



## Upcoming Events

**July 13, 2023-** Cincinnati Public Library Hard Hat Tour  
and Happy Hour ([click here to register](#))

**July 15-19, 2023-** CFMA's Annual Conference ([Click here to register](#))

**August 23, 2023-** Negating the Nasty: Negotiating Tough Contract Terms  
with Bill Geisen @ Assured Partners  
(Save the Date)

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

**September 29, 2023-** Clay Shoot @ Rustic Sycamore Gun Club Lodge  
(Save the Date)

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

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# Cincinnati Public Library Hard Hat Tour

800 Vine Street  
Cincinnati, OH 45202

**Must bring own PPE (hard hat, safety glasses, safety vest, and closed toe shoes)**

Date: July 13, 2023  
Time: 3pm-4pm

CFMA Members Only  
Site Tour Ticket: Free

Happy Hour (offsite) to follow:

Copper & Flame  
111 Vine Street  
Cincinnati, OH 45202

Happy Hour Ticket: \$20  
(Includes 2 drink tickets and appetizer)



[Click here to register for The Hard Hat Tour and Happy Hour](#)



## **NEGATING THE NASTY: NEGOTIATING TOUGH CONTRACT TERMS**

August 23, 2023

Lunch & Networking:  
11:00 am - 12:00 pm

Program : 12:00 - 1:00

### **Location:**

AssuredPartners  
5905 E Galbraith Rd  
Suite 500  
Cincinnati, OH 45236



**BILL GEISEN**

**Registration Opening Soon!**



# Save the Date!

SEPTEMBER 2023

# 29

RUSTIC SYCAMORE GUN CLUB LODGE

LUNCH BEFORE & DRINKS AFTER





# 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- CCIFP-Chair- Madison Concrete Construction

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

#### CCIFP 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  
CCIFP 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.

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**CFMA's Annual Conference & Exhibition**  
**July 15-19, 2023**  
**Gaylord Rockies Resort & Convention Center**



[Click here for more info and to register!](#)



**Help Wanted: 2023 Talent Shortages in the Engineering & Construction Sector**  
**by Sabine Hoover**

With the national unemployment rate at its lowest level in 54 years,<sup>1</sup> the engineering and construction (E&C) sector continues to be heavily impacted by persistent labor shortages.



More than 90% of E&C firms can't find qualified talent, and more than 50% predict that the shortages will either highly or severely affect their organizations, according to FMI's latest research.<sup>2</sup>

With the labor shortage expected to intensify for both field manager and executive roles over the next five years, this article dives into key findings from the 2023 FMI Talent Study<sup>3</sup> and discusses the current state of recruiting, hiring, and retention for the E&C sector.

To Read More about Talent Shortages [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](mailto:cincinnati@cfma.org)



### 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](#).



### **Preventing Workplace Misconduct: A Leadership Imperative by Cal Beyer, Ashley Seitz**

The culture of construction has been described as one that perpetuates racism, discrimination, and sexual harassment. In fact, it may take a fleet of excavators to dig the industry out of the hole it is in with the U.S. Equal Employment Opportunity Commission (EEOC).

This article presents risks, reasons, and recommendations to help industry leaders take a stand against workplace misconduct, transform the culture, and protect people, reputations, and profits.

#### **Growing Risks of Workplace Misconduct**

Organizations are being pushed internally and externally to take action against workplace misconduct. As employees find their voices, they are also finding courage to file complaints and claims. The growing risks of workplace misconduct can no longer be ignored, including:

- “Damage to company culture where trust can quickly erode and turn into us vs. them conflict.

- Reputation risk that can hurt the company's efforts in recruiting and retaining top talent and jeopardize relationships with owners, financiers, subcontractors, and suppliers.
- Profit loss from legal defense costs during prelitigation discovery and negotiated settlements or legal judgments, as well as indirect costs associated with lost productivity due to investigations, depositions, negotiations, arbitrations, or trials."

[Click Here to Read More](#)

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



**Mental Health & Suicide Prevention  
by Stuart Binstock**

This is my penultimate message in CFMA Building Profits as I will be retiring in August 2023. “Penultimate” is one of my favorite words; very few people know what it means and many think it’s exactly the opposite of its definition — “next to last.” So, consider that my final English class for all of you at CFMA! But I digress.

As many of you know, May is Mental Health Awareness Month. So in this penultimate message, I would like to focus my comments on CFMA’s contributions to mental health and suicide prevention in the construction industry.

CFMA has been a leader in this initiative since 2015, when Cal Beyer and Sally Spencer-Thomas wrote an article on suicide prevention in construction that was published in the November/December issue of CFMA Building Profits. With no idea about what the response to that article would be, there was an outpouring of support on CFMA’s Connection Café that made us realize we had hit a nerve that we didn’t know existed.

To read more from Stuart Binstock [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](mailto:vwhitehead@cfma.org)

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Cincinnati's first major airport was Lunken Airfield which opened in 1925 and is still in operation today. Commercial air service followed just a few years later. In 1930, the facility became known as Lunken Airport and was the largest municipal airport in the world.



[To Read More about the History of Lunken Airport Click Here](#)



**Our contact information is:**

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