

November 2018

Annual Conference

Media Finance Focus 2019

"BIG IDEAS IN THE BIG EASY"

May 20-22, 2019

Hilton New Orleans Riverside

New Orleans, LA



Conference Room Rate

Room Rate - \$229+tax/night

Call: 1-504-561-0500 or to talk to a Hotel Expert Call 1-855-760-0870

Refer to Media Finance Focus or MFM/BCCA 59th Annual Conference.

About Media Finance Focus 2019

Location, Location, Location

It's all about location in New Orleans and the [Hilton New Orleans Riverside](#) places you at the center of it all. Nestled against the banks of the Mississippi, guests can watch the ships come sailing in or dive into the city life just steps away. Grab a beignet, listen to live jazz, ride a streetcar, or hop into a parade, you never know what you'll experience in the vibrant culture and excitement of New Orleans just outside our front door.

The Best Speakers

A comprehensive speaker roster of senior-level professionals provides a rich, diverse mix of perspectives and knowledge to inspire innovation at your own company. Stay ahead of the curve by learning a new generation of tools, techniques, and strategies, and by networking with the people making it happen - and can show you how.

The Year Long Value in Attending

The three days of the MFM & BCCA conference are the most cost-effective professional development and educational opportunity for members of the professions all year. Attendees will experience a full year of benefits in the form of new and greater knowledge that can be directly applied to their work.

NOTE: Firms or organizations, not assigned exhibit space, will not be permitted to solicit business within the exhibit area.

YOU'RE GOING TO LEARN SO MUCH...And HAVE FUN DOING IT!

For more information go to the Media Finance Focus website:

www.mediafinancefocus.org

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HOW TO REACH US:

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MFM FEIN: 13-1984011

BCCA FEIN: 36-2750062



Upcoming Events...Mark Your Calendars

Distance Learning Webinar

Accounting & Reporting Update

Date: Tuesday, December 11

Time: 1:00 PM Eastern/Noon Central/10:00 AM Pacific

CPE: 1 [Field of Study: AC; Level: U; Prerequisite: None; Delivery: Group Live]



EY experts will provide attendees with the latest information on the topics including revenue recognition and lease accounting that can and will affect your 2018 year-end (and beyond) reporting.

Objectives - After completing this webinar you should be able to:

- Ability to explain recent developments in media accounting
- Learn how to take advantage of recent developments in the use of accounting
- Understand how your business might be affected by recent rulings and policies

Cost: **\$FREE** to **ALL MFM Members**; **\$75 Non-Members** (registration is required to participate)

Deadline to register: Friday, December 7, 2018 (any registrations received after 5 p.m. Central will be charged \$20 late fee)

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

CFO Summit

March 7-8, 2019

Official Summit Hotel:

Pelican Grand Beach Resort
2000 North Ocean Blvd.
Fort Lauderdale, FL 33305



Room Rate: \$379+Tax (Plus \$30 Resort Fee)

Registration **limited** to **most senior financial executives** in media companies. MFM reserves the right to refuse registration requests that do not meet registration criteria. Please call **Mary Collins** (847.716.7000 x112) for more information.

Registration Rates

| | <u>Until 2/11/19</u> | <u>After 2/11/19</u> |
|-------------------------------------|----------------------|----------------------|
| MFM Member Full Registration | \$1,945 | \$2,445 |
| Non-Member Full Registration* | \$2,195 | \$2,695 |
| MFM Member Thursday Attendance Only | \$1,375 | \$1,675 |
| Non-Member Thursday Attendance Only | \$1,750 | \$2,025 |
| MFM Member Friday Attendance Only | \$1,375 | \$1,675 |
| Non-Member Friday Attendance Only | \$1,750 | \$2,025 |

*includes 1-year MFM Membership

Details, Hotel Reservation Information and Registration: www.mediafinance.org/cfo-summit

Entertainment Finance Conference at Luxe Hotel in Los Angeles Presented by MFM and DEG: Digital Entertainment Group

Mark your calendar to join the Media Financial Management Association and the Digital Entertainment Group on **Thursday, February 21, 2019 (11:00am – 5:30pm)**, for our first-ever **Entertainment Finance Conference**, where you'll learn all about the issues affecting finance professionals in the entertainment industry, including film, television, cable programmers, OTT, and games.

Keep an eye the MFM website - www.mediafinance.org - for more details and registration...it's **FREE** to all MFM members.

MFM...Power in Numbers

Do you know someone that would benefit from MFM membership?

MFM provides information and resources that make media and entertainment financial employees more valuable.

The Media Financial Management Association (MFM) is a professional association dedicated to the unique interests and needs of business and finance executives in the media industry. MFM carries out its mission to be the first choice of financial professionals for media industry education, networking, and information sharing through conferences, regional seminars, publications, and technology-based events. With more than 1,200 active members comprised of the best and brightest in the industry, MFM delivers an unbeatable ROI through Power in Numbers.

How YOU Can Help US Grow...

Successfully refer a new member** between October 1, 2018, and January 21, 2019, and you'll be rewarded with a \$25 Amazon gift card. And, for each new member you refer, you'll be entered into a drawing for a Google Home smart speaker.

For questions on [joining](#) or [referring a colleague](#), contact [Brendan Doyle](#) or call 847.716.7000 x103 or [click here](#) to refer a colleague...and be [rewarded](#).

***Gift cards will be rewarded only for successful referrals of new individual members (Corporate member additions do not count).*

Making the Connection

Need a quick reference to share with colleagues about MFM? We now have downloadable files, like the ones below, on our website MEDIAFINANCE.org.

Simply go to ABOUT US → OVERVIEW → choose your industry.



APPROVE, DECLINE OR REVIEW. IT'S YOUR CALL.

