



Washington/Baltimore March 21, 2018

NAFTA Business Strategy Roundtable

When: Wednesday, March 21, 2018 / 8:30 AM – 6:30 PM

Where: Sheraton College Park North Hotel
4095 Powder Mill Road
Beltsville, Maryland

**The final agenda, not-for-attribution rules of engagement, and list of 98 registered participants and speakers for the Washington/Baltimore Business Strategy Roundtable have been emailed to all participants. The updated NWO North American Business Strategy Overview can be picked-up when you check-in at the hotel, or at the Registration Desk either Tuesday evening (3:00 PM - 8:00 PM) or Wednesday morning (from 6:00 AM on).*

Program Agenda

NAFTA Update

Failure on NAFTA Renegotiation is Not an Option

8:30 AM – 10:30 AM

U.S. Tax Cuts and Jobs Act

Competitiveness Implications for Canada and Mexico

11:00 AM – 1:30 PM (Working Lunch)

Roundtable Panel Discussion #1: 2:00 PM – 3:30 PM

Topic: The Trump America First Doctrine – Cross-Border Competitiveness and Supply Chain Implications/Risks? Strategic Response? Opportunities?

Roundtable Panel Discussion #2: 4:00 PM – 6:00 PM

Topic: Tax Planning and Locational Considerations within the North American Market

- “Focus Canada Session” (Roundtable Facilitator: Shane Pospisil)
- “Focus Mexico Session” (Roundtable Facilitator: Maria Perez)

Conclusions, Next Steps and Follow-Up

6:00 PM – 6:30 PM

New West Opportunities (NWOpportunities.com) is a North American business strategy consulting firm, established in 2010. The firm has since expanded – both within the United States and Canada – and now includes 8 Partners, 57 Associates and 14 research and support staff, located in 5 regional U.S. business centers (Washington, Detroit, Houston, Seattle and West Palm Beach), as well as 5 Canadian business centres (Ottawa, Toronto, Calgary, Edmonton and Vancouver).