

## **Carolinas Cash Adventure Speakers and Summary – May 2018**

**May 21, 2018**

**Richard Kaglic**

**8:00AM – 9:00AM**

Rick Kaglic is the Senior Regional Economist at the Federal Reserve Bank of Richmond serving the Carolinas. He joined the Research Department in 2009 and is responsible for analyzing regional economic conditions and developments, as well as educating the region's diverse constituents on the role of the Federal Reserve and its District Banks. Prior to joining the Richmond Fed, Rick served as a Senior Economist for Eaton Corporation, a diversified manufacturing firm headquartered in Cleveland, OH; as Chief Economist for the Washington State Employment Security Department; and spent eleven years as Senior Business Economist for the Federal Reserve Bank of Chicago. Rick is a graduate of Leadership North Carolina Class 23 and has served in leadership roles in the Chicago and Cleveland Associations for Business Economics and provided economic analysis for Governor's Economic Advisory Councils in four states. He completed both his undergraduate and graduate work at Youngstown State University with specializations in regional and urban economics.

### Economic Update

Richard will talk about what the broad measures of economic and financial activity say about the current state, as well as what it might mean for the near term outlook. He will also be presenting an assessment of both North and South Carolina's economic vitality focusing on recent economic trends in the region as viewed through data on labor markets, industry, household spending, and other measures. He will discuss what the data may imply for the region's near term future and its associated impact from a business, banking and Treasury perspective.

## **Chris Block**

**9:15AM – 10:15AM**

During his 20+ year career in the banking industry, Chris gained expertise in personal banking, business banking, and treasury services spanning the national, regional and community banking landscapes. His passion for developing financial products and services has grown over time and is the driving force behind SafeDeposit. Chris' commitment to innovation and creating cutting edge FinTech products is core to SafeDeposit's product and service offerings. Chris has filed two patents with the United States Patent and Trademark Office and continues to investigate and implement new products and processes into the FinTech marketplace. He earned a Bachelor of Science in Business Administration from Viterbo University.

### FinTechs and their impact on how we do business today

Chris will explore the current FinTech landscape from two perspectives

1. How they expand options and impact businesses
2. How they affect banking from both a competitive standpoint and a collaborative standpoint.

## **Neal Herring**

**9:15AM – 10:15AM**

Neal Herring, Treasury and Financial Operations Advisor at Vizant delivers value to clients in the form of cost reductions and operational efficiency.

He graduated from Penn State in 2013 with two degrees, Bachelors in Finance and Bachelors in Economics while playing Division 1 Baseball all 4 years. While at school, Neal participated in multiple Wounded Warrior events and worked with local charities to maintain historical houses. After school, he immediately began working at JPMorgan as a Financial Controller for EMEA Exotic products. Neal moved to Barclays in 2015 to manage their USD Intraday Liquidity. While there, using innovative and analytical strategies, he managed to reduce millions in costs to Barclays.

Outside of work, Neal enjoys playing sports including Baseball, Soccer and Golf. He has over 13 years of experience playing and competing with Piano and has produced some of his own original music. Neal and his wife, Amanda, live in West Chester, PA.

### Optimizing Payments for Efficiency, Risk and Incentives

What are the benefits associated with electronic and virtual payments – a discussion of the total cost which extends across the entire payment cycle puts it into perspective. Blockchain will be discussed relative to processing payment data. Discussion will center around how to optimize the payment solution by factoring cost, efficiency, risk and incentives.

## **Aeron Sharp**

**10:30AM – 11:30AM**

Based in Charlotte, Aeron has worked in the financial advisory industry for the past 6 years. Prior, she worked with customers with their merchant processing. Aeron has helped 100's of clients optimize their payment environment; specifically finding solutions with their cash management and merchant card fees.

