

# WE'RE OFF TO THE CREDIT RACES!



## 2026 REGIONAL MEETINGS OMAHA: *BIOGRAPHIES*



**CHANGE MANAGEMENT WITH A TECHNOLOGY TWIST**  
**STACI CIMA, CCE, Director of Credit, Echo Electric**

Staci Cima is the Director of Credit for Echo Electric and is now on her fourth department transformation. She has over

25 years of experience in public accounting, finance management and Order-to-Cash management. Staci is a frequent speaker and panelist with emphasis on process improvement, change management and technology. Staci has been a member or vendor of NACM Connect for 15 years, participating in various committees and sitting on the Connect governing board and was selected as Connect member of the year.

logistics, healthcare, and more. Erica has also represented tort claimant committees in the bankruptcy cases of the Franciscan Friars of California, the Diocese of Camden, New Jersey, and the Roman Catholic Bishop of Oakland. Prior to joining Lowenstein, Erica spent two years as a law clerk to the Hon. Stacey L. Meisel of the U.S. Bankruptcy Court for the District of New Jersey.



**ECONOMIC UPDATE**  
**CHRIS KUEHL, PHD, Partner, Armada Corporate Intelligence**

Chris Kuehl is the co-founder (with Keith Prather) and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive

intelligence, business analysis and economic forecasting for corporate clients. Armada's clients include YRC Worldwide, TranSystems, Spencer Fane Britt and Browne, KPMG, Hallmark International, Weitz Industrial among others. Chris is the editor and primary writer for several publications: Business Intelligence Briefs, Strategic Intelligence Briefs and Fabrinomics. Chris is the Chief Economist for the Fabricators and Manufacturers Association. This includes writing Fabrinomics and serving as a keynote speaker for their conferences and meetings. He is a renowned speaker who has spoken for 25 years to over 300 organizations domestically and internationally. Chris is a frequent commentator for the media – locally and nationally. He is a regular economic/business analyst



**THE ROLE OF A CREDITORS' COMMITTEE AS A COUNTERWEIGHT TO THE DEBTOR AND SECURED LENDER: WHAT YOU NEED TO KNOW**

**Erica Mannix, Counsel, Lowenstein Sandler**

Erica Mannix's practice focuses on corporate bankruptcy, creditors' rights matters, and insolvency-related litigation. Her recent Chapter 11 representations have included creditors' committees spanning a broad range of industries, including retail, manufacturing and industrial,



TUESDAY, MAY 19th, 2026



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## OMAHA: BIOGRAPHIES

for KMBZ radio, KSHBTB (local NBC affiliate), and has been extensively quoted in national newspapers, magazines and trade publications.

He holds a Master's Degree in Soviet and East European Studies, a Masters in East Asian Studies, and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.



### BEING INTENTIONAL WITH CREDIT RISK RETENTION AND RISK TRANSFER

**John Cornell, Founder,**  
*Crescendo Trade Risk*

John Cornell is the Founder of Crescendo Trade Risk, a specialty trade credit insurance brokerage built on a simple belief: people are smart, and nobody likes being sold to—especially about insurance. He's known for mixing straight talk with dry humor.

Before launching Crescendo, John was an asset-based lender, where he learned the fastest way to understand a business is to watch what happens when customers don't pay. That experience permanently cured him of optimism-based credit decisions and taught him that cash flow is the KPI that never lies.

John later spent nearly a decade with Allianz Trade, the world's largest insurer of trade receivables. There, he saw firsthand how credit insurance works when it's done right—and how it doesn't when it's rushed, oversold, or forced to fit a carrier's quarterly goals.

At Crescendo Trade Risk, John takes a different approach. He doesn't push companies to buy insurance. He assumes they'll buy on their timeline, not the carrier's—and when they do, he plans to have them be around for decades. The focus isn't closing deals; it's building long-term partnerships that help companies sell more, sleep better, and avoid learning credit lessons the expensive way.

## 2026 REGIONAL MEETINGS

APRIL 7 – KANSAS CITY  
APRIL 8 – CINCINNATI  
APRIL 9 – WICHITA  
APRIL 14 – GRAND RAPIDS  
APRIL 16 – DETROIT  
APRIL 21 – INDIANAPOLIS  
APRIL 23 – CHICAGO

MAY 5 – PITTSBURGH  
MAY 6 – FT. WAYNE  
MAY 7 – CLEVELAND  
MAY 12 – BUFFALO  
MAY 14 – WORCESTER  
MAY 19 – OMAHA  
MAY 21 – MILWAUKEE



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