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WEDNESDAY, MAY 18, 2016

5:00 PM – 7:00 PM

NETWORKING SOCIAL

A key component of every conference is networking with industry peers, clients and prospects. This networking social will allow you to do just that! Gain sales contacts while enjoying Pacific Northwest foods and beverages.

THURSDAY, MAY 19, 2016

7:00 AM – 8:15 AM

3RD FLOOR, HALL FOYER

CONFERENCE REGISTRATION & BREAKFAST

Conference Registration Sponsored by MUFG Union Bank, N.A.

8:15 AM – 9:30 AM

3RD FLOOR, GRAND BALLROOM

LIFECYCLE OF AN INTERNATIONAL ACQUISITION

Robert Brown, Treasury Manager Capital Markets - Micron Technology, Inc.

An acquisition is as simple as a few lawyers getting together, agreeing to terms and signing an agreement, right? Wrong. Once the ink is wet on the agreement, the real work begins. This session will explore the many focus areas a Treasury department must focus on when completing an acquisition, especially an international one. Using Micron's 2012 acquisition of Elpida Memory Inc. as a case study, we will explore the FX, Risk Management, Treasury Operations and system integration work that is necessary to make a smooth transition.

9:30 AM – 10:30 AM

3RD FLOOR, GRAND BALLROOM

MILLENNIALS: HOW TO ACQUIRE AS CUSTOMERS AND HOW TO MANAGE AS EMPLOYEES

Don Wood, Author 70 Actions for Success & Owner - Catawba Mountain Consulting

Millennials, 80+ million in the U.S. alone, are about to become the most important customers and employees your business has ever seen. Millennials are that mysterious generation between the ages of 18 and 35, born after 1980, who have been given a reputation that says they have an inborn distrust of hierarchy and bureaucracy, and are prone to job-hopping. In spite of the clichés you see in the media, millennials are not only the largest generation in U.S. they're on the cusp of commanding the largest wallet power. But is this reputation actually true? The growth of your organization is dependent on understanding millennials and how they compare to other generations before them.

Keynote Presentation Sponsored by GTreasury



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Emerging trends

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10:30 AM – 10:45 AM

2ND FLOOR, LIBRARY

NETWORKING BREAK

Please visit our sponsors while enjoying food and refreshments in the 2nd floor library.

10:45AM – 11:45 AM

2ND FLOOR, CARD

CSA: HOW TO MAKE THE EUROPEAN PAYMENTS INDUSTRY WORK FOR YOU*Phil Ward, Global Product Manager - Wells Fargo*

Single Euro Payments Area (SEPA) has been widely used as an advantageous way to make payments across Europe. We are pleased to have Phil Ward joining us from London to share how SEPA continues to evolve with the introduction of IBAN only and the creation of a new SEPA instant payment scheme, making payments in Europe standard and highly efficient. In addition, Phil will explain how the Payments Services Directive 2 (PSD2) is shaking up the payment landscape across Europe and what it means to your European operations. Phil will close the presentation with a look to the future by discussing whether the disruptive influence of FINTECHs will eventually change the traditional transactional banking models and the impacts to your business in the region.

10:45 AM – 11:45 AM

3RD FLOOR, RENAISSANCE

CSB: THE SWIFTEST WAY TO KEEP TRACK OF YOUR CASH*Eric Reyhle, VP Business Development - GTreasury**Kemal Batu, Regional Manager - SWIFT*

Come to this session to plan your treasury technology project to achieve better visibility and improved automation. Session attendees will learn about the concepts of interconnectivity including current standards, data transmission and translation services. The session will cover what data can be moved, in what formats, and what the resulting business gains are in terms of information and executive reporting. The session will address solving treasury needs for transaction reporting, payments, and eBAM to name a few. Upon conclusion those in attendance will walk away with a sound understanding of SWIFT connectivity and the business applications that help make treasury operations easier to accomplish.

