



Upcoming Events

August 23, 2023- Negating the Nasty: Negotiating Tough Contract Terms
with Bill Geisen @ Assured Partners
([Click here to register](#))

September 20-21, 2023- Buckeye Conference ([Click here to register](#))

September 29, 2023- Clay Shoot @ Rustic Sycamore Gun Club Lodge
([Click here to register](#))

October 26, 2023- Planning Early Dispute Resolution: The Why and The How
with Scott Gurney
(*Save the Date*)

Construction Financial Management Association

CINCINNATI CHAPTER

Since 1987

Negating the Nasty: Negotiating Tough Contract Terms



Presenter:
Bill Geisen

Description:

Providing practical solutions and alternatives to difficult construction contract provisions.

Learning Objectives:

- Identify and discuss difficult construction contract provisions
- Develop practical/business-like solutions and alternatives to those provisions
- Have interactive discussion with attendees regarding construction contract issues which they face in the real world of construction

When/Where:

Wednesday, August 23, 2023
11:00am—12:00pm Lunch & Networking
12:00pm—1:00pm Program

AssuredPartners
5905 E Galbraith Rd, Ste 500
Cincinnati, OH 45236

Who Should Attend: CFMA Members, Owners, CFOs, CEOs, Controllers

Registration:

Cost = \$20 members \$30 nonmembers 1.CPE Credit. Please register for this event online by visiting: <https://www.eventbrite.com/e/cfma-cincinnati-negating-the-nasty-negotiating-tough-contract-terms-tickets-668299059477?aff=oddtcreator>

Contact Jill Claire cincinnati@cfma.org with questions.



[Click Here to register for Negating the Nasty with Bill Geisen](https://www.eventbrite.com/e/cfma-cincinnati-negating-the-nasty-negotiating-tough-contract-terms-tickets-668299059477?aff=oddtcreator)



Clay Shoot
SEPTEMBER 29, 2023

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](#)



2023 BUCKEYE CONFERENCE



20 - 21 | SEPTEMBER

THE GRAND EVENT CENTER IN GRANDVIEW YARD
COLUMBUS | OHIO

AGENDA

TUESDAY, SEPTEMBER 19

6:00-8:30 p.m.
PRECONFERENCE RECEPTION
and Brewery Tours at 6:30 & 7:30
at High Bank Distillery

WEDNESDAY, SEPTEMBER 20

8:30 - 9:15 a.m.
REGISTRATION/BREAKFAST
9:15 - 9:30 a.m.

WELCOME

OHIO'S LT. GOVERNOR JON HUSTED

9:30-10:30 a.m.

KEYNOTE SPEAKER

Chris McAlister- Leadership Coach-Sight Shift

10:30 - 10:45 a.m.

Break/Networking

10:45 a.m. - 11:45 a.m.

SPEAKER

Chip Holcombe- Managing Director, One Columbus
Investor Relations

11:45 a.m. - 12:30 p.m.

SPEAKER

Porter Wright

12:30 - 1:30 p.m.

Lunch-and Chris McAlister book signing

1:30 - 2:30 p.m.

SPEAKER

Chris McAlister- Leadership Coach-Sight Shift

2:30 - 2:45 p.m.

Break/Networking

2:45 - 3:45 p.m.

SPEAKER

Tamar Chute- OSU "The Shoe" History

5:00 - 6:00 p.m.

SOCIAL HOUR

Social/Field Games/Behind
the Scenes Tours- Ohio Stadium

6:00 p.m.

Dinner at The Blackwell

The Blackwell

THURSDAY, SEPTEMBER 21

7:30 - 8:30 a.m.

BREAKFAST

8:30 - 8:45 a.m.

CFMA NATIONAL UPDATE

KEVIN FOLEY- CCIFF-Chair- Madison Concrete Construction

8:45 a.m. - 9:00 a.m.

CCIFF CERTIFICATION

JOE HARPER- Controller, Kelly Brothers Roofing- CFMA Edu. Steering
Com. Chair

9:00-10:00 a.m.

KEYNOTE SPEAKER

MAURICE CLARETT- Former Professional Football Player

10:00 - 10:15 a.m.

Break/Networking-and Maurice Claret photo op

10:15 a.m. - 11:00 a.m.

SPEAKER-Economic Update

SCOTT COLBERT- Executive Vice President-Commerce Bank

11:00 a.m. - 12:15 p.m.

SPEAKER

CFO Panel

12:15 p.m. - 12:30 p.m.

SPEAKER

Ohio Construction Academy Update

12:30 - 1:30 p.m.

Lunch

1:30 - 2:30 p.m.

