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## Doing Business in the US Marketplace - 11<sup>th</sup> February 2021

### Agenda

- 1400 Welcome  
Ellen Wong - Principal Officer, US Consulate General Edinburgh  
Allan Hogarth - Scottish North American Business Council (SNABC)
- 1410 State Pitches: Indiana Steve Bridges, Florida Yassin Nahi
- 1425 Legal Considerations when Expanding into the US Marketplace  
Kenneth Shand & Cameron Half - Dentons Q&A
- 1445 Financial Considerations in Trading Across the Pond Q&A  
  
Panellists:  
Julia Summerville - RSM  
Stuart McCallum RSM TBC  
Mary Campbell Blass Ltd  
Nora Rothrock - US TAX FS
- 1505 State Pitches: Iowa Anke Gobel, Nicholette Macklin South Carolina Q&A
- 1520 "Navigating through the US trading maze in 2021" panel, facilitated by Allan Hogarth - SNABC  
  
Panellists:  
Prof Murray Leith US Politics West of Scotland University  
Simon Hart - RSM Partner, International TBC  
Ellen Wong - Principal Officer, US Consulate General Edinburgh TBC
- 15.35 Allyson Stewart Allen Chief Executive International Marketing Partners Ltd. Author of bestselling book [\*Working with Americans\*](#)
- 1600 Overview of SDI Assistance Available for the USA  
John Crawford - SDI
- 1615 How we accessed the US & coping with uncertain times whilst trading internationally" panel, facilitated by David Carrick - Director, SAS & SNABC Chairman & Allan Hogarth - Executive Director, SNABC  
  
Panellists:  
Iain Ritchie Director Arbikie Highbland Estate  
Katie Birrell Head of International Sales Nairns Oatcakes  
Wendy Edie MD eCom Scotland  
Alison Grieve CEO G-Hold  
Eamon Doyle Software Specialist  
Craig Sterling CEO CuanTec  
Hugh Devine MD Compliance Path
- 17.15 Formal session closes - Breakout Sessions for Delegates by prior appointment