
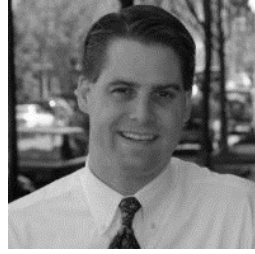










Time	9:00 - 10:30 AM			10:40 AM - 12:00 PM		1:00 - 1:50 PM	1:50 - 2:40 PM	3:00 - 3:50 PM	3:50 - 4:40 PM	
Session	Doing Business in Baltimore - A Regional Development Discussion			Corporate Payments: Accounts Payable Transformation Story		Economic Outlook: How Long Can the Good Times Last?	Leveraging Technology to Prevent Fraud & Cybercrime	Beyond the Buzz – Emerging Technology Preparedness	Engagement and Realities of a Multigenerational Workforce	
Photo										
Presenter	Andy Fish	Bill Cole	Peter Bowe	Anna Astvazaturov	Kaliopi Provencher	Charlie Dougherty	Mark Stapleton	Seth Marlowe	Amy Stengel	Joan Wool
Title	Senior Director Finance Programs	President and CEO	Publisher, Retired CEO, Founder & Trustee	Director	Owner, Treasury Consultant	Vice President, Economist	Pre-Sales Executive	Senior Vice President, Strategist	Group Vice President and Managing Director	President
Company	Maryland Department of Commerce	Baltimore Development Corporation	DredgeWire Ellicott Dredges Bowe-Stewart Foundation	AMA Corporate Payment Advisors	Kaliopi Consulting	Wells Fargo	Kyriba	Wells Fargo	Wilmington Trust	Talent Map
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Twitter		@BDCBaltimore	@dredgewire			@WellsFargo	@kyribacorp	@treaswhisperer	@MandT_Bank	@joanievwool
Session Description	Join us for a comprehensive and multi-perspective discussion about the Baltimore regional economy and its drivers, doing business in Baltimore and bringing business, tourism and outside revenues to the area. The discussion will conclude with a panel discussion on the impact of Minimum Wage, Realities of Workforce/ Skills Gaps, Government Shutdown Effects, Tax Exempt Organizations contributions to Economy.			If you haven't looked at the way your company is disbursing funds in the last three years, chances are you are missing out on the latest efficiencies, automation, risk mitigation, control features, etc. Doing business in the same old way maybe hurting your company. Presenters will walk you through the current AP environment and trends, benefits, challenges, vendor selection, and best practices to ensure the success of your AP transformation.		The discussion will provide an in-depth review of recent economic conditions and insights into how the U.S. economy is performing close to ten years into the current expansion. Topics will also cover key elements of the national economy, including prospects for employment, income and demographic growth, as well as international and regional issues affecting the local economy.	As guardians of financial assets, Treasurers have a responsibility to protect financial data and corporate funds from unauthorized access and use. Fraud, cybercrime and misappropriation of corporate funds are prevalent. We will explore: ▪ Password / Cloud protection ▪ Stronger payment controls ▪ Realtime payment screening ▪ Reports SSAE 16 & SOC2	Rapidly advancing technology is altering the way we do business through increased convenience and relevance. We'll discuss how new technologies affect how companies do business and how companies can prepare. Session Objectives: 1) Drivers of innovation and customer expectations 2) Big Data; Artificial Intelligence; Internet of Things; APIs; and Blockchain. 3) Championing technology	Forget generational stereotyping and join us for this multi-generational case study that engaged the most seasoned and senior employees to the newest to the workforce -- in reverse mentorships, joint community service projects and think tanks.  Presenters will also share how the realities of life as we approach 2020 is sure to impact hiring practices in financial services, healthcare, academia, and government – for our oldest and youngest of workers.	
Bio	Andy Fish was appointed as the Senior Director of Finance Programs at the Maryland Dept. of Commerce in July 2017. Andy is responsible for delivery, management and compliance efforts of the State's economic dev. incentive and financing programs to support job growth in the private sector. Previously, he served M&T Bank for 30 years, supporting corporate & institutional clients in development and leadership. Andy is a graduate of U. Richmond and Loyola. He is an Eagle Scout and past board member of the MD Family Network. He's lived in MD for 35 years.	William H. Cole is President and CEO of the Baltimore Development Corporation. Previously, Cole was the Assoc. VP of Institutional Advancement at U. Baltimore for 10+ years and served the Baltimore City Council in 2007, 2011. He was also a Member of MD House of Delegates, 1998 to 2002. Cole is active on 12 Boards: Baltimore Hotel Corp, Downtown Partnership Visit Baltimore, Waterfront Partnership, Opportunity Collaborative: Regional Plan for Sustainability. He earned a B.A. from U. Maryland and M.A. from U. Baltimore. Cole has lived in Baltimore for 30 years.	After a 35-year career with Ellicott Dredges, expanding the Baltimore manufacturer from one plant to five, Bowe is now focused on the Bowe-Stewart foundation which funds organizations trying to "close the opportunity gap" for disadvantaged folks in Chicago and Baltimore. Bowe testified to Congress about exporting & trade finance. He currently serves on six boards and served the MD Business and Economic Climate Commission. Awards include Ernst & Young Entrepreneur of the Year and SmartCEO magazine Baltimore CEO of the Year. Bowe earned an MBA from Harvard and BA from Yale.	Anna Astvazaturov is Corporate Payments Consultant and founder at AMA Corporate Payment Advisors, LLC. Previously, she spent 2 years as Director of Corporate Payment Solutions at WEX Inc, a global fintech specializing in customized B2B payment solutions. She led direct sales for the southeast and strategic customer relationship management for top tier direct accounts and channel partners across the US. Before Wex, Anna spent 14 years at Boehringer-Ingelheim, Bausch & Lomb, Sanofi, and ABB Optical Group. Anna holds a B.A. from Mississippi State University.	Kaliopi Provencher is a Treasury Consultant and has formed her own company Kaliopi Consulting LLC. Previously, she was Director of Treasury Operations at Johns Hopkins University for over fourteen years and was responsible for all aspects of treasury operations including domestic and international banking, cash management projects, credit card processing, and cash accounting. Her previous experience included twenty years at Zurich Insurance Group where she led banking relationships, cash forecasting, wire transfers, accounts payable. Kaliopi holds a B.A. from UMBC and an M.A. Public Admin. from American University.	Charlie Dougherty is VP and economist at Wells Fargo Securities. Based in Charlotte, NC, he covers the commercial real estate, housing, and construction sectors of the U.S. regional and macro economy. He regularly writes indicator reports, produces special commentary, and contributes to the company's Weekly Economic & Financial Commentary and has been featured in Bloomberg News and The Washington Post. Before joining Wells Fargo, Charlie was an economist for IHS Markit and CertainTeed. Charlie holds a B.A. and B.S. in econ. & finance from U. Pittsburgh and an M.A. from Temple U. He is a member of the National Assoc. of Business Economics, Philadelphia Council of Business Economics, and Charlotte Economics Club.	Mark Stapleton boasts 20+ years in Treasury Software Presales. He leads a presales team that works with treasury professionals to design solutions to transform treasury departments. Mark joined Kyriba from SAP where he was the North American Treasury Product Lead. As such, Mark provided enablement training and sales support globally, presented frequently at treasury conferences, and chaired the SAP North American conference. In 2012 Mark was recognized in SAP's top talent program (top 7% of employees worldwide). Mark was Director of Treasury Product Strategy at PeopleSoft and worked at Bank of America. Mark lives in Georgia.	Seth Marlowe is SVP and Strategist with Wells Fargo's Treasury Insights Consulting Group and a thought leader on technology, data, and innovation helping to advance the bank and its customers into the next generation. His focus is on the payments ecosystem: APIs, real time payments (RTP), AI, robotic process automation (RPA), blockchain, distributed ledger technology (DLT), cryptocurrency, big data, and the internet of things (IoT). Seth joined Wells Fargo in 2010. Prior to joining the bank, Seth held treasury and consulting positions at GE, Danone, Praxair, PepsiCo and EY. Seth sits on the board of directors of the Treasury Management Association of New York.	Amy is Managing Director of Institutional Administrative Services at Wilmington Trust (a division of M&T) and leads Entity Management, Institutional Custody, and Collateral Management. Previously, Amy worked as a lawyer. Amy holds a Juris Doctor from Temple U. and a bachelor's degree from U. Delaware. She is admitted to practice law in NV is a member of the American and NV Bar Assoc. Amy is Senior Champion for iGen Diversity Resource Group and serves the Diversity Council of M&T Bank. Amy is a Delaware Today Magazine Top Woman in Business and active member of International Women's Forum of DE.	Joan Wool is Founder, Talent Map, a consulting firm that brings her vast experience and skills to connect students and professionals in transition with new careers. Joan spent 40 devoted years teaching in public schools. Certified as an administrator and business instructor, Joan taught H.S. students and led award-winning finance, business & management programs as well as the Key Club community service program. A natural leader, Joan mentored colleagues and led school trips to reinforce learning objectives. Joan holds an M.Ed and Certificate of Advanced Graduate Study.