Before you say **YES** or **NO** look at the big picture.  

BCCA...We are More Than Just Credit Reports

Beyond our range of credit reporting products and industry-leading information, BCCA is the organization that provides members with education, networking and information sharing opportunities.



BCCA has been **YOUR** organization since 1972 and continues to offer its members cutting-edge and innovative ways to connect and help your organization evolve in the ever changing media environment. BCCA continues to expand its member services to assist credit professionals in every way.

Upcoming Free Educational Events for ALL Members:

December 12 – Media Credit Committee Call with Speaker – Topic: *Toys 'R Us, Not Your Typical Bankruptcy*
Free to all BCCA & MFM Members...watch your email for details!

Data FROM Media FOR Media

Only **Media Whys** has data **FROM** media companies **FOR** media companies plus collection filings, tax liens, judgements, corporate linkage, payment trends, and trade data from D&B® or Experian®. It also includes media-specific credit scoring. *It's important to note that media data reported to Media Whys **does not** leave our data warehouse.*



Ask about our new Decision Assistant Tool:

Media Whys reports use media industry credit data provided by media companies giving you a complete profile on an advertiser's ability to pay. No more waiting for results. This fully automated report is available 24/7. With only a few key strokes you'll have access to collection filings, tax liens, judgements, corporate linkage, payment trends and trade data from D&B or Experian. It does not stop here. Media Whys reports will also update you when there's a change in the advertiser's credit situation.

Exclusive for Media Whys users:

- 1 Decision Assistant – allows you to set up parameters to automatically Approve, Decline or Review key accounts.
- 2 Online Credit application – Streamlines the process between the sales and credit departments with a customized credit application.

Sales → Advertiser → Credit Department → Media Whys = APPROVE

*When you use any BCCA credit report, you're also supporting your industry association!
Call us now and put our knowledge to work for you!*

Contact Arcelia Pimentel for information and to sign up:
(847) 999-2104 or (847) 881-8757 | apimentel@bccacredit.com

SEE HOW IT WORKS – Schedule a Demo today and Get a Free Media Whys report

For details and join other credit professionals who have the fastest and most complete information available to make credit decisions, contact **Arcelia Pimentel** at 847.881.8757 X104 or apimentel@bccacredit.com.

2019 MFM & BCCA Member Award Nominations

MFM and BCCA members are being asked to [submit nominations](#) for the following awards to be presented at Media Finance Focus 2019 (MFM/BCCA 59th Annual Conference) in New Orleans, LA, May 20-22, 2019.

Nominations forms are now available and will be due by January 13, 2019 (unless otherwise stated on form). All winners will be announced in February 2019.

MFM Awards:

- ***Distinguished CFO Award*** – awarded to an industry CFO in recognition of contributions to the media industry. Nominee does not have to be a MFM Member to be considered.
- ***Jack Zwaska Lifetime Achievement Award*** – awarded in recognition of a past or current MFM member whose efforts have contributed to the growth of our association and the industries we serve.
- ***Working Capital Award*** – is given in recognition of a MFM member who has made significant contributions to help MFM achieve its goals. Up to four members will be recognized.
- ***Rainmaker Award*** – is given in recognition of a MFM member whose efforts and contributions have helped the Association grow. Up to four members will be recognized.

BCCA Awards:

- ***BCCA Contributor Award*** – given in recognition of a BCCA member or non-member who has contributed significantly to the BCCA and the media credit and collection industry.
- ***Peter F. Szabo Career Achievement Award*** – awarded in recognition of a past or current BCCA member whose efforts have contributed to the growth of the Association and the industries we serve.

All nominations forms are available at: mediafinancefocus.org/member-awards

Steve McIntosh Memorial Scholarship Applications due February 13, 2019

Recognize a rising star who 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. An active member of both MFM and BCCA and a forward-thinking member of the media industry, *The Financial Manager* editorial board selected him as a person to watch earlier that year. 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.

This scholarship includes a full conference registration and three nights at the **Hilton New Orleans Riverside** in New Orleans, LA during **Media Finance Focus 2019, May 20-22**. Eligible applicants are those employed by a media provider, have fewer than five years' industry experience, as of February 13, 2019, and are under 35 years old. Both members and non-members are encouraged to apply.

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

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LinkedIn Groups: *Media Financial Management Association*
BCCA-The Media Industry's Credit Reporting Association

Facebook: Facebook.com/MediaFinancialManagement
Facebook.com BCCA-The-Media-Industrys-Credit-Association



Digital TFM

- Future of Media
- Music Rights
- Cryptocurrency
- Preference Checklist
- Power of People
- and so much more



Click on this link or copy and paste it to view:

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No Experience Necessary...The TFM Editorial Committee is looking for Members

The Financial Manager Editorial Committee works with the journal's editor, Janet Stilson, as well as with the other [committees](#) to solicit stories of interest to members, to review articles submitted, and to provide editorial direction for the magazine. If you are interested in joining the [TFM Committee](#) please send an email to Jamie.Grande@mediafinance.org. Calls are held every 4-6 weeks.

DATES & DEADLINES

December 11 - FREE Accounting & Reporting Update Distance Learning Webinar

December 24-25 - MFM & BCCA Office Closed for Christmas Holiday

December 31 - MFM & BCCA Office Closed at Noon Central for New Year's Eve

January 1, 2019 - MFM & BCCA Office Closed for New Year's Day Holiday

February 13, 2019 - MFM Board of Directors Meeting, Washington DC

February 21, 2019 - Entertainment Finance Conference (MFM & DEG), Los Angeles, CA

March 7-8, 2019 - CFO Summit, Ft. Lauderdale, FL

May 20-22, 2019 - Media Finance Focus 2019, Hilton New Orleans Riverside, New Orleans, LA