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SCGLEGAL® A WORLDWIDE NETWORK OF LEADING LAW FIRMS NEW & ORLEANS





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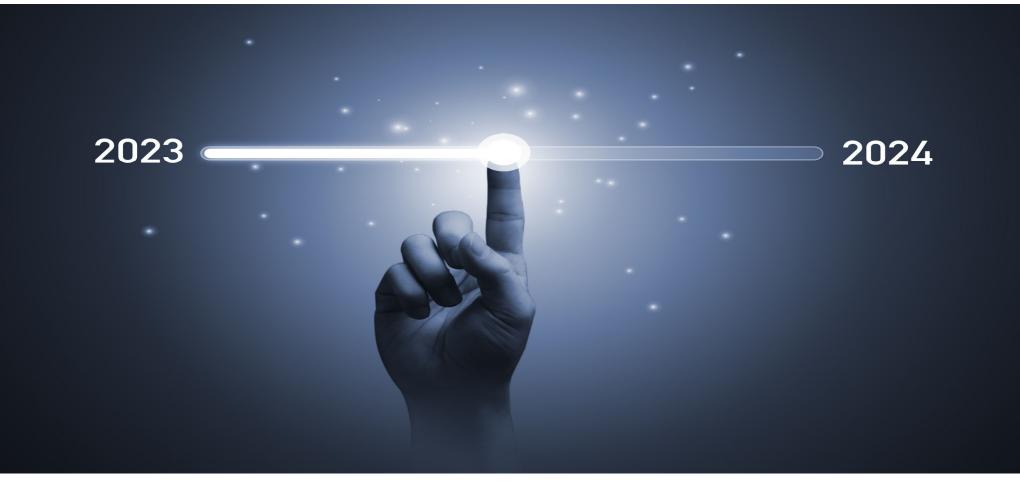
Beth Clay, Government Relations (US: Mississippi)

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Rosa Lázaro (Puerto Rico)



2023 YEAR IN REVIEW & 2024 YEAR AHEAD







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OUR REGIONS

12,000+ Attorneys

ASIA & PACIFIC RIM

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920 ATTORNEYS | 18 FIRMS | 40 OFFICES

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5,500 ATTORNEYS | 53 FIRMS | 256 OFFICES



2023 RECURRING MEETINGS

- Europe
- Government Relations Taskforce
- Asia and Pacific Rim Canada
- Bankruptcy and Insolvency
- Latin America and Caribbean

- Cannabis
- Employment
- Women in Law
- U.S. Regions
- Government Procurement
- Technology & Digital Economy
- International Arbitration



NEW PARTNERS INSTITUTE (NPI) 33 GRADUATES IN 2022 62 GRADUATES IN 2023

Executive Coaching Sessions

Group sessions + online training modules (video tutorials). Run-time average of six-minutes or less ensures minimal impact on billable time. Immediately actionable with clear step-by-step instructions on how to apply each strategy.

- How to Expand Your Professional Network Virtually
- Prospecting for New Clients in a Virtual Environment
- How to Succeed in a Virtual Pitch
- How to Differentiate from the Competition
- How to Enhance Your Professional Reputation with Social Media and Thought Leadership







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Tony Verghese J. Sagar Associates (India)



Trang Nguyen Dilinh Legal (Vietnam)



NETWORKING AT INDUSTRY EVENTS



Join Us for a Drink SCG Legal, your firm's global network of trusted independent law firms, is hosting a cocktail reception on May 1 in Washington, DC.

If you are going to be town for the INTA meeting – or other reasons – let's meet up!







MEMBERS-ONLY TRAINING PROGRAMS

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Information

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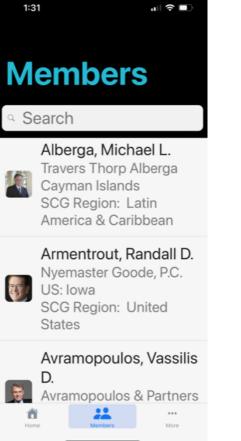
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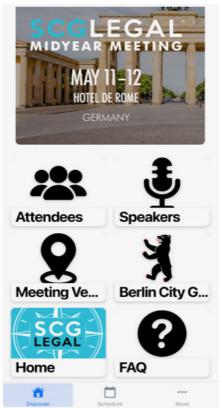
2023 Midye ...

