



2022 MEMBERSHIP GUIDE

What is **CAN**?

CAN, or the Construction Accounting Network, is a nationwide association of Certified Public Accounting and Advisory firms, consisting exclusively of Independent Members of the BDO Alliance USA.

Our collective understanding of the complexities of the construction industry combined with our personal commitment to the industry enables you to provide innovative solutions and highest caliber service to your clients. ***As a CAN member, you have access to the combined knowledge and resources of a nationwide association of construction industry specialists.*** CAN helps you gain a competitive advantage in the face of a changing economic landscape.

MEMBERSHIP BENEFITS

NETWORKING

- Develop relationships with affiliated firms, and gain industry insight, expertise, and qualified referrals.
- Exchange information about specialty services and characteristics unique to each construction team.
- Experience a competition-free atmosphere among firms that are honest and professional.
- Participate in additional networking opportunities, such as:
 - BDO Alliance Conference CAN Events
 - CAN Committees
 - CAN Board of Directors
 - CAN Strategic Planning Session
 - CAN Bootcamp
- Toolkits
 - These include information on assurance, tax, education, marketing, and membership services. You can also expect samples of proposals, financial statements, presentations, work papers, industry content, calculations, computation templates, and more!

COMMUNICATION

- Our members discuss important issues in our industry and provide exposure to the best practices to overcome them. There is also a sounding board for an assorted range of construction and practice management topics available, as well as support to aid in staff development. As a member, you have exclusive access to all of the CAN communication tools, including our:
 - CAN Newsletter
 - CAN page on BDO Alliance Portal
 - CAN Shared Drive

EDUCATION

- CAN Bootcamp
This is an exclusive Construction CPE event for all CAN members, open to all staff levels of CAN member firms.

The bootcamp consists of the CAN Strategic Planning Session, typically 16 hours of construction-focused CPE, including industry expert speakers, and lots of networking!

MEMBER FIRMS

CONSTRUCTION ACCOUNTING
NETWORK



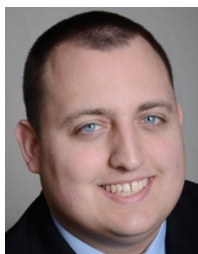
LEADERSHIP 2022



CHRIS MAST
GBQ



KYLE CHRISTENSEN
HHM CPAs



JASON DUDAS
Ryan & Wetmore



SAMUEL FRENCH
Rodefer Moss & Co



KEN HEDLUND
Somerset CPAs



VERNAE JONES-SEALS
One Source Consulting



MIKE KAPICS
HBK CPAs & Consultants



MARK KORTE
Scheffel Boyle



DAVID LEE
Smith & Howard



IAN SHAPIRO
BDO USA, LLP



RYAN SANGER
BDO USA, LLP



SCOTT SCHEEF
HBE CPA



SHERYL TSCHIMPKKE
Pivot CPAs



STEPHEN VON HAGEL
BMSS CPAs



TIM KLIMCHOCK
Stamough Ness

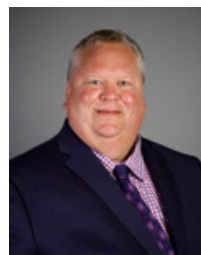
PAST BOARD LEADERS WHO HAVE MADE A DIFFERENCE.



BOB BIEHL
GBQ



TOM LILLIE
Lewis & Knopf



JIMMY RODEFER
Rodefer Moss & Co, PLLC



PETE RYAN
Ryan & Wetmore, P.C.



DICK SPENCE
HBK CPAs & Consultants



MARVIN WILLIS
Smith & Howard

SUPPORT STAFF



BETSY GRAY
The Social Bullpen



TOM TAKASAKI
BDO USA, LLP



ANNA BROSCHE
BDO USA, LLP



MEMBERSHIP APPLICATION

Firm Name: _____

Primary Participant Name: _____

Address: _____

City, State, Zip: _____

Telephone: _____ Email: _____

Website: _____

Affiliations (such as BDO Alliance): _____

MEMBERSHIP REQUIREMENTS

Participation: Membership in the Construction Accounting Network requires each member firm to actively participate in CAN events and attendance by at least one individual at the Annual Strategic Planning Session, typically held in the fall in conjunction with CAN Bootcamp.

Experience: Each Member firm must have significant experience serving the construction industry (for example; a minimum of \$500,000 in construction revenue; serve at least 20 construction industry clients; or other evidence supporting a level of expertise and recent experience which would be equivalent to the preceding two examples) to be considered for Membership.

Dues: Annual dues are based on a pro rata distribution of projected annual spending as determined by the CAN Board of Directors. Currently, dues are set at \$2,000/firm.

*Once the application has been received, it will be forwarded to the CAN Board of Directors for consideration.
Once your membership application has been approved, you will receive an invoice for annual dues.*

Firm Description

CONSTRUCTION ACCOUNTING
NETWORK

Billings: _____

FTE: _____

Locations (provide all addresses): _____

Construction Niche Description (By location, if applicable)

Construction Niche Leader: _____

*Billings: _____

FTEs at least 50%: _____

*Number of construction clients: _____

Construction organization memberships: _____

Certifications (other than CPA): _____

*Segment specialization: _____

*Subsegment specialization: _____

*Largest client (in sales \$ / not client name): _____

Unique expertise (i.e. value added): _____

Other pertinent information regarding your firm's construction niche: _____

** Information to be detailed in accompanying excel workbook*

Please send this completed application, along with the following attachments to the contact person below:

- Biography of lead contact of your firm's construction team
- Biographies of other construction team members
- Construction related marketing materials (i.e. brochures, newsletters, PowerPoints, statement of qualifications, etc.)
- Any other items appropriate for membership consideration

Send completed application and additional materials to:

Betsy Gray
betsy@thesocialbullpen.com

CODE OF CONDUCT

MEMBER QUALIFICATION

Each Member firm must have significant experience serving the construction industry (for example; a minimum of \$500,000 in annual revenue from construction and/or real estate industry clients; serve at least 20 construction industry clients; or other evidence supporting a level of expertise and recent experience which would be equivalent to the preceding two examples) to be considered for Membership.

PARTICIPATION

- Firms are encouraged to include each member of their construction team in CAN activities, but must designate one main contact to receive important announcements, invoices, etc. Each member firm is responsible for updating their team members' information annually.
- Membership in the Construction Accounting Network requires each member firm to actively participate in CAN events, such as:
 - Attendance by at least one member firm representative at the Annual Strategic Planning Session, typically held annually in the fall each year in conjunction with CAN Bootcamp, is REQUIRED.
 - Someone in your firm must actively participate in at least three of the following activities:
 - Active participation when requested to participate in steering committees, task forces, etc.
 - Participation in CAN events at annual Alliance Conference
 - Manning the CAN booth at annual Alliance Conference
 - Webinar Presentations
 - Providing content (news articles, etc.)
 - Provide content for the Toolkits (Audit, Tax, Marketing)
 - Participation in CAN Educational Events
 - Respond to all requests for information, i.e. surveys, polls, etc.

DUES

- Annual dues are based on a pro rata distribution of projected annual spending as determined by the CAN Board of Directors.
- Promptly pay membership fees as part of continued membership and keep firm and individual contact information updated.

REVOCATION

Should a member fail to meet the requirements in this Code of Conduct, the CAN Board, acting on behalf of the CAN membership, reserves the right to revoke CAN membership that has been granted.