



# WELCOME TO CFMA

**THE SOURCE & RESOURCE FOR  
CONSTRUCTION FINANCIAL PROFESSIONALS!**

When you join CFMA, you join a nationwide network of professionals dedicated to construction financial management. You tap into the premier source of education and information about the unique aspects of this challenging and rewarding career field. You connect with CFMA members and chapters from coast to coast. In short, you become part of the CFMA family – the only group of its kind dedicated to making you a success! Welcome aboard!!!

## REAL-WORLD BENEFITS

**CFMA Building Profits:**

Our outstanding bi-monthly magazine focusing on tax, accounting, risk management and technology issues.

**CFMA's Annual Conference & Exhibition**

Receive an excellent education every spring while you network nationally and regionally.

**Financial Management & Accounting for the Construction Industry:**

The definitive industry reference book, published by Matthew Bender Co. and updated annually by CFMA members.

**CFMA's 2006 Construction Industry Annual Financial Survey:**

Absolutely unique to the industry - construction's only financial performance report.

**CFMA's 2006 IT Survey for the Construction Industry:**

The perfect tool to compare your company's computer system with those of your peers.

**THE SOURCE:**

CFMA's Membership Directory. Your online resource for all the construction financial professionals who count!

**Chapter-sponsored Seminars and Professional Development Programs:**

Frequent events, closer to home, and an excellent forum for networking on a local and regional level.

CFMA has **89 chapters** across the country offering a complete program calendar.

[www.cfma.org](http://www.cfma.org): Your 24/7 virtual association.

CFMA's Membership Programs are generously underwritten by:



MANAGEMENT  
PLANNING, INC.



Contributions or gifts to the Construction Financial Management Association are not tax deductible as charitable contributions; however, they may be tax deductible as ordinary and necessary business expenses.

## CFMA Works in the Real World ...

"As a member of CFMA since 1985, this organization has been invaluable to me on all aspects of construction accounting, insurance, and contract law. In this time, I have also been able to NETWORK with literally hundreds of my cohorts nationwide on a variety of issues, and have been able to establish some valuable friendships."

*Don Stephens - Founder and Principal  
State Construction, LP*

"... from what I learned at the National Conference, it paid for my trip expenses in 3 months by simply renegotiating my bank fee structure."

*James P. Camarre - Controller,  
Mollenberg- Betz, Inc., Buffalo, NY*

"My CFMA experience has been outstanding! Not only has my involvement enhanced my financial skills, but the networking and information sharing has been invaluable in my professional development."

*Patrick D. Monea - VP/CFO,  
Granger Construction Company, Lansing, MI*

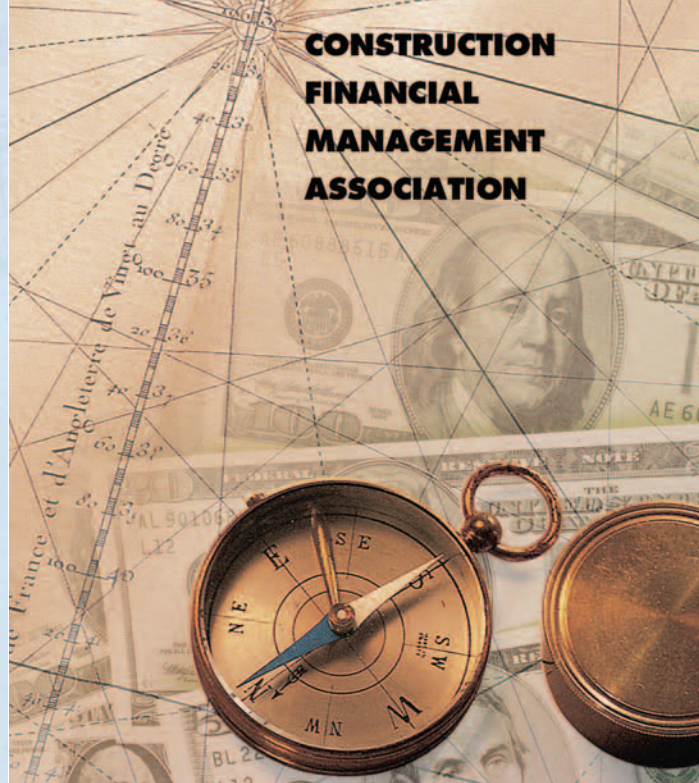
### ...CFMA will Work for YOU Too!

**GENERAL MEMBERS - SIC CODES**

<b>General Building Contractors</b>		
1521	Single-family housing construction	1741 Masonry and other stonework
1522	Residential construction	1742 Plastering, drywall, insulation
1531	Operative builders	1743 Terrazzo, tile, marble, mosaic work
1541	Industrial buildings and warehouses	1751 Carpentry
1542	Nonresidential construction	1752 Floor laying and floor work
xxxx	Interior construction	1761 Roofing and sheet metal work
		1771 Concrete work
		1781 Water well drilling
		1791 Structural steel erection
		1793 Glass and glazing work
		1794 Excavating and foundation work
		1795 Wrecking and demolition work
		1796 Installing building equipment
		1799 Special trade contractors
<b>Heavy Construction Contractors</b>		
1611	Highway and street construction	
1622	Bridge, tunnel, elevated highways	
1623	Water, sewer, utility lines	
1629	Heavy construction, other	
<b>Specialty Trade Contractors</b>		
1711	Plumbing, heating, air conditioning	6552 Subdividers and Developers
1721	Painting, paper hanging, decorating	8711 Engineering Services
1731	Electrical work	8712 Architected Services
		8713 Surveying Services
		xxxx Construction Manager
		xxxx Construction Material Suppliers
		xxxx Other (please describe on form)



## MEMBERSHIP



# APPLICATION



# CFMA MEMBERSHIP APPLICATION

General Member \$300

Associate Member \$400

Please return application and payment to CFMA Headquarters: CFMA • 29 Emmons Drive, Suite F-50, Princeton, NJ 08540 • Phone: 609.452.8000 • Fax: 609.452.0474 • Web site: www.cfma.org



In accordance with the FCC regulations, I give CFMA permission to  Fax and/or  E-mail me, \_\_\_\_\_, or my organization/company, \_\_\_\_\_, at the fax/E-mail listed below in order to provide me with information on future CFMA events, services, or other activities.

