

# 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

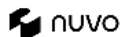
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## **BUFFALO: BLUE COLLAR BLUEGRASS**

**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 – Barb Pavelski**

**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.**

**The 5 C's of Credit in Review**  
*Caroline Perkins, CCE, Credit Manager, Mickey Thompson Performance Tires*

Character, Capacity, Capital, Collateral, Conditions. These pillars set the fundamental framework for evaluating creditworthiness and mitigating risk in credit decisions. Whether you are new to credit or a seasoned professional, this comprehensive overview will equip you with the tools you need to navigate the complexities of credit evaluation effectively.

**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.