



## 2020 - 2021 Officers and Board

### President

Julie Gieber, CBF  
OrePac Building Products  
503.685.5475

### Vice President

Alaina Worden, CCE  
Carson Oil  
503-471-4362

### Secretary

Eleanor Hartman, CBA  
Autodesk Inc  
971.238.5407

### Treasurer

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

### 1-Year Directors

Melissa Garcia, CBF  
Bridgewell Resources LLC  
503.872.3423

Barbara Davis, CCE  
Northwest Pump  
(503) 205-2137

### 2-Year Directors

Bill Heintz, CCE  
Bridgewell Resources, LLC

Brett Hanft, CBA  
American Int'l Forest Prod LLC  
503.520.5451

### Chairman of the Board

Teresa Silva CPA, CCE  
Simple Sums Accounting PLLC  
971.388.6016

### National CFDD Area Director— Oregon

Kelly Shock, CCRA, CCE  
Continental Resources Inc  
303-704-3987

### CFDD Liaison

Clara Nemeth, CCE, CGA  
NACM Commercial Services  
971.230.1144

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

# The Creditline

May 2021

## ZOOM VIRTUAL MEETING

### What You Need to Know about Recent Changes to the Bankruptcy Code and Their Impact on Your Business as a Supplier

May 13, 2021

Meeting Location: Virtual!

Meeting is from 4:30 – 6:00 p.m.

Cost: \$20

You are invited to join our scheduled Zoom meeting.

#### To Join Zoom Meeting:

<https://us02web.zoom.us/j/4620348230?pwd=WkhZM1I3OHdrUDJKL0VlVm5qWWU1UT09>

Meeting ID: 462 034 8230

Password: EDUCATION

### Program: What You Need to Know about Recent Changes to the Bankruptcy Code and Their Impact on Your Business as a Supplier

#### Description:

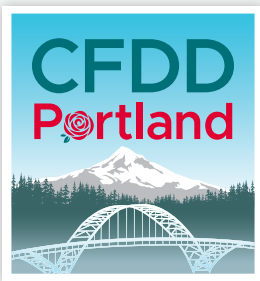
Several amendments to the Bankruptcy Code have occurred over the past several years, including some very recent changes, that alter the bankruptcy process and impact all constituencies, including suppliers. One significant change involves the addition of an entire new subchapter to the Bankruptcy Code that provides a new, more streamlined process for small business debtors to reorganize. While this new subchapter has some provisions that are beneficial to both debtors and creditors, some creditor-friendly provisions that exist in a normal chapter 11 case are stripped away. Another key amendment to the Bankruptcy Code alters preference lawsuits, something that suppliers frequently face. Please join Jason and John for a timely discussion of these and other important updates to the Bankruptcy Code and their impact on suppliers.

#### Presenter:

**Jason M. Torf** is a bankruptcy and creditors' rights partner in the law firm Ice Miller LLP. Jason regularly represents clients in helping them solve their problems with troubled customers, both in bankruptcy proceedings and otherwise. Jason is a frequent speaker to credit groups to help them understand practical steps their companies can utilize to minimize risk and maximize their recovery when dealing with a financially troubled customer. For more information, please visit <https://www.icemiller.com/people/jason-torf/>.

**John Cannizzaro** is a commercial litigator at Ice Miller who strives to help clients solve financial problems. John advises clients on UCC issues, loans, workouts, and other financial transactions, and frequently assists clients with debtor/creditor disputes, commercial and bankruptcy litigation, and other insolvency matters. John is a member of the firm's finance group and bankruptcy and financial restructuring practice group, and frequently works cross-functionally with other teams, including Ice Miller's litigation, business, municipal finance, real estate, and government benefit plans groups.

Please RSVP for Billing Purposes to [Ashlee.minty@nwnatural.com](mailto:Ashlee.minty@nwnatural.com).



