



**CONSTRUCTION
FINANCIAL
MANAGEMENT
ASSOCIATION
NORTHWEST OHIO CHAPTER**

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2021 CFMA NATIONAL CONFERENCE

Whether you attended the National Conference this year in-person or virtually July 19 - 23, 2021, you were entertained by the new CFMA National Chairman, Pam Hepburn. This is a name you should recognize because Pam is from our very own Chapter, Northwest Ohio!

It was exciting to be there in-person to hear Pam's speech. Pam's message was that we are born curious and that curiosity propels us as we reach for and gain new levels of understanding and competence in the world. Curiosity is the engine of continuous improvement, critical thinking, and achievement. When we pursue our curiosity in our interactions with others, we build relationships and can lead with emotional intelligence. Pam was inspired by her father to always be curious and learn more, which she has continued to practice to this day.

[If you missed it - here is a link to Pam's speech.](#)

Our Chapter was represented by several members who attended the conference. Pictured above from L to R: Teri Goins, Gayle McLennan, Cheryl Koengier, Greg Taylor, Sandy Webb, Pam Hepburn, Wes Behem, Jim Lortie, and Bob Bobek.



Pam Hepburn, CCIFP
*CFMA 2021-2022 National Chairman
Speaking at the 2021 CFMA National Conference*

MESSAGE FROM THE CHAPTER PRESIDENT

Welcome back from our summer break!

To others it may seem longer as not everyone attended the monthly meetings this past year in person due to COVID-19. I personally would like to thank you for all your patience during this time and apologize for not always getting everyone connected properly and to others who did not even get the meeting notice. We had some great topics and look forward to many more opportunities to learn in the upcoming year. A favorite of many was the Artificial Intelligence (AI) program. It is amazing what developments are coming which will help our people do their job more efficiently and, more importantly, safer.

CFMA is a great organization. You have so many different opportunities to learn, teach, mentor, ask for help and share ideas. Whether that is by coming to monthly meetings, networking, education opportunities put on by NW or social events. The more you get involved the more you grow as a person.

Being on the Steering Committee has influenced me in a such positive way. CFMA is all about the people you meet, the friends you make, the bonds you form. I encourage all of you to attend monthly meetings and join committees. The more you are around the wonderful members in our chapter, the more you feel at home.

Cheryl Koeniger
2021 - 2022 CFMA Northwest Ohio Chapter President



[Click here to visit our Chapter website for more photos from this year's event!](#)

27th Annual CFMA Golf Scholarship Scramble at Brandywine Country Club

Thanks to our golfers, sponsors, committee members and many volunteers the **27th Annual CFMA Golf Scholarship Scramble** made a successful return after our COVID hiccup in 2020.

As over 100 participants will recall, Monday, July 26th was a HOT and MUGGY day! The rains over the weekend kept us holding our breath till 7:30AM day of the event whether the course was going to be open or closed. *Thank you Brandywine for giving us the green light!* Although there were a few large puddles along the cart paths, as far as we know, no life preservers were needed to be deployed.

The Brandywine CC folks did a nice job keeping us organized and on track – not to mention well fed and hydrated! The registration this year was in the front parking lot which seemed to flow better and the AC at dinner gave us all a second wind. The food line moved right along and the steaks and chicken seemed to be a big hit.

Importantly, the **outing raised over \$20,450 for tuition assistance for College of Business Administrative students at UT and BGSU**, our two major universities in the area. Thanks to you we are now at an estimated \$550,000 level for scholarship monies raised since the mid-90s. That is a lot of sponsors, golfers and raffle ticket buyers!

Finally, a BIG thanks to the organizing committee members: Bob Bobek, *GJM*, Jennifer Marquardt, *US Utilities Contractors*, Tom Nemeth, *Hylant*, Blayne Robbins, *Brown & Brown*, Chris Kasper, *Rudolph/Libbe Cos.*, Terence Pitre, *BGSU* and last but not least Diana Franz, *UT*. It was a great team effort and virtual planning meetings made the process more efficient for all – up to the last week when things all came together- the fun part!

We hope some of our CFMA members reading this will consider joining the Golf Committee in 2022- or another CFMA committee. It is one of the best ways to get to know your fellow members and enrich your CFMA experience. We hope to see everyone back next year!

