

The Creditline

October 2014

2014-2015 Officers and Board

President
Barbara A. Davis, CCE
Northwest Pump & Equipment Co.
503.227.7867

Vice President
Marilyn Rea, CCE
Pacific Architectural Wood Products
503.943.2396

Secretary
Ruth Moehnke
Columbia Steel Casting Co., Inc.
503.286.0685 ext. 208

Treasurer
Debora Diamond-Burt, CBA, CICP
Schnitzer Steel Industries, Inc.
503.721.5660

1-Year Directors
Yvonne Prinslow, CCE
Hampton Lumber Sales
503.203.6495

Kathleen Victoria
Kyocera Industrial Ceramics
360.750.6127

2-Year Directors
Tanna Cain
Star Oilco
503.283.1256

Joy Henderson
Schnitzer Steel Industries, Inc.
503.220.5205

Chairman of the Board
Tawnya Marsh, CBA
Columbia River Knife & Tool
503.218.2527

National CFDD Area Director—
Oregon
Barbara A. Davis, CCE
Northwest Pump & Equipment Co.
503.227.7867

CFDD Liaison
Kathy Linscott, CGA
NACM Oregon
971.230.1164



"Commitment to Excellence"

"How Antitrust Laws Impact Credit Management"

Thursday, October 9, 2014

Location: Doubletree Lloyd Center
1000 NE Multnomah, Portland

Enter parking lot from either NE 9 or
NE 11 Ave., south of Multnomah Max Line stop: Lloyd Center

Schedule: Professional Networking and Social Time—5:30 to 6 p.m.
Dinner—6 p.m. (Meeting starts at 6 p.m.)

Cost: \$35 Members; \$40 Nonmembers

Program: Jack Cooper, attorney, will discuss the federal antitrust laws as they pertain to the context of credit management. He will review antitrust policy, primary antitrust statutes, enforcement and penalties, types of activities prohibited by the antitrust laws, price discrimination, credit terms, special considerations for credit management, and overall best practices.

Presenter: George J. "Jack" Cooper, is a partner in the Portland law firm of Dunn Carney Allen Higgins & Tongue LLP. Jack earned his bachelor of science degree in Political Science from Willamette University and his J.D. from Duke University School of Law. Some of his areas of practice are Employment Law - Employer; Business and Commercial Law; Litigation and Appeals; and one of his specialty areas is Antitrust. He is regularly involved in litigation, including several cases that have gone to the United States Supreme Court dealing with boycotts and monopolization. For many years, Jack has also counseled the credit management industry and regularly attends meetings of national credit groups.

Buffet Dinner Menu:

Apple, Pear and Endive Salad with Cranberry Vinaigrette; Slow-roasted Pot Roast Cabernet Demi-glaze; Roasted Willamette Valley Red Potatoes; Chef's Choice Side of Vegetables; Chef's selection of displayed Desserts; Coffee, Decaffeinated Coffee and Tea.

Please contact Marilyn Rea, CCE, at marilynre@pacificwoodproducts.com if you have any dietary restrictions to request a substitution to the regular menu at least 2 days prior to the meeting.

Program Cancellation Policy:

Please RSVP and provide cancellation to the Calling Committee's email about each CFDD meeting by 5 p.m. the Friday before the monthly educational meeting. Or contact Yvonne Prinslow, CCE, at 503.203.6495 or yvonneprinslow@hamptonaffiliates.com.



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President's Message

It is hard to believe fall is just around the corner with all the warm weather we had this past month. But I can see the leaves starting to change color which makes for a picturesque fall in the Pacific Northwest!

Congratulations to Ruth Moehnke as the 2014 recipient of the Distinguished Member Award. It is very well-deserved as Ruth has been a very involved member of our chapter, serving in various Board positions and committees, always willing to step up and help out whenever needed. We were very happy that Ruth's family and both the CEO and CFO of her company were able to attend the September meeting to see her receive the award. Congratulations also go out to Clara Nemeth, CBF, as the 2014 recipient of the Outstanding New Member Award. Clara is an enthusiastic advocate of our chapter and in the past year has invested a lot of her time in her professional development, earning two designations. What a great accomplishment!

