



Jefferson County Economic Development

**A Shared Opportunity
Advancing Cross-Border Business**

**June 14, 2019
9:00am – 2:00PM
Hilton Garden Inn
1290 Arsenal Street
Watertown, New York 13601**

9:00am – 9:30am **Welcome and Introduction** Ball Room

9:30am – 10:15am **Legal Considerations for Cross-Border Business Activity** Specified Breakout Rooms

Primary issues for conducting business or expanding across the border. Forming a US/Canadian corporation through which to conduct business, registration requirements, protecting intellectual property, and related concerns.

Session 1: For Canadian businesses operating in the US
Richard Day, Barclay Damon LLP. Cross-Border Team

Session 2: For US businesses operating in Canada.
TBD

10:30am – 11:15am **Rules for Cross-border Business Travel** Specified Breakout Rooms

Overview of relevant visa/permit categories, update on the USMCA (the new NAFTA), privacy issues, etc. Tips for easier clearance at the border.

Session 1: For Canadians entering the US on business.
Rosanna Berardi, Berardi Immigration Law

Session 2: For Americans entering Canada on business.
David Nachfolger, CAIN LAMARRE LLP.

11:30am – 12:00am **Update on Thousand Islands Border Facilities** Ball Room

Rob Horr III, Executive Director, Thousand Islands Bridge Authority

Update on border facilities, improvements and traffic figures.

12:00pm – 12:30pm **Lunch** Ball Room

Buffett style with Sandwiches, Fresh Fruit, Soup, Vegetarian Offerings

12:30pm – 1:15pm? **Keynote** Ball Room

Pierre Cl  roux, VP of Research and Chief Economist for The Business Development Bank of Canada (BDC).

Canadian – US border area economic outlook.

1:15pm – 1:45pm **Presenter** Ball Room

John Tracy, US Department of Commerce

Trends in Cross-Border Business Activity.

1:45pm – 2:00pm What Next? Your ideas and suggestions for advancing cross-border business opportunities Ball Room