

# Risk Management Association

## THE SPREADSHEET

<http://community.rmahq.org/pugetsound/home>



March 2018

### CHAPTER OFFICERS 2017-2018

#### President

James Richards  
Northrim Financial Services  
503-407-1780  
[james@northrimfs.com](mailto:james@northrimfs.com)

#### Vice President/Program Committee

John Huey  
Northwest Bank  
206-621-8761  
[John.huey@northwest-bank.com](mailto:John.huey@northwest-bank.com)

#### Secretary/Treasurer:

Laura Reifel  
Banner Bank  
425-576-4353  
[laura.reifel@bannerbank.com](mailto:laura.reifel@bannerbank.com)

#### General Counsel

Richard Hyatt  
Ryan Swanson Law Firm  
206-464-4224  
[hyatt@ryanlaw.com](mailto:hyatt@ryanlaw.com)

#### At Large

Alex Tkachuk  
Key Bank  
206-343-6829  
[Alex.tkachuk@keybank.com](mailto:Alex.tkachuk@keybank.com)

#### Past President:

Eric Seidenberger  
Washington Federal  
206-625-8534  
[Eric.seidenberger@wafd.com](mailto:Eric.seidenberger@wafd.com)

#### Academic Committee

George Naumann  
Private Valuations  
425-444-9206  
[gnaumann@privatevaluations.com](mailto:gnaumann@privatevaluations.com)

#### Developing Professionals

Sammantha Ray  
Kitsap Bank  
425-455-9300  
[sray@kitsapbank.com](mailto:sray@kitsapbank.com)

#### Education Committee

Lori Milton  
Evergreen Business Capital  
206-577-1422  
[Lori.milton@evergreen504.com](mailto:Lori.milton@evergreen504.com)

#### Finance/Newsletter Committee

David Lightfoot  
Lightfoot CFO  
206-660-6190  
[david@lightfootcfo.com](mailto:david@lightfootcfo.com)

#### Membership Committee

Richard Kataoka  
206-826-7667  
[rick@salalcu.org](mailto:rick@salalcu.org)

#### Round Table Committee

Brian Rockey  
Heritage Bank  
206-204-4047  
[Brian.rockey@heritagebanknw.com](mailto:Brian.rockey@heritagebanknw.com)

#### Sponsorship/Website/Social Media Committee

Eric Seidenberger  
Washington Federal  
206-625-8534  
[Eric.seidenberger@wafd.com](mailto:Eric.seidenberger@wafd.com)

#### Women in Banking Committee

Heather Raibourn  
HomeStreet  
206-753-3756  
[Heather.raibourn@homestreet.com](mailto:Heather.raibourn@homestreet.com)

## From our President



Greetings fellow RMA members,

We had a successful CEO night in March. We heard from three local banks and each of their perspectives on how our local economy is doing, where it is going, and some of the current issues facing our banks today. We also had a visit from our new RMA CEO, Nancy Foster who was visiting Seattle for the first time. In this article we will be discussing some issues facing our local businesses.

We have two more networking events this year and a few classes remaining as well. Please join us for our April dinner meeting at the WAC on April 3rd and our lunch meeting in Tacoma on June 5th.

Business groups are struggling to grow, private clubs are having trouble attracting members and fraternal organizations are really having a tough time of it. Are they a vestige of a bygone era, is there too much competition, are people not joiners, do we prefer the Internet, or what? It's probably all those things and more. People can find online communities for virtually every special interest. And all without fighting traffic.

So how does our chapter of RMA remain vital and relevant? We haven't been immune to the challenges faced by other business, social and community groups. But we've been weathering the storm surprisingly well. We have an active outreach to the university campuses. The leadership of our Developing Professionals Group has been a model to all of RMA. And our general meetings continue to draw reasonably well.

We offer education when most banks have dropped their in-house training. We allow a meeting place as banks consolidate and experienced bankers are hard to find. We provide benchmarking as competition becomes more fierce, etc.

Mostly, I think we thrive because, despite it all, banking remains a person-to-person business. RMA allows us to remain in contact with our peers, our former co-workers and (perhaps) our future co-workers. Technology is great but people still matter. Want to join us? **James**

## 2018-2019 Education Survey

Providing quality educational programs in credit risk management is a key mission of The Risk Management Association. One of our primary objectives at the Puget Sound Chapter is to provide educational programs that will be the most beneficial to its membership. To ensure we are meeting that objective, we need to hear from you!

Planning has begun for the 2018-19 program year. To determine which RMA-sponsored education programs will provide you and your peers the greatest learning opportunities, we need your input. To obtain that input, we have prepared a very brief survey listing the classes that will be available in this coming program year. We would greatly appreciate it if you would take a few minutes of your time to click on the SurveyMonkey link below and let us know your needs. There is also space provided to let us know if you have needs that may not be met by the slate of courses RMA is offering next year.

<https://www.surveymonkey.com/r/HN7CTZH>

For us to have the best opportunity in scheduling the classes you desire, we need your responses by April 6, 2018. Thank you very much for helping us provide the programs you need.

