

2022



ANNUAL REPORT

CRA

The CRA's mission is to Empower the Education and Standardization of Commercial Receivership Administration while providing education, networking and practical resources for our members.



Year One of CRA

By every measure our Board of Directors set out to accomplish, 2022 was a raging success. With this in mind, we have great excitement and expectations for 2023 and beyond.

- Our membership continues to grow and outpaced our benchmarks
- Our revenues continue to grow which allow us to improve programming, education, and outreach
- Our attendance figures continue to show interest and engagement
- Our social media and awareness have seen an exponential growth in the last quarter of 2022



info@commercialreceiver.org

What's to Come

2023 promises to be exciting and engaging. We don't know where the economy will take us, but all signs point to insolvency work picking up.

What we can control is CRA's impact on the profession.

We're continuing to grow and expand our efforts through new outreach, growing into new states, and improving our education. Ultimately, our efforts are focused on on:

Networking

Education

Legislation

Standardization

Our belief is that through these four tenets we will dramatically improve the receivership practice across the country.



Eric Peterson “

In the hands of experts, commercial receivership promises tremendous value to stakeholders. Only through an effectively administered commercial receivership can professionals secure for their clients the combination of transparency, preservation of assets and operations, speed and efficiency. Additionally, it offers the opportunity to tailor company administration to the facts of a given case while also creating the ability to transition to new owners or investors without first impairing business operations. In other words, commercial receivership can be deployed to maintain operations and value for the benefit of all.

Introducing Our Board of Directors

Leading the Strategy and Growth of CRA



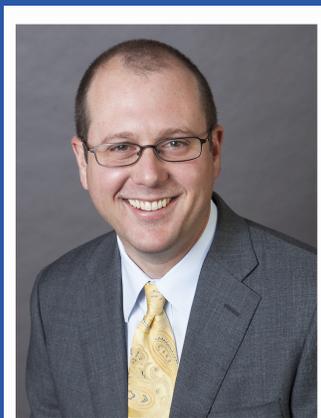
Emily Cantwell
Lathrop GPM



John Cruciani
Husch Blackwell



Sonette Magnus
Thompson Coburn



Eric Moraczewski
NMBL Strategies



Eric Peterson
Spencer Fane

Introducing Our State Directors

Leading CRA Operations in their home states, CRA State Directors play a critical role in CRA's growth, connection, and impact.



