

The Creditline

April 2018

2017-2018 Officers and Board

President

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

Vice President

Melanie Etzel, CCE
Cascade Nut and Bolt
503.375.6445

Secretary

Molly Spearing
LaCrosse Footwear, Inc.
503.262.0110 x1315

Treasurer

Kathleen Victoria, CCE
Kyocera International, Inc.
360.750.6127

1-Year Directors

Kathy Hamilton, CCE
SAIF Corporation
503.373.8459

Bill Heintz, CCE

Bridgewell Resources, LLC
503.872.3566

2-Year Directors

Nancy Larson
Yakima Products, Inc.
971.233.8005

Michelle Turner

Schnitzer Steel Industries, Inc.
503.415.7901

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 Commercial Services
971.230.1144



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

"Automation Round-Table"

Thursday, April 12, 2018

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: Automation Round-Table

This is your opportunity to hear about what other companies are doing to help automate, simplify, and streamline their credit operations. Come ready to ask questions, share your own successes or just sit and absorb some great ideas. With a panel of specialists in different areas of automation – use of excel, available commercial services, banking options and implementation – you are sure to come away with some great ideas!

Presenters:

Bonnie Hertz, Owner, Taxes for the Masses

Bonnie is the owner/operator of Taxes for the Masses, a Treasury Management & Bookkeeping service. Previously, she acted as Cash Manager for Bridgewell Resources, LLC where she successfully implemented real-time payment collection tools, oversaw the implementation of lockbox services and provided continued function management of all cash functions.

Alaina Worden, Corporate Credit Manager, TEC Equipment

I live in Tigard, OR and have worked in Credit and Collections over 22 years. I started my career at RMLS (Realors Multiple Listing Service) in A/R and moved on to Western Pacific Building Materials for 11 years where I left my position as Corporate Assistant Credit Manager and moved to Olympia Washington to manage the Underwriting department for ProBuild. I moved back to Oregon where I worked for Dolan Northwest as the Corporate Credit Manager, for 5 years. I currently work for TEC Equipment as the Corporate Credit Manager where I just celebrated my 1 year anniversary.

Kathy Linscott, VP Sales & Service, NACM Commercial Services

Kathy Linscott, CGA, is Vice President Sales & Service for NACM Northwest. She has more than 40 years of experience working for NACM Northwest alongside members in credit management positions. Her education includes years of classes via her own affiliate, NACM National, Credit Congress, and Regional Conferences. Her responsibilities include managing the credit reporting division and marketing department of NACM Northwest along with managing some of the local and national groups of her affiliate.

continued page 4

The Creditline

April 2018

President's Message

Happy Spring CFDD Portland Chapter Members!

I would like to start by thanking Marilyn Rea, CCE and Barbara Davis, CCE for the wonderful program in March on Continuing Education and Scholarships Opportunities for CFDD Members.

Barbara did an outstanding job putting the program together and Marilyn did a wonderful job presenting the program. The program provided many options for all members to take advantage of.

March was our annual meeting where we elected the Board of Directors for the 2018-2019 year. I am very excited and look forward to working with the incoming slate of officers and know they will do an outstanding job for our chapter!

At the March meeting we also started forming our committee for the 2018-2019 year. I highly encourage each of you to consider serving on a committee. It provides many personal benefits which include but are not limited to: offering a way to get to know other fellow CFDD members, boosts your \$ for Scholar funds for next year, provides points for your certification roadmap as well as providing you with the ability to build upon your leadership abilities. The more we give and support one another the more successful our chapter will be. I hope that you consider giving a committee a try! I will put the sign-up sheets on the table again in April.

There is still time to register for the 2018, which will be held June 10-13th at the Phoenix Convention Center in Phoenix, Arizona. Credit Congress is a great opportunity to attend many educational sessions that can enrich your knowledge and skills as well as provide network opportunities with other credit professionals from across the country.

The CFDD National Conference will be held in Charlotte, NC this year on September 12th – 14th at the Double Tree Suites by Hilton SouthPark. The early bird deadline will be August 3rd. While this date is a little ways out, it is not too early to start making plans to attend. CFDD National also offers wonderful education opportunities that can help you to gain more knowledge of trade credit.

