

SESSIONS FOR MINNESOTA AFP CONFERENCE – APRIL 28, 2020

Track	Session Title	Speaker	Organization	Description
Corporate Finance /FP&A	Surety – The Alternative Collateral	Robin Amstutz Peter Holley	EPIC Insurance Brokers & Consultants EPIC Insurance Brokers & Consultants	Surety credit can help organizations achieve savings, increase credit capacity, and improve balance sheets. There are many types of obligations which companies secure with letters of credit, cash, or pledged securities during the course of regular business. For some of these obligations, there is an opportunity to replace the collateral with surety bonds. Our presenters will provide real-world examples of how organizations can benefit from tapping into a surety line of credit. BASIC
Corporate Finance/FP &A	LIBOR Replacement, Here and Abroad-What You Should Do Now	Glenn Suarez	Hedge Trackers	Mandatory reporting of LIBOR will continue through 2021; but will LIBOR continue to be considered the representative rate through 2021? During this session, we'll provide a brief overview of the status of changes to global benchmark interest rates. The discussion will center around what Treasury can do now to prepare themselves for the switch to and the mechanics of the US replacement rate SOFR that will require changes to asset classes throughout the organization. INTERMEDIATE
Corporate Finance/FP &A	Driving Smart Growth with ESG Principles	Surya Kolluri Edward Farrington	Bank of America Merrill Lynch Natixis Investment Managers	Businesses of all sizes are integrating environmental, social and governance (ESG) practices into their growth strategies. A focus on ESG can help a company understand the positive impact and manage the risks its operations have on customers, investors, employees and communities. It is another way to assess the success of a company beyond the balance sheet and examine how it impacts the broader society at large. A company with a strong ESG program can gain credence among customers and employees. BASIC
Corporate Finance /FP&A	Cash Flow Forecasting: Escape the Excel Labyrinth	Nicolas Christiaen	Cashforce	How come there is still such a lack of visibility on cash improvement when Working Capital management is the biggest single opportunity in corporate treasury? As many forecasts are still done manually by outdated TMS systems, the struggle of finding clarity in a web of scattered data is more salient than ever. We aim to shed a light on the technological practices of big data, replacing the likes of spreadsheets, by focusing on first-hand experience. INTERMEDIATE

Corporate Finance /FP&A	Dawn Foods Case Study: From P&L to Cash-driven	Nicolas Christiaen	Cashforce	For many multinational corporations, effectively managing their working capital across numerous regions can be a significant challenge. Understanding the underlying processes and relevant dimensions for working capital needs in a complex data environment is key but can be a difficult and time-consuming process. The same issue goes for Dawn Foods. This case study is aimed at treasury departments who seek to optimize cash streams in a complex data environment. INTERMEDIATE
Risk Management	Getting Ready to Hedge	Sandra Koch	Hedge Trackers	When it comes to establishing a cash flow hedging program from ground zero, executing the trades is the easy part. The hard work (often overlooked) comes far earlier in the process – sourcing and analyzing exposures, determining hedging strategies and alternatives, educating stakeholders and gaining buy-in from Accounting, the C-suite and the board. Topics discussed in this session will include establishing an FX risk profile, finding an executive champion and facilitating cross-departmental collaboration. BASIC
Risk Management	FX Hedging for International Corporates	Alison Fletcher Anton Chan Ilya Gonikman Tim Husnik	Bloomberg, LP Standard Chartered Bank Medtronic Medtronic	In this session, you will learn how to implement a FX risk management framework and explore emerging hedging best practices. Discussion will cover assessing risk, building up and executing hedging programs and executing hedges. The presenters will also assess liquidity and instrument choices. Also covered will be developed and emerging markets currencies considerations. Importantly, we will gain insight in one major multi-national's experience. INTERMEDIATE
Risk Management	Market Impacts on Financial Risk Management	Sid Basu	Chatham Financial	Financial risk management is a critical activity that is generally housed within the treasury team. This session will focus on understanding the impacts that the current market environment has on hedging activities, and the key considerations of good risk management. Whether your role is within Treasury, or you are an external stakeholder, this session is designed to build a working knowledge around financial risk and current hot topics in the market. INTERMEDIATE