Thank you to all members that donated items to our Fall Auction and Wine Wall. It was a tremendous success as we raised \$1,450 for our scholarship fund! We had a great time and several bids were very competitive! Brett Hanft, CBA, as always does a great job as the auctioneer and Clara Nemeth, CBF, was outstanding as our cheerleader during the bidding! A big thanks goes out to Molly Spearing for putting this fund-raiser together. Great job!

I just returned from the CFDD National Conference in Minneapolis and it did not disappoint! In addition to networking with fellow CFDD members from across the country, there were some outstanding educational sessions covering a wide range of topics for the credit professional. These included communicating with different people, automation of the credit department, unclaimed property, risk mitigation tools, payments fraud, and a best practices roundtable where attendees shared the most burning issues and how they are addressing them. Other highlights included the silent and dessert auctions which raised \$15,000 for the CFDD National Scholarship fund! I am always in awe of the amounts that are raised which underlines the enormous national support for professional development. If you have not applied for a National scholarship, I encourage you to do so. The rewards go a long way!

Have a fantastic fall and I hope to see you at the October chapter meeting.

Best Regards,

Barbara Davis, CCE
CFDD Portland Chapter President

Congratulations

Several Portland Chapter members were recognized at the CFDD National Conference for reaching significant membership milestones. Thank you for your membership and support of CFDD!

Betty Beeson-Bauder, CBF 25 years

Charlene Gothard, CBF 25 years

Brett Hanft, CBA 25 years

Fund-raising Opportunity—

Gold Canyon Candles!

The CFDD-Portland Chapter will kick off a fund-raiser on Thursday, October 9. Members have an opportunity to collect orders for Gold Canyon Candles until Thursday, November 13. With gift-giving occasions coming up every month, this is the perfect opportunity to stock up on candles and candle products for that 'gift on the go' that you need in a pinch! Gold Canyon has a huge variety of amazing fragrances that envelope your home.

Your participation and effort will earn CFDD Portland a 25% profit from all sales! I'm confident this will be a great fund-raising opportunity, but YOU need to participate in this CFDD fund-raiser to ensure its success!

Gold Canyon not only offers jar candles, but scent pod warmers, diffusers, candle holders, tea lights, votives, room, and auto air fresheners, etc. You, your family, friends, coworkers, etc., should easily be able to find items from the catalog to help support our fund-raising efforts.

All orders need to be turned in Thursday, November 13 at the CFDD Portland Chapter Meeting and will be delivered approximately three weeks after the fund-raiser concludes.

If you want to participate or have any questions, please contact Brett Hanft at 503.520.5451 (work) or email hanft@lumber.com. A packet of information will be mailed to you with catalogs, order forms, and an information sheet you can share with everyone you contact to collect orders.

Thanks, in advance, to all participants for helping to make this fund-raiser successful for the CFDD Portland Chapter.

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Directions to Doubletree Portland Hilton – Lloyd Center

From I-5 Southbound: Exit #302A (Rose Quarter/City Center/Broadway Bridge). Turn left onto Weidler Street. Follow Weidler to 9th Avenue and turn right. Continue 3 blocks south pass Multnomah Street, turning left into hotel and parking structure.

From I-5 Northbound: Exit #302A (Coliseum/Broadway/Weidler). Turn right onto Weidler. Follow Weidler to 9th Avenue, turn right. Continue 3 blocks pass Multnomah Street, hotel and parking structure is on left.

From I-84: Exit #1, Lloyd Center (Lloyd Blvd.) Turn right at 2nd signal (11th Avenue). Hotel and parking structure is one block north.



Program Topics

The Board is always looking for education topics and sources and look to our membership for guidance. The Board meets annually to construct a guideline for programs and topics of interest and relevance to our membership so it is vital that you make sure the Board is aware of your interests.