10:45 AM – 11:45 AM

2ND FLOOR, BILLIARD

CSC: IMPROVING PAYMENT EFFICIENCY WITH A FULLY AUTOMATED COMMERCIAL CARD SOLUTION*Diane M. Kush, VP Sr. Product Manager - MUFG Union Bank, N.A.*

ePayables is the next phase of card program expansion. Whether you have started an ePayable program or are just considering one, the effectiveness of your initial supplier strategy will determine whether your organization realizes the efficiencies a program can offer.

Understand how to leverage a file from your company's ERP or Account Payable system to automatically generate card transactions. Design a card payment program that will compelling even for your strategic Suppliers. Learn the options available for the Buyer to develop an offer package that encourages Suppliers participation in their ePayable program. Attendees will leave knowledge of being able to:

1. Build stronger relationship between Buyers and Suppliers – ePayable program should not be forced upon your Suppliers
2. Target suppliers for ePayable use, including strategic suppliers – yes they can be enticed
3. Understand recent interchange enhancements – Buyers have the power to influence merchant/supplier discount rates paid on card transactions

11:45 AM – 12:30 PM

3RD FLOOR, GRAND BALLROOM

NETWORKING LUNCH**12:30 PM – 1:30 PM**

3RD FLOOR, GRAND BALLROOM

A STORY OF GROWTH AND LESSONS LEARNED*Amy Nguyen, CEO - Dragonberry Produce Inc.*

Amy Nguyen, Founder and CEO established Dragonberry Produce Inc. at the age of 26 in December 2004. With her knowledge of local agricultural production, Amy expanded her vision, applying her marketing skills to establish Dragonberry in the global marketplace in key roles of importer, exporter and supplier. The business was founded upon important values which continue to this day: market unique fresh fruits and vegetables of the highest quality; develop long-term business relationships through respect and responsibility to vendors and customers; cultivate win-win partnerships with all of its business associates to create profits and growth; promote the spirit of family to create happiness and wellness in its partnerships; and invest in the community to preserve the environment. During this session you will hear how these core values have shaped this company and created a path to success.

Thursday Keynote Luncheon Sponsored by HomeStreet Bank

1:30 PM – 1:45 PM

2ND FLOOR, LIBRARY

1:45 PM – 2:45 PM

3RD FLOOR, RENAISSANCE

1:45 PM – 2:45 PM

2ND FLOOR, BILLIARD

1:45 PM – 2:45 PM

2ND FLOOR, CARD

NETWORKING BREAK

Please visit our sponsors while enjoying food and refreshments in the 2nd floor library.

CSA: OPTIMIZING YOUR PAYABLES

Matthew Bernstein, VP Lead Technical Advisor - KeyBank

Often viewed as a costly back-office operation, many companies are creating real value from their AP processes through a multitude of payables optimization strategies. An automated AP process, in particular, enables cash flow and process transparency, improved fraud mitigation capabilities and a meaningful reduction in costs. In this discussion, we'll explore the latest key themes impacting the payables landscape today (with a particular focus on AP Automation) and share best practices for creating efficiencies and optimizing against the changing environment.

CSB: BASEL III: AN ADVANCED APPROACH TO BANK CAPITAL MANAGEMENT

Cassandra Kerr, Risk Management & Compliance – U.S. Bank

This presentation will cover the basics of the Basel III capital management framework. The presentation will include the history of the Basel Accords and the requirements by institution size. Additional topics will cover Capital Buffers, Risk Weighted Assets, Leverage Ratio, and Liquidity Coverage Ratio requirements.

CSC: TRADE FINANCE AND THE GLOBAL SUPPLY CHAIN

Susana Ferraris, Principal - Velella Global LLC

Today, the challenges for a company engaging in global trade include Treasury and other Finance functions being able to communicate effortlessly with its supply chain operations. This talk will discuss the advantages of integrating Trade Finance with the global supply chain, examining the different areas for integration, providing an overview of trade services and providers, and looking at some real life examples of this integration.



