



## Albuquerque Chapter Celebrates 20 Years

The **Albuquerque Chapter** celebrated its 20th Anniversary on Saturday, September 26, 2009, with a dinner and Casino Night at the Doubletree Hotel in Albuquerque.

Approximately 100 people attended the gala event, including CFMA President & CEO, Peter Schwartz, and many of the chapter's founding members.

Peter Schwartz began the festivities with congratulatory opening remarks and presented chapter president, Michelle Lontok, with a plaque recognizing the chapter's 20 years of success.

Founding member Dick Rice highlighted the chapter's formation and benefits of being a member. According to Dick, "CFMA is something you do, not something you join."

The chapter would like to thank the attendees, sponsors, and committee members who contributed to this successful event.

Please contact chapter president Michelle Lontok at [michellel@aiiinc.net](mailto:michellel@aiiinc.net) for more information.



## Making the Holidays Brighter for Others

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The **Northeast Ohio Chapter** participated in the Sixth Annual Joint Association Holiday Special on Thursday, December 3, 2009, in Independence, OH.

Sponsored by NAWIC, this event includes 14 professional construction associations in the Cleveland, OH area.

Approximately 200 people attended the Social, which includes a Canned Food Drive and a Chinese Auction. All food collected is donated to the Hunger Network

for Cleveland and proceeds from the Auction go to several local charities.

"It is important that we support our local charities that are working so hard to keep our neighbors and co-workers fed and cared for," said chapter treasurer Diana Chalmers.

Please contact Diana Chalmers at [chalmers@VN-Services.com](mailto:chalmers@VN-Services.com) for more information.



## Putt-Putt Adds to Scholarship Funding

**“The kids are what made it fun.”—Middle Tennessee Chapter Vice President Sharon Vance.**

Approximately 20 people attended the **Middle Tennessee Chapter’s** first Mini-Golf Tournament held on Monday, October, 26, 2009, in Bellevue, TN.

With approximately \$1,700 in sponsorships, the Tournament raised \$2,000 for the chapter’s Annual Scholarship fund.

With just a \$100 fee to the facility, the chapter also had door prizes donated—including golf balls and towels, T-shirts,

umbrellas, and gift cards—to hand out to every child attending the event.

Although Mother Nature provided nice weather, the chapter is planning to hold its 2010 event during the warmer months of June or July.

What made the event all the more positive was that it was put together in less than a month’s time by the officers and Program Committee.

“Everybody had fun, but the kids really added to the enjoyment,” said chapter vice president, Sharon Vance. “We didn’t know what to expect since this was our first time, but we are looking forward to next year.”

Please contact Sharon Vance at [svance@leecompany.com](mailto:svance@leecompany.com) for more information.

## And the Survey Says

**“We are very pleased with our members’ participation.”—Central Ohio Chapter Board Member Tracy Ferguson.**

To better gauge what its members want and need, the **Central Ohio Chapter** sends monthly surveys relevant to upcoming meetings or events the chapter is planning for the future.

“We discuss topics and questions at our monthly Board meeting,” said chapter Board Member ,Tracy Ferguson. “We

compile the results and present them at our monthly luncheon meetings. We get about 25-35 members responses and it doesn’t cost anything to do it through Survey Monkey. We have a member volunteer that compiles the results at no cost.

“The survey takes no more than five minutes to complete and the information we receive helps us

plan for future meetings. Previous surveys included software, economic outlooks for firms, educational opportunities through CFMA, and why are you a member and what would you like to see more of.”

Please contact Tracy Ferguson at [tracy@rightercompany.com](mailto:tracy@rightercompany.com) for more information.

## First Chapter Social Event a Huge Success



Approximately 30 members and guests of the **Tampa Bay Chapter** attended the Sunday, September 20, 2009, baseball game between the host Tampa Bay Rays and the visiting Toronto Blue Jays at Tropicana Field in St. Petersburg, FL.

