November, 2015

Message from the President

2015 has been a year of new experiences and change for me; a year of growth, both personal and professional. CFMA is a large part of that growth. Therefore, since November is the month to give thanks I am going to reprint a shortened version of a previous President’s Message:

Ten Things I am Thankful for at CFMA:

1. **The Associate Members.** They teach me not only to do well, but to do good.
2. **The General Members.** They help to educate me.
3. **The Employees at National.**
4. **Spring Creek.**
5. **The CCIFP Certification.** If you are thinking of taking it, do not put it off. It is a great achievement. Contact me if I can be of help or if you have any questions.
6. **The Networking.** There is no pressure at our meetings. Nobody is hard selling. Nobody is "one upping" anyone.
7. **The Education.** People put their heart and soul into everything!
8. **The Passion.** CFMA members are passionate people. They love what they do and it shows.
9. **The Friendships.** You get to know everyone on so many different levels. CFMA is real.
10. **The Challenges.** CFMA allows me to pursue activities that are not part of my everyday job. CFMA forces me to go outside my comfort zone. And that enables me to grow.

If you are a member, what are you thankful for? If you are not a member, what is holding you back? To both members and non-members: get involved and take advantage of all CFMA has to offer. Happy Thanksgiving!

Kimberly A. Hullfish, CCIFP

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Corporate Planning: Building a Foundation. Part II

By Kimberly A. Hullfish

In Part I of the Series, we discussed the WIP being the center piece of corporate planning in construction companies. In Part II, we will discuss analyzing the Costs in Excess of Billings (Under Billings) column of the WIP.

When a project is Under Billed, it can signal a few issues: Items not invoiced to the Owner; Unapproved Change Orders; Inventory Issues; Profit Fade. Do you evaluate the components of your Under Billings? Do you talk to your Project Team about what the causes are? Can they quantify into dollars that make sense when compared to the figures on the WIP?

For Example, the WIP is indicating that Project 2015.1A has Costs in Excess of $700,000.00. After discussing this with your Team, you discover the following: Material costing $200,000.00 was delivered to the site towards...
Did you know?
Sharing the knowledge and networking CFMA brings to you is a great reward in itself!

**Members can bring
A Contractor new to CFMA for free!**

Contact membership and help spread the knowledge that is South Jersey CFMA!

**** Contact Mark Purfield, Chair of Membership @ mark_purfield@ajg.com Or Joe Artale, Co-Chair @ jartale@cabbonizio.com ****
Our Programming Committee, chaired by Lee Boss and Nia Coombs, has put together an exciting fall agenda!

On **November 4th** we will talk about **What You Should Know About & Expect from Your Surety Bond Partners**. Rosenberg & Parker presents Surety Construction Forum – this is interactive so bring your questions!

The fall closes on **December 9th** with Tony Stagliano, CBIZ-MHM and Timothy Chitester, Hill International: **Identifying The Early Symptoms of a Project in Distress**. This seminar will help you identify early problematic symptoms, Identify how the impacts, if not mitigated effect the project and financials, Review Risk Management Techniques to address the symptoms, and Identify actions to take if there is a disagreement with the Owner. Tell your project managers to reserve this date now!

All of the above meetings will take place at Adelphia’s in Deptford. Registration is at 3:30; Seminar begins at 4:00 followed by dinner and drinks.

We are also looking forward to **spring**. January will bring a **Deep Dive into the WIP**; February — **Risk Management**; March — **Round Table on Communications with Business Partners**, and much more!. We cannot wait to see you there!

My reading list is growing and my time to read is lessening! I just received a book, “Women of Steel and Stone; 22 Inspirational Architects, Engineers, and Landscape Designers” by Anna M. Lewis. Marion Mahony Griffin worked with Frank Lloyd Wright; Emily Warren Roebling took over the duties of chief engineer of the Brooklyn Bridge Project.

This begs the question: Since South Jersey is host to the 2016 Mid Atlantic Conference, do you want to see a Women’s Forum sometime on Sunday? What are your thoughts as to format, time, etc.? Or if you plan on going Saturday, would this make a great Saturday night informal event? Contact me and let me know your thoughts.


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“**You must have the courage to act on your ideas. Hurry Up and Fail: it brings you one step closer to Success!**

— Becky Auer, CEO; from the book “The Confidence Factor for Women in Business” by Carol Sankar
The South Jersey Chapter of CFMA is proud to announce its participation in Toys for Tots for this holiday season!

There is still time to contribute! We are collecting until December 9th, 2015.

At our October Meeting, I brought my little gray kitten that I have had since I was around two years old. This kitten is my first memory that is all my own, not a story someone told me. I have other stories: marathon sessions of Monopoly; learning 500 Rummy at 3 years old from my babysitter Ann Ross (needless to say my mom was none too pleased with that one!). What memories do you have? What is that special toy that brings a memory to life, complete with the smell of popcorn and hot chocolate on a snowy night? Give a child a memory this Holiday Season.

Bring a new, unwrapped toy to our meetings between now and December 9th; have a website deliver a toy to one of the board members’ offices; drop off at C. Abbonizio Contractors Inc. in Deptford, NJ. There are many ways to participate in this toy drive.