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**Risk
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& Advice**

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Connolly is the largest recovery audit firm worldwide. We are the recovery audit experts. Last year we recovered more than \$1.5 billion for our clients – straight to their bottom line.

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AGENDA AT A GLANCE

	FINANCIAL EXECUTIVE	INTERNAL AUDITING
SUNDAY, MAY 19		
5:00 P.M. – 7:00 P.M.	Cocktail Welcome Reception and Vendor Showcase	
	REGENCY WEST BALLROOM	

MONDAY, MAY 20		
7:00 A.M. – 8:00 A.M.	Breakfast	
	GARDEN TERRACE	
8:00 A.M. – 8:10 A.M.	Welcome and Opening Remarks	
8:10 A.M. – 9:00 A.M.	Designing a New Retail Economic Model	
	REGENCY EAST 1-3	
9:00 A.M. – 9:10 A.M.	Break	
	REGENCY FOYER	
9:10 A.M. – 10:00 A.M.	Tax Update: 2013 and Beyond	Retail Internal Auditing: Trends, Benchmarks and Best Practices to Measure Success
10:00 A.M. – 11:00 A.M.	Washington Panorama	Managing The Audit Versus Letting The Audit Manage You!
	REGENCY EAST 1-3	LIVE OAK
11:00 A.M. – 11:15 A.M.	Break	Break
	REGENCY FOYER	LIVE OAK FOYER
11:15 A.M. – 12:15 P.M.	FMI 2013 Financial Review: Insights, Benchmarks and Trends to Measure Success	The Power of Data Analytics
	REGENCY EAST 1-3	LIVE OAK
12:15 P.M. – 1:15 P.M.	Lunch	
	REGENCY BALLROOM CENTER	
1:15 P.M. – 2:15 P.M.	The Big Picture: Macroeconomic Factors Shaping The Food Industry	
	REGENCY EAST 1-3	
2:15 P.M. – 2:30 P.M.	Break	
	REGENCY FOYER	



2:30 P.M. – 4:00 P.M.	Idea Exchange	Idea Exchange
	NUECES, FRIO, BLANCO, LLANO, PECOS	LIVE OAK
4:00 P.M. – 4:15 P.M.	Break	
	REGENCY FOYER	
4:15 P.M. – 5:15 P.M.	Treasury's New Role: Monetizing Big Data Across The Five Mobile Trigger Points	
	REGENCY EAST 1-3	
5:30 P.M. – 7:00 P.M.	Cocktail Reception	
	LA VISTA TERRACE	

2:45 P.M. – 3:45 P.M.	Driving Financial Performance Through Cost Management Strategies	Front End Auditing
	REGENCY EAST 1-3	LIVE OAK
3:45 P.M. – 4:00 P.M.	Break	
	REGENCY FOYER	
4:00 P.M. – 5:00 P.M.	Keynote Speaker: The Trust Edge	
	REGENCY EAST 1-3	
6:00 P.M. – 10:30 P.M.	Country Western Evening at Rio Cibolo Ranch (Buses board at 5:45 p.m.)	

TUESDAY, MAY 21

7:00 A.M. – 8:00 A.M.	Breakfast			
	GARDEN TERRACE			
8:00 A.M. – 9:00 A.M.	Financial Reporting and Accounting Update			
	REGENCY EAST 1-3			
9:00 A.M. – 9:10 A.M.	Break			
	REGENCY FOYER			
9:10 A.M. – 10:10 A.M.	What's The Buzz About Big Data?		Theft Hurts But Operational Shrink Kills	
	REGENCY EAST 1-3		LIVE OAK	
10:10 A.M. – 11:10 A.M.	Sustainability and CSR		Fraud Open Forum	
	REGENCY EAST 1-3		LIVE OAK	
11:10 A.M. – 11:20 A.M.	Break		Break	
	REGENCY FOYER		LIVE OAK FOYER	
11:20 A.M. – 12:20 P.M.	Roundtable: Revenue Recognition	Roundtable: Lease Accounting	Fraud and Abuse in the Construction Industry	Identifying Risks and Fraud in the Petro Industry
	BLANCO/LLANO	CHULA VISTA	LIVE OAK	NUECES/FRIO
12:20 P.M. – 1:45 P.M.	Lunch with Keynote Speaker			
	REGENCY EAST 1-3			
1:45 P.M. – 2:45 P.M.	Pharmacy Profitability	Monetizing Owned Real Estate	Store Auditing	Pharmacy Third Party Audit
	BLANCO/LLANO	CHULA VISTA	LIVE OAK	NUECES/FRIO

