



WWW.CFMA.ORG

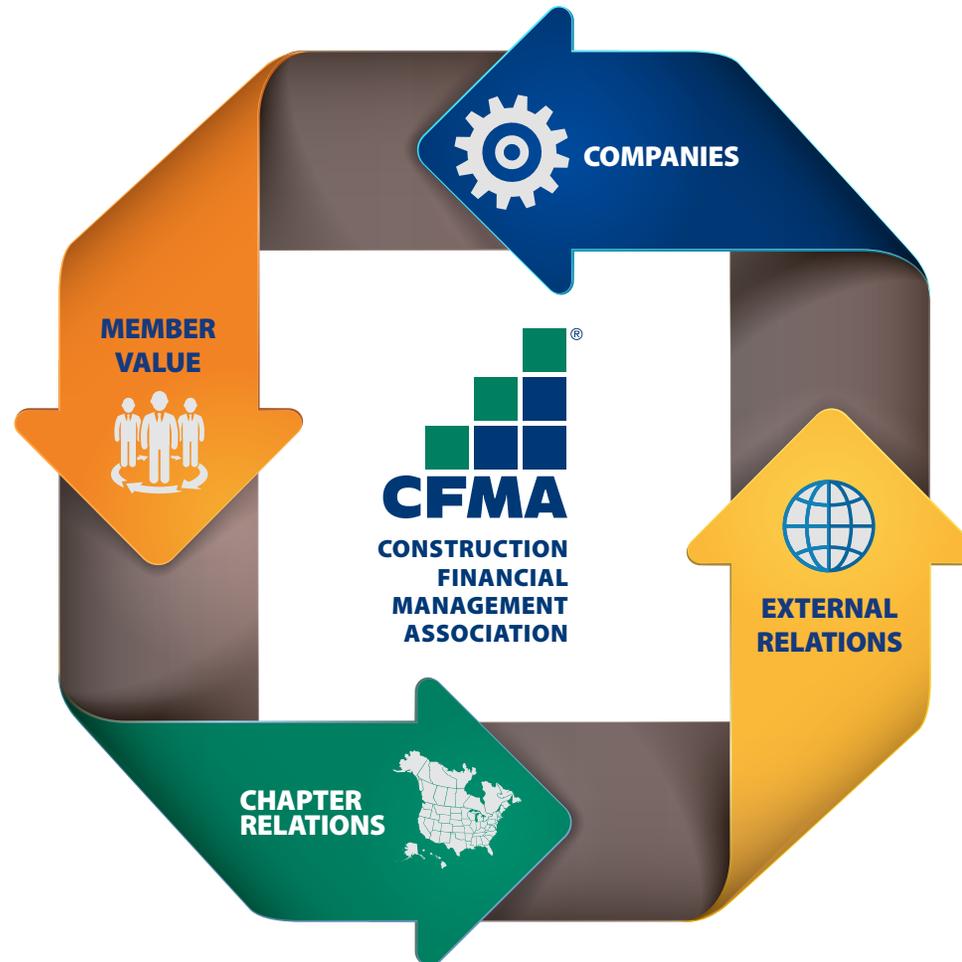


ANNUAL REPORT

2016-17

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 **VIEWPOINT**
CONSTRUCTION SOFTWARE®

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It has truly been an honor and privilege to serve as CFMA's Chairman this past year with a continued focus on CFMA's Strategic Plan. I am proud of the commitment, hard work, and accomplishments of my fellow Officers, the Executive Committee, committee volunteers, and the entire CFMA HQ staff.

Member Value

With a focus on increasing the number of respondents for the Construction Financial Benchmark, we created a task force to condense the Construction Financial Benchmark Online Questionnaire and increase promotion to both General Members and CPA firms. As a result of these efforts, the amount of time to complete the Questionnaire was reduced to 30 minutes or less and yielded an increase of 349 total participants over the prior year for a total of 869 participants. The task force also increased the number of CPA firms that submitted data for multiple clients from one firm to four firms.

Other Benchmarker improvements include having all the products available at www.financialbenchmarker.com, enhancements to the purchasing process, and the ability to select the year in the peer group comparison area.

A new product in development this year is the CFM Academy, which is slated for release in the summer of 2017. The CFM Academy satisfies an identified need for more comprehensive training for those new to the construction industry. It will provide a variety of educational resources for those with limited experience or who are brand new to construction financial management.

Companies

To show our members' companies the value and significance of CFMA's products, services, and educational offerings, CFMA published a special owner-focused edition of *CFMA Building Profits*. This compilation of previously published articles addresses common problems and challenges that construction business owners face on a daily basis. The issue was electronically distributed to all members and is available at www.cfmabponline.net/cfmabp/owner_issue.

Chapter Relations

CFMA welcomed three new chapters – Bluff City, Oklahoma, and Ozarks, bringing the total to 95. CFMA HQ staff and Officers made a combined 54 visits to 46 chapters, one chapter formation event, nine regional conferences (hosted by a total of 40 chapters), and four suicide prevention summits.

Also this year, nearly 60 chapter leaders attended CFMA at Spring Creek – the leadership retreat designed for individuals who want to become successful chapter presidents, excel in the workplace, and improve their work-life balance.