More

About SCG...

ñ





Attendees a Search Robinson+Cole LLP -Partner Stephen Barak Rozen Amit, Pollak, Matalon & Co. - Partner Steve Barsotti Kegler, Brown, Hill + Ritter - Director **Guillermo Bayas** Fernández AGM Abogados - Partner ... n More

GREAT NEW APP









VIRTUAL NETWORKING

- Firm-to-Firm Meetups
- Wine Tastings
- Happy Hours
- Global Connections Calls







DEI ADVOCATE CERTIFICATION MISSION & BENEFITS

Mission

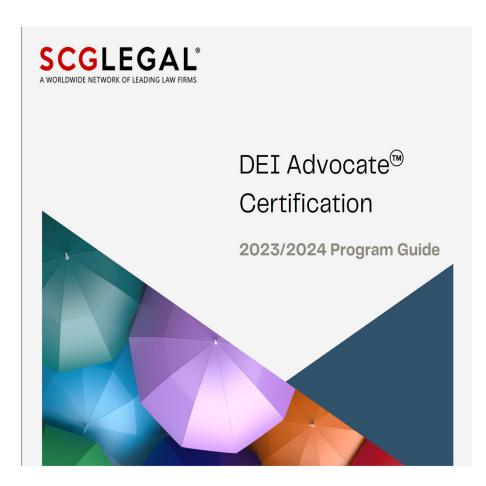
SCG's mission is to support member firms in addressing their most significant diversity, equity, inclusion (DEI) challenges and tostrengthen firm cultures in which all professionals thrive.

Benefits - Participating firms will:

- Receive coaching and insights from Coston Consulting to help advance their efforts.
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- Have a community to learn from and share best practices to address common challenges faced by law firms and the broader legal industry.



- Hiring & Recruiting
- Inclusion & Belonging
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- Equity
- Cultural Awareness & DEI Training





ENGAGE

Our mission is to expand the potential for every SCG member firm by increasing points of engagement, fostering collaboration and providing additional tools and resources for success.





SCG MEMBER TOUCHPOINTS

Increase Engagement within Firm







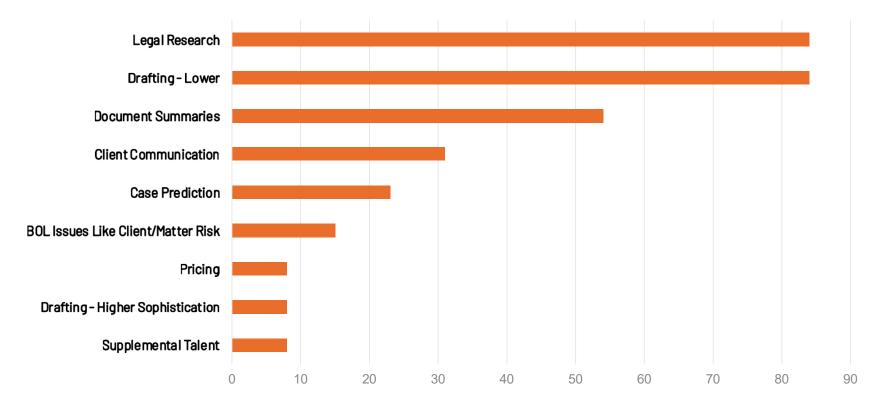
Creating Competitive Advantage

Launch Fall 2023 SCG Legal AI Strategy Exchange



AI APPLICATIONS FOR REVIEW

7







AI INTEGRATION: STRATEGIC EXECUTION BLUEPRINT

IS THIS CORE TO MY FIRM?