WEDNESDAY, MAY 22

7:00 A.M. – 8:00 A.M.	Breakfast	Breakfast
	REGENCY EAST 2-3	LIVE OAK
8:00 A.M. – 9:00 A.M.	Optimizing Your Spend for Value	Warehouse Auditing
	REGENCY EAST 2-3	LIVE OAK
9:00 A.M. – 9:20 A.M.	Break	Break
	REGENCY FOYER	LIVE OAK FOYER
9:20 A.M. – 10:20 A.M.	Discussion Groups	Direct Store Delivery
	REGENCY EAST 1-3	LIVE OAK
10:20 A.M. – 10:30 A.M.	Break	Break
	REGENCY FOYER	LIVE OAK FOYER
10:30 A.M. – 11:30 A.M.	Discussion Groups	Anti-Money Laundering and the Bank Secrecy Act
	REGENCY EAST 1-3	LIVE OAK

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INTERNAL AUDITING CONFERENCE AGENDA

SUNDAY, MAY 19

5:00 P.M. – 7:00 P.M.
REGENCY WEST

**COCKTAIL WELCOME RECEPTION AND
VENDOR SHOWCASE**

Sponsored by SIB Development and Consulting

MONDAY, MAY 20

7:00 A.M. – 8:00 A.M.
GARDEN TERRACE

BREAKFAST

*Sponsored by Phyle Inventory Control
Specialists (PICS)*

8:00 A.M. – 8:10 A.M.
REGENCY EAST 1-3

WELCOME AND OPENING REMARKS

8:10 A.M. – 9:00 A.M.
REGENCY EAST 1-3

**DESIGNING A NEW RETAIL ECONOMIC
MODEL**

FMI's Trends 2013 research tells a compelling story of change. Shoppers are now in control, as retailers battle to capture loyalty with a focus on value creation. Emerging trends such as new electronic channels, experience-based formats, rewired merchandising and marketing and personal technologies are dramatically transforming the food retailing landscape and driving new economic models. This session will review the key factors driving this transformation, address the subsequent challenges faced by retailers and offer recommendations to financial leaders to enable them to compete and succeed within this increasingly complex and competitive food retail environment.

» *Thom Blischok, Chief Retail Strategist and Senior
Executive Advisor, Booz & Co.*

9:00 A.M. – 9:10 A.M.
REGENCY FOYER

BREAK



9:10 A.M. – 10:00 A.M. RETAIL INTERNAL AUDITING: TRENDS, BENCHMARKS AND BEST PRACTICES TO MEASURE SUCCESS

LIVE OAK

Join us to hear the latest trends, benchmarks and best practices for internal auditing professionals in the retail industry. Based on original research conducted exclusively for this conference by means of a survey designed in consultation with your internal auditing peers, this presentation will reveal insights on productivity measures, gauging efficiency and effectiveness of the audits and creation of audit plans. Leave this session with a clear understanding of industry practices in measuring audit success and how to measure your own organization to those of your industry peers.

» *Anne-Marie Roerink, Principal, 210 Analytics, LLC*

10:00 A.M. – 11:00 A.M. MANAGING THE AUDIT VERSUS LETTING THE AUDIT MANAGE YOU!

LIVE OAK

Are your projects consistently overrun? Do you find yourself reviewing the same work more than twice? Do you often find you have completed an audit plan/program section and yet did not accomplish your objective? You're not alone! These are all common problems faced by internal auditors. Identify and overcome the challenges affecting auditors resulting in ineffective audits. Determine how to differentiate between audit creepers and risks; learn how to focus on the final outcome and discover the key to developing effective and focused audit programs to ensure you meet objectives, effectively and in a timely manner.