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2:45 PM – 3:00 PM

2ND FLOOR, LIBRARY

3:00 PM – 4:00 PM

2ND FLOOR, CARD

3:00 PM – 4:00 PM

3RD FLOOR, RENAISSANCE

3:00 PM – 4:00 PM

2ND FLOOR, BILLIARD

4:00 PM – 5:00 PM

2ND FLOOR, LIBRARY

5:00 PM – 8:00 PM**NETWORKING BREAK**

Please visit our sponsors while enjoying food and refreshments in the 2nd floor library.

*Sponsored by Fidelity Investments***CSA: THE IMPACT OF EMV LIABILITY SHIFT – LESSONS LEARNED 6 MONTHS LATER***Stephen Prince, EVP Operations - Qualpay, Inc.*

The diversification of merchant types is not as clear-cut as it used to be, and we can no longer say with confidence that POS is lower risk than E-commerce. This presentation will discuss EMV and how it impacts credit card transactions, with a focus on the liability shift. We will also discuss the impacts to your sales as well as transaction monitoring, and what you can do to stay safe and competitive.

CSB: ARE YOU PREPARED FOR SAME DAY ACH?*Jim Petkovits, VP, Education - Western Payments Alliance*

The industry has spoken and NACHA will be moving payments faster with Same Day ACH. The new Same Day ACH Rule provides a ubiquitous same-day clearing and settlement capability for virtually all ACH payments. It is an immediate action that financial institutions have undertaken to modernize the payment system, and creates a building block for a variety of products and services.

Same Day ACH offers an option to the consumers, businesses and governments. Same Day ACH will build upon existing, next-day ACH Network capabilities and establish a new option for same-day clearing and settlement via ACH.

What does that mean for a treasury or controller? How do you take advantage of it and what circumstances would make sense to do so?

CSC: THE SAN FRANCISCO FED'S OUTLOOK FOR THE NATIONAL ECONOMY*Elizabeth Laderman, Senior Economic Outreach Economist - Federal Reserve Bank of San Francisco*

Ms. Laderman will discuss recent national economic developments, the Federal Reserve Bank of San Francisco's outlooks for economic growth, employment, and inflation, and how these relate to the Fed's dual mandate goals for monetary policy: maximum employment and stable prices. Bring your questions and be ready for a lively session.

EXHIBITION HALL OPEN**THE PLATINUM PARTY**

Join the NW Summit for an evening of platinum service and peer networking without worrying about picking up the tab! Network with attendees at Rock Bottom Brewery for a fun night of pool, shuffleboard, handcrafted brews, made-from-scratch food and spirits in a relaxed, casual environment.

Rock Bottom Brewery

206 SW Morrison St., Portland, OR 97204

Please meet in **2nd floor Library** at **4:45 PM** to walk to the Platinum Party as a group.

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FRIDAY, MAY 20, 2016

7:30 AM – 8:30 AM
3RD FLOOR, HALL FOYER

CONFERENCE REGISTRATION & BREAKFAST

8:30 AM – 9:30 AM
3RD FLOOR, GRAND BALLROOM

BOEING – A GLOBAL CATALYST FOR ECONOMIC DEVELOPMENT

Dr. Jan Hogrefe, Chief Economist, Market Analysis - Boeing Commercial Airplanes

Join Jan Hogrefe, Chief Economist for Market Analysis at Boeing Commercial Airplanes to discuss the global economic situation through the lens of aviation. Boeing is the world's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems. Hear about international trade forecasts from an industry leader directly impacted by volatile environments. With varying oil prices, falling interest rates and Asian market volatility all industries are concerned for what the future holds. During this presentation you will learn how Boeing is mitigating the risk and navigating the murky waters.

9:30 AM – 9:45 AM
3RD FLOOR, GRAND BALLROOM

NETWORKING BREAK

9:45 AM – 10:45 AM
3RD FLOOR, GRAND BALLROOM

EXPLORING THE WORLD OF CYBER CRIME, MOTIVATIONS AND TACTICS

Jon Miller, VP of Strategy - Cylance

We will discuss the different threat actors present today in the international cyber crime arena, talk about their tactics, motivations, and what can be done to prevent these breaches from happening to you and your organization. Followed by a brief review of some of the largest most notable breaches, and how their controls were subverted.

10:45 AM – 11:00 AM
2ND FLOOR, LIBRARY

NETWORKING BREAK

Please visit our sponsors while enjoying food and refreshments in the 2nd floor library.

Sponsored by AscendantFX Capital

11:00 AM – 12:00 PM
3RD FLOOR, RENAISSANCE

CSA: IMPLEMENTING A HEDGING PROGRAM FOR HIGH-YIELDING CURRENCIES

Julie Boyd, Treasury Manager - ESCO

Bill Garrett, Director - Bank of America Merrill Lynch

A recent study of 1,000 listed companies found that only half hedged their FX risk. However, foreign exchange volatility has reached the point where investors and boards are concerned. From unexpected devaluations, such as China's renminbi, to the will-they-won't-they of US and UK interest rates, FX forecasting has become even more of a guessing game than usual. So should companies reconsider their hedging strategies and if so, what are the options? Should companies focus on balance sheet hedging, given cash flow and FX rate uncertainty? Or does volatility make medium-term cash flow hedging even more necessary? For mid-sized companies who may only recently have put in place a relatively simple hedging strategy, an additional question is whether they need additional layers of sophistication. And for those with no program at all, is now the moment to implement one? ESCO recently changed their hedging policy, this discussion explains the how and why.

11:00 AM – 12:00 PM
2ND FLOOR, CARD

CSB: VIEWING LIQUIDITY THROUGH A NEW LENS

Michael Morin, Director of Institutional Portfolio Management - Fidelity Investments

Michael Morin, Director of Institutional Portfolio Management at Fidelity Investments, will provide corporate treasurers and cash managers insights on the new reality, and offer rationale and strategies for transitioning to a total rate of return world.

New bank rules, money fund regulations and rising interest rates will affect the way institutional investors manage liquidity. During this presentation, Michael will provide a detailed overview of the Federal Reserve and SEC regulatory changes and market forces driving the flow of liquid investments and the resulting impact on interest rate spreads. Understanding the impact of these changes will be critical in navigating the dynamic market environment.

Michael will also instruct investors on how to utilize the SEC required disclosures and additional data to make better decisions in the purchase and sale of prime money market funds. Prime money market funds are not all created equally and investors should fully understand the risk and return takeoffs. Armed with new data and an enhanced understanding, investors will never again simply select the high yielding prime money market fund.

Michael will overview how select strategic liquidity alternatives may be effectively utilized in a total rate of return environment to further limit risks while enhancing returns. Utilizing real world examples to visualize the risk and return dynamics associated with new strategic liquidity alternatives will assist in educating investors how best to utilize these new instruments.

11:00 AM – 12:00 PM

2ND FLOOR, BILLIARD

CSC: NETWORKING 2.0 - USING THE SOCIAL SPHERE TO ROCK YOUR BUSINESS RELATIONSHIPS*Sheri Fitts, Founder - Shoe Fitts Marketing*

The expanding use of technology, the Internet and social media has shifted the way many individuals approach business development, marketing and networking. Just as people may search the web for information about companies, business connections use the same tools to research vendors, products and services. While relationships trump technology when it comes to retaining clients and creating sales opportunities, savvy professionals are moving online to supplement their face-to-face efforts.

Learn the impact social networking can have on your business relationships. Attend the Networking 2.0 session! You'll leave action items, hacks, tips, ideas and tangible resources to launch an effective networking game plan—one that will help build credibility, rock your business relationships and stay connected.

12:00 PM – 12:30 PM

3RD FLOOR, GRAND BALLROOM

NETWORKING LUNCH**12:30 PM – 1:30 PM**

3RD FLOOR, GRAND BALLROOM

TREASURY MANAGERS PANEL: ADJUSTING TO THE TIMES*Moderator: Gryffyd Dempsey, Treasury Compliance Manager - The Standard**Julie Boyd, Treasury Manager - ESCO**Steve Tachouet, Director, Financial Markets - Precision Castparts Corp.**Robert Brown, Treasury Manager - Capital Markets - Micron Technology, Inc.**Brian Williams, Controller - Archdiocese of Portland*

Similar to past years the NW Summit will feature a treasury manager and practitioner panel to discuss industry changes, opportunities for success and challenges hindering growth. This year's panel will provide an in depth analysis of current treasury departments and their changing needs.

Friday Keynote Luncheon Sponsored by Bank of America Merrill Lynch



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mark.wuscher@baml.com
www.bankofamerica.com



Epiq, Corporate Services
John Komin
10300 SW Allen Boulevard
Beaverton, OR 97005
(503) 350-5800 - Phone
jkomin@epiqsystems.com
www.epiqsystems.com



Fidelity Investments
Peter Zielinski
500 Salem Street
Smithfield, RI 02917
(760) 845-2320 - Phone
peter.zielinski@fmr.com



GTreasury
Ashley Pater
3 Corporate Drive, Suite 110
Lake Zurich, IL 60047
(847) 847-3706 - Phone
marketing@GTreasury.com
www.GTreasury.com



HomeStreet Bank
Jody Serl
601 Union Street, Suite 2000
Seattle, WA 98101
(206) 264-4183 - Phone
Jody.serl@HomeStreet.com
www.HomeStreet.com/business

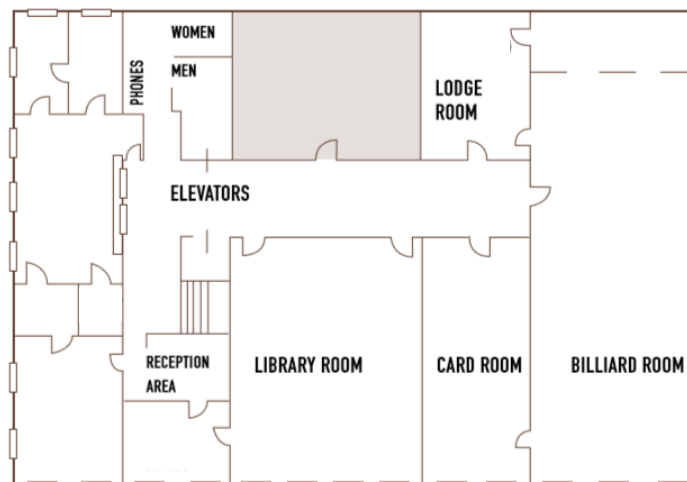


KeyBank
Shannon L. Bell
1301 5th Avenue, Ste 2400
Seattle, WA 98101
(206) 684-6107 - Phone
Shannon_L_Bell@keybank.com
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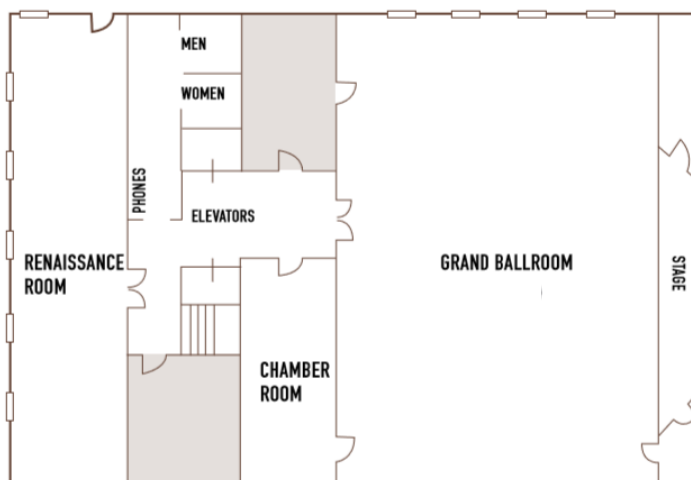


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Wells Fargo
Colleen Ferris
999 3rd Avenue, 12th Floor
Seattle, WA 98104
(206) 292-3534 - Phone
Colleen.Ferris@wellsfargo.com
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WesPay
Jim Petkovits
300 Montgomery St., Suite 400
San Francisco, CA 94104
(415) 433-1230 - Phone
memberservices@wespay.org
www.wespay.org