



# Financial Management Conference

October 10-12, 2011 • Hyatt Regency Sacramento, CA



PREPARING  
FOR  
GROWTH



**N.G.A./FMS Financial Management Conference**  
October 10 – 12, 2011 • Sacramento, CA

## *Preparing For Growth*

### *Schedule of Events*

#### **Monday, October 10**

**7:30 – 9:00 pm**      **REGISTRATION, RECEPTION**  
*Capitol View (15<sup>th</sup> Floor)*

#### **Tuesday, October 11**

**7:30 – 8:00 am**      **CONTINENTAL BREAKFAST**  
*Capitol View room (15<sup>th</sup> Floor)*

**8:00 – 5:00 pm**      **GENERAL SESSION**  
*Capitol View room (15<sup>th</sup> Floor)*

**8:00 – 8:15 am**      **WELCOMING REMARKS**  
*Peter Larkin*  
*President & CEO, National Grocers Association*  
*Bob Graybill*  
*President, FMS Solutions*

**8:15 – 9:00 am**      **INDUSTRY REVIEW**  
**TAKING ADVANTAGE OF**  
**INDUSTRY CONSOLIDATION**  
How will the competition in your community change in the next few years? From the leader in industry merger and acquisition trends, learn how the landscape is changing, which companies are likely to grow and which retailers are acquisition targets. Understand how to

position your company for growth and benefit from consolidation in your market.

*David Schoeder*  
*Principal, The Food Partners*

**9:00 – 9:45 am**

### **ECONOMY REVIEW – WHAT TO EXPECT NEXT YEAR**

Economic reports still have a mixed message. When can we expect strong job growth, a good uptick in consumer spending, and easier access to credit? Should you plan for inflation or deflation? We'll decipher the economic statistics, quickly review the impact of international issues and discuss the economy's slow migration to full recovery.

*James Russo*  
*Vice President, Global Consumer Insights, Nielsen*

**9:45 – 10:30 am**

### **WASHINGTON REVIEW – HOW WILL GOVERNMENT ACTIVITIES IMPACT YOUR BOTTOM LINE?**

It's been a busy year in Washington. Active legislative issues include swipe fees, food safety, tax reform and health care. Hear how new legislation will impact the financial health of your company.

*Greg Ferrara*  
*Director, Government Relations*  
*National Grocers Association*

**10:30 – 11:00 am**

### **NETWORKING BREAK**

**11:00 – 11:45 am**

### **TURN PENNIES INTO DOLLARS – TOP TEN PLANNING TIPS FOR 2011 AND BEYOND**

Significant tax opportunities exist for 2011 and 2012 due to the passage of various favorable tax legislations, including income, estate tax provisions and unemployment insurance, to name a few. Know which tax breaks you

should take advantage of now as many are set to expire at the end of 2012. Discover what new tax regulations may be on the horizon, including changes in tax rates, accelerated depreciation, and inventory valuation. Planning now for tomorrow's tax changes could have a significant impact on your tax bill.

*Brad Bell*

*Partner, BGBC Partners*

*Mike Turpin,*

*Tax Manager, BGBC Partners*

**11:45 am – 12:45 pm LUNCH**

*Capitol View room (15<sup>th</sup> Floor)*

**12:45 – 2:45 pm**

*Capitol View room*

**DISCOVER HIDDEN DEDUCTIONS WITH  
COST SEGREGATION ANALYSIS**

An effective cost segregation analysis could have a huge impact on your bottom line. Understand when to accelerate depreciation for significant cost savings. Bring your own data and we'll walk through a typical cost segregation analysis. Plus, hear real world case studies of cost segregation applications. This hands-on workshop will ensure a positive ROI for this conference.