### Do RFPs give you the blues

Treasurers conduct an RFP for cash management services to improve pricing, learn about service capabilities, and ultimately choose the ideal partner for their growing business. Learn how treasurers and experts get the most out of an RFP process by taking a structured approach, developing a detailed project plan, checklists, defining stakeholders and creating a cross functional internal team. Your next RFP doesn't have to give you the blues.

## **Wes Seeger and David Pierce**

**10:30AM – 11:30AM**

Wes Seeger is Director of Foreign Exchange for GPS Capital Markets and is based in Charlotte NC. Wes has 29 years of experience in foreign exchange markets working with larger to medium sized companies focusing on assisting them in managing their currency risk. Prior to joining GPS Capital Markets this year, Wes worked for Bank of America Merrill Lynch, Swiss Bank Corporation, First National Bank of Chicago and ABN AMRO. He holds a B.S. in Financial Management from Clemson University

David Pierce has 3 decades of experience in all aspects of foreign exchange, international banking and trade finance. His extensive experience in structuring hedging strategies, multi-tiered transactional exposures, utilizing derivative products makes his advisory services highly demanded by multi-national corporations. David has appeared as an expert on CNBC, and in many business publications such as Wall Street Journal and Bloomberg.

### Communicating FX Risk within the Firm

This topic will focus on technology efficiencies that are used to deliver information about enterprise wide FX risk to all different company divisions – such as accounting, tax, sales, treasury and financial planning – as well as creating dashboards to present to C-level and the board.

## **Tim Worley**

**11:30AM – 1:15PM**

Tim Worley is a former University of Georgia All-American running back, and was selected by the Pittsburgh Steelers as the seventh overall pick in the first round of the 1989 NFL Draft. He played six seasons in the NFL with the Steelers and the Chicago Bears. He is now co-founder and CEO of Worley Global Enterprises – a communications consulting firm. Through Worley Global Enterprises, Tim travels the country as a John C. Maxwell certified speaker, Life Skills Consultant and certified Human Behavior Consultant to corporate executives, business leadership, organizational leadership, professional athletes, amateur athletes, men's groups, recovery centers and ministries.

### Don't Expect Too Much of Me

Tim will examine the epidemic that is quietly plaguing leaders today: apathy. Using his own personal example after having reached the top level as a professional football athlete in the National Football League, Tim will illustrate the various angles success born apathy can subtly permeate and then overtly poison leaders in any industry

## **Everette Glass**

**1:30PM – 2:30PM**

Everette has been with Bank of America for 20 years and is currently Director; Senior Treasury Product Sales Specialist. His experience with the bank has included working in project management with various treasury platforms, 6 years as the payments platform manager specializing in domestic and international legacy payment applications and most recently 8 years as a Payments and Integration Product Sales Specialist offering payment platform consultation to both existing and prospective clients. Everette is a subject matter expert on the Bank of America host-to-host and web-based platforms as well as being SWIFT Corporate certified. His current role involves emerging digital payment technologies and trends and working on cutting edge payment solutions.

### Innovation in Global Payments

Technology continues to change, impacting the payments landscape. This session will cover innovative payment solutions and the macro forces shaping the next generation payments industry. Discussion points include:

1. Macro trends driving global payments innovation
2. The regulatory forces shaping 'faster payments'
3. The resurgence of payments in the US (what's happening today?)
4. Exploring new models for global payments – blockchain

## **Scott Wachs**

**1:30PM – 2:30PM**

Scott Wachs, Executive Director, is Global Head of Liquidity Product for Morgan Stanley Investment Management. He is responsible for the management, strategy, development, delivery and marketing of short term investment management products including money market funds, ultra-short bond funds and separate accounts. Scott joined Morgan Stanley in 2014 and has over thirty years of financial services experience in a variety of cash and treasury management roles encompassing product management, strategy, finance, operations, service and business management on a global scale. Scott received a MBA from the New York University Stern School of Business and a BA in Economics from Tufts University