» *Leticia Herrera-Price, Principal, LHP Consulting*

11:00 A.M. – 11:15 A.M. BREAK

LIVE OAK FOYER

Sponsored by Epicor Software Corporation

11:15 A.M. – 12:15 P.M. THE POWER OF DATA ANALYTICS

LIVE OAK

This session will provide ideas and demonstrations on how data extraction software can be utilized to increase the effectiveness and efficiency of analyzing financial information. Identify opportunities for data extraction software usage in day-to-day operations and discover how the information gleaned from data extraction software can help you focus resources on higher risk areas of the business

» *Mandy Strauss, Partner, Assurance Services, McGladrey, LLP*

12:15 P.M. – 1:15 P.M. LUNCH

REGENCY BALLROOM CENTER

1:15 P.M. – 2:15 P.M. THE BIG PICTURE: MACROECONOMIC FACTORS SHAPING THE FOOD INDUSTRY

REGENCY EAST 1-3

Sponsored by Ameriquest Business Services

Gain insight into key macroeconomic factors that financial executives in the grocery industry can incorporate into their strategic and financial projections calculus. Review the current state of the U.S. and global macroeconomy and the potential implications for the food retail industry. Learn which key metrics food retailers should monitor and discuss the impact of current macroeconomic dynamics on your operating region and performance.

» *Scott Moses, Managing Director - Head of Food, Drug & Specialty Retail Investment Banking, Sagent Advisors*

2:15 P.M. – 2:30 P.M. BREAK

REGENCY FOYER

2:30 P.M. – 4:00 P.M. IDEA EXCHANGE

LIVE OAK

Join your industry peers in an open dialogue on the top issues facing internal auditors in the food retailing industry.

4:00 P.M. – 4:15 P.M. BREAK

REGENCY FOYER

Sponsored by Epicor Software Corporation



4:15 P.M. – 5:15 P.M.
REGENCY EAST 1-3

TREASURY'S NEW ROLE: MONETIZING BIG DATA ACROSS THE FIVE MOBILE TRIGGER POINTS

Sponsored by WorldPay

Discover how Treasury is using mobile payments to transform payments from a “cost of doing business” to a “new line of business” by monetizing the “big data” feeds from transaction processing. In this candid, interactive discussion learn how the Treasury and Finance functions lead the strategy effort and eventual deployment of mobile payments and capture the upside revenue streams derived from the opt-in transaction data generated before, during and after each sale transaction. Real examples of the ROI and business drivers used to establish the new mobile payment profit center governed by Treasury and/or Finance will be shared and critiqued in the discussion.

- » *Richard K. Crone, CEO, Crone Consulting, LLC*
- » *Heidi Liebenguth, Research Director, Crone Consulting, LLC*

5:30 P.M. – 7:00 P.M.
LA VISTA TERRACE

COCKTAIL RECEPTION

Sponsored by Apex Analytix

TUESDAY, MAY 21

7:00 A.M. – 8:00 A.M.
GARDEN TERRACE

BREAKFAST

Sponsored by Connolly, LLC

8:00 A.M. – 9:00 A.M.
REGENCY EAST 1-3

FINANCIAL REPORTING AND ACCOUNTING UPDATE

Sponsored by Balance Innovations, LLC.

Attend this informative session to get crucial updates on upcoming financial reporting revisions and stay current on changes in the regulatory environment. Get an overview of recently issued accounting standards, proposals and exposure drafts and hear SECs views on accounting and reporting issues. Discuss proposed changes to private company standard setting and reporting.

- » *Amy Grubbs, Executive Director, Ernst & Young LLP*

9:00 A.M. – 9:10 A.M.
REGENCY FOYER

BREAK

9:10 A.M. – 10:10 A.M.
LIVE OAK

NEWS FLASH: THEFT HURTS BUT OPERATIONAL SHRINK KILLS

Today we know that approximately 64% of store shrink is Operational Shrink. Learn the 9 causes of operational shrink, how much it is costing your company and the 7 best practices to control it. Discover new ways to improve your personal value proposition, how to collaborate with Store Operations and how to proactively reduce and prevent store shrink for measurable profit. Hear highlights, facts and stats from the 2012 National Supermarket Shrink Survey & Best Practices Study.

- » *Larry Miller, CEO, Retail Control Group*

10:10 A.M. – 11:10 A.M.

