

NORTH & WESTERN LANCASHIRE CHAMBER OF COMMERCE

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Panel:

Dr Frank Levene, Principal, Blue Link Worldwide
Mr Richard Kilner, Commonwealth of Pennsylvania, Managing Director, UK & Ireland.
Mr Simon Bradbury, Partner, Appleyard Lees,
Mr Rory Egan Thomas, Head of the SME Programme at Virgin Atlantic
Mr Tom Thorelli, Partner, Thorelli and Associates
Fairfax USA, Mr Ian Metcalf, Director UK & Ireland
Michael Sankey, Avalera Inc
DIT

Agenda:

8.30am - 9.00am Registration and networking
9.00 am - 9.15am Setting the scene, Dr Frank Levene, Principal, Blue Link Worldwide
9.15am - 9.30am Opportunities in Pennsylvania, Mr Richard Kilner, MD, UK & Ireland
9.30am - 9.45am US Imperatives for IP, Mr Simon Bradbury, Appleyard Lees,
9.45am - 10. 00am Virgin Atlantic.
10.00am - 10.15am US Legal Perspective, Mr Tom Thorelli, Partner Thorelli and Associates
10.15am - 10.45am Break/Refreshments
10.45am - 11.00am Location advice, Fairfax USA, Mr Ian Metcalf, Director UK & Ireland
11.00am - 11.15am Doing Tax Well, Michael Sankey, Avalera Inc
11.15am - 11.30am DIT
11.30am - 12.00noon Q & A, Wrap Up Mr Paul Walters (Chamber)

Key Takeaways from Attending:

1. Location advice from where?
2. When should I consider establishing US operations?
3. When do I need to create a US company?
4. Where is the best place to set up in the States.
5. How long does US set up take and how much does it cost?
6. How do I sell/pitch in the US as a UK/non-US company?
7. How is hiring different in the US, and what's the optimal US team?
8. Does everyone really sue each other all the time in the US?
9. Are there government resources to assist with US expansion?
10. How to establish a US team without setting up a company
11. Setting up a US entity and bank account - how too?
12. Recruiting and employing US talent - the best method?
- 13 Streamlining back office processes - options?
14. Ensuring compliance across state and federal tax regimes?
15. When should I look to raise money from US VC?