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**Fw: CFMA Cincinnati January Newsletter**

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**From** Joey Jay <joeyjay09@yahoo.com>

**Date** Thu 1/2/2025 12:58 PM

**To** Cincinnati CFMA <admin@cincinnati-fma.org>

----- Forwarded Message -----

**From:** Cincinnati CFMA <admin@cincinnati-fma.org>

**To:** "joeyjay09@yahoo.com" <joeyjay09@yahoo.com>

**Sent:** Thursday, January 2, 2025 at 12:57:28 PM EST

**Subject:** CFMA Cincinnati January Newsletter



## Upcoming Events

Jan. 16, 2025 - YP Happy Hour Party @ Mad Tree

Jan. 23, 2025 - Holiday Party @ Pickleball Lodge

February 13, 2025 - Drug-Free discussion

w/ Barry McDaniel

March 6, 2025 - Economic Update

May 8, 2025 - Save the Date - Golf Outing @  
Glenview

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

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**YP's Happy Hour**

**FREE EVENT**

\*2 drink tickets provided

**OPEN TO ALL MEMBERS!**  
Bring YP's from your organization & introduce them our new YP group

Jan. 16 @ **6 PM**

📍 Location: Mad Tree

**CFMA**

[Click here to register for the YP Party!](#)

A festive flyer for a holiday party. The background is dark blue with gold confetti and stars. A pickleball is shown in the upper left. The text is in various colors and fonts, including green, yellow, and white.

*January 23*  
**HOLIDAY PARTY**

**\$20 MEMBERS**  
**\$40 GUEST**  
Equipment is provided

**5:30-7:30 PM**  
**APPS & DRINKS  
WILL BE PROVIDED**

**THE PICKLE LODGE**  
CINCINNATI, OH  
7373 Kingsgate way  
West Chester Township, OH 45069

**CFMA**

[Click here to register for the Holiday Party!](#)

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**DRUG  
FREE**

**DISCUSSION**

11am - 12pm Network & Lunch  
12pm - 1pm Program

**SPEAKER Barry McDaniel**  
*with* Sheakley

📍 Location: Maketewah Country Club

**CFMA**

Feb 13

[Click here to register for February's Event!](#)

M  
A  
R  
6

8am Breakfast & Networking  
8:45am - 10am Program

# ECONOMIC UPDATE

**SPEAKER: John Fidler**

*with* Stock Yards Bank & Trust

 Location: Maketewah Country Club



[Click here to register for March's Event!](#)

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# BUCKEYE CONFERENCE

## 23-25 | SEPTEMBER 2025

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NORTHERN KENTUCKY CONVENTION CENTER  
COVINGTON | KENTUCKY



**KEYNOTE SPEAKER:**

**ANDREW FASTOW**

FORMER CFO ENRON

A faint, light-colored architectural drawing of a dome structure, showing the curved lines of the dome and some internal structural details, set against a dark blue background with a grid pattern.

NORTHERN KENTUCKY CONVENTION CENTER  
2025 BUCKEYE CONFERENCE

# SPONSORSHIP OPPORTUNITIES

Benefits	Conference Sponsor \$10,000	Platinum \$5,000	Gold \$3,000	Silver \$2,000	Bronze \$1,000	Keynote Speaker Sponsor \$6,000	Wednesday Reception/Dinner \$4,000	Tuesday Pre-Event Reception \$2,000	Wednesday Cocktail Reception \$1,500	Lunch \$1,000	Breakfast \$1,000
Number Available:	1	unlimited	unlimited	unlimited	unlimited	1	2	2	1	1	2
Opening Statements on both conference days; closing statements on last day	√										
Name on easels on both sides of conference room	√ throughout conference					√	√ dinner venue				
Introduce Keynote speaker						√					
Verbal recognition at beginning of conference, lunches and reception	√	√				√	√				
Recognition on place-mats	√	√	√	√	√	√	√	√	√	√	√
Logo on conference materials	√	√	√	√	√	√	√	√	√	√	√
Logo and link on conference web page	√	√	√			√	√				
Booth	√	√	√	√		√	√	√	√	√	
List of attendees	√	√	√	√		√	√	√	√	√	
Registration for # attendees	6	4	2	1		5	2				
Recognition on PowerPoint display throughout conference	√	√	√	√	√	√	√	√	√	√	√

## SIGN UP TO SPONSOR TODAY!

COMPANY NAME: \_\_\_\_\_  
 CONTACT NAME: \_\_\_\_\_  
 WISHES TO SPONSOR: \_\_\_\_\_  
 AMOUNT OF SPONSORSHIP: \_\_\_\_\_  
 CONTACT NUMBER: \_\_\_\_\_  
 CONTACT EMAIL: \_\_\_\_\_

**PLEASE SEND SPONSORSHIP REGISTRATION TO:**

CFMA Cincinnati Chapter  
 Email: admin@cincinnati-cfma.org  
 Jill Claire, Chapter Administrator  
 Phone: 513-939-2652

**SPONSOR ONLINE REGISTRATION HERE**

To offset the higher costs of processing credit card transactions, a 2.9% convenience fee will be added.  
 To avoid paying a convenience fee, we also accept checks and ACH payments.  
 All sponsor payments must be received by June 30.

