Hello Everyone!

I cannot believe it is November already! Two months left in 2016, and it has been an awesome year so far! The South Jersey Chapter won the Chairman's award two years in a row, and had its showcase shown at the National Conference for the second year in a row!

We hosted the Mid-Atlantic Regional Conference in Atlantic City in September, and broke the record with 253 attendees and speakers. The conference held its first annual Hall of Flame Awards, as we networked, visited Exhibitors, and toasted with the CFMA Cocktail! Then we had so much fun in Margaritaville, with the CCIFP Cocktail, great food, and great company! I was honored when Stuart Binstock, the CEO and President of CFMA, presented me with a new appreciation award, and was honored again to be chosen as Vice Chair of a CIASP (Construction Industry Alliance for Suicide Prevention), a very important cause. The South Jersey Chapter will have an active role in this alliance, and you will hear more about it in months to come. Of course, the conference offered up to 10 CPE Credits!

Our Marketing Committee, led by Faith McDermott, Lori Ryan and Deb Zellers, has produced a great brochure! You may pick them up at our events, and please distribute to potential members who would benefit from our chapter and all we have to offer!

Our Programming Committee, led by Nia Coombs and Karen McGuinness, has a great schedule for 2016-2017. In September we held a Bonding Seminar, reviewing the state of the bonding industry, and how a bonding underwriter views your financial statement. October brought Chad Rosenberg and his “Chad About Cheese” event. If you missed it, you not only missed Chad’s charm and love of cheese and wine, but you missed a great time tasting 5 types of wine, and 6 types of cheeses! Rosenberg and Parker was a sponsor for this event, as was Comdata. Thank you both for your support!

Now November brings our Year End Planning Seminar, and NJ has a lot going on! Thank you to Kreischer Miller for sponsoring this event! We will end our 2016 seminars with a very important topic: Is the Controller Really in Control? Turn to our Programming Corner for more information and our Spring Topics!

We are also looking for new board members for 2017-2018. This is a great opportunity to get involved and help shape and grow our chapter. Contact Bob Hinck if you are interested!

See you on November 2nd and again in December!

Kimberly A. Hullfish, CCIFP
As many of you are aware, parts of Louisiana were hit by floods this summer. Many are still suffering—trying to rebuild their lives while trying to work and make a living. It is not easy.

CFMA reached out to the chapters, and asked for contributions to assist our own members in LA. 100% of these funds would go to CFMA Members, whose names were submitted by the local chapters in LA.

The South Jersey Chapter stepped up, and donated $2,500.00 to our fellow members in need.

Where did this money come from? Our chapter has worked hard since inception to bring you great programming, we have collected dues each year, and we have had some sponsors for events. We had a goal to save money for reserves, so at some point we could periodically bring in a paid speaker, or host a golf / networking event, or have a seminar in the Cherry Hill area, which is more expensive, while charging the same seminar rate as we do for Adelphia’s.

When the board heard about our fellow CFMA members needing assistance, we voted to donate some money from our reserves. In addition, as host of the Mid-Atlantic Conference, we offered a 50/50 additional $1,000.00.

CFMA is more than networking and education: it is sharing, giving, and taking care of others. The back page of this newsletter is dedicated to Toys for Tots, our second annual toy drive!

And over the next 5 months, you will hear more about plans to give back to our local community. If you have any thoughts on a local charity that has a relationship to our industry, or would like to join our Charity Committee, please contact our chair, RonHicks, at rhicks@hicksrisk.com.

Membership Corner

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 SJ CFMA!

***** Contact Mike Viens, Chair of Membership @ mviens@kmco.com Or Joe Artale, Co-Chair @ jartale@cabbonizio.com *****
Our Programming Year is going strong as we prepare for our November 2nd Seminar on year End Planning!

December 7th is a timely topic: Is the Controller in Control? Lee Boss, Tim Hartzell and Kimberly Hullfish will team up for a panel discussion on Finance/Accounting and Project Management Communications (along with Reporting to PM’s on a Cash Basis), Warning Signs from the WIP that should be addressed with the PM’s, and Documenting the PM Cost to Completes and Narratives.

On January 4th, we will discuss Risk Management/Disaster Planning (weather, natural disaster, jobsite accidents, dealing with press, pre-loss and post-loss risk management).

February 1st will be an accounting topic presented by Tony Stagliano. We are still working on the topic with Tony.

March 1st will be our 3rd Annual Roundtable. Have an idea or topic for the roundtable? Please contact Nia!

On April 5th, Louis Lessig will bring us HR Minefields! He is currently putting a panel together and you won’t want to miss this!

Save the Dates: May 3rd (Managing Insurance Costs) and June 7th (Sales Tax Issues)! More detail to follow!!

Contact Nia Coombs with any ideas or to volunteer! ncoombs@capitalbanknj.com

**Book Club Corner**—What are you reading?

Kimberly A. Hullfish

I just finished reading “Behind Closed Doors” by B.A. Paris. Oh my! If you love suspense, and the type of suspense that could happen in real life, read this book! B.A. Paris is a new author, and I was fortunate to receive this book for free from the publisher. I began reading Friday night, and finished the 293 pages on Sunday night—just could not put this book down!

What starts as a love story ends up with many twists and turns, some you just do not see coming! A great book to take a break with!

Then last Wednesday, I met Bernie Parent at a Philadelphia Chapter Event! What a great guy!

We all received a copy of his book, “Journey Through Risk and Fear.” Last year’s book, Major Dan Rooney’s “Living Between Faith and Fee.” Life is about risk and reward, it is about game theory. It is about sharing, being grateful for what you have, living. He uses a metaphor throughout the book—dog vs. wolf.

While I have not gotten very far as I got side-tracked with “Behind Closed Doors”, his book reminds us of life is about thriving, he says, we are meant to thrive. I cannot wait to read this book—We need to start a CFMA Book Club!

Save the Dates:
National Conference: Phoenix, AZ, June 3—7, 2017
CCIFP Exams—On Demand, Electronically! Visit www.iccifp.org for information!
CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION OF SOUTH JERSEY

Let’s share our hearts this holiday season!
The South Jersey Chapter of CFMA is proud to announce its participation in

Please contact a Board Member for a drop off location close to you, drop off at C. Abbonizio Contractors in Deptford NJ, or bring to our November and December Meetings at Adelphia’s!

Share your heart!