*Jeff Lueken*

*Vice President, Lueken's Food Stores*

*Robert Lehmann*

*Partner and Senior Vice President, Sales  
Cost Seg Associates*

**2:45 – 3:15 pm**

**NETWORKING BREAK**

**3:15 – 4:15 pm**

**PREPARING FOR GROWTH –  
TAPPING NEW MARKETS WITH  
NEW MARKETS TAX CREDITS**

Independents are better-suited to tackling the national problem of food deserts. Flexibility

and the ability to truly understand the neighborhood and community are key advantages for IOs. New Markets Tax Credits are one of the more useful tools that can be used to provide flexible financing solutions to help retailers grow while successfully expanding access to healthy, fresh foods for underserved communities. Discover what options may be available to you and how other retailers have created successful operations in food deserts.

*Jeffrey Brown*

*President and CEO, Brown's Super Stores, Inc.*

*Greg Ferrara*

*Director, Government Relations*

*National Grocers Association*

*Terry Simonette*

*President and CEO, NCB Capital Impact*

**4:15 – 5:00 pm**

## **ACCESS TO CREDIT AND FINANCING**

Accessing a quality source of capital in a timely fashion is a key component for any growth strategy. Be ready to act when the opportunity strikes. Discover where to find funds for growth or capital development and what a typical loan structure looks like. Understand the status of credit markets and how a new regulatory focus could impact your plans. With a leading wholesaler, explore the information banks use to evaluate credit and highlight favorable and unfavorable credit characteristics.

*Christine Neal*

*Senior Vice President, Finance and Treasurer,  
Unified Grocers*

*Mike Novak*

*Senior Vice President, NCB*

*David Schoeder*

*Principal, The Food Partners (moderator)*

**5:30 – 6:30 pm**  
*Pool Upper Deck*

## **COCKTAIL RECEPTION**

## Wednesday, October 12

**7:30 – 8:00 am**      **CONTINENTAL BREAKFAST**  
*Big Sur AB (Second Floor)*

**8:00 – 11:45 am**      **GENERAL SESSION**  
*Big Sur AB (Second Floor)*

**8:00 – 8:15 am**      **WELCOMING REMARKS**

*Charlie Bray*  
*Senior Vice President and Chief Operating Officer*  
*National Grocers Association*

*Bob Graybill*  
*President, FMS Solutions*

**8:15 – 9:00 am**      **IS YOUR FINANCIAL HOUSE IN ORDER?**  
Do your financial statements steer your business or are they simply fodder for your tax return? Understand how proper preparation of financial statements can help you grow your business. Discover the importance of simple steps such as account and bank reconciliation, budget preparation, reporting and review, cash flow reporting and benchmarking. Review key metrics to determine if your balance sheet is in order. Truly understanding the financial structure of your organization can help prepare for expansion.

*Bob Graybill*  
*President, FMS Solutions*

*Jeff Reeder*  
*Executive Vice President, Gerland's Food Fair*

**9:00 – 10:30 am**      **PREPARING FOR GROWTH –  
INDUSTRY PANEL**

Are you considering an increase in store count? Whether you are planning to buy an existing store, take over a vacant building

across town or build from scratch, there are many details to consider. From financing to creating the right management team to a thorough market analysis, learn from a panel of your peers and industry experts what you need to do start your expansion plans on a strong footing.

*Jeff Reeder*

*Executive Vice President, Gerland's Food Fair*

*Roger Collins*

*Chairman & CEO, Harps Foods Stores, Inc.*

*Dennis Lindsay*

*Chief Financial Officer, Nugget Markets, Inc.*

*David Schoeder,*

*Principal, The Food Partners (moderator)*

**10:30 – 10:45 am**

**BREAK**

**10:45 – 11:45 am**

**FRONT-END EVOLUTION TO REVOLUTION**

The emergence of new technology and products are prominent in today's grocery and retail environments. Understand the products, and tools that are available to the industry and how they can reduce operating costs. Discover how to approach technology purchase decisions with the right considerations in mind. Embrace a decision-making process that includes price, return on investment, improved customer experience and enhanced productivity.

*Jeff Geron*

*Director of Business Development*

*Pan-Oston Company*

*Steve Guess*

*Chief Financial Officer, Pan-Oston Company*

**12:00 pm**

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# Thank You!

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