Everyone met at Noon in the stadium parking lot to tailgate,

enjoying beverages, food, and great conversation on a lovely Florida afternoon.

“This was our chapter’s first purely social event for members, and everyone who participated is looking forward to the next event,” said chapter president, Lynda Licht.

The afternoon of fun and cama-

raderie ended with everyone cheering the Rays on to victory from their seats behind the first base line.

Please contact Lynda Licht at [lynda.licht@khss.com](mailto:lynda.licht@khss.com) for more information.

## Chapter Incentives for 2010 Conference

A number of our chapters are offering incentives/subsidies for members to attend CFMA's 2010 Annual Conference and Exhibition set for June 26-30 in Kona, HI. Below is the listing we have of those eight chapters:

**Central Virginia:** Chapter is offering \$500 each to the first five chapter conference registrants. Monies will be paid after verification of conference attendance.

**Chicago:** Chapter is subsidizing conference registrations for president and vice president.

**Colorado:** Chapter is sponsoring a member "point total" contest and will provide a grand prize that includes conference registration, seven nights hotel lodging, and coach roundtrip airfare; and one second prize that includes seven nights hotel lodging and coach roundtrip airfare.

**Greater Cincinnati:** Chapter subsidizes conference registration and airfare for president. If the president cannot attend, it is offered to the vice president.

**Lansing:** Chapter is providing two conference registrations and two \$500 checks. Members' names will go into a drawing each time they attend a General Meeting or BOD Meeting. Names will be drawn at the March 2010 member meeting.

**Massachusetts:** Chapter is providing a \$500 stipend to the first 10 chapter conference registrants.

**SouthCentral Louisiana:** Chapter is providing a conference registration to a member who has attended at least five monthly meetings between August 2009 and April 2010. Chapter also added an entry for people who registered early for the August 6-7, 2009 Joint CFMA Louisiana Conference.

**Valley of the Sun:** Chapter is providing a \$2,000 stipend each for the president and vice president. Five additional awards of \$2,000 each are provided to any chapter member who has never attended a national annual conference. The chapter is also raffling the registration it won during the membership drive that includes airfare provided by the chapter.

Please contact Mike Molaro at [mmolaro@cfma.org](mailto:mmolaro@cfma.org) for more information. Please visit [www.cfma.org](http://www.cfma.org) for more information about the 2010 Annual Conference.



## Chapter's Award Banquet Helps Less Fortunate

More than 200 people attended the **Long Island Chapter's** Second Annual Construction Executive of the Year Award Dinner on November 4, 2009, at the Crest Hollow Country Club in Woodbury, NY.

Larry Sibton, Secretary and Treasurer of Citnalta Construction Corporation in Bohemia, NY, was awarded the "Construction Executive of the Year"

Award. The event also raised more than \$50,000 for Contractors for Kids, a not-for-profit corporation founded for the purpose of providing assistance to families in our communities.

The goal for Contractors for Kids is to assist children and their families overcome obstacles that have unfortunately changed or have impacted their lives through sickness, injury, or death.

"This is the second year we have been privileged to help this organization," said Andrew Meyerson, a past chapter president and event chair. "We are committed to this foundation and want to give hope and reassurance to the futures of these families. We look forward to continuing this mutually-beneficial working relationship."

Please contact Andrew Meyerson at [ameyerson@theaxisgroup.com](mailto:ameyerson@theaxisgroup.com).

## Chapter Honors Local Firms

Approximately 120 people attended the **Charlotte Chapter's** 14th Annual Awards Banquet held on Wednesday, September 30, 2009, at Bryon's Southend in Charlotte, NC.

Katie Tyler, of Tyler 2 Construction, was presented with the "Executive of the Year" Award; the "Subcontractor of the Year" Award was given to Warco Construction, Inc.; and Willis was recognized as the "Associate Company of the Year."

The chapter also awarded five \$1,500 scholarships to students in the Accounting Program at the University of North Carolina at Charlotte. The scholarship funds were raised at the chapter's 3rd Annual Golf Tournament in April 2009.

