

EXTRAS

A Quarterly Publication from the Western Michigan Chapter
of the Construction Financial Management Association

Fall 2005

2004 – 2005
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President's Message

by Jack Vande Guchte

Another summer is history! I think we say it every year, but it seems that, for most of us, the summer goes faster than the other seasons.

I hope you had a great summer.

As the season turns to fall, you've probably received a lot of messages

from people and organizations about the start of fall activities.

Fall programs for schools, sports, churches, and many other organizations start back up after the summer recess. When

choosing the activities to be involved with for the year, make sure you add CFMA to your list. Our first general membership

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meeting of the season is on **Thursday, September 22nd** at The Radisson on Ann Street NW, just off US 131. Our speaker is Michael D.

Sulgrove, Executive Director of the G. R. Ford Boy Scout Council here in Grand Rapids. His topic is leadership, and he comes highly

Acknowledgements...

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recommended by the members of our chapter who have heard him. A schedule of other meetings we have planned is included in this newsletter.

Have you been part of the Roundtables that we have had each year? If so, you know that this is probably the best way to get to know members. Many members participate in these groups year after year because of the close friendships they've developed with those in their group. What are the Roundtables? They are discussion groups of eight members. The groups meet monthly for eight months of the year – October through May. The host for the month gets to choose the discussion topic. If you haven't participated in the past,

was it because you thought you might not think of a good topic? Don't let that stop you. Most of the good discussions come from tangents of the original discussion topics. Also, as a new addition this year, we plan to have a Roundtable exclusively for members who are in heavy and highway construction. Where else can you get involved? How about your job? My thought is to challenge you to become more proactive in your job by becoming a better leader. I hope Michael Sulgrove, our September speaker, can give you an idea or two to put into practice. It's often a little easier for us as financial and accounting people to let others in our company do the leading. The business of contractors often centers around

the estimators, project managers and other operations personnel. But we measure in dollars what they do, and so we are often in a unique position to see the big picture. This is not only true for the contractor members. Associate members often have a similar relationship with their clients. They see a company from a different perspective than management. Be alert this year for some ideas to suggest to management to make things run smoother or to be more creative in solving problems.

We have a great chapter. Please use it and all of its resources as a valuable tool to you this year.

Jack VandeGuchte



Chapter Affiliation Agreement

Our President left me a voicemail asking me to go to a desert with 100+ degree heat in the middle of the summer. I decided to return the call.

Jack VandeGuchte drafted me to attend CFMA’s Summit III. I accepted the offer and was one of 67 people who traveled to Las Vegas for less than 48 hours, for a day and a half of meetings on August 4 and 5. We represented almost half of CFMA’s chapters (41 out of 89 countrywide).

The goal for Summit III was to build on the work done at the first two Summits to strengthen CFMA at both the national level and the chapter level with a “Chapter Affiliation Agreement.” A “Chapter Affiliation Agreement” will help CFMA Headquarters be more responsive and accountable to the local chapters, obtain knowledge to better assist chapters in providing value to members, and set basic requirements for consistency across all chapters.

We received an overview of CFMA Headquarters strategic plans as well as the work done by prior Summits. With this foundation, we worked in small groups to determine what should and shouldn’t be in the Chapter Affiliation Agreement.

Most of the information is already being provided to CFMA through the President’s Awards. Many opinions were voiced, and they will be worked into a final document. CFMA Headquarters will be converting all the flip charts and notes from Summit III into a draft Chapter Affiliation Agreement. They will review it with about 15 volunteers from Summit III to confirm that it appropriately captured the work done in Las Vegas. At that point, the Chapter Affiliation Agreement will be distributed to all the officers of all 89 chapters for implementation.

- In short, the Chapter Affiliation Agreement will be a tool to share good ideas from successful chapters to CFMA Headquarters, CFMA Headquarters will archive and distribute the information and CFMA will be strengthened on a countrywide basis.
- The trip was valuable in that we were able to further the work done by prior Summits to help strengthen CFMA, we saw all the work that CFMA Headquarters does to help the local chapters, we were able to see old friends and make new ones and believe it or not, we had an enjoyable day and half of meetings in the heat of a Las Vegas summer.
- For additional details please feel free to contact **Jon Lunderberg** (Jon.Lunderberg@HUBInternational.com or 616.233.0140) or **Mike Molaro** (mmolaro@cfma.org or 609.452.8000) for more information about Chapter Summit III.

General Membership Meetings

Currently, general membership meetings take place at Radisson Inn, 270 Ann Street NW in Grand Rapids.

Registration begins at 11:30 a.m., with lunch served at 12:00 p.m.

Date	Speaker	Topic
September 22, 2005	Mike Sulgrove Gerald R. Ford Boy Scout Council	Leadership
October 27, 2005	Jeff Amon Miller, Johnson, Snell & Cumiskey, PLC	Tax and Law Update
November 17, 2005	Steve McCulloch Walburg & Associates PC	Equipment Costing
December 2005	No Meeting	
January 26, 2006	FBI Agent (to be announced)	White Collar Crime

CONGRATULATIONS!

Jon
Lundenberg
&
Rhonda
Huisman

On passing the CCFP
exam in Chicago in July!

Thanks for your outstanding
achievements in representing our
chapter!

Membership Update

by Ann Plummer

Welcome to our newest members since our last issue of Extras!

Michael Waalkes

Lighthouse Insurance Group

Referred by: *Steve Landstra*

Joe Riddering

Fishbeck, Thompson, Carr & Huber

Jack Hendon, CPA

Hendon & Slate, PC

Ron Lantz

CNA Surety

Replacing *Dave Sayles* who is retiring in September 2005

Membership Statistics as
of August 1, 2005:

Chapter Membership Composite

General Members	64	56%
Associate Members	<u>51</u>	<u>44%</u>
Total	115	100%

The following is the current status of our Chapter's progress on the "Discover CFMA" membership drive and the Chapter member composite as of January 2005.

"Discover CFMA"	Chapter New Member Goal by 9/30/05	21
Membership	New Members Added Since 9/30/04	- 12
Drive Update	Effect of 3/31/05 Non-Renewals	<u>+ 12</u>
	New Members Needed to Reach Goal	21

As you can see with the above information, our non-renewals as of March 31, 2005 equaled the total new members added during our last fiscal year; therefore, our new member goal is the same as it was last September when National established the membership drive.

Please, consider inviting referral sources, contractors, sub-contractors, suppliers, customers and other service providers that would benefit from being involved in our organization. We are 115 members strong and growing with so much experience to share. Please take ten minutes in the next week to invite a guest to one or all of the fall meetings. Lunch for first time guests is FREE!

With 115 members working towards this goal, we will be there in no time!!!

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

- **David H. Gibbs**
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We
need
your
help!!!

Thanks, again, for all your hard work.



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.