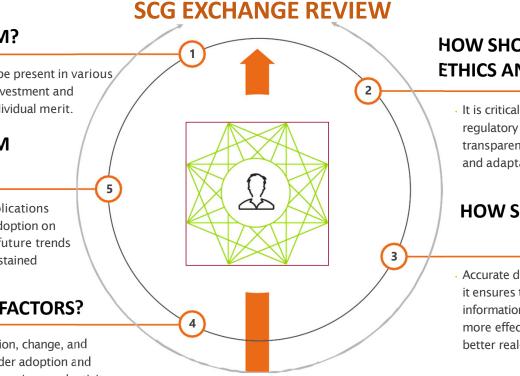
• Across the board, AI applications will be present in various business processes, yet the level of investment and integration will be tailored to their individual merit.

WHAT IS THE LONG-TERM IMPACT ON MY FIRM?

 Analyzing the potential long-term implications and transformational capacity of AI adoption on your business can help to anticipate future trends and position your organization for sustained success.

WHAT ARE THE HUMAN FACTORS?

 Highlighting the role of culture, adoption, change, and intuitive AI interfaces can promote wider adoption and effective utilization of AI solutions, improving productivity and user satisfaction.



HOW SHOULD I THINK ABOUT ETHICS AND COMPLIANCE?

 It is critical to uphold ethical standards and regulatory compliance in Al, emphasizing transparency, data protection, non-discrimination, and adaptability.

HOW SHOULD I THINK ABOUT DATA ACCURACY?

 Accurate data (ground truth) is essential because it ensures that AI models are trained on correct information, leading to more precise predictions, more effective decision-making, and ultimately, better real-world results.





2023/2024 TARGETED PRACTICE INITIATIVES

- Environment/Energy Europe
- Life Sciences
- Implementation of Safe Sport Mechanisms
- Infrastructure
- Intellectual Property
- Mergers & Acquisitions
- Tax
- Technology & Digital Economy
- Trusts and Estates
- White Collar



2023 #SCGTHRIVE WEBINAR SERIES

October 23, 2023 10:30 a.m. – 11:30 a.m. (EDT)

How Does Trust Shape & Influence Every Aspect of Our Lives

A Special Presentation of the 2023 Edelman Trust Barometer (Global Report)





2024 MEETINGS



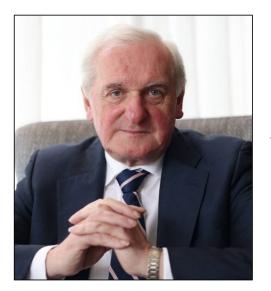
Anantara The Marker Dublin Hotel Room Rate \$369 Euro



Beverly Hilton Hotel Room Rate \$430 US



KEYNOTE SPEAKERS



Bertie Ahern former Irish Taoiseach (Prime Minister)



Liz O'Donnell, former Government Minister



FUTURE MEMBER MEETINGS

2025

- Annual Austin, TX
- Midyear Barcelona

2026

- Annual Washington, DC
- Midyear Melbourne



KEYNOTE

STRATEGIC FORESIGHT: THE FUTURE OF AI & HOW EMERGING TECHNOLOGIES WILL CHANGE THE WORLD

Sam Jordan Future Today Institute



Practicing Law in 2040

Sam Jordan Futurist @ Future Today Institute



cannot predict

the Future.

cannot predict

the Future.





A Futurist models multiple plausible futures.

Strategic Foresight

The analysis of data and information combined with possible uncertainties, to anticipate multiple possible and plausible versions of the future, in order to be prepared for anything.

Strategic Foresight

Trends (Data and Information)