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Risk Management	Cyber Fraud...But it Looked OK to Me	David Morris Nina Hansellmann	U.S. Bank U.S. Bank	Business leaders continuously ask us how they can protect their organizations from fraud. As criminals escalate the use of business email compromise (BEC) as a way to target and prey on companies, it's imperative to understand how the line of defense isn't just software and firewalls anymore. Today, it's an 'all hands-on deck' effort; encompassing artificial intelligence, analytics, technological improvements and active awareness for employees. INTERMEDIATE
Risk Management	Protecting Your Organization from Tomorrow's Cybersecurity Threats	TBD	SHYLD Academy	In recent years major data breaches are hitting media outlets every day. Now more than ever, organizational leaders need to know, understand, and fight against hackers by learning how to protect themselves and their teams. In this enlightening presentation, you will be shown how these attacks occur and what you need to know to feel secure against common forms of attacks such as: Phishing, Spoofing, Social Engineering, Unsecured Wireless Networks, Viruses and Malware, Password Overuse. BASIC
Capital Markets and Investments	ESG – The Impact of Environmental, Social and Governance Factors	James Dykstal	DeMarche Associates	This session will explore the factors of ESG in managing day to day business activities. In addition, we will look at identifying ESG factors in investment portfolios such as operating funds, pensions and defined contribution plans. INTERMEDIATE
Capital Markets and Investments	Monetary Policy and Its Impact on the Yield Curve	Dimitri Delis	Piper Jaffray	Learn about the Fed's new monetary tools and the factors behind their decision to start cutting rates; economic and financial variables you should track in order to better anticipate the emergence of a recession, as well as the lag effect monetary policy has on the economy. The impact of Quantitative Easing (QE) on long term rates and equities will be examined in detail along with how the latest round of balance sheet expansion by the Fed will affect the markets. ADVANCED
Capital Markets and Investments	Investment Opportunities in a Volatile Repo Environment	Jim Palmer Nick Christianson	U.S. Bancorp Asset Management, Inc. Bright Health	Turmoil unexpectedly struck the money markets in late 2019, marked by severe spikes in repo rates and corresponding jumps in the SOFR index. While such disruptions are troubling, they also present opportunities for investors to add incremental. Jim and Nick will share their perspectives on why the repo market has become so volatile, the Fed's response to this volatility and investment opportunities presented in this environment. ADVANCED

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Capital Markets and Investments	Looking at 2020: Emergence of a New Decade in Short Term Investments	Pat O'Callaghan	Goldman Sachs	In looking towards the beginning of a new decade, corporate treasurers are facing uncertainty in rates, geopolitics and market growth. The Fed's impact on rates both from balance sheet unwinding and rate outlook remains unknown. In addition, tariffs and global elections contribute to an unclear year ahead for corporates. This session will discuss how clients are managing cash in a period of uncertainty. INTERMEDIATE
Capital Markets and Investments	Making Moves in the Current Interest Environment	Michael Kurka	PNC	Today's treasury professionals are challenged to develop strategies for managing their organization's short-term cash over the long haul. How can organizations be well positioned to meet their investment objectives in this new interest rate environment? We will explore the impact of recent rate cuts and, potentially, a flat-rate period — including the implications for short-term cash investments — as well as evaluate cash deployment and the different investment options available that will be critical for setting an optimal cash position and strategy. INTERMEDIATE
Global Treasury	Digital Currency and Central Banks Around the World	Angela Lawson	Federal Reserve Bank of Minneapolis	Central Banks have a unique role in economies around the globe. Some, including the People's Bank of China, are in various stages of developing a central bank-issued digital currency (CBDC). The reasons why nations might be interested in CBDC vary and are specific to the economies they serve. How is CBDC different from other forms of electronic money? What factors are influencing countries seeking to experiment with or develop CBDC? This session explores these questions and more. INTERMEDIATE
Global Treasury	When to Pay Vendors in a Foreign Currency Vs. U.S. Dollars	Charles Darwall	J.P. Morgan	You may be paying a premium and creating reconciliation headaches by paying international vendors in U.S. dollars. This session will cover practical considerations to help optimize foreign transactions. INTERMEDIATE
Global Treasury	Managing Translational Risk: The Global In-house Bank	Edmund Glasenapp	Elire, Inc.	Many global organizations find themselves overwhelmed by translational risk, unable to find the right risk mitigation tools. An In-House Banking structure offers a vast array of services that can address translational risk. We will highlight risk-reducing approaches, including utilization of cash management and visibility tools, and the benefits of streamlined automation to existing business processes. We will also provide an overview of potential limitations and important considerations regarding the implementation of an In-House Bank. INTERMEDIATE