External Relations

CFMA's journey to promote awareness of mental health and suicide prevention has covered much ground since CFMA's 2016 Annual Conference & Exhibition. As we continue to strive to shatter the mental health stigma and create caring cultures within our companies, CFMA recently established the Construction Industry Alliance for Suicide Prevention (CIASP). The goal of the CIASP is to provide and disseminate information and resources for suicide prevention and mental health promotion throughout the construction industry. More than 20 organizations and industry associations have joined the CIASP to help create awareness of the problem, cultivate a culture of caring, and start the conversation in the workplace for the safety and well-being of all businesses' most important assets – their human capital.

Building It Forward

At CFMA's 2016 Annual Conference & Exhibition in San Antonio, I challenged the record-breaking crowd of about 1,300 total attendees to implement something (a product, a concept, an initiative, a connection, etc.) personally or professionally – and then commit it to someone to keep "Building It Forward."

Throughout the year, I continued challenging members in *CFMA Building Profits* via my Chairman's messages. I have heard from so many of you – even from some of the people to whom you've committed – that I know great things are being implemented in our companies and our lives.

Please keep that momentum going as you attend CFMA events and continue Building It Forward!



Kenneth L. Chiccotella,
CCIFP

CFMA's 2016-17 Chairman
Controller, Kirlin Carolinas, LLC
kchiccotella@jkkllc.com
919-526-1506

I have heard from so many of you – even from some of the people to whom you've committed – that I know GREAT THINGS ARE BEING IMPLEMENTED in our companies and our lives.

President & CEO's Message



Stuart Binstock
CFMA's President & CEO
sbinstock@cfma.org
609-945-2429

Our Association experienced another financially strong year in FYE 2017 as we continued to increase member value. One major accomplishment that affirms this effort is that we exceeded 8,000 members for the first time in CFMA's history!

CFMA primarily seeks to provide our members with top-notch education and networking opportunities. While these elements take place at both the chapter level and throughout North America, I will focus my comments on our association-wide efforts.

Overall, CFMA's education programs reached more than 8,000 attendees, which is a 12% increase from last year, and non-member participation in CFMA's online education was also higher than last year.

CFMA members continue to find value in our monthly webinar series as attendance increased by 23% from last year. Webinars received an average rating of 9.3 (out of 10), which is slightly higher than last year's 9.2. The highest-rated webinar, "Uniting the Construction Industry behind Suicide Prevention," was presented by Michelle Walker, Cal Beyer, and Bob Swanson and received a 9.7. The other perennial favorite webinar by Anirban Basu, "Markets, He Wrote: Looking for Clues to Forecast the 2017 Economy," received a 9.5.

Of the 17 webinars held in FYE 2017, seven boasted more than 400 attendees – a first for CFMA. The webinar with the highest attendance was "Implementing Revenue Recognition – Where Do I Start?" with 594 attendees.

CFMA also held 14 Online Courses this year. While overall attendance dropped slightly due to fewer programs, average attendance per program rose almost 20% from the previous year. And, the average rating for Online Courses stayed at 9.2. Linda Clifford received 9.5 – the highest score for any CFMA Online Course – for the four-hour A&R program in October.

At the chapter level, both the Pittsburgh and Middle Tennessee Chapters held blended learning programs – a relatively new offering in which attendees view an archived CFMA webinar and then further the discussion in person with a subject matter expert.

CFMA also implemented the electronic CPE process that mimics how Conference attendees obtain their CPE certificates. Nine chapter events and five regional conferences used this process, providing more than 1,700 people the opportunity to receive their CPE certificates electronically.

We also focused our efforts to support chapters financially. In addition to the \$3,000 in Support, Training, And Resources (STAR) Program funds that each chapter is eligible to receive, CFMA's Principal Partner Program provided for a total contribution of \$54,000 to CFMA's nine regional conferences in FYE 2017. This is yet another example of how the Principal Partner Program has benefited CFMA members.

A Look Ahead

We launched a pilot program to develop CFMA Peer Groups in 2016. After a successful year, we are thrilled to fully launch the Peer Group Program in FYE 2018, with 185 participants in 18 Peer Groups. We are excited to see this program come to fruition.

Another exciting program we are set to launch in FYE 2018 is the CFM Academy, as mentioned on the previous page. We have spent a considerable amount of time researching, planning, and developing this program, and believe it will fill an important education niche not only for younger members, but also for those who are new to the construction industry. Stay tuned for its official launch date.

We continue to deliver member value in new and different ways, particularly regarding our educational efforts. I thank CFMA's volunteer leadership and HQ staff for working hard to meet our members' needs. I encourage you to let me know how we can continue to deliver more value to your CFMA membership.

WE CONTINUE TO DELIVER MEMBER VALUE

in new and different ways,
particularly regarding our
educational efforts.
I thank CFMA's volunteer
leadership and HQ staff for
working hard to meet
our members' needs.