FRAUD OPEN FORUM

LIVE OAK

Join your peers for a fascinating look at actual retail fraud cases that illustrate the consequences of internal control failure. Contribute your own experiences and learn from those of your peers in this interactive and informative session.

- » *K. Michael Howse, Director Internal Audit, Spartan Stores, Inc.*
- » *Marty Gurry, Internal Audit Director, Meijer, Inc.*

11:10 A.M. – 11:20 A.M.

BREAK

LIVE OAK FOYER



11:20 A.M. – 12:20 P.M. BREAKOUT SESSIONS

LIVE OAK

FRAUD AND ABUSE IN THE CONSTRUCTION INDUSTRY

Construction projects are often major initiatives that can require significant monetary resources and command a high visibility within an organization. The construction industry is specialized and has its own language and industry norms which are sometimes exploited to the detriment of project owners. This session will provide insight into construction contract compliance areas of risk for owners, provide guidance on how to mitigate these risks and discuss common fraud and abuse tactics.

» *William M. Consolie, Global Practice Leader, Construction Services, Experis Finance*

NUECES/FRIO

IDENTIFYING RISKS AND FRAUD IN THE PETRO INDUSTRY

Attend this informative session to get an understanding of the types of risk and fraud prevalent in the petro industry such as device tampering, driver and vendor fraud and learn how to identify red flags. Uncover how to appropriately account for fuel inventories and discuss the financial impacts of improper or absent accounting entries for petro inventories and equipment.

» *Carl Ray Polk, Managing Partner, Corner Capital Advisors*

12:20 P.M. – 1:45 P.M.

LUNCH WITH KEYNOTE SPEAKER

REVIVE SPIRIT IN THE WORKPLACE!

Sponsored by NCH Marketing Services, Inc.

Spirit is the atmosphere and attitude of a place or situation that influences effort and attitude in its people. Reviving spirit in the workplace is about creating awareness that excellence still matters. Teamwork still works. Positive communication is a must. And profit, productivity, and performance depend on attitude and effort now more than ever. Learn how reviving spirit in the workplace can improve employee engagement and communication, recharge attitudes and detox the negative thinking and behaviors that disrupt performance. Discover how to unleash the leader within and find solutions and ideas to deal with the stresses of changes, challenges, and the unexpected, as your company makes new decisions based on current trends.

» *Sam Glenn, Motivational Speaker and Author of "A Kick in the Attitude"*

1:45 P.M. – 2:45 P.M.

NUECES/FRIO

BREAKOUT SESSIONS

PHARMACY THIRD PARTY AUDITS

Navigating through contractual arrangements and processes for pharmacy third party billing presents a formidable challenge. This case study will explore how the internal auditing department at Spartan Stores, Inc. realized a value-added savings of \$200 - \$500K per annum by means of a pharmacy third party billing process review. Discover process improvement opportunities to mitigate control gaps in the contract administration, RX cost updating and account reconciliation areas and learn how to conduct a high level operational review of your own billing process.

» *Bill Naughton, Corporate Audit Manager, Spartan Stores, Inc.*



LIVE OAK

STORE AUDITING

Join a roundtable discussion of retail audit activities and related fraud findings and debate how to identify risk and assess internal controls.

» *Sandra Mallon, Retail Audit Manager, Brookshire Brothers*

2:45 P.M. – 3:45 P.M.

LIVE OAK

FRONT END AUDITING

The front end is the single greatest contributor of risk exposure and shrink impact in your stores. Learn how cashiers manipulate register systems to commit fraud and how to use key performance indicators (KPI) as an effective tool to monitor the front end and identify cashier fraud. Find out what controls are critical to impact front-end shrink and improve your company's bottom line.

» *Don Johnsey, President, JD Johnsey & Associates*

3:45 P.M. – 4:00 P.M.

REGENCY FOYER

BREAK

4:00 P.M. – 5:00 P.M.