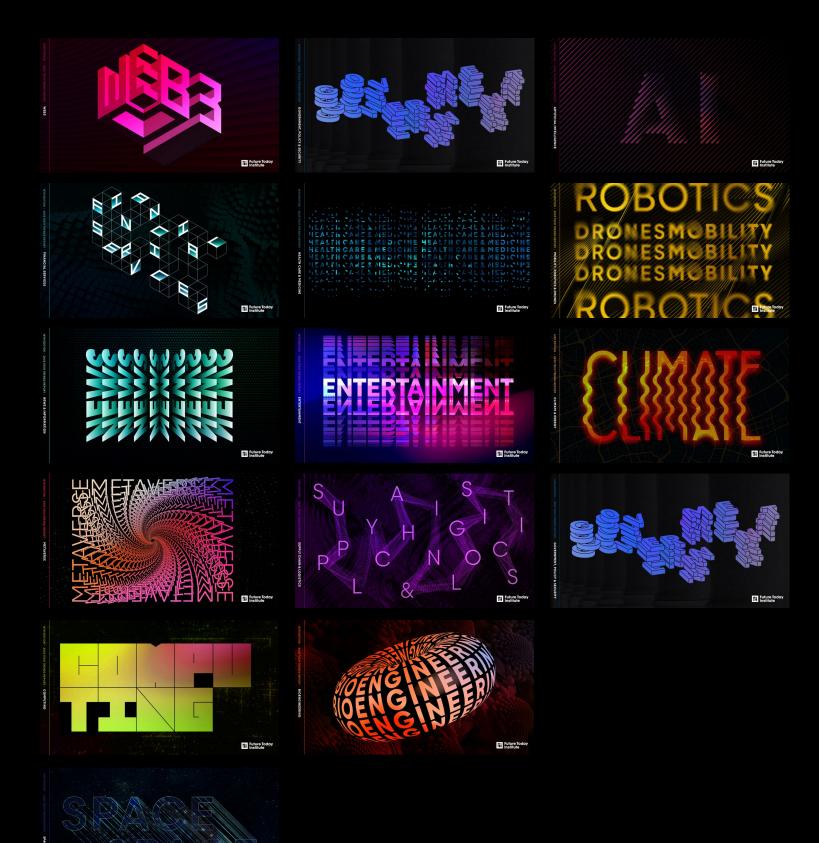
Uncertainties (What we can't know)

Mult ip le p la u sib le futures

Prepartaiton.







Future Tod

2023 FTI Trend Report

Web 3 Metaverse Computing Supply Chain Bioengineering AI Robots, Drones, & Mobility

Financial Services News & Information Government ng Health & Medicine Entertainment es, Space Climate

Our Goal: Use Strategic fore sight to come up with multiple plausible scenarios.

+* GPT-4

Give me ideas for a speech about the future of AI to a group of Lawyers

The Future of AI and Its Implications for the Legal Profession

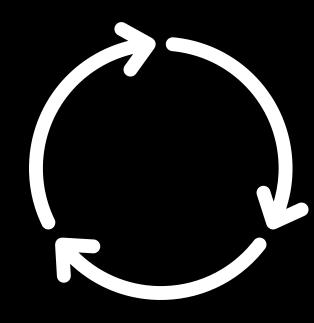
Ladies and gentlemen,

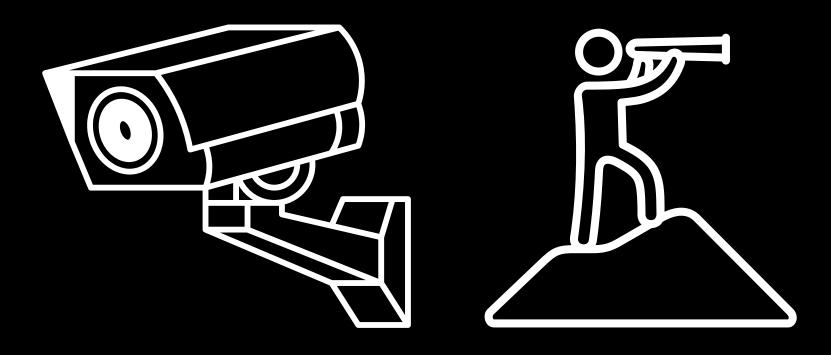
Thank you for allowing me to speak today about a topic the speak t

1. Introduction: Al's Current State

- From humble calculators to the cur experienced an exponential growth
- Al now excels in complex tasks such and even medical diagnosis surplayers







