29 Years of Excellence: 1989 - 2018

May 2018

CHANGE ORDER 326

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3. 2018 Golf Tournament
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6. Upcoming Events / Flyers

May General Meeting

Wednesday
May 23rd - 11:30am
Location
MCM Elegante

RSVP for meeting: http://cafe.cfma.org/albuquerque/home

Natural resources are precious to us all; please consider the environment before printing this newsletter.
Hello CFMA Members,

On May 23rd we will have a General Meeting at MCM Elegante Hotel at 11:30 AM. Jim Scott, founder of Applied Capital, will present a summary of alternative financing options for small businesses. Included will be a discussion of Accounts Receivable Financing and Purchase Order Financing. These options allow clients to leverage their Accounts Receivable and to secure funding to fill purchase orders. If a small business cannot obtain bank financing or cannot get enough additional working capital from bank financing, Accounts Receivable and Purchase Order Financing can help.

https://biz.addmi.com/events/#/cfma-abq-po-ar-financing/-KxOQRgZstFAHHPCUdWe/-L8YGCLn5OjA_LFB6CQS/view

Annual Golf Tournament

Save the date for our annual golf tournament at Sandia Casino on June 15th at 8am. Tournament format will remain a four-person scramble, and we have several games and prizes planned at the golf course. The event itself is great food and fun, and the funds raised go toward our scholarship program. Registration Deadline is June 8th, 2018. Contact Kendall Thrasher at kendall@nationalroofing.com or (505)998-2302 to register your teams or sign up to sponsor.
Membership

Please welcome our new and returning members. In March and April, we received Bryan Runyan and Nathan Buquoi to CFMA Albuquerque. Furthermore, Joe Owens and Kevin G. Smith have also joined our group. Please welcome these fine folks at the next event or when you see them. If someone you know is about to renew or join, please remind them about the CFM Academy, CFMA State Tax Law Guide, the Connection Café, and Building Profits. We receive discounts to these benefits through CFMA. Please reach out to me if you have questions, or email Mike Verbanic at mverbanic@cfma.org.
Other Items

The CFMA National Annual Conference and Exhibition registration is open. Below is a link to the webpage. CFMA National does a great job putting these on every year and they are packed with great educational sessions. We already have 15 ABQ members signed up for the Miami Conference. Please register soon and book the Fontainebleau or a nearby hotel, as the CFMA rate is already sold out at the Fontainebleau. Please contact dchirino@fontainebleau.com to email the hotel directly.

CFMA Albuquerque will be presenting a member with a scholarship that will cover the national conference registration fee. To apply, simply email Justin Adams.

jadams@brycon.com
President’s Message

Other Items (Cont.)

http://conference.cfma.org/registration/
The CFMA Southwest Regional Conference will be held in Scottsdale, Arizona, from September 23rd to the 25th. Construction Finance Professionals have the change to earn 14 CPE Credits in three days!

http://www.cfma.org/events/content.cfm?ItemNumber=686&navItemNumber=558
CPE Credits in three days!

http://www.cfma.org/events/content.cfm?ItemNumber=686&navItemNumber=558

Committee Chairs

Membership Committee
Brandon Writtenberry, Aon Risk Solutions

Programs Committee
Chris Henderson, REDW

Education Committee
Clarke Cagle, Atkinson & Co.

Communication Committee
Justin Adams, Brycon Corp

Community Involvement Committee
Jon Updegraff, HB Construction
**UPCOMING EVENTS**

**Mat General Meeting** – Wednesday, May 23rd  
– MCM Elegante – 11:30am  
Topic: Purchase Order and AR Financing  
Speaker: Jim Scott, Founder of Applied Capital  
[Register for this event at our website](#)

**Board Meeting** – Wednesday, May 30th – Atkinson & Co. – 11:30am

**Round Table** – Wednesday, June 13th – HB Construction – 5:30 pm  
Topic: Lien Law in New Mexico  
Speaker: Michael F. Menicucci, Attorney with Calvert Menicucci, P.C.

Please look for future events and Chapter news in the following newsletters and online at our Chapter’s CFMA website.

Regards,

Justin Adams, MBA, CCIFP  
CFMA Albuquerque Chapter President  
Brycon Corporation
**SCHEDULE OF EVENTS**

| Event                                           | Topic                                      | Speaker                                              |
|-------------------------------------------------|--------------------------------------------|                                                     |
| May General Meeting – Wednesday, May 23rd – MCM Elegante - 11:30am | Purchase Order and AR Financing            | Jim Scott, Founder of Applied Capital                |
| Board Meeting – Wednesday, May 30th – Atkinson – 11:30am | Board Meeting                             | Board                                                |
| Roundtable– Wednesday, June 13th – Nexus Brewery – 5:30pm | Lien Law in New Mexico                    | Michael Menicucci with Calvert Menicucci, P.C.       |
| Annual Golf Tournament – June 15th – Sandia Casino- 8am |                                            |                                                      |

Email [jadams@brycon.com](mailto:jadams@brycon.com) for members that would like to attend the Board Meeting

[http://cafe.cfma.org/albuquerque/events/recentcommunityevents/dashboard](http://cafe.cfma.org/albuquerque/events/recentcommunityevents/dashboard)
Upcoming National Webinars

http://www.cfma.org/education/content.cfm?ItemNumber=696&navItemNumber=522

CFMA Webinars

CFMA’s Webinars keep financial professionals informed on important topics in the construction industry. These monthly sessions might be about technology, an update on the economy or provide you with the latest information about health care.

