



GROWING YOUR BUSINESS IN NEW YORK STATE ECONOMIC DEVELOPMENT SYMPOSIUM

New York state presents tremendous opportunity for Canadian organizations seeking to grow and expand business in the United States. Please join us to learn how your organization can access one of the world's most desirable marketplaces and turn a New York state presence into a powerful competitive advantage.



When:

Thursday, November 6, 2008
8:00 am to 2:00 pm
(Breakfast and Lunch will be served)

Where:

Mississauga Living Arts Centre
Living Arts and Prince of Wales Drive
Mississauga, Ontario

Presenters:



Dennis M. Mullen, Upstate President, Empire State Development

As head of New York state's chief economic development agency, Mr. Mullen leads a team responsible for business, workforce, and community development throughout upstate New York. Mr. Mullen will present a compelling business case for Canadian businesses to expand into the state in his luncheon keynote presentation "Why Do Business in New York?"

Mr. Mullen will be joined by a group of distinguished legal, business, and governmental authorities addressing a broad range of cross-border economic development considerations. Symposium speakers and panelists include representatives from Buffalo Niagara Enterprise, National Grid, Freed Maxick & Battaglia, Harris Beach PLLC, and Canadian organizations currently finding success in New York state.

What You'll Learn:

Through formal presentations, interactive panel discussions, Q&A's, and networking, symposium attendees will gain a better understanding of:

- The economic development landscape in New York state
- Available economic development, empowerment zone, and energy program incentives and how to maximize them to your advantage
- Corporate considerations including business structuring and cross-border tax implications
- Workforce issues such as human resources, and labor and immigration law

How to Register:

RSVP by October 30th by calling **1-800-685-4955 x1111** or emailing **dsavino@harrisbeach.com**

www.harrisbeach.com



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Mississauga Living Arts Centre
Living Arts and Prince of Wales Drive
Mississauga, ON



AGENDA

- 8:00 – 8:30 am** REGISTRATION AND BREAKFAST
- 8:30 – 9:45 am** HOW DEALS ARE STRUCTURED TO MAXIMIZE INCENTIVES
Economic Development incentives - Robert Murray, Harris Beach
Empowerment Zones
Energy Programs – Susan Crossett, National Grid
- 9:45 – 10:30 am** CORPORATE CONSIDERATIONS
Howard Epstein, Freed Maxick – Cross Border Tax Issues
Thomas Willett, Harris Beach – Corporate Structuring, etc
- 10:30 – 10:45 am** BREAK
- 10:45 – 11:00 am** EXAMPLES OF INCENTIVES REALIZED BY CROSS-BORDER BUSINESSES
Don Warrant, Freed Maxick
- 11:00 - 11:30 am** "CONNECTING THE PRIVATE SECTOR BUSINESS TO PUBLIC SECTOR ASSISTANCE"
Tom Kucharski, Buffalo Niagara Enterprise
- 11:30 – 12:15 am** WORKFORCE ISSUES – HUMAN RESOURCES, LABOR LAW, IMMIGRATION
Karlee S. Bolaños, Harris Beach - Human Resources, Labor Law
Russell W. Roberts, Harris Beach – Immigration
- 12:15 - 12:45 am** PANEL DISCUSSION - Hypothetical Case Study, *From Start to Finish*
MODERATED BY SENATOR MICHAEL NOZZOLIO
Buffalo Niagara Enterprise
Economic State Development
Harris Beach PLLC
- 12:45 - 2:00 am** LUNCH AND NETWORKING
Lunch Speaker: Dennis Mullen, ESD - *Why Do Business in New York?*

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