Summer is almost here! It is hard to believe that another programming season has come to a close. 2015-2016 has been a great year, with great topics. I have learned so much from everyone, and have thoroughly enjoyed the programming.

While we take July and August off from Programming, we are still around! Contact board members with questions, ideas for newsletters (submittals of articles for newsletters are welcome!!).

This summer will be a busy one! As you all know by now, the South Jersey Chapter is hosting the Mid-Atlantic Conference on September 25th and 26th in Atlantic City (registration is open!). The programming committee, chaired by Chad Rosenberg, has put together a great agenda, with panelists representing the regions of the participating chapters. They are even trying something new on Sunday—an interactive Fraud Investigation!

Register now, support our chapter, network and socialize, and enjoy the boardwalk in fall. I cannot wait for this event, and hope to see everyone there! FYI: We have chosen our specialty drink called The CFMA, it represents South Jersey well, and will make for a great toast at the awards ceremony during the reception. Dinner at Margaritaville will also allow for the football fans to enjoy Sunday Night Football in a private setting! We are thinking of everything, including the Philadelphia Eagles vs Pittsburgh Steelers Sunday afternoon. You do not want to miss this event.

I leave you with the quote I found today by Carol Sankar. To get the most out of your membership with CFMA, you have to be present. You have to want it. Give of yourself and you will reap the benefit. As the song says:

I Hope You Dance'

Kimberly A. Hullfish, CCIFP

The South Jersey Chapter
GREAT MEMORIES OF A GREAT YEAR!

DECEMBER 9TH, 2015
A Special THANK YOU to all of our Presenters for 2015-2016

Our speakers are the cream of the crop, and the Board of Directors of the South Jersey Chapter of CFMA are very grateful for the time they spend preparing for and giving their presentations, and of course, **Sharing Their Knowledge.** Our speakers are leaders in the industry, and while some are new to CFMA, some have been a part of CFMA since almost the very beginning!

Last year we started the tradition of asking our speakers three questions: 1. What is the last book or article you read; 2. What is your favorite quote; and 3. Tell us something about your experience with CFMA or what CFMA has meant to you. Once again, they did not disappoint, and the June Newsletter shares their answers. We are excited to have a new reading list and one of these days, maybe a CFMA Book Club.

The Programming Committee, chaired by Nia Coombs, is beginning to put together a great 2016-2017 agenda. **Please contact Nia if you would like to participate on a panel, moderate a panel, or provide a topic and present.** September 3rd will open our fall with a topic on Bonding and Banking. This is an annual topic; however we always try to provide new insight, new economic developments. If you have ideas on what you would like to learn with respect to Banking and Bonding, please contact Nia at ncoombs@capitalbanknj.com. October 19th will be a social event—**Chad About Cheese.** Mike Viens is spearheading the November 2nd Annual Tax Planning & Year End Update, and is need of panelists and ideas! October 19th will be a social event—**Chad About Cheese.** Mike Viens is spearheading the November 2nd Annual Tax Planning & Year End Update, and is need of panelists and ideas! **December 7th** will bring a topic on field-accounting department communications, and the team effort needed for accurate financials. Contact Joe Artale if you are interested in formulating this topic and/or appearing on the panel!

*Share the Knowledge that is CFMA!*

**And again, a special Thank You to our 2015-2016 Presenters!**

October 2015: **Planning for Taxes (and Tax Update) and Best Practices to Avoid 401(k) Catastrophes**

**Gary DeVicci, MSFS, CFP of CPI Companies**
http://www.cpiplanning.com/ garyd@cpiplanning.com

1. **Last Book:** *Becoming a Supple Leopard: The Ultimate Guide to Resolving Pain, Preventing Injury and Optimizing Athletic Performance*, by Dr. Kelly Starrett. As we “season”, we can either surrender to reducing mobility or refuse to “go gentle into that good night.”

2. **Quote:** "Be so good, they can’t ignore you." -Steve Martin

3. **On CFMA:** They say that to understand someone, you need to walk a mile in their shoes. CFMA gives me the opportunity to better understand the issues my clients’ (in and out of construction industry) face, which may be similar or not so, to my own company’s.

**Richard S. Willinger, CPA, MST., The Mercadien Group**
http://www.mercadien.com/ rwillinger@mercadien.com

1. **Last Book:** “The Innocent Man” by John Grisham

2. **Quote:** None.

