



**CFMA-GEORGIA CHAPTER**  
**P.O. BOX 19791**  
**ATLANTA GA 30325-0791**



**[GA Chapter Web Site](#)**

**FISCAL 2010/2011**

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## **Construction Financial Management Association**

### **Georgia Chapter Newsletter**

**2010/2011 - February 2011**

## **Member Spotlight**

### **Getting to know your fellow chapter members**

My name is John Kahne and I am the Director of Finance for Graybar Electric Company in Norcross. Upon my arrival to the Atlanta area just over three years ago, it was strongly suggested that I join CFMA, mainly due to a very important customer of Graybar being active in the local chapter. Since joining, I discovered that CFMA is much more than networking and socializing with business professionals. What I get most from my membership is the opportunity to learn about the construction industry from a perspective other than credit and collections, where most of my background resides. To put it simply, the networking, the presentations, the Free Friday events, and the relationships formed help me do my job better. Unlike many CFMA members, I am not a CPA or accountant. As Director of Finance, I am responsible for all accounting activities, credit functions, compliance issues and legal matters, to name just a few. I draw upon my CFMA experience frequently during my daily work routine.



I am from Milwaukee, Wisconsin, where I graduated from UW-Eau Claire, then earned my MBA from the University of Tampa. I am a die-hard shareholder of the Green Bay Packers and a loyal fan of all the state's university and professional teams. I began working for Graybar Electric in 1985 and recently celebrated twenty-five years with the company. Graybar has helped me see much of the country by relocating me five times, from Sarasota to Fort Myers, San Francisco, St. Louis and most recently Atlanta. While in Florida, I was very active with NACM-Tampa and sat on their board for several years. I spent a year as President of a local Toastmasters group. My interests away from work include golf, physical fitness and travel. I live in Buford with my wife Kathy and our three cats.

*John Kahne*  
*Director of Finance*

Graybar, a Fortune 500 corporation and one of the largest employee-owned companies in North America, is a leader in the distribution of high quality electrical, communications and data networking products, and specializes in related supply chain management and logistics services. Inventor, Elisha Gray and entrepreneur, Enos Barton founded Graybar in 1869. The company incorporated as Graybar Electric in 1925, and is currently based in St. Louis, Missouri.



## Connect to Success

Current CFMA Chairman: Mel BurgEs of the Georgia Chapter was quoted. . . .

### Construction experts discuss the challenges of 2010 and offer advice for the road ahead.

Excerpts from *Construction Business Owner* - January 2011

"If the No. 1 concern of contractors in 2010 had to be summed up by one phrase, it would certainly be "lack of work." Here at Construction Business Owner, we have heard this concern echoed in countless encounters with contractors and in meetings with our editorial advisory board. This notion is confirmed by industry insiders like Mel BurgEs, Chairman of CFMA and CFO for Harcon Forming of Alpharetta, Ga. "Regardless of the market sector, there just wasn't enough work to go around in 2010." BurgEs says this lack of volume created an ultra-competitive environment—some contractors attacked new markets and others reduced bid prices to break-even margins and below cost in some cases just to keep core personnel busy."

Full article on this link: <http://www.constructionbusinessowner.com/industry-statistics/state-of-the-industry/state-of-the-construction-industry-2011.html>



## Network & Social – July 2010

A big "Cheers" to all who took a break from the oppressive heat of the long hot summer by enjoying a few cold ones at the annual CFMA social event in July. 5 Seasons Brewing provided some great food and beverages, and members enjoyed relaxing with good friends, playing pool, and trying their luck at the "Bean Counters Challenge." Congratulations to Donna Caruso who won the prize for the closest guess to the 354 jelly beans that were in the jar!



