The AFP of Western New York presents its

2018 Fall Half-Day Conference

Wednesday, September 19th, 2018
Located at ARTISANworks

565 Blossom Road - Suite L, Rochester, New York, 14610
(585) 288-7170

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 3.6 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 1: 1:00 PM – 2:00 PM

Topic: ***Unclaimed Property: The Top Ten Things Financial Professionals Should Know***
Speaker: **Jim Sadik, Managing Director, Unclaimed Property – True Partners Consulting LLC**

This session will summarize the basics of why, where, and when organizations must file unclaimed property reports, discuss general audit and compliance issues, outline critical aspects of building an effective compliance program, and end with a review of the litigation and legislative landscape.

James A. Sadik, Managing Director, Unclaimed Property
True Partners Consulting LLC

James (Jim) Sadik is a Managing Director for the Unclaimed Property Management Solutions team of True Partners Consulting LLC. Jim has extensive experience in all aspects of unclaimed property including the conducting of large scale general ledger multi-state audits, voluntary unclaimed securities compliance and reporting, and audit defense. Jim currently specializes in the defense of publicly traded companies who are subject to multi-state unclaimed securities audits, audit defense of registered broker/dealers and banks, along with representing holders in a variety of industries including life and property/casualty insurance, retail, manufacturing, and energy exploration. Before joining True Partners Consulting LLC, Jim held the position of Senior Manager of Unclaimed Property Operations at Verus Financial LLC, where he participated in various multi-state unclaimed property examinations of many large life insurance companies.

Over a 20-year period, Jim held various management positions at the ACS Unclaimed Property Clearinghouse. He supervised numerous multi-state audits of property & casualty insurers, retirement asset custodians, consumer electronics and medical device manufacturing companies.

Jim was also a Manager in the PricewaterhouseCoopers LLP State & Local Tax practice in Boston, MA, where he specialized in providing unclaimed property audit defense services to client companies.

Relevant Experience:

- 29 years of experience in unclaimed property auditing and consulting, Jim has represented virtually every state in the auditing of Fortune 500 companies for the purpose of identifying past due unclaimed property liabilities. Jim's industries of focus have included mutual funds and broker dealers, consumer electronics manufacturing, rebates and consumer promotions, property & casualty insurance companies, and life insurance companies.

- Jim has extensive experience in voluntary unclaimed property reporting, specifically in the areas of unclaimed securities reporting and in the reporting of property owed to states as a result of the major insurance company demutualization. Jim also has extensive knowledge of financial services industry record-keeping systems (insurance, stock transfer, retirement assets, stock brokerage accounts) and how they are impacted by unclaimed property reporting requirements.

- Jim has spoken at holder education and industry seminars hosted by UPPO, Lorman, the IRS Compliance Regulatory Tax & AP Conference, the Treasury Management Association of New England (TMANE), the New England chapter of the American Payroll Association, the Shareholder Services Association, and the Institute of Finance & Management (IOFM).

Affiliations & Education:

- Associate Member, Association of Certified Fraud Examiners
- Member, Unclaimed Property Professionals Organization
- Bachelor of Arts, Economics, University of New Hampshire

Session Break: 2:00 PM – 2:15 PM

Session 2: 2:15 PM – 3:15 PM

Topic: ***Cash in the Spotlight***
Speaker: **Thomas M. Kolimago, CFA, Managing Director – BlackRock**

After years of near-zero interest rates, various factors have contributed to an improved risk-return profile of the cash sector and an enhanced focus on the space. This session will highlight the conditions that are impacting the front-end of the yield curve, including interest rate normalization, repatriation, and Federal Reserve balance sheet roll-off. An update will also be provided about the post-reform landscape for US money market funds, and what to expect from upcoming European Union money market fund reforms.

Thomas M. Kolimago, CFA
Managing Director – BlackRock

Thomas M. Kolimago, CFA, Managing Director, is a member of the Cash Management team within BlackRock's Trading and Liquidity Strategies Group. He is Global Head of Credit and Investment Research. Mr. Kolimago is the chair of the Cash Management Policy Oversight Committee. He is also a member of the Credit and Cash Management Leadership Committees. Prior to his current role, Mr. Kolimago led the portfolio management team responsible for prime, government, and US dollar-denominated offshore money market funds.

