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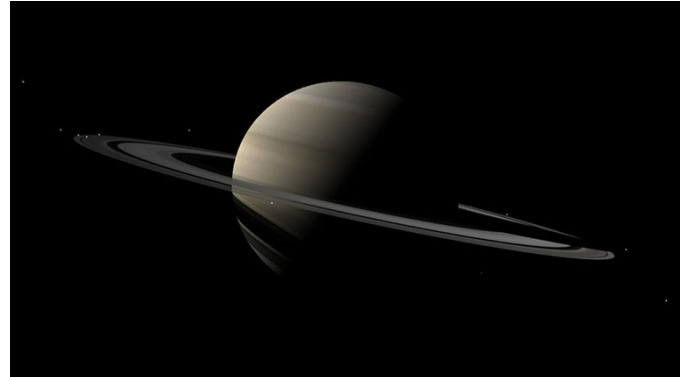
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## Membership

**GENERAL MEMBERS** represent all types of contractors, including generals and subcontractors as well as developers, construction managers, architects, engineers, and material and equipment suppliers.

**ASSOCIATE MEMBERS** are those serving the construction industry, such as accountants, surety agents, bankers, lawyers, and IT specialists.



[cfma.org/membership](http://cfma.org/membership)

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## Membership Milestones

8,418 members as of March 31, 2021

### 5,630 General Members

44% General Contractor  
36% Specialty Trade Contractor  
10% Heavy/Highway Contractor  
6% Construction Management  
4% Other Industry Classification

### 2,788 Associate Members

43% Public Accounting Firm  
14% Insurance Agency/Carrier  
12% Surety Firm  
11% Other Industry Classification  
9% Software/Hardware  
7% Banking Firm  
5% Law Practice

### Company Annual Revenue Breakdown (General Members)



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## You Are All Members Now!

All non-members attending the Southwest Regional Conference get complimentary membership through 3/31/21

Take a card and join using the Buckeye Conference url

[cfma.org/aboutus](http://cfma.org/aboutus)

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## Strategic Plan



MEMBER VALUE



CHAPTER RELATIONS



CERTIFICATION



COMPANIES



EXTERNAL RELATIONS

[cfma.org/aboutus](http://cfma.org/aboutus)

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## 2021-22 Officers

### Chairman

Pamela Hepburn, CCIFP  
OCP Contractors, Inc.  
Holland, OH

### Treasurer

Kevin J. Foley, CCIFP  
Madison Concrete Construction  
Morrisville, PA

### Vice Chairman

Tom Borgia  
J Raymond Construction Corp.  
Longwood, FL

### Secretary

Rhonda Hulsmann, CCIFP, CPA  
Crowe LLP  
Grand Rapids, MI

### Immediate Past Chairman

Kevin R. Booth, CCIFP  
WestCor Companies  
Las Vegas, NV

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## 2021-22 Executive Committee

Joseph Buckley

Mel BurgEs, CCIFP

Patrick A. Cebelak, CCIFP, CPA

Courtney Channell, CCIFP

Kathy Cole

Elaine J. Ervin

Stephanie C. Magenau, CCIFP

Marcus McKerley, CPA

John Moran, CCIFP, CPA

T. Gaines Moorer

Margie L. Morris

Jennifer L. Murphy, CCIFP

Jason Myers, CPA

Samuel Eugene Nunez, CCIFP

Marjorie J. Weber, CCIFP

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## CFMA Education

Webinars

Live Online/In-Person  
Courses

Emerging Leaders

CFM Academy



CPE-credited under the National Association of State Boards of Accountancy (NASBA)

[cfma.org/education](https://cfma.org/education)

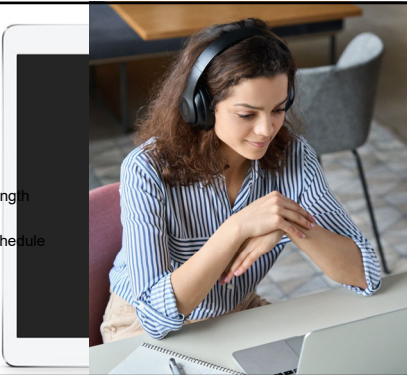
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## Webinars

- Timely and relevant topics presented by industry experts
- Automatic registration
- Offered at least 12x/year
- CPE-credited under the National Association of State Boards of Accountancy
- FREE to CFMA members
- \$792/year for non-members

[cfma.org/webinars](https://cfma.org/webinars)

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## Live Online Courses

- 90 minutes to eight hours in length
- Topics have included:
  - Work-in-Progress (WIP) schedule
  - Construction contracts
  - Risk management

[cfma.org/education](https://cfma.org/education)

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## In-Person Courses

- Live classroom presentations available through local CFMA chapters, affiliated associations, or companies
- Basic and intermediate levels
- Topics have included:
  - Construction Accounting Basics
  - CCIFP® exam prep
  - Cash management
- CFMA HQ can issue CPE

