

AGENDA

**Sunday
Nov. 6**

12:00 –
7:00 pm

Registration & Registration Café Open

Silent Auction Item Preview

6:00 –
8:00 pm

Grand Opening Outdoor Reception

AGENDA

**Monday
Nov. 7**

7:00 –
8:00 am

Networking Breakfast

8:00 –
8:25 am

Industry Hot Takes

Association President & CEOs, Larry Oberkfell, Dawn Sweeney, Mark Allen

Food in America. The entire landscape is in motion. From the consumer to the manufacturer and everyone in between... The game has forever changed. Larry, Dawn and Mark discuss perspectives on the knowledge, skills and relationships required for our individual and collective success... Leading today with a vision of tomorrow.

8:25 –
9:30 am

Keynote: Business Model of the Future

Chris Roark, Managing Director, Accenture

Look around- there are industry disruptors everywhere. How has your business model changed to adapt? You need to create enough efficiency and fuel to fund the capabilities needed to stay competitive. Chris Roark will be joined by executives outside the foodservice industry who are capitalizing on white space, and how their business models translate back to our industry.

9:30 –
10:00 am

Networking Break

10:00 –
10:35 am

Food in America – A Redefinition of our Industry

Jack Li, Builder, Datassential

For decades, foodservice has simply been defined as food prepared away from home... until now. Jack provides a first look at our redefined industry. Sharing proprietary research exclusive to Presidents Conference, see how consumers use food at and away from home in their everyday food journey and the impact those food occasions have on future operations.

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**Monday
Nov. 7**

10:35 –
11:15 am

The Fight for the Consumer

David Portalatin, Vice President, Food Industry Analyst, The NPD Group

Consumers are no longer concerned with where they eat, as long as they get what they want when they want it. Industry executives discuss how to win share in this ever-changing environment.

- Scott Gittrich, CEO of Toppers Pizza
- Gary Kliegman, Vice President, Operations at Blue Apron
- Keith Boston, Vice President, Foodservice at Cumberland Farms

11:15 –
12:45 pm

Networking Lunch

12:45 –
1:30 pm

Breakout #1: The Fight for the Consumer – cont.

An in-depth Q&A session, continued from the general session.

1:45 –
2:45 pm

Breakout #2: Creating Fuel for Growth

A discussion on reshaping the cost structure at each stage of the value chain to fund investments and provide operating agility required to compete in a world defined by consumer preferences.

OR

11:15 –
5:00 pm

**Golf
Spa
Networking**

6:00–
7:30 pm

*Education Foundation
Reception & Silent Auction*

7:30– ???

Use this opportunity to coordinate dinner plans with friends and colleagues.

AGENDA

**Tuesday
Nov. 8**

6:30 –
8:00 am

NETWORKING BREAKFAST

7:15 –
7:45 am
8:00 –
8:20 am

GS1 US Update

IFMA Awards

- Sparkplug Award
- President’s Award
- Key Person Award

AGENDA

**Tuesday
Nov. 8**

8:20 –
9:10 am

Election Day – Regulation Impacts

Ira Blumenthal, Founder & President, CO-OPPORTUNITIES, Inc.,

Will the results of today's presidential election impact the industry? Industry leading executives explain the ramifications and opportunities over the next four years. From increasing minimum wage to GMOs and food safety regulations, this session will discuss implications throughout the entire supply chain.

- Clifford Hudson, President & CEO of SONIC
- Wyman Roberts, President & CEO of Brinker International
- Nigel Travis, Chairman & CEO of Dunkin' Brands

9:10 –
9:40 am

Networking Break

9:40 –
10:35 am

Digital Battleground—Triggers of Change

Kelly Ungerman, Partner, McKinsey & Company

With digitalization and the continued evolution of technology, our industry is crossing a digital threshold and gaining substantial momentum, triggered by change. Kelly discusses the digital battlegrounds of today and shares, along with industry executives, how to survive and thrive tomorrow.

- Cullen Andrews, Vice President of National Accounts at Dot Foods, Inc.
- Julia Vander Ploeg, Vice President of U.S. Digital for McDonald's USA

10:35 –
11:15 am

Closing Keynote Address

Nigel Travis, Chairman and CEO of Dunkin' Brands reviews strategies for success in an ever-changing industry.

11:15 –
12:45 pm

Networking Lunch

**Breakout Session:
Collaboration Case Studies**

Manufacturers and their channel partners share case studies and best practices in working together to build and execute strategies.

or

11:15 –
5:00 pm

**Golf
Spa
Networking**

5:30 –
8:00 pm

*Grand Banquet Reception & Dinner
featuring 2016 Distribution Awards*