### Key Issues for Short Term Investors

Developments in the short-term markets continue to create new challenges for liquidity investors. Expectations for multiple Fed rate hikes and the wake of U.S regulatory reforms, including tax reform and repatriation, will have an impact on investment approaches going forward. In Europe, the new rules around money market funds (MMFs) will bring significant change to the MMF industry

## **Eric Webb**

**2:45PM – 3:45PM**

Eric is a member of the BB&T Treasury Technical Product Consulting team. His primary focus is sharing knowledge with clients and helping with integrated, secure solutions related to Payables, Receivables, and Liquidity functions. Eric joined BB&T in 2007 with an initial focus on Commercial Card. He has over 15 years of client service and consulting experience. He previously served as the SME for BB&T's virtual card payment solution, and his focus the last few years has been on integration, development, and support of paper to electronic conversion as an integral part of BB&T's Commerce Gateway Payables and Medical Data Lockbox Receivables solutions. Eric is a proud member of the Wolfpack at NC State University, and is a BB&T Process Master. He enjoys spending time with his family, scuba diving, and shooting sporting clays competitively and resides in Wilson, NC.

### Treasury Integration and Automation

The goal of this presentation is to highlight how Integration & Automation within Treasury processes can help drive efficiencies, improve visibility, and promote sound security/risk practices. Throughout the presentation, we will challenge the audience to consider what their current processes are today and highlight some specific examples of I&A opportunities for Treasury Management practices, including some of the file types leveraged.

**Doug Robertson**

**2:45PM – 3:45PM**

Mr. Robertson has over 30 years of experience in Banking, Treasury Management and Finance and is currently Senior Vice President, Fifth Third Bank. In his current role, he manages the deposit growth initiatives and revenue return for the Payments division of Fifth Third Bank. He received his undergraduate degree from Cornell University and his MBA from Pace University.

Managing Liquidity in a Rising Rate Environment

For CFOs, treasurers and cash managers, today's rising interest rate environment is the first time in a decade the return risk implications of investments and short-term cash management have been a consideration. Managing liquidity as rates climb presents an important challenge for most corporates, one made more complex by recent revisions to the tax code. We'll look at the challenges confronting corporates with limited cash flow and the implications of the new tax laws with regard to repatriation of funds and deductibility of interest on debt. Attendees will gain invaluable insights into managing liquidity in today's rate reality.

**Tuesday, May 22, 2018**

**Anthony Guide and Bill Adams with Ethan Keller**

**8:00AM – 9:00AM**

As a member of PNC's International Advisory Services team, Anthony Guide focuses on supporting corporate clients doing business internationally and assists them in formulating strategies to overcome any global challenges they may be facing. Guide has 12 years of overall treasury experience. Prior to joining PNC, he worked for 10 years in corporate treasury at Hay Group, a multinational firm with office locations in 49 countries.

William (Bill) Adams is vice president and senior international economist for The PNC Financial Services Group. His responsibilities include forecasting economic conditions and exchange rates, covering emerging Asia, the

Eurozone, Canada and Latin America. Adams serves as the principal spokesperson on global economic issues for PNC, and frequently presents to PNC clients on the international economic outlook.

Adams joined PNC in July 2011 after serving as resident economist for The Conference Board China Center from 2009 to 2011. In that position he served as spokesman on the Chinese business cycle and was a designer of

The Conference Board Leading Economic Index for China®, a widely-followed, market-moving economic indicator. Adams lived in China for five years and is fluent in Mandarin Chinese. Adams holds a master degree from the Johns Hopkins School of Advanced International Studies and is a graduate of Harvard College.

Ethan Keller is currently a Treasury Analyst for ANSYS, Inc, a \$BN public engineering simulation software development corporation. ANSYS is headquartered south of Pittsburgh, PA, and has more than 75 strategic sales locations across three continents and a network of channel partners in 40+ countries.

Prior to working for ANSYS, Keller was a member of PNC's International Advisory Services. There, he focused on supporting corporate clients doing business internationally and assisted them in formulating strategies to overcome any global challenges they may have been facing.