Please contact Chapter Administrator Jennifer Wagner at [cfma-chlt@carolina.rr.com](mailto:cfma-chlt@carolina.rr.com) for more information.



*Charlotte Chapter President John Dee (left) and chapter member Dale Fite of Tyler 2 Construction flank Executive of the Year recipient Katie Tyler of Tyler 2 Construction.*

## CFMA Regional/Statewide Conference Review

The Eighth Annual CFMA Carolinas Construction Conference was held on November 4-5, 2009, at the Grandover Resort in Greensboro, NC with 128 people attending from Virginia, North Carolina, South Carolina and Georgia, including CFMA President and CEO, Peter Schwartz and CFMA National Vice Chairman, Mel BurgEs, CCIFP. The conference is sponsored by CFMA's three North Carolina Chapters—**Charlotte, Piedmont, and Triangle**. The Conference opened with sessions on "NCACPA Ethics" and Preparing Financial Statements with Integrity." The event started Thursday morning with a presentation on "Six Steps to Creating a Fired-Up Workforce." Other sessions presented Thursday were Banking – How to get Credit in this Market, NC Lien Law, Remaining Union Free in a Reinvigorated Labor Movement, US/NC Economic Update, and a CEO Panel Discussion on Navigating the Current Construction Environment.

On September 17, 2009, the **Colorado Chapter** held the 2009 CFMA Colorado Construction Conference in the beautiful foothills of Denver, Colorado. Fifty members and speakers participated in the annual conference. CFMA National Chairman Jason Henley, CCIFP, CFO of D.F. Chase, Inc. attended the conference and discussed the benefits of being a CFMA member and the status of CCIFP certification across the organization. Conference topics included trends in U.S. construction, government contracting, accounting & tax updates, health reform, surety & insurance updates, and legal issues affecting the construction industry. A networking reception followed the conference.

A record 65 people, including CFMA President & CEO, Peter Schwartz, attended the 7th Annual Louisiana Joint CFMA Conference held on August 6-7, 2009, at the Loews Hotel in New Orleans, LA. Jointly presented by the **Southeast Louisiana and SouthCentral Louisiana Chapters**, the conference featured sessions on Managing IT, Electronic File Maintenance, Impact of the Stimulus Package on Tax Planning, and Business Planning.

Jointly presented by the **Iowa, Kansas City, Nebraska, and Siouxland Chapters**, the 5<sup>th</sup> Annual Heartland CFMA Conference drew approximately 80 people on October 1-2, 2009, at the Ameristar Hotel & Casino in Council Bluffs, Iowa. CFMA President & CEO, Peter Schwartz, attended the Conference. Topics included the ABC's of Risk Management, a Panel of CFOs discussing "What Keeps CFOs Up At Night," A Strategic Approach to Health Risk Management, Surviving the Recession of 2009-10, Leading through Turbulent Times, and Leading Across Generations. In addition to excellent sessions, attendees were given ample opportunity to network during an evening reception.

The 6<sup>th</sup> Annual Mid Atlantic Conference was held at the Hyatt Regency in Philadelphia, PA on September 20–21, 2009. The conference began with a Sunday evening of dinner and dancing on the Spirit of Philadelphia that sailed the Delaware River. CFMA President & CEO, Peter Schwartz, welcomed the crowd of 70 on Monday. The day's programs included a panel discussion on project financing, the latest accounting and auditing regulation changes, and Cash Flow Management Practices presented by FMI. Luncheon speaker Ken Simonson, Chief Economist of the AGC, presented an outlook of the economy and the stimulus bill effects. The conference is jointly presented by the Central **Pennsylvania, Delaware, Greater Berks-Lehigh Valley, Greater Pittsburgh, Maryland, and Philadelphia Chapters**.