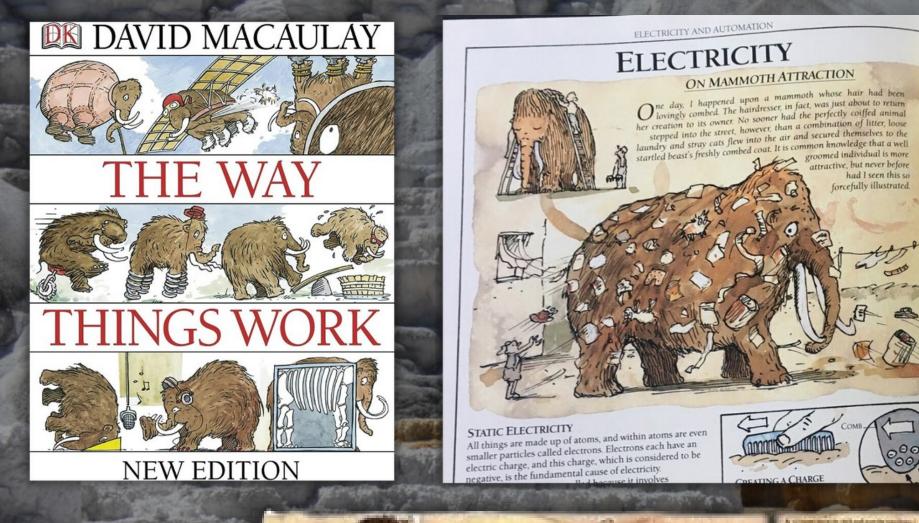
FTI's Strategic Foresight Methodology

Insight 1: Humans and computers are in a virtuous cycle.

Insight 2: Everything is trackable.

Trends & Uncertaint ies

Scenarios





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Charles Inc.

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EPILOGUE

While Mammoth had been impressed by much of the digital domain, there was also plenty about it that left him feeling uncomfortable. In the end, it was just too much, too big, too fast, and too unfamiliar. Mammoths, after all, had never really embraced the concept of progress, and this one wasn't going to start now. In fact, as he left the digital domain, he had no intention of ever returning. Bill, smiling down from the top of the wall, knew differently. While it was true that the mammoth hadn't developed much of an appreciation for digital technology and all that it could complicate, he had developed a real taste for pumpkin pie and apples smeared in chocolate. These were a pleasant and entirely compatible replacement for swamp grass, which would soon be extinct. And Bill was the only supplier for miles and miles.

DONTBE INKESTHE

MAMMOTH.









FTI's

Forecasting

Funnel

WHAT IS INFLUENCING THE FUTURE?

Signals & long-term trends

WHAT IS THE FUTURE?

Global macro scenarios

WHAT IS YOUR ORG'S FUTURE?

Strategic

01 Signals	Signals and Trends Identification	
02 Trends		
03 Uncertainties	Marketplace Uncertainties	
04 Scenarios	Scenario Prototyping	
05 Opportunities Threats & Rehearsing	Business Impacts	
06 Planning		
07 Actioning		

STEP 1:

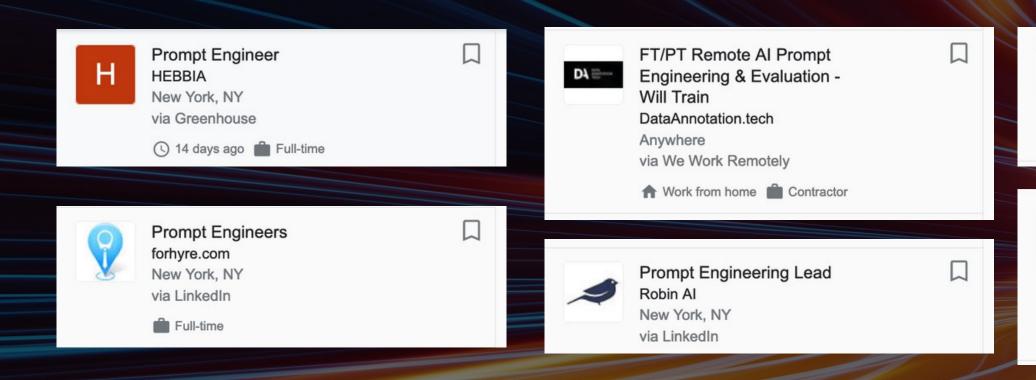
Signals & Trends

STEP 1: SIGNALS & TRENDS

HOME > TECH

Al 'prompt engineer' jobs can pay up to \$375,000 a year and don't always require a background in tech

