



Upcoming Events

Sept 26th [Clay Shoot-](#)

Oct. 22nd- [ESOPS Breakfast/Panel](#)

Sept. 23-25, 2025- CFMA Buckeye Conference-
Save the Date!



Clay Shoot

SEPTEMBER 26, 2024

12:00 PM Lunch
1:00 PM Shoot

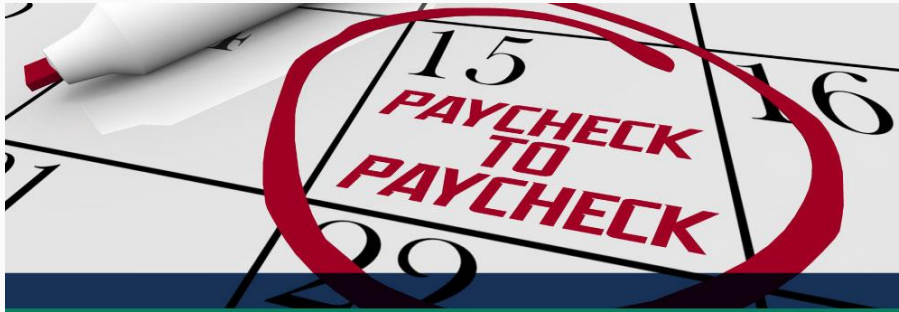
RUSTIC SYCAMORE GUN CLUB LODGE
6254 LOWER LEWIS ROAD
MIAMIVILLE, OH 45147

LUNCH BEFORE & DRINKS AFTER
\$400 FOURSOME- SHOOT & LUNCH
\$100 PER PERSON- SHOOT & LUNCH
\$25 PER PERSON- LUNCH ONLY



[Click here to register!](#)





FROM PAYCHECK TO PAYBACK: ESOPS EXPLAINED

Tuesday

Oct. 22

7:30 Breakfast

8:30am- 10am Panel

Panelist:

- Matt Barney
- Mark Nelson
- Brian Potter
- Jeff Turne





From Paycheck to Payback: ESOPS Explained

Earn 1.5 CPE credit



Cincinnati Chapter

PRESENTERS: Brian Potter, Mark Nelson, Jeff Turner, and Matt Barney

DESCRIPTION:

Everything you need to know about using ESOP as a tool to attract and retain talent. Challenges of being an ESOP. How would an ESOP conversion affect your Surety relationship?

LEARNING OBJECTIVES:

- Company history and ESOP origin stories
- Why an ESOP is a good fit for your company
- What would you want people to know who are considering an ESOP?
- Impacts of the ESOP on culture and legacy
- ESOP as a tool to attract and retain talent
- Challenges of being an ESOP
- How would an ESOP conversion affect your Surety relationship?

WHEN:

Tuesday, October 22, 2024

7:30 am: Breakfast

8:30 am—10 am: Program

WHERE:

ACI Headquarters
3 Kovach Dr.,
Cincinnati, OH 45215

REGISTRATION:

Scan above QR code or [click here](#)

COST:

\$25 for CFMA members

\$35 for non-members

QUESTIONS:

Contact admin@cincinnati-cfma.org

WHO SHOULD ATTEND:

Financial and accounting professionals with construction companies and their financial advisors.



The Construction Financial Management Association (CFMA) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: <https://www.nasbaregistry.org/>

Contact Us

admin@cincinnati-cfma.org



From Paycheck to Payback: ESOPS Explained

Earn 1.5 CPE credit



Cincinnati Chapter

Matt Barney

Matt is a Vice President and CFO for Messer Construction Co and its parent company, Messer, Inc. Matt is also a board member, holding the Treasurer role. He began his career with Messer as a co-op while attending the University of Dayton and has progressed through various finance roles. He also earned his MBA from Xavier University and is a Certified Public Accountant. Matt is responsible for all Messer's financial affairs including financial reporting, planning and analysis, tax, audit and is a member of the investment committee. He also serves as a trustee for the employee ownership plan and other employee benefit plans.

In the community, Matt serves on the board of Greater Cincinnati Foundation, The Alpaugh Family Economics Center at the University of Cincinnati, where he is also the Treasurer, and Purcell Marian High School, as past board chair. He represents Messer on the board of the Employee-Owned S Corporations of America and Triversity Construction. Matt is a graduate of Leadership Cincinnati class 47.

Mark Nelson

Mark Nelson specializes in construction, providing advocacy and consulting services to contractors with surety programs up to \$1 Billion. Mark brings more than 30 years of experience to AssuredPartners, with a background in surety and construction. Mark supports AssuredPartners by designing and negotiating surety programs, sharing best practices, benchmarking analysis vs. best-in-class, creating risk mitigation strategies, and bond form/contract review. Additionally, Mark consults with clients regarding bond claims, strategizing on Continuity/Perpetuation plans, consults on Joint Ventures/Teaming Agreements, and facilitating surety solutions to solve his clients' business challenges.

