

# Agenda

2017 NACS State of the Industry Summit / April 4-6

## TUESDAY, APRIL 4

4:30 pm – 7:00 pm	Onsite Registration	Grand Ballroom Registration
5:30 pm – 6:30 pm	Networking Reception	Grand Ballroom Foyer
9:00 pm – 11:00 pm	NACSPAC Lounge: After Hours	Conference Center Foyer

## WEDNESDAY, APRIL 5

7:00 am – 5:30 pm	Onsite Registration	Grand Ballroom Registration
7:15 am – 8:15 am	Networking Breakfast	Grand Ballroom F-H
8:30 am – 12:00 pm	GENERAL SESSION	Grand Ballroom A-D

**NACS Chairman Address** | *Rahim Budhwani*

**Welcome by the NACS Vice Chairman, Research** | *Kevin Smartt*

**Trump, Trade and the Economy** | *David M. Nelson, Ph.D.*

U.S. economy and its effect on convenience retailing

**The Numbers, Part I: Financial and Operational Metrics** | *Billy Milam, III*

U.S. financial and operational metrics including top performer data

**Shopper and Format Trends** | *Todd Hale*

It's okay to look in the rear-view mirror, but what's more important lies ahead

12:00 pm – 1:00 pm	Networking Lunch	Grand Ballroom F-H
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1:15 pm – 2:15 pm	GENERAL SESSION	Grand Ballroom A-D
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**Rebranding NACS** | *Henry Armour, Ph.D.*

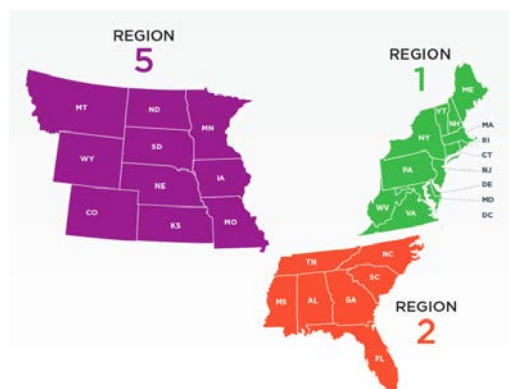
**The Numbers, Part II: Categories and Foodservice** | *Andy Jones*

Category performance and successful merchandising strategies

**REGIONAL DATA BREAKOUT SESSIONS** In each track, select and attend one of three region-focused discussions, featuring a panel of key retailers examining financial, operational and category metrics specific to that area of the country.

2:30 pm

### Regional Data Breakout Sessions: TRACK 1



**Region 1 (East)** Grand Ballroom F

**Moderator** | **Chris Rapanick**, Director, Business Development, NACS

**Panelists** | **Glenn Plumby**, Senior Vice President Operations, Speedway LLC; **Joe Sheetz**, President & CEO, Sheetz, Inc.

**Region 2 (Southeast)** Grand Ballroom G

**Moderator** | **Leroy Kelsey**, Director, Research, NACS

**Panelists** | **Greg Parker**, President/CEO, The Parker Companies; **Steve Spinks**, CEO, The Spinx Company, Inc.

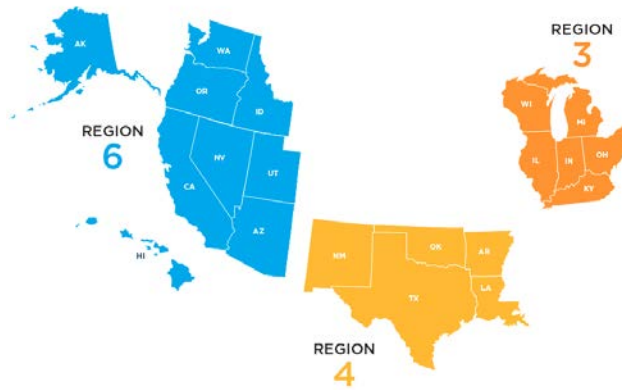
**Region 5 (Central)** Grand Ballroom H

**Moderator** | **Dae Kim**, VP, Research, NACS

**Panelists** | **Tony Bartys**, SVP & COO, CST Brands, Inc.; **Art Stawski**, President, Loaf 'N Jug

3:15 pm

### Regional Data Breakout Sessions: TRACK 2



**Region 3 (Midwest)** Grand Ballroom F  
**Moderator** | Chris Rapanick, Director, Business Development, NACS  
**Panelists** | Glenn Plumby, Senior Vice President Operations, Speedway LLC; Jeff Wrobel, Vice President/CFO, Kwik Trip, Inc.

**Region 4 (South Central)** Grand Ballroom G  
**Moderator** | Leroy Kelsey, Director, Research, NACS  
**Panelists** | Kyle McKeen, President & CEO, Alon Brands, Inc.; Kevin Smartt, CEO, Kwik Chek Food Stores, Inc.

**Region 6 (West)** Grand Ballroom H  
**Moderator** | Dae Kim, VP, Research, NACS  
**Panelists** | Tony Bartys, SVP & COO, CST Brands, Inc.; Pervez Pir, COO, Vintners Distributors, Inc.

4:00 pm – 5:15 pm

GENERAL SESSION

Grand Ballroom A-D

**Self-Driving Electronic Cars Don't Stop for Gas and Don't Buy Red Bull** | Oliver Schlake, Ph.D.

What a collision of trends can mean for the convenience industry and how to prepare today for an uncertain world

5:15 pm – 6:15 pm

Networking Reception

Grand Ballroom Foyer

9:00 pm – 12:00 am

NACSPAC Lounge: After Hours

Conference Center Foyer

### Thursday, April 6

7:30 am – 12:00 pm

Onsite Registration

Grand Ballroom Registration

8:00 am – 8:45 am

Networking Breakfast

Grand Ballroom F-H

9:00 am – 12:00 pm

GENERAL SESSION

Grand Ballroom A-D

**Energy Pricing in a Changed World** | Tom Kloza

Hear how the changing economic and political realities are driving oil supply and pricing

**Proximity and the Future of All Business** | Robert C. Wolcott, Ph.D.

How to win in an age of exponential technology change

**What Customers Say About You** | Jeff Lenard

Own convenience by looking at the offer through the eyes of your consumers and the community.