# The Creditline

May 2021

April  
SHOWERS  
BRING  
May  
FLOWERS

We will have a basket to raffle off at our May meeting (via Zoom)

**Tickets \$10**

Proceeds benefit the CFDD Portland Chapter Scholarship Fund.

We are looking for donations around the theme of "April Showers, Brings May Flowers"

Suggestions include all things gardening - décor, plants, flowers, seeds, planters, gloves, gardening tools, and gardening bag, etc.

Please contact Alaina Worden [alaina.worden@carsonteam.com](mailto:alaina.worden@carsonteam.com) if you have items to donate or have questions.

**Next Month**



Thank you to all participated in the April raffle, we raised \$200.



## **Dollars for Scholars**

Dollars for Scholars is just one of our scholarship opportunities available to the CFDD Portland Membership. Members can accrue scholarship "dollars" by attending the monthly chapter meetings, or serving on a committee or the chapter board of directors. The accrued dollars can be used toward testing fees, educational offerings, and conference related expenses.

To find out your current dollars for scholars points, you can contact the scholarship chair Barbara Davis, CCE at [Barbara.davis@nwpump.com](mailto:Barbara.davis@nwpump.com)



# The Creditline

May 2021

## President's Message

Portland Chapter Members,

I would like to thank you all for the opportunity to serve the CFDD Portland Chapter as President for this last fiscal year! This year has been challenging both personally and professionally during the pandemic. I have stretched my comfort zone in this leadership role and enjoyed learning more of the inner workings of the Chapter! CFDD members have been so supportive, and I thank everyone, especially the current and next year's board for all the help, guidance and support.



My theme this year has been Education is Power. I believe that more than ever! I am beyond impressed by the breadth and depth of knowledge that is available to us all. There are so many in this Chapter to reach out to when in need of expertise! CFDD is more than the education meetings; it is also the mentorship, collaboration, and friendships that will last a lifetime. I have learned so much this last year and I thank you. I look forward to the next year and my continued involvement with the Chapter.

I hope to see you all virtually at our next zoom meeting, May 13th at 4:30 for our meeting which will include the installation of new officers, raffle, and an excellent presentation by our own, Jason Torf, Partner at Ice Miller, LLP. He will be presenting "What You Need to Know about Recent Changes to the Bankruptcy Code and Their Impact on Your Business as a Supplier".

The raffle for May: April Showers, Bring May Flowers! Gardening, plants, flowers, seeds, etc....all proceeds go to our scholarship funds!

Join us for the Education, Mentorship, Friendship and a chance to win!

Best Regards,

Julie Gieber, CBF  
Portland Chapter President









## CFDD MONTHLY EDUCATION MEETING 2021 PROGRAM LIST

Month	Program	Speaker
May 13, 2021	What You Need to Know about Recent Changes to the Bankruptcy Code and Their Impact on Your Business as a Supplier	Jason Torf, Ice Miller
June 10, 2021	Mentoring	Val Hardesty, CCE, CICP
July 8, 2021	TBD	
August 12, 2021	The Dynamic Duo – Credit and Sales Working Together ... During COVID	Chris Birdwell & Brett Hanft, CBA



# The Creditline

May 2021

CFDD - OKLAHOMA PROGRAM CALENDAR 2021			
 <b>May 13, 2021</b>  <b>ZOOM</b>  <b>A Bankruptcy Story</b> The Creditor, the Attorney, and the Judge Lynette Warman, Esq.	 <b>June 10, 2021</b>  <b>ZOOM</b>  <b>Cut The Clutter</b> Lisa Burns, CFDD Wichita	 <b>July 8, 2021</b>  <b>ZOOM</b>  <b>Making Credit Decisions</b> <b>With Limited Financial Information</b> Patrick McKinnon, Latigo Energy Group	 <b>August 12, 2021</b>  <b>ZOOM</b>  <b>Effective Collection Calls</b> Kim Lancaster, CCE, CICP Corporate Credit Manager, Standard Supply
			
Programs are subject to change if speakers cancel or reschedule			
<a href="mailto:cfddoklahoma@gmail.com">cfddoklahoma@gmail.com</a> Michele Miller 405-609-0200 Tina Henson, Education			

## CFDD Portland Chapter "Proposed" Budget 2021 – 2022

**\*\*Announcement to all chapter members\*\***

Your Board of Directors has approved this "proposed" CFDD Portland Chapter Budget for the upcoming 2021 – 2022 term year. In accordance with our chapter by-laws, a 30-day advance notice to the entire chapter membership is required, prior to a vote of acceptance.