Webinars are always free to CFMA members and provide at least 1 CPE credit, meaning that a CFMA member can earn at least 12 CPE credits each year at no further cost.

FREE for CFMA Members  
Non Member Registration – $65.95

Title: "How Blockchain and IOT Technology Are Disrupting Business”  
Date: Tuesday, May 8  
Time: 3:00-4:00 p.m. Eastern (Noon-1:00 p.m. Pacific)  
Presenters: Lanny Morrow, Senior Expert in Digital Forensics & Advanced Data Mining, Forensics & Valuation Services, BKD LLP.
Price: Free for CFMA members, $65.95 for non-members  
Sponsored by: VIEWPOINT

Register Now!  
Get more information

Title: "Emerging Trends in Construction Payments”  
Date: Wednesday, May 16  
Time: 3:00-4:00 p.m. Eastern (Noon-1:00 p.m. Pacific)  
Presenters: Chris Shanahan, Senior Vice President, Strategic Partner Group, Corporate Payments, Comdata  
Price: Free for CFMA members, $65.95 for non-members  
Sponsored by: COMDATA
Upcoming Online Courses

http://www.cfma.org/education/content.cfm?ItemNumber=2359&navItemNumber=2361

CFMA’s Online Courses

CFMA’s Online Courses brings the best of Chapter Classroom Courses directly to your computer or mobile device.

These intensive courses can help every construction financial professional advance their knowledge and their career. CFMA’s Online Courses include the Basics of Construction Accounting, the CCIFP Overview, Cash Management, and a series developed especially for construction financial managers.

All Online Courses offer CPE credits to participants and provide course materials electronically.

CFMA members enjoy a discount when registering.

Upcoming Online Courses

Title: “A 360° View of Your WIP”
Date: May 23-24
Time: 3:00-5:00 p.m. Eastern (Noon-2:00 p.m. Pacific)
Presenters: Jim Grabski, MBA, CFO, LCG Pence Construction
Price: $121 for CFMA members, $176 for non-members

Register Now!
Get more information

Click here to access your CPE certificates and view previous CFMA Online Courses that you have attended. If you need to log in, use your cfma.org username and password.

For information about how to attend a CFMA Online Course as a group and be eligible for CPE credits, click here to read CFMA’s requirements.

Save the Date

CFMA Webinars

MAY 8
How Blockchain and IOT Technologies Are Disrupting Business
Click here for more information.

MAY 16
Emerging Trends in Construction Payments
Click here for more information.

JUNE 6
The Intersection of Work Zone Safety and Liability
Click here for more information.

Click here for CFMA’s On Demand Webinar Library.

A cfma.org username and password are required to attend a CFMA Online Course.

2018 Online Event Schedule
PURCHASE ORDER AND AR FINANCING
May 23rd 2018
MCM Elegante Hotel - 2020 Menaul Blvd NE
11:30am - 1:30pm

Jim Scott
Applied Capital, Inc. - Founder

Applied Capital is a locally owned commercial financing company located in Albuquerque, New Mexico. Jim Founded Applied Capital in 1998. Specializing in alternative debt financing for companies located throughout the United States, Canada, and Puerto Rico. Applied Capital has provided its clients with over $250,000,000 in accounts receivable and purchase order financing. A former member of the faculty of the University of New Mexico, Jim was also a founder of several successful companies in the resort real estate development and services industry in the southeast.

Learning Objectives
Jim Scott, founder of Applied Capital, will present a summary of alternative financing options for small businesses. Included will be a discussion of Accounts Receivable Financing and Purchase Order Financing. These options allow clients to leverage their Accounts Receivable and to secured funding to fill purchase orders, typically providing more working capital than traditional bank financing. If a small business cannot obtain bank financing or cannot get enough additional working capital from bank financing, Accounts Receivable and Purchase Order Financing can help.

The Construction Financial Management Association (CFMA) is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: www.learningmarket.org.

Registration
https://biz.addmi.com/events/#/cfma-abq-po-ar-financing/-KxOQRgZstdFAHHPCUdWe/-L8YGCLn5OjA_LFB6CQS/view
Michael Menicucci

Mr. Menicucci’s practice since 1981 has been primarily in the areas of construction law, bankruptcy related to contractors and the construction industry, mediation, complex construction claims mediation, arbitration and environmental remediation. He received his B.A. and J.D. degrees from the University of New Mexico. He is a member of the American Bar Association, and the State Bar of New Mexico. He is a member of Division 5 (Contract Negotiations, Performance and Administration) of the ABA Forum on the Construction Industry, past Division Chair, and is currently a member of the Forum Governing Committee. He represents owners, contractors, subcontractors, material suppliers, architects and engineers in all areas related to construction matters, including licensing, contract negotiations, pre-bid, bidding, contract progress, dispute resolution, delay analysis, close out and final payment. He practices before all state and Federal Courts in New Mexico, and represents clients in both the Civilian and Military Boards of Claim.

Learning Objectives

♦ Definition of a Mechanics Lien and who has the right to lien.

♦ What types of construction project may be liened.

♦ What is the timing/procedure for a lien and what forms are involved.

Registration

https://biz.addmi.com/events/#/cfma-abq-lien-law-in-new-mexcio/-KxOQRgZstFAHPCUdWe/-L8Z4RmI05mdtgkc-Qlc/view