## PERSONAL INFORMATION

Name \_\_\_\_\_

Date of Birth \_\_\_\_/\_\_\_\_/\_\_\_\_  Male  Female

Home Address \_\_\_\_\_  
STREET

CITY STATE ZIP+4 REQUIRED

Nickname for Badge \_\_\_\_\_

High School  2 yr. College  4 yr. College  Post Graduate

## EMPLOYMENT INFORMATION

Company Name \_\_\_\_\_

Address \_\_\_\_\_  
STREET

CITY STATE ZIP+4 REQUIRED

Phone ( ) \_\_\_\_\_

Fax ( ) \_\_\_\_\_

E-Mail \_\_\_\_\_

Title \_\_\_\_\_ How Long in Position? \_\_\_\_\_

## LIST TOP 5 SIC CODES: (Codes listed on other side)

1. \_\_\_\_\_ 3. \_\_\_\_\_

2. \_\_\_\_\_ 4. \_\_\_\_\_

5. \_\_\_\_\_

## GENERAL MEMBERS ONLY (Check One)

- General Contractor  Construction Management
- Sub/Specialty Contractor  Heavy/Highway Contractor
- Architect/Engineer  Suppliers - Materials/Equipment
- Real Estate Developer  Other \_\_\_\_\_

## ASSOCIATE MEMBERS ONLY (Check One)

- Public Accounting  Law Practice
- Banking & Finance  Software/Hardware
- Surety & Bonding  Consulting (specify) \_\_\_\_\_
- Insurance Agency/Carrier  Other \_\_\_\_\_

## YOUR AREA(S) OF RESPONSIBILITY (Check All That Apply)

- Office Management  Treasury/Banking/Cash
- Human Resources  Taxes
- Contracts/Legal  Payroll
- Employee Benefits  Financial Statements/Supporting Data
- Bonding Relationships  Risk Management
- Project Accounting  Other \_\_\_\_\_
- Management Information Systems

## GROSS REVENUE/SALES (Check One)

- Less than \$1,000,000  \$25,000,001 to \$50,000,000
- \$1,000,001 to \$10,000,000  \$50,000,001 to \$100,000,000
- \$10,000,001 to \$25,000,000  \$100,000,001 and above

## EMPLOYEES

Total Number of Employees \_\_\_\_\_ Number of Employees You Supervise \_\_\_\_\_  
 Union  Non-Union  Both

## HISTORY

The Year You Began Working in the Construction Industry? \_\_\_\_\_

Other National Organizations You/Your Company Belong To:

- CICPAC  ABC  NAWIC  AICPA  IRMI
- AGC  NACM  ASA  MBA  Other: \_\_\_\_\_

## WHO WILL PAY YOUR CFMA DUES?

- COMPANY  SELF

## RESPONSIBILITY FOR PURCHASING (Check All That Apply)

- Computer Hardware/Software  Vehicles/Equipment
- Office Equipment \_\_\_\_\_

## MAJOR CHALLENGES

(Please rank from greatest to least — 1 being greatest)

- \_\_\_ Accounting Procedures/Controls  Technology
- \_\_\_ Human Resources (Employee Benefits)  Manpower Shortages/Training
- \_\_\_ Insurance/Risk Management  Surety Bondings
- \_\_\_ Material Shortage  Financial/Banking
- \_\_\_ Legal  Other, please list: \_\_\_\_\_
- \_\_\_ Safety/OSHA \_\_\_\_\_
- \_\_\_ Tax/Legislative Issues \_\_\_\_\_

## HOW DID YOU HEAR ABOUT CFMA? (Check One)

- Referred by CFMA Member  Received Information in the Mail
- Visited Web site  Attended CFMA National Conference
- CFMA Publication (Check All That Apply)
  - Financial Survey  Matthew Bender
  - Computerization Survey  CFMA Building Profits
- Attended Co-Sponsored or Recommended Conference
  - AGC/CFMA  AICPA  IRMI
- Other: \_\_\_\_\_

## WHY ARE YOU JOINING?

(Please rate: Very Important=Very Imp., Important=Imp. & Not Important=Not Imp.)

	VERY IMP.	IMP.	NOT IMP.
Source & Resource for Construction Financial Professionals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Accessibility (CFMA e.g. Web site/staff, etc.)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Credibility of CFMA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CFMA Building Profits magazine	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Targets Construction Financial Managers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Networking	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Educational Opportunities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
CPE Credits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Social Gatherings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leadership Opportunities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Local Chapter Activities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affinity Programs (credit card/car rental & hotel discounts)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Specialty Issues (legislative/tax)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Introduced to CFMA by: \_\_\_\_\_

## CHAPTER & DUES INFORMATION

Chapter Name, if known \_\_\_\_\_

**NOTE: CFMA dues are \$300 for General Members and \$400 for Associate Members in U.S. currency for the Association year ending March 31. Persons applying for membership between October 1 and December 31 should remit one-half of the annual amount for six months.**

CFMA Dues \$ \_\_\_\_\_

Int'l Postage Fee \$35 (if applicable) \$ \_\_\_\_\_

Chapter Dues (if applicable) \$ \_\_\_\_\_

**TOTAL AMOUNT ENCLOSED** \$ \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_