2016-17 **Officers**



CHAIRMAN
Kenneth L. Chiccotella, CCIFP
Member Since 1998
 Controller, Kirlin Carolinas, LLC
 Raleigh, NC



VICE CHAIRMAN
Samantha M. Hutchison, CCIFP
Member Since 1999
 CFO, Brookstone, L.P.
 Houston, TX



TREASURER
Joe McLaughlin, CCIFP
Member Since 2005
 Chief Accounting Officer,
 Austin Industries
 Dallas, TX



SECRETARY
Asif Choudhury
Member Since 2007
 President, Bahar Consulting
 Bethesda, MD



IMMEDIATE PAST CHAIRMAN
J. Brad Robinson, CCIFP
Member Since 2001
 Head of Treasury Services,
 Lendlease
 Charlotte, NC

2016-17 Executive **Committee**



Bob Biehl, CCIFP
Member Since 1997
 Director of Construction
 Industry Services, GBQ
 Partners LLC
 Columbus, OH



Kevin Booth, CCIFP
Member Since 1994
 CFO, WestCor Companies
 Las Vegas, NV



Michelle Eastman, CCIFP
Member Since 2004
 CFO, North Mechanical
 Contracting, Inc.
 Indianapolis, IN



Ben Ellingson
Member Since 2004
 Partner, Eide Bailly LLP
 Mankato, MN



Tracey Fenolio, CCIFP
Member Since 2004
 Controller,
 FCL Builders, LLC
 Itasca, IL



Kevin Foley, CCIFP
Member Since 1998
 CFO, Madison Concrete
 Construction
 Malvern, PA



Pamela Hepburn, CCIFP
Member Since 1997
 Vice President,
 OCP Contractors, Inc.
 Holland, OH



Pam Hummel
Member Since 1990
 Strategic Sales Manager,
 National Accounts,
 Dodge Data & Analytics
 Long Beach, CA



Bryan Johnson, CCIFP
Member Since 2003
 Controller, Harcon, Inc.
 Alpharetta, GA



Kari Juvera, CCIFP
Member Since 2004
 VP of Finance, Enterprise
 Builders Corporation
 Albuquerque, NM



John Rogoz, CCIFP
Member Since 1994
 VP of Finance,
 Kraus-Anderson
 Construction Company
 Minneapolis, MN



