

WE'RE OFF TO THE CREDIT RACES!



2026 REGIONAL MEETINGS

BUFFALO: BLUE COLLAR BLUEGRASS 

TUESDAY, MAY 12th, 2026

Meeting Agenda

Hyatt Place Buffalo Amherst
5020 Main Street
Amherst, NY 14226

REGISTRATION DEADLINE:
TUESDAY, MAY 5TH, 2026

PRICING:
\$199 members
(Two coupons per company are valid)
\$398 nonmembers

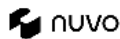
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BUFFALO: BLUE COLLAR BLUEGRASS **POST TIME: Tuesday, May 12th, 9:00 a.m. - 3:30 p.m. ET**



9:00 a.m. – 9:30 a.m. Registration

9:30 a.m. – 9:45 a.m. Opening Remarks – Bob Rabe

9:45 a.m. – 10:45 a.m.

AR Automation & Payments

Matthew Hacker, National Sales Executive, UTA

Automating A/R helps companies receive payments faster by eliminating manual tasks like invoice follow ups, payment reminders, and cash application. It reduces errors, improves visibility into customer accounts, and frees finance teams to focus on higher value work instead of chasing paperwork. The result is smoother cash flow and a more efficient, predictable collections process.

10:45 a.m. – 11:00 a.m. – Break

11:00 a.m. – 12:00 p.m.

Nuts & Bolts of Notices, Lien Waivers, and Mechanics Liens: Reduce DSO and Protect Your Bottom Line

Alec Papesch, Director of Strategic Partnerships, NCS Credit

Construction credit comes with unique challenges, including long payment cycles, thin margins, and the ever-present risk of non-payment. This session breaks down the foundational tools every construction credit professional should know, covering the Notice, Lien Waiver, and Mechanic's Lien process from preliminary notices through foreclosure. Attendees will leave with a clearer understanding of how to move from unsecured to secured, become a payment priority, and leverage technology to manage their construction portfolio more efficiently.

12:00 p.m. – 1:00 p.m. Lunch

1:00 p.m. – 1:15 p.m. NACM Connect Updates – Dorann Guenard

1:15 p.m. – 2:15 p.m.

Risk Profile Deep Dive: Key Trends Shaping Future Outlook

Conrad Ragan, Director, Corporate Restructuring, Alvarez & Marsal

As economic volatility persists and pressure mounts across supply chains, credit, and consumer sentiment, understanding your risk exposure in real time is more critical than ever. In this session, Conrad Ragan from Alvarez & Marsal (A&M) will dissect the evolving 2026 risk landscape—highlighting the macroeconomic signals, sector-specific stress points, and behavioral shifts that should be on every finance leader's radar.

2:15 p.m. – 2:30 p.m. – Break

2:30 p.m. – 3:30 p.m.

Standby Letters of Credit

Thomas Fawkes, Partner, Tucker Ellis LLP; Brian Jackiw, Partner, Tucker Ellis LLP

Standby letters of credit represent one of the most powerful tools in a credit professional's toolbox to provide payment assurance in the event of a customer default. What makes them particularly attractive, compared to other credit enhancements, is that they are "bankruptcy-proof," meaning that they can be accessed in the event of a bankruptcy and therefore provide creditors with substantial protection against bankruptcy losses. In order for them to be effective, however, they must be properly structured and their requirements must be strictly followed. During this presentation, Thomas Fawkes and Brian Jackiw from Tucker Ellis LLP will provide an overview of standby letters of credit, including how they are created, how they operate, and the steps creditors must take to ensure that they are honored.