Jim Lortie
Golf Committee Member

UPCOMING CHAPTER EVENTS YOU DON'T WANT TO MISS!

SEPTEMBER 16, 2021

In-Person & Virtual Chapter Meeting

Topic: Cyber Security in the Construction Industry

Presented by a Panel of Member Companies' IT Staff

SEPTEMBER 22 - 23, 2021

Buckeye Conference

Key Speakers: Jim Tressel & Eric Giguere

One Seagate, Toledo, OH

OCTOBER 21, 2021

In-Person & Virtual Chapter Meeting

Topic: Deviant Behavior in the Workplace

NOVEMBER 18, 2021

In-Person & Virtual Chapter Meeting

Topic: Regional Growth Partnership

A discussion of what is happening in Northwest Ohio

[REGISTER FOR OUR EVENTS HERE!](#)

2021 - 2022 NORTHWEST OHIO BOARD OF DIRECTORS

Cheryl Koeniger, President

CFO, A. A. Boos & Sons, Inc.

Tom Nemeth, Membership Chair

VP Commercial Lines, Hylant Group

Ryan Whitman, Secretary

CPE, Rehmann CPA's

Ryan Leininger, Treasurer

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Teri Goins, Program Chair

Controller, Spieker Company



Last Chance to Register for the 2021 Buckeye Conference in Toledo

The **Buckeye Conference** is returning to Toledo on September 22 & 23, 2021 at One Seagate Downtown. The Conference is hosted by the Northwest Ohio and Cincinnati Chapters of CFMA, and will have attendees from these chapters as well as other CFMA Chapters from across the Midwest.

Key Speakers: Jim Tressel & Eric Giguere



Jim Tressel



Eric Giguere

Each attendee's registration will include a pre-Conference Welcome Event the night of September 21st at Toledo Spirits and a local beer tasting networking event with the vendors on September 22nd followed by dinner at the Imagination Station.

We will have two great days of training for CFOs, Controllers, and other leaders within the construction industry. We plan to be one of the first in-person conferences after the pandemic, thus we anticipate exceeding our past attendance of approximately 125 attendees. There is great value and opportunity in being part of this exciting event, which you have come to expect over the last 20 years.

For more information or to register click [here](#).

View the Conference Agenda [here](#).

ADDITIONAL INSURED STATUS - IS IT REALLY THAT SIMPLE?

The request for additional insured status has become so common that the specifics of the request are often overlooked. *Did you know there are over 42 different additional insured forms?*

There is such a large quantity because as the years progress and claims continue to rise, insurance carriers create new forms to restrict coverage, and take less responsibility in the event of a claim. The most common culprit in the most recent additional insured form is a reduction in your total limits to match only what the contract requires.

Simply put, if you have \$15M in liability coverage and the contract requires \$1M, you now have \$1M in coverage for that job. There are plenty of nuances in there as insurance is never that simple but talk to your current insurance agent and ensure you don't get caught in the grey area in the event of a claim.

2021 - 2022 ANNUAL STRATEGIC MEETING

A Strategic meeting is defined as documenting and establishing a direction of your entity by assessing both where you are and where you are going.

Every August the Steering Committee meets to plan the next year. We discuss the prior year's decisions and address anything that needs to be tweaked. The following are the main decisions that resulted from our discussions during this year's meeting:

1. New Chapter Administrator. We decided to have two: one local and one that handles other CFMA chapters across the country.
2. Instate a Mentor Program – this is a committee that will welcome new members and make them feel comfortable when attending meetings.
3. Host at least one meeting a year which attracts owners of construction companies to attend.
4. Reach our goal of a minimum of 40 members to attend the monthly meetings. Do we want more, *of course!*
5. Charity for Donations at Christmas time.
6. Issue a Quarterly Newsletter (we are always looking for ideas...we spotlight a project every issue Maybe it could be yours! – contact a member of the Newsletter Committee.
7. Start a **Fun Committee** (plan activities outside of meetings in a more relaxed atmosphere two times per year).
8. Develop a Steering Committee Succession Plan.
9. Write Job Descriptions for each Officer Position.

Get to Know Our Current President: Cheryl Koeniger



Cheryl was born right here in Toledo. She went to St John's Elementary and Central Catholic High School.

