



CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION

SOUTH JERSEY CHAPTER

Message from the President: CFMA South Jersey Celebrating 5 Years!

Next month CFMA South Jersey will be celebrating our *5 Year Anniversary*. Why has an organization new to our area achieved such success at a time when most organizations are losing members and downsizing? The answer is simple. Once exposed to CFMA and the benefits of membership one has to think about why it would not be beneficial to become a member. CFMA can make those of us in construction Better! Notice I did not say CFMA would make you successful. You may already be successful, but how much more successful could CFMA make you?



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Special points of interest:

- ◆ *Founding President: Robert T. Hinck*
- ◆ *Started as a "Satellite Chapter" For Philadelphia*
- ◆ *One of the largest growth rates for a new chapter*
- ◆ *We are now on LinkedIn!*

CFMA will educate and improve your knowledge of the many areas of construction - not just financial, but project management, sales and estimating, human resources, information technology, banking, bonding, risk management, team building, communications, ethics, etc. These are some of the program topics we cover in our monthly meetings. In addition to the programs, our members informally discuss issues that they are faced with every week: personnel, financial, technology, etc. We share ideas and we help each other. Being a member of CFMA means you are not alone in dealing with issues.

Going from an original 10 "founding members" to our current membership of 75 and counting is a clear indication that CFMA has much to offer, and is doing a good job of providing value to our members. So don't be left out. Join FMA today and see how we can help you!

Joseph R. Ford

What Differentiates Business Partners?

Kimberly A. Hullfish

Your relationship with your business partners is very important, yet is something often taken for granted. When times are good and things are simple, there are many business partners that can conduct your audit, shop

your insurance, or keep your servers running like new. It takes a great business partner to help you through the bad times, help you grow your backlog through your banking and bonding relationships, or tell you

when they think you are going down the wrong path.

Four questions to ask yourself about the relationship with your business partners
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What Differentiates Business Partners

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1. How honest can you be with them, and maybe more importantly, how honest can they be with you? Honesty and integrity are, in my opinion, the keys to having a great relationship. Yes, there is such a thing as being too honest, but you need an open relationship to build that level of trust. (CFMA Advertisement inserted here: Attend our Ethics Seminar on April 1st!)

2. How proactive are your business partners? When they observe your backlog being depleted, or if your EMR is on the rise, are they asking to meet to discuss ways to fix this? Are they introducing you to other potential business partners that can meet the needs

of your growing company? Can they think outside the box and bring fresh and new ideas to the table?

3. Are they active in CFMA, or maybe they are the ones that introduced you to CFMA? Do they encourage your participation and education? Do they continue to educate themselves (and not just sit for CPE credits)? CFMA has so many resources to offer and for me, if these partners are dedicated to the construction industry, they see the value of CFMA.

4. Every company will hit on hard times at some point. The manner in which you handle the hard times is what gets you through it. Do you know

that your business partners have the depth to help you, or are you waiting to find out when it is too late? To paraphrase a quote (and apologies for not knowing the originator) "The true judge of a person's character is how they act when times are difficult." And the true judge of a business partner's character is how they assist you during those times.

Are your business partners there for that 3:00 AM phone call?

If You Are Not a Member, You are Missing.....

Building Profits Magazine Six Issues Per Year. From accounting to tax to risk management to technology, this magazine provides in-depth articles written by industry leaders. Keeps you updated on trends, issues, and analysis.

CFMA's Construction Café Ask questions to people around the country or just in your chapter. Discussion Boards are becoming more and more active as our members discover that they are getting great answers to their questions! You can choose to have the boards emailed to you when there is new activity or opt to log in and check them periodically. Let's get the South Jersey boards more active and show what great, smart members we have!

"In learning to know other things and minds, we become more intimately acquainted with ourselves and are to ourselves better worth knowing." Philip Gilbert Hamilton

CFMA KnowledgeNOW Webinar Series Looking for timely, on-point educational programs, but can't get away from the office? CFMA's KnowledgeNOW Webinars have been designed especially for you. These monthly, one-hour sessions provide CPEs in a convenient online learning format – with industry experts covering such diverse topics as FASB's Revenue Recognition Changes, Business Partners, Risk Management, the latest construction tax updates and strategic business planning.

*****Contact Paul Lott, Chair of Membership paul@llmasonrysupply.com or visit our website <http://cafe.cfma.org/SNJ/Home/> *****

2015 SOUTH JERSEY SPRING PROGRAMS

Our *2015 Spring Schedule*. Is posted on our website! We have some great events coming up, beginning with our next event on Wednesday, March 4th. We are doing something fun and different to give everyone a break from year end audits and taxation. Approximately 75 minutes of Round Table Discussions followed by an extended networking / social session. Lee Boss, Mercadian Group, and Kimberly Hullfish, C. Abbonizio Contractors Inc., will lead small groups in discussing Hot Topics in Construction for 2015, including an overview of the CFMA's 2014 Financial Survey. We are also looking for a Sponsor for this event—please contact Kimberly Hullfish if interested.

April 1st begins our new fiscal year 2015-2016, and Tony Stagliano, CBIZ Inc., & Mayer Hoffman McCann PC, will open our year with a discussion on Ethics in Construction—What is Acceptable and What is Not.

In the spirit of our “Insurance Wars” topic from last spring, we bring you “Internal Wars” on May 6th. Richard Hohmann, Innovative Leadership of the DE Valley LLC, will lead the discussion.

Our spring Session closes on June 3rd when Paul Mainardi of Brown & Connery LP will lead a panel on Succession Planning for not only Ownership, but for Key Personnel also.



We are very excited about our schedule and continue to work hard to bring you the best speakers and topics. Please save these dates and we look forward to seeing you this spring!

Help Us With Our Newsletter!

We are excited about starting a newsletter to bring you not only our thoughts and ideas, but news about the Industry, articles on leadership, accounting, teambuilding, risk management, technology, economics!

Share your thoughts with us. We are still outlining submittal rules, but think about what you would like to see in a newsletter! Original articles, quotes, links to relevant industry articles or news, or thoughts on what you want to read about should be submitted to Kimberly Hullfish,

khullfish@cabbonizio.com

“Good listeners have a huge advantage. For one, when they engage in conversation, they make people 'feel' heard. They 'feel' that someone really understands their wants, needs, and desires. And for good reason; a good listener does care to understand. -

Simon Sinek

Save the Dates:

CFMA National Conference, Chicago, June 27th to July 1st 2015

Mid Atlantic Conference, Baltimore, September 27th and 28th, 2015

CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION OF SOUTH JERSEY

MISSION STATEMENT:

CFMA South Jersey is committed to bringing its members the best educational programs available and to promoting mutually beneficial partnerships resulting in the growth and advancement of construction professionals and the construction industry in South Jersey.

2014-2015 Board of Directors

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