



The AFP of Western New York presents its
2021 Fall Half-Day Conference

Sponsored By



Wednesday, September 15th, 2021
DoubleTree by Hilton Hotel Rochester
1111 Jefferson Road, Rochester, NY 14623

THE ASSOCIATION FOR FINANCIAL PROFESSIONALS OF WESTERN NY

The Association for Financial Professionals of Western New York is a non-profit, educationally oriented organization, which provides a forum for the active and open exchange of concepts and techniques related to the practice of cash and treasury management. Today's membership represents a wide cross section of local industry professionals. Membership is open to individuals from businesses and non-profit organizations, financial service vendors and banks. A free flow of ideas and information is encouraged and maintained among the Association's members.

Each year, the AFPWNY bases its education program decisions on participant response to the previous year's programs. This process ensures that topics addressed during each seminar reflect the most prevalent issues, and that the information provided is on leading edge technologies. Conference attendance continues to flourish resulting from feedback received from attendees.

AFPWNY encourages member participation in the National Association for Financial Professionals (AFP). In addition to offering a wide range of continuing education opportunities, professional certification and industry standards programs, the AFP has become an invaluable resource for disciplines represented in organizational and corporate treasury areas. Together with affiliate organizations, AFP works to increase professional skills and to enhance the recognition and credibility of the treasury management profession.

Conference Schedule and Speaker Information

*This Conference has been approved for up to **3.6 CTP/CCM** and **1.2 FP&A** recertification credits by the Association for Financial Professionals*

Program Registration & Lunch: 12:00 PM – 1:00 PM

Lunch will be provided during registration. Come early, it's a great chance to network!

Session One: 1:00 PM – 2:00 PM

Topic: Hybrid Dynamic Discounting: Creating a True Win-Win for You and Your Suppliers

Speaker: Michael Lomax – Director, Working Capital Solution Structuring | Americas – Kyriba Corp.

Session Description: In this session you will learn the importance of giving suppliers access to liquidity on a consistent basis, particularly when we're seeing constant disruption in the supply chain. While Dynamic Discounting can be a good solution, historically it's been buyer focused and on again, off again, which is not friendly to suppliers. We will discuss how to deploy a hybrid funding strategy that will secure your supply chain while providing suppliers with predictable cash flow every time they need it, not just when you're able to pay early.

Speaker Information



Michael Lomax - Director, Working Capital Solution Structuring | Americas – Kyriba Corp.

Mike leads the working capital practice as subject matter expert for Kyriba's North America Region. His role is to assist clients with meeting their goals using the technology, funding, pricing, and onboarding strategies he has learned over his many years in the industry.

With experience on both the physical and financial sides of the supply chain, Mike brings a broad perspective to structuring solutions for clients and their suppliers and recognizes the need to impact both sides of the transaction equally.

Before joining the Kyriba team, he spent over 13 years combined in Trade & Supply Chain finance roles with JPMC, BAML and HSBC. Most recently, he worked in Procure to Pay/Fintech doing SaaS platform enabled early payment programs for suppliers. He resides in the Park City, UT area and enjoys the outdoors.

Session Break: 2:00 PM – 2:15 PM

Session Two: 2:15 PM – 3:15 PM

Topic: ERP Migrations: An Opportunity for Corporate Treasury

Speaker: Kirsten Lemke – Global Payment and Treasury Advisor – Kyriba Corp.

Session Description: As organizations increasingly migrate toward cloud ERPs, this session will identify the areas of an ERP project that Treasury can impact, how those areas can be optimized, talk about the benefits of an ERP/TMS integration, and discuss the complexity of banking connectivity, advantages of a payment hub, and fraud solutions.

Speaker Information



Kirsten Lemke – Global Payment and Treasury Advisor – Kyriba Corp.

Kirsten has more than 30 years of experience in enterprise payment software and connectivity working for organizations such as Deluxe, Trintech, Bottomline and FIS. She joined Kyriba in 2019 and works with clients and prospects to implement best practices for bank connectivity, payment initiatives and fraud prevention.

Kirsten has a degree in Marketing from University of Minnesota - Carlson School of Management and an MBA from the University of St. Thomas.

Session Break: 3:15 PM – 3:30 PM

Session Three: 3:30 PM – 4:30 PM

Topic: FX Exposure Management: Considerations & Applicable Best Practices for International Companies

Speaker: Curt Miaso – Currency Risk Management Solution Consultant – Kyriba Corp.

Session Description: Whether your organization is just starting to experience FX impacts, or you are a large cap company with an entire team managing the risk, it is good to take a step back and review some of the fundamentals when it comes to FX exposure and risk management. Join Curt Miaso, Currency Risk Management Solution Consultant, as he will be sharing various topics treasury teams should be paying attention to when looking to develop and enhance their FX exposure & risk management programs.

Speaker Information



Curt Miaso – Currency Risk Management Solution Consultant – Kyriba Corp.

Curt Miaso is a Currency Risk Management Solution Consultant at Kyriba and has 8+ years of experience advising treasury and finance teams on FX process automation, analytics, and best practices.

Prior to joining the finance industry Curt played professional baseball for a few teams including the Milwaukee Brewers and Philadelphia Phillies organizations.