## Mid-Atlantic Association for Financial Professionals

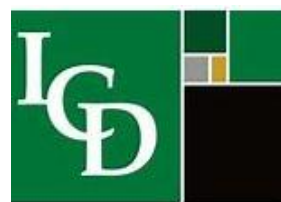
### 2019 Financial Forum

March 13, 2019

8:30 AM to 5:00 PM

### Program and Session Schedule

#### Annual Sponsors



M&T Bank

### 2019 Mid-Atlantic Association for Financial Professionals Board

Jerri Thomas, SNAP Integrity Officer/Trainer at Maryland Department of Human Services - **President**

Michelle Vanschoorisse, Director, Head of International Treasury, Legg Mason Asset Management - **Vice President**

Diane Mann, Treasury Project Manager at Johns Hopkins Medicine - **Treasurer**

Katie Kirkpatrick, Mid Atlantic Association for Financial Professionals – **Secretary**

Jane Padgett, Treasury Management Regional Sales Manager - **Past President**

Angelica Anokhin, Senior Treasury Analyst, Bon Secours Mercy Health – **Board Member at Large**

Jennifer Erickson, Vice President, Treasury Management Consultant at Capital One – **Board Member at Large**

### AFP Re-Certification Credits

*Approved for up to 5.8 FP&A recertification credits by the Association for Financial Professionals at the rate of one credit for each 50 minutes of attendance.*

*Approved for up to 7.4 CTP recertification credits by the Association for Financial Professionals at the rate of one credit for each 50 minutes of attendance.*

*Available at [MAAFP.org](http://MAAFP.org) /Prior-Meeting-Information*

### Presentations

Available at [MAAFP.org](http://MAAFP.org) /Prior-Meeting-Information