3. **On CFMA:** Very welcoming group. Pleasure to give presentation to because members are interested, engaged and appreciative of the time and effort the speaker puts into it.
September 2015: Economic and Construction Outlook for Northeast and South Jersey

**David J. Hanrahan, CEO, Capital Bank of NJ**
https://www.capitalbanknj.com/  dhanrahan@capitalbanknj.com

1. Last Book: *Outliers* by Malcolm Gladwell
2. Quote: “For now we see through a glass, darkly; but then face to face: now I know in part; but then shall I know even as also I am known.” (I Corinthians 13:12)
3. On CFMA: Great people, great organization!

**Gary A. Wagner, Regional Economic Advisor, Corporate Affairs Department of the Federal Reserve Bank of Philadelphia**
https://www.philadelphiafed.org/

1. Last Book: *The Talent Code*
2. Quote: Selfishness is not living as one wishes to live, it is asking others to live as one wishes to live. - Oscar Wilde
3. On CFMA: The group was very engaging and interested in my presentation.

**Fred S. Berlinsky, Esq., President of Markeim-Chalmers Inc.**
http://markeim-chalmers.com/  fberlinsky@markeim.com

1. Last Book: I do not read books, but I read several newspapers every day and several magazines each week. Anything that is relative to current events.
2. Quote: “If you aren’t a liberal at age 18 you have no heart, and if you aren’t a conservative at age 36 you have no sense.” – Winston Churchill
3. On CFMA: Enjoyed the questions from the audience the best. Nothing better than an engaged group that is actually paying attention.

November 2015: What You Should Know & Expect From Your Surety Bond Partners

**David A. Johnson, Vice President, Rosenberg & Parker Surety**
http://www.suretybond.com/  dave.johnson@suretybond.com

1. Last Book: *The Martian*, by Andy Weir
2. Quote: “A pessimist sees the difficulty in every opportunity; an optimist sees opportunity in every difficulty” – Winston Churchill
3. On CFMA: As an active member of CFMA I have had the opportunity to meet and share ideas with knowledgeable people both in the construction industry and fields related to the construction industry. I feel part of a vibrant organization that constantly strives to improve the knowledge and experiences it brings to its members.

**Chad Rosenberg, Principal, Rosenberg & Parker Surety**
http://www.suretybond.com/  chad.rosenberg@suretybond.com

While Chad has not had a chance to answer our questions, he is returning for a Wine and Cheese Event on October 19th, 2016! Save the Date NOW for a special CFMA Event where Chad shares his love of wine and cheese while we partake in the spirits!
December 2015: Identifying the Early Symptoms of a Project in Distress

Tony Stagliano, CPA, CCIFP, CBIZ—Mayer Hoffman McCann PC
https://www.cbiz.com/about-us/employees/employee/eid/172/name/anthony_r_stagliano  tstagliano@cbiz.com

1. Last Book: *Level Headed: Inside the Walls of One the Greatest Turnaround Stories of the 21st Century*, by Doug Pruitt and Richard Condit. This is about a client of CBIZ MHM, LLC - Sundt Construction

2. Quote: My favorite quote is about the book itself and the message is sends the reader: “This is not a rags-to-riches story, but more riches to rags to riches. It’s a cautionary tale about how any good company can get off track if it strays from sound business principles. But this book shows that with the right team focusing on core values almost anything is possible.”

3. On CFMA: CFMA has become part of my extended family. I have met many people over the years who have become life-long friends and have inspired me to become a better person. In addition several have become great clients for me and my firm and we have become their trusted advisor. I’m a lucky man.

Tim Chitester, PE, Senior Vice President, Hill International
https://www.hillintl.com/  timchitester@hillintl.com

January and May 2016: A Deeper Dive Into the WIP, Parts I and II

Jim McGettigan, CPA, CCIFP, Direct, CBIZ / MHM
https://www.cbiz.com  jmcgettigan@cbiz.com

1. Last Book: *Killing Patton*. I enjoy history and this series of books was very interesting to me.

2. Quote: “Life is what happens to you while you are busy making other plans.” John Lennon

3. On CFMA: CFMA is a great organization to learn: To learn about your profession, to learn about yourself, and to learn from your peers.