Curt received his BS in Accounting and Finance from Arizona State University and now resides in the greater Phoenix Area with his wife and kids.

Reception: 4:30 PM – 6:00 PM

Menu Information (In Person Attendees)

Lunch:

- Mixed Garden Salad with Italian and Ranch Dressings
- Warm Rolls & Butter
- Chicken Tuscany
- Pasta Primavera
- Chef's Choice of Fresh Garden Vegetables
- Assorted Cookies
- Coffee, Tea, Iced Tea & Lemonade

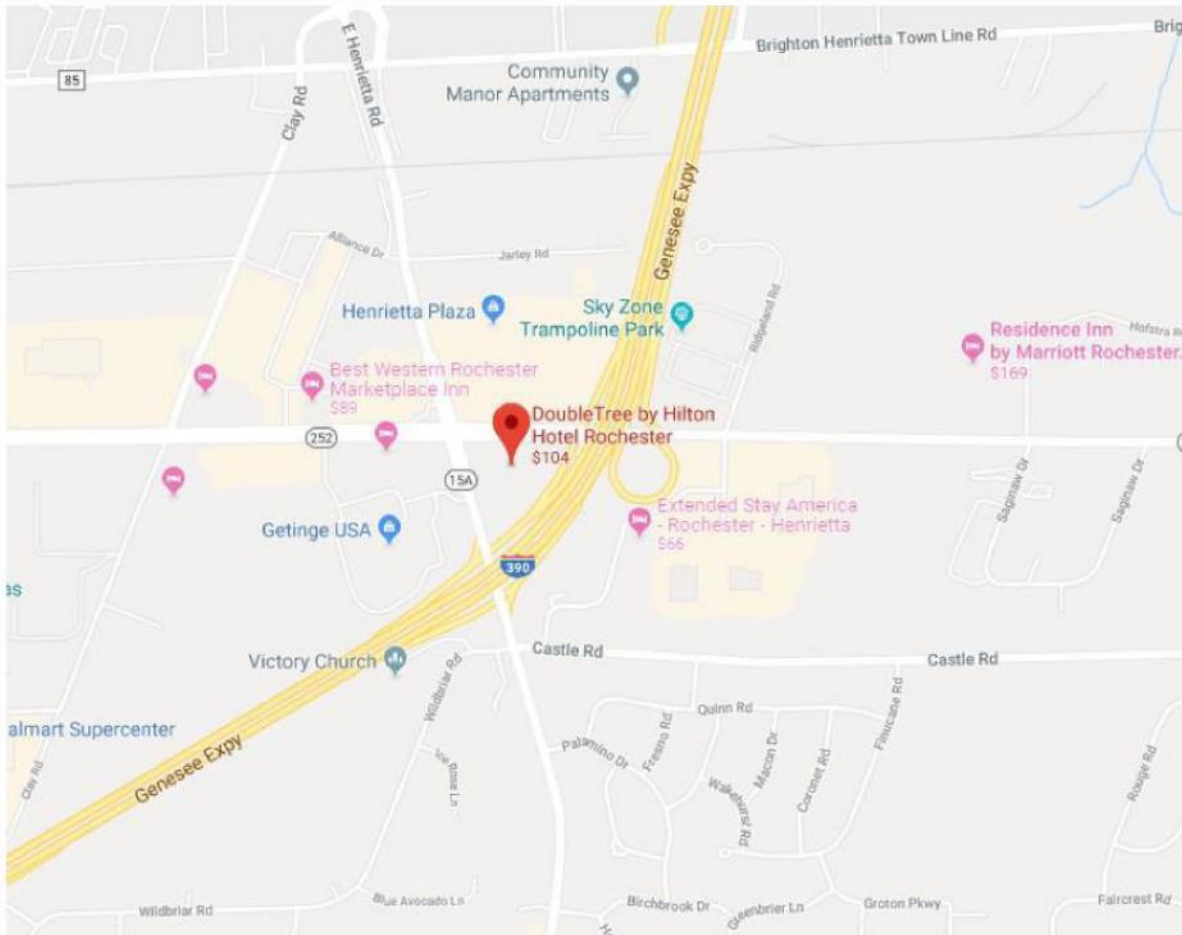
Afternoon Snack:

- Fresh Baked Cookies
- Brownie Dessert Bars
- Coffee & Tea

Reception:

- Assorted Cheese Display with Fresh Fruits, Berries and Crackers
- Vegetable Spring Rolls with Thai Chili Sauce
- Spinach Dip and Tortilla Chips
- Assorted Call Brand Liquors, Domestic and Imported Beers, Wines, Soft Drinks, Juices and Water

Directions to DoubleTree by Hilton



From the New York State Thruway: Exit 46 to 390N to Exit 14B, East Henrietta Rd. Turn left on Rt. 15A. The hotel is on the right.

From the Greater Rochester International Airport: Exit airport. Turn right to merge onto I-390S. Follow 390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

From the North: Take I-590S to I-390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

From the South: Take I-390N to Exit 14B, East Henrietta Rd. Turn left onto Rt. 15A. The hotel is on the immediate right.

From the East: Take I-490W to I-590S to I-390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.

From the West: Take I-490E to I-390S to Exit 14B, East Henrietta Rd. Turn right onto Rt. 15A. The hotel is on the immediate right.
