



Upcoming Events

November 16, 2023-
CFMA Cincinnati/FEI Joint event with
speaker Rob Stobel, Lithko Contracting CEO
[Register here!](#)

January 31, 2024-
Bill Bagley
Consulting/Leadership Development
(Save the Date)



CFMA CINCINNATI/FEI JOINT EVENT

When/Where:

Thursday, November 16, 2023

5:30 pm - 6:30 pm

Reception/Happy Hour with open
bar and appetizers

6:30 pm - 8:30 pm

Chapter Announcements & Speaker
Presentation

Maketewah Country Club
5401 Reading Road
Cincinnati, OH 45237



**ROB STROBEL, CEO
LITHKO CONTRACTING, LLC**

[Click here to Register!](#)



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!

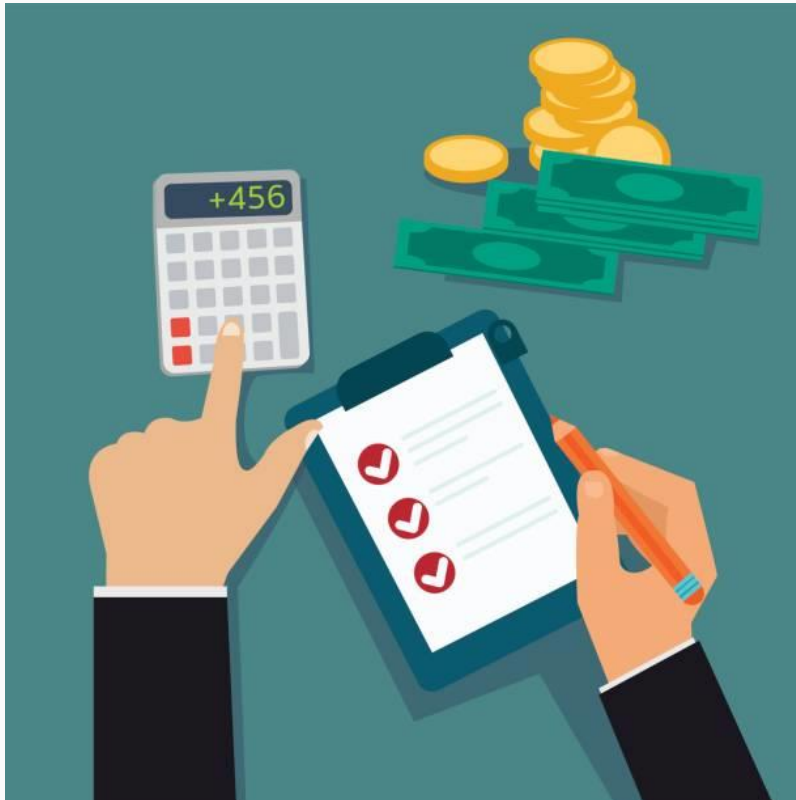
Join a committee!

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.





Ready - Fire - Aim
by: Thomas C. Schleifer, Ph.D.

Capital capacity is just a fancy way of saying having enough cash around to finance projects ongoing plus projects under consideration. The construction industry is grossly undercapitalized. This, I believe, is the primary risk factor that contractors deal with daily whether they realize it or not. Unlike every other industry in America, construction companies rarely tap the public markets for cheap and plentiful growth capital. For reasons I do not fully understand to this day, we limit our accumulation of capital to earnings we choose to retain rather than spend - and to working capital lines of credit at our banks.

Research confirms that retained earnings and bank lending are sometimes sufficient to sustain a conservative company that is not growing. A company that adds the next job only after completing an ongoing similar job is sustaining but not growing. Few contractors are satisfied with this “no-growth” profile. Most believe that if you are not growing you are going backward. Therefore, construction organizations are always seeking bigger and better jobs to take their company into the future and support the overhead (personnel, equipment,

office space, etc.) they have proudly built over the years. This is where so many construction enterprises get into trouble.

To learn more [CLICK HERE!](#)



CHAIRMAN'S EXCELLENCE

PROUDLY PRESENTED TO THE
GREATER CINCINNATI CHAPTER

A handwritten signature in black ink, appearing to read "Thomas Borgia".

THOMAS BORGIA
CHAIRMAN



A handwritten signature in black ink, appearing to read "Stuart Binstock".

STUART BINSTOCK
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*](#).



Playing against marked cards by Thomas C. Schleifer PhD

If you've been with me these past two months, you know that I have finally begun to take the lid off our industry. It is no longer any secret that I believe contractors have been gradually taken advantage of by the purchasers of construction services. Congress began the injustice in the early 20th century by instituting "low bid" acquisition into the construction transaction to prevent themselves (politicians) from dipping into the public trough. "Contracts for services" were designed to protect the government not only from politicians but also from contractors who they wanted to blame for everything.

In my view, we should have protested back then against this inaccurate portrayal of our capability and intentions. We should always have been considered "experts" hired to provide and supervise construction services to the owners of the assets. No one thinks there was a contract signed to build the Pyramids or the Taj Mahal. Owners sought out and hired experts to build history's great buildings. It took 120 years for the prominent artists and architects of the era to build St. Peter's Basilica in Rome. They didn't bid the Colosseum and have the builder finance it out of their own pocket. Builders were the sought-after experts that were paid appropriately (according to the standards of the day) for their services. They did not have to assume financial risk.