Cheryl has one daughter, Brittany, and told us, *"I am so proud of the strong woman she has become"*. When considering important decisions growing up, we often spoke of her childhood in terms of *is this how you will want your kids to grow up?*

She met her husband, Kevin, 25 years ago. They both worked at Fred Christen & Sons, Inc., had mutual friends there and just started hanging out together. They dated 6 years before deciding to get married. Kevin never had children of his own and was going to inherit a twelve-year-old daughter. *"It was definitely difficult at times getting the three of us to mesh together."* They celebrated their 19th wedding anniversary in August. They now have three beautiful granddaughters ranging from 3 month to 4 years old. Brittany has a wonderful husband and her family lives close, so they see them at least one a week.

Cheryl has been a member of CFMA for 16 years. She did not get really *get involved* until she was asked to join a Steering Committee meeting. During her first year on the Steering Committee, she had the opportunity to attend Spring Creek (a CFMA leadership retreat) where she met new people in the same boat as her. *"It was a good growing experience for me."*

Since then, she has become in charge of the Newsletter, Membership Chair, Programs Chair and now President. She is also on the Buckeye Conference Committee and helps on the day of our Golf Event. *"I have learned a lot about myself on my CFMA journey and made new friends."*

Dream: Take my daughter and her family to Disney World. Looks like that may happen September 2022!

My ideal vacation: A condo on the beach and a drink in my hand

Favorite foods: I could eat Italian or Mexican food every day of the week.

"I am an introvert. My CFMA experiences have really stretched me and been a great opportunity for both personal and corporate growth. One of the best benefits of CFMA for me is that when facing the issues and struggles of business that we all have, I have a great network of friends ready to help me out when I need it."

WELCOME TO OUR NEWEST CHAPTER MEMBERS!

BRIAN PATTERSON
Mosser Construction, Inc.

JUSTIN CHANDLER
Campbell Inc.

TANA KOSKINEN
The Delventhal Company

JOHN KREUZ
Coghan Colonial Bank

If you know someone who may be interested in joining our Chapter, please send their contact info to Tom.Nemeth@hylant.com

Going Beyond the Numbers: CCIFPs Share Their Stories

As those in the industry can attest, your role in construction finance is much more than just balance sheets and cost codes. As a strategic leader, how well you effectively implement and communicate your knowledge drives success within your company. Becoming a Certified Construction Industry Financial Professional (CCIFP) puts that knowledge front and center immediately, eliminating doubt, and establishing trust in your expertise immediately. We talked to a knowledgeable group of CCIFPs on what motivated them to become CCIFPs and how they have benefited from becoming certified.

Read the full article [here](#).



The construction industry has the highest number of suicides and the highest suicide rate of any industry. As such, it is an industry imperative for contractors, unions, project owners, and industry service providers to address suicide prevention in construction as a safety priority.

The mental well-being of a company's workforce is equally as important as their physical well-being. If anyone is struggling with mental health issues, they may ignore all efforts of protection and could be a danger to themselves and others.

This is why CFMA has been deeply involved in suicide prevention since the first article on the topic, written by Cal Beyer and Dr. Sally Spencer-Thomas, was published in CFMA Building Profits in 2015. Since the **Construction Industry Alliance for Suicide Prevention (CIASP)** started as a CFMA task force in 2016, it has garnered support from contractors, unions, associations, and mental health organizations across the country.

April 2016 saw CFMA's Valley of the Sun Chapter hosting the first regional summit on the topic, spurring on other CFMA Chapters to undertake similar initiatives. In 2018, the CIASP became a separate 501(c)(3) organization with its own governing body. In July 2019, the CIASP hired an association management company to handle its day-to-day operations – a major step in transitioning to an independent organization.

Construction Industry Alliance for Suicide Prevention
Visit www.preventconstructionsuicide.com to **Get Help, Get Informed,** and **Get Started.** Now is the time for the industry to **STAND** up for suicide prevention and address it as a health and safety priority.

Join CFMA in taking the pledge to create safe cultures, provide training to identify and help those at risk, raise awareness about the suicide crisis in construction, normalize conversations around suicide and mental health, and ultimately decrease the risks associated with suicide in construction.

For more information or support visit:
<https://cfma.org/suicideprevention>