



CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION



Message from the President:

Last month we celebrated our chapter's 5 Year Anniversary. This month ends my 2 year term as President of the chapter. I thought it would be good to reflect on the past 2 years, and discuss what CFMA has meant to me, and explain why I feel CFMA is such an important association for any construction professional.

Since being introduced to CFMA in 2010 I immediately came to appreciate the organization and what it has to offer those of us in construction. CFMA keeps us informed, provides us with the education regarding all of the different aspects of construction, and, it makes us better. It makes us aware of the fact that we don't know everything, and that some of the things we know may no longer be applicable. It reminds us of some things we should be doing but aren't.

There are so many aspects to the construction industry, and so many risks we are exposed to weekly, that we must continue to stay up-to-date. Our monthly CFMA meetings bring together experts in all areas of construction - banking, bonding, accounting, insurance, safety, human resources, etc.. - who make us aware of not only their services and expertise, but of what is changing, as it relates to us. Our programs are excellent.

Why do I like CFMA:

The CFMA magazine Building Profits is a great tool that provides us with timely articles.

The Regional Conferences are excellent - ours is in September in Baltimore.

The National Conference provides a great opportunity to hear national experts speak to us, along with well-known motivational speakers who challenge us.

The relationships I enjoy, not only locally, but nationally - fellow asphalt producers and contractors who are willing to share ideas since we are not competitors. Looking at our local relationships, I look at our banks, our surety, our IT provider, our insurance agent, some customers, and other subcontractors, who are all fellow CFMA members.

And, CFMA Headquarters personnel. Headquarters is just up the road in Princeton and the staff is very accessible and eager to support the chapters.

You may already be successful. You may already be profitable. But in my mind, joining CFMA and taking advantage of all that it has to offer, you will become better informed, you will become a better construction professional, and you will become even more successful. I hope you will take advantage of all that CFMA has to offer. I have.

Joseph R. Ford

What I learned This Past Year at CFMA South Jersey

Lee D. Boss, CPA, MBA, CCIFP

It's hard to believe that in only a few months we will conclude our Spring/Summer 2015 program calendar and start to develop another series of relevant and engaging topics for the Fall 2015. Reflecting upon our

events over the past several months is rewarding to see all the learning "takeaways" and also serves as a reminder of all the benefits of being a member the South Jersey Chapter of CFMA. Fellow CFMA member's

share a passion for life-time learning and our companies are the beneficiary of many great educational and networking experiences (some of these even result in profit enhancement to the bottom line!). For those of you

who are active with our Chapter and attend meetings regularly, the following points are sure to invoke similar thoughts. If you are new to our Chapter or looking to attend more frequently, read on and see all that you have missed over the past several months::

SOUTH JERSEY

Volume 1, Issue 3

March 2015

Special points of interest:

- ◆ *Joe Ford is South Jersey's 2nd President.*
- ◆ *South Jersey Membership grew 79% under Joe's Leadership.*
- ◆ *Joe represented CFMA proudly while speaking at other organizations' events.*
- ◆ *Joe continued the Work of our Founding President, making South Jersey less of the best kept secret!*

What I learned This Past Year at CFMA SJ (Continued from Page 1)

The **Economic Outlook** for our Nation as well as the South Jersey and Philadelphia regions continue to improve. While recovery is present, our region in South Jersey continues to lag behind the Nation as well as the Philadelphia region. Construction activity is beginning to see an uptick.

Growing Your Business is a constant endeavor, and we learned four ways to grow your business through focused efforts along with the importance of branding and search marketing.

The first step in developing and executing a **Strategic Plan** is to strategically plan for the planning session. We learned about the items necessary to prepare for a succession strategy session, and had an interactive dialogue on best practices in strategic planning.

We learned the basics of developing a post-**Affordable Care Strategy** fo-

cus on communication, data, compliance, enrollment and technology. The DOL/IRS are also more active than ever to ensure that companies comply with various mandates surrounding ACA.

