

USA Trade Delegation

Date: Monday 6th February 2017
Venue: Squire Patton Boggs, 30 Rockefeller Plaza, New York 10112
Time: 09.30 – 17.00
Chair: Ann Swain, Chief Executive, APSCo

- 09.30** Welcome & introductions – delegation itinerary
Ann Swain, Chief Executive, APSCo
- 10.00** US Economic & policy outlook
Ryan Wang, US Economist HSBC Securities (USA) inc
- 10.30** Welcome on behalf of the British Consulate General New York & business overview
Francesca Lorenzini, International Business Development, DIT (Department of International trade)
- 11.15** Coffee break
- 11.45** The Trump Administration’s impact on the professional staffing industry: What to expect
The Good, the Bad & the Ugly
Mark Roberts, CEO, Techserve Alliance
- 12.45** Lunch break
- 13.45** Working with Americans
Allyson Stewart-Allen, Intermarketing Online (joining via link)
- 14.15** Setting up your office in New York
Gregory Gale, Partner, Squire Patton Boggs
- 15.00** Coffee Break
- 15.30** How to contract in the US / Key comparisons and differences between UK & US market in the contracting space
Melanie Pol, Director of Business Development, PGC Group
- 16.15** An overview of key tax issues in New York
Jeffrey Levin, Partner, Squire Patton Boggs
- 17.00** Close
- 18.00** Cocktail evening generously sponsored by Squire Patton Boggs
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USA Trade Delegation

Date: Tuesday 7th February 2017
Venue: Squire Patton Boggs, 30 Rockefeller Plaza, New York 10112
Time: 09.30 – 16.30
Chair: Ann Swain, Chief Executive, APSCo

- 09.30** **Open – the day ahead**
Ann Swain
- 09.45** **An overview of employment law - New York (also including immigration)**
Meghan Hill, Partner & Samuel Mudrick, Partner, Squire Patton Boggs
- 11.00** **Coffee break**
- 11.30** **Trends to watch: US recruitment market**
Ryan Murphy, VP of Global Enterprise Accounts & Strategy, Bullhorn
- 12.00** **Outsourcing to Ohio**
Jay Foran & Valentina Isakina, Team Northeast Ohio
- 12.45** **Lunch**
- 13.45** **What a difference a deal makes!**
Huu Nguyen, Partner, Squire Patton Boggs & James Miller, Managing Director, Deloitte
- 14.45** **Coffee Break**
- 15.00** **Recruitment company panel discussion – panel:**
- **Daniel Smart, Chief Executive Officer, Pro-Clinical**
- **Rob Morgenroth, Executive Vice President, Frank Group**
- **Kieran Biehan, Managing Director, Phaidon International**
- **Morgan Kavanagh, Executive Vice President, Sthree**
- 16.00** **Summary & Close**
Ann Swain
- 18.00** **Client networking event – British Consulate General – generously sponsored by Bullhorn**

USA Trade Delegation

Date: Thursday 9th February 2017
Venue: Squire Patton Boggs, Suite 2600, 275 Battery Street, San Francisco
Time: 09.30 – 16.30
Chair: Ann Swain, Chief Executive, APSCo

- 09.30** **Welcome & introductions**
Ann Swain
- 09.50** **Trends in the workforce solutions market: where we've been and where we're going**
Tony Gregoire, Director of Research, Staffing Industry Analysts
- 10.30** **Setting up in California**
Nicholas Unkovic, Partner, Squire Patton Boggs
- 11.15** **Coffee break**
- 11.30** **An insight into Talent Acquisition in the USA**
Macy Andrews, Senior Director, Talent Acquisition, CISCO
- 12.15** **Understanding the role of MSPs in the USA**
Kristen Esones, Director Supplier Partnerships, Pro-Unlimited
- 13.00** **Lunch Break**
- 14.00** **An overview of Chicago**
Chris Roach, DIT, Chicago
- 15.15** **Coffee Break**
- 15.45** **Overview of business opportunities in San Francisco/California**
Dennis Conaghan, Executive Director, San Francisco Chamber of Commerce
- 16.15** **Summary & Close**
Ann Swain
- 18.00** **Client networking event – generously hosted by Squire Patton Boggs**

USA Trade Delegation

Date: Friday 10th February 2017

Venue: Squire Patton Boggs, Suite 2600, 275 Battery Street, San Francisco

Time: 09.30 – 17.00

Chair: Ann Swain, Chief Executive, APSCo

09.30 Open – the day ahead

Ann Swain

09.45 Avoiding litigation in the US

Aneca Lasley, Partner, Squire Patton Boggs

10.30 Real life stories: Lessons learnt & successes made

Melanie Pol, Director of Business Development, PGC Group

11.15 Coffee break

11.30 **The US recruitment sector in a nutshell**

Careerbuilder TBC

12.15 An overview of the key tax issues in California

Deloitte

13.00 Lunch

13.45 An overview of employment law - California

Michael Kelly, Partner, Squire Patton Boggs

14.30 Coffee Break

15.00 Recruitment company panel discussion

Panel members:

Simon Clarke, Managing Partner, Harnam

Cody Voellinger, Founder, Rock IT Recruiting

16.00 Summary & Close

Ann Swain