REGENCY EAST 1-3

THE TRUST EDGE: HOW TOP LEADERS GAIN FASTER RESULTS, DEEPER RELATIONSHIPS AND A STRONGER BOTTOM LINE

A lack of trust is your biggest expense. It may take years for a manager or an executive to develop the trust of his or her employees, but only moments to lose. Without trust, transactions cannot occur and influence is destroyed. Without trust, leaders lose teams and people lose sales. Without trust, organizations lose productivity, relationships, reputation, talent, customer loyalty, creativity, morale, revenue, and results. Indeed trust, not money, is the currency of business. This session, based on David Horsager's top-selling book THE TRUST EDGE, will provide you with the ultimate guide to earning, maintaining, and even rebuilding this most critical factor of every business relationship.

» *David Horsager, Business Strategist and Author*

6:00 P.M. – 10:30 P.M.

COUNTRY WESTERN EVENING AT RIO CIBOLO RANCH

"A Little Bit of Texas and a Whole Lot of Fun!"

Sponsored by Flextechs, North America

Buses board at 5.45 p.m. and will leave promptly at 6:00 p.m.

Latecomers will need to find their own transportation to the event! Buses will return to the hotel by 10:30 p.m.

WEDNESDAY, MAY 22

7:00 A.M. – 8:00 A.M.

LIVE OAK

BREAKFAST

sponsored by PRGX

8:00 A.M. – 9:00 A.M.

LIVE OAK

WAREHOUSE AUDITING

Warehouse operations are one of the core areas for internal audit to deliver value in a low margin, high volume business. A risk-based warehouse audit program can yield measurable results by enhancing controls and minimizing waste. In this session, participants will review warehouse controls and assess their effectiveness, discover how to determine the root cause of damages and shrink and develop remedial strategies, discover the importance of food safety on the bottom line and company image and learn strategies for follow-up and permanent improvements.

» *Tim Deck, Senior Internal Auditor, C&S Wholesalers, Inc.*

9:00 A.M. – 9:20 A.M.

LIVE OAK FOYER

BREAK

9:20 A.M. – 10:20 A.M. **DIRECT STORE DELIVERY AUDITING**

LIVE OAK

DSD presents a high risk exposure as one person is responsible for receiving up to 25% of your store inventory. Learn how to improve your store-level audit process to reduce shrink at the back door by identifying risk in the DSD environment, auditing controls to reduce vendor and receiver fraud, and using data mining techniques to identify shrink. Learn what industry best practices are critical for control of the backroom.

» Don Johnsey, President, JD Johnsey & Associates

10:20 A.M. – 10:30 A.M. **BREAK**

LIVE OAK FOYER

10:30 A.M. – 11:30 A.M. **ANTI-MONEY LAUNDERING AND THE BANK SECRECY ACT: WHAT YOU NEED TO STAY COMPLIANT**

The Bank Secrecy Act (BSA) requires financial institutions in the United States to assist U.S. government agencies to detect and prevent money laundering. Learn how to recognize and report money laundering, understand how it differs from terrorist financing and get an overview of the U.S. laws designed to counter both. Review record keeping and reporting requirements associated with the BSA/AML to remain compliant with its provisions. Hear about new initiatives specific to consumer fraud and protection.

» Valdis I. Undiks, CAMS, Strategic Account Compliance Advisor, Consumer Protection, Compliance & Ethics Department, Western Union Financial Services, Inc.

11:30 A.M.

CONFERENCE ADJOURNS



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FINANCIAL EXECUTIVE CONFERENCE AGENDA

SUNDAY, MAY 19

5:00 P.M. – 7:00 P.M. **COCKTAIL WELCOME RECEPTION AND
VENDOR SHOWCASE**
REGENCY WEST
Sponsored by SIB Development and Consulting

MONDAY, MAY 20

7:00 A.M. – 8:00 A.M. **BREAKFAST**
GARDEN TERRACE
*Sponsored by Phyle Inventory Control
Specialists (PICS)*

8:00 A.M. – 8:10 A.M. **WELCOME AND OPENING REMARKS**
REGENCY EAST 1-3

8:10 A.M. – 9:00 A.M. **DESIGNING A NEW RETAIL ECONOMIC
MODEL**
REGENCY EAST 1-3
FMI's Trends 2013 research tells a compelling story of change. Shoppers are now in control, as retailers battle to capture loyalty with a focus on value creation. Emerging trends such as new electronic channels, experience-based formats, rewired merchandising and marketing and personal technologies are dramatically transforming the food retailing landscape and driving new economic models. This session will review the key factors driving this transformation, address the subsequent challenges faced by retailers and offer recommendations to financial leaders to enable them to compete and succeed within this increasingly complex and competitive food retail environment.
» *Thom Blischok, Chief Retail Strategist and Senior Executive Advisor, Booz & Co.*