I look forward to seeing everyone at the April 12th meeting.

Sincerely,

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



From CFDD National

Greetings CFDD Portland Chapter members,

Congratulations on holding a tremendously successful Credit Retreat event!! For all attendees who took advantage of this educational offering, the program content, speakers, and networking were first class!! I look forward to seeing this 'special seminar/workshop' event submitted for CFDD National Award recognition next year.

Plans are now well underway for this year's CFDD National Conference. I hope you have marked your calendars and plan to attend this annual CFDD educational event. This year's conference will be held in Charlotte, North Carolina on Thursday, September 13th and Friday, September 14th at the Doubletree Suites by Hilton, Charlotte – Southpark. More information will follow...

The CFDD National Scholarship and Award applications were due on March 15th. Remember, a second scholarship offering is being made available to the entire CFDD membership for the very first time this year! I highly encourage you to access and print off the CFDD National Scholarship Application form that's best suited for your membership status... Fill out the form by hand to make sure you have all the relevant and required information at your fingertips. Don't hesitate to reach out to me or a local CFDD chapter Board member and ask questions, as they arise. It's much easier to have everything lined out so you can easily complete the application form 'on-line'. Scholarship dollars are available to be awarded but you need to apply in order to receive a scholarship award. The next deadline to submit completed CFDD National Scholarship application forms is July 15th.

If you are planning to attend the 2018 NACM Credit Congress in Phoenix, Arizona, please register to attend the CFDD Luncheon, which will be held on Tuesday, June 12th.

As always, if you have questions or concerns you'd like me to address with the CFDD National Board, please reach out to me at hanft@lumber.com or 503.520.5451.

Regards,

Brett Hanft, CBA
CFDD National Vice Chairman Membership & Publicity



The Creditline

April 2018

February Treasurer's Report

| | |
|--|--------------|
| Total beginning balance of Restricted and Unrestricted Funds | \$11,642.03 |
| Unrestricted Funds | |
| Beginning Balance as of February 1, 2018 | \$5,592.78 |
| Income | \$- |
| Expenses | \$(5,722.92) |
| Ending balance as of February 28, 2018 | \$(130.14) |
| Restricted Funds | |
| Beginning Balance as of February 1, 2018 | \$6049.25 |
| Income | \$.27 |
| Expenses | \$- |
| Ending Balance as February 28, 2018 | \$6,049.52 |
| Total Ending Balance of Restricted and Unrestricted Funds | \$5,919.38 |
| Breakdown of Accounts | |
| Unitus 1 Share Deposit | \$5.02 |
| Checking Account Balance | \$234.92 |
| Outstanding Checks | -- |
| Money Market Account Balance | 5,679.44 |
| Ending Balance as of February 28, 2018 | \$5,919.38 |



Easter Basket Raffle

April 12, 2018 Meeting

We will have baskets to raffle off at our April Meeting. The theme is Easter, so we are looking for volunteers to make Easter baskets.

Tickets are 2 for \$5 or 5 for \$10.

Proceeds to benefit the CFDD Portland Chapter Scholarship fund.

Please contact Melissa Garcia at mgarcia@bridgewellres.com if you have items to baskets to donate.

Also, a reminder that May's fundraiser will be Spring goodness. Please bring flower boxes filled with vegetation.

MEMBERSHIP DRIVE



Effective July 1, 2017, we started a 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.

Member Birthdays - April

Brett Hanft, CBA April 8

Marilyn Rea, CCE April 17



The Creditline

April 2018

"Automation Round-Table"

Dinner Menu will include:

Crisp Cabbage Slaw with Honey Horseradish Dressing, Hardwood Smoked St. Louis Ribs with Chipotle BBQ, Rogue River Smokey Blue Cheese Potato Salad, Chef's Seasonal Vegetables, Rolls & Butter, Coffee, Decaffeinated Coffee, and Tea, Chef's Choice Dessert

Please contact Melanie Etzel, CCE, at metzel@cascadenutandbolt.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 mtturner1@schn.com.

2018 CFDD Portland Credit Retreat - March 16, 2018

The 2018 Portland Chapter Credit Retreat was a huge success! I wish our whole chapter could have been there to experience it. The speaker's knowledge, materials and the interaction from our attendees was amazing. We had 24 attendees and after the preliminary accounting it looks like we raised over \$2,500 for our chapter!



