

59th ANNUAL
Financial
Conference
Executive

AGENDA

Westin Copley Place • Boston, MA • May 17-19, 2009

Sunday, May 17

6:00 – 7:30 pm

Reception

Sponsored by ProLogic Redemption Solutions

Monday, May 18

7:00 – 8:00 am

8:00 – 8:15 am

Breakfast

Sponsored by Connolly Consulting

Opening/Welcome

Robert B. Dimond, *Executive Vice President, CFO & Treasurer*

Nash Finch Company (conference chair)

Bob Dimond has served in his present position since returning to the Nash Finch Company in January 2007. He previously was CFO and senior vice president of Wild Oats Markets. His prior positions include executive vice president and CFO of The Penn Traffic Company and executive vice president, CFO and treasurer for Nash Finch Company. Bob also held various senior financial roles with Kroger, Fred Meyer and Smith's Food & Drug Centers. He holds a BS degree in accounting from the University of Utah and is a CPA.

8:15 – 9:00 am

Keynote Address

Food Retailing and Wall Street

After a year of financial shock and sharp economic loss, 2009 is likely to be extremely difficult. In the wake of a deepening recession, continuing mounting bad debt, rising unemployment and consumers who are pessimistic about the future, what is the outlook for food retailing? Find out what impact changes in the marketplace may have on your business.

Meredith Adler, *CFA, Equity Research*
Barclays Capital

A Chartered Financial Analyst, Meredith Adler follows the supermarket, drug retailing and dollar store industries. She was previously employed by Lehman Brothers for 12 years before it was acquired by Barclays last September. In 2008, for the seventh year in a row, Meredith was ranked as the #1 food and drug retailing analyst in Institutional Investor's (II) annual poll of equity analysts. Meredith spent 10 years as a high yield bond analyst, during which she followed companies in the retail, healthcare and consumer product sectors, with a focus on supermarkets and drug stores during the last three years. Before joining Lehman, Meredith worked at Chase Securities, CS First Boston and L.F. Rothschild in their high yield research departments. Trained as a commercial lending officer at Citibank, she spent eight years in the commercial banking industry. Meredith received her BA from Boston University and her MBA from New York University.

10:00 – 10:15 am

Refreshment Break

Sponsored by APEX Analytix

10:15 – 11:00 am

International Financial Reporting Standards (IFRS)

It's not a question of if, but rather when the conversion to international financial reporting standards will occur. Find out the status and potential timelines for converting to IFRS. Learn about some of the more significant differences between US GAAP and IFRS and come away with a better understanding of how these changes may impact your company, the grocery retailing industry and the overall financial reporting landscape.

Mike Gaiso, *Partner*
KPMG

11:00 am – 12:00 pm

We're in from Washington...

With an economy that is arguably as bad as any time period since the Great Depression, Americans are looking to their leaders to rise above the politician partisan fray and address the problems at hand. But will the leaders in Washington hear that message? What do financial executives need to see on the horizon from Washington?

Jennifer Hatcher, *Group Vice President, Government Relations*
Food Marketing Institute

Recently promoted to her current position, Jennifer Hatcher directs all federal and state public affairs outreach work. She previously was senior director of government relations at FMI, focusing on public policy issues impacting payments,

12:00 – 1:30 pm

emerging technologies, food stamps, WIC, financial services and legal reform. She chairs the legislative subcommittee of the Merchants Payments Coalition, a cross-industry coalition addressing fairness and competition in the credit card interchange fee system. Prior to joining FMI, Jennifer was chief of staff to Congressman Spencer Bachus (R-AL), who is currently the ranking member of the house financial services committee. She holds a BA in political science from Vanderbilt University and a masters in government from Johns Hopkins University.

Luncheon

Sponsored by NCH Marketing Services, Inc.

Laugh to the Top

You have been working hard, soaking up invaluable information and practical solutions from dynamic, hard-hitting no-nonsense presenters. Relax and enjoy a few laughs while being inspired and motivated to put the lessons you've learned into practice. The power and practicality of the seven-step formula for goal-achieving will be demonstrated.

Mack Dryden

Mack Dryden has been a super-achiever since he was a young man who earned a black belt in karate, won a major literary prize and traveled across Europe for 15 months living by his wits in exotic lands. He has survived everything from the sharks of showbiz to a stay in an African prison and will share these funny stories and more.