Upcoming Monthly Meetings

November 2014—A Surprise

December 2014—"Holiday Party"

January through March 2015—"Bankruptcy Series"

August Treasurer's Report

Total beginning balance
of Restricted and Unrestricted Funds \$19,783.20

Unrestricted Funds
Beginning Balance as of August 1, 2014 \$2,567.63
Income \$769.25
Expenses \$0.00
Ending balance as of August 31, 2014 \$3,336.88

Restricted Funds
Beginning Balance as of August 1, 2014 \$17,215.57
Income \$1.30
Expenses \$0.00
Ending Balance as August 31, 2014 \$17,216.87

Total Ending Balance of Restricted and
Unrestricted Funds \$20,553.75

Breakdown of Accounts

Unitus 1 Share Deposit \$5.01
Checking Account Balance \$2,473.85
Outstanding Checks
Money Market Account Balance \$18,074.89
Ending Balance as of August 31, 2014 \$20,553.75

Membership Drive

Effective April 1, we will begin promoting a new membership drive campaign. Every new CFDD member referral will earn you an entry into a drawing for a \$50 gift card. If you bring in five new members during the year, you'll be entered five times for the gift card drawing.

CFDD Vision Statement—

"The mission of the NACM Credit and Financial Development Division is to develop tomorrow's business leaders through core offerings."

CFDD Mission Statement—

"To be a leading provider of professional development opportunities through learning, coaching, networking, and individual enrichment."

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CFDD Portland Chapter Education Meeting Minutes

September 2014

Credit and Financial Development Division of the National Association of Credit Management Thursday, September 11, 2014, at the Doubletree Lloyd Center.

The meeting was called to order by President, Barbara Davis, CCE, at 6:05 p.m., at the Doubletree Lloyd Center in Portland, Oregon.

Introductions

Barbara Davis, CCE, introduced the following in attendance: Past Presidents: Charlene Gothard, CBF; Brett Hanft, CBA; Carol Johnson, CICP; Marsha Johnson, CCE; Tawnya Marsh, CBA; and Marilyn Rea, CCE. NACM Oregon Board Members: Marsha Johnson, CCE, Chairman; Tawnya Marsh, CBA, Director; and Dave Newman, CBF Director. NACM-Oregon Foundation Board Members: Barbara Davis, CCE, Vice Chairman; Yvonne Prinslow, CCE; Director; and Marilyn Rea, CCE, Director. CFDD National Vice Chairman - Education, Programs & Chairman Elect: Charlene Gothard, CBF. CFDD National Area Director: Barbara Davis, CCE. NACM Liaison: Kathy Linscott CGA. Special Guests: Robert Moehnke, Ryan Moehnke, Martha Cox, and Mark Roeter, guests of Ruth Moehnke.

Business Meeting

A motion was made by Brett Hanft, CBA, and seconded by Marsha Johnson, CCE, to approve the minutes for the August 2014 CFDD Meeting; motion passed.

DMA Presentation—Marilyn Rea, CCE
Recipient, Ruth Moehnke

ONM—Brett Hanft, CBA
Recipient, Clara Nemeth, CBF, CGA

Committee Reports—

Treasurer's Report—

Treasure's Report is on the tables for review and printed in the *Creditline*.

Share Wins—
No report.

Program—Marilyn Rea, CCE

October 2014—"Antitrust," presented by Jack Cooper, Partner, Dunn, Carney, Allen, Higgins & Tongue, LLP

November 2014—A Surprise

December 2014—"Holiday Party" (Looking for a motivational speaker)

January - March 2015—"Bankruptcy Series"

Publicity—Kathleen Victoria

Deadline for the October *Creditline* is September 19.

Please send all submissions to Kathleen Victoria at kathleen.victoria@kyocera.com.

Fund-raising—Molly Spearing

The September CFDD meeting is our Harvest Auction. Raffle tickets for a bottle of wine from the Wine Wall are \$15 each.

Planning—

No report.

Membership—Tawnya Marsh, CBA

The membership count is at 69 for the chapter.

Education—

No report.

Scholarship—Charlene Gothard, CBA

No report.

Mentoring Report—

No report.

National Area Director—Barbara Davis, CCE

No report.

Old Business

No report.

New Business

No report.

Reflection—

No report.

Dinner and Program—Marilyn Rea, CCE

Barbara Davis, CCE, gave an update on the NACM-Oregon Foundation.

Monthly Raffle

No report.

Announcements

The Gold Canyon fund-raiser will begin at our October CFDD Meeting and conclude in November. Delivery will be the week after Thanksgiving. 25% of sales go to the CFDD scholarship fund. Remember that we will be accepting canned goods and cash donations for the Oregon Food Bank beginning at the September educational meeting.