I want to thank Simple Sums Accounting and the NACM NW Foundation for their sponsorship of our two breaks. I also want to thank the 2018 Credit Retreat Committee, which consisted of Barbara Davis, CCE; Brett Hanft, CBA; Bill Heintz, CCE; Debora Diamond-Burt, CCE, CICP and Julie Gieber, for all of their hard work to put on this event.

Sincerely,

Yvonne Prinslow
2018 Credit Retreat Committee Chair

Scholarship News

\$4Scholars Deadline approaching for the 2016/2017 chapter year!

Please remember that your \$4Scholars Scholarship Application must be submitted with back-up documentation by May 31, 2018.

Remit your applications to: Kathy Hamilton, CCE at katham@saif.com

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."

The Creditline

April 2018

What did I learn at the CFDD Retreat?

Money is a dirty word and Much More

Ellen Wodiuk, CCE, ICCE
2017-2018 CFDD National Chairman

One of the many benefits of being the CFDD National Chair is spreading your wings. Having the opportunity to attend CFDD Chapter Retreats and Super Sessions all over the country gives me the chance to continue my education while networking with CFDD's most important assets, it's Members.

The CFDD Portland 2018 Credit Retreat on March 16th was amazing. The committee put together a top notch day of speakers, education and networking.

The combination of Jason Torf's subjects on viable security interest, dealing with distressed customers to maximizing recovery and selecting counsel criteria was fresh and informative.

Just when you think you have heard these topics before you obtain tips and crucial steps in the process to protect your company's assets.

Wes Friesen of Solomon Training spoke from his life time of knowledge and experience. Teams are where we spend much of our time and Wes shared a myriad of ideas on how to maximize and enjoy the hard work. Wes had a wonderful way of explaining how to turn the work life balance into memories and important lessons. If you are attending NACM Credit Congress in June, Wes has a few sessions on Monday and I would encourage you to attend them if you are able.

The end of the day after turkey for lunch we were treated to Rachel Boehm who was an outlier at one time. Now you are wondering what an outlier is aren't you? Well I learned it is someone who behaves outside the group's norm. That does not sound like fun to me. However the CFDD Leaders I know get their hands dirty by jumping in to teach, mentor and lead. Rachel gave us tips on nonverbal communication skills. These make impressions on others which we may not realizing we are portraying.

So stand up, open your arms and be a confident leader. Leadership is a decision not a position. Communicate to your mangers, staff and peers that CFDD is a place to grow your personal expertise and knowledge of your profession.

I hope to see you at the next credit retreat. It was well worth my time to attend and learn and I know it will benefit you as well.