Mr. Kolimago joined BlackRock in 1988 as a municipal bond analyst, and began managing liquidity portfolios in 1994.

Mr. Kolimago earned a BS degree in financial management from St. Joseph's University in 1987 and an MBA from Villanova University in 1992, where he was the recipient of the "Excellence in the Study of Business at the Master Level" award.

Session Break: 3:15 PM – 3:30 PM

Session 3: 3:30 PM – 4:30 PM

Topic: ***Thinking of changing TMS? Tips, tricks and some advice.***
Speaker: **Chris D. McGuire, Manager, Global Treasury Services – Ernst & Young**

The majority of people that have worked in a treasury department for more than ten years will likely have been through a TMS implementation. Virtually nobody enjoyed it and in all likelihood, are determined not to do it again anytime soon. Those who have gone through a TMS implementation probably also saw their project fall short of their original goals. This session will give you tips on how to pick the right TMS and have a successful project.

Christopher McGuire, Manager, Global Treasury Services
Ernst & Young

Chris is a Manager based in New York City with more than five years of treasury experience along with eight years of FX experience who has a detailed understanding of treasury management activities, treasury management systems and the Foreign Exchange (FX) industry. Chris holds a Bachelor of Business Administration in Finance from Villanova University. Prior to joining Ernst & Young, Chris spent two years with Actualize Consulting working mostly on Kyriba implementations. These implementations included Bank & Cash, Cash Accounting, Financial Accounting, Valuations, Hedge Accounting and the Payments module. Prior to making the switch to treasury, Chris worked at Morgan Stanley and Tullett Prebon in the FX trading spaces. His experience took him from the back office, to the middle and eventually to a front office trading role. Prior to joining Ernst & Young, Chris worked as a practitioner in the treasury industry. He worked at Panasonic, managing the US portfolio and FX Hedging process and at in the treasury department of QBE, an insurer.

Since joining Ernst & Young, Chris has managed the implementation of one of the US' largest banks in their chosen Treasury System; Kyriba. His responsibilities include design, configuration, and process workflow. Chris has acted as lead SMR for analyzing vendor selection for Treasury Management Systems (TMS). Chris has successfully implemented projects involving the following areas of Treasury: bank connectivity, cash positioning, general ledger posting, general ledger reconciliation, in-house banking, payment hubs, bank fee analysis, automated cash forecasting projects, valuation, hedge and financial accounting.

Reception: 4:30 PM – 6:00 PM

Raffle prizes will be awarded during the reception!!!

Lunch Menu:

Italian Buffet:

Field Greens with Choice of Ranch or Balsamic Vinaigrette Dressing

Penne Pasta with Marinara Sauce

Tri-Colored Cheese Tortellini with Alfredo Sauce

Chicken Tuscany

Herbed Grilled Salmon

Fresh Seasonal Vegetable Medley

Italian Bread and Butter

Coffee and Dessert:

Traditional Coffee Service and Assorted Hot Teas

Cheesecake with Raspberry Sauce

Cocktail Reception:

