



2024 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
 - **CAN Emerging Leaders**

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.

EDUCATION

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

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

- **Toolkits**
These include information on assurance, tax, and marketing. You can also expect samples of proposals, financial statements, presentations, work papers, calculations, computation templates, and more!

MEMBER FIRMS

CONSTRUCTION ACCOUNTING NETWORK

CPA MEMBER FIRMS



BRN MEMBER FIRMS



LEADERSHIP 2024



SAMUEL FRENCH, CHAIR
Rodefer Moss



TYLER BIGLER
SPROWLS & COMPANY



SCOTT BLACK
Barrett + Co CPAs



KYLE CHRISTENSEN
HHM CPAs



BOBBY CREECH
Webster Rogers



JASON DUDAS
Ryan & Wetmore



MIKE HANF
William Vaughan Co



JASON HERR
Trout CPA



VERNAE JONES-SEALS
One Source Consulting



MIKE KAPICS
HBK CPAs



RYAN KILPATRICK
GBQ



MARK KORTE
Scheffel Boyle



DAVID LEE
Smith & Howard



JAMESON MESCHINO
Nathan Wechsler



MARY ELLEN PRANCE
Williams Overman Pierce



SCOTT SCHEEF
HBE CPA



JOHN TEMPLETON
TEMPLETON & CO



SHERYL TSCHIMPK
Pivot CPAs



STEPHEN VON HAGEL
BMSS CPAs



MARCIE WILLIAMS
ATA



HEATH WINSHEIMER
BDO USA, PC

SUPPORT TEAM



BETSY GRAY
Social Bullpen



TOM TAKASAKI
BDO USA, LLP



JENNIFER BAYNE
Rodefer Moss



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:

CPA Firms: Each CPA 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.

BRN Firms: Each BRN firm must be able to demonstrate the value they bring to the construction industry through a product or service.

Dues: Annual dues are based on a pro rata distribution of projected annual spending as determined by the CAN Board of Directors. Last year, 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.*

FOR CPA FIRMS

FIRM DESCRIPTION

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:

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@constructionaccountingnetwork.com

FOR BRN FIRMS

CONSTRUCTION NICHE DESCRIPTION

Construction Niche Leader:

Construction Niche Leader Contact Information:

Please provide any and all pertinent information regarding your firm's support of or participation in the construction industry:

What is your goal in joining CAN? What value do you hope to receive?

Please describe the process in which you work with CPA firms:

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@constructionaccountingnetwork.com

CODE OF CONDUCT

MEMBER QUALIFICATION

CPA Firms: Each CPA 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.

BRN Firms: Each BRN firm must be able to demonstrate the value they bring to the construction industry through a product or service.

All CPA & BRN firm potential members must submit a membership application for review and approval by the CAN Board of Directors.

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.)
 - 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.