**23 - 25 | SEPTEMBER** 

[Click here to register as a sponsor for the Buckeye Conference!](#)

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!

Opportunities are available in:

- Social/Community Service
- Educational Programs
- YP Committee
- Membership Development
- Buckeye Conference 2025

To get involved, please reach out to [admin@cincinnatiCFMA.org](mailto:admin@cincinnatiCFMA.org)

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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.

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## 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!](#)

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**CFMA Articles:**



## From Boss to Leader

**by:** Thomas C. Schleifer PhD

### Unique Construction Business

In many aspects the construction industry is unique in all American business:

- It sells a service but produces a product.
- There is no ongoing transaction. Construction companies migrate from one project to the next. It's like starting a new business each time.
- 99% of construction concerns remain in private hands forever.
- Contractors rarely access growth capital from public stock markets or turn control of their companies over to professional managers.
- They rely on borrowing and internally generated profits for growth capital.
- Contractors provide the financing for the customer's asset they produce.
- Contractors utilize partnerships with sub-contractors to complete projects they are solely legally responsible to deliver on budget and on time.
- Even if a construction concern grows from \$5 million to \$100 million, the original owner and founder usually remains the boss.
- Construction founders or owners may have technical or engineering education, but rarely any formal accounting, business, economics, or finance education.

### Need Leaders

The features above that render the construction industry unique in all American business also make profitability and cash flow particularly problematic because the resulting unique transactions are so complex. It is decidedly simpler to make a profit manufacturing and marketing *Tide* laundry detergent to a worldwide market than to build a \$200 million modern office tower over several years with 40 plus independent subcontracting partners while waiting for delayed contingent payments.

To learn more [CLICK HERE!](#)

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# FOUNDER'S RECOGNITION

PROUDLY PRESENTED TO THE

## GREATER CINCINNATI CHAPTER

*Caryl Coronis*  
CARYL CORONIS  
CHAIR



*Neil Shah*  
NEIL SHAH  
PRESIDENT & CEO

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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](mailto:cincinnati@cfma.org)



INSTITUTE OF CERTIFIED  
CONSTRUCTION INDUSTRY  
FINANCIAL PROFESSIONALS

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### 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](#).



## **Optimize Your Subcontracting Business With Effective Cash Flow Forecasting**

by: Claire Wilson

Getting the best out of your subcontracting business requires a multifaceted approach. It's not just about delivering top-notch craftsmanship; it's equally about improving your back-office workflows to ensure optimal cash flow. The key? Knowing how to implement and analyze cash forecasts.

Regular cash forecasting empowers subcontractor billing teams with the knowledge required to build more profitable and sustainable businesses. So, if you're curious about the benefits of cash forecasts, key components of the forecasting process, or strategies to take your forecasting to the next level, read on.

### **Cash Forecasting Defined**

*Cash forecasting* is the process of estimating the amount of cash that will flow in and out of your business over a specific period of time — also known as your *cash inflows* (like progress payments, retainage, material reimbursements, etc.) and *outflows* (like material and labor costs, equipment rentals, lower-tier payments, overhead expenses, etc.)

This data is essential for creating clear cash flow statements and billing projections, providing a snapshot of your company's liquidity and financial performance in the near term and over time.

### **Difference Between Cash Forecasts & Billing Projections**

It's important to note that cash forecasting differs from running billing projections. Though both are critical tools for managing finances, each has a distinct purpose in financial planning. Take a look.

#### **Cash Forecasts**

- Predict actual payment receipt and disbursement dates
- Offer a clear, accurate picture of short-term financial health and liquidity
- Primarily based on completed billings and known financial obligations
- Handled by controllers and CFOs

To read more [CLICK HERE!](#)

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**Text HOME to 741741 to connect with a Crisis Counselor  
Free 24/7 support at your fingertips.**



## **Reversing Opioid Overdoses in Construction: A Jobsite Imperative**

by Cal Beyer

In August 2023, the Centers for Disease Prevention and Control (CDC) reported the first data highlighting substance overdose rates by occupation and industry level.

Construction and extraction had the highest rate among 22 major occupational groups at 162.6 per 100,000 workers. Likewise, construction was the leading industry group among 18 others at a rate of 130.9 per 100,000 workers. Additional elevated death rates

were delineated for at least 17 specific construction occupations. The analysis concluded causal and contributing factors including high injury rates, opioid prescriptions for pain management, and no paid time off for sufficient injury recovery and rehabilitation.<sup>1</sup>

With the nation's overdose crisis now in its third decade, it continues to be driven by opioid misuse. Initially due to overprescribed medications, the crisis first shifted to heroin use with the advent of prescription drug monitoring initiatives at state and federal levels.<sup>2</sup> However, the emergence of illicitly manufactured synthetic opioids — especially fentanyl — starting in 2013 sharply increased the number of overdose deaths. As the opioid crisis continued to worsen in the U.S., naloxone has been deployed over the past two decades by public safety and community-based harm reduction agencies to reverse overdoses.<sup>3</sup>

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](mailto:trashada@cfma.org)

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BOY SCOUTS  
OF AMERICA®

## Did you know?

1905 Daniel Carter Beard was born in Cincinnati. Beard founded the Sons of Daniel Boone, later known as the Boy Scouts of America.

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