Imported and Domestic Cheese Board with Assorted Crackers and Flatbreads

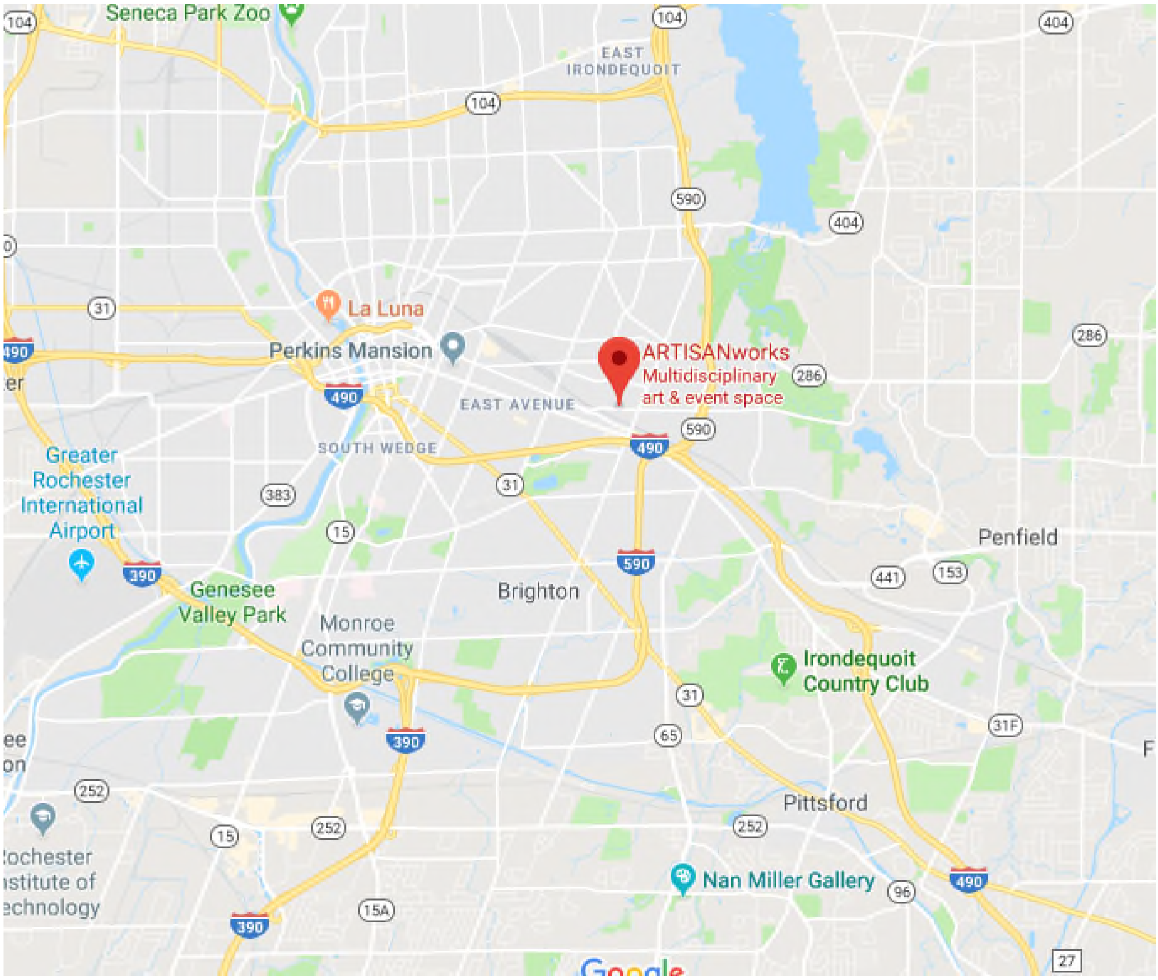
Bacon Wrapped Scallops

Fresh Thai Vegetable Spring Rolls (V) served with Peanut Sauce

Arancini with Marinara Sauce

Spanakopita

Directions to ARTISANworks:



<u>From the North</u>: Take I-590S to Exit 6, Blossom Road. Turn right onto Blossom Road and continue for approximately 0.8 miles. ARTISANworks will be on your left.

<u>From the South</u>: Take I-390N to Exit 15, I-590N. Take I-590N for approximately 5.3 miles until Exit 6, Blossom Road. Take a left onto Blossom Road and continue for approximately 0.8 miles. ARTISANworks will be on your left.

<u>From the East</u>: Take I-490W to Exit 20, University Ave toward Winton Road. Take a right onto Winton Road and continue for 0.2 miles. Take a left onto Blossom Road and continue for 400 feet. ARTISANworks will be on your left.

<u>From the West</u>: Take I-490E to Exit 19, Culver Road. Turn left onto Culver Road and continue for 0.6 miles. Take a right onto University Ave and continue for 0.3 miles. Take a slight left onto Blossom Road and continue for 0.2 miles. ARTISANworks will be on your right.