Britney Nguyen May 1, 2023, 11:34 AM EDT





Gromentum

Prompt Engineer Momentum Design Lab New York, NY via Prompt Engineering Jobs

🕓 4 days ago 💼 Full-time 🔟 No degree mentioned

 \square



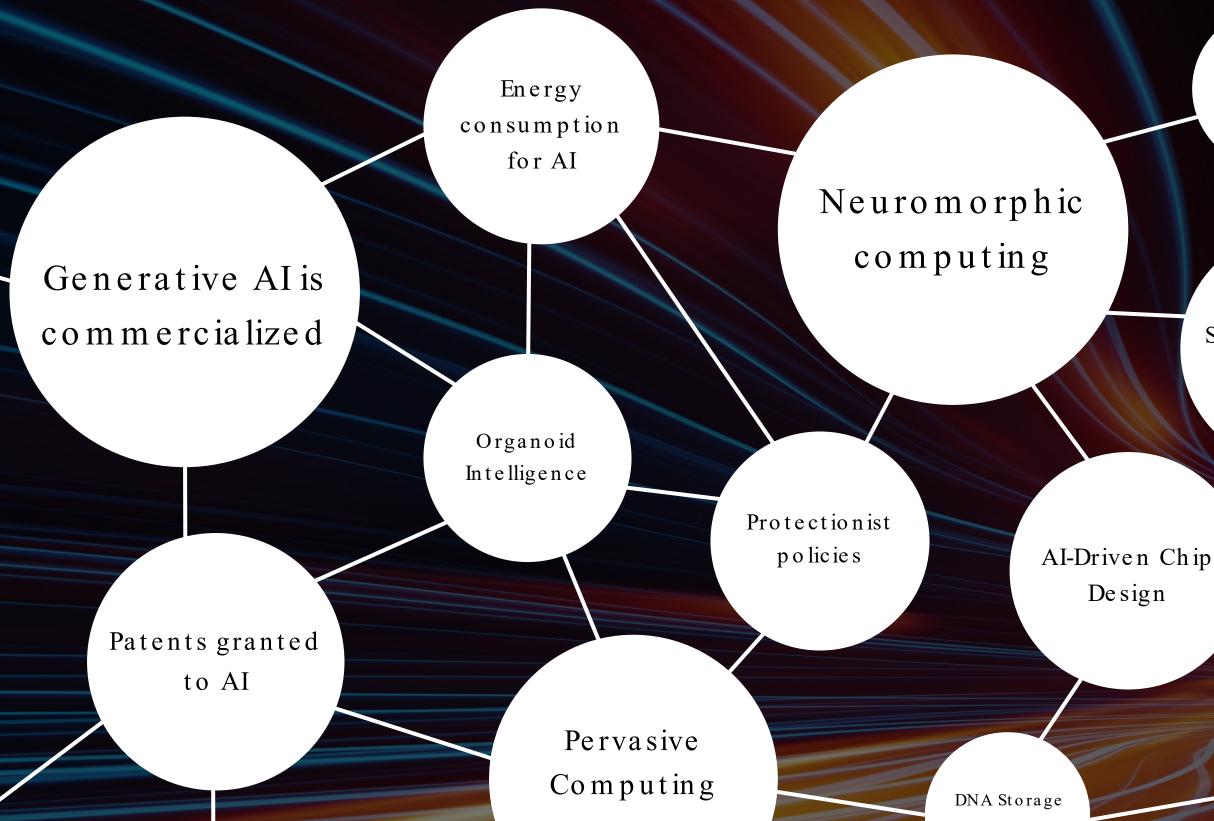
Prompt Design Engineer Hover

New York, NY via Ladders

🕓 28 days ago 💲 100K–200K a year 💼 Full-time

□ No degree mentioned Health insurance

STEP 1: SIGNALS & TRENDS





Chin shortage

Alenabled diagnostics

Semiconductor Onshoring

Custom AI Chips

Global Quantum Competition