To read more [CLICK HERE!](#)



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





Ryan Leaf and the 5 stages of job loss

by Mike Elek

A few months back, I came across a video interview with former NFL quarterback Ryan Leaf. For those who don't follow sports, Ryan Leaf never lived up to his pre-draft hype and was out of the league in a few years; however, failing in the NFL was the *least* of his problems.

It wasn't long before Ryan was battling a serious drug addiction. He ended up in prison twice and at one point tried to take his own life. It was a terrifying fall from grace for the player who was drafted No. 2 in 1998, after future Hall of Famer Peyton Manning.

In the past year or so, Ryan has done a number of interviews with former ESPN and NFL Network personality Rich Eisen. In one of his segments, he talks about his final years in the NFL and his inability to cope with the demands of being an NFL quarterback. At one of his lowest points, Ryan says that he really wanted to tell his coach that he needed some time for himself.

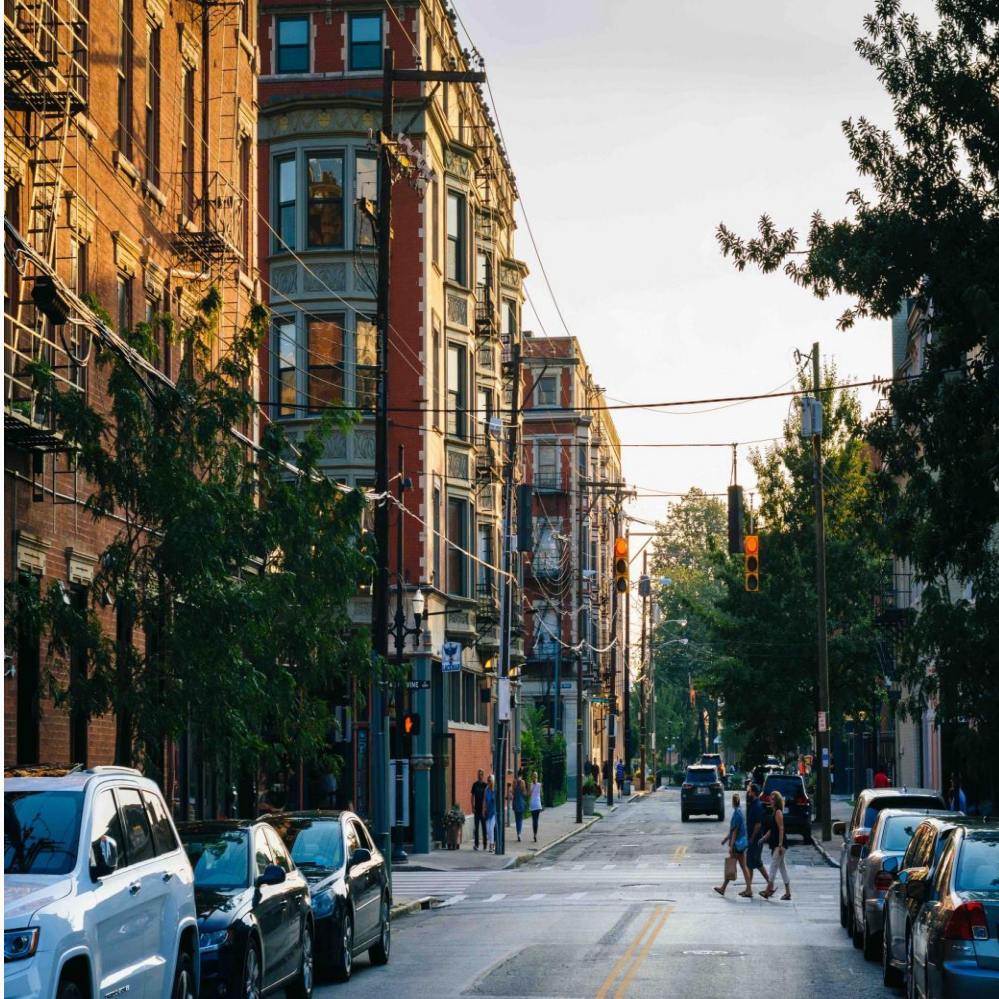
In the interview, he recalls a conversation that he wishes he could have had with this then-head coach. “I don’t know what’s wrong. I can’t get out of bed. I feel sad all (of) the time. I feel lazy. I don’t know what to do. Can you help me?”

In the early 2000s, that option wasn’t available to him. His decline on and off the field continued, and he did what most men do: he dealt with his mental-health struggles by himself. That’s a lonely path that usually leads to self-destructive behavior.

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!
vwhitehead@cfma.org



Did you know?

Cincinnati's Over-the-Rhine neighborhood is one of the largest historic districts in the United States. Known for its beautifully preserved Italianate architecture, it offers a vibrant mix of trendy shops, art galleries, and restaurants. It's a must-visit for history buffs and those seeking a lively atmosphere.



Our contact information is:

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