The AFP of Western New York presents its
2023 Spring Half-Day Conference & Annual Meeting

Sponsored By

Wednesday May 24, 2023
Located at Locust Hill Country Club

2000 Jefferson Rd, Pittsford, NY, 14534

(585) 427-7010

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 at the rate of one credit for each 50 minutes of attendance.

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

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

Annual Meeting: 12:45 PM – 1:00 PM

Agenda: Approve Last Year's Meeting Minutes, Approve FY24 Proposed Budget, Approve FY24 Bylaws, Approve FY24 Proposed Board of Directors, Review FY24 Schedule of Events.

Session One: 1:00 PM – 2:00 PM

Topic: Accelerating Receivables by Leveraging Technology

Speaker: Christi Lloveras, Treasury Management Solution Architect – Wells Fargo Bank, N.A

Session Description: Now, more than ever, operating your receivables in a virtual environment is key to combating disruptors and keeping your business running efficiently. Join us to discuss how organizations, like yours, are leveraging technology to adapt in this environment and meet the demands of their customers.

You'll learn about current trends impacting receivables, receivables optimization and how new technology is revolutionizing cash application. Our receivables specialists will be on hand to offer insights and help you think of ways to shift from disruption to opportunity.

Speaker Information

Christi Lloveras
Treasury Management Solution Architect
Wells Fargo Bank, N.A

Christi Lloveras is a Wells Fargo Solution Architect specializing in both Payables and Receivables automation solutions. Christi began her treasury management career as a corporate practitioner with Mattel Toys and has over 28 years of Treasury Management experience. Christi has a passion for Faster Payments and Accounts Receivable cash application. Christi received her CCM/CTP designation in 1998, began her career with Wells Fargo in 2004 and resides in Nashville, TN.

Session Break: 2:00 PM – 2:15 PM

Session Two: 2:15 PM – 3:15 PM

Topic: Trapped! Releasing Working Capital Ensnared in Your Procurement to Sales Cycle

Speakers: Brian Arnold, Director – Wells Fargo Global Receivables and Trade

Session Description: While some semblance of normalcy may have begun to return to their supply chains, many corporates are seeing increased challenges to their ability to convert inventory to sales poised by inflation, quantitative tightening, and the uncertain global economic picture. As a result, corporate and middle market companies are seeking lower cost ideas on how they can release working capital trapped in their Trade payables and receivables. This session will explore the cash conversion cycle and explain how even a single day improvement in Days Payable or Days Sales Outstanding can help unlock free cash flow and improve financial metrics and profitability. Several techniques available at different stages of the procurement to sales cycle will be highlighted.

Speaker Information

Brian Arnold
Director and Lead Commercial Banking Products Consultant
Wells Fargo Global Receivables and Trade

Brian Arnold is a Director and Lead Commercial Banking Products Consultant with Wells Fargo Global Receivables and Trade. Based in Boston, Massachusetts, he provides support to Wells Fargo Relationship Managers throughout the Northeast and Eastern Canada in designing solutions to their clients' most complex trade finance and working capital challenges.

Brian joined Wells Fargo in 2016. Previously, Brian held positions in Trade Finance sales, product management and business development with other global financial institutions based in New York City and London. Brian has a B.A. from the University of Hartford and an M.B.A. from the University of Connecticut.

Session Break: 3:15 PM – 3:30 PM

Session Three: 3:30 PM – 4:30 PM

Topic: Outlook for the Economy: U.S. Growth Forecast and Global Activity

Speaker: Tim Quinlan, Managing Director and Senior Economist – Wells Fargo & Company

Session Description: Economic Update

Speaker Information

Tim Quinlan
Managing Director and Senior Economist
Wells Fargo & Company

Tim Quinlan is a managing director and senior economist with Wells Fargo Securities. Based in Charlotte, North Carolina, he provides analysis on U.S. economy and major foreign economies. Tim's work has been published in academic economic journals and his comments on the economy regularly appear in The Wall Street Journal, The New York Times and USA Today. He is also a frequent guest on Bloomberg TV, CNBC and National Public Radio.

Tim first joined the company in 2002 and previously held positions as a trust account portfolio manager and investment strategist before joining the economics group in 2007. Prior to joining the company, he worked for Putnam Investments in Boston. Tim is a member of the National Association for Business Economics. Tim has a B.A. from Siena College in Albany, New York.

Reception: 4:30 PM – 6:00 PM

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Menu Information (In-Person Attendees)

Lunch:

- Soup Du Jour with Crackers
- Mixed Garden Salad with Balsamic & Ranch Dressings
- Sliced Ham, Roast Beef, & Roast Turkey
- Sliced Assorted Cheeses
- Assortment of Bread, Deli Rolls, & Condiments
- Potato Chips
- Seasonal Vegetables
- Rice Pilaf or Oven Roasted Potatoes (TBD)
- Chicken Marsala
- Sliced Top Sirloin
- Cookies & Brownies

Afternoon Stretch:

- Fresh Whole Fruits
- Assorted Fresh-Baked Gourmet Cookies
- Coffee & Assorted Teas
- Bottled Water and Soda-Pop

Reception:

- Assorted Domestic and Imported Beers and Wines
- Bacon Wrapped Scallops
- Jumbo Cocktail Shrimp
- Endive with Herbed Cheese
- Sausage Stuffed Mushrooms