The Creditline

April 2018



CFDD PORTLAND CHAPTER MONTHLY EDUCATIONAL MEETING MINUTES March 8, 2018

- ❖ **CALL TO ORDER:** Debora Diamond-Burt, CCE, CICP 6:01pm
- ❖ **INTRODUCTIONS**
 - **Past Presidents & Special Guests in attendance**
 - **Past Presidents:** Tawnya Marsh, CCE; Marilyn Rea, CCE, Yvonne Prinslow CCE,
 - **NACM NW Board Members:** Tawnya Marsh, CCE, Secretary-Treasurer
 - **NACM NW Foundation Board Members:** Marilyn Rea, CCE Vice Chairman; Teresa Silva, CCE, Treasurer, Mark Teeter, CCE, CICP, Director
- ❖ **NACM/CFDD Liaison:** Clara Nemeth, CCE NACM Northwest
- ❖ **Special Guests:**
 - **April Engelbert, Shelter Forest International**
 - **Tawna Marsh's Daughter, Eva**
 - **Grant Silva**
- ❖ **BUSINESS MEETING:** Approval of February 8, 2018 meeting as presented in the Creditline.
One correction – 61 members
Motion to approve with the correction from Melanie Etzel, CCE, Second by Tawnya Marsh CCE
All in favor and passed.
- ❖ **Reports of Officers, Boards, and Standing Committees**
 - ◆ Treasurers Report - Debora Diamond-Burt, on the table and in the Creditline
 - ◆ Program - Melanie Etzel, CCE
 - ◆ March- CFDD Overview of conferences & scholarships by Marilyn Rea, CCE
 - ◆ April- Best practices roundtable on Automation by Bill Heintz, CCE
 - ◆ May- Installation of Officers/Credit Jeopardy/Pyramid – TBD
 - ◆ June- Financial Statement Foolery by Teresa Silva, CCE
 - ◆ July- Revenue Recognition Changes 2018 – TBD Debora making contact with PWC/NACM
 - ◆ August- Team-Up Program with Jason & Amy Torf – Brett Hanft, CBA confirming
 - ◆ September- Sales Tax Update Tips & Tricks/How to manage states by Kathleen Victoria, CCE
 - ◆ October- TBD
 - ◆ November-TBD
 - ◆ December – Holiday Party
 - ◆ Membership - Ruth Moehnke
Grant Silva is our newest member. 61 total
 - ◆ Scholarships - Debora Diamond-Burt CCE, CICP
Use Dollars4Scholars, they do expire May 31, 2018
Check out the National and local NACM web sites for offerings.
2 Scholarships available for the Credit Retreat as well.
 - ◆ Fundraising - Melissa Garcia
 - ◆ We have 2 baskets with St Patrick's Day theme.
 - ◆ April – Easter theme, please let Melissa know if you can donate.
 - ◆ Looking to have a live auction in September – Fall theme. All need to donate.

The Creditline

April 2018

ELECTION OF OFFICERS AND DIRECTORS: Marilyn Rea, CCE

- Yvonne Prinslow, CCE; Barbara Davis, CCE; Brent Hanft, CBA; Debora Diamond-Burt, CCE, CICP; and Marilyn Rea, CCE made up the committee members. The nominations to be presented in The Creditline and voted on by the membership at the March meeting is as follows.
 - President - Debora Diamond-Burt, CCE, CICP
 - Vice President – Teresa Silva, CCE
 - Secretary – Melanie Etzel, CCE
 - Treasurer – Julie Gieber
 - 1 Year Director – Kathy Hamilton, CCE
 - 1 Year Director – Michelle Turner
 - 2 Year Director – Ashlee Minty, CBA
 - 2 Year Director – Melissa Garcia
- There was a request for additional nominations from the floor.
There being none, we voted. A Motion to accept the slate of officers was given from Bill Heintz, CCE, a second was given from Melanie Etzel, CCE all were in favor and the board was voted in.

❖ **ANNOUNCEMENTS:**

- ◆ Viv Award postponed to April
- ◆ Credit Retreat – Yvonne
24 attendees, looks to be a great day of education.
Friday, March 16, 2018 at Edgefield Winery. The agenda will include: Jason M. Torf on UCC's, security interests, and best outcomes if legal action is necessary. Wes Friesen, CCE on managing in-house collections and credit operations. Rachel Boehm on Communication: From Outlier to Leader
- ◆ CFDD National Conference is September 13-14 at Doubletree Suites, Charlotte Southpark, NC
- ◆ March 15th, and July 15th application deadline for CFDD National Scholarships
- ◆ March 23rd, National Conference Speaker Proposals Due
- ◆ Committee Sign-Up's are on all tables – Join in the fun and serve on a committee.

❖ **DINNER**

❖ **PROGRAM: Melanie to Introduce Marilyn Rea, "Continuing Education and Scholarship Opportunities for CFDD Members"**

❖ **CLOSING ANNOUNCEMENTS**

- ◆ Next Board Meeting: April 12, 2018 at 4:30pm - Doubletree Lloyd Center – coffee shop
- ◆ Deadline for Creditline: March 20, 2018
- ◆ Parking Passes and CEU Forms

❖ **RAFFLE**

❖ **ADJOURNMENT 7:46pm**

The Creditline

April 2018



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: _____

13. Mail, fax, or email to: Kathy Hamilton, CCE
SAIF Corporation
400 High St., SE, Salem, OR 97312-1000
p: 503.373.8459 f: 503.584.8459
e: katham@saif.com

The Creditline

April 2018



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 Northwest statement \$ _____

Applicant's signature _____

Date: _____

Please send the completed form to the following address:

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