

AFP® Annual Conference



November 7-10, 2010 | San Antonio

ORIGINAL
ESSENTIAL
UNBIASED
INFORMATION



The Treasury Challenge: Battle of the Regional Presidents

Philip Mattes
Director of Treasury
CareerBuilder.com

Welcome

- Format of the presentation
 - Short “Gameshow” questions and answers on a topic
 - Followed by a short panel discussion
- Contestant biographies
- Panel discussion topics

Contestant #1 : “The Banker”

Ellen Doucette - President of the Treasury Management Association of New England

Ellen is Vice President and Cash Management Officer for TD Bank. She is responsible for developing new cash management business, expanding existing business relationships and servicing commercial clients in metro Boston. Ellen has more than 28 years of banking experience in retail and commercial cash management for Government, Technology and Middle Market companies. Prior to joining TD Bank; she served as a Senior Sales Specialist in cash management with RBS Citizens, N.A, Boston MA, Silicon Valley Bank in Newton MA and BankBoston, Boston MA. Ellen is also a member of AFP.



Contestant #2 : “The Consultant”

Tim Hesler - President of the Treasury Management Association of New York

Tim leads the Treasury and Risk Advisory group for KPMG LLP. Prior to joining KPMG, he was an advisory director for ten years at PricewaterhouseCoopers after working for a number of years in the corporate treasury sector as a practitioner. Tim has provided process, strategy, financial risk, internal control and technology consulting to companies in all aspects of treasury activities. He holds a B.S. in electrical engineering from Union College, and a M.B.A. in finance from Columbia University. Tim is also a member of AFP.



Contestant #3 : “The Practitioner”

Susan Donatello – Past President of the Treasury Management Association of Chicago

Susan Donatello is the Director of Treasury at Donlen Corporation. She has responsibility for treasury operations and controls, corporate financing via asset-backed commercial paper borrowing facilities, debt compliance and investor reporting, and the management of the Like-Kind Exchange (tax deferral) Program. Susan previously worked for Schwarz Supply Source for 12 years, filling various Treasury roles. She has a BBA from St. Norbert College. Susan is a member of the Association for Finance Professionals (AFP) and the Corporate Treasurer's Council (CTC).



Your Host...

Philip Mattes – Just a regular member of the Treasury Management Association of Chicago

Phil is the Director of Treasury at CareerBuilder LLC. His responsibilities include; bank relationship management, cash operations, investments, foreign exchange execution/hedging and corporate insurance programs. Phil has over 12 years of Treasury experience in corporate treasury and consulting positions. He has delivered multiple projects involving Treasury controls, best practices and selection and implementation of Treasury systems in his previous role as a consultant with PricewaterhouseCoopers. Phil received an international MBA from the University of South Carolina. Phil is also on the board of directors of the Treasury Management Association of Chicago (TMAC) and is a member of AFP.

careerbuilder.com[™]

Discussion Topic – Banking Relationships/Fees/Services

- What types of banking services currently have the greatest demand? What is driving that demand?
- Are banking customers diversifying relationships to mitigate risk or consolidating relationships to reduce costs?
- How are banks using Technology to drive value for their clients?
- Audience Questions?

Discussion Topic – Short Term Investing

- Do you see any trends in companies searching for incremental yields in this low rate environment?
- How have approaches to short term investing evolved since the liquidity crisis?
- What effects are the changes in the regulatory environment having?
- How are companies getting increased transparency into their investment portfolio?
- Audience Questions?

Discussion Topic – Regional Treasury Management Associations

- How has participation in a regional association contributed to your career and/or skill development?
- What is the primary mission of the regional Treasury Management Associations?
- What are the differences between the various regional associations? The similarities?
- Audience Questions?