Mark DeVito, Account Executive Construction Services, Travelers Bond & Specialty Insurance
https://www.travelers.com/business-insurance/surety-bonds/contract-surety.aspx  MJDDEVITO@travelers.com

1. Last Book: *How to Win Friends & Influence People* – Dale Carnegie

2. Quote: “The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will” – Vince Lombardi

3. On CFMA: I’ve been a CFMA associate member going on three years now. This organization consistently provides new insights and education into the construction industry and financial management field that I’d be unable to acquire from other outlets. Being able to develop these valuable relationships with a variety of construction industry professionals has equipped me with the ability to conduct more confident and informative meetings with my own clients.

Tim Hartzell, CFE, CCIFP, Fasano Acchione & Associates LLC
http://www.fasanoacchione.com/  thartzell@fasanoacchione.com


2. Quote: “Tell me and I forget, teach me and I may remember, involve me and I learn.”  — Benjamin Franklin

3. On CFMA: I have been a member of CFMA since 1994 and have benefited greatly from the colleagues I have met and friendships created. The educations programs are among the best that I have attended and are tailored for anyone who is involved in the construction industry. I consider CFMA and its members as the go to organization, if you have any questions or need input into any problems or situations you may encounter in the Construction Industry.
February 2015: Risk Management From a Project Manager’s Point of View

Ron Hicks, Hicks Risk Consulting
www.hicksrisk.com r Hicks@hicksrisk.com

2. Quote: “The Sales department isn’t the whole company, but the whole company better be the sales department!" Philip Kotler
3. On CFMA: As an associate that has a number of clients in the construction industry, CFMA has allowed me to understand their needs and pain well beyond my little area of expertise. This in turn has allowed my business to focus on the overall needs of a construction organization.

Chad Woodruff, Project Manager, DeSimone Construction
http://www.desimoneconst.com Chad@DeSimoneConst.com

1. Last Book: “No Shortcuts to the Top" by Ed Visteurs This is a non-fiction book that is an account of the authors 20 year endeavor of summitting the worlds 14 8000 meter peaks without supplemental oxygen.
2. Quote: “Even if you’re on the right track, you’ll get run over if you just sit there.”
3. On CFMA: My first experience with CFMA was as a guest speaker regarding a project from a Project Managers point of view. Albeit I was a bit out of my element speaking to a finance geared organization it was tremendously educational and my answers seemed to be well received with a positive demeanor. For that alone I am looking forward to participating with this group again in the future.

Mark Scuby, ARM, Director of Risk Control, The Safegard Group Inc.
http://www.safegardgroup.com MSkuby@safegardgroup.com

1. Last Book: "Hot Pursuit" by Stuart Woods Nonfiction, action packed. Easy reading and enjoy his writing style.
2. Quote: I really don’t have one. Always admired Ronald Reagan when he was President, and his "Tear down this Wall Mr Gorbachov" speech at the Berlin Wall during his first term.
3. On CFMA: My exposure to this group has been through panel discussions that I have participated on. This group is very engaging and inquisitive. They are willing to share their experiences with each other to benefit the whole group.
February 2015: Risk Management From a Project Manager’s Point of View (Continued)

Joseph Artale, CFO, C. Abbonizio Contractors Inc.
jartale@cabbonizio.com

1. Last Book: Most Impressionable Adventure Fiction Novel. “Call Of The Wild” by Jack London. – An adventure novel published in 1903 and set in Yukon, Canada during the 1890s Klondike Gold Rush, when strong sled dogs were in high demand. The central character of the novel is a Saint Bernard-Scotch Collie named Buck. The story begins at a ranch in California when Buck is stolen from his home and sold into service as a sled dog in Alaska. He progressively reverts to a wild state in the harsh climate, where he is forced to fight to dominate other dogs. By the end, he sheds the appearance of civilization and relies on primitive instinct and learned experience to emerge as a leader in the wild. I first read this book when I was in sixth grade. It is a story that delivers a strong message not only about the way people should treat animals but the way people should treat each other. It is also about nature, about instinct, and about social structure and the abuse of power. When reading the book for a second time, a decade later, it enabled me to realize the key to success is adaptability, not only in the animal world, but also in the human world. I realized the success or failure to survive in any environment or society depends heavily on the mentality of its leaders and one must adapt to the rules and regulations, whether they are written or unwritten.

2. Quote: “The depth and strength of a human character are defined by its moral reserves. People reveal themselves completely only when they are thrown out of the customary conditions of their life, for only then do they have to fall back on their reserves.” - Leonardo da Vinci

2.1 Quote: “Communication is just an Illusion” - Joe Artale

3. On CFMA:

CFMA

Created by its founders to develop a forum dedicated to the Construction Industry and its related business partners.

