

Agenda: Doing Business in the USA
Thursday, May 7, 2015, Delta, BC

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| <p>8:15 Registration/Coffee/Snacks</p> <p>8:40 Introduction/Overview</p> <p>8:45 US Travel/Immigration Planning
Temporary business visas, restrictions
Types of work visas, restrictions
Residence, employment issues</p> <p>9:15 Business Planning/Taxation
Overview of federal/state tax system
Update on Canada/USA tax treaty
Tax issues for cross-border employees
Washington state tax issues/exposure</p> <p>10:00 Business Formation/Commercial Transactions
Forms of business organization
Legal entities/business structures</p> <p>10:30 Break</p> <p>10:45 Canada/USA Distribution/Logistics
Establishing a USA business identity
Warehousing/storage/inventory
Transportation/shipping/mail
Order processing/fulfillment</p> <p>11:15 US Customs Clearance Guidelines
Documentation and procedures
Packaging, marking considerations
Practical operating guidelines</p> <p>11:45 Investing in US Commercial Real Estate
Strategies/Options/Opportunities</p> <p>12:00 Hosted Buffet “Working” Lunch
Roundtable discussions with speakers, attendees and resource people</p> | <p>12:40 Canada/USA Border Update
A brief update by PACE (Pacific Corridor Enterprise Council) on current cross-border legislation, programs and services affecting Canadian travelers and importers/exporters.</p> <p>1:00 Canadian Government Programs/Services
Overview of service and support programs provided by the Canadian government through trade commissioners stationed in Vancouver and at Canadian Consulates and trade offices in Seattle and more than 15 other U.S. cities.</p> <p>1:30 US Sales/Marketing Strategies
Overview of the US market
Defining/researching <u>your</u> US market
Sales/marketing fundamentals
Increasing your chance of success
Lessons and pitfalls</p> <p>2:00 US Banking and Financial Services
Our experts discuss key financial topics, such as: opening a U.S. bank account/credit card merchant account, foreign exchange, financing your business, cash flow, personal investments, venture capital and more.</p> <p>2:30 International Insurance Strategies</p> <p>3:00 Roundtable “How To” Meetings
Your opportunity to meet informally with speakers and other resource people to discuss your specific needs/plans/opportunities.</p> <p>4:00 Adjourn</p> |
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Presented/Sponsored By:

Greg Boos, USA Immigration Attorney, Cascadia Cross-Border Law

Rob Gilfillan, Int’l Sr. Tax Manager, Moss Adams LLP, CPAs

Gene Moses, USA Business Attorney

Jim Pettinger, President, International Market Access, Inc.

Lou Kaszubski, U.S. Licensed Customs Broker, Pacific Customs Brokers Inc.

Roland King, Senior Vice President, Banner Bank

Corky Boozé, Broker, Sterling Real Estate Group

Grant Gilmour, Partner, Gilmour Knotts, CAs

Dave McFarlane, Managing Director, Business Development, HUB International
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