The social committee is always looking for ideas for future events. What kind of fun activities would you like to see next? Please let us hear from you – all suggestions are welcome! Submit your suggestion to Leslie at [lesliecallender@brentscarbrough.com](mailto:lesliecallender@brentscarbrough.com)



## Golf Tourney – August 2010

A great turnout of golfers enjoyed a beautiful day at Stone Mountain Golf Club for the 13th annual CFMA Scholarship/Charity golf tournament held on August 25, 2010. Stone Mountain Golf Club was a new venue for the tournament this year and it proved to be a wonderful choice by organizer Brandon Bridges. Other than a few tired-looking greens, the course was in terrific condition and offered spectacular views of Stone Mountain and the surrounding lake. The Lakemont Course posed plenty of challenges to golfers of all skill levels and, best of all, was fun to play. More importantly, the tournament raised approximately \$9,000 for scholarships and charity. Thank you to Freeman Mathis & Gary, LLP, the Platinum Sponsor of the event, and to Brandon Bridges for donating his time and effort in organizing the tournament and to all the other sponsors and golfers that made it a success.



**FREEMAN MATHIS & GARY, LLP**  
Attorneys at Law [www.fmglaw.com](http://www.fmglaw.com)

## Recent Meetings and Events

### Free Friday - April 30, 2010

Danny Parrish - Zebra Construction  
“Sustaining Your Business After a Downturn”

### General Meeting – May 19, 2010

Bill Loughrey  
“Financially Speaking, ‘What’s Going on Out There?’”

### Free Friday - June 4, 2010

Antony Sanacory – Duane Morris  
Sponsored by Hardin Construction  
“Collection of Receivables”

### General Meeting – June 16, 2010

Gregg Schoppman - FMI  
“Turning Project Managers into Business Managers”



Network & Social – July 15, 2010  
5 Seasons Brewery @ The Prado

Annual Scholarship/Charity Golf – August 25, 2010  
Stone Mountain Golf Club

### General Meeting – September 15, 2010

Herb Brownnett, CCIFP - Textura  
“Prequalification Management Best Practices”

### Free Friday - September 24, 2010

Wayne Binkins & Terrie Josey–Cleveland Electric  
“The Cost Control Side of Safety and Risk Management”

### General Meeting-October 20, 2010

Roz Hall – Jackson Lewis  
“Compliance with the Nation’s Immigration and Customs Laws”

### General Meeting – November 17, 2010

Ed Baker – Atlanta Business Chronicle  
“The Good, the Bad, and the Ugly”



Network & Social – December 1, 2010  
Holiday Social @ Stoney River

### General Meeting – January 19, 2011

Harry R. Tear & Kim Roper –  
Moore, Ingram, Johnson, and Steele  
“Insider Tips on How to Reduce Worker’s Comp.”



*General Meetings and Free Fridays are packed with networking opportunities, timely and relevant industry updates, and CPE credits.*

## MARK YOUR CALENDAR FOR UPCOMING EVENTS!

Feb 16, 2011

Mar 16, 2011

Apr 20, 2011

May 18, 2011

*Guests from your company are always welcome at our meetings, even if you can’t attend.*

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## CFMA's 2011 Annual Conference & Exhibition



**May 14-18, 2011, Gaylord Texan, Grapevine, TX**

**Register Now** Save \$100 - Early bird registration ends on March 15, 2011

**CCIFP Exam** Anyone who sits for the CCIFP exam at the Annual Conference will receive \$100 off their full conference registration! **You must register for the exam first to qualify for this special offer.** The CCIFP exam application deadline is May 2, 2011.

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### KnowledgeNOW Webinar Series



Did you notice many webinars invites showing up in e-inbox? Just like anything else, not all webinars are created equal. National CFMA's **KnowledgeNOW Webinars** are timely, educational programs, designed especially for construction financial professionals who can't get away from the office! These monthly, one-hour sessions provide CPEs in a convenient online learning format – with industry experts covering such diverse topics as FASB's Proposed Revenue Recognition changes, construction fraud, and strategic business planning. For schedules, upcoming topics, and registration information, click here <http://cfma.org/webinar>.

The Construction Financial Management Association (CFMA) is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State Boards of Accountancy have the final authority on the acceptance of individual courses for CPE credit.



### What do I need to know for the CCIFP exam?

The exam covers nine content areas: Accounting & Reporting, Income Recognition, Budgeting & Planning, Risk Management, Taxes, HR, Legal, IT, and Joint Ventures. Get a detailed outline of these content areas in the Candidate Bulletin.

