

AUSTRIA CONNECT

1st Annual Conference for Executives of
Austrian Subsidiaries in the US

September 25 - 27, 2008
Washington, DC

Organized by the Austrian Trade Commissions in New York, Chicago and Los Angeles





1st Annual Conference for Executives of Austrian Subsidiaries in the US

The United States of America are Austria's third most important trading partner, absorbing close to 6 billion Euro in exports every year. More than 1,000 Austrian companies do business in the US market. More than 400 have established a subsidiary. These companies proudly stand for the skills and values that Austria is all about: quality, innovation and a talent for creative and customized business solutions. But they also have other things in common: the need to continuously assess their market and the challenges of intercultural communication and management.

This annual conference organized by the Austrian Trade Commissions in New York, Chicago and Los Angeles shall provide quick updates on important issues and a platform for all those involved in the operation of Austrian subsidiaries in the US to meet, exchange ideas and learn from each other. The event is made possible by the hospitality of the Austrian Embassy in Washington, DC, and generous financial contributions from Austrian Airlines, Bank Austria, Erste Bank and RZB Finance.

The conference language is English. The Saturday morning program is optional and open to spouses, partners and family members. The program is subject to minor changes.

Who should attend?

- US-based executives of US subsidiaries of Austrian companies
- Austrian-based executives of Austrian companies involved in the operation of US subsidiaries
- Executives of Austrian companies planning to establish a subsidiary in the US
- US representatives of Austrian companies
- Established providers of legal, tax-related, logistics and other consultancy services to the US/Austrian business community

About us:

The Austrian Trade Commissions - attached to Austria's diplomatic and consular missions in the USA - are part of a worldwide network of trade promotions and service centers operated by the Austrian Federal Economic Chamber. We represent Austria's economic and commercial interests in the US and provide business support and consultancy services for Austrian enterprises and their US subsidiaries free of charge .

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PROGRAM

**Thursday, September 25,
2008**

Arrival in Washington D.C.

7pm - 9pm

– **Welcome Reception**

Conference Rooms of Baker & McKenzie LLP
815 Connecticut Avenue, NW
Washington, D.C.
Tel: (202) 452-7000

**Friday, September 26,
2008**

– **CONFERENCE**

Venue:
Austrian Embassy Washington D.C.
3524 International Ct NW
Tel: (202) 895-6700
<http://www.austria.org/content/view/30/52/>

Language: English

8.00 - 8.20am

– **Arrival & Registration**

8.30 - 10.00am

– **Breakfast**

Introduction of Participants
(Short company presentations)

10.00 - 12.30pm

PART 1: ECONOMIC/POLITICAL OUTLOOK

– **“US Economic Outlook”**

Dr. Donald Marron
Executive Office of the President
Council of Economic Advisers
<http://www.whitehouse.gov/cea/>

– **“The Political / Economic Agenda for the Next
U.S. Administration”**

Mr. Gary Litman
US Chamber of Commerce, Vice President Europe/
Eurasia
<http://www.uschamber.com>

– **“Lobbying in Washington D.C.”**

Mr. Al Gordon, CEO
National Strategies Inc.
<http://www.nationalstrategiesinc.com/>





PROGRAM

**Friday, September 26,
2008**

12.30 - 2.00pm

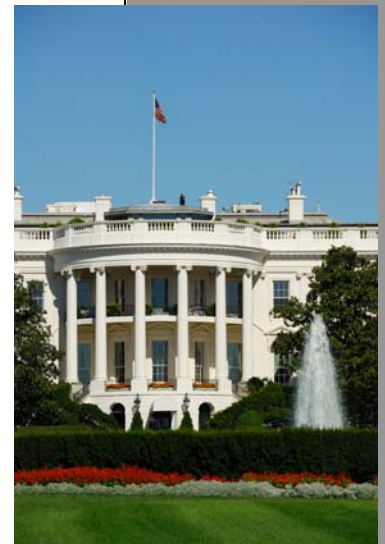
- **Buffet Lunch**
- **Keynote Speech by Dr. Cynthia Glassman**
Under Secretary for Economic Affairs, Department
of Commerce
https://www.esa.doc.gov/under_secretary.cfm

**Friday, September 26,
2008**

2.00 - 5.15pm

PART 2: OPERATING A U.S. SUBSIDIARY

- **“U.S. Visa & Immigration Law Update”**
Ms. Frieda Wong-Dittmar,
Wolfsdorf Immigration Law Group, New York
<http://www.wolfsdorf.com>
- **“In Search of a Multilingual
and Skilled Workforce”**
Mr. Egon L. Lacher, Managing Partner
JRB & Company, Executive Search, Miami
<http://www.jrbechtle.com/larcher.html>
- **“Taxation for Austrian-Invested Companies in the
U.S.”**
Mr. Arne Volkers, Manager, StB / CPA
Augustin Partners LLC, New York
<http://www.augustinpartners.com>
- **“Managing the Complexity of
International Insurance Programs
from an Austrian-American View”**
Mr. Ross R. Norstrom, CPCU, ARM,
Managing Director
Mesirow Insurance Services, Chicago
<http://www.mesirowfinancial.com>





