



CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION

SOUTH
JERSEY
CHAPTER

www.cfmasnj.org

March 2015

When You Miss a South Jersey CFMA Seminar, You Miss A Lot!



On Wednesday, March 4th, 2015, the South Jersey Chapter of CFMA hosted a Round Table Discussion and Brainstorming Session on 2015 Hot Topics in the Construction Industry.

The afternoon began with Lee Boss, CPA, CCIFP of Mercadian Group and Kimberly A. Hullfish, MBA, CCIFP, CRIS, of C. Abbonizio Contractors Inc. discussing two CFMA resources: The CONFINDEX and the Benchmark. The CONFINDEX focuses on the CFO's outlook currently and one year from now, and is produced quarterly, while the Benchmark is an annual survey of both financial reporting and non-financial aspects of the contractor. The focus at this session was on the non-financial information these surveys provide, including the top 5 issues facing construction companies.

The program then moved to an audience driven event. Attendees enjoyed much interaction between the presenters and other attendees and the crowd was a great mix of types and sizes of contractors and various business partners that support the construction industry, divided into 5 groups.

Each group raised issues of concern at their table and suggested solutions. *Susan Anderson* of DeSimone Construction pointed out that "other groups were able to voice their opinions to those concerns and solutions. The various perspectives provided everyone with food for thought!" All the ideas were compiled on easel pads at the front of the room and notes are now being typed up for distribution for attendees. *Nicholas Crocetti* from CBIZ/MHM gave the following feedback: "The structure of your program required all participants to be active. I find most presentations do not engage the entire audience through participation nor to live the topic. I believe that your style developed more insight and understanding of the current issues that we are facing."

The sharing and learning continued the next day when *Ron Hicks* of Hicks Risk Consulting Inc. posted a timely article to our [CFMA South Jersey LinkedIn Group](#) on one of the very topics/solutions discussed: Skilled Labor Shortages and College Educations. Our discussions do not end when the seminar does! *Paul Lott* of L&L Masonry commented on the LinkedIn posting: "The level of attendee participation at this event was incredible. Can't wait to follow-up with another seminar on this topic! If you haven't attended a CFMA Seminar, check one out, they are awesome."



Joseph R. Ford of American Asphalt Company, presiding over his last seminar as president, summed up the evening nicely: "CFMA South Jersey Chapter is not an elective, but a requirement if you are in the construction contracting business in Central or South Jersey. The programs and information presented at the chapter meetings and through the CFMA resources - website, bulletin board, bi-monthly magazine, etc. are a must if you want to stay informed and improve your business' performance."

If you are a Contractor and a First Time Attendee, you may be eligible to attend one free seminar as our guest! Our Next meeting is the afternoon of April 1st, 2015: "*Ethics in Construction: What is Acceptable and What is Not!*" Our speaker will be Anthony R. Stagliano, Director in CBIZ MHM LLC (CBIZ) and Shareholder in Mayer Hoffman McCann P.C. (MHM). Mr. Stagliano has over thirty five years' experience working exclusively

with construction industry clients and speaks nation-wide for various organizations. Registration is at 3:30, Seminar begins at 4:00. Dinner and Networking at 6:00. Visit www.cfmasnj.org and click on the Events tab for more information or contact Kimberly A. Hullfish at khullfish@cabbonizio.com. We look forward to seeing you there!