### How should I prepare?

Review the exam content, select resources to help you study, and answer the sample questions provided. More tips are provided in the Candidate Information Bulletin. A Study Guide is also available from CFMA. More information can be found at : [www.iccftp.org](http://www.iccftp.org)

**CCIFP Exam Date**  
May 14, 2011

**Exam Location**  
Grapevine, TX (National Conference)

**Application Deadline**  
May 2, 2011



# Leaders' Edge

## Find Your Inner Taskmaster

The focus to stay on task in the face of distractions...the drive to see a project through to the end...the organization to keep multiple tasks on track. The key to all these aspirations is discipline. Get on task with these tips:

**Commit.** Make a contract with yourself to accomplish what you set out to do. Write down your goal and what steps you'll take to achieve it, and set an end date. Share your plan with others so they can support your commitment.

**Motivate.** Think about what you hope to achieve. When the going gets tough, think about what you're gaining: new skills, satisfaction from tackling a challenge successfully, or personal and career advancement.

**Create.** Work on tasks each day, even if it's just for a few minutes. Maybe you won't always make much progress, but you'll train your mind to stay focused and create new, productive habits.

**Enjoy.** Identify the most satisfying parts of accomplishing your goal. Make work as enjoyable as possible so the work itself becomes its own motivation.

**Rebound.** When you make a mistake or don't work up to your own expectations, don't berate yourself. See it as a bump along the road to success, and keep moving forward.

Everyone falters sometimes. Have faith that you'll find your inner strength and get back on track.

## Leave Personal Problems at the Door

Don't let your problems adversely affect your work or attitude on the job. Instead, learn to maintain a healthy separation between your work life and personal life. Here's how:

**Create a ritual.** Do something as soon as your arrive at work that helps you shift gears. Maybe check your to-do list, unpack your bag, or get a cup of coffee as your computer starts up. As you perform each task, tell yourself, "I'm ready for work."

**Avoid the lunchtime rant.** Don't spend your break bending a co-worker's ear about your personal problems. Talking too much about personal issues at work can make you dwell on them even more and lead to unprofessional behavior. Instead, clear your head. Take a walk, try a new restaurant, or talk about something positive.

**Reconnect with your purpose.** Remind yourself of why you come to work by reviewing your goals and aspirations. Make a plan to grow professionally by taking a class, stepping up to a new project, or simply doing the best job you can every day.

**Seek resolution.** If your personal problems are affecting your ability to do your job, do something about it. Seek help from a trained counselor, a religious pastor, a trusted friend, or a health professional. Take action to resolve what's making you unhappy, so you'll be more fulfilled at both work and at home.

## Take the "Micro" Out of Managing

Micromanagers usually seek to control every aspect of a project, an employee, or a team. They often have trouble letting go of projects or letting people have free reign.

Here's hope for micromanagers:

**Set Up a System.** Have regular progress meetings and status reports so you can hear from everyone involved in a project. Build milestones into the schedule so you can easily chart progress. Use frequently updated spreadsheets and lists as visual aids to help you feel in control (without constantly checking in with team members).

**See the Plus Side.** You're in charge of this project because you have the right experience and skills to get it done. Go ahead and lend your expertise to all aspects; just make sure you're not slowing down progress by losing yourself in too many details.

**Keep a Big-Picture View.** Micromanagers often lose sight of the larger goal as they focus on details and refuse to let things go. Know when to delegate work and let people run with it. When you feel uneasy and want to take control of everything, remind yourself of the overall goal you're trying to achieve.



## Member's Corner: Share a thought, a comment, a pun!

- "Bank rates are low, let's get a loan. Oh, no banker wants to lend."
- "When properly administered, vacations do not diminish productivity. For every week you are away and get nothing done, there is another week when your boss is away and you get twice as much done."
- "Why are you so happy to be grandfathered in Obamacare?"
- "All I ask is the chance to prove that money cannot make me happy."
- "I am working more with less, making less money under more stress."
  
- "When life hands you a lemon, make lemonade."
- "Sure, let's sign up jobs with less margin to keep our guys working."
- "Efficiency is a highly developed form of laziness."
- "Two rules to success in life: 1. Don't tell people everything you know."
- "Why is it when tax revenue is down, traffic cops and building inspectors are extremely unreasonable?"
  
