August 2017

2017-2018 Officers and Board

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

Vice President

Joy Henderson Schnitzer Steel Industries, Inc. 503.220.5205

Secretary

Molly Spearing LaCrosse Footwear, Inc. 503.262.0110 x1315

Treasurer

Kathleen Victoria, CCE Kyocera International, Inc. 360.750.6127

1-Year Directors

Melanie Etzel, CCE Cascade Nut and Bolt 503.375.6445

Bill Heintz, CCE Bridgewell Resources, LLC 503.872.3566

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Nancy Larson Yakima Products, Inc. 971.233.8005

Sylvia Schultz Dolan Northwest, LLC 503.972.5235

Chairman of the Board

Yvonne Prinslow, CCE Hampton Lumber Sales 503.203.6495

National CFDD Area Director— Oregon

Elizabeth Honeycutt MSC Industrial Supply Co. 704.987.5453

CFDD Liaison

Clara Nemeth, CCE, CGA NACM Northwest 971.230.1144



"Challenge Yourself—Thrive to be the best you can be!"

"Working with Sales in the International Market"

Thursday, September 14, 2017

Meeting Location: DoubleTree Lloyd Center

1000 NE Multnomah, Portland, Oregon

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

Professional Networking and Social Time-5:30 to 6 p.m.

Meeting starts at 6 p.m.

Cost: \$35 Members

Program: The key characteristics a credit manager should have—upper managements support and how communication is key when interacting with sales. Agreements to help with sales negotiations and the customer. What partnerships does a credit manager need to have to support international sales? How a credit manager works with sales for international sales, including what should be added to your company's credit policy, how to add credit terms and verbiage to your sales quotes, order confirmations, and supply agreements.

Presenter: Raeann Binau, Credit Manager, CICP, RGCP, Columbia Machine, Inc., has been involved with credit management for more than 25 years, the last 20 years in all forms of international credit and collections. She's a graduate from Oregon State University.

Prior to joining Columbia Machine, Inc., in 2013, Raeann worked in credit management for Chemlawn, Inc.; Reser's Fine Food; North Pacific Group; Airgas Nor Pac, and Airgas Canada, Inc.

She is an active and supportive member of NACM Northwest, currently chairing the International Industry Group as well as a member of ICTF (The Association of International Credit and Trade Finance Professionals). As a CICP (Certified International Credit Professional) and RGCP (Registered Global Credit Professional), Raeann teaches and mentors many in the field of international credit. She was elected to the NACM Northwest Board of Directors in 2007 and served as Chairman in 2011-2012.

Buffet Dinner Menu-

Hearts of Romaine Caesar Salad with Rustic Artisan Croutons, Pecorino, and Caesar Dressing; Four-hour simmered Bolognese Rigatoni with Parmesan; Ratatouille; Rolls and Butter; Chef's Choice of displayed Desserts; Coffee, Decaffeinated Coffee, and Tea.

Please contact Joy Henderson, at ihenderson1@schn.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 Michelle Turner, at 503.721.5673 or mturner1@schn.com.

August 2017

President's Message

Hello Portland CFDD Chapter Members!

The weather has continued to be beautiful here in Portland and it was also an awesome day on August 21 for the eclipse. I hope most of you were able to experience it. What an awesome sight to see!



I want to thank Jason Torf for presenting, "Rights and Remedies under Article 2 of the Uniform Commercial Code (UCC)." Jason has an awesome way of presenting to groups. He always finds ways to keep us laughing and learning at the same time.

The September meeting will include a presentation for the Distinguished Member Award (DMA) and our Outstanding New Member Award. We will also have our fall fund-raiser baskets which is one of our major fund-raisers to support our scholarship program. Our plan for this year is a little different than in years past. We are hoping to sell more tickets for the baskets this year by extending ticket sales outside of the CFDD chapter (2 tickets for \$5 and 5 tickets for \$10). We will have two baskets and the theme for the baskets are inside and outside sports. Please contact Sylvia Schultz at sechultz@dolanco.com if you are able to donate items for these special baskets.

Finally, don't forget The CFDD National Conference will be held at the Embassy Suites by Hilton in Omaha, Nebraska, September 21-22. To help with expenses you might consider using your "Dollars for Scholars" funds. Please contact Kathy Hamilton, CCE at katham@saif.com for more information.