Please review this proposed budget, printed in this month's edition of the CreditLine. A vote of acceptance will be requested during our monthly Chapter business meeting on June 10th.

If you have any questions, please contact Brett Hanft, CBA at [hanft@lumber.com](mailto:hanft@lumber.com).

See Proposed Budget on the following pages.





# The Creditline

May 2021

CFDD Portland Chapter			
2021-2022 Budget (Proposed)			
		Income	Expense
<b>Dues:</b>			
Membership Dues (50 members x \$110)	Unrestricted	5500	
Membership Dues (50 members x \$75)	Unrestricted		(3750)
CEU's Yearly	Unrestricted		(75)
<b>Dinners:</b>			
(20 people X \$40 X 3 months)	Unrestricted	2400	
(20 people X \$37.40 X 3 months)	Unrestricted		(2244)
<b>Holiday Party:</b>			
(25 people X 45)	Unrestricted	1125	
(25 people X 40)	Unrestricted		(1000)
Decorations/Misc	Unrestricted		(100)
Entertainment	Unrestricted		(75)
Silent Auction Fund Raiser / Wine Wall	Restricted	400	
<b>Fund Raising:</b>			
Monthly Raffle (\$150 x 10 months)	Unrestricted	1500	
Fall '1/2 day Education Seminar' - Virtual?	Restricted	500	
Credit Retreat - Spring 2022	Restricted	2100	
Oak Knoll Wine Tour (Fall 2021 or Spring 2022)	Restricted	900	
Special Fundraisers	Restricted	1000	
Fall Auction	Restricted	600	
Miscellaneous Income - Restricted	Restricted	100	
Miscellaneous Income - Unrestricted	Unrestricted	100	
Interest Earnings on Checking	Unrestricted	25	
<b>Scholarships:</b>			
\$ for Scholars	Restricted		(2000)
Credit Congress Scholarship-R Ollison (1 full registration, hotel and airfare)	Restricted		(1800)
Credit Retreat Scholarships 2 @ \$200			(400)
Jeffrey L O'Banion CCE, ICCE General fund	Restricted		(400)
President Elect - NACM Credit Congress	Restricted		(1000)
President - CFDD National	Restricted		0
CFDD National Scholarship	Restricted		0



# The Creditline

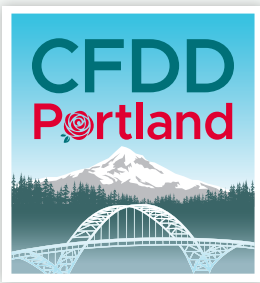
May 2021

<b>Program:</b>			
Speaker fees and/or gifts	Unrestricted		(200)
DMA Night (DMA/ONM & Guest meals)	Unrestricted		(120)
The Viv (Recipient & Guest Meals)	Unrestricted		(80)
Installation + Past Pres Meals	Unrestricted		(200)

<b>Donations and Contributions:</b>			
National Board Member (Area Director)	Unrestricted		(500)
National Board Member (Area Director)	Unrestricted		(500)
CFDD - National Conference Sponsor	Unrestricted		0
CFDD National Scholarship Fund	Unrestricted		(500)
Donations	Unrestricted		(250)

<b>Committee Expenses:</b>			
Monthly Raffle	Unrestricted	\$	(200)
Publicity/Newsletter	Unrestricted		
Board functions/meetings	Unrestricted		(100)
Plaques/Pins/Recognition	Unrestricted		(500)
Misc	Unrestricted	\$	(256)