Lori Milton, *Education Chair, Puget Sound Chapter RMA*, [Lori.milton@evergreen504.com](mailto:Lori.milton@evergreen504.com)

**OPEN ENROLLMENT  
EDUCATION SEMINARS  
2018**

**April 19, 2018**  
Credit Analysis  
Management Seminar

**May 17, 2018**  
Problem Real Estate Loans

**June 25-29, 2018**  
RMA Lending Academy II

All classes are to be held at  
Evergreen Business Capital,  
13925 Interurban Ave #100,  
Seattle, WA 98168

For more info:

Lori Milton  
206-577-1422

[Lori.milton@evergreen504.com](mailto:Lori.milton@evergreen504.com)

**MARK YOUR CALENDARS FOR  
ALL CLASSES**

**Bring a Guest and introduce  
them to Puget Sound  
Chapter Events**

**QUESTIONS**

If you have registration  
questions please contact  
Bonnie McGoldrick,  
Chapter Administrator on  
(206) 282-0158 or  
[rma@secretarialassistants.com](mailto:rma@secretarialassistants.com)

For further information on  
programs go to:

Website

<http://community.rmahq.org/PugetSound/Home>



## *Annual Commercial Real Estate Round Table*

CBRE Commercial Market Update

**Seattle, Tuesday, April 3, 2018, Dinner 5:30-7:30**

**Featuring**

Carolyn Davis, Research Manager, Puget Sound Region, CBRE  
Todd Henderson, Director, Valuation and Advisory Services, CBRE  
Alan M. Jutte, Vice President, Valuation and Advisory Services, CBRE  
Mitch Olsen, MAI, Vice President, Valuation and Advisory Services, CBRE  
John Parsons, First Vice President, Valuation and Advisory Services, CBRE  
Chris Sherland, Senior Appraiser, Valuation and Advisory Services, CBRE

Social Hour: 5:30 pm ♦ Dinner: 6:15 pm

The Washington Athletic Club

1325 Sixth Avenue, Seattle, Washington (Downtown)

**(free parking provided in WAC parking garage)**

**Please Register by Wednesday, March 28, 2018**

Registration and payment will be through PayPal. Please click on the Member or Non-Member Fee links below to pay for your dinner reservations (a PayPal account is not needed).

*(If you wish a vegetarian meal please make your request when you make your reservation.)*

RMA Member Fee \$85—click on link to pay using PayPal

[https://www.paypal.com/cgi-bin/webscr?cmd=\\_s-xclick&hosted\\_button\\_id=ZX97YT8UXAY7Y](https://www.paypal.com/cgi-bin/webscr?cmd=_s-xclick&hosted_button_id=ZX97YT8UXAY7Y)

RMA Non-Member Fee \$95—click on link to pay using PayPal

[https://www.paypal.com/cgi-bin/webscr?cmd=\\_s-xclick&hosted\\_button\\_id=PDV27ZUJYE4QN](https://www.paypal.com/cgi-bin/webscr?cmd=_s-xclick&hosted_button_id=PDV27ZUJYE4QN)

***“You have an edge. Now is the time to work it!”***

*Michelle Mathieu, Chief Investment Officer at Fulcrum Capital, LLC*



**Tuesday, April 24, 2018 Luncheon 11:30am - 1:00pm**  
**Washington Athletic Club 1325 Sixth Avenue, Seattle**

In her 25-year career, Michelle rose through the ranks at Wells Fargo, co-managed two equity mutual funds, launched a trust company at Perkins Coie, led three wealth management firms, and served on a half-dozen nonprofit boards. She currently oversees more than \$1 billion in assets as Chief Investment Officer at Fulcrum Capital, LLC, member of the Whitman College Endowment Investment Committee, board member of the KCLS Foundation, and Chair of the Episcopal Diocese of Olympia Investment Committee. Michelle will share insights that she learned along the way and reveal the philosophy that helped her lead Fulcrum to become the #1 majority women-owned emerging wealth manager in the nation.<sup>1</sup>

For details on the 2017 national ranking by RIA Channel®, please visit:

[www.fulcrumcapllc.com/fulcrum-ranked-2017-top-100-emerging-wealth-manager/](http://www.fulcrumcapllc.com/fulcrum-ranked-2017-top-100-emerging-wealth-manager/)

**COST: \$55**

**(Please note, parking validation is NOT included in the cost of the luncheon.)**

***This meeting qualifies for continuing education credit for “Credit Risk Certification.”***

**REGISTER BY APRIL 18, 2018**

*(If you wish a vegetarian meal please make your request when you make your reservation.)*

[https://www.paypal.com/cgi-bin/webscr?cmd=\\_s-xclick&hosted\\_button\\_id=RAQ7NUHS5EYYW](https://www.paypal.com/cgi-bin/webscr?cmd=_s-xclick&hosted_button_id=RAQ7NUHS5EYYW)