BCI + Robotics

So ft implantables



Uncertainties

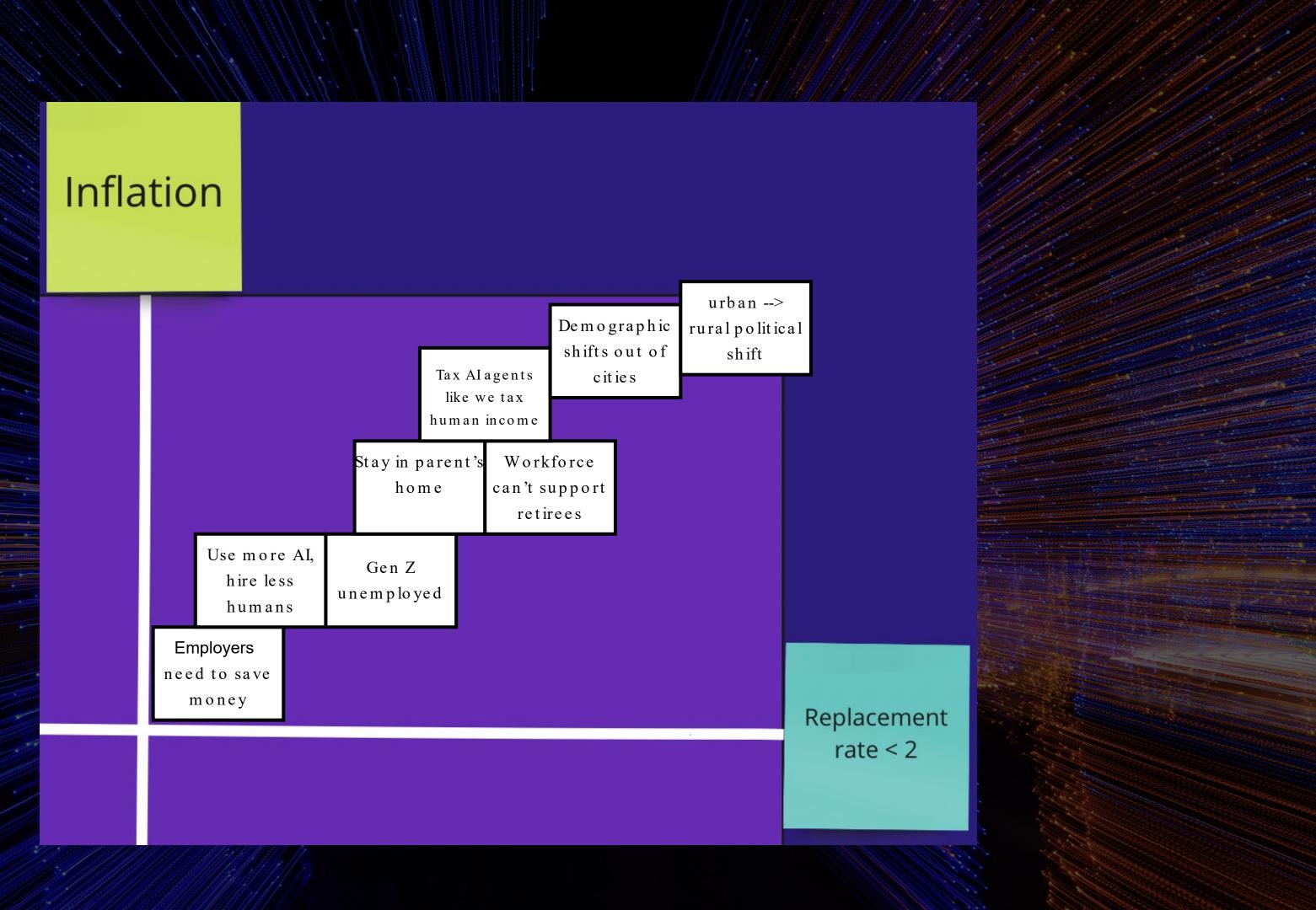


STEP 2: UNCERTAINTIES









Secular Fertility Declines

Protectionist Policies



Middle class shrinks

Another pandemic

STEP 3:

<u>scenaros</u>



STEP 3: SCENARIOS

Narratives that ask "what if" using data and evidence. Explore next order impacts.

STEP 4:

Backcasting



FTI's

Forecasting

Funnel

WHAT IS INFLUENCING THE FUTURE?

Signals & long-term trends

WHAT IS THE FUTURE?

Global macro scenarios