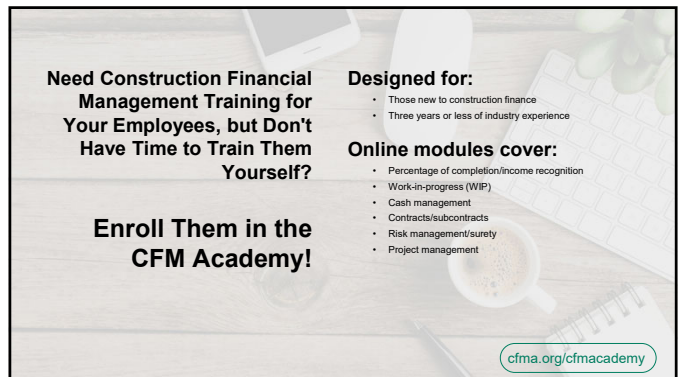
[cfma.org/events](https://cfma.org/events)

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CFM  
**ACADEMY**

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**Need Construction Financial Management Training for Your Employees, but Don't Have Time to Train Them Yourself?**

**Enroll Them in the CFM Academy!**

**Designed for:**

- Those new to construction finance
- Three years or less of industry experience

**Online modules cover:**

- Percentage of completion/income recognition
- Work-in-progress (WIP)
- Cash management
- Contracts/subcontracts
- Risk management/surety
- Project management

[cfma.org/cfmacademy](https://cfma.org/cfmacademy)

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**EMERGING LEADERS PROGRAM**

To learn more go to, [CFMA.ORG/EMERGINGLEADERS](https://cfma.org/emergingleaders)

This program is proudly sponsored by CFMA's Leadership Sponsor Briq

- Learn how to make strategic decisions, sharpen business acumen, enhance leadership competencies and strengthen executive presence
- First class starts this fall
- Program spans 9 months with 2 in-person group sessions and 7 monthly, live online group sessions

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**You Have the Experience,  
Now Add CCIFP After Your Name**

This is the only construction financial management certification accredited by the American National Standards Institute.

Go to [cfma.org/ccifp-pledge](https://cfma.org/ccifp-pledge) and take the pledge to earn your certification in 2021!

[cfma.org/ccifp](https://cfma.org/ccifp)

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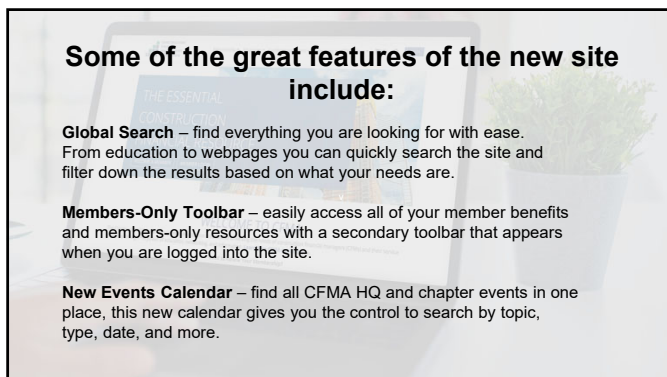
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## Check Out the Content Hub

There are nearly 650 articles in the new content hub, in addition to the articles that you know and love from *CFMA Building Profits* magazine, there will be even more digital-only content to help you succeed. Members get unlimited access to all of the content!

Go to [cfma.org/content-hub](https://cfma.org/content-hub) to view the latest content or explore by topic:

Accounting >	Benchmarking >	Budgeting & Planning >	Building Profits >
CONTRACTS >	Contracts >	Economy >	Ethics >
Heavy/Highway >	Human Resources >	Income Recognition >	Information Technology >
Key Industry Financial Indicators >	Leadership >	Lease Accounting >	Legal >
Meet the Members >	Mental Health/Suicide Prevention >	News >	Payroll >
PPP Loan Forgiveness >	Reporting >	Risk Management >	Specialty Contractors >
Succession Planning >	Taxes >	Workforce >	

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CONSTRUCTION FINANCIAL MANAGEMENT ASSOCIATION  
CFMA

A Construction Financial Manager's Guide to

# State Tax Laws

2021

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## CFMA's State Tax Law Guides Are Great Resources to Answer Questions, Provide Clarification, or Serve as a Quick Reference Guide

### New for the 2021 update:

- Paycheck Protection Program and Loan Forgiveness
- CARES Act
- Pass-Through Entity Level Tax Option Filings
- Links to State Department of Treasures and/or Revenue Construction Guides
- Tax rates for 2020 and forward

### How to Use

Unique tax laws and codes insight with information covering qualification/registration, licenses, net worth, local sales and use, employment, property, intangibles, and gross receipts.