1:45 – 3:15 pm

Business Session

Gino DiGrazia, *Vice President & Controller, Business Analysis & Reporting*
Publix Super Markets, Inc. (session chair)

1:45 – 2:30 pm

Finding Success in Shocking Times

The pace of change buffeting the industry, consumers and even the entire nation reached stunning levels over the past year, creating all new challenges for retail success. Learn how these key concerns have altered the food industry status quo and examine critical issues beyond economics that companies must confront in the near future, including environmental challenges and future leadership.

Michael Sansolo, *President*
Sansolo Solutions

During his 13 years as FMI's senior vice president, Michael Sansolo had oversight over all education, supply chain and research activities. Prior to joining FMI, he was editor-in-chief of *Progressive Grocer* magazine and was a reporter for Gannett Newspapers. In his career he received a number of awards for excellence in writing and reporting. He authored *Progressive Grocer's "Annual Report of the Grocery Industry,"* along with many other major research-based studies. A contributing editor and a weekly columnist for MorningNewsBeat.com, Michael is a graduate of the State University of New York College at Cortland with a degree in political science, economics and journalism.

2:30 – 3:15 pm

Creating and Maintaining a Culture of High Integrity

It's become commonplace to see case after case of fraud and corruption exposed in *The Wall Street Journal*. Government reacts by imposing regulations which, in turn, create additional costs of doing business. It is a disturbing cycle that has created a large credibility problem with the American public. Explore useful strategies that will help senior leaders shape their culture into one that promotes impeccable levels of ethical behavior, such as the importance of creating clarity about expected behavior, aligning the organization to a culture of integrity, putting into place integrity guardrails and creating a mechanism for gaining insight into potential problems before they arise.

Bob Kelley, *PhD, President*
Pure Culture Consulting

Bob Kelley founded Pure Culture in 2004 to help organization leaders build committed, ethical cultures that align with the strategy of the organization. He spent 17 years at Ukrop's, first as vice president of human resources and then 13 years as vice president of store operations. Bob's work experience also includes seven years at Philip Morris USA. He holds a PhD in education from the College of William and Mary, a masters from Virginia Commonwealth University and a BA in psychology from Florida State University and currently teaches graduate and undergraduate classes at the University of Richmond.

3:15 – 3:30 pm

Refreshment Break

Sponsored by APEX Analytix

3:30 – 5:00 pm

Breakout Discussion Groups

Join assigned group to share experiences and exchange ideas (retailers and wholesalers only).

6:00 – 7:30 pm

Reception

Sponsored by PRG Schultz International

Tuesday, May 19

7:00 – 8:00 am

8:00 – 11:45 am

8:00 – 8:30 am

8:30 – 9:00 am

9:00 – 9:45 am

9:45 – 10:00 am

10:00 – 10:45 am

10:45 – 11:45 am

Breakfast

Sponsored by AmeriQuest Transportation & Logistics Resources

Business SessionJames Flynn, *Senior Vice President*

King Kullen Grocery Co., Inc. (session chair)

FASB Update

Learn about the status of the Board's current and planned projects and their impact on the supermarket industry. Find out how the Board is moving forward with IFRS.

James V. Carey, *Audit Partner*
Grant Thornton LLPDouglas J. Reynolds, *National Professional Standards Group Partner*
Grant Thornton LLP**Taxes — What Supermarket Financial Executives Need to Know**

Find out more about recent and pending tax changes under the new administration that may impact you and your company.

Nancy Wertheim, *National Tax Managing Partner, Retail*
Deloitte Tax LLP

Nancy Wertheim, a recognized authority on tax policy impacting retailers, has more than 25 years of experience. She serves on tax advisory boards and represents some of the world's most innovative and successful retailers. Nancy is the editor of Deloitte Tax's "First to Mind Tax Alert," an external thought leadership newsletter that won *Accounting Today's* prestigious "Gold Medal Award for Outstanding Client Service." She holds a BA from Clark University and a JD degree from the University of Connecticut School of Law.

100 Best Companies to Work For

What is the history of the award, who is eligible to apply and how does the application process work? Hear from one of only 13 companies to have made the list every year since its inception in 1998. Find out, from this company's perspective, what the selection process involves, how to set your company up for success, and why it is such an honor to be recognized as one of the top companies to work for in America.

John Hrabusa, *Senior Vice President, Human Resources*
Publix Super Markets, Inc.