Enjoy the rest of your summer!

Sincerely,

Debora Diamond-Burt, CCE, CICP CFDD Portland Chapter President

Happy September Birthdays



From CFDD National

Greetings from your CFDD National Board!

Your CFDD National Board is putting the finishing touches on what promises to be a fabulous CFDD National Conference. This year's National Conference will be held in



Omaha, Nebraska, on September 21-22 and is the perfect time and place for you to take advantage of everything CFDD has to offer. **PLEASE** join us in Omaha to celebrate our organization, meet other CFDD members from across the country, and gain some knowledge from your credit peers. Additional information is included on a flyer in this edition of your chapter newsletter. It's not too late to register!

During the CFDD National Conference, the annual Silent Auction will be held. This major fund-raising effort directly impacts the funds that are available to offer in the form of CFDD National Scholarships next year. If you **OR** your company have items to donate for the Silent Auction, please let me know as soon as possible. A Silent Auction donation form needs to be completed and arrangements need to be made for your donations to arrive in Omaha. Please refer to the attached donation form for additional information.

I'm thrilled to share the news that our CFDD National Chair, Ellen Wodiuk, CCE, ICCE, will be in attendance at the CFDD Portland Chapter meeting on Thursday, October 12. **PLEASE** mark your calendars and plan to attend this chapter meeting so you can meet Ellen in person.

Enjoy your summer!

Regards,

Brett Hanft, CBA CFDD National Vice Chairman Membership & Publicity hanft@lumber.com 503.520.5451 (work phone)

Scholarships News

Please take advantage of your "Dollars for Scholars" fund!
Please remit applications to Kathy
Hamilton, CCE, at katham@saif.com.

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August 2017



MEMBERSHIP DRIVE

Effective July 1, 2017, we are starting a new membership drive campaign. The member who refers the most prospective members who join the chapter will win a \$50 gift card at the end of the campaign. The campaign will run from July 1, 2017, through June 30, 2018.

Fall Fund-Raiser Basket Raffle Theme is "Inside" and "Outside Sports"

Tickets are Two for \$5 or Five for \$10

Proceeds benefit the CFDD Portland Chapter Scholarship fund.

Please contact Sylvia Schultz at sschultz@dolanco.com if you are able to donate items for the baskets.

A **BIG** thank you to: Control Tek Inc., Northwest Natural Gas, and Yakima Products for the raffle baskets.



July Treasurer's Report

Total beginning balance of Restricted and Unrestricted Funds	\$14,912.52	
Unrestricted Funds		
Beginning Balance as of July 1, 2017	\$4,298.37	
Income	\$200.28	
Expenses	\$904.00	
Ending balance as of July 31, 2017	\$3,597.10	
Restricted Funds		
Beginning Balance as of July 1, 2017	\$8,906.79	
Income	\$.69	
Expenses	\$.00	
Ending Balance as July 31, 2017	\$8,907.48	
Total Ending Balance of Restricted and Unrestricted Funds \$12,501.58		
Breakdown of Accounts		
Unitus 1 Share Deposit	\$5.02	
Checking Account Balance Outstanding Checks	\$890.34	
Money Market Account Balance	\$11,606.22	
Ending Balance as of July 31, 2017 \$12,501.58		

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."

August 2017

CFDD Portland Chapter Education Meeting Minutes

August 10, 2017

The meeting was called to order by President, Debora Diamond-Burt, CCE, CICP, at 6:07 p.m., at the DoubleTree Inn Lloyd Center.

Introductions

Introduction of Past Presidents: Tawnya Marsh, CCE; Yvonne Prinslow, CCE; and Marilyn Rea, CCE; Brett Hanft, CBA, Charlene Gothard, CBF, and Barbara Davis, CCE. NACM Northwest Board Members: Tawnya Marsh, CCE, Secretary/Treasurer; and Eve Sahnow, CCE, Director. NACM Northwest Foundation Board Members: Marilyn Rea, CCE, Vice Chair; Shawna Arneson, Director. NACM/CFDD Liaison: Clara Nemeth, CCE, CGA, NACM Northwest. Special Guests: Jason Torf, Partner, Horwood Marcus & Berk, Chartered, and Connie Gorman, guest of Lori Kimball, CBF.