Kevin Schlueter
Member Since 1994
 President, WPA North
 America
 Des Moines, IA

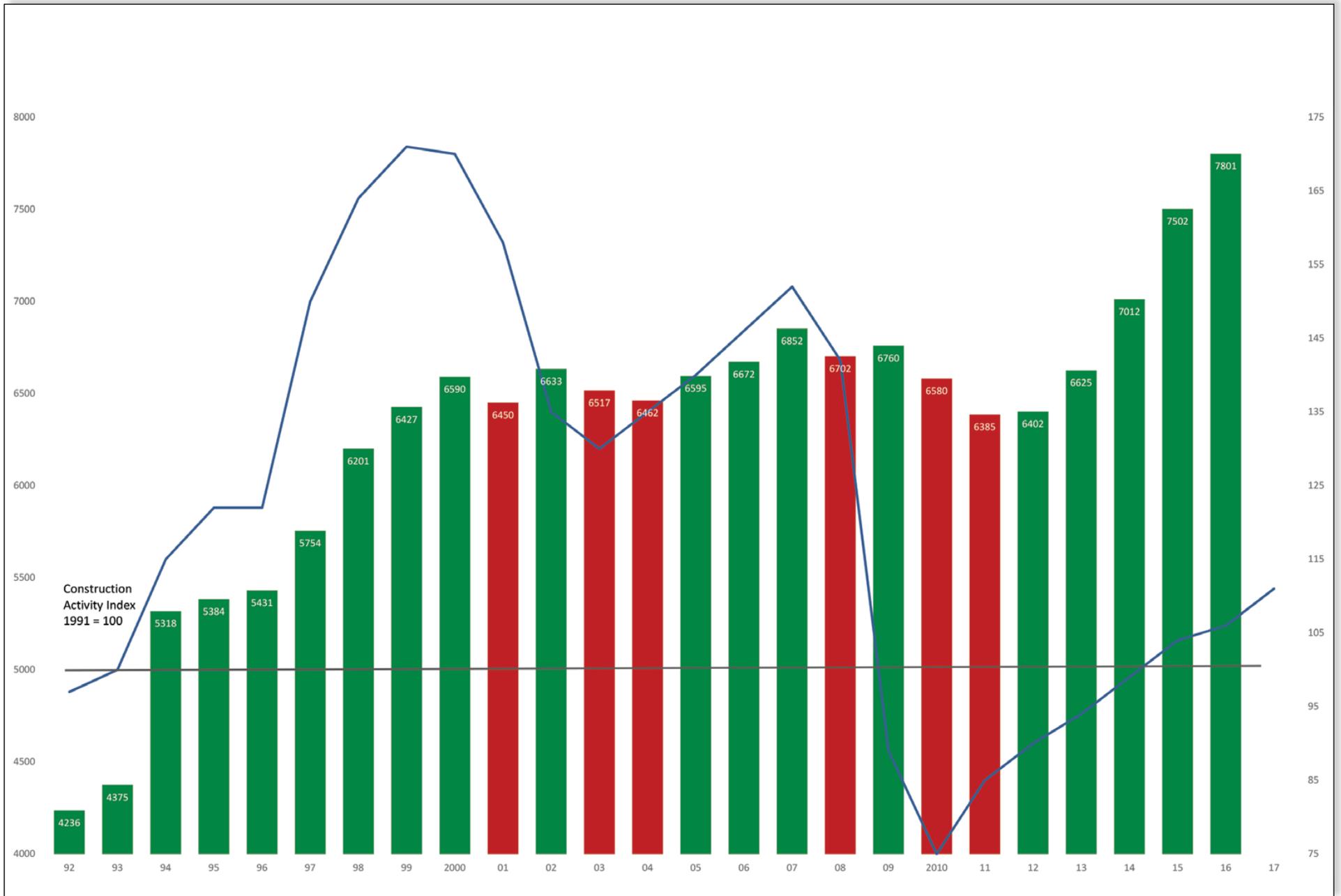


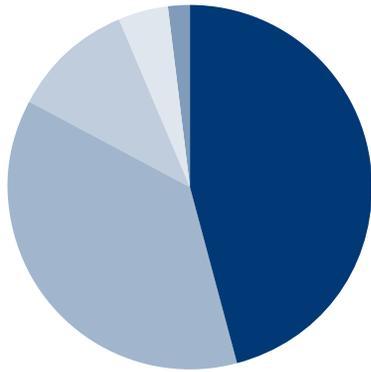
Michael Sobolewski
Member Since 2005
 Partner - Private
 Company Services,
 PricewaterhouseCoopers
 Detroit, MI



Phil Zak, CCIFP
Member Since 1994
 Enterprise Customer Sales,
 Viewpoint Construction
 Software
 Boulder, CO

Net Active **Member Head Count** (as of December 31, 2016)

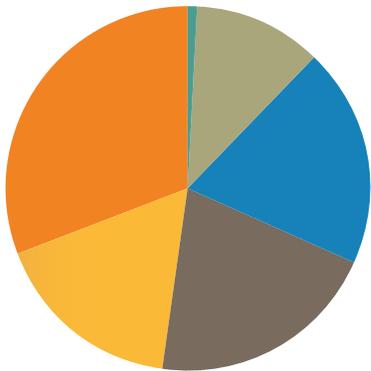




BREAKDOWN OF INDUSTRY CLASSIFICATION OF

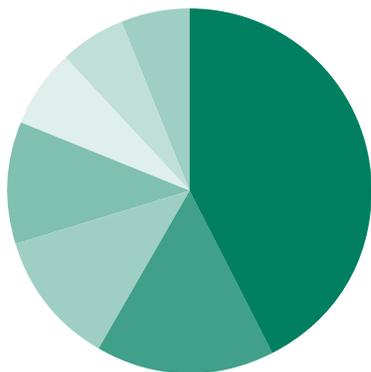
GENERAL MEMBER COMPANIES

- General Contractor 44%
- Specialty Trade 36%
- Heavy/Highway Contractor 10%
- Construction Management 5%
- Other Industry Classification 4%



BREAKDOWN OF COMPANY REVENUE

- Less than \$1,000,000 1%
- \$1,000,001 to \$10,000,000 11%
- \$10,000,001 to \$25,000,000 20%
- \$25,000,001 to \$50,000,000 20%
- \$50,000,001 to \$100,000,000 17%
- \$100,000,001 and above 31%



BREAKDOWN OF INDUSTRY CLASSIFICATION OF

ASSOCIATE MEMBER COMPANIES

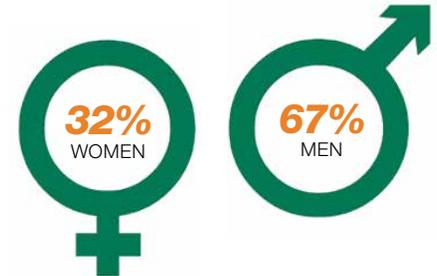
- Public Accounting Firm 43%
- Insurance Agency/Carrier 16%
- Surety Firm 12%
- Other Industry Classification 11%
- Software/Hardware 7%
- Banking Firm 6%
- Law Practice 6%

About CFMA Members

4,929 / 63%
GENERAL MEMBERS

2,874 / 37%
ASSOCIATE MEMBERS

(as of March 6, 2017)



43.2 YEARS
MEDIAN AGE OF NEW GENERAL MEMBERS JOINING IN CALENDAR YEAR 2016

8.4 YEARS
AVERAGE MEMBER TENURE



MEMBERSHIP RETENTION RATE

85.5%

AS OF JULY 1, 2016

RETENTION RATES IN PREVIOUS YEARS

- 2015: 86%
- 2014: 86.6%
- 2013: 86%

Member Value

Members will regard CFMA as the essential construction financial resource, and CFMs will be viewed as leaders in the construction financial industry and an indispensable part of their companies' leadership team.

- Increase members' engagement
- Increase ease of access to construction industry financial information
- Improve the value and quality of CFMA communications
- Increase the number of highly-valued and sought-after CFMA products, services, and educational offerings
- Promote the CCIFP designation as essential within the construction industry

E-NEWSLETTER REDESIGN TO ENHANCE READABILITY



28% OPEN RATE
25% CLICK-THROUGH RATE



24% OPEN RATE
14% CLICK-THROUGH RATE



869
CONSTRUCTION
FINANCIAL
BENCHMARKER
ONLINE
QUESTIONNAIRE
PARTICIPANTS

(+349 Participants
over prior year)

>200
CONSTRUCTION
FINANCIAL
BENCHMARKER
product purchases

>1,900
PEER GROUP
COMPARISON
REPORTS
generated



237 ATTENDEES
9.0 AVERAGE SESSION SCORE
432.5 CPE CREDITS AWARDED

TOPICS COVERED: prequalification, project management, information technology, surety bond claims, and employee recruitment



Launched
ON-DEMAND TESTING
and a simplified
three-step process for
application completion
and submission



1,891 CONNECTION CAFÉ
MESSAGES posted across
488 DISCUSSION THREADS
in General Inquiries

Chapter Relations

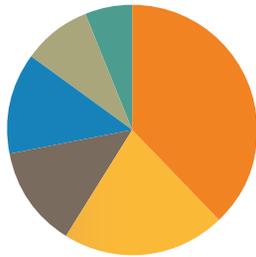
CFMA chapters will be vibrant, growing, and viewed by stakeholders as the best local educational and networking resource for construction financial professionals.