John Hrabusa has more than 25 years of experience in the fields of human resources and operations management with organizations like Sherwin Williams, Office Depot and currently Publix Super Markets. He oversees the human resource strategies and practices relative to recruitment, retention, associate relations, recognition, training and development. John earned his bachelors degree from the University of Akron and holds the senior professional human resources (SPHR) designation.

Refreshment Break

Sponsored by APEX Analytix

Contracts and Contractors – Where Are the Payoffs?

All contracts present opportunity for overcharge and error. Find out how some retailers are identifying and recovering overcharges. Examples of overcharge recovery related to construction, IT contracts, leases, advertising and health benefits administration will be included. A simple method for controlling all contracts and how to avoid some common pitfalls to effective cost control will be discussed.

Courtenay M. Thompson, Jr.
Courtenay Thompson & Associates

Courtenay Thompson's experience prior to entering the consulting field includes public accounting, audit supervisor for consumer financial services for a large retailer, and director of auditing for a life insurance company. His career in public accounting and internal auditing provided exposure to a number of types of impropriety, including embezzlement, loan and stock fraud, kickbacks and bribery, misappropriation of funds, and insurance and mail fraud. He was editor of "Fraud Findings" in *The Internal Auditor* magazine for 13 years. Courtenay received his BBA and MBA degrees from Southern Methodist University and is a CPA.

Employee Management – Controlling Costs in a Changing Economy

As sales volumes climb and margins tumble, the cost of employee management continues to rise in today's economic environment. Employees expect cost of living wage increases, job security, retirement plans, low-cost health insurance and more. Find out how employers can proactively manage these escalating costs by focusing on such measures as benchmarking, strategy (health and productivity management, consumer-driven healthcare, employee surveys, employee communication), competition and technology.

Greg Callahan, *Vice President*
CBIZ Benefits & Insurance Services, Inc.Mike Callahan, *Principal*
CBIZ Benefits & Insurance Services, Inc.

11:45am – 12:45 pm

Luncheon

Sponsored by Carolina Services

1:00 – 3:30 pm

Business Session

SuzAnn Kirby, *Chief Financial Officer*
United Supermarkets, Ltd. (session chair)

1:00 – 1:45 pm

Managing Commodity Pricing in a World of Inflation and Deflation

A panel of industry experts will share their experiences managing a wide range of commodity pricing opportunities, including all components of milk pricing (packaging, raw milk products, processing and delivery are standardized with a goal to lower the costs to the retailers and simplify the negotiation process), utility costs by fixing electricity contracts using alternative power generation and diesel fuel contracts to manage escalating delivery costs.

Steve Dillard, *Vice President, Sales*
Associated Wholesale Grocers, Inc.

Neil Hoover, *CFO*
Lawrence Management

Ryan J. Moe, *Commodity Risk Management Consultant*
FCStone, LLC

Tom Frey, *CFO*
Topco Associates LLC

1:45 – 2:00 pm

Refreshment Break

Sponsored by APEX Analytix

2:00 – 2:45 pm

Fraud Detection and Automated Continuous Monitoring

The global economy calls on all of us to be vigilant about the health of our financial operations. There is no room in this business environment for preventable errors or for letting relatively inexpensive, easily remedied errors flow through the business process undetected until resulting recovery costs hit the bottom line with a seismic impact. With the continued downturn in the economy, companies can expect an upsurge in employee fraud. The innovative, leading-edge business practices of prior years (such as implementing continuous transaction monitoring) are this year's performance benchmarks — an absolute baseline for financial success.

Jim Arnold, *President and Founder*
APEX Analytix

Jim Arnold is certified as a CPA, CMA, CFE, CISA and CAPP. He stays on the leading edge of emerging trends in accounts payable and shared services and Apex's developed benchmarking surveys. Jim's background includes application development at Texaco, internal audit at General Foods/Philip Morris and two years as manager of financial planning for the Maxwell House coffee division. He received his BBA in accounting information systems from Pace University.

Eric Hayes, *Vice President, North American, Retail Solutions*
APEX Analytix

Eric Hayes background in the technology arena includes five years representing J.D. Edwards, Inc. As the co-founder of consumer packaged goods manufacturer Bryson Industries, Inc., he has an additional five years experience serving some of the nation's largest retailers, including Wal-Mart, Sam's Club, Sears/Kmart, The Home Depot, Lowe's Home Improvement, and many others. A graduate of East Carolina University, Eric began his career with the Ingersoll-Rand Company.