Formation of an Intellectual body of knowledge to perpetually educate and enrich Construction Industry Standards.

Motivate and inspire its members to learn, love what they do and be proactive about the things they discover on their Journey.

Aspire and cultivate leaders and mentors that give back to the community.

Get the most out of your CFMA Membership.

March 2016: CFO Roundtable - Business Partners

Lee D. Boss, CPA, MBA, CCIFP Mercadien.
http://www.mercadien.com/bio/lee_d_boss   lboss@mercadien.com

1. Last Book: *The Power of Habit* by Charles Duhigg. Lee’s quote: Understanding the key elements of developing a positive habit is the first step to personal and professional success.

2. Quote: If you don’t have the time to do it right, you will need to find the time to correct it. (not sure the source of this.)

3. On CFMA: One of the best benefits of CFMA is learning best practices from your peers and networking with associate and general members who share the same passion for being the best at their chosen professions.

Kimberly A. Hullfish, CCIFP, MBA, CRIS
khullfish@cabbonizio.com

1. Last Book: I usually am reading 4 books at a time, so here are the last two. Fiction: *Brooklyn* by Colm Tóibín. I absolutely loved the movie, so had to read the book! I was very pleased with how the movie did indeed follow the book. Non-Fiction: *This Thing Called You* by Ernest Holmes, recommended by Nia Peeples. This religious book about humanity and your innermost self speaks to things I feel we should already know about ourselves yet we lose track in this hectic, chaotic world. Also, I am approximately 1/3 through *No One Would Listen: A True Financial Thriller*, by the Madoff Whistleblower, Harry Markopolos. This is a fascinating account of the people who knew Madoff was a scam long before anyone else, people who attempted to replicate his earnings; people who were the smartest on modeling the market. Sometimes what you know is right in front of you; you just have to listen.

2. Quote: “Slow down, you’re doing fine. You can’t be everything you want to be before your time.” - Billy Joel,
“Faith is the bird that feels the light and sings when the dawn is still dark.” - Ernest Holmes, This Thing Called You.

3. On CFMA: I have now been a member of CFMA for 10 year. It has become like a second home to me, with people I respect, look up to, and learn from. I believe CFMA is a place to Share the Knowledge, share experiences, and grow within our industry as well as in your personal life. I am grateful to all I meet, for everyone leaves a part of themselves here. I am a member of two great chapters, participate in National when I can, and though it takes much of my time, whatever I give I get back tenfold. I am always perplexed by those who do not see the same benefit. Here’s to my next 10 years in CFMA!

Mike Viens, CPA, CCIFP, Director Tax Strategies, Kreisher Miller
http://www.kmco.com/   mviens@kmco.com

1. Last Book: *Team of Rivals – The Political Genius of Abraham Lincoln*

2. Quote: “Get your facts first, then you can distort them as you please.” - Mark Twain

3. On CFMA: CFMA has provided me with a foundation upon which to build a comprehensive and sound knowledge base relating to matters of relevance to my clients within the construction industry. It has also presented me with both challenge and support in my professional as well as personal development, particularly in various leadership opportunities that the organization offers to its members. My CFMA experience has also resulted in much valued friendships.

Joseph Rehm, Executive Vice President, Chief Lending Officer, Capital Bank of NJ
https://www.capitalbanknj.com/   jrehm@capitalbanknj.com

1. Last Book: I’m still reading *Thinking Fast and Slow* by Daniel Kahneman. I think it is an interesting read about how we’re all hardwired to have two different “systems” for thinking (fast and slow). It helps you understand how our own internal biases / experiences shape our thoughts and feelings.

2. Quote: “Whether you think you can or think you can’t, you’re right!” - Henry Ford

3. On CFMA: CFMA has been invaluable to me! I’ve forged meaningful relationships with people that I enjoy being around. It has a culture of learning and development so when I bring a client to a CFMA meeting they thank me and tend to come back.
April 2016: Cyber Security: Best Practices to Protect Your Business

Greg Gurev, CEO, MySherpa
http://www.mysherpa.com/  ggurev@mysherpa.com

1. Last Book: Ship of Gold in the Deep Blue Sea: The History and Discovery of the World's Richest Shipwreck by Gary Kinder

2. Quote: “Son, stocks may rise and fall, utilities and transportation systems may collapse. People are no damn good, but they will always need land and they will pay through the nose to get it!” – Lex Luthor, Superman

3. On CFMA: “CFMA is the place where I feel welcomed and part of a greater good. The folks that regularly participate are selfless in wanting to help others in their development, and in turn, the betterment of the construction industry.”