- Increase the consistency and quality of the CFMA chapter experience
- Increase awareness of the resources available to chapter leadership
- Increase the number of chapters that have strategic and succession plans in place
- Increase the use of Chapter Administrators or an alternative administrative option

STAR (SUPPORT, TRAINING, AND RESOURCES) PROGRAM



70 CHAPTERS utilized STAR Program funds in 2016-17



- Chapter Administrative Expenses **38%**
- CFMA Speaker Program **21%**
- Chapter Marketing Expenses **13%**
- Chapter Education Programs **13%**
- CFMA Education Programs **9%**
- Strategic Planning **6%**

\$189,000



STRATEGIC PLANS

2016-17 **35 CHAPTERS** held strategic planning sessions

2015-16 **20 CHAPTERS** held strategic planning sessions



SUCCESSION PLANS

2016-17 **43 CHAPTERS** had succession plans in place

2015-16 **47 CHAPTERS** had succession plans in place



CHAPTER ADMINISTRATORS

2016-17 **42** Chapter Administrators

2015-16 **29** Chapter Administrators

FORMATION OF THREE NEW CHAPTERS

Bluff City



Oklahoma



Ozarks



2016-17
57 ATTENDEES representing
52 CHAPTERS

2015-16
60 ATTENDEES representing
57 CHAPTERS

Companies

Companies will recognize the significant value of CFMA education and engagement as an essential investment in their success.

- Increase effective communication of the value of CFMA products, services, and educational offerings
- Increase effective utilization of CFMA member benefits, with a special emphasis on educational offerings
- Increase communication of CFMA member benefits from member to owner
- Raise visibility with owner-focused construction industry organizations
- Increase the number of multiple general members from the same company

SUCCESSFULLY CONDUCTED
PEER GROUP PILOT PROGRAM

EIGHT PEER GROUPS FORMED
WITH MORE THAN
60 PROFESSIONALS PARTICIPATING

FORMAL PROGRAM ROLLED OUT TO
GENERAL MEMBERSHIP WITH MORE THAN
185 PARTICIPANTS IN
18 PEER GROUPS



"This peer group experience has been great. Learned a lot and it has also been fun. Thank you, CFMA, for your commitment to and support of the program."

SUSAN M. KIRBY
Associated Electrical Contractors, LLC
Chicago Chapter



LEADERSHIP PROGRAMS

50
ATTENDEES

9.3
OVERALL SCORE

TOPICS COVERED:

*trust and credibility as a leader,
empowering and coaching the team,
and leadership challenges*

CONSTRUCTION COMPANY OWNER ISSUE OF CFMA BUILDING PROFITS



- Articles focused on managing millennials, benchmarking, and succession planning
- Mailed to ENR Top 400 CEOs without CFMA member representation
- Delivered electronically to all General Members and promoted in CFMA's *Bottom Lines*
- Available at www.cfmabponline.net/cfmabp/owner_issue

Partnerships Providing
**MEMBER
COST-SAVINGS
PROGRAMS**



FLEET MANAGEMENT



External Relations

CFMA will be the recognized authority in advancing sound financial and accounting practices in the construction industry and the leading resource for education and financial information.

- Increase association influence as a thought leader in the construction industry
- Increase collaboration with other industry-related organizations



Agreement to assist in collection of up to 1,000 additional participants for 2017 Construction Financial Benchmarker Online Questionnaire



Purchased customized 2016 Construction Financial Benchmarker PDF Results



Purchased customized 2016 Construction Financial Benchmarker PDF Results

CPA FIRMS

Four accounting firms contributed financial data from 25 or more client participants to the 2016 Construction Financial Benchmarker Online Questionnaire



"The industry-wide sample size, abundance of detail, and quantitative analytics make the Financial Benchmarker the premier source of construction industry information available today. We greatly appreciate CFMA's care and diligence in providing this information!"

DANIEL BOYLE, CCIFF
SCQ, Inc.



confindex™

QUARTERLY RESULTS



June 2016



September 2016



December 2016



March 2017



CFMA-SUPPORTED INITIATIVES

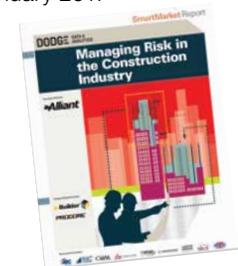
Third year of partnership on the JBKnowledge Annual Construction Technology Report

Released November 2016

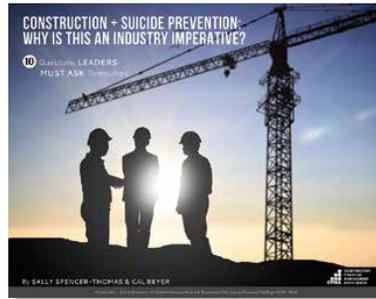


Research Partner with Dodge Data & Analytics' SmartMarket Report

Released January 2017



**>6 MILLION READERSHIP REACH
THROUGH TARGETED PRESS RELEASES**



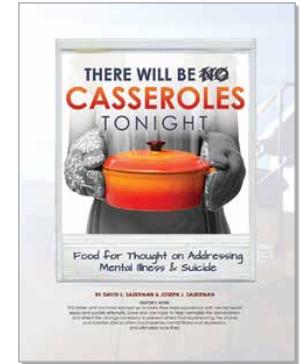
Construction + Suicide Prevention: Why Is This an Industry Imperative?

