Framework of Teamwork - Part 2

by Dave Smith

As I look outside I see a blanket of white – winter at last! Here I was beginning to wonder if it was ever going to happen this year, and now I long for spring. I not only visualize the green grass and warmer weather, but I also long to see the whole construction industry hit the ground running for another construction season. The way the economy is shaping up, my being optimistic for the future’s upswing in activity is being tested against the reality that while it appears to be getting better, it is still a long ways from the “good old days.”

With that in mind, we (as construction professionals in our respective disciplines) must demonstrate that our value to our organizations encompass more than being just “bean-counters.” The increased complexities of the industry, along with new rules, generates increased, interchangeable duties that we are expected to perform. In order to accomplish those expectations, our framework becomes even more significant than ever before in our body of work. It is my opinion that these duties will increase in both number and variety as time passes.

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“It is literally true that you can succeed best and quickest by helping others to succeed.” (Napoleon Hill)

As I mentioned before, the Framework of Teamwork occurs on several levels. The first being within your particular place of business, and the second being within our local chapter. There is a third level that, although highly important, goes largely unnoticed. That level is found within the National CFMA Organization itself.

The purpose of the National CFMA is to provide resources to meet the challenges of construction financial professionals (and rumor has it, that includes me). And do they ever! Their library of knowledge, expertise, assistance and business savvy is exceptional and has the goal to be essential to the success and professional growth within the construction industry’s financial management. If you have questions as a Chapter, National is there to assist. If you have issues as a member of CFMA, the same holds true. The topics addressed are many and varied, ranging from accounting issues to tax legislation, leadership, education and Chapter resources. If you have a question, contact them – that is their stated goal. They would/could/can do anything to aid an individual, a Chapter or an industry.

In addition to the above, National also issues one of the most comprehensive, in-depth and insightful publications of any industry with its “Building Profits” magazine. This magazine offers a myriad of topical issues, such as Risk Management, IT Solutions, Cash, Subcontractor/General Contractor Relationships and countless others. It has won numerous awards, and deservedly so. As a case-in-point, one of the authors of an article in the September/October 2006 issue will be presenting an Emergency Preparedness Seminar on March 13th, 2007. I encourage as many of you within each of your respective organizations to attend this seminar.

“Individual commitment to a group effort – that is what makes a team work, a company work, a society work, a civilization work.”
(Vince Lombardi)

I have always maintained that the sum of the parts of our Chapter is greater than the whole. I wholeheartedly want to thank each and every one of the members in our West Michigan Chapter and the companies that they represent. As I have stated before, National recognizes that this chapter is one of it’s best, but I believe we haven’t even hit our stride yet. Between our monthly General Membership Meetings, with enlightening and informative topics, to our Seminars and our Social Outings, we strive to make our mark in our workplace and in our lives.

Enjoy your successes – you have earned the right – and may they be many. I just hope your back holds up from carrying me around.

Until next time,

David W. Smith
Sobie Company, Inc. was started in about 1935 by Harold Sobie. The initial scope of work was to install acoustical ceilings. These were the original one square foot ceiling tiles that were applied directly over an existing ceiling with either adhesive or staples. The Company was purchased by Jake Austhof in 1976 and since 1988 has been owned by Jake’s son Jack. Over the years the scope of work has expanded to include all interior finishes which includes metal stud walls, drywall, plastering, acoustical wall panels, acoustical ceilings, fireproofing, and flooring.

The Company office and manufacturing facility has been located in Dutton for the past 25 years. We work on commercial projects, generally within 100 miles of Grand Rapids, and currently have 90 employees. Some of the projects we completed in 2006 were the Union Square condominium project (190 units converted in the former Union High School), renovations to the Grand Rapids Civic Theatre, renovations to the new X-Rite office, and manufacturing facility in Kentwood and the new St Mary’s Outpatient Clinic on M-6 at Byron Center Ave.

Sobie Company is a member of other construction associations including Associated Builders and Contractors, American Subcontractors Association and the Association of the Wall and Ceiling Industry.

The goals of Sobie Company have always been to do work that both our customers and our employees are proud of and to have employees that have pride and enjoyment as Sobie employees.

**Editor’s Note:**
We will try to feature a member company in each issue of Xtras. If you would like to see your company featured, please submit an article to Randy Brink at randyb@kentcompanies.com.

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**Scholarships**

The CFMA Promotion Committee is pleased to announce our annual drawing for 4 (yes, 4!) scholarships available to our members. The scholarships include:

**Two $800 National Convention Scholarships:**
- Scholarships to be used towards the winner’s registration fees at the May 20-24, 2006 national convention in Phoenix (see www.cfma.org for more information)
- Scholarships available to general or associate members in good standing

**Two $400 ICCIFP Exam Scholarships:**
- Scholarships available to general or associate members in good standing
- Winners will have one year to use the scholarship toward the cost of the exam

You ask - “How do I participate in these great drawings?” There are two opportunities to enter...

1. Email either Theresa Sickles or Jack Vande Gutche with which drawing (or both) you are interested in entering
2. Attend the general membership meeting on March 22, 2006 and enter the drawings in person

We are proud to offer such a great benefit to our members and we hope you take advantage of this opportunity! The drawings will occur during the March 22nd general meeting.

**Hope to see you there!**
Your West Michigan Chapter of CFMA is pleased to announce a Spring Social Event!

Please join us for an evening of entertainment on Friday, March 9, 2007

We have reserved a block of tickets for the March 9th performance of Rodgers & Hammerstein’s OKLAHOMA!

The show begins at 8:00 p.m. and tickets are $27.00 each. We have reserved the back room at the Sundance Grill for dinner for anyone who wishes to meet and eat before the performance. Dinner can be ordered off the regular menu at your own expense. We suggest arriving there by 6:00 p.m. in order to get everyone served before we need to leave for the Civic Theatre.

Please RSVP by either by contacting Harriet Perdue at 616.456.1521 or hperdue@owen-ames-kimball.com with the number of tickets needed. Also include in your RSVP whether you will be joining us for dinner or not. We will need a final count by February 21, 2007.
General Membership Meetings

PLEASE NOTE CHANGE OF VENUE:

Please note that all meetings for the rest of the season will be held at the University Club. The University Club is on the tenth floor of the Fifth Third Bank building located at the intersection of Ottawa and Lyon in downtown Grand Rapids. Parking will be at the attendee’s expense.

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

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<th>Date</th>
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<td>February 22, 2007</td>
<td>Mike Malero</td>
<td>Dave Smith</td>
<td>Organization: CFMA National Update</td>
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<td>March 22, 2007</td>
<td>Paul Richards</td>
<td>Jon Lunderberg</td>
<td>Bonding/Ins: Insurance Risk &amp; Risk Transfer</td>
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<td>April 26, 2007</td>
<td>To be determined</td>
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<td>May 17, 2007</td>
<td>Mike Holcomb</td>
<td>Laura Steenwyk</td>
<td>Conservation: Green Built Certifications</td>
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from: website administrator

to: all chapter members

Our chapter web site has undergone a relocation as well as extensive renovations. Our dust has settled and we are ready for visitors, 24 hours a day. Please stop in and see what we’ve done with the place.

http://www.cfma-wmi.org/

Comments and suggestions are appreciated. Please drop me a line at hperdue@owen-ames-kimball.com

Announcement!!
Disaster Preparedness & Recovery

In the wake of hurricane Katrina emergency planning and recovery are fresh in our minds. Are you prepared to protect your jobsites? Your employees? Your data? Your business?

Please join us for a comprehensive workshop with Calvin Beyer, Vice President of Construction for Arch Insurance Company in St. Paul, Minnesota. Cal leads the Risk Control Team for Arch and his presentation has received excellent reviews nationwide.

This facilitated workshop will be interactive with small-group exercises, and includes handout materials that will help guide planning, preparedness and response efforts for your company. We’ll focus on preparing for specific types of disasters and crises unique to Michigan. Participants will assess their exposure and complete vulnerability assessments.

➢ Bring TEAMS!! Safety, Risk, Financial & Operations personnel will benefit!!
➢ Space for this 2 hour seminar is limited. Please RSVP promptly.

Breakfast 7:30 – 8:00 a.m.
TUESDAY, March 13, 2007
Seminar 8:00 am – 10:00 a.m.

The Pinnacle Center
3330 Highland Drive
Hudsonville, MI 49426
616-662-3330

For more information contact Jon Lunderberg (616) 233-0140 or Dave Smith (616) 241-4491

REGISTRATION FORM
Please reserve by March 5, 2007

Company: ___________________________ Phone: ___________________________

Address: ___________________________ Fax: ________________________________

Name/Title: ___________________________ Member ☐ Non-Member ☐

Name/Title: ___________________________ E-mail: ___________________________ Member ☐ Non-Member ☐

Name/Title: ___________________________ E-mail: ___________________________ Member ☐ Non-Member ☐

MEMBER: $20.00 x ______ = _____________ ($30.00 AT THE DOOR)

TOTAL: ____________________________

☐ My check is enclosed. Make checks payable to CFMA
☐ On Line Payment www.acteva.com/go/cfma

MAIL
CFMA
580 Cascade West Parkway
Grand Rapids, MI 49546

FAX/E-mail
Attention: Gerri Lauzon
(616) 942-5901
glauzon@abcwmc.org
Membership Update

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

Terrie Hoekstra  
Houseman Construction Company  
Referred by: Barb Hendrickson

Elizabeth Roe  
Graybar, Inc.

Paul Nicholson  
Wausau Signature Agency  
Referred by: Abe Moreland

Welcome to all of you!

Email Trouble?

Have you had any problems receiving monthly meeting email notices? You should receive monthly meeting notices from September through November, and January through May. If you had not received some or all of the fall meeting notice emails, please contact Ann Plummer at 616.235.5200 or email her at aplummer@beenegarter.com right away.

Membership Special

Join in February and receive 14 months for the price of 12!

Your membership will begin immediately and expire in March of 2008.

Don’t Wait! Join now by contacting any membership committee member listed below for details or visit the web site at www.CFMA.org/WesternMI and look for membership information!!!

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

- Mircea Dobre  
  R.W. Baird  
  mdobre@rwbaird.com

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

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

- Michael Poggi  
  Pinnacle Insurance Partners  
  mikep@pipgmi.com

- Todd Hanson  
  Financial Edge  
  hanson@fin-edge.com

- Suzanne Strauss  
  Great Lake Systems, Inc.  
  suzanne@glroof.com

- Todd Miller  
  Elzinga & Volkers, Inc.  
  tmiller@elzinga-volkers.com

- Sheri Wert  
  Accounting Etc.  
  sheriwert@msn.com
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.