<b>TOTAL NET</b>		\$16,250.00	\$ (16,250.00)
<b>RESTRICTED FUNDS</b>		\$ 5,600.00	\$ (5,600.00)
<b>UNRESTRICTED FUNDS</b>		\$10,650.00	\$ (10,650.00)



# The Creditline

May 2021

## March Treasurer's Report

Beginning balance as of MARCH 1, 2021	4,411.56
Income	5,699.40
Expenses	(3,824.99)
Ending balance as of MARCH 31, 2021	6,285.97

### Restricted Funds

Beginning balance as of MARCH 1, 2021	9,955.26
Income	
Expenses	
Ending balance as of MARCH 31, 2021	9,955.26

Total ending balance of Restricted and Unrestricted Funds	16,241.23
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### Breakdown of Accounts

Unitus 1 Share Deposit	5.02
Checking Account Balance	1,447.97
Outstanding Checks -	
Money Market Account Balance	14,788.24
Ending balance as of MARCH 31, 2021	16,241.23

#### CFDD Vision Statement—

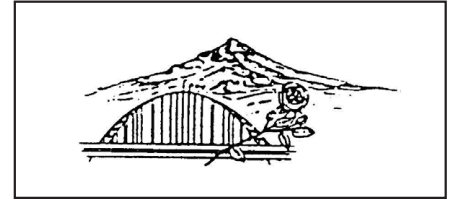
"The mission of the NACM Credit and Financial Development Division is to develop tomorrow's business leaders through core offerings."

#### CFDD Mission Statement—

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



CFDD - PORTLAND CHAPTER  
MONTHLY EDUCATIONAL MEETING  
**ZOOM VIRTUAL**  
April 8th, 2021  
4:30 pm



## MINUTES

### GOALS OF THE MEETING:

*To review, discuss and plan activities that promote professional growth, education, business contacts, and friendships within the CFDD Portland Chapter and the Credit/Finance Community.*

❖ **CALL TO ORDER:** -Julie Gieber, CBF (0-5 minutes) 4:34pm

- ❖ **INTRODUCTIONS** Past Presidents & Special Guests in attendance
  - **Past Presidents:** Brett Hanft, CBA; Yvonne Prinslow CCE; Barbara Davis CCE; Debora Diamond-Burt CCE, CICP; Teresa Silva, CPA, CCE,
  - **NACM CS Board Members:** Eve Sahnaw, CCE, Director; Mark Teeter, CCE, CICP, Director; Jennifer Walsh; CEO
  - **NACM CS Foundation Board Members:** Teresa Silva, CPA, CCE, Treasurer; Brett Hanft, CBA, Director; Alaina Worden, CCE, Director; Eleanor Hartman, CBF, Director
  - **CFDD National Board:** Brett Hanft CBA, Immediate Past Chairman of the Board; Yvonne Prinslow, CCE, Area Director; Debora Diamond-Burt, CCE, CICP, Area Director; Kelly Shock, CCE, CCRA
  - **NACM/CFDD Liaison:** Clara Nemeth, CCE NACM Commercial Services

### **REPORTS OF OFFICERS, BOARD AND STANDING COMMITTEES: (0-5 minutes)**

- Treasurer's Report - Debora Diamond-Burt, CCE, CICP
  - \$14,366.82 beginning bal. Income \$5,699.02 includes NACM annual membership dues. Raffle income ~\$200. Expenses: NACM national annual dues. End with \$16,241.23.
- Monthly Program - Alaina Worden, CCE
  - Tonight's Program: Navigating the Recovery: Working WITH your Customers during Unprecedented Economic Challenges, Presented by Brett Hanft, CBA
  - May: Governmental and Legislation Changes in Bankruptcy: Jason Torf
  - June: Mentoring by Val Hardesty, CCE, CICP
  - July/Aug: TBD
- Membership - Yvonne Prinslow, CCE
  - Holding steady at 51. Aliana Worden is now a CCE, Shilo Stevens is now a CBF
- Scholarships - Barbara Davis, CCE
  - \$ for Scholars expire end of May. Send in Application by end of May to use.
- Fundraising - Alaina Worden, CCE
  - Tonight: Day at the spa. May: April Showers Bring May Flowers. June: Red, White & Blue. July: Splash into Summer. \$150 received last month
- CFDD National - Kelly Shock, CCE, CCRA
  - Brett Reminder: CFDD National Conference in Oklahoma City has been postponed a year, in 2022



