

UPCOMING EDUCATIONAL AND NETWORKING EVENTS

Participate from your work or home office

Virtual Media Tax Summit

Tackling Tax Trends

March 2-3, 2021

11 AM to 1 PM ET (Both Days)

The role of the tax executive is changing. Technological advances, the evolving workplace environment, and recent and proposed legislation have converged to transform the tax department as we know it. A first-of-its-kind event, the MFM Media Tax Summit promises to cover all the issues today's tax professional needs to know with a specific focus on media. Rest assured, this is not your normal tax update. Attendees can expect to gain a clear understanding of what it takes to build a best-in-class tax department and what today's CFO expects from their tax group.

Co-chairs leading the summit are: Sean Hetzler, senior director of tax, Tegna; Dan McGuire, tax partner, KPMG; and Paul Nesterovsky, vice president, tax, Sinclair Broadcast Group.

The summit will include a discussion featuring media CFOs discuss what they expect from their tax department and how the department can make a CFO's job easier. Other planned topics include:

- Federal Stimulus and Relief Legislation - *Media Industry Implications*
- Trends, Opportunities, and Threats in State Taxation;
- Intersection of Tax and Corporate People Strategy

COST: Registration will be free for MFM corporate members and \$100 for each of the first two attendees from a non-corporate industry member organization and complimentary for each subsequent registrant.

Others, including those who work for companies that offer products, goods, or services to the media industry, must pay for each Summit attendee. Additionally, if these attendees are not MFM members, they must pay the non-member rate (which includes a one-year trial membership).

Registration is open:

<https://www.mediafinance.org/media-tax-summit>

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We couldn't do it without you! Two more successful events:

MEDIA CREDIT & COLLECTIONS VIRTUAL WORKSHOP

Thank you workshop sponsors:



Supporting Sponsor: **FastPay**

MFM GAMES OUTLOOK...Renaissance, Releases, and Recession

Thank you event sponsor:



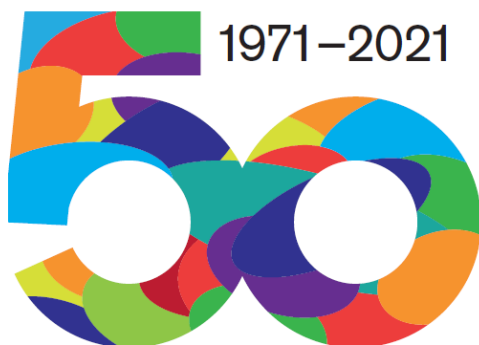
Upcoming Events:

- December 18 – MFM's Winter Solstice/Year end Happy Hour on ZOOM
- December 24 – January 3 – MFM/BCCA Office Closed (reopen 8am CT on January 4)
- December 28-30 – *Special BCCA Hours* – 9:00am CT – 1:00pm CT
- January 21 – Distance Learning Webinar – Business Fraud & Cybersecurity
- February 11 – Virtual MFM Board of Directors Meeting
- March 2-3, 2021 – Media Tax Virtual Summit
- March 11-12, 2021 – Virtual CFO Summit
- Spring 2021 – Media Finance Focus... Together Toward Tomorrow (Details coming soon)

Add Event Reminders to Your Calendar at:
<https://www.mediafinance.org/calendar-of-events>

Watch your email and [our website](#) for details on how to participate in all MFM & BCCA Events.

Cheers to a half century of collecting MORE media client debts MORE often!



In 1971, Pete Szabo recognized an opportunity to fill a gaping hole in the media finance business. The industry needed expertise in collecting media and entertainment accounts receivable. Szabo Associates met that need and founded the media collection industry. Today, 50 years later, we're still exceeding our clients' expectations by delivering MORE.

Through the decades, the Szabo brothers guided the company through thoughtful growth, collected MORE debt than all other competitors combined, and committed to earning long-

term relationships. All along, we realized that the key ingredient to Szabo's success was you, our amazing clients. We are grateful.

No other media collection company has MORE experience or deeper understanding of the intricacies of collecting media and entertainment debt. No other media collection company delivers MORE service from long-tenured employees—it's our promise and our passion.

We work on contingency collecting media and entertainment debts

worldwide; advertising for every medium, content distribution, affiliate and retransmission, licensing, production, and MORE. Our staff's intensive training in diplomacy and negotiating assure that your valuable client relationships remain solid. MORE services round out our capabilities, including our proprietary database DebtorNet®, Szabo 411, and working as an in-house collections department for you.

Thank you for 50 years, and here's to the next 50. Cheers!

MORE is better than less.

2021 CFO Summit

Thursday, March 11 - 1:00 p.m. Eastern to 5:00 p.m. Eastern

Friday, March 12 - 11:00 a.m. Eastern to 3:00 p.m. Eastern



This upcoming year MFM will be hosting the annual CFO Summit virtually for 2021. It is a gathering of top media industry leaders exchanging ideas and discussing the issues facing their industry. This signature MFM event is limited to the most senior financial professionals from media industry companies. MFM reserves the right to refuse registrations that do not meet registration qualifications.