- "Why is it that I am the only one who knows how to make coffee in my office?"
- "Two banks with different rates have a conflict of interest."
- "A backscratcher will always find new itches; a brown-noser will always find new sense."
- "If you are already in a hole, there is no use to continue digging."
- "Only a mediocre person is always at their best."
- And . . . .
- "Surety does not like surprises."

Share your thoughts, your comments or your pun.....Submit your comments to: [andy@clevelandgroup.com](mailto:andy@clevelandgroup.com)

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### *Welcome new Georgia Chapter Members*

Beth Howard  
Brian Perry  
Carolyn Thompson  
Cindy Smith  
Colleen Ann Stellwagen  
Eric Philip Ragone  
Eric Vreeland  
Gary Hattan  
Goran Musinovic

Grant Givens  
Jack Byron Wages  
Jerry Helms  
Joanne Ibsen  
Joe Brennan  
John Clement  
Kevin Joseph Dean  
Laurie Chester  
Mary Beth Saylor

Matt Stroer  
Mitchell Skrmetta  
Oliver Holmes  
Perry Barnett  
Randi Young  
Richard Meehan  
Susan Gatins  
Vic Turner

### **The Georgia Chapter is Strong!**

Contact **Lori Greene** [lori@greeneesf.com](mailto:lori@greeneesf.com) or <http://chapters.cfma.org/Georgia/index.htm> for details.

Improve job performance, maximize profitability, discover new possibilities.  
Be a CFMA member!

The more members we have, and the more involved we are, the stronger our chapter becomes.  
Introduce CFMA to someone.

## Get Involved in these Chapter Committees!

Chapter Recognition	Jeff Seay	<a href="mailto:Jeff.Seay@frazierdeeter.com">Jeff.Seay@frazierdeeter.com</a>	404.253.7524
Communication	Andy Phelps	<a href="mailto:andy@clevelandgroup.com">andy@clevelandgroup.com</a>	404.504.4552
Education	Anita Vendevert	<a href="mailto:avandevert@leapleyconstruction.com">avandevert@leapleyconstruction.com</a>	770.850.8711
Golf Tournament	Brandon Bridges	<a href="mailto:brandon.bridges@rutherfordord.com">brandon.bridges@rutherfordord.com</a>	678.366.3398
Membership	Lori Greene	<a href="mailto:lori@greeneesf.com">lori@greeneesf.com</a>	404.909.3277
Program Committee	Mike Kiblinger	<a href="mailto:MikeK@humpandcomp.com">MikeK@humpandcomp.com</a>	770.434.2919
Public Relations	Al Clark	<a href="mailto:aclark@smithadcock.com">aclark@smithadcock.com</a>	404.252.2208
Scholarship/Internship	Jeff Krall	<a href="mailto:JKrall@hardinconstruction.com">JKrall@hardinconstruction.com</a>	404.264.2116
Social Committee	Leslie Callender	<a href="mailto:lesliecallender@brentscarbrough.com">lesliecallender@brentscarbrough.com</a>	770.461.8603

### Georgia Chapter Board Meetings 2010/2011:

Wednesday, March 2<sup>nd</sup>

**Members** are welcome to attend Board meetings but you **must** RSVP to Buffi Ball at [bball@btcpa.net](mailto:bball@btcpa.net) or 770.396.2200 if you plan to attend.



**About CFMA** The Construction Financial Management Association (CFMA) is “The Source & Resource for Construction Financial Professionals” and the only nonprofit organization dedicated to serving the construction financial professional. Established in 1981, CFMA’s General Members represent all types of contractors – including generals and subs – as well as developers, construction managers, architects, engineers, principals, and material and equipment suppliers. Associate Members include the accounting, insurance, surety, software, legal, and banking specialists who serve the construction industry. CFMA chapters in major cities from Maine to Hawaii offer local workshops, seminars, and programs that complement the extensive member services provided by CFMA Headquarters in Princeton, NJ. CFMA currently has more than 7,000 members in 88 chapters throughout the U.S.

**CFMA's Core Purpose** To provide resources to meet challenges of construction financial professionals.

**Core Values** Integrity, Competency, Relationships & Friendships, Leadership, Innovation, Member Responsiveness.

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### CFMA Georgia Chapter Newsletter

2010/2011 February 2011

Membership & Chapter Contacts

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