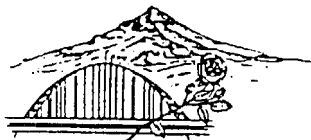
Closing

The Salem/Albany Chapter is holding a yard sale on Sunday, September 14. Details on Craigslist. The next Board meeting is Thursday, September 15, 2014, 5:15 p.m. CEU forms and parking passes are on the back table. The Fall Auction proceeds were \$980 with Molly Spearing donating \$20 to bring the total to \$1,000. Meeting was adjourned at 8:15 p.m.

Respectfully submitted,
Ruth Moehnke, Secretary

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CFDD Portland Chapter Application for Scholarship Award

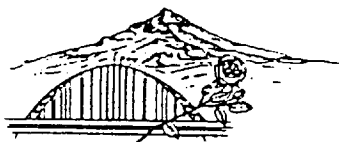


1. Which scholarship are you applying for? _____
 2. Please consider my application for a scholarship toward: _____
 3. How long have you been a member of CFDD? _____
 4. Please list the number of meetings attended in the last twelve months: _____
 5. Current position with firm: _____
 6. Will your company support you financially to attend this class? ☐ Yes ☐ No ☐ Partially
 7. Are you working towards certification or recertification? ☐ Yes ☐ No
 8. What interests you in this class/conference? _____
 9. Briefly, outline your past and current participation in CFDD: (Please complete on back if needed.)
 - a. Offices held _____
Dates to/from: _____
 - b. Committees served _____
Dates to/from: _____
 10. Have you previously applied for a scholarship? If so, when and which one? _____
 11. Have you been awarded a scholarship within the past 12 months from CFDD Portland Chapter? ☐ Yes ☐ No
Which one(s) _____
 12. Have you previously attended the Pacific Northwest Credit Conference or National Credit Congress?
PNWCC—Year(s) attended: _____
National Credit Congress—Year(s) attended: _____
- I understand that if I am selected for a scholarship, I must submit a written report to the Scholarship Committee within three weeks of completion of the class or seminar. At my option, I may make an oral report to the membership in place of the written report.
- Member Name: _____ Company Name: _____
Supervisor Name: _____ Supervisor Email: _____
Mailing Address: _____
City, State, Zip: _____
Phone: _____ Fax: _____
Email Address: _____
Signature: _____ Date: _____

12. Mail, fax, or email to: Charlene Gothard, CBA
Purina Animal Nutrition, LLC
15840 N. Simmons Rd., Portland, Oregon 97203
p: 503.286.7188 f: 800.741.7225
cmgothard@landolakes.com

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CFDD Portland Chapter Membership Application

Please type or print

I hereby make application for membership in the National Association of Credit Management, Credit Financial Development Division, Portland Oregon Chapter.

Company Data

Name: _____ Title: _____

Email: _____

Company: _____

Phone: _____ Fax: _____

Address (Mailing): _____

City/State/Zip: _____

Physical: _____

City/State/Zip: _____

NACM Affiliate/CRF which your firm belongs : _____ Member # _____

How/where did you hear about CFDD? _____

Personal Data

Address: _____

Phone#: _____ Birth month & date: _____

Annual dues are billed the end of October each year and the membership year is January 1 through December 31. Dues are \$110 per year and are prorated on the basis of \$9.17 per month.

Please bill my firm on the next NACM Oregon statement \$ _____

Applicant's signature _____

Date: _____

Please send the completed form to the following address:

Tawnya Marsh, CBA
Columbia River Knife & Tool
18348 SW 126 Place, Tualatin, Oregon 97062
p 503.218.2527
f 503.682.9680
e tmarsh@crkt.com



NACM/CFDD National Mentor Training

MENTEE APPLICATION

Date_____

Name_____Title_____

Employer_____

Address_____

City/State/Zip_____

Industry_____Work Phone_____

Home Address_____Home Phone_____

City/State/Zip_____

Year's in Credit_____Year's in Management_____

Education

_____High School _____Some College _____Two-Year Degree

_____Four-Year Degree _____MBA Degree

_____Other_____

Designations _____CBA _____CBF _____CCE

_____Other_____

Reason for requesting a Mentor:
