



**CONSTRUCTION
FINANCIAL
MANAGEMENT
ASSOCIATION**

**SOUTH
JERSEY
CHAPTER**

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April 2015

CFMA South Jersey Hosts Another Successful Event! April 1, 2015

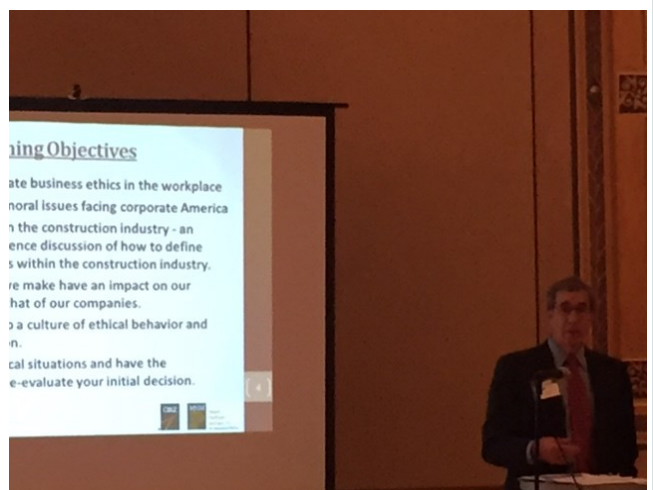
On April 1st, 2015, the South Jersey Chapter of CFMA was privileged to host Tony Stagliano (CBIZ/MHM) to discuss Ethics in Construction: What is Acceptable and What is Not!

April 1st was also a special event as it marked the beginning of the 2015-2016 Term for the Board of Directors.

The evening started with the introduction of the new president, Kimberly A. Hullfish, CCIFF, who in turn gave a special "Thank You" to outgoing President Joseph Ford. Mr. Ford was presented with a plaque honoring his two years as president, as well as his being a founding board member. "You have helped to pave the way for a successful chapter.... It will be difficult to match the growth rate of membership we had under your leadership. Thank you for your dedication."

Kimberly then introduced the 2015-2016 [Board of Directors](#):

Robert Hinck	Constanza Builders Inc., Founding President
Joseph Ford	American Asphalt Company, Imme. Past President
Lee Boss	Mercadien Group, Vice President
Joseph Uff	Vanalt Electric Construction, Treasurer
Susan Anderson	DeSimone Construction, Secretary
Joseph Artale	C Abbonizio Contractors Inc.
Joseph Rehm	Capital Bank of NJ
Ronald Hicks	Hicks Risk Consulting
Paul Lott	L&L Masonry Supply
Mark Purefield	Arthur J. Gallagher & Co.
Lori Ryan	Herman Goldner Company Inc.



Kimberly continued by thanking a few people who have been very important in both her role in South Jersey and as a Construction Financial Professional:

"Bob Hinck – our founding president. Bob spent many years getting this chapter started, and I will always be honored that he picked me as one of the founding board members. It is through his vision, love of CFMA, leadership and perseverance that we exist today. **Joe Artale** – my CFO of 17 years. Joe has always put me before himself, allowing me to pursue my own career path. Not many CFO's would allow their controller the front seat in CFMA, and I am grateful for that. For the third person, it would not be fair to name just one: as I look around the room, I see many **Business Partners** of C. Abbonizio Contractor's, both past and present. Each of you has touched my life in your own way, and I thank you for that. You teach and inspire me to not only do well, but to do good."

And doing good. That is why we were all there. We make decisions every day, and many decisions enter that gray area of what is ethical and what is not. Tony Stagliano began his presentation by going over some of the challenges we face every day, and how leaders cannot make poor ethical judgements as people are counting on them. After defining Ethics, and going through Tolerance vs Acceptance, Truism, Relativism and Absolutism (isms.... Something to think about!). Tony also presented 7 Tips on Ethical Practices, ending with:

"Everyone is in this together, and the reputation of the construction industry depends on every member of the industry."



The night then turned to an interactive session with the audience. This was one presentation where cell phones are acceptable! Tony would post a question, and we had four choices: A. Legal and Ethical; B. Unethical; C. Illegal; D. Unethical and Illegal. After reading the question, the audience would text Mr. Stagliano their answer, and the anonymous polling would show live on the screen. This prompted much discussion, a few jokes, and a great educational evening showing how behaving Ethically is not always a simple thing, but something for which we all must strive!

The end of the seminar was of course followed by networking, food and drinks, as is South Jersey's norm! There was good humor, sharing of ideas, meeting of new contacts and potential business partners. The room, as is the usual, was abuzz with activity right up until the end.

If you haven't made a South Jersey meeting, you need to do so. As stated in previous articles, the South Jersey Chapter is lucky to

have members who are so very vocal at the seminars, enabling us to learn from each other as well the presenter. The CPE credits are a great value, and the networking that follows is always fun and enlightening.

We have two sessions left for the Spring 2015 season: May 6th, Internal Wars (Leadership and Teambuilding) and June 3rd, Succession Planning. Both sessions are at Adelphia's in Deptford, with registration beginning at 3:30, Seminar at 4:00, and networking/dinner/drinks at 6:00. If you are a contractor, and have not been to an event before, you may be able to attend as our guest. Please visit www.cfmasnj.org and contact one of our board members for more information! We look forward to seeing you at our future events!

[Click Here for Tony Stagliano's Bio.](#)