



An interview with Joe Caldarera, CGMA, PSP, CE, CPM, Construction Mediator

My name is Joe Caldarera and I am the President and CEO of a J. Caldarera & Company, Inc. based in New Orleans, LA. We have been in business for about 40 years and I'm also a construction consultant, so I do forensic work, auditing, schedule analyses, delay claims.

AICPA: What brings you to this conference? There are some challenges you see in the industry and I'm sure it changes from year to year so what keeps you coming back?

Joe: I was invited to this conference about 7 years ago and I've been re-invited every year as a speaker. I speak on the topic of identifying relationships under contracts and letting people understand those relationships under owners, architects, financial lenders, and sureties. We want to help CPA's and accountants assist contractors in preparing their statements as well as their presentations that they make for surety financial credit.

AICPA: What do you see coming in this industry in 2018?

Joe: I see some tax breaks right on the horizon. Everybody has been talking about that, that's the buzz, and what that's going to do from the pros and the cons standpoint. I see some changes in construction. Larger projects are going more to design bill and guaranteed max contracts where there is more consolidation of forces and where there is really a team spirit or team effort in trying to build bigger projects as opposed to what's been the norm of architect/owner/contractor triangle where there seems to be some resistance sometimes.

AICPA: Would you say that some of the challenges or issues you see – are they throughout the country or regional? Are there things that cover the entire United States?

Joe: I see the market tightening up from a pricing standpoint. I represent some of the largest contractors in the world, some of the largest automotive manufacturers and hotel groups. Auto groups are having the same difficulties as contractors so it's a matter of coordination, financing, funding, not to mention competition in the marketplace has become very aggressive.

AICPA: Tell us a little about the AICPA Construction & Real Estate Conference and what it has meant to you:

Joe: I can tell you that I speak nationally and internationally for various groups and this organization is one of, if not the *best*, organized groups there are. The conferences, the sessions, the communication, the ability to access this on the web.

One of the most unique things you guys have and coordinated very well is the fact that if you're interested in a different topic you can look down the agenda and go across the board and you may want to be in my seminar that talks mostly about construction or you might want to be at a tax seminar. You can engage in different conferences, some of them are given in multiple frequency. It's truly very well organized, you guys should be commended.