Mark is a graduate of Ohio University, with a degree in finance and accounting. Mark has his Associate in Fidelity and Surety Bonding (AFSB) designation and is a Chartered Property Casualty Underwriter (CPCU).

Brian Potter:

Brian leads multiple facets of Al. Neyer's accounting, finance, ESOP and treasury functions. He brings over 20 years of experience, most recently as a finance director at a major healthcare system in Cincinnati, and before that, he was at a top public accounting firm where he focused on serving privately held and publicly traded clients, primarily in real estate, hospitality, and construction. Brian brings a servant leadership approach with a passion for team development, finance transformation, building cross-functional relationships, and digging into the details.

Jeff Turner

Jeff Turner joined Commerce Bank in 2010 and has been in commercial banking in Kansas City for over 20 years. He is a Senior Vice President and Division Manager in the Commercial Banking Group, serving the bank's corporate and middle market clients in Kansas City. He also serves as the bank's subject matter expert on ESOPs across all markets. Jeff's expertise spans various areas and industries including ESOPs, manufacturing, construction, and professional services.



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Contact Us

admin@cincinnatiCFMA.org

[Click here to register!](#)

SAVE ^{THE} DATE
MARCH 6, 2025

ECONOMIC UPDATE

Speaker: John Fidler
*from Stock Yard
Banks & Trust Co*





New Member Spotlight!



new member spotlight
Bradley Carter
Senior Account Executive
Commerce Bank

513.600.9339 cell; Bradley.carter@commercebank.com

A blue banner with a city skyline background. On the left is a portrait of Bradley Carter, a man with a beard wearing a suit and tie. To the right of the portrait is the text 'new member spotlight', 'Bradley Carter' in large green letters, 'Senior Account Executive', and 'Commerce Bank'. At the bottom right is contact information: '513.600.9339 cell; Bradley.carter@commercebank.com'.

Education: Cincinnati State

Hometown: Cincinnati

What I like to do outside of work: Avid golfer, and we love to travel!

What I look forward to by joining CFMA: I am looking forward to connecting and making new contacts. I want the opportunity to introduce more folks to the Commerce Bank story, and what we can do to assist them with what matters most. And to generate new partnerships.

My favorite charity: Purple Monkey Project (I happen to be the President)

Words that have inspired me: You've never walked in that man's shoes. Or saw things through his eyes. But in their shame, they're all the same. So help your brother along the road no matter where he starts. For the same God that made you, made them too. (a few lines from a spoken song written by Hank Williams as Luke the Drifter)





Attention!

CFMA Cincinnati
Chapter has a new
email address.

Please add us to your
contacts.

admin@cincinnati cfma.org



Shout out to our Education Committee:

Bill Steimer
Kyle Skotnicki
Mark Nelson
Joe Riech
Kirsten Beckett

They are working hard to bring us some great events in the 2023-2024 year!
More details to come!

Join a committee!

Committees are a great place to build friendships with your industry peers – not to mention the give back to your professional organization! To get involved, please reach out to [CFMA Admin Team](#).

Don't forget to visit our [website](#) and follow us on [Facebook](#) and [LinkedIn](#) for the latest news!

We hope you'll take the time to follow us on LinkedIn and interact with our posts. Ask your company's marketing department to follow us on social media too.

CFMA Nano Learning Series



Imagine that you're in a crucial financial meeting about a recent project where you realize your cash flow is suddenly under pressure, and you can't afford any delays that might jeopardize your project's progress. Your team is hustling to find the right solutions, and you're actively seeking strategies to keep your projects on track while optimizing cash flow.

CFMA's brand-new [Construction Cash Management Nano Learning Series](#) is your game-changer in this cash flow challenge! Whether you're a seasoned professional in the construction industry or just starting out, this innovative series is finely crafted to equip you with the skills and insights you need to navigate cash management challenges effectively.

What's Nano Learning?

Nano learning is a dynamic approach to education that breaks down complex subjects into bite-sized trainings. It offers an engaging and comprehensive learning experience tailored to specific objectives, all while satisfying NASBA CPE credit requirements and CCIFP maintenance credits. The best part? These lessons are only 10-15 minutes long so learning can fit seamlessly into your schedule. The [Construction Cash Management Nano Learning Series](#) is offered as a package or as individual trainings to customize your learning.

To learn more [CLICK HERE!](#)

CFMA Articles:



No/Go Without CFO

by: Thomas C. Schleifer, PhD

I have often said that the first sign that a young contractor is developing business acumen is when they hire their first CFO. If you're operating any size construction business larger than \$5 million annual turnover, you must have a professional CFO. Period. No procrastination. You can make your loyal bookkeeper, cousin Martha, the "*head bookkeeper*" and have her report to your new CFO who will take

on a much wider role in the financial health, project management, and stakeholder relationships of your company.

