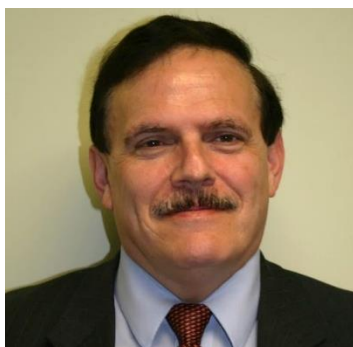


ACCÉLÉRATEUR D'AFFAIRES ÉTATS-UNIS

De nouveaux contacts vers de nouveaux marchés

Une édition spéciale COREX

Garry Douglas | North Country Chamber of Commerce



Garry Douglas has served as President and CEO of the North Country Chamber of Commerce since December 1992. Under his leadership, the North Country Chamber has become one of the largest business and economic development organizations in the state, representing more than 4,200 employers across five counties. The chamber has also become a recognized leader in the development of regional transportation infrastructure and in the facilitation of cross border economic partnership with Quebec.

Garry also serves as Co-Chair of Governor Cuomo's North Country Regional Economic Development Council.

Previously, he served for 14 years as Executive Assistant to former U.S. Congressman Jerry Solomon.

Susan Matton | North Country Chamber of Commerce



Vice President for Economic Development at the North Country Chamber of Commerce, Susan has worked at the Chamber since 1995. She is a Certified Professional in Human Resources and a Certified Economic Developer. Susan is responsible for retention and recruitment of companies in the region, cross border business development and technical assistance for new companies. She works in cooperation with state, county, regional and municipal economic development agencies. Susan has been involved in the Regional Council process since the Governor introduced the program last year. She currently serves as Co-Chair of the Priority Project and Plan Implementation Committee, Chair of the Priority Project Selection Group and Chair of the Aerospace and Transportation Work Group.

Jesse Krell | ETS staffing



Jesse joined ETS as a recruiter in the summer of 2013 after graduating from SUNY Geneseo with a B.A. in Geography. It became apparent early on that Jesse had a knack for analyzing data, streamlining processes and motivating his peers. He became a recruiting manager in our Industrial Staffing division in 2015 and the Staffing Services Manager of all divisions in 2016. In 2018 he moved into his current role as Vice President of Operations. Jesse's leadership characteristics have allowed him to be successful in staffing by delivering solutions to clients, colleagues, and associates. In his current role, Jesse is responsible for the growth and the profitability of the Plattsburgh NY, Saratoga NY and Burlington, VT operations. He leads 4 teams of professionals, is a highly effective strategic partner and provides strong customer engagement skills which allow him to quickly establish relationships at all levels. He is passionate about providing exceptional service and displays a high level of professionalism throughout the organization. Jesse is goal orientated, results driven, and committed to producing real results in the marketplace.

Brendan Owens | **Stafford Owens Law Firm**



Brendan Owens focuses on the legal areas of business and corporate law, not-for-profit law, tax law, and trust and estates law. He has focused his practice on representing clients in a variety of corporate and not-for-profit transactions, tax and business litigation, estate planning, and estate administration/probate.

Mr. Owens has worked with larger established clients as well as start-ups in the aforementioned areas and he offers legal advice that helps his clients meet their business goals. The intersection of estate planning and corporate law allows Mr. Owens to offer clients well rounded advice in business succession planning and mergers and acquisitions.

Mr. Owens has experience forming start-up companies in a wide variety of industries, raising capital in private placement transactions, and drafting contracts. Many of Mr. Owens' clients are subsidiaries of Canadian and other foreign businesses. For these clients, Mr. Owens addresses unique tax and corporate law issues surrounding formation of United States subsidiaries of Canadian and other foreign businesses.