PROGRAM

**Friday, September 26,
2008**

7.00 - 9.00pm

— **Evening Reception**

Venue:
DAR Daughters of the American Revolution
O'Byrne Gallery
1776 D Street N.W.
Washington, D.C. 20006
Tel: (202) 879-3318
<http://www.dar.org/omni/directions.cfm>
Entrance 17th Street between C and D Street

— **Keynote:
"Austria's Economy and Economic Policies"**

Mr. Karl-Heinz Kopf
Member of Parliament and Secretary General of the
Austrian SME Union

**Saturday, September 27,
2008**

10.00 am

— **Sightseeing / Networking program,
family & friends welcome**

— **Tour of Capitol and Capitol Hill**

12.00pm

— **Lunch**





GENERAL INFORMATION

CONFERENCE REGISTRATION

How to Register:

To register online, please go to <http://fd8.formdesk.com/austriantradecommission1/AustriaConnect> or send an e-mail to the Austrian Trade Commission in New York (newyork@wko.at), indicating name of the participant(s), company name and contact details. Let us know if you cannot participate in any part of the program and how many friends/family members will take part in the sightseeing/networking program on Saturday, Sept. 27th.

Registration Fee:

„Early Bird“ registration fee **until July 11, 2008 is \$100 per participant; registration fee after July 11 is \$150 per person.** For US-based participants, the fee is payable by check to the Austrian Trade Commission New York. Please reference „Austrian Conference“, your company name and participant name(s) on the check. Check should be sent to: Austrian Trade Commission New York, 120 West 45th Street, New York, NY 10036. A receipt will be issued and mailed to you. Austrian-based participants will receive an invoice payable to the Trade Commission's Austrian bank account.

Registration fee includes: Welcome reception, all conference sessions plus conference materials, coffee breaks,

HOTEL RESERVATION

We have secured a block room reservation at the Palomar Hotel in Washington, DC at a rate of \$269 per night. If you would like to take advantage of this offer, please log on to the hotel's website: www.hotelpalomar-dc.com, enter your arrival and departure dates and under rate code, please enter **ATO**.

EVENING VENUE - September 26, 2008

The Gala Reception (courtesy of our sponsors) will take place at the magnificent National Headquarters of the Daughters of the American Revolution (DAR). Situated between the White House and the Washington Monument, across from the Ellipse, the Daughters of the American Revolution (DAR) National Headquarters is a landmark with unique character and history. DAR Memorial Continental Hall and Constitution Hall are both on the National Register of Historic Places and reflect the opulence of the beaux-arts architectural style. An outdoor area, the Portico, is located directly adjacent to the O'Byrne Gallery and offers a magnificent view of the Washington Monument.





ABOUT OUR SPONSORS

AUSTRIAN AIRLINES

Marking its 50th anniversary this year, Austrian Airlines currently flies to more than 130 cities worldwide. Austrian Airlines operates the only non-stop flights from Vienna to New York, Chicago and Washington, connecting to all major US gateways through its partnership with fellow Star Alliance member United Airlines. Austrian Airlines passengers can earn miles on Austrian's Miles & More or United Airlines Mileage Plus programs.

For information and reservations call 1- 800- 843- 0002
or visit www.austrian.com



BANK AUSTRIA

Bank Austria as a member of the UniCredit group is part of the second largest banking group in the Euro-zone (in terms of capitalization). UniCredit has banking operations in 23 countries, with over 40 million clients, 9,000 branches and some 170,000 employees (as of 31 December 2007). The international network as a whole covers more than 50 countries. Bank Austria has committed itself to service its core Austrian clients doing business in the US since the early 1980s, and as such has developed a unique know-how. Experience "BANKING LIKE AT HOME" on this side of the Atlantic.

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ABOUT OUR SPONSORS

ERSTE BANK New York Branch

Founded in 1819, Erste Bank has developed over the last ten years into one of the largest financial services providers in Central and Eastern Europe. Well positioned with over 52,000 employees, the Group serves more than 16 million clients in nearly 3,000 branches in eight countries (Austria, Czech Republic, Slovakia, Romania, Hungary, Croatia, Serbia, Ukraine). With three branches outside the CEE markets, Erste Bank is also present in the most important financial centers - New York, London and Hong Kong.

Erste Bank New York Branch
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RZB Finance LLC

RZB Finance LLC is a wholly owned subsidiary of Raiffeisen Zentralbank Österreich AG (RZB), the central institution of the Raiffeisen Banking Group (RBG) with group assets of over Euro 200 billion. RZB's primary focus is the markets of Central and Eastern Europe (CEE), with expanded presence in Asia and in the US. Headquartered in New York City with offices in Connecticut, Chicago, Houston and Los Angeles, RZB Finance LLC offers a broad array of credit related products: Asset Based Lending, Corporate Structured Finance, Commodity & Trade Finance, Exim Bank Finance, Latin America Finance and Energy Finance.

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