Brent King
Missouri



Howard Spector
Texas



Ryan Gulick
Colorado



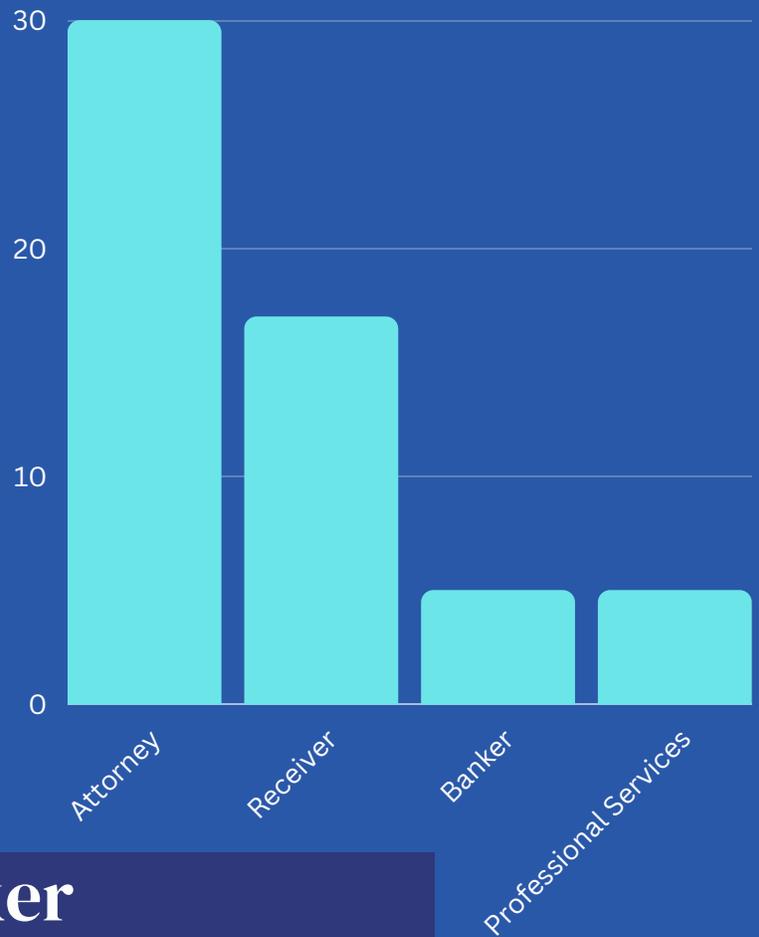
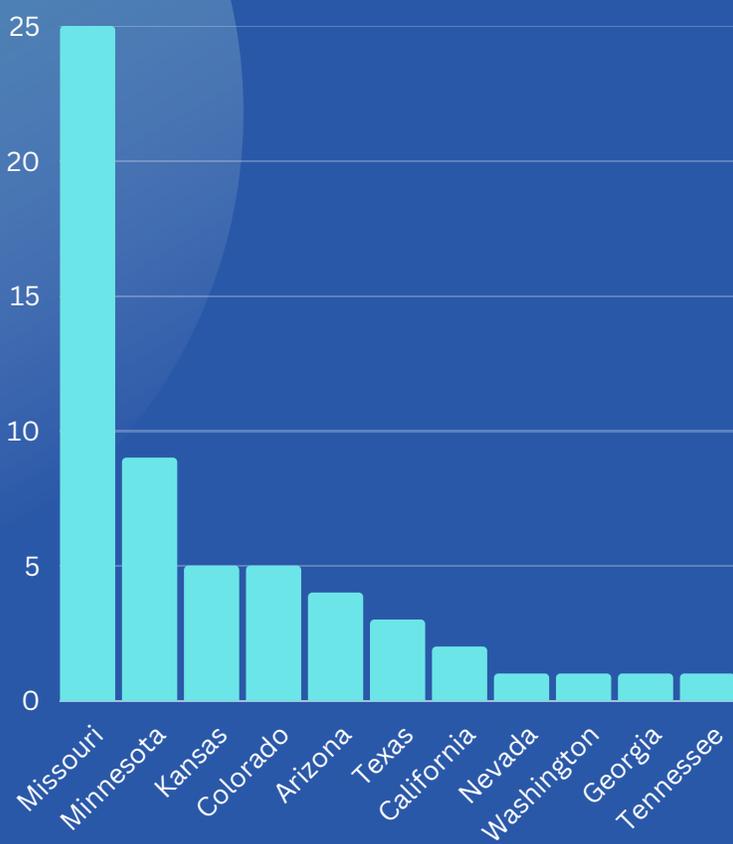
Adam Nach
Arizona



Ian Rubenstrunk
Minnesota

2022 Membership

When we started out, our goal was 50 members in our first year. At 57 we were thrilled that we saw such interest and engagement.



