As it is the end of the year, I would like to reflect on the hustle and bustle of the past few months for CFMA and its members.

**Regional Conferences**

CFMA strives to provide members ample opportunity to share knowledge locally and nationally, as well as support our chapters’ efforts to hold regional conferences. In 2018, there were 10 regional conferences held in Tennessee, Louisiana, Colorado, Illinois, Arizona, Iowa, Texas, Maryland, Washington, and North Carolina – the majority of which took place in September and October. I congratulate all of this year’s participating chapters on a job well done!

To help chapter leaders reflect on best practices and opportunities for improvements for next year’s conferences, CFMA holds an annual “wrap-up” session for chapter representatives. Not only does CFMA HQ staff learn from these discussions but, more importantly, chapter leaders learn from each other. For example, last year, CFMA’s Sacramento Chapter participated in this call. Next year, the chapter will be holding its first regional conference.

**Construction Financial Benchmarker**

CFMA’s 2018 Construction Financial Benchmarker ([www.financialbenchmark.com](http://www.financialbenchmark.com)) was recently released. The data is segmented by region, revenue, and industry so that a company can compare itself against similarly sized competitors. The Benchmarker also contains over 20 key financial ratios and allows for comparison over a three-year period. Thanks to substantial contributions from volunteers and members, CPA firms, and CFMA’s staff, the number of respondents has increased significantly over the past two years. Back by popular demand, results are available in PDF format, including narrative insights on key ratios and the newly added Strategic Profit Model. To read CFMA’s 2018 Construction Financial Benchmarker Executive Summary, turn to page 59.

**CFMA at Spring Creek**

Also held recently near Phoenix, AZ was CFMA at Spring Creek – CFMA’s three-day leadership retreat that focuses on personal growth, professional development, and ways CFMA can help chapters be more effective. This year, 54 chapters were represented throughout the two sessions. We continue to believe that this program has a positive, lasting impact on the health of our chapters. This year, CFMA’s Vice Chairman Michelle Eastman, CCIFP, shared her unique perspective on how her journey through CFMA leadership all started at Spring Creek.

**CFMA’s Strategic Plan**

Finally, CFMA’s strategic planning session was arguably the most important initiative of this past fall to develop CFMA’s Strategic Plan over the next 3-4 years. Approximately 20 CFMA leaders and HQ staff participated in the session. As we continue to compile the final plan, it was confirmed that our current Strategic Plan is sound. While much work still needs to be done, we are excited to unveil the revised Strategic Plan at the beginning of FYE 2020. Thank you to all of our members who participated in this important endeavor.

And to all of you, I wish a healthy and happy holiday season, and a Happy New Year!