Louis Lessig, Partner, Brown & Connery, LLP
http://www.brownconnery.com/  llessig@brownconnery.com

1. Last Book: The Regulations on the Fair Labor Standards Act (FLSA) Overtime alterations. As you can imagine I am working on the creation of items for clients and conferences where I will be speaking on this topic as every employer now has to deal with the increased salary level and the manner in which it is dealt with, including conversations with employees who are impacted as well as what policies may need to change to best handle the change in the law. Unless of course Congress acts to stop it, but that seems unlikely at the moment.

2. Quote: “Cause Something to Happen” by Bear Bryant.

3. On CFMA: My initial experience with CFMA occurred as I engaged with my fellow presenters to share thoughts with the members on cyber issues. I found the group very thoughtful, engaged in the topic and welcoming to me. The industry is evolving and CFMA is providing a fabulous service to its members by recognizing the needs and finding experts to provide insight to its members. I am happy to support CFMA in any way that I can, just let me know. Thank you for being so welcoming.

Mark Purfield, Executive, Arthur J. Gallagher & Co.
http://www.ajg.com/  Mark_purfield@ajg.com

1. Last Book: Steve Jobs

2. Quote: “Nothing is so strong as gentleness, nothing so gentle as real strength.” St. Frances De Sales

3. On CFMA: CFMA has allowed me to better understand the challenges Finance Managers face in Construction and how they handle those challenges. It allows me to be a better partner with my construction clients given this deeper understanding in providing solutions that address their concerns. Lastly and most importantly, CFMA provides me an opportunity to develop relationships professionally and personally.
Kevin Foley, CPA, CICFP, E. Allen Reeves Inc.
http://www.eareeves.com/  KevinFoley@eareeves.com

1. Last Book:  My last book read (or reading) is “Whatever Happened to The Hall of Fame” by Bill James. It is an analysis and discussion of how individuals were selected (or not) by the Baseball Hall of Fame with lots of great statistics for those of us who love baseball and baseball stats. It’s also a great peek into the views of baseball during its history.

2. My favorite saying is “Many Hands Make Light Work.” Great old Chinese saying that I have always used with CFMA and volunteering opportunities. We as a group can get much done if we all help. On CFMA: “CFMA is the place where I feel welcomed and part of a greater good. The folks that regularly participate are selfless in wanting to help others in their development, and in turn, the betterment of the construction industry.”

3. On CFMA: CFMA has been a major part of my life for the past 20 years. I have developed many great friends (both locally and across the country) who I value deeply. In addition, I’ve gained so many things that have been useful to my work......Educational sessions that lead me to change things we do, leadership development, as well as resources to help me bounce ideas off of. My connections in CFMA have led me to work with many knowledgeable associate members who know and understand construction in a way non-CFMA members do not. I feel like CFMA has helped improve me as a CFO and as a person.

Tony Stagliano, CPA, CICFP, CBIZ—Mayer Hoffman McCann PC
https://www.cbiz.com/about-us/employees/employee/eid/472/name/anthony_r_stagliano  tstagliano@cbiz.com

1. Last Book:  Level Headed: Inside the Walls of One the Greatest Turnaround Stories of the 21st Century, by Doug Pruitt and Richard Condit. This is about a client of CBIZ MHM, LLC - Sundt Construction

2. Quote: My favorite quote is about the book itself and the message is sends the reader: “This is not a rags-to-riches story, but more riches to rags to riches. It’s a cautionary tale about how any good company can get off track if it strays from sound business principles. But this book shows that with the right team focusing on core values almost anything is possible.”

3. On CFMA: CFMA has become part of my extended family. I have met many people over the years who have become lifelong friends and have inspired me to become a better person. In addition several have become great clients for me and my firm and we have become their trusted advisor. I’m a lucky man.
CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION OF SOUTH JERSEY

2016
LEAD!
GROW!
BE QUINTESSENTIAL!

2016
SHARE
THE KNOWLEDGE!
NETWORK!

Go Back To Where It All Began!
Back to Atlantic City!
The Destination of the First National Conference!
April 1983!

September 25th and 26th, 2016
Join us! Networking. Family Fun. Education.
Come for the seminars, stay for the weekend!
www.midatlantic.cfmaregional.org