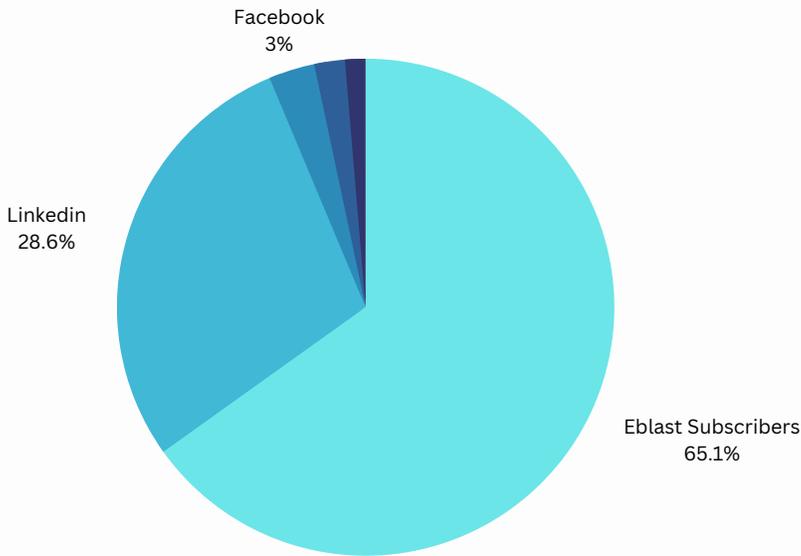
Mike Becker

“

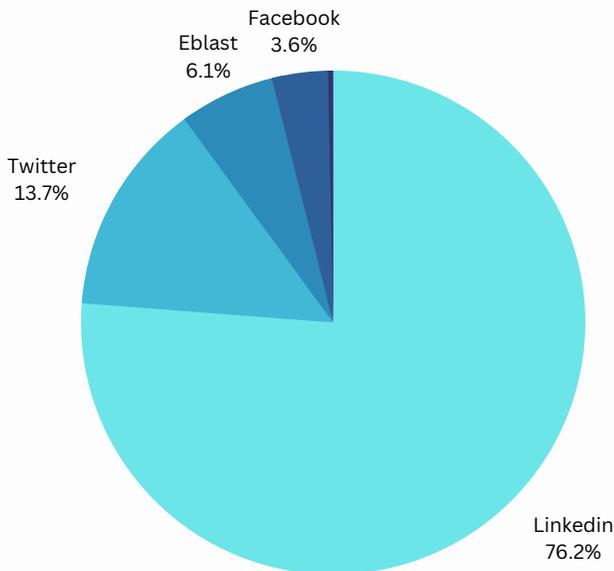
Please tell your panelists (Special Issues in a Partnership Dispute) that was one of the best things I have ever attended by Zoom. Props to Sonette (Magnus, Moderator).... I have a 50/50 case right now and it was very comforting that my issue spotting was solid but also they suggested some things that I might find helpful. GREAT PANEL! Insightful and well moderated.

2022 Publicity/Social Media

Followers/Subscribers



Impressions



Highlights

The St. Louis Business Journal
Announced our Launch

We launched our Instagram account in December as we continued to see interest in our social media.

Most Popular

 Commercial Receivers Association
87 followers
3w • 🌐

"Ian Rubenstrunk brings a unique skillset to the role of State Director, having spent five years as a US Bankruptcy Court Clerk and five years as an attorney for Winthrop & Weinstine. Ian has recently moved into a role for Alliance Management as a Turnaround Consultant, where he'll operate as a Commercial Receiver," said Sonette Magnus, Vice President of the CRA. "His experience in the court system as an attorney and now as a receiver, was incredibly unique and is seen as a true value to the State Director role."

<https://lnkd.in/g7bThb7M>

Ian Rubenstrunk BerganKDV Sonette Magnus Thompson Coburn LLP Winthrop & Weinstine, P.A.



Commercial Receivers Association Welcomes Ian Rubenstrunk as Minnesota's State Director
commercialreceiver.org • 1 min read

 You and 69 others

8 comments • 5 reposts

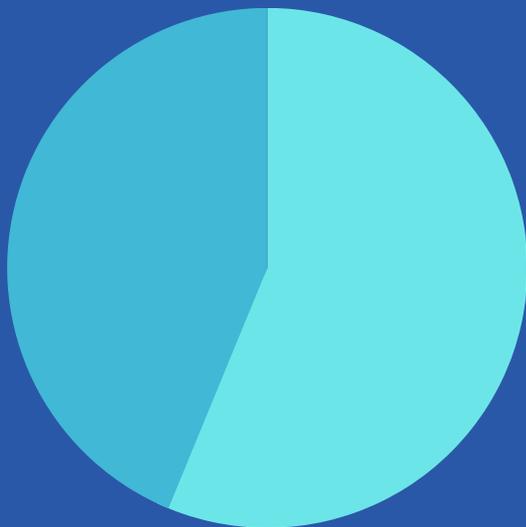
 Like

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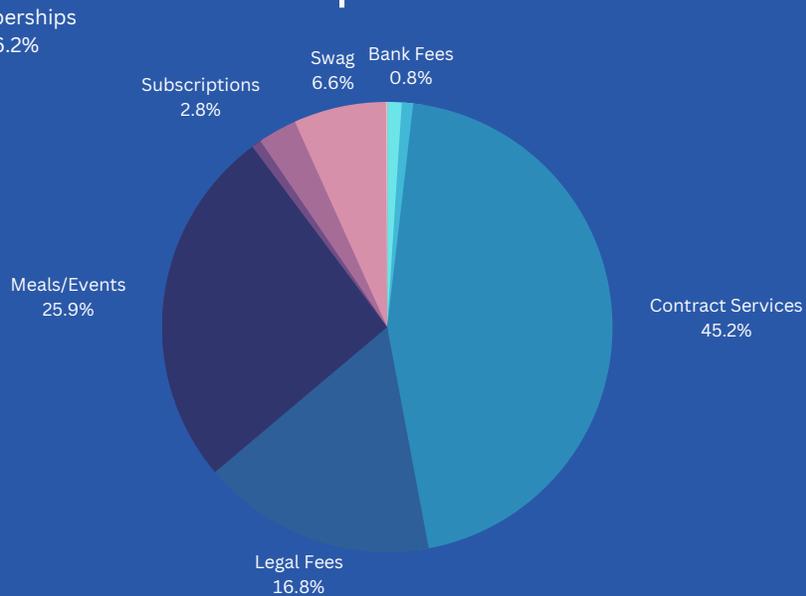
2022 Financials

Building a financially sustainable organization helps to provide best in class events, education, and efforts.