BY DR. SALLY SPENCER-THOMAS & CAL BEYER
CFMA BUILDING PROFITS
NOVEMBER/DECEMBER 2016



Construction + Suicide Prevention: 10 Action Steps Companies Can Take to Save Lives

BY DR. SALLY SPENCER-THOMAS
CFMA BUILDING PROFITS
JANUARY/FEBRUARY 2017



There Will Be No Casseroles Tonight: Food for Thought on Addressing Mental Illness & Suicide

BY DAVID L. SAUERMAN & JOSEPH J. SAUERMAN
CFMA BUILDING PROFITS
MARCH/APRIL 2017



Resource posters with original design inspired and created by CFMA'S VALLEY OF THE SUN CHAPTER IN ASSOCIATION WITH THE JP GRIFFIN GROUP



"Thanks to Cal Beyer's passion and drive, CFMA is pushing toward a mission of zero suicide and eliminating stigma surrounding mental illness. With the formation of the Construction Industry Alliance for Suicide Prevention, we are at the leading edge of this critical initiative — uniting the construction industry behind establishing preventive measures in the workplace that will change the statistics of suicide deaths in our workforce."

MICHELLE WALKER, CCIIP
Specialized Services Co.
Valley of the Sun Chapter

EDUCATION PARTNERSHIPS

with multiple owner-focused organizations provided access to CFMA Webinars at a discounted price.



INCREASED PARTNERSHIPS

around use of CFMA Education and other content areas



Sage continued its partnership with CFMA to deliver quality, accessible education programs to CFMA members and to the construction industry overall.



EDUCATION OFFERINGS BY THE NUMBERS

	2016-17	2015-16
Total Number of EDUCATION PROGRAM ATTENDEES	7,901	7,237
Average WEBINAR ATTENDANCE	380	326
Average WEBINAR SCORE	9.3	9.2
Average ONLINE COURSE ATTENDANCE	98	77
Average ONLINE COURSE SCORE	9.2	9.2

ELECTRONIC CPE FOR CHAPTERS

1,748 CERTIFICATES

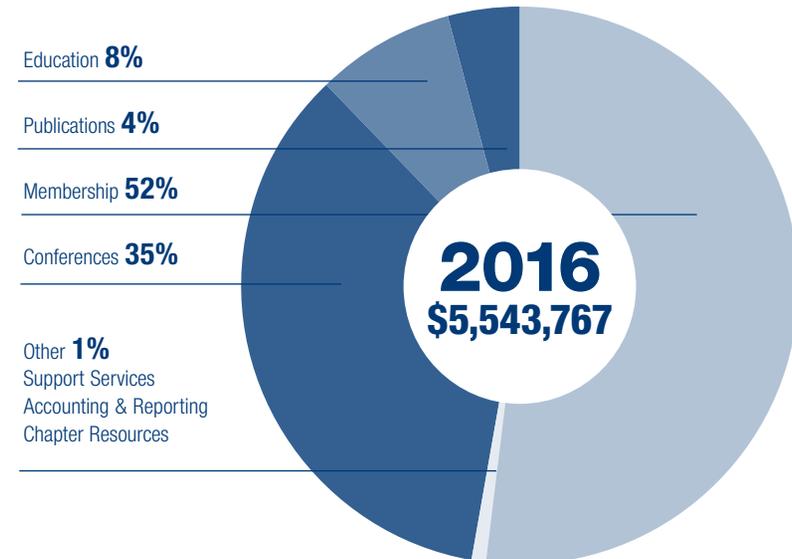
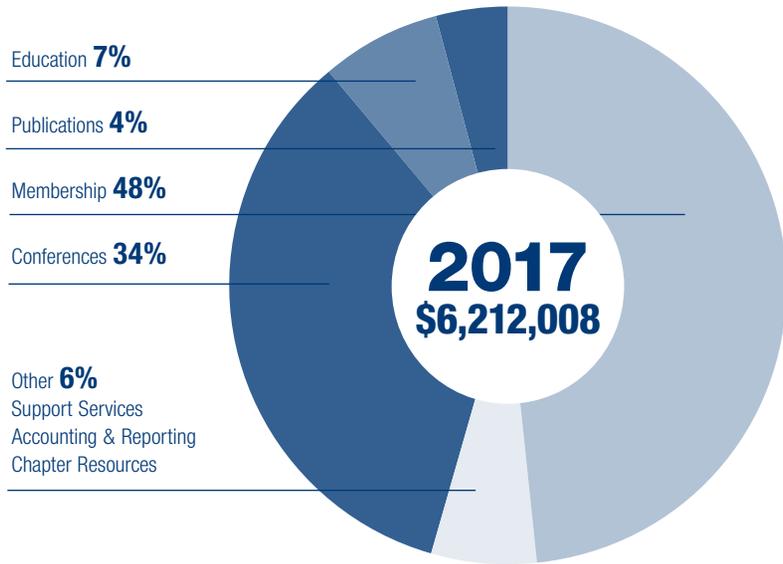
16 PROGRAMS INCLUDING **FIVE** REGIONAL CONFERENCES, **12** CHAPTER CLASSROOM COURSES, AND **ONE** CHAPTER EVENT