2:45 – 3:30 pm

Reducing Shrink and Growing Margins in a Down Economy

What countermeasures can food retailers deploy to maintain and grow profitability in a down economy and increase the positive affects of any upswings. Fraud and process breakdowns within a company erode both margin and shrink. Discover proven methods to properly isolate risk by using tactical data analysis protocols designed to identify operational trends which, when left unchecked, destroy the profitability of a company. Proper risk countermeasures, however, hold the key to sales and margin growth, all within your existing base of business.

Ernie Deyle, *Vice President*
SD Retail Consulting

Ernie Deyle has more than 24 years of retail experience, both domestically and internationally, including operational management positions, back stage support positions in operations, merchandising, IT, loss prevention and professional consulting services. During his tenure as the vice president of loss prevention for CVS/Caremark, the *Harvard Business Review* recognized CVS/Caremark as one of the top five loss prevention departments in the world based on an international study on retail best practices in the loss prevention arena. Ernie has served Kroger, Fleming Foods/Scrivner Inc., and Homeland Stores in senior positions in the area of loss prevention, operations, and information technology. He was the global leader for profit recovery and sales optimization services for Cap Gemini Ernst and Young and directed the shrink reduction effort for Arthur Andersen-Senn-Delaney.

3:30 pm

Adjournment

REGISTRATION FORM

To register online, go to www.fmi.org/events/ and select Financial Executive Conference.
Click on "register online" and follow the instructions. Registration questions?
Contact Cliff Pratt at 202.220.0828 or cpratt@fmi.org.

59th ANNUAL Financial Conference Executive

Westin Copley Place • Boston, MA • May 17-19, 2009

PLEASE TYPE OR PRINT CLEARLY (duplicate form for additional registrants).

Mr. Ms. First _____ Last _____

Badge Name _____ Title _____

Company _____

Mailing Address _____

City _____ State/Province _____ Country _____ Zip/Postal Code _____

Phone _____ Fax _____ E-mail _____

Companion Name (no registration fee)

Name _____

Confirm To (if different from above)

Name _____ E-mail _____

REGISTRATION FEE: We cannot process your registration without proper payment. We are unable to send invoices for the registration fees.

Fee includes all meeting materials, breakfasts, lunches, refreshment breaks and receptions. It does not include hotel accommodations.

Please make room reservations directly with the Westin Copley Place (1.888.627.7216).

FMI Member: \$795.00 per person

\$745.00 per person if 3 or more (paid) attend from the same company

FMI Associate Member: \$1,125.00 per person

Non Member: \$1,350.00 per person

Note: To qualify for FMI member rates, every participant must be an employee of an FMI member company. Please remember, an FMI member is either a retailer or wholesaler paying annual dues to FMI. An associate member is a supplier company paying annual associate membership dues to FMI. All others are non-members.

**Walk-in registrations accepted only if
accompanied by company check or
credit card payment of the registration fee.**

Please check all that apply First Time Attendee Sunday, May 17 Reception

PAYMENT INFORMATION:

Enclosed is my check (U.S. funds drawn on a U.S. bank – payable to Food Marketing Institute) for my registration fee. Please be sure to return this registration form with check to: **P.O. Box 758884, Lockbox #758884, Baltimore, MD 21275-8884; Ref. #3600-004-0222.**

Fax this form with credit card information to **202.220.0830**. Please charge \$ _____ to my Visa Mastercard American Express
Account No. _____ Exp. Date _____

Card Holder Name (please print) _____

Card Holder Signature (**must sign to be valid**) _____

CANCELLATION: Please notify registrar in writing by email to cpratt@fmi.org or fax 202.220.0830. A full refund is granted when a cancellation is received prior to May 1, 2009. A 60% refund is granted if cancellation is received by May 8, 2009. All registrations received after May 8, 2009 are non-refundable. No refund is granted if notification is received after May 8, 2009 (cob).

HOTEL INFORMATION: The Westin Copley Place is located at 10 Huntington Avenue, Boston, MA 02116. Hotel reservations must be made directly with the Westin by calling 1.888.627.7216. Please refer to the FMI Financial Executive Conference to receive the discounted rate of \$259.00 single/double per night. Hotel reservations must be made by **April 17, 2009**.



FMI is committed to participation in its programs by persons with disabilities. Please check if you need accommodations.

Please specify _____

FMI Use Only:

Batch Date: _____ Amount Received: _____ Check #: _____

Account No.: 3600-004-0222

In general, Treasury Regulation 1.162-5 permits an income tax deduction for educational expenses undertaken to maintain and improve professional skills.



