sales professionals along with seven well stocked and staffed Michigan retail locations.

Our name “Fasteners Inc.” tells of our origins in 1947. In our early days, we provided concrete fastening systems and nailing systems. We have grown into so much more. In addition to myriad of fastening systems, we now provide a full line of construction supplies and equipment including: construction grade electric and battery operated tools (we are the largest independent Michigan distributor of DeWALT, Milwaukee, and Makita construction tools and equipment), safety equipment, gang and storage boxes, fire-stop systems and supplies, piping and electrical conduit threading equipment and benders (Greenlee, Ridgid, and Seesnake), diamond cutting and coring equipment and supplies, as well as factory authorized repair of most everything we provide.

**Dave Buhr** has been Fasteners Controller for over four years. Dave has a varied background including construction, real estate, public accounting, and the oil and gas industry. Dave continues to be very active in various associations. Some of his past experiences include: HBA, where he served as the Remodelors’ Council Chairman and the Chairman of the Parade of Remodeled Homes Committee; Churches, where he has served as a youth leadership trainer, and a variety of other leadership positions.
MEET THE GENERAL CONTRACTOR
JOINS TOGETHER WITH
THE CONSTRUCTION & DESIGN PROFESSIONALS EXPO
FOR ONE EXTRODAINARY SHOW!

2011 WEST MICHIGAN DESIGN
& CONSTRUCTION EXPO

Date: April 21, 2011
Time: 2:00pm – 8:00pm
Location: Davenport University Student Center, Caledonia, MI

We are proud to introduce The 2011 West Michigan Design & Construction Expo. The Builders Exchange of Michigan and the Construction Specification Institute have joined together to bring all participants of the commercial construction industry together for one outstanding event providing something for everyone.

In keeping with past traditions, we want to have the support of all the Construction Affiliated Organizations at this event. The venue has changed and unfortunately there is a charge this year of $55.00. The money will go towards the draped table for your organization and the flat screen TV that we will be purchasing as a prize for attendees that have visited all the Affiliates. Our hope is to get as many people as possible to your table to get information on your organization and help build your memberships.

We are also looking for Food Box sponsors. Our goal is to place 40 food boxes at various business locations to collect canned food goods. The cans collected will be used in a building competition taking place during the Expo. The cans collected will then be donated to local food banks. If your Organization has a place for this box please let me know.

We hope to count on your Organization at this event. If you have any questions, please feel free to contact Elizabeth at (616) 949-8650.

Please show your support of our construction community!
2011 WEST MICHIGAN DESIGN & CONSTRUCTION EXPO

Organization Name__________________________________________________________
Contact Name______________________________________________________________
Title_______________________________________________________________________
Email Address________________________________________________________________
Phone ___________________________ Fax_________________________________________
Exhibitor Space $55 each

☐ Credit card #_______________________________________________________________
Expiration Date____________________ Security Code___________________________
Authorized Signature________________________________________________________

☐ Check #______________________________________________________________

Please list all names of individuals who will be staffing your exhibit

Name__________________________________________Title___________________________

Name__________________________________________Title___________________________

Name__________________________________________Title___________________________

_____ YES, we would like to host a Food Box at our office.

Please fax this completed form by 2/15/11 to (616)949-6831 or email to Elizabeth@grbx.com.
Avoid the Road Bumps
When Working Out of State
Wednesday, March 2, 2011

*Presented by the West Michigan Chapter of the Construction Financial Management Association*

Did you know the construction industry in Michigan is not expected to fully recover until 2015?
Find out what you need to know when working out of state.

**Topics to be discussed:**
- Contract Law
- Liens
- Licensing
- Local Issues
- Taxes
- Employment issues and more

**Who should attend?**
- Company Executives
- Accounting staff
- Project Managers

**Location:**
- Pinnacle Center  3330 Highland Drive, Hudsonville MI 49426

**Time:**
- Registration 7:30 – 8:00 AM
- Seminar 8:00 – 11:00 AM

**Cost:**
- $25.00 per attendee (Continental Breakfast provided)

Registration deadline is February 22. Register online at http://cfmaworkshop.eventbrite.com

**Speakers:**

**Steve Hilger of Hilger & Hammond**
Steve Hilger of Hilger Hammond, PC is engaged in complex commercial litigation with an emphasis on construction law. Has tried many cases in multiple state courts, and has appeared in state courts of appeal, the Michigan Supreme Court, United States District Courts, United States District Courts of Appeal, the United States Supreme Court, and multiple arbitration tribunals across the country. Steve is on the 2011 Best Lawyers in America list, on the “Super Lawyers” list, a Fellow of the Michigan State Bar and AV rated by Martindale & Hubbel. He is a frequent lecturer on various construction topics. Steve is also involved in extensive contract preparation and review including contracts in the construction industry, material purchase orders, vendor agreements, documents involving the Uniform Commercial Code, licensing agreements, and multiple other commercial contracts and related documents. In addition, he is routinely involved in extensive negotiation of transactions and agreements, as well as pre and post litigation mediation. The remainder of Steve’s practice involves in depth participation and the making of recommendations for business decisions and business strategies, as well as assisting in regulatory compliance and promoting and developing best practices.