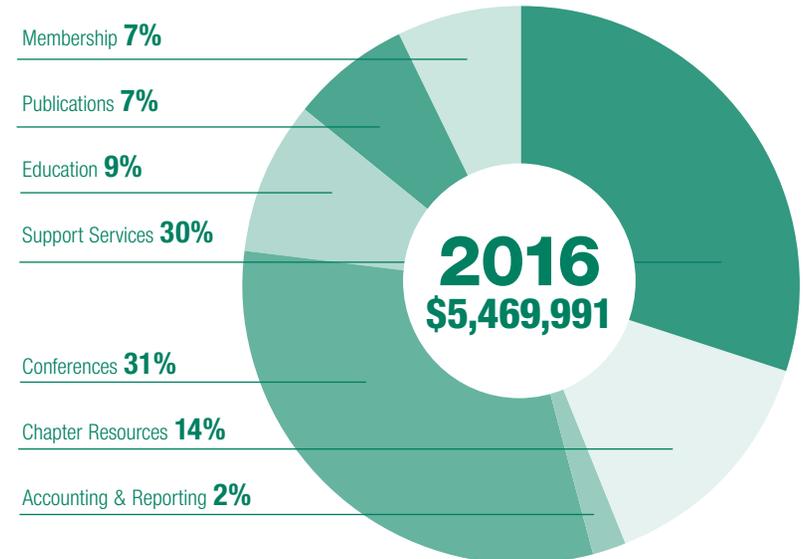
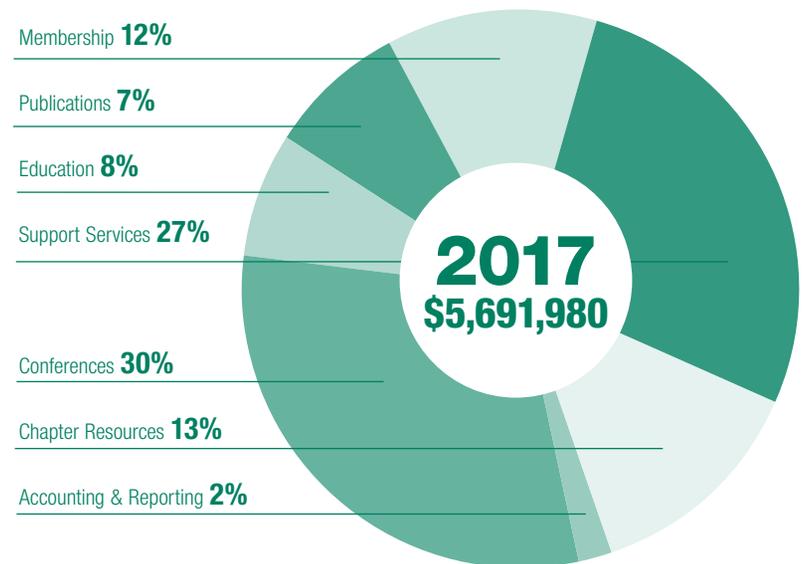
"CFMA Webinars provide the opportunity to stay current on industry advancements and are a nice benefit for the membership."

RICHARD SCHOOS
J.F. Cook Co., Inc.
Milwaukee Chapter

Sources of *Revenue*



Centers of *Expense*



Financial Statements (Unaudited)

Construction Financial Management Association

STATEMENT OF FINANCIAL POSITION

Year Ends March 31	2017	2016
CURRENT ASSETS:		
Cash and Cash Equivalents	\$1,699,903	\$1,732,702
Investments at Fair Value	5,696,058	5,001,063
Accounts Receivable, Net	-	3,843
Prepaid Expenses	165,763	129,142
Due from Affiliate	7,601	6,664
Accrued Revenue	144,690	217,433
TOTAL CURRENT ASSETS	7,714,015	7,090,847
Deposits	78,527	32,927
Furniture, Equipment & Software, Net	111,624	136,131
TOTALS	\$7,904,166	\$7,259,905
LIABILITIES AND NET ASSETS:		
CURRENT LIABILITIES:		
Accounts Payable and Accrued Expenses	182,678	239,361
Due to Chapters	293,370	246,245
Deferred Events Revenue	1,482,599	1,339,728
Deferred Membership Dues	2,067,581	2,071,649
TOTAL CURRENT LIABILITIES	4,026,228	3,896,983
Deferred Rent	126,968	145,328
TOTAL LIABILITIES	4,153,196	4,042,311
NET ASSETS		
Undesignated	1,217,622	1,217,594
Designated for Operations	2,250,000	2,000,000
Temporarily Restricted – STAR Program	270,000	-
Total Net Assets	3,737,622	3,217,594
TOTALS	\$ 7,890,818	\$ 7,259,905