Conference Information

Registration

Fax registration form with credit card information to 202.220.0830 or mail the enclosed registration form with payment to Food Marketing Institute, P.O. Box 758884, Lockbox #758884, Baltimore, MD 21275-8884; Ref. #3600-004-0222. To register online, go to www.fmi.org/events/, select Financial Executive Conference, click on "register online" and follow the instructions. Registration questions: contact Cliff Pratt at 202.220.0828; [cpratt @fmi.org](mailto:cpratt@fmi.org).

REGISTRATION FEE

Includes all meetings materials, breakfasts, coffee breaks, lunches and receptions. Fee does not include your hotel accommodations. Every participant – to qualify for FMI member rates – must be an employee of an FMI member company. Please remember an FMI member is either a retailer or wholesaler paying annual dues to FMI. An associate member is a supplier company paying annual associate membership dues to FMI. All others are non-members. Walk-in registrations accepted only if accompanied by payment of the registration fee in the form of company check or credit card.

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Companion: No registration fee

CANCELLATION

Full refund if notification is received in writing to cpratt@fmi.org or fax 202.220.0830 by May 1 (COB); 60% refund if received by May 8 (COB). NO REFUND IF NOTIFICATION IS RECEIVED AFTER MAY 8 (COB). ALL REGISTRATIONS RECEIVED AFTER MAY 8 ARE NON-REFUNDABLE.

HOTEL RESERVATIONS

FMI does not arrange hotel accommodations; they should be made directly with the hotel. A block of sleeping rooms (\$259.00 single/double) will be held at The Westin Copley Place (10 Huntington Avenue, Boston, MA 02116; 617.262.9600) for our attendees until **April 17**. Reservation requests received after 5:00 pm EST will be confirmed on an availability basis. All sleeping room accommodations are subject to applicable taxes.

If requested room rate is unavailable, one at the nearest rate will be reserved. Make your reservations directly with the hotel (1.888.627.7216) and be sure to identify yourself as an attendee at this FMI meeting to receive this special rate. Reservations are subject to cancellation unless guaranteed by a major credit card or one night's deposit. Failure to cancel reservations 24 hours prior to arrival date will result in forfeiture of one night's room deposit. Check-in time is 3:00 pm; check-out time is 12:00 noon.

ATTIRE

Casual attire (no ties) is recommended for the entire conference. The average daytime temperature can be in the low 70s; falling to the high 50s in the evening.



CONTINUING EDUCATION UNITS

The Food Marketing Institute is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN 37219-2417. Website: www.nasba.org.

The 59th Annual Financial Executive Conference is a "group-live" event at the advanced course level and no advanced preparation is required. Attendance at the entire conference earns a total of 18.5 CPE credits, 11.0 CPE credits in the Management Advisory Services field of study and 7.5 CPE credits in the Personal Development field of study. For more information regarding administrative policies such as complaints and refunds, please contact Cliff Pratt (cpratt@fmi.org or 202.220.0828).

PLANNING COMMITTEE

Robert Dimond (Chair)
Nash Finch Company

Paul Cox
K-VA-T Food Stores, Inc.

Gino DiGrazia
Publix Super Markets, Inc.

James Flynn
King Kullen Grocery Co., Inc.

Tim King
Brookshire Grocery Company

SuzAnn Kirby
United Supermarkets, Ltd.

Robert Walker
Associated Wholesale Grocers, Inc.

Pat Shinko
Food Marketing Institute



If you have any questions or need additional information, contact:

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Executive Financial Conference



FOOD MARKETING INSTITUTE

Food Marketing Institute
2345 Crystal Drive, Suite 800
Arlington, VA 22202

59th Annual Conference

Financial Executive

Conference

WHO SHOULD ATTEND

- CFOs
- Vice presidents of finance
- Controllers
- Treasurers
- Accounting directors

BENEFITS

- Learn how to reduce shrink and grow margins in a down economy.
- Understand what impact the changes in the marketplace will have given the current financial and economic downturn.
- Receive an update on FASB and taxes and gain a better understanding of how the conversion to the international financial standards may impact your company.
- Discover what it takes to become one of the top companies to work for.
- Find out how you can proactively manage escalating human resources costs.
- Listen to a panel of industry experts share their experiences managing a wide range of commodity pricing opportunities.