



Upcoming Events

Aug 28 - Ethics Dilemma Virtual Meeting- w/ Joe Harper

Sept 26th Clay Shoot-

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

ETHICAL DILEMMAS IN CONSTRUCTION

Presenters: Joe Harper
Elizabeth Lachowicz

WEDNESDAY
Aug. 28

10am - 12pm

- Recognize the most common ethical issues for contractors, CFPs, & stakeholders
- Consider the impact of unethical behavior on the individual, team/department, organization, & client
- Explore the process of making ethical decisions

Location: Zoom
Cost: Free



← **WRONG OR RIGHT** →

[Click here to register for August's event!](#)



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!](#)



2025
BUCKEYE CONFERENCE
23 - 25 | SEPTEMBER
HOSTED: CFMA CINCINNATI CHAPTER



New Member Spotlight!



new member spotlight

Matt Hoeller
Accounting Operations Leader
| Bayer Becker

513-314-3120 cell; matthoeller@bayerbecker.com

Education: B.S. Marketing/Management University of Dayton 1994

Hometown: Born in Rochester NY, but grew up in Detroit

What I like to do outside of work: Walk, shop, spend time with family

What I look forward to by joining CFMA: Meeting new people and expanding my knowledge of the industry

My favorite charity: Luke 5 Adventures

Words that have inspired me: "Never ask someone to do something you wouldn't do yourself"





Attention!

CFMA Cincinnati
Chapter has a new
email address.

Please add us to your
contacts.

admin@cincinnatiCFMA.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:



The Second and Final Ingredient

by: Thomas C. Schleifer, PhD

There are only two ingredients required to cook up a successful construction company: 1) *Personnel* and 2) *Capital*. When these two profit making assets are combined in the right proportions, construction companies thrive.

-What do we mean by capital?

-Why is it so hard to identify?

-What do we need with it?

-Where does it come from?

-When do you have enough?

-What do we mean by "flow"?

-Why is capital so critical?

-How do I get as much as I want

Working Capital

The formal accounting definition of "capital" on a company's balance sheet is the total of a company's assets less its liabilities. But when we talk about "capital" on a construction company's balance sheet, we're referring to what is commonly known as "working capital". In construction, working capital is a key management metric.

Working capital, also known as net working capital, is the amount of available capital that a company has on hand to pay for its short-term expenses. This form of capital allows companies to operate by covering the costs of inventory, short-term debt, and day-to-day operations. Working capital is the difference between the company's current assets—any resource or goods used to generate cash flow—and current liabilities, which refers to any short-term financial obligations.

Pretend with me for a moment that you are eavesdropping on a Q&A session I have often had with construction students. At the beginning of each class on business, I would invite the students to ask anything they needed to clear up misconceptions they may be harboring about the topics we were about to take up.

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](#).



Monitoring Your Construction Company's Vital Signs

by: Mike Trammell, Scott Yandle

For construction companies, the only certainty seems to be uncertainty. After three quarters of decline, the March 2024 CONFINDEX rose to 109 — its highest mark in two years, followed by a slight dip to 106 in June 2024.

Alternatively, the AIA/Deltek Architectural Billings Index (ABI) for April 2024 showed a bounce back trend, decreasing from 49.5 in February to 43.6 in March and then back up to 48.3 in April but remaining below the benchmark of 50, indicating an overall decline in firm billings.

With such uncertainty, continuously monitoring the overall health and function of a construction company is prudent. Businesses must navigate *external factors* such as economic conditions, market fluctuations, and competition by implementing robust *internal strategies* including addressing financial health, systemic efficiency, organizational structure, and workforce resilience.

Adopting continuous improvement begins with a focus on the vitals of your organization: operational excellence as evidenced by key performance indicators (KPIs) that are specific, measurable, achievable, relevant, and time-bound (SMART); amplifying your workforce; and backlog and project performance best practices.

To read more [CLICK HERE!](#)



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





Living Into Your Purpose & Passion

by: Chris Robinson

In September 2010, I was the Vice President of Operations for a large construction company in Dallas, TX. As I sat at my desk one morning, this thought crossed my mind: *What will I be doing in retirement, and how do I prepare for it?* This was a somewhat random but extremely significant question; random because it came from absolutely nowhere, as many thoughts do, but significant because it changed the course of my career and life.

I was raised with the understanding and expectation that I should follow a prescribed educational path, establish a career early in adulthood, and eventually retire to enjoy the fruits of my labor. Another belief I had was in the importance of service to others and giving back.

In my personal life and professional career, it has always been my goal to be a *servant leader*, as everyone needs support and encouragement. I found this to be true among all of the project teams I was honored to work with and also among the men of my community — a community that has been *my* source of support and encouragement for many years.

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?

Neil Armstrong - first man on the moon who later served as a professor of engineering at the University of Cincinnati from 1971-1979.



Our contact information is:

P.O. Box 31206

Cincinnati, OH 45231

513-939-2652

Cincinnati@cfma.org