**BUSINESS MEETING: (0 – 5 minutes)**

- Approval of the March 11th, 2020 Meeting Minutes as published in the Credit Line: Brett Hanft, CBA moves to approve, Alaina Worden, CCE seconds, approved by all.

**RAFFLE - Alaina Worden, CBF (0-5 minutes)****Alaina to introduce speaker****Program: Navigating the Recovery: Working WITH your Customers during Unprecedented Economic Challenges****Description:**

This educational session focuses on the critical importance of creating and updating meaningful credit file documentation and reviewing your credit policy to ensure it supports effective risk management. The strength of the relationships developed with your customers can facilitate tremendous assistance with potential cash flow and collection challenges. Finally, we will tackle the topic of requests and negotiations for revisions to established terms of sale, using the pandemic to justify the necessity of exceptions to the norm. When does it make sense to say "Yes" or "No"??

**Presenter: Brett M. Hanft, CBA**

Brett M. Hanft, CBA, Credit Manager at American International Forest Products, LLC, has 32 years of credit experience, including the last 21 years in the lumber industry. He earned an Associate degree from Southern Oregon State College in 1986 and a bachelor's degree in Business/Economics from Willamette University in 1988. Brett received his Credit Business Associate (CBA) designation in 1991. Through his active and consistent involvement with NACM and CFDD, Brett continues to remain an active and participative member in both credit organizations. He has received recognition as the NACM Local and National CBA Designation of Excellence recipient, CFDD Portland Chapter and CFDD National Distinguished Member Achievement Award recipient. He is currently providing service to his local NACM affiliate as the Western Region Building Materials Industry Group Chairman (for the third consecutive year) and as a Director on the NACM Commercial Services Foundation Board. This year marks Brett's 31st consecutive year as a member of the CFDD Portland Chapter. Brett has just completed his 11th year of service on the CFDD National Board and is CFDD's Immediate Past National Chairman.

**ANNOUNCEMENTS: (0 - 5 minutes)**

New Designations: Alaina Worden, CCE & Shilo Stevens, CBF! Congrats!

CFDD National, Sept. 9<sup>th</sup> and 10th 2021 in Oklahoma City, OK

\$ for Scholars – See Barbara Davis for balances.

NACM Credit Congress – October 2021

**Creditline Deadlines**

<b><u>Submit by:</u></b>	<b><u>For the Issue:</u></b>	<b><u>Submit by:</u></b>	<b><u>For the Issue:</u></b>
APR 20	May	May 20	June

**ADJOURNMENT – 5:30pm**



# The Creditline



## 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 CFDD National Conference or National Credit Congress?

CFDD National Conference—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: Barbara Davis, CCE  
Northwest Pump & Equipment  
2800 NW 31st Ave., Portland, Oregon 97210-1720  
p: 503.227.7867 f: 503.227.4430  
e: [barbara.davis@nwpump.com](mailto:barbara.davis@nwpump.com)



# The Creditline

## 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 Commercial Services statement \$ \_\_\_\_\_

Applicant's signature \_\_\_\_\_

Date: \_\_\_\_\_

Please send the completed form to the following address:

Yvonne Prinslow, CCE  
Hampton Lumber Sales  
9600 SW Barnes Rd. #200  
Portland, OR 97225  
p: 503.203.6495 f: 503.291.5653  
e: [YvonnePrinslow@HamptonLumber.com](mailto:YvonnePrinslow@HamptonLumber.com)