Keller has nearly four years of overall international treasury experience. Prior to joining PNC, Keller worked briefly in Trust and Estate Taxation with Pricewaterhouse Coopers. Keller is a certified treasury professional and holds a BSBA with a dual major in Finance and Accounting.

### Navigating the Global Banking Landscape

As companies grow their global footprint, they often struggle with decentralization which makes it difficult for efficient cash management. This session will focus on gaining control of your company's global cash. We will be sharing strategies for organizing cash management operations strategically in order to uncover and address any inefficiencies. The goal of the discussion will be to not only highlight best practices but also delve into prioritizing the steps you need to take.

## **Gary Nesbitt and Sims Propst**

**8:00AM – 9:00AM**

Gary Nesbitt has spent over three decades in the banking and payments industry in a variety of roles. He formed a consulting practice to assist financial institutions and companies with the myriad challenges with payments rules and regulations. He has helped organizations understand and mitigate the risks associated with participating in the various payment systems and establish payment programs that are efficient, effective and compliant with all appropriate rules and regulations.

Gary holds a BA and MBA degree from UNC Charlotte. He is a graduate of the North Carolina Bankers Association School and the South Carolina Bankers Association School. Gary holds the permanent Accredited ACH Professional (AAP) certification from the NACHA. He is active in the North Carolina Treasury Management Association (NCTMA), having served as Secretary and Treasurer. Gary is active in at the national level of American Payroll Association (APA) where he serves on the national APA ACH Committee. He was recognized by APA for his ongoing work on this committee. He speaks at local, regional and national TMA and APA chapter meetings and conferences, as well as for local Bankers Associations and Credit Union groups. Gary has also been an instructor at NACHA's Payment Institute.

Sims Propst is a Treasury Management Sales Office and Senior Vice President at Park Sterling Bank, a division of South State Bank. Sims has over 35 years of banking experience, seven as a relationship manager with the remainder in Treasury Services. He was most recently with Synovus Financial and, before that, with Wachovia prior to the merger with Wells Fargo. He has served in a variety of Treasury Management roles including sales and product management and product development.

Born in Sumter, SC, he has an undergraduate degree from Wofford College in Spartanburg, SC, and an MBA from Emory University in Atlanta, Georgia. He is active in the Greenville community, having served on several non-profit boards. He currently serves as a board member of the SC Jefferson Awards Association and as an Advisory Board member of A Child's Haven. He has also served as an Elder at Fourth Presbyterian Church in his hometown of Greenville, SC.

### Faster Payments – The Good, The Bad and the Ugly

Faster payments are a hot topic due to business needs, as well as consumer preferences. The faster processing and clearing of payments can help reduce risks and provide better customer service. How has same day ACH impacted corporate users? The Federal Reserve System "Faster Payments Task Force" and the Clearing House "Real Time Payments". What do these mean and what other initiatives are available?

## **Steven Shafer**

**9:15AM – 10:15AM**

Steven Shafer is a Treasury Management Sales Consultant covering the Piedmont Triad region of North Carolina. He provides industry guidance to Wells Fargo commercial banking, technology, media, financial institution and healthcare clients. His background includes: domestic and international treasury management sales, treasury management, treasury operations, ERP integration, revenue cycle enhancement, business process management, and small business management. He has over 20 years' experience in process management and consulting in both the public and private sector.

Steven holds a BA in Theatre Arts from Brigham Young University and an MBA from Appalachian State University. He is an AFP Certified Treasury Professional, and an Accredited ACH Professional.

### Blockchain and Cryptocurrency

Have you ever wondered what Blockchain is and why everyone is talking about it? Blockchain consists of blocks of information stored across multiple computer networks, instead of in one location. This creates robustness because there is no single point of failure, and the data is not controlled by a single entity. This session will discuss potential benefits and challenges of distributed ledger technology, including cryptocurrencies like Ripple and BitCoin, to businesses.