Awards from NACM Credit Congress—Brett Hanft, CBA National Mentor of the Year was awarded to Marilyn Rea, CCE. Marilyn spoke highly of the words submitted by Brett. Thanked persons for their testimonials. The award means a lot to her and was very appreciative.

Honorary Members Acknowledgment/Impact. Present with honorary member Pin—Brett Hanft, CBA

One Honorary Member was awarded to Jason Torf. He has rendered distinguished service to the Portland Chapter of CFDD on many, many occasions. Brett recommended Jason and the vote was unanimous from the Board to carry this vote. Brett said "People come into our lives for a reason, friendship, leadership, and volunteering are just a few of the reasons. Jason is special to our chapter." We thank him for his continued support. A second Honorary Member award was awarded to Charlene Gothard, CBF. Charlene was a CFDD member for 27 years, serving in numerous rolls and as a mentor to too many to mention. NACM, CFDD, and National CFDD as well. We have appreciated Charlene's bright personality in all she has done.

Business Meeting

Approval for the minutes of the July 13, 2017, Educational Meeting as presented in the *Creditline*: a motion was made by Brett Hanft, CBA, and second by Yvonne Prinslow, CCE; motion carried.

Reports of Officers, Boards, and Standing Committees— Treasurer's Report—Kathleen Victoria, CCE

Will be printed in the upcoming Creditline.

Program—Joy Henderson

September—"Sales - Credit Communication," presented by Raeann Binau, CICP, RGCP **October**—"Legislation Update," presented by Cindy Robert

November—Jason Torf. TBD December—"Holiday Party"

2018

January—"Ethics & Anti-Corruption," presented by Callie Pappas

February—"Do's & Don'ts of Collections," presented by Rod Wheeland, CCE, CAE

Membership—Ruth Moehnke

Ruth reported that we have 68 members. Do not forget that the membership drive is going.

Scholarships—Barbara Davis, CCE for Kathy Hamilton, CCE

Barbara reported that Julie Gieber was the recipient of the scholarship for a full ride to the CFDD National Conference.

Fund-raising—Sylvia Schultz

Reminder, September raffle, two large baskets, Indoor and Outdoor fun. If you have a donation let her know as soon as possible. She will pick up items.

Announcements—

CFDD National Conference is September 21-22 at Embassy Suites Downtown, Omaha, Nebraska. NW Foundation fund-raiser BBQ & Bluegrass —save the date, Saturday, October 7 at Langdon Farms; Special Guest, CFDD National Chair, Ellen Woodiuk, CCE, will be in attendance at our CFDD chapter meeting in October.

Dinner and Program-

Joy Henderson introduced Jason Torf, "Rights and Remedies Under Article 2 UCC. Jason gave a great talk on Article 2 UCC. The group has several really good questions and conversation. We all learned a lot. Thanks Jason!

Closing Announcements

Next Board meeting is September 14, 2017, at 4:30 p.m., at DoubleTree. The deadline for the *Creditline* is August 18, 2017. CEU forms and parking passes are on the tables.

Raffle

No report.

Adjournment

Meeting was adjourned at 8:15 p.m.

Respectfully submitted, Molly Spearing Portland CFDD Secretary

August 2017



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?		
PN\	NCC—Year(s) attended:		
	ional Credit Congress—Year(s) attended:		
	nderstand that if I am selected for a scholarship, I must submit a written report to the Scholarship Committee within three eks of completion of the class or seminar. At my option, I may make an oral report to the membership in place of the written ort.		
Mei	mber Name:Company Name:		
Sup	pervisor Name: Supervisor Email:		
Mai	ling Address:		
City	y, State, Zip:		
Pho	ne:Fax:		
Em	ail Address:		
Sig	nature: Date:		
13.	Mail, fax, or email to: Kathy Hamilton, CCE SAIF Corporation 400 High St. SF. Salem, OR 97312-1000		

400 High St., SE, Salem, OR 97312-1000 p: 503.373.8459 f: 503.584.8459

e: katham@saif.com

August 2017



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:Tit	le:	
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 Northwest statement \$		
Applicant's signature		
Date:		
Please send the completed form to the following addre	SS:	
Puth Moehnke		

Ruth Moehnke
Columbia Steel Casting Co., Inc.
PO Box 83095, Portland, OR 97283-0095
p 503.286-0685 x208
f 503.286-1743

e ruth_m@columbiasteel.com