Your CFO's Role

In construction, the CFO's responsibilities extend far beyond traditional financial management; they encompass strategic planning, risk management, compliance, and operational efficiency.

1. Strategic Planning

Our industry must constantly cope with fluctuating and often unpredictable sources and uses of cash over long periods of time. CFOs utilize various financial modeling techniques to predict cash flows, assess the financial viability of projects, and ensure that adequate funding is in place. This function is essential to the construction business management process. Moreover, the CFO plays a pivotal role in evaluating potential projects. They analyze financial metrics such as return on investment, net present value, and internal rate of return to determine the feasibility of new ventures.

To learn more [CLICK HERE!](#)



CHAIR'S EXCELLENCE

PROUDLY PRESENTED TO THE

GREATER CINCINNATI CHAPTER


KEVIN FOLEY
CHAIR




NEIL SHAH
PRESIDENT & CEO

Thinking about taking the CCIFP exam in the coming year? We can help connect you with a study group and additional resources. If there is a strong enough demand, we will offer a CCIFP review course with neighboring chapters. For more information email cincinnati@cfma.org



INSTITUTE OF CERTIFIED
CONSTRUCTION INDUSTRY
FINANCIAL PROFESSIONALS

About ICCIFP

For more than 17 years, the ICCIFP has committed to developing and maintaining the CCIFP certification as the recognized standard of excellence for competent and ethical construction financial management.

The CCIFP Certification is based on the current construction landscape, focusing on the competencies and knowledge construction financial professionals needed to lead in today's competitive construction industry.

The CCIFP designation is endorsed by industry-leading organizations like ASA, CFMA, CICPAC, IRMI, NASBP and others.

In today's transparent climate, the ICCIFP is committed to fair and impartial management of all certification and re-certification activities, potential conflicts of interest and overall operations.

ICCIFP is proud to be ANSI Accredited. Being ANSI accredited means that the CCIFP certification meets the highest standards. This provides an added level of confidence in the certification and the people who hold the CCIFP designation.

ICCIFP is an independent, separately incorporated entity affiliated with the Construction Financial Management Association, the only organization dedicated to the needs of construction financial professionals.

For more about the CCIFP [click here](#).



Managing Cash Flow

by: Thomas C. Schleifer, PhD

Few construction companies sell stock to the public to raise growth capital. Construction companies rely on the contractor's invested capital, retained earnings, and various forms of borrowing to finance the front money required by the typical construction contract. Working capital is therefore limited. As construction companies grow, they take on multiple contracts each requiring front money. Cash flow management suddenly goes from an "afterthought" to a primary "survival skill".

Borrowing from Peter to Pay Paul

The first cash flow management technique that emerges as contractors grow from startups to established businesses might be called "Borrowing from Peter to pay Paul."

1. Most startup contractors finance their first job with their savings, a small bank loan, and money borrowed from their uncle. Their lumber supplier drops the first load on a net thirty-day basis so they get to work and invoice their client as quickly as they can for as much as they can get (front loading).

To read more [CLICK HERE!](#)



Text HOME to [741741](tel:741741) to connect with a Crisis Counselor
Free 24/7 support at your fingertips.





The Long Road Back

by: [Chris Carlough](#)

In the summer of 2017, I stood before several hundred local union and national leaders from the U.S. and Canada at a conference to deliver my yearly report of activity as Director of Education of our organization. Among those activities, the dozens of leadership, representation and organizing trainings conducted was what I believed was the gem of all our trainings: our SMART MAP mental health awareness trainings we had been conducting for about 5 years at that time.

What was unusual for me on that podium and the central reason for experiencing a mild pre-talk panic attack was the fact that I had decided that this was the year that I would “come out” during this presentation, as a guy who has struggled with addiction and has been in recovery most of his adult life. In construction there is a “work hard, play hard” culture - I was raised in that world - my grandfather, a tough Bronx-born construction guy would say to me, “don’t ever trust a man who doesn’t drink,” so I drank plenty, to be sure I could be trusted. I was having blackouts by the time I was 18, in trouble in

school and with the law. By the time I turned 21, I was in a court appointed rehab facility. This was part one.

To read more [CLICK HERE](#)



CCIFP is in need of volunteers to moderate study groups.

CCIFP candidates band together to set study times and present topics.

The moderators also add color to the topics, and make sure things stay on track.

Please contact Veronica Whitehead at CFMA to volunteer today!

trashada@cfma.org



Did you know?

Cincinnati was chartered as a town in 1802, and then incorporated as a city in 1819, when it was first called "Queen of the West". Located on the Ohio River, the city prospered as it met the needs of westward bound pioneers who traveled on the river.





Our contact information is:

P.O. Box 31206

Cincinnati, OH 45231

513-939-2652

Cincinnati@cfma.org

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