SPEAKER-Intel on Intel

BETSY GOLDSTEIN- Betsy Goldstein Consulting

KEYNOTE SPEAKERS SPONSORS



DINNER SPONSORS



SEE OUR SPONSORS AND REGISTRATION ON THE NEXT PAGE

SPEAKERS



CHRIS MCALISTER
Leadership Coach



MAURICE CLARETT
Former Professional
Football Player



SCOTT COLBERT
Executive Vice President
Commerce Bank



TAMAR CHUTE
OSU Historian



KEVIN FOLEY
CCIFF Chair,
Madison Concrete
Construction



BETSY GOLDSTEIN
Betsy Goldstein
Consulting



JOE HARPER
Controller,
Kelly Brothers Roofing



JON HUSTED
Lt. Governor

[Click Here to Register for Buckeye Conference](#)

SAVE THE

DATE



October 26, 2023

Planning Early Dispute
Resolution: The Why and
The How.

With speaker Scott Gurney



Registration Coming Soon



Shout out to our Education Committee:

Bill Steimer
Kyle Skotnicki
Mark Nelson
Maryann Cianciolo
Joe Riech
Kirsten Beckett

They are working hard to bring us some great events in the 2022-2023 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.



True or False
by Thomas C. Schleifer PhD
Beliefs

The human brain is a problem-solving instrument that learns how to care for its host through experience. Its job is to keep us safe from harm and, as it makes its journey through life, it remembers the choices that work along the way. These successful experiences harden into firmly held “beliefs” that the brain holds dear and rarely reexamines.

Throughout my career as a construction contractor and now as a business consultant to the construction industry I frequently had, or heard from contractors, firmly held “beliefs” about our industry. When I or a contractor would express one or another of these “beliefs” I later learned to ask myself, “Is that really so?”

[To learn more click here!](#)



CHAIRMAN'S EXCELLENCE

PROUDLY PRESENTED TO THE
GREATER CINCINNATI CHAPTER


THOMAS BORGIA
CHAIRMAN




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.

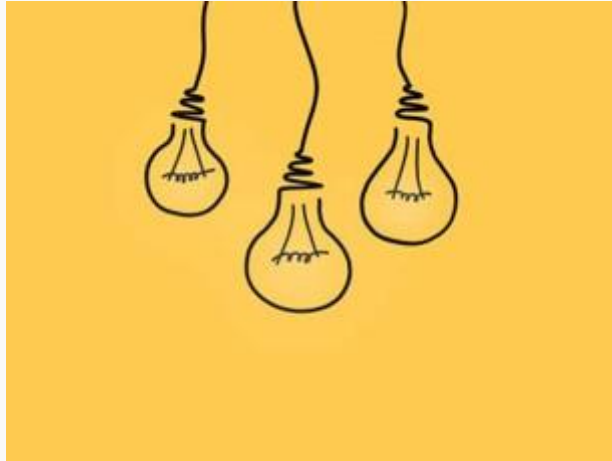
The CCIFP designation is endorsed by industry-leading organizations like ASA, CFMA, CICPAC, IRMI, NASBP and others.

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](#).



Pigtails: The Unfinished Business of Leadership by Mike Trammell

In 1979, I remember walking into a new, beautiful country manor. The two-story foyer was painted in Williamsburg Blue with a curving, rising stairwell on the left side.

And, in the middle of this grand foyer, hung a pigtail — not a grand chandelier or a builder-grade candelabra, but a bare 150W light bulb dangling from two or three wires that emerged from the smooth, flat white ceiling.

I was told that a chandelier had been ordered during construction, which was to be the centerpiece of the foyer. But as the house was being completed, the fixture was backordered. When the home was finished, the family moved in, but the fixture never arrived.

Over time, the family grew accustomed to the pigtail; in the everyday bustle of life, it became acceptable. And so, the pigtail remained, a chandelier was never hung, and the owner's vision was never completed.

[Click Here to Read More](#)



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



Building Support for Workers Through Recovery Friendly Workplaces

by Cal Beyer, Richard Jones, Carolyn Delaney

The consequences of substance misuse and addiction can be catastrophic in the workplace. Impairment can result in workplace incidents that lead to injuries, fatalities, quality defects leading to rework, and lost productivity through fatigue, tardiness, absenteeism, and presenteeism.

In an industry that exists to build and create, the addiction crisis has become a destructive force in construction (see “Substance Use in Construction”). However, the recovery friendly workplace movement offers new hope — and a new blueprint — for providing construction workers in recovery with the support they need to stay healthy.

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



Findlay Market is Ohio's oldest continuously operated public market and one of Cincinnati's most cherished institutions, welcoming more than one million visitors each year. Located just blocks from downtown in Over-the-Rhine, a dense historic neighborhood rich in 19th century architecture, Findlay Market remains the bustling center of farm fresh, locally sourced, artisanal and specialty foods. Open Tuesday through Sunday year round, Findlay Market is home to more than 50 full-time merchants selling meat, fish, poultry, produce, flowers, cheese, deli, ethnic foods and more. On weekends, the Market also hosts a thriving Farmers Market, a vibrant Outdoor Market, numerous street performers and several special events.

[To learn more about Findlay Market and check out upcoming events click here!](#)



Our contact information is:

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