9:00 A.M. – 9:10 A.M. **BREAK**
REGENCY FOYER

9:10 A.M. – 10:00 A.M. **TAX UPDATE: 2013 AND BEYOND**
REGENCY EAST1-3
Stay on top of recently enacted federal tax legislation changes and get expert opinion on the impact these changes will have on your business now and in the future. Discuss the outlook for future legislation in 2013 and beyond.
» *Dustin Stamper, Washington National Tax Office, Grant Thornton*

10:00 A.M. – 11:00 A.M. **WASHINGTON PANORAMA**
REGENCY EAST 1-3
See what the new administration and Congress means for your business and the retail food industry. Get an overview of the current legislative, regulatory and political changes that will impact your operations for months and years to come and get updates on critical issues such as tax fairness, LIFO, pensions, swipe fees and health care.
» *Jennifer Hatcher, Senior VP, Government and Public Affairs, Food Marketing Institute*

11:00 A.M. – 11:15 A.M. **BREAK**
REGENCY FOYER
Sponsored by Epicor Software Corporation

11:15 A.M. – 12:15 P.M. **FMI 2013 FINANCIAL REVIEW: INSIGHTS,
BENCHMARKS AND TRENDS TO
MEASURE SUCCESS**
REGENCY EAST 1-3
Join us to hear the latest trends, benchmarks and best practices for financial leaders in the food retail industry. Based on original research conducted exclusively for this conference by means of a survey designed in consultation with your financial peers, this presentation will reveal insights on shrink metrics and reporting, provide benchmarking of major operational expenses categories such as pay and benefits and disclose candid impressions on the outlook for 2013. Leave this session with a clear understanding of what other retailers are doing in major expense areas to better gauge their performance and how to benchmark your own organization against those of your peers.
» *Anne-Marie Roerink - Principal, 210 Analytics, LLC*
» *Bob Graybill, President and CEO, FMS*



12:15 P.M. – 1:15 P.M. **LUNCH**

REGENCY BALLROOM CENTER

1:15 P.M. – 2:15 P.M.

REGENCY EAST 1-3

THE BIG PICTURE: MACROECONOMIC FACTORS SHAPING THE FOOD INDUSTRY

Sponsored by Ameriquest Business Services

Gain insight into key macroeconomic factors that financial executives in the grocery industry can incorporate into their strategic and financial projections calculus. Review the current state of the U.S. and global macroeconomy and the potential implications for the food retail industry. Learn which key metrics food retailers should monitor and discuss the impact of current macroeconomic dynamics on your operating region and performance.

» *Scott Moses, Managing Director - Head of Food, Drug & Specialty Retail Investment Banking, Sagent Advisors*

2:15 P.M. – 2:30 P.M.

BREAK

REGENCY FOYER

2:30 P.M. – 4:00 P.M.

NUECES/FRIO/
BLANCO/LLANO/
PECOS

IDEA EXCHANGE

(OPEN TO RETAILERS/WHOLESALERS ONLY)

Join your industry peers in an open dialogue on the top issues facing financial executives in the food retailing industry.

4:00 P.M. – 4:15 P.M.

REGENCY FOYER

BREAK

Sponsored by Epicor Software Corporation

4:15 P.M. – 5:15 P.M.

REGENCY EAST 1-3

TREASURY'S NEW ROLE: MONETIZING BIG DATA ACROSS THE FIVE MOBILE TRIGGER POINTS

sponsored by WorldPay

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» *Heidi Liebenguth, Research Director, Crone Consulting, LLC*

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COCKTAIL RECEPTION

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REGENCY EAST 1-3

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» *Amy Grubbs, Executive Director, Ernst & Young LLP*



9:00 A.M. – 9:10 A.M. **BREAK**

REGENCY FOYER

9:10 A.M. – 10:10 A.M. **WHAT'S THE BUZZ ABOUT BIG DATA?
AND WHY SHOULD FINANCIAL
EXECUTIVES CARE?**

REGENCY EAST 1-3

How does a finance executive use data to drive better business decisions and value within an organization? Attend this session to gain insight into the evolution of data analytics and business intelligence in grocery. Learn best practices and discover how to develop the appropriate structure within your organization to use business analytics effectively. This session will also address the use of mobile strategies and effective dashboard techniques and will reveal the quick and easy ideas that every organization can implement, regardless of size.