Revenues



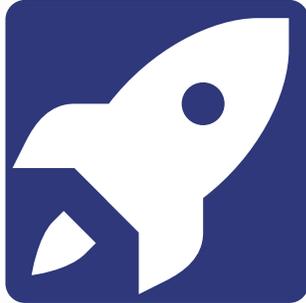
Expenses



Net Income



2022 Events/Programming



Launch Events

Launching in St. Louis, Kansas City, Dallas, Denver, Minneapolis, Oklahoma City, and Phoenix, CRA welcomed over 150 attendees to come find out more about the CRA in 2022.



Annual Conference

The 2022 Annual Conference was hosted virtually, in total 5 sessions were hosted by 19 speakers. 55 registered attendees averaged 2 sessions per attendee.



Webinars

In 2022 three webinars were hosted with over 70 attendees joining speakers from across the country. These recordings are now available in the Member Resource Library.



Other

We continue to look at innovating how we gather, educate, and network which is why we also hosted our first Top Golf "Member-Guest" event in June and our first Banker's Education Session in November. We expect to roll out more of these in 2023.



Scott Yahraus “

Since then (speaking on CRA Cannabis Panel) I have picked up several more cannabis receiverships.

Sponsors

In 2022 and 2023 our corporate sponsors helped make so many of our events possible. We want to thank those that supported our growth.

2022 Virtual Conference Sponsors

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Attorneys & Counselors at Law



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THOMPSON
COBURN LLP

Sponsors Saw
1300+
Impressions
In 2022

2023 Annual Conference Sponsors

(Sponsorships are still available)

Lathrop
GPM

HUSCH BLACKWELL



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STRATEGIES

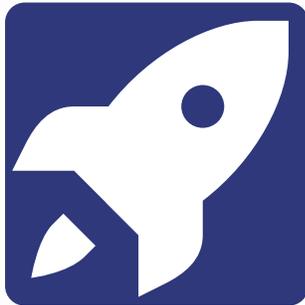


SpencerFane®



STRETTO

2023 Events/Programming



Launch Events

Florida (Miami) - January 24th
Georgia (Atlanta) - January 26th
MD/VA/DC (DC) - March 21st
PA/DE (Philadelphia) - March 22nd
NY/NJ (New York City) - March 23rd
Washington (Seattle) - May 23rd
Oregon (Portland) - May 25th
Illinois (Chicago) - June 6th



Annual Conference

Anticipating 150+ attendees
2 Keynote Speakers
8 Continuing Education Sessions
25+ Speakers
2 Morning Yoga Sessions
2 Unique Local Coffee Experiences
2 Evening Events



Webinars

Who Can Convert a Receivership Into a Bankruptcy - February 22nd
Administering an SBA Loan Through a Receivership - April 26th
Intricacies of Car Dealerships in Receivership - September 20th



Other

Banker's Education Series - We're expanding upon our 2022 efforts to grow Banker's Education on Commercial Receivership
Judge's Education Series - Similar to our Banker's Education Series we're looking to build programming that will allow Judges a better understanding of the receivership process and how they can utilize it.

Thank You

2023 | CRA Annual Conference

AUGUST 21 - 23, 2023

Thank you for your support and interest as we continue to grow the Commercial Receivers Association. The efforts we have put in over the last 12 months continue to show interest, engagement, and a need for the Association. We are eternally grateful to see so many of you step forward to speak on panels, attend events, and engage with the association as it continues to grow. The Association exists to ensure that there is a space for professionals like yourself to network, learn, and grow your Commercial Receivership practice.

We can't wait to see you in 2023 as we prepare for an incredible lineup of events, programming, and education, highlighted by our first in-person Annual Conference August 21-23 at St. Louis' Union Station. If you are interested in helping with a launch event, speaking on a panel, publishing an article, hosting an event, or engaging with the Commercial Receivers Association in any way, we encourage you to reach out to us at info@commercialreceiver.org.