Approximately 90 people attended the **Twin Cities Chapter's** 5th Annual CFMA Day on Wednesday, November 5, 2009, in Minneapolis, MN. General sessions included a construction forecast, a motivational keynote speaker, and a social networking guru. Breakout sessions covered fraud, investment strategies, the stimulus package, employment law, and trends in Twin Cities architecture. CFMA COO, Brian Summers, CAE, and CFMA Director of Chapter Services, Mike Molaro, discussed the Association's strategic initiatives.

# Highlights of CFMA's Executive Committee Meeting

CFMA's Executive Committee met on November 14, 2009, in St. Pete Beach, FL. Below are the highlights of that meeting:

- CFMA National Chairman, Jason Henley, CCIFP, provided a progress report on specific items from the July 24, 2009 meeting held in Newark, NJ.
- CFMA President & CEO, Peter Schwartz, presented an overview of current initiatives being undertaken at Headquarters.
- A group exercise focusing on CFMA's Executive Chapter and Member Connection Program identified four common themes of challenges facing chapters as Membership Growth & Retention; Succession & Strategic Planning and Execution; Increasing Membership & Leadership Participation; and Increasing the Value of National CFMA to the Chapters.
- A group exercise focused on the optimum relationship between the ICCIFP and CFMA.
- A Dues Task Force report highlighted the recommendation to change a new member's first-year membership dues billing to a calendar year and prorating the second year's membership to the anniversary date.
- Reports provided summary highlights of action plans of CFMA's four strategic goals: Recognition of the Value of CFMA Membership, Body of Knowledge, National/Chapter Partnership, and Association Growth and Development.
- Updates were provided on the 2010 Annual Conference & Exhibition, **2010 CFMA at Spring Creek**, Finance Committee, and Investment Subcommittee.

The next meeting of CFMA's Executive Committee is March 26, 2010 in Nashville, TN.

Please contact CFMA President & CEO, Peter Schwartz, at [pschwartz@cfma.org](mailto:pschwartz@cfma.org) for more information on any of the above items.

## Certification Update

Please join us in congratulating the following CCIFPs, who passed the certification exams held in October 2009. We wish them continued success in their careers. Congratulations on your outstanding achievement!

Mr. Francisco J. Cestero  
Ms. Erika L. Cundiff  
Mr. Scott A. Fairfgrieve  
Ms. Anna L. Fisher  
Ms. Sarah H. Franatovich  
Mr. Eduardo E. Gallardo  
Mr. Christopher M. Gewain  
Ms. Samantha M. Hutchison  
Ms. Valerie G. McGuire  
Mr. Charles Plumhoff  
Mr. Luther S. Salonen  
Mr. Charles W. Sommer  
Mr. Brian O. Tunnelle  
Ms. Amy E. Walters  
Mr. Daniel P. Williams  
Mr. Jae H. Won

### 2009/10 CCIFP Examination Schedule

Schedule is updated regularly online at [www.iccifp.org](http://www.iccifp.org)

**January 8, 2010**—Charleston, WV

**June 26, 2010**—Kona, HI

Please contact ICCIFP Executive Director Erica O'Grady at [eogrady@iccifp.org](mailto:eogrady@iccifp.org) for more information.

# 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 you 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.

# 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 enjoy-

able 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.

# 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.

## 2009 CFMA at Spring Creek

Forty-three people, including 36 chapter leaders, attended **2009 CFMA at Spring Creek** at the Wort Hotel in Jackson, WY. Session One was Oct. 3-6 and Session Two was Oct. 8-11. Facilitated by Grand Dynamic, Inc., of Jackson, WY, the Retreat earned evaluations of 9.31 and 9.0, respectively, out of a possible 10. Attendees received 16 CPE credits.

Included in the attendees were CFMA National Vice Chairman, Mel BurgEs, CCIFP; CFMA President & CEO, Peter Schwartz; CFMA COO, Brian Summers, CAE; CFMA Director of Chapter Services, Mike Molaro; ICCIFP Chairman Marj Weber, CCIFP; and Elizabeth Killackey (Session One) and Michele Duncan (Session Two), of Arch Insurance Group.