- » John O'Rourke, Vice President, Product Marketing, Oracle Corporation

10:10 A.M. – 11:10 A.M. **SUSTAINABILITY AND CSR – WHAT
FINANCIAL LEADERS NEED
TO KNOW AND DO.**

REGENCY EAST 1-3

Concern over natural resource shortages and increased pressure among investors and stakeholders means that for today's C-Suite executives, corporate social responsibility (CSR) and sustainability is far from just a "nice to have" business model. Scenario planning is becoming a sustainability imperative and CEOs and CFOs at leading companies are recognizing the need for deeper engagement. Gain insight into the emerging trends in the world of CSR and sustainability and learn how markets and stakeholders are holding the reins when it comes to driving companies to address sustainability-related risks and opportunities. Discover what you, as financial leaders, need to know and do to stay on top of these hot button issues.

- » John J. DeRose, Executive Director, Climate Change & Sustainability Services, Ernst & Young, LLP

11:10 A.M. – 11:20 A.M. **BREAK**

REGENCY FOYER

11:20 A.M. – 12:20 P.M. **ROUNDTABLE DISCUSSIONS**

BLANCO/LLANO

ROUNDTABLE: REVENUE RECOGNITION

Join your peers in a roundtable discussion on accurate and timely recognition of vendor funds and deals in the grocery industry. Get an overview of the latest accounting guidance on revenue recognition and hear how one retailer successfully streamlined systems and procedures throughout the company to improve controls, accelerate cash collection and improve the revenue recognition process. Discuss how such process improvements can be applied across all areas of the business.

- » Holly Shotts, Director of Financial Accounting, Brookshire Grocery Company
- » Chris Pierce, Managing Partner – Assurance Services, McGladrey LLP

CHULA VISTA

ROUNDTABLE: LEASE ACCOUNTING

With the publication of a new exposure draft related to the joint IASB/FASB leasing project expected in the first half of 2013, this roundtable discussion will address the more significant changes include in, or expected in the draft the potential impacts of adoption on the retail food industry. This session will also include a discussion on the impact of default and other contractual provisions on lease classification and measurement, construction or renovation of leased real estate including illustrations of possible accounting models and disposals involving continued use of the property.

- » Chad Soares, Partner, PriceWaterhouseCoopers



12:20 P.M. – 1:45 P.M.

LUNCH WITH KEYNOTE SPEAKER

REVIVE SPIRIT IN THE WORKPLACE!

Sponsored by NCH Marketing Services, Inc.

Spirit is the atmosphere and attitude of a place or situation that influences effort and attitude in its people. Reviving spirit in the workplace is about creating awareness that excellence still matters. Teamwork still works. Positive communication is a must. And profit, productivity, and performance depend on attitude and effort now more than ever. Learn how reviving spirit in the workplace can improve employee engagement and communication, recharge attitudes and detox the negative thinking and behaviors that disrupt performance. Discover how to unleash the leader within and find solutions and ideas to deal with the stresses of changes, challenges, and the unexpected, as your company makes new decisions based on current trends.

- » *Sam Glenn, Motivational Speaker and Author of "A Kick in the Attitude"*

1:45 P.M. – 2:45 P.M.

BLANCO/LLANO

BREAKOUT SESSIONS

PHARMACY PROFITABILITY

This session is designed to provide financial leaders with directional insights to drive profitability from retail pharmacies and maximize the opportunity to leverage the pharmacy as a channel to drive new store traffic and maintain an existing customer base. Gather analytical skills to help drive operational efficiency, optimize cost of goods and reimbursement and obtain and retain pharmacy revenue. Gain insight on aspects of the pharmacy industry that will help you define your pharmacy business in the next three years including an assessment of the pipeline of drugs, specialty pharmacy, the impact of the Affordable Care Act and how you can adjust your business to meet these issues.