**Dallas Packer of Crowe Horwath**
Dallas is the Practice Leader for Crowe Horwath’s Michigan State and Local Tax Practice. Dallas has over 25 years of tax consulting experience including over 10 years of Big 4 practice and 7 years of corporate tax experience with Fortune 500 companies. Dallas has represented numerous clients on tax controversy matters before state and local taxing authorities in several jurisdictions and has led a large number of corporate restructuring projects throughout his career. Dallas has extensive experience in merger and acquisition transactions, sales and use tax refund analysis and credit and incentive projects for clients in the manufacturing, retail and distribution, construction, and financial services industries.

**Dan DeJager of DeJager Construction**
Dan DeJager began his career with DeJager Construction in 1981 and has worked in many different departments throughout his tenure. In 1991 he started Precision Permit Services, a division of DeJager Construction, which obtains building permits for retailers throughout the United States. In 1996, he assumed the role of President of both companies. Dan currently serves as the secretary / treasurer of the Retail Contractors Association, a national association of contractors focused on retail construction.

*Questions can be directed to Randy Brink at randyb@kentcompanies.com*

West Michigan Chapter CMFA

http://westmi.cfma.org/
Please join the CFMA West Michigan Chapter
to see a performance of

**Hello Dolly!**

Optional dinner before the show at Mangiamo!
1033 Lake Drive S.E.

Friday March 18, 2011

We have reserved a block of 30 tickets.
Registration information will be emailed soon.

Hope to see you there!
Welcome to our newest members since our last issue of Extras!

David Buhr
Fasteners, Inc.
Referred by Jamie Fasbender

Tim Koster, CPA
Berends Hendricks Suit

Jon Lunderberg
Buiten & Associates LLC

David Coates, CPA
Grand River Construction
Referred by: John Koscielniak

Ben Hammond
Hilger Hammond
Referred by Randy Brink

Welcome to all of you!

Member Incentives...
Join Now, Get 15 Months for the Price of 12

National has provided an incentive that if a new member joins now, their dues will be paid through March 31, 2012!

<table>
<thead>
<tr>
<th>Join in January</th>
<th>Join in February</th>
<th>Join in March</th>
</tr>
</thead>
</table>

Don’t miss out on two great values...
CFMA Membership AND Free Dues!

If you have any questions about membership, please contact any Membership Committee member listed below:

- **Todd Hanson**
  Connect Resources
todd@connect-resources.com

- **John D. Koscielniak, CPA**
  Walburg & Associates, PC
  jkoscielniak@walburg.com

- **Ann M. Plummer**
  Beene Garter LLP
  aplummer@beenegarter.com

- **Michael J. Poggi**
  Pinnacle Insurance Partners
  mikep@pipgmi.com

- **Suzanne L. Strauss**
  Great Lake Systems, Inc.
suzanne@glsroof.com

- **Barbara Powlison**
  Granger Group of Companies
  bpowlison@thegrantergroup.com

- **Ken Bos**
  Hylant Group
  ken.bos@hylant.com

- **Thane Belen**
  Aktion Associates Inc.
thelen@aktion.com

- **Roger Tjoelker**
  Feyen-Zylstra Electric, Inc.
  roger@fzcorp.com

Membership Statistics as of January 2011:

<table>
<thead>
<tr>
<th>Chapter Membership Composite</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Members</td>
</tr>
<tr>
<td>Associate Members</td>
</tr>
<tr>
<td>Total</td>
</tr>
</tbody>
</table>
**General Membership Meetings**

All meetings will be held at the Stonewater Country Club located at 7177 Kalamazoo Avenue SE in Caledonia, Michigan. Registration begins at 11:30 a.m., with lunch served at 12:00 p.m.

<table>
<thead>
<tr>
<th>Date</th>
<th>Speaker</th>
</tr>
</thead>
</table>
| February 24, 2011 | *Sustainability/Triple Bottom Line*  
*Speaker:* GVSU                                    |
| March 24, 2011   | *Legal Issues in Using Social Networks*  
*Speaker:* Nate Plantinga (Miller Johnson)            |
| April 28, 2011   | *To be determined*                                                                           |
| May 26, 2011     | *To be determined*                                                                           |

**CFMA Western Michigan Chapter Mission Statement**

As the source and resource of construction financial management in West Michigan, our Association unites individuals having financial responsibilities in the construction industry. We provide a forum through which the Association’s members can meet to network and exchange ideas. We promote and encourage leadership within the construction industry, as well as our Association. We develop and coordinate educational programs dedicated to the purpose of improving the professional standards of the industry and enhancing the value of construction financial managers to their respective companies.