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Global Treasury	Technology: Next Gen Virtual Accounts in Centralized Treasuries	Kevin McKeever	HSBC Bank USA, N.A.	Banks are taking Virtual accounts to the next level helping Treasurers reduce complexities, gain better control and streamline reconciliation. Traditionally used as a receivables tool, learn how they can be used to add value at every step from payer identification, to account rationalization, enhanced visibility and greater security. INTERMEDIATE
Global Treasury	Harvesting the U.S.-Euro Interest Rate Differential	Glenn Suarez	Hedge Trackers	Increasing interest rate differentials between the U.S. and the Eurozone provide an incentive for multinational corporations to finance European operations with Euro-denominated debt. There are various ways of creating local debt, with different accounting implications associated with each. Additionally, new standards related to derivatives provide opportunities to take advantage of the interest rate differential, with minimal accounting complications. We'll provide an overview of strategies related to these transactions describing real scenarios to demonstrate these principles. INTERMEDIATE
Payments	Optimizing Your Receivables	Anjela Dhaon	Bank of America Merrill Lynch	For many corporations, receivables processing remains a resource-intensive, manual process. Automating reconciliations can deliver time savings of up to 80% while also reducing error rates and improving customer service, yet many treasury teams remain wary of investing in this area. Based on the experiences of real corporations, this session sets out a pathway that an organization can follow to introduce artificial intelligence into invoice matching and begin to reap the benefits of automation. INTERMEDIATE
Payments	Digitizing B2C Payments	Lindsey Walter Nina Hanselmann	CSM Corporation U.S. Bank	Join us for a discussion of one company's innovative approach to enhancing their traditional payment methods with Zelle. Learn how they collaborated with their internal partners and solution providers to create an empowering and easy client experience while optimizing their payment processes. Understand the value that the latest trends in B2C payments are creating for businesses and why they are gaining traction with corporations. INTERMEDIATE
Payments	Transitioning from a Batch World to a Real-Time Payments World	Andy Ai	PNC	An industry update of the real-time payment platform and strategic insight into what to consider when determining if this modern platform is right for your business. RTP continues to evolve as an innovative payments system that is safe, ubiquitous, efficient and broadly accessible. Explore how treasury organizations are grappling with transitioning from a batch world to a real-time world to meet ever-changing customer expectations. INTERMEDIATE

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Payments	Wave the Checkered Flag: Digital Payments >Finish Line	Laura McGortey Bob Sneed Pete Loosbrock	BNY Mellon Transcard Blue Cross Blue Shield of Minnesota	Digital payments, combined with APIs and strategic partnerships, are critical elements for winning the race to streamline processes, add transparency and reduce costs – without getting sidelined by complexity and an ever-growing number of new payment choices. Join our payments experts and key partners in this session as we share real-life examples and best practices for a winning combination when it comes to putting digital payments solutions to work for your organization. INTERMEDIATE
Payments	The ACH's Road to the Future	Debbie Barr Megan Henning	NACHA Wells Fargo	Same Day ACH is the new trend in electronic payments. But the roadmap for the future of the ACH is more than that. This session explores how enhancements to the ACH Network are providing more robust Same Day ACH services and addressing the corporate payments experience in moving from paper to electronic payments to help AP/AR with better utilization of payments information and solutions to easily route and post transactions. INTERMEDIATE
Treasury Management	Building a Modern Treasury Function with Starkey	Melissa White Bob Stark	Starkey Hearing Technologies Kyriba	Starkey embarked on an ambitious, but critical, project in 2017. Treasury saw the potential of being a true business partner to the global business, yet lacked the visibility, controls, treasury structure, and technology to achieve this goal. After selecting a treasury management system, Starkey "renovated" the treasury function, collaborating with finance teams around the world to deliver a best practice example of visibility and control. INTERMEDIATE
Treasury Management	Why Banks and Corporates Engage (or Should) with Fintechs	Forouz Firoozi Christopher Clausen Sharon King	Wells Fargo Deluxe Andersen Corporation	The pace of innovation continues to accelerate as more Fintechs enter the market. How do corporates navigate this landscape to find the right solution while ensuring it's a partnership that lasts? What role do banks and Fintechs play as they look to partner together to quickly bring solutions to their customers? This presentation about global Fintechs will be hosted by Wells Fargo followed by a panel discussion with a Fintech partner and a corporate co-presenter. INTERMEDIATE
Treasury Management	Disrupt and Transform	Mike Bobst Chuck Sawicky	Wells Fargo Target	This session will discuss highly actionable ways to address financial automation that can create momentum to tackle the strategic initiatives of your CFO and Treasurer. By starting with low cost, low resource technologies such as RPA and APIs, your organization can gain some quick hits, both freeing up time and starting to cultivate a data-centric mindset. These experiences and project successes are the foundation for adding on strategic projects using emerging tech like Big Data and AI. INTERMEDIATE

