



Dates: Oct 21st, 2024 – Oct 23rd, 2024

Location: Holiday Inn Columbia Riverfront in Portland, OR

Full registration: \$150

Vendors Show Floor Space: \$50; power additional charge of \$75

- Sponsors receive a free table.
- Only Attending Tradeshow Pricing Available

Hotel: \$149 standard, \$159 premium. Facility fee of \$10 + 16% tax

Monday, Oct 21st

8:00 AM – 12:00 PM Board Meeting

1:00 PM – 2:30 PM **Melissa Forziat** Keynote: Take the Doughnut Session

2:45 PM – 3:45 PM **ICBA:** Collaborative Discussion: What's Hot in GM?

- Independent college stores thrive by exchanging ideas and sharing success stories with trusted peers. In this session, ICBA will facilitate a group discussion about specific products or categories that are driving sales and customer interest. Attendees are strongly encouraged to bring actual product samples for a fun "show and tell." ICBA will also share product and category ideas from discussions with Vendor Partners who are reporting strong sales success through college stores. Let's help everyone benefit from what's hot!

3:45 PM – 4:00 PM BREAK

4:00 PM – 5:00 PM **ICBA:** Building Healthy Partnerships

- Developing a strategy for managing supplier partnerships is critical to your success. How do you choose primary, secondary, and specialty suppliers in a given category? How do you say "no" without burning bridges? When does it make sense to use distributors vs. buying directly? How do you develop true partnerships, where both parties can trust one another and succeed?

5:00 PM – 6:00 PM Business Meeting

6:15 PM – 8:00 PM Social Reception

Tuesday, Oct 22nd

8:00 AM – 9:00 AM Breakfast Continental or Buffet

9:00 AM – 2:00 PM Trade Show

- 12:00 PM – 1:00 PM Lunch Buffet on Trade Show Floor

3:30 – 4:30 **NACS** Your Blueprint for Success: How Industry Standards Can Take Your Store to the Next Level

- Designed to guide your store, the new CAS Campus Store Standards offer a blueprint to measure performance, set goals, build success, and tell your store more effectively. In addition to finding out what the standards are and why they are important, this session will focus on the practical ways you can use the standards to affect your everyday work, such as strategic plan development; budget considerations; advocacy with campus leadership; and simply validating current programs and policies. Through interactive discussion and learning, you can discover opportunities to take your store to the next level!

5:00 PM – 6:00 PM: Reception

6:00 PM – 9:00 PM: Banquet

Wednesday, Oct 23rd

7:30 AM – 8:30 AM: Breakfast Continental or Buffet

8:45 AM – 10:00 AM: Round Table Discussions

- General Merchandise w/ Moderator
- Textbooks w/ **VitalSource** IA DOE Update & Moderator

10:30 AM – 12:00 PM: Closing Keynotes – Zach Queen & Clarissa Solomon:
Conference Insights: A Collaborative Reflection

- Join us for an engaging hour of reflection as we share their our takeaways from the conference. We'll highlight the most impactful sessions and insights, sparking a collaborative conversation with the group. This session is designed to encourage everyone to share their perspectives and feedback, creating a space for collective learning and discussion on how to apply these insights in our work. Come ready to engage, reflect, and leave with a deeper understanding of the conference's impact.