

Goodwill Industries International (GII) - 2016 Summer Conference - "Back To The Future" Hyatt Regency Minneapolis, Minneapolis, MN, August 6-10, 2016

For 116 years, Goodwill® has innovated social enterprises and responses to community needs. The Goodwill Industries International Summer Conference is an opportunity for Goodwill® retail, marketing, information technology, finance, business services and development to engage in networking and learning opportunities. The conference also celebrates achievements of attendees during the awards event. The **2016 Summer Conference** is scheduled for August 6 – 10, 2016, at the Hyatt Regency Minneapolis Hotel. The conference theme, “Back to the Future” will explore how Goodwill leaders continue to build on the enterprise goals of advancing the mission, building business and strengthening our brand. We are excited that the conference format and sessions will facilitate rich and meaningful conversations. **Registration deadline is August 1, 2016.** To register go to MyGoodwill or <https://ww2.eventrebels.com/er/EventHomePage/CustomPage.jsp?ActivityID=16554&ItemID=61637>

***NOTE: GII has applied for but is currently not registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of Continuing Professional Education (CPE). Once NASBA has completed its review and a license has been granted, the registration site will be updated and the following would apply:**

Conference participants can earn up for **12 CPE** credits in Accounting, Taxes and Specialized Knowledge fields of study. For detailed information see the listing of offered CPE eligible sessions below.

(Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Accounting, Taxes, Specialized Knowledge; Delivery Method: Group Live)

GII is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of Continuing Professional Education on the National Registry of CPE Sponsors State Boards of Accountancy (NASBA). State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its web site: www.learningmarket.org.

For more information regarding administrative policies such as complaint and refund, please contact Sekeno Aldred, CMP, Director of Events and Sponsorships at (240) 333-5395.

1) Valuation and Accounting of Donated Goods Inventory

Presenter: Cathy J Clarke, CPA, Chief Assurance Officer, National Assurance Technical Group, CliftonLarsonAllen LLP, Minneapolis, MN

Facilitated by: Hana Redd, GII Director of Financial Services and Jason Seifert, Chief Financial & Operations Officer, Goodwill-Easter Seals Minnesota (St. Paul, MN)

Tentative Timeslot: **Monday August 8, 2016 - 9:30-11 AM (90 min)**

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Accounting; Delivery Method: Group Live)

Session Description Have you been asked about inventory valuation or wondered how other Goodwill organizations value their donated goods inventory? Have you wondered what auditors look for in valuation methods and how they interpret different approaches? The inventory workgroup, a team of financial leaders from several Goodwill organizations, has been considering these and other questions for the past few months. Hear from Cathy Clarke, who was recently appointed to the Financial Accounting Standards Board (FASB) Not-for-Profit Advisory Committee (NAC), and brainstorm how to help bring more guidance to Goodwill on this important topic. This session will outline the accounting and auditing guidance, a step back to the basics of what Goodwill organizations do and why, with respect to donated goods inventory. You do not want to miss this session!

2) MeetUp: Goodwill-Easter Seals Financial Perspective

Facilitated by: Hana Redd, GII Director of Financial Services and Jason Seifert, Chief Financial & Operations Officer, Goodwill-Easter Seals Minnesota (St. Paul, MN)

Timeslot: **Monday August 8, 2016 – 11:15 AM -12:30 PM (75 min)**

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Specialized Knowledge; Delivery Method: Group Live)

Session Description: Join a conversation with your peers and hear from the hosting Goodwill finance team about improvement they had implemented to keep up with their organizational growth and challenges they had to overcome.

3) Building the Pipeline of Retail and Finance Leaders

Facilitated by: Susan Gabriel, GII Director of Senior Leader Program and Hana Redd, GII Director of Financial Services

Timeslot: *Monday August 8, 2016 -2- 3:30 PM (90 min)*

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Specialized Knowledge; Delivery Method: Group Live)

Session Description: Succession planning is not just about planning for the eventual retirement of the CEO, but it is about long term planning for all of the future leadership of the organization. It is absolutely critical to the overall long term success of the organization. The succession plan should focus on aligning the agency's ongoing staff development with the strategic vision for the organization by supporting the following:

Pursuing the business goals effectively and absent of disruption; ensuring agency stability by developing bench strength, and creating the strong possibility that successors for top management in retail, finance, and contracts (business services) will emerge from your own talent pool. Talent development and succession planning are multi-faceted and intertwined and should include the development of a plan for succession of all key leadership and the building of leaders from within the organization. This session will also introduce you to a new GII resource guide that is designed to assist you in your talent development and succession planning. The session will also include good practices from Goodwill members.

4) MeetUp: Moving Beyond Budgeting to Become Future Ready

Facilitated by: Hana Redd, GII Director of Financial Services; Steve Player Managing Partner, The Player Group and Director of Beyond Budgeting Round Table in North America (Dallas, TX); and Brian Storrs, CPA, President of Intuitive TEK, (Lakewood, CO).

Timeslot: *Monday August 8, 2016 – 3:45 – 5:15 PM (90 min)*

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Specialized Knowledge; Delivery Method: Group Live)

Session Description: Come and join a dialogue with your Goodwill peers as well as experts from the field about budgeting and forecasting. Today's fast changing business environment requires leaders who can quickly analyze and respond while maintaining financial discipline. Managers are finding that the old tools such as annual budgets slow responses and impede progress. In this session you will hear how organizations are moving beyond budgeting to become truly ready for the future. Author Steve Player will share how CFOs are using rolling forecasts, what if scenario planning, and other advanced approaches to more strategically plan and control operations. He will share seven common problems of typical forecasting practices (and what to do instead), the five attributes of diamond level forecasts, and three advanced practices you can begin immediately. This session incorporates practical illustrations in action.

5) What does the new Lease Accounting Standard mean for member Goodwills?

Presenters: Frank Jakosz, CPA, CGMA, Partner-in-Charge, Not-for-Profit and Higher Education Practices, Sikich LLP; Susan E. Budak, CPE, Author, Consultant, , Sikich LLP; Naomi Miller, Finance Director, Goodwill Industries of Northern Illinois and Wisconsin Stateline Area in Rockford, IL

Facilitated by: Hana Redd, GII Director of Financial Services

Timeslot: *Tuesday August 9, 2016 – 9:45-11:15 AM (90 min)*

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Accounting; Delivery Method: Group Live)

Session Description: In February 2016 the Financial Accounting Standards Board (FASB) issued the long awaited Accounting Standards Update (ASU) 2016-02, Leases, intended to improve financial reporting of leasing transactions. The ASU affects all organizations that lease assets such as real estate and manufacturing equipment. Under the new guidance, a lessee will be required to recognize assets and liabilities on their balance sheets. In this session you will hear about the main provisions of the new lease standard contrasted with the existing guidance. We will discuss the financial statement presentation and disclosures required by the new lease standard and consider operational impact of the new standard. In addition to hearing about the standard, hear from a colleague what they are doing at their Goodwill to adopt this new

standard. Join this presentation and engage in a conversation with your peers what this ASU means for your Goodwill and consider how it might impact the network overall.

6) Accounting Updates – Impact of Revenue Recognition and NFP Reporting Changes Standards

Presenter: Lee Klumpp, National Assurance – Director, BDO, McLean, VA 22102 **(Speaker Confirmed)**

Facilitated by: Hana Redd, GII Director of Financial Services

Timeslot: *Tuesday August 8, 2016 2 -3:30 PM (90 min)*

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Accounting; Delivery Method: Group Live)

Session Description: The Financial Accounting Standards Board (FASB) has been very active releasing several Accounting Standard Updates (ASUs) including the Revenue Recognition, Leases and the anticipated final update to the Presentation of Financial Statements of Not-for-Profit project. These standards will drive changes in accounting that Goodwill will need to adopt in the next few years. Have you considered how you may go about implementing these new standards and prepare your teams and leadership for the changing landscape ahead? In this session we will outline key elements of the new standards and offer a road map for Goodwill as they approach these changes. The objective of this interactive session is to encourage attendees to consider what they need to think about as they prepare to implement the new ASUs and engage in a dialogue with peers how to best lead forward. Come join the conversation with your thoughts and questions.

7) MeetUp: Building Accounting Efficiencies

Facilitated by: Hana Redd, GII Director of Financial Services

Timeslot: *Tuesday August 9, 2016 3:45 – 5:15 PM (90 min)*

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Specialized Knowledge; Delivery Method: Group Live)

Session Description: Come and engage in a conversation about efficiencies. What was the smartest change in the accounting department you have made in the past few years? What are examples of efficiencies gained by accounting teams? Most accounting teams are engrossed in procedures – when is enough, enough? How do you balance accuracy with efficiency? How can partners such as banks assist to find efficiencies? How do you encourage accounting teams to look at what's needed done differently to free man hours to lead and not do paperwork? Who is doing this effectively and quickly? We all want to be more efficient so let's hear what works and how to go about leading a change in your Goodwill.

8) New Market Tax Credits (NMTC) - What You Need to Know about NMTCs as a Source for Capital for Expansion

Presenters: Jarick Poulson and Christine Brynaert, Deloitte Tax; Gary Barrett, Senior Vice President, Goodwill Industries Southern Piedmont, Charlotte, NC

Facilitated by: Hana Redd, GII Director of Financial Services and Benjamin Saul, GII Director of Capital Strategies and Loan Program Fund Manager

Timeslot: *Wednesday August 10, 2016 - 8:30 -10 AM (90 min)*

CPE Eligible* (Program Level: Basic; Recommended Credits: 1.5 CPE; Prerequisites: None; Advance Preparation: None, Field of Study: Taxes; Delivery Method: Group Live)

Session Description: Deloitte will provide an educational presentation focused on what Goodwill members need to know and understand about NMTCs as a source of capital for expansion. The session will address the resources members need to have in order to successfully put an NMTC deal together and to engage in compliance over the term of the loan. You will hear how Goodwill can save 18-22% of the cost of qualifying capital projects by using NMTC financing and get answers to the following questions: why NMTC, what resources are needed to get the deal done, and what resources are needed for annual compliance and reporting. You will also learn from Goodwill members who have successfully used the NMTC for capital expansion. They will help to “demystify” the NMTC and help members understand the resources they will need, both internally and externally, to successfully engage in the NMTC process and the eventual payoffs. They will also provide you with their real-world experience in using the NMTC. In addition, you will hear about a potential for the GII GMJCS loan fund to benefit from an NMTC allocation and the potential benefit to members.