



The AFP of Western New York presents its
2024 Fall Half-Day Conference

Sponsored By



Wednesday September 25th, 2024
Located at Casa Larga



2287 Turk Hill Rd, Fairport NY 14450
(585) 223 - 4210

THE ASSOCIATION FOR FINANCIAL PROFESSIONALS OF WESTERN NY

The Association for Financial Professionals of Western New York is a non-profit, educationally oriented organization, which provides a forum for the active and open exchange of concepts and techniques related to the practice of cash and treasury management. Today's membership represents a wide cross section of local industry professionals. Membership is open to individuals from businesses and non-profit organizations, financial service vendors and banks. A free flow of ideas and information is encouraged and maintained among the Association's members.

Each year, the AFPWNY bases its education program decisions on participant response to the previous year's programs. This process ensures that topics addressed during each seminar reflect the most prevalent issues, and that the information provided is on leading edge technologies. Conference attendance continues to flourish resulting from feedback received from attendees.

AFPWNY encourages member participation in the National Association for Financial Professionals (AFP). In addition to offering a wide range of continuing education opportunities, professional certification and industry standards programs, the AFP has become an invaluable resource for disciplines represented in organizational and corporate treasury areas. Together with affiliate organizations, AFP works to increase professional skills and to enhance the recognition and credibility of the treasury management profession.

Conference Schedule and Speaker Information

This Conference has been approved for up to 3.6 CTP/CCM and 1.2 FP&A recertification credits by the Association for Financial Professionals at the rate of one credit for each 50 minutes of attendance.

Program Registration & Lunch: 12:00 PM – 1:00 PM

Lunch will be provided during registration. Come early, it's a great chance to network!

Opening Remarks: 12:50 PM – 1:00 PM

Session One: 1:00 PM – 2:00 PM

Topic: Innovation Equity in Digital Payments

Speakers: Sigi Portillo, Vice President, Receivables Product Manager – JPMorgan Chase
April Dunn, Director of Sales – Paymentus

Session Description: This session will discuss staying ahead of market trends towards digital payments while maintaining visibility and without curtailing cash payers.

Speaker Information



Sigi Portillo

**Vice President – Receivables Product Manager
JPMorgan Chase**

Sigi Portillo is a Receivables Product Solutions Manager for JPMorgan Chase and has served in a variety of Treasury Management roles throughout his 13-year tenure at the Firm. Sigi has extensive experience in solutioning for a multitude of industries including government agencies and the corporate sector.

Speaker Information



April Dunn
Director of Sales
Paymentus

April Dunn is the Director of Sales at Paymentus, a company that provides cloud-based bill payment and billing technology solutions to businesses, banks, credit unions, and FinTechs. April has 25 years of experience in the FinTech/EBPP industry specializing in Financial Institutions, Utilities, and Government with roles in Sales, Account Management, Operations, and Customer Service.

Session Break: 2:00 PM – 2:15 PM

Session Two: 2:15 PM – 3:15 PM

Topic: Using Virtual Accounts to unlock strategic treasury capabilities

Speaker: Clare Fortune, Executive Director, Third-Party Money and Virtual Solutions – JPMorgan Chase

Session Description: In today's fast-paced business environment, treasurers need new solutions to optimize efficiency and drive strategic growth. In this session we'll provide an overview of different virtual solutions and examples of how they can help enhance treasury and payment functions.

Discover how virtual accounts can:

- Unlock Strategic Insights: Gain granular visibility into cash flow across departments, entities, business segments and customers without the need for multiple bank accounts
- Optimize Cash Management and Intercompany Payables
- Simplify and Fuel Payment Platform Growth: Simplify and streamline payment processing for your treasury or for your platform's users

Speaker Information



Clare Fortune

**Executive Director – Third-Party Money and Virtual Solutions
JPMorgan Chase**

Clare Fortune is a Solutions Specialist in our Global Liquidity & Account Solutions team and works with Large Corporates, Healthcare and Fintech Clients on strategic solutions for managing Cash and Liquidity, including Virtual Accounts and handling of Third-Party Money. Prior to this role Clare held roles in Foreign Exchange Payments Product Development, in the US, Singapore and Australia where she was responsible for creating and bringing to market solutions to help global companies manage and move cash and currencies globally. Clare is located in New York.

Session Break: 3:15 PM – 3:30 PM

Session Three: 3:30 PM – 4:30 PM

Topic: Macroeconomic and Rates Update (Liquidity in the Current Rate Environment)

Speaker: Scott Jiang, Executive Director – JPMorgan Chase

Session Description: In this session, we will provide an update on the US economy and rates environment, how to optimize cash balances through cash segmentation, and opportunities within the short-term fixed income markets.

Speaker Information



Scott Jiang

**Executive Director and Senior Client Advisor
JPMorgan Chase**

Scott Jiang, Executive Director, is a Senior Client Advisor covering the Northeast U.S. for the Global Liquidity Corporate Team. He is responsible for partnering with institutional clients, offering strategic advice and investment solutions for excess cash balances.

Reception: 4:30 PM – 6:30 PM

Menu Information (In-Person Attendees)

Lunch:

- Field Green Salad with Two Dressings
- Fresh Baked Ciabatta Rolls with Butter
- Fresh Fruit Salad with Mixed Berries
- Antipasto Salad
- Colorful Sauteed Vegetable Medley
- Chicken French
- Garlic and Parmesan Roasted Red Potatoes
- Farfalle with a Creamy Vodka Blush Sauce
- Chef Carved Pork Loin
- Cookies and Brownies
- Assorted Soda, Bottled Water, Iced Tea, and Lemonade
- Fresh Brewed Coffee and Herbal Tea

Reception:

- Assorted Domestic and Imported Beer and Wine, Soda, and Water
- Imported and Domestic Cheeses with Crackers
- Hot Parmesan Artichoke Dip with Toasted Baguette
- White Cheddar Puffs with Green Onions
- Mushrooms Stuffed with Chorizo Sausage
- Puff Pastry Filled with Crab Salad