Matthew T. Boire | **CDC Real Estate**



Matthew T. Boire, President of CDC Real Estate Inc., has been assisting Canadian companies with their U.S. expansion plans for more than 23 years. Mr. Boire holds a Bachelor of Science Degree in Business Administration and a Bachelor of Arts Degree in Economics from St. Michael's College in Vermont. Having been in the Commercial Real Estate business since 1992, Mr. Boire has been directly involved in the sale or lease of millions of square feet of commercial/industrial space in the Upstate New York region. Mr. Boire is a New York Licensed Real Estate Broker.

In addition to Commercial Real Estate work, Mr. Boire was the Vice President of Crossborder Development Corporation from 1992 until 2008 when it was sold. Crossborder/CDC Immigration continues to be a strategic partner with CDC Real Estate Inc. and provides consulting services to Canadian and European companies that are or have expanded into the U.S. Mr. Boire continues to have immigration and real estate clients throughout North America and beyond.

Patrick K. Russell | **Abbott, Frenyea & Russell, CPAs**



In his role as the president of Abbott, Frenyea, & Russell, CPA's, Pat is responsible for coordinating the firm's services for a variety of clients including manufacturing corporations, real estate partnerships, professional corporations, limited liability companies, and individuals. Prior to forming Abbot, Frenyea, & Russell, he served as the vice-president of taxation at a regional accounting firm headquartered in Glens Falls, NY, held management positions with Ernst & Young in New York City, and was Manager of Federal Taxes for PepsiCo, Inc. at its world headquarters in Purchase, NY. Pat is a Certified Public Accountant, a member of the American Institute of Certified Public Accountants, New York State Society of CPA's, and the Tax Division of the American Institute of Certified Public Accountants. Pat and his wife Janice reside in Morrisonville, NY; they have four grown children and six grandchildren.



Randy Giltz | Northern Insuring Agency

Randy joined the Northern Insuring team in 1990. He has twenty-five years of experience in the insurance industry and holds the designation of Chartered Property and Casualty Underwriter, as well as Certified School Risks Manager. As Senior Vice President, Randy is responsible for marketing business insurance, taking an active role in nurturing our excellent relationship with a variety of insurance carriers. As a member of the sales team, he specializes in coverage for public schools.



Tom Robinson | CDC Immigration

Thomas P. Robinson is currently, President/Owner of Crossborder Development Corporation. Mr. Robinson holds a B.S. degree from the State University of New York (SUNY) and has received designation as a (CPC) Certified Personnel Consultant. Mr. Robinson is also Founder & President of LaborQuest USA, which provides Guest Worker Programs (H2A/H2B) for seasonal employers. Prior to Consulting, Mr. Robinson served as President of Marquis Management a boutique executive recruiting firm. Mr. Robinson volunteers with several civic organizations in upstate New York and south Florida. He is a regular speaker on the topics of "Business Immigration" & "U.S. Work Visas".



Rob Casey | AN Deringer

Rob Casey is a Compliance Advisor for A N Deringer Inc. He has been a licensed Customs Broker for 35 years including 8 years working in air and ocean imports in Boston. Rob specializes in NAFTA and all other Free Trade Agreements and has extensive experience in US Customs Classification and Valuation. He has worked with dozens of other US government agencies that regulate imports into the US, including, but not limited to, FDA, USDA, EPA, DOT, Department of Defense, and the Consumer Product Safety Commission. Rob is a fourth generation Customs broker and lives in Rouses Point, NY with his wife Lisa.



John VanNatten | Glen Falls National Bank

John M. VanNatten, Vice President and Regional Manager for Glens Falls National Bank has been assisting the financial needs of commercial and retail customers for 30 years. He has extensive knowledge and experience in all aspects of commercial lending and business accounts. Mr. VanNatten earned his Associates Degree in Accounting from the State University of New York at Morrisville and partakes in continuing education on an annual basis. As Regional Manager, Mr. VanNatten oversees the North Country branches, all aspects of business development, and strategic planning. As part of his commitment to economic development in Northern New York, Mr. VanNatten is a board member of the North Country Chamber of Commerce, the Clinton County Industrial Development Agency, and is Chairman of the North Country Workforce Development Board.