We would like to thank Arch Insurance Group for its generous sponsorship of the Retreat and Chubb for sponsoring two full scholarships.

**CFMA at Spring Creek** promotes leadership skills, fosters creativity, creates enthusiasm, and provides chapters with a highly effective succession planning tool, an opportunity for incoming presidents to learn proven chapter management skills, and confident, energized leaders.

The Retreat features innovative growth and self-discovery opportunities in an inspiring meeting setting, interaction with other chapter leaders and Headquarters staff, an expanded network of involved CFMA members, and memorable experiential learning encounters. It also briefs attendees on CFMA's history, structure, and upcoming initiatives and prepares them for the challenges of chapter leadership.

Here's what some of the attendees have to say about **2009 CFMA at Spring Creek**:

*"Excellent tool for leadership growth, building confidence, and generating ideas for enhancing your chapter."*—Patrick J. Hickey, President, Long Island Chapter

*"Attend and participate, even out of your comfort zone. It will have a profound impact on your personal and professional life."*—Jerry Larrieviere, VP, Southeast Louisiana Chapter

*"Take the time to attend—you will be blown away with the experience!"*—Tom Mawhinney, BOD Member, Maryland Chapter

*"It was incredible, amazing, practical, worth the cost, and a must do for everyone seeking more in their life journey, and a definite must as a CFMA leader or leader to be."*—Sherri Cuellar, VP, South Sound Chapter

*"Unbelievable experience! Don't miss the opportunity. The personal growth that you get from the Retreat is fantastic."*—Alan Hintz, President, Kansas City Chapter

*"A life-changing experience."*—Kristin Glanville, VP, Portland Chapter

*"You HAVE to go. The personal growth in leadership, renewing passion, and thinking outside the box puts this Retreat over the top."*—Jake Liebler, President, Central Virginia Chapter

*"This experience changed my life!"*—Kari Juvera, VP, Albuquerque Chapter

Information about next year's Retreat will be sent to chapter leaders in early 2010.



# Education

## End of the Year Inventory Reduction Sale!

Save 20% on CFMA's most popular classroom courses!  
*CFMA's Education Department has excess inventory of workbooks.*

Your chapter will save money by ordering CFMA's CPE educational materials now and holding the class when it suits your members.

Save \$20 on each Basics & CCIFP Overview Seminar workbook!

Regularly \$100 each – Now just \$80 a workbook!

Save \$13 on each 4-hour class workbook!

Regularly \$65 each – Now just \$52 a workbook!

You will receive the PowerPoint presentation & the complete Instructor Guide for every class you order during this sale. PowerPoint presentations are valid through June 30, 2010.

**\*\*Workbooks are not refundable. All sales are final.\*\***

## Here's what's available:

### 8-hour classes – \$80 each

35 Basics  
65 CCIFP Overview Seminar

### 4-Hour Classes – \$52 each

50 Cash Management  
10 Emergency Management Planning  
70 Project management  
60 Risk Management

*Orders will be fulfilled on a first-come, first-served basis.  
Supplies are limited to the inventory shown here.*

*A sale like this doesn't come along every year – so take advantage of these HUGE savings –*

**Order your CFMA educational materials today!**

*All courses provide CPE credits. UPS ground shipping charges apply.*

Visit [http://cfma.org/chapter\\_programs](http://cfma.org/chapter_programs) to learn more about CFMA's educational chapter programs, visit [http://cfma.org/elearning\\_partners](http://cfma.org/elearning_partners) for more information about CFMA's e-learning partners and programs, and visit <http://cfma.org/pubs/book.asp> for CCIFP resources and CCIFP Overview Seminar information.

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CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION

**CFMA**

The Source & Resource for Construction Financial Excellence

The banner features a group of four professionals (three men and one woman) in business attire, a yellow hard hat, and a blue calculator. The background includes a city skyline and a financial spreadsheet.