- » *Ned Finn, Vice President, Pharmacy Services, Inmar, Inc.*
- » *Millard Nance, Former Vice President, Pharmacy, Delhaize America*

CHULA VISTA

MONETIZING OWNED REAL ESTATE THROUGH A REIT IPO – A CASE STUDY

This case study analyzes the recent decision by Loblaw's Canada to spin off its real estate holdings in a separate real estate investment trust (REIT) in order to unlock value for its shareholders and create an additional source of capital. Attend this informative session to discover how U.S.-based food retailers could benefit from a similar transaction. Learn how to decipher the math behind the Loblaw's spin-out, discover methods for valuing and monetizing owned real estate and hear how to perform an analysis on your own real estate portfolio.

- » *Karen Short, Managing Director, Equity Research Analyst, BMO Capital Markets*

2:45 P.M. - 3:45 P.M.

REGENCY EAST 1-3

DRIVING FINANCIAL PERFORMANCE THROUGH COST MANAGEMENT STRATEGIES

In a competitive environment, managing SG&A costs while pushing top-line growth is a continued strategic imperative for retailers. Managing spending for indirect goods and services (not for resale) is a critical component of SG&A. Leading companies are applying corporate governance, contract management, processes and business controls in a variety of ways to drive savings. This session will summarize the findings from Accenture's global high performance research and reveal what these leading companies are doing to deliver significant financial results.

- » *Jorge Corral, Partner, Accenture Management Consulting*

3:45 P.M. – 4:00 P.M.

REGENCY FOYER

BREAK



4:00 P.M. – 5:00 P.M.
REGENCY EAST 1-3

THE TRUST EDGE: HOW TOP LEADERS GAIN FASTER RESULTS, DEEPER RELATIONSHIPS AND A STRONGER BOTTOM LINE

A lack of trust is your biggest expense. It may take years for a manager or an executive to develop the trust of his or her employees, but only moments to lose. Without trust, transactions cannot occur and influence is destroyed. Without trust, leaders lose teams and people lose sales. Without trust, organizations lose productivity, relationships, reputation, talent, customer loyalty, creativity, morale, revenue, and results. Indeed trust, not money, is the currency of business. This session, based on David Horsager's top-selling book THE TRUST EDGE, will provide you with the ultimate guide to earning, maintaining, and even rebuilding this most critical factor of every business relationship.

» *David Horsager, Business Strategist and Author*

6:00 P.M. – 10:30 P.M.

COUNTRY WESTERN EVENING AT RIO CIBOLO RANCH “A Little Bit of Texas and a Whole Lot of Fun!”

Sponsored by Flextechs, North America

Buses begin leading at 5:45 p.m. and will leave promptly at 6:00 p.m. Latecomers will need to find their own transportation to the event! Buses will return to the hotel by 10:30 p.m.

WEDNESDAY, MAY 22

7:00 A.M. – 8:00 A.M. **BREAKFAST**
REGENCY EAST 2-3 *sponsored by PRGX*

8:00 A.M. – 9:00 A.M. **OPTIMIZING YOUR SPEND FOR VALUE**

REGENCY EAST 2-3 Most companies have implemented good spend management practices. So how do you continue to reduce your P2P costs and move to best practices in spend management? Share your challenges with your peers and learn how to migrate to an analytics driven business model.

» *Mathew Harrowing, VP Business Analytics & Advisory Services, PRGX USA, Inc.*

9:00 A.M. – 9:20 A.M. **BREAK**
REGENCY FOYER

9:20 A.M. – 10:20 A.M. DISCUSSION GROUPS
REGENCY EAST 1-3 **Incentive Plans, Shrink Analytics,
Inventory Valuation**

10:20 A.M. – 10:30 A.M. **BREAK**
REGENCY FOYER

10:30 A.M. – 11:30 A.M. DISCUSSION GROUPS
REGENCY EAST 1-3 **Healthcare Expenses, Succession
Planning, Expense Accountability**

11:30 A.M. **CONFERENCE ADJOURNS**