Tax Planning is becoming even more challenging as a result of post-election-day realities, and companies need to be taking action on the Tangible Repair Regulations which is applicable to capital intensive businesses like construction.

Participating in **Public Works** jobs is both an opportunity and a compliance challenge! Navigating red tape is never easy but with an appropriate focus and team of professionals you can successfully participate in the Public Works space.

Risk Management is more than just insurance and it's important to identify

and develop strategies for both the expected and the unexpected (how many times did Ron Hicks say "Insurance"?).

Our March **CFO Roundtable** is sure to contain a number of key takeaways and strategies to implement to help build a better bottom line.

While practical knowledge is always a key benefit of regularly attending our Chapter meetings, perhaps the greatest benefit is networking and learning from our members. Each of us bring a unique experience and perspective to the table, and learning from and leveraging our fellow CFMA members is what makes CFMA a special place. Take advantage of all that our Chapter has to offer – attend regularly and actively participate!

Membership Renewal Month: March 2015

Have you renewed your membership yet? Don't miss out!

Invoices are due March 31st and are online at www.cfma.org. Log in with your username and password and pay online! Need help? Call National at 609.452.8000. They are very helpful and informative!

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.

"Wisdom is not an inborn ability. In order to gain wisdom, we must nurture some specific skills and accumulate experience over the years. The more experience you gain, the wiser you will become." Author Unknown

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!

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!

We are currently collecting topics for Fall 2015, and wish to thank those that have already reached out to us! Some of the topics submitted include 401k Fees and the Supreme Court Case, Deferred Compensation and Key Employee Insurance, IT Security for Personal and Business, Leadership Management and Calculating Overhead Costs for Change Orders and Claims.



Please contact Lee Boss (lboss@Mercadien.com), Nia Coombs (ncoombs@capitalbanknj.com) or Kimberly Hullfish (Khullfish@cabbonizio.com) if you wish to provide a topic idea or participate as a speaker! Thank you for a great programming year!

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

“If I could teach only one value to live by, it would be this: Success will come and go, but integrity is forever. Integrity means doing the right thing at all times and in all circumstances, whether or not anyone is watching. It takes having courage to do the right thing, no matter what the consequences will be.” Amy Rees Anderson, Forbes Magazine

Save the Dates:

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

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

CCIFP Exam: National Conference June 27th; Mid Atlantic September 27th.

CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION OF SOUTH JERSEY

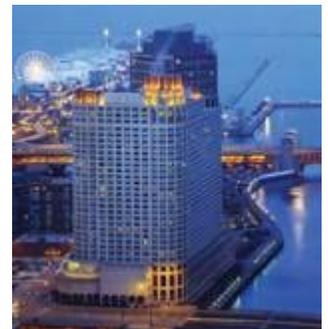


2015's Annual Conference is in Chicago and we are very excited about the programs. You can earn up to 33.5 CPE Credits, and attend seminar topics from Accounting & Financing, to Benefits & Human Resources, Technology, Surety, Leadership & Management, and Peer Groups. Saturday and Sunday have opportunities for “mini-conferences”, full- and half- day seminars on CRIS, Cash Management, Prequalifications, WIP, Ethics, and Women in Construction.



The conference is not all education and seminars either. There are various events such as the Welcome Reception, Luncheons, Windy City Waddle 5k Run/Walk (Sunday), Golf Tournament, networking over a martini, and a Closing Night Party on Chicago's Navy Pier.

Many people bring friends / family, and there is time for sight seeing (the Architectural Boat Tour should be amazing, as should the view from the 95th & 96th floors of the John Hancock Building, The Signature Room & Lounge, a wonderful place for dinner and drinks—see below skyline picture).



The CCIFP Exam will be offered on Saturday, June 27th. For more information visit www.iccifp.org.

Visit www.cfma.org/conference or speak with a board member.