Co-chairs of the summit: Van Allen, executive vice president and CFO, Radio Advertising Bureau; Kimberly Parker, vice president and CFO, Graham Media; Paul Yates, vice president and corporate controller, Hubbard Broadcasting Inc.

Registration Details

- **MFM Members** = \$450
- **Non-Members** = \$700 (includes a one-year trial MFM membership)

Details can be found at: <https://www.mediafinance.org/cfo-summit>

Winter Solstice/End of Year Member Happy Hour

Friday, December 18, 4:00 p.m. Eastern

Join MFM & BCCA members for great conversation, holiday games and fun activities...celebrating the Winter Solstice and End of 2020.

Look for prizes, virtual and real.

It's a BYO Beverage/Background Zoom Event.

It's **free** to participate.

Link to join: <https://us02web.zoom.us/j/82066453558?pwd=NEJPcFlvVzE3LzVRdld2ZjNrdC9nZz09>

Distance Learning Webinar

Business Fraud & Cybersecurity during a Pandemic

Thursday, January 21

1:00pm Eastern - 2:00pm Eastern

CPE: 1



Speaker: [Wanda Borges](#), Attorney & Member, Borges & Associates

Cost:

MFM Corporate Members: \$0

MFM/BCCA Members: \$50

Non-Members: \$75

Details and registration: <https://www.mediafinance.org/distance-learning>

Media Finance Focus 2021... Together Toward Tomorrow

- Those that registered for and attended the 2020 conference, your rate is guaranteed. MFM will be sending invoices with registration confirmation details.
- New registrants – please keep an eye open for registration rates and details.
- Please note that the advance registration ends on January 22, 2021.
- Questions? Send an email to info@mediafinance.org.

MFM & BCCA Membership News...

2021 Nominations for Member Awards

MFM and BCCA members are being asked to submit nominations for annual membership awards to be presented at Media Finance Focus 2021.

Nominations forms are now available and will be due by January 15, 2021 (unless otherwise stated on form). All winners will be announced in February 2021.

Details and nominations forms are available at: <https://www.mediafinancefocus.org/member-awards>

Steve McIntosh Memorial Scholarship Applications due February 28, 2021

Recognize a rising star that will benefit from participating in the conference.

Steve McIntosh was vice president & general manager of Belo Advertising's Customer Services unit until his sudden and unexpected death in April of 2011. To honor Steve's many contributions to the industry and to help inspire other rising stars, the MFM Board created the Steve McIntosh Memorial Scholarship to Media Finance Focus, our annual conference.

One recipient will receive a full conference registration for **Media Finance Focus 2021**.

Eligible applicants are those employed by a media provider, have fewer than five years' industry experience, and are under 35 years old as of February 28, 2021.

Both members and non-members are encouraged to apply.

Complete details and an application form: mediafinancefocus.org/mcintosh-scholarship-



Want to Share Your Expertise? MFM & BCCA Seeking Speakers...

MFM & BCCA seeks the expertise of subject matter experts to develop educational programs for Media Finance Focus, our annual conference; regional seminars, including Media Outlook; the Media Credit & Collections Workshop; the CFO Summit; MFM Localisms; and monthly webinars.

MFM 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 the final authority on the acceptance of individual course for CPE credit. In accordance with the standards of the National Registry of CPE Sponsors, CPE credits are granted based on a 50-minute hour, and as such, educational sessions must be at least 50 minutes in length.

All sessions are meant to serve as opportunities for attendees to expand their knowledge and obtain information that will be of value to them in their roles as media financial and/or professionals. Proposals deemed to serve as a sales pitch for the speaking organization rather than an educational session for the benefit of attendees will be disregarded. They do not qualify for CPE credit and are counter-productive, since historical experience has shown such presentations are not well received by attendees.

Please note that a proposal submission is not a guarantee that you will be granted an opportunity to speak; all proposals will be considered and we will strive to use potential speakers in the way to best serve members and speakers. While MFM and BCCA is always seeking dynamic, engaging, and interactive speakers, proposals will be evaluated on a case-by-case basis. Scheduling considerations, MFM/BCCA member feedback/demand, past evaluations of organization speaking engagements at MFM/BCCA events, and strength of the proposal below will factor into our decision. As MFM and BCCA hosts educational events throughout the year, submissions will be considered on a rolling basis.

MFM is a not-for-profit professional association, and therefore does not pay fees to prospective speakers. MFM and its subsidiary, BCCA, are comprised of approximately 1,200 high-level media financial professionals. Presenters are provided with a valuable opportunity to engage with decision makers at media organizations ranging from radio; television; newspaper; networks, programming and streaming; interactive and digital; and games organizations.

You may submit multiple proposals, but please limit to one topic per submission. After your proposal has been received, it will be reviewed by MFM/BCCA staff and evaluated as a fit for upcoming programs. If your proposal is not accepted for your preferred event(s), we will keep it in mind for future events and contact you if there is an available opportunity.

Speaker form, with details, is available under "Programs & Events" on the MFM website – <https://www.mediafinance.org>.



*Happy Holidays from the
MFM & BCCA Staff and Consultants*



*Mary Collins, Jamie Grande, Arcelia Pimentel,
Mandy Aoieong, Colette Pinter
Charlie Warner, Daniel Morris, Janet Stilson*