## **Michael Alfonsi**

**10:30AM – 11:30AM**

As the managing director of Exela Technologies' Payments & Financial Process Optimization lines of business, Mr. Alfonsi is the accountable party for Exela's Payments Strategy, timely product definition and product market fit as well as total client product satisfaction. Mr. Alfonsi is the co-coordinator as well as an instructor for The University of North Carolina at Chapel Hill, Kenan-Flagler School of Business' Treasury Management Program, and The University of California at Berkeley, Haas School of Business Treasury Series. He has served on the Board of Regents of NACHA's annual Payments Institute, as well as a NACHA task force member. Mr. Alfonsi has authored presentations and best practice articles on international treasury management, payments, working capital management, and domestic treasury management, having been published in AFPEXchange, Treasury and Risk Manager, CashFlow Magazine, TreasuryPoint.com and Treasury Manager's Report. He holds an M.A., magna cum laude, from LaSalle University in Philadelphia, PA, and earned a certificate in Cash Management from Duke University's Fuqua School of Business.

### Strategic Planning – Truth or Dare

All executives know that strategy is important. But many find it uncomfortable and accuse it of being burdensome and weak. The reality of setting "strategy" is that it forces the leader or leadership to confront a future about which they can only guess. However, the REAL underlying fear in crafting any strategic plan -- is that it forces the division owner to choose "a" strategy. That itself entails making

decisions that explicitly cut off all the other potential possibilities. Key take-aways will be how to candidly assess the true efficacy of your strategic planning process; how to quickly assess research and analyst sources; how to make a contribution to the strategic planning process that will demonstrate that you have “the right chops” to lead your component; and several quick methods to cut to the chase in assessing options, prioritizing them, and presenting a key recommendation to senior management.

## **Lauren Hood**

**12:45PM – 1:45PM**

Lauren Hood is Diversity & Inclusion Executive at Bank of America. In this role, she leads strategies, programs and initiatives focused on attracting, developing and advancing the careers of women at Bank of America. As part of her role, Lauren serves on the bank's Investing in Women Leadership Council, comprised of senior executives across the company who act as advisors and champions of our efforts to maximize impact. The Council also provides strategic oversight to the bank's enterprise and line of business women's networks, which engage over 30,000 employees around the globe

Lauren earned a Bachelor of Arts in Economics and English with cum laude honors at Duke University, where she was recognized on the Dean's List and received the Senior Leadership Award. She lives in Charlotte with her husband and two sons.

### Leveraging Diversity and Inclusion for Success

Research shows that diverse teams, working in an inclusive environment, outperform and out-innovate homogeneous teams. “Diversity” is acknowledging the broad range of characteristics and experiences each of us brings to the table. “Inclusion” is creating an environment where we succeed because of those differences rather than in spite of them. Lauren Hood, Diversity & Inclusion Executive at Bank of America, will discuss how workplace culture affects different groups of people in different ways, and will offer simple tactics to help you succeed in a diverse and inclusive environment.

## **Kerry Pope**

**12:45PM – 1:45PM**

Kerry Pope is an institutional portfolio manager in the Fixed Income division at Fidelity Management & Research Company (FMR Co.), the investment advisor for Fidelity's family of mutual funds. Fidelity Investments is a leading provider of investment management, retirement planning, portfolio guidance, brokerage, benefits outsourcing and other financial products and services to more than 20 million individuals, institutions and financial intermediaries.

In this role, he provides strategy and communications to business partners regarding the management of Fidelity Institutional Asset Management® (FIAM®) Liquidity Management Solutions.

Prior to joining Fidelity in 2011, Mr. Pope was senior vice president of liability management at State Street Corporation, Treasury from 2004 to 2008. Previously, he served as senior vice president of global money markets at State Street Corporation, FX Money Markets for ten years. He has been in the financial industry since 1986.

Mr. Pope earned his bachelor of science degree in business administration from the University of New Hampshire and his master of business administration degree in finance investments from Boston University. He is also a CFA charterholder.