### Purchase One or All 51

Available in PDF format for individual states and a complete guide to all 50 states and Washington, D.C.

[cfma.org/statetaxlaws](https://cfma.org/statetaxlaws)

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CFMA'S NEWEST  
FINANCIAL BENCHMARKER

## AVAILABLE SEPTEMBER 2021!

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**Are You Taking Full Advantage of One of CFMA's Most Popular Member Benefits?**

**Connect with 8,300 Peers 24/7**

- CFMA's member-only online community
- Find out what your peers are doing
- Get feedback/recommendations
- Ask questions
- Share resources
- Provide advice

[cafe.cfma.org](https://cafe.cfma.org)

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**Your CFMA Membership Can Save You Money!**

CFMA members can connect with these partners for effective, innovative ways to save money and immediately experience the benefit of CFMA membership.

[cfma.org/join#benefits](https://cfma.org/join#benefits)

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## Earn Money for Your Chapter



Did you know your chapter can earn money through CFMA's partnership with Corpay (formally known as Comdata)?

A portion of the revenue your chapters generates through Corpay's is given back to your chapter.

[www.corpayinc.com](http://www.corpayinc.com)

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## CFMA Peer Groups

- 2021-22 program has 250 members in 29 groups
- Open to all General Members
- Groups of 10 with similar roles
- Non-competing companies
- Meet in person at least once a year
- Applications open in December



[cfma.org/peergroups](http://cfma.org/peergroups)

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## CFMA Mentoring Program

- Path to CFMA leadership
- Most mentors are past national leaders
- Open to Select General and Associate Members



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**STANDUP**  
FOR SUICIDE PREVENTION



According to the Centers for Disease Prevention, construction occupations have the highest rate of suicide, as well as the highest number of suicides across all occupational groups. **The Construction Industry Alliance for Suicide Prevention (CIASP)** is raising awareness about the risk of suicide within the construction industry and providing suicide prevention resources and tools to create a zero-suicide industry.

[preventconstructionsuicide.com](http://preventconstructionsuicide.com)

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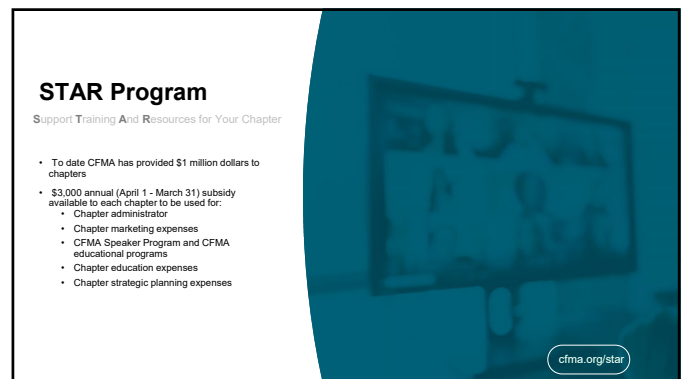
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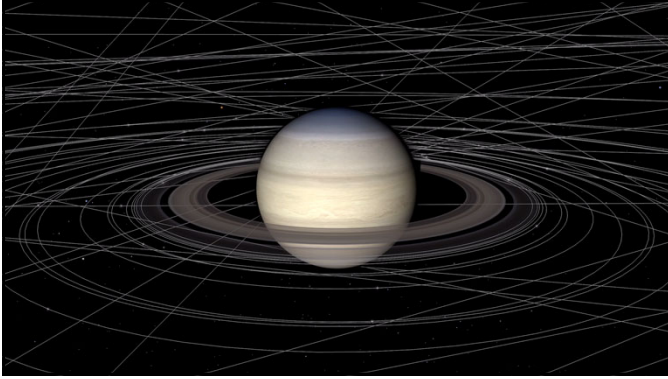
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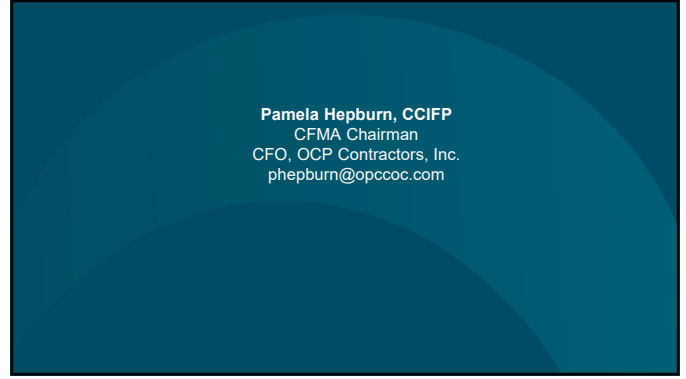
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**Pamela Hepburn, CCIFP**  
CFMA Chairman  
CFO, OCP Contractors, Inc.  
[phepburn@opccoc.com](mailto:phepburn@opccoc.com)

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