STATEMENT OF ACTIVITIES

Year Ends March 31	2017	2016
CHANGES IN UNRESTRICTED NET ASSETS:		
Revenue & Other Support:		
Membership Dues and Formation	\$3,011,535	\$2,881,335
Chapter Support	15,000	11,990
Conferences	2,107,552	1,953,174
Education	435,383	456,615
Publications	274,359	208,704
Accounting and Reporting	133,737	147,971
Dividends and Interest	57,071	68,445
Totals	6,034,637	5,728,234
Realized and Unrealized Gains (Losses) on Investments	177,371	-184,467
TOTAL REVENUE AND OTHER SUPPORT	\$6,212,008	\$5,543,767
EXPENSES:		
MEMBER AND FORMATION:		
Membership and Formation	383,782	397,596
Chapter Resources	761,333	751,833
Conferences	1,687,401	1,683,063
Education	455,917	474,562
Publications	400,486	388,227
Accounting and Reporting	141,309	120,091
SUPPORT SERVICES:		
Management and General	1,506,939	1,299,813
Executive Committee	117,976	167,213
Marketing	242,419	206,471
Certification Less Reimbursement from Affiliate	-5,582	-18,878
Totals	5,691,980	5,469,991
Change in Unrestricted Net Assets	520,028	73,776
NET ASSETS, BEGINNING OF YEAR	3,217,594	3,143,818
NET ASSETS, END OF YEAR	\$ 3,737,622	\$ 3,217,594

2017-18 **Chairman's Message**



Samantha M. Hutchison,
CCIFP

CFMA's 2017-18 Chairman
CFO, Brookstone, L.P.
SHutchison@brookstone-tx.com
713-683-8800

It's an honor to represent the members of CFMA as this year's Chairman; a role I'm excited to carry out with diligence, integrity, and passion. The theme of CFMA's 2017 Annual Conference & Exhibition is The Foundation for Success and will be my focus throughout the coming year.

A structure's foundation must not only be designed to accommodate the conditions and environment in which it exists, but also provide the strength required to support all that will rely on it in the future. CFMA is a key component of The Foundation for the Success of our members and their companies. Through the programming, content, member network, and initiatives underway as we carry out our strategic plan, CFMA delivers benefit to members, chapters, companies, and the construction industry. Here are some of the ways we help build strong foundations.

STAR Program

Now in its fourth year, the Support, Training, and Resources (STAR) Program has benefited chapters by providing more than \$550,000 to enrich the member experience through increased use of administrative support, CFMA speakers and education, marketing, and strategic planning. This program strengthens our chapters' foundations as they create value for their members. We hope all 95 chapters will make use of this subsidy in the coming year.

CFMA at Spring Creek

This annual retreat for chapter leaders will again be offered at no cost for one leader per chapter, along with a travel stipend. The 2016 program had two sold-out sessions with 57 chapter leaders benefiting from the knowledge, skills and networking received at this valuable three-day experience. Spring Creek develops individuals both personally and professionally and is considered an essential element of vibrant and successful chapters. We strongly encourage every chapter to participate.

Peer Groups

The network that exists among more than 7,800 CFMA members across 95 chapters in the U.S. and Canada is one of the most valuable benefits of membership. CFMA Peer Groups rolled out this year following a successful year-long pilot program. This program, open to all

General Members, offers a close connection with a small group of their peers in a confidential environment to share challenges and successes and to leverage the strength of the expertise of the group as the members seek solutions to improve their companies and their bottom lines.

CFM Academy

CFMA education is a key driver of member, company, and industry value as the sole provider with a singular focus on the needs of the construction financial professional and the wide bank of knowledge that is required to be successful.

The CFM Academy is our newest educational offering. This program of content will be designed and packaged together for those in the first three years of their career as a CFM, covering the core competencies of someone in construction finance. The CFM Academy will jumpstart the knowledge-gathering process of those new to the industry and will provide value for our members and their companies seeking to develop new talent who will ultimately grow into the future leadership of the company. The knowledge received in the early stages of one's career is the foundation on which his or her future success will be built.

With everything accomplished last year as we Built It Forward and the new initiatives we have underway, I look forward to the upcoming year, working alongside my fellow officers, Executive Committee members, and HQ staff to provide the network, education, and value each individual seeks in return for the investment in a CFMA membership.

I encourage everyone to explore and utilize all of the resources available to them as they build the Foundation for Success for themselves and their companies!

Through the programming,
content, member network,
and initiatives underway
as we carry out our
strategic plan,
CFMA DELIVERS
BENEFIT TO MEMBERS,
chapters, companies, and
the construction industry.



“The value of CFMA is so much more than direct financial ROI! The network of industry experts on topics as diverse as risk, technology, and legal issues, combined with the ability to easily access those resources via CFMA makes membership and participation priceless.”

PAM HUMMEL

Dodge Data & Analytics
Orange County Chapter



“Participation in the Heavy/Highway Subcommittee gave me the opportunity to become further engaged with CFMA and this industry segment. It’s a great way to learn about key issues facing the contractor community which I can take back and use in my ongoing work with various customers.”

GREG STEFAN

Arch Insurance Group
Georgia Chapter



“Thanks to CFMA, we hired a Controller. I had already gotten approval to renew my CFMA membership for this year, but this sure doesn’t hurt in convincing my employer to let me renew my membership. I am always proud to be part of such a great organization such as CFMA.”

SHARON VANCE, CCIFP

Middle Tennessee Chapter



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