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Treasury Management	Treasury Transformation Through the Lens of M&A Activity	James Wilkinson	J.P. Morgan	Treasuries can use a merger or acquisition as a time to examine current state, identify efficiency opportunities, and establish a strategic path forward to developing optimal cash management processes for the integrated company. This session will help Treasury professionals focus on initial integration efforts while keeping an eye towards long-term Treasury transformation. INTERMEDIATE
Treasury Management	Would You Recommend Your Bank to a Treasury Colleague...or Not?	James Brunquell	Phoenix-Hecht	When was the last time you reviewed each of your bank relationships? Are they all working for you? Maybe it's time to evaluate the capabilities, customer service, ease of doing business, relationship manager, and service prices for each bank partner. In this insightful session, we will examine different corporate/bank relationships based on the latest Phoenix-Hecht studies, and discuss proactive steps that you can take to ensure that you benefit from the best relationship possible at any given bank. INTERMEDIATE
Toolbox	FBAR Requirements for Companies, Owners and Officers	Jonathan Hobbs	RSM US LLP	If U.S. persons (entities or individuals) have an interest in, or signature authority over non-US bank accounts (including company bank accounts) which had an aggregate balance that exceeded \$10,000 at any point during the year, they may have annual U.S. filing requirements to report such interests. This session will address these "Foreign Bank Account Reporting" requirements, what information is reported, when the reporting is due, potential penalties associated with delinquent reporting, and possible remedies for delinquent filers. INTERMEDIATE
Toolbox	Powering New Experiences with APIs	Dan Vorhes	PNC	APIs are increasingly being used virtually everywhere in our daily lives to power unique experiences by aggregating data from multiple systems, companies and processes. This session will discuss how API integrations with financial products are creating powerful solutions — and a competitive advantage — to businesses looking to differentiate the client experience. Real-life use cases and examples of how banks are stepping up to the plate by reimagining product delivery and access to their products through APIs will be shared. INTERMEDIATE
Toolbox	MN RUUPA, VDA's, Let's Talk Unclaimed Property Changes!	Heather Steffans Jon D'Amato	MarketSphere Unclaimed Property Specialists MarketSphere Unclaimed Property Specialists	Companies holding unclaimed property are coming under increased risk of penalties and interest if non-compliant. The session will discuss foundational responsibilities, potential audit triggers, and ways to come into compliance if liabilities are uncovered (voluntary disclosure agreements). We will share insights on what's going on in the industry. MN ULC Commissioners have a task force working to revise Minnesota Laws so future changes could be on the horizon. BASIC

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Toolbox	Benchmarking Accounting & Finance Functions: A Decade of Change	Christine Kelley	Robert Half Management Resources	Observing industry benchmarks can help professionals understand how other accounting and finance departments use human, financial and technological resources. Over the last decade, we've been tracking financial leaders' processes and practices with meeting changing expectations and demands. In this presentation, we'll discuss how technological advances and disruption will only create a stronger demand for skilled talent while also expanding opportunities for finance and accounting teams. BASIC
Toolbox	Why ePayables: How to Improve Working Capital with Card Programs	Matt Bleecker	BMO Harris Bank	As the world continues its march towards greater digital use, how are you preparing to leverage your e-payables program to improve your working capital? A comprehensive payment strategy which includes card options for your suppliers will effectively increase your overall working capital. INTERMEDIATE

All levels of sessions are indicated:

- **Basic** - Ideal for practitioners whose responsibilities might include: cash/treasury/financial/investment management and have a general knowledge of financial principles. Program knowledge level most beneficial for someone new to a skill or an attribute. May benefit a seasoned professional with limited exposure to the area.
- **Intermediate** - Professionals who have a basic knowledge in one or some of the areas listed: cash/treasury/financial/investment management and at least one to two years' experience in a financial field. Program knowledge level that builds on a basic program with detailed knowledge in an area. Such persons are often at a mid-level within the organization, with operational and/or supervisory responsibilities.
- **Advanced** - Professionals with at least three years of experience and who have a working knowledge of the topic area or want to update their knowledge. Advanced level programs are often appropriate for seasoned professionals within organizations; however, they may also be beneficial for other professionals with specialized knowledge in a subject area.

Attendees will be able to download handouts in advance of the MNAFP Conference. Attendees will be sent an email with instructions.