

**AGENDA**

**NOV 6**

12:00pm

**REGISTRATION & REGISTRATION CAFÉ OPEN**

6:00 –  
9:00pm

*GRAND OPENING RECEPTION*

**AGENDA**

**NOV 7**

7:00 –  
8:00 am

*NETWORKING BREAKFAST*

8:00 am

**Opening Remarks**

Leaders from the manufacturer, operator and distributor communities kick-off Presidents Conference and set the stage for an insight-packed two day agenda.

8:15 am

**Keynote: The Disruption of Foodservice**

With digitalization and the continued enhancement of technology, our industry is at a tipping point. Kelly Ungerman, Partner at McKinsey & Company and leading expert in the field of industry disruption, highlights what this means for foodservice executives throughout the supply chain.

8:55 am

**Keynote: Disruptive Change**

Look around – there are industry disruptors everywhere. You won't want to miss this thought-provoking exploration, presented by a company outside the foodservice industry, capitalizing on white space and how it translates back to our industry.

9:30 am

*NETWORKING BREAK*

**AGENDA**

**NOV 7**

10:00 am

**Food in America – A Redefinition of our Industry**

For decades, foodservice has simply been defined as food prepared away from home... until now. Jack Li, managing director at Datassential, 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 and the impact those food occasions have on future operations.

10:35 am

**The Fight for the Consumer**

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

11:15 –  
12:45 pm

**NETWORKING LUNCH**

**OR**

**GOLF**

**SPA**

**NETWORKING**

12:45 –  
2:15 pm

**The Fight for the Consumer – cont.**

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

11:15 –  
5:00 pm

6:00–  
7:30 pm

**EDUCATION FOUNDATION  
RECEPTION & SILENT AUCTION**

**AGENDA**

**NOV 8**

6:30 –  
8:00 am

**NETWORKING BREAKFAST**

**AGENDA**

**NOV 8**

8:00 –  
8:15 am

**IFMA AWARDS**

- Sparkplug Award
- William J. Tobin Award
- President’s Award
- Key Person Award

8:15 am

**Election Day – Regulation Impacts**

Will the results of today’s election impact the industry? We’ll see. From the increasing minimum wage to GMOs to food safety regulations, experts tell all and provide implications for everyone throughout the supply chain.

8:45 am

**Presidents Perspectives**

Chain executives react to the prior session, explaining the ramifications and opportunities over the next four years.

9:30 am

**NETWORKING BREAK**

10:00 am

**A New View of Foodservice Go-to-Market**

Is your go-to-market strategy built for success? A thought-provoking session that will make you question your organization’s internal alignment, strategies, and how to best utilize your team.

10:35 am

**Closing Keynote Address**

An industry leader reviews their strategies for success in an ever-changing industry.

11:15 –  
12:45 pm

**NETWORKING LUNCH**

12:45 –  
2:15 pm

**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**

7:00–  
8:30pm

**GRAND BANQUET RECEPTION  
featuring 2016 DISTRIBUTION AWARDS**