### Seeking to Optimize Corporate Liquidity

Prudent liquidity management starts with cash forecasting that drives liquidity segmentation. Investment objectives and constraints are aligned to create a strong investment policy. Kerry will explore the applicability of investment alternatives with specific focus on prime money market and ultra-short bond funds. While a general overview may suffice for many topics, the devil is in the details.

## **Scott Hogate**

**2:00PM – 3:00PM**

Scott Hogate joined the Treasury Solutions Group in March, 2016 after spending time as a PNC Sales Officer and an independent Treasury & Financial Consultant. Prior to joining PNC, Scott had recently finished a consulting engagement at Universal Services of America. Based in Santa Ana, hired to identify, analyze and design a traditional treasury function which included bank, account and service justification, the development of a cash forecast as well as process improvements involving the cash conversion cycle.

Scott graduated from the University of Redlands with a Master's Degree in Business Administration and an undergraduate degree from Chapman University with majors in Finance and Economics. Scott has more than twenty years of practitioner experience in Treasury including earning his Certified Treasury Professional (CTP) designation. He is based in Santa Ana, CA.

### Effective Bank Account Structure

Not having accurate information into your bank accounts increases the likelihood of making inefficient banking decisions. This session will highlight strategies for evaluating the efficiency of your current account structure. Adam will identify different structures, common structure rationale as well as the impact of account structure on various internal departments.

## **Geoffrey Duke**

**2:00PM – 3:00PM**

Geoffrey R. Duke has thirty years of experience in the retail, software, business services and insurance industries. He serves as the CEO of a portfolio of companies including SafeDeposit Company, Payentry Financial Services and MPAY, Inc. SafeDeposit Company is a financial technology start-up that offers unique armored car management services and smart safe technologies that improve employee safety, enhance cash flow and provide cloud reporting. Payentry Financial Services provides small and medium sized businesses with high value employee benefit packages at competitive prices. MPAY, Inc. provides software as a service (SaaS) solutions to small and medium sized businesses that manage their workforce transactions from an employee's hiring, ongoing payroll and benefits management, all the way through to their separation or retirement. Geoffrey earned a Bachelor of Arts in Political Science from Washington & Lee University in Lexington, VA.

### Political Climate and Mid-Term Elections

Will the 2018 midterms make a difference to the businesses in NC and SC, or have any meaningful effect on treasury management practices and the members of the association?

**Wednesday, May 23, 2018**

**Rob Hickson**

**8:30AM – 11:30AM**

Rob Hickson, a partner with BluePointe, LLC, has spent over 28 years in technology consulting and the use of technology to enhance business practices and e-commerce sales. As founder of a leading e-commerce web site focusing on luxury mechanical watches, Rob created a profitable retail business model without using a traditional retail store structure which is now celebrating its 19<sup>th</sup> year. Rob worked for eight years with KPMG in both the Raleigh and Brussels, Belgium offices. Rob also managed the computer consulting and not-for-profit practices, and served as the US accounting instructor in Belgium. Rob was a principal shareholder in American FundWare, a leader in not-for-profit and governmental accounting software that was purchased by Intuit, Inc of California.

Rob is a James M. Johnston Scholar and Phi Beta Kappa graduate of the University of North Carolina at Chapel Hill, and is a Silver Medal Winner on the CPA Examination for scoring the second highest grade. Rob is a frequent speaker for the NCACPA, SCACPA, IMA, NC/SC Treasury Management Associations and a number of other industry and corporate conferences and events, focusing on technology driven topics and teaching speaker presentation skills. He has been honored with the Outstanding Conference Speaker Award twelve times by the North Carolina Association of CPA's.

#### Technology Update

Rob Hickson joins us again this year to close our event bringing his unique perspective and discussion of all things technology. If you've seen him before, you know that sleeping is not an option as he will cover numerous technology topics in a fast paced, energized delivery.