

## EXPAND TO THE U.S. WORKSHOP

Tuesday, May 7, 2019

Dobisky Visitor's Center

100 Riverside Avenue, Ogdensburg, N.Y



### Agenda

- 7:00 – 8:00 a.m.      **Registration**
- 8:00 – 8:15 a.m.      **Welcoming Remarks**  
*Christopher Quinlivan, Minister Counsellor for Commercial Affaires  
Embassy of the United States of America, Ottawa, Canada*
- 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.      **Session on Exporting to the U.S.**  
*Speaker to be Announced*
- 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** – The ANSEN Corporation partners with Canadian-based firms to manufacture products for the US Market. This allows Canadian firms to supply and transition to the US market.  
*Brenda Coon, Director of Business Development – Invited*
- 11:00 – 12:00 noon      **Session on Workforce Recruitment**  
*Ben Rosencrants, President of CorTech Brands  
Art Garno, Director, Career Ready Education and Success Trainig (CREST), SUNY Canton*
- 12:00 – 1:00 p.m.      **Lunch with Keynote Speaker**  
*Michael Frazer, Owner, Frazer Computing, Inc.*  
Mr. Frazer runs a successful software development company in St. Lawrence County that employs over 50 people. He chose this rural location over hi-tech centers in California and Texas, and has not looked back. Learn how the rural workforce and nearby colleges have helped his business to succeed and thrive.

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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.  
*John A. Rishe, Director of Development, [Ogdensburg Bridge & Port Authority](#)*  
*Stephen M. Hunt, Regional Director, [Empire State Development Corporation](#)*  
*John Pinkerton, Project Manager, [St. Lawrence County Industrial Development Agency](#)*
- 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.
- 3:30 p.m.              **Business Tour** – Tour of Med-Eng facility. Please meet with us at 3:30 p.m. at 103 Tulloch Drive, Ogdensburg, for a tour of this Canadian firm's operation in Commerce Park.



OGDENSBURG BRIDGE & PORT AUTHORITY



ST. LAWRENCE COUNTY  
INDUSTRIAL DEVELOPMENT AGENCY