

EXPAND TO THE U.S. WORKSHOP
Tuesday, May 7, 2019
Dobisky Visitor's Center
100 Riverside Avenue, Ogdensburg, N.Y



Draft Program

- 7:00 – 8:00 a.m. **Registration**
- 8:00 – 8:15 a.m. **Welcoming Remarks** – Christopher Quinlivan, Minister Counselor for Commercial Affairs, U.S. Embassy, Ottawa.
- 8:15 – 8:45 a.m. **Session on Business Incorporation in the United States**
Neil T. Bhatt – Bhatt Law Firm, Ogdensburg
- 8:45 – 9:15 a.m. **Session on U.S. /New York State Tax Structures**
Angela M. Gray, CPA, Gray & Gray CPAs, Canton, NY
- 9:15 – 9:45 a.m. **Speaking Session TBA**
- 9:45 – 10:00 a.m. **Coffee Break & Networking**
- 10:00 – 10:30 a.m. **Crossing the Border - Immigration**
Warren L. Creates, Perley-Robertson, Hill & McDougall, Ottawa
- 10:30 – 11:00 **Case Study #1** – This case study will focus on a Canadian firm that expanded to St. Lawrence County, NY. Learn how local developers assisted this Canadian firm with their US expansion.
- 11:00 – 12:00 noon **Session on Workforce Recruitment**
Cortech/Penski – Invited
Art Garno, Director, Career Ready Education and Success Training, SUNY Canton
- 12:00 – 1:00 p.m. **Lunch with Keynote Speaker** – Invitation Pending.

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Program (continued)

- 1:00 – 1:30 p.m. **Case Study #2** – Med-Eng, Inc. operates a manufacturing facility in Ogdensburg making bomb suits for the US Military. Hear about their success in Northern New York.
Don McCall, Plant Manager – invited.
- 1:30 – 2:30 p.m. **Business Assistance** – Various resource partners that specialize in assisting Canadian firms with expanding to New York State. Let us help you expand. This session will provide an overview of programs and business incentives to help you succeed in the U.S. market.
*Stephen M. Hunt, Regional Director, [Empire State Development Corporation](#)
Patrick Kelly, CEO, [St. Lawrence County Industrial Development Agency](#)
John A. Rishe, Director of Development, [Ogdensburg Bridge & Port Authority](#)*
- 2:30 p.m. **Financing your Business Expansion in the U.S.** – Learn about EDC's tools to help minimize the risks of doing business abroad and to finance your deal.
Robert Pelletier, CFA, Chief Representative, U.S. International Business Development Group, [EDC](#).
- 3:00 p.m. **Program Ends** – Networking with speakers and/or B2B as needed

Upon conclusion of this program, registered attendees are invited to tour the Med-Eng facility, and to see available space in the Commerce Park. Please meet with us at 103 Tulloch Drive, Ogdensburg, after the workshop. (Pending)

BEGIN YOUR REGISTRATION



OGDENSBURG BRIDGE & PORT AUTHORITY



ST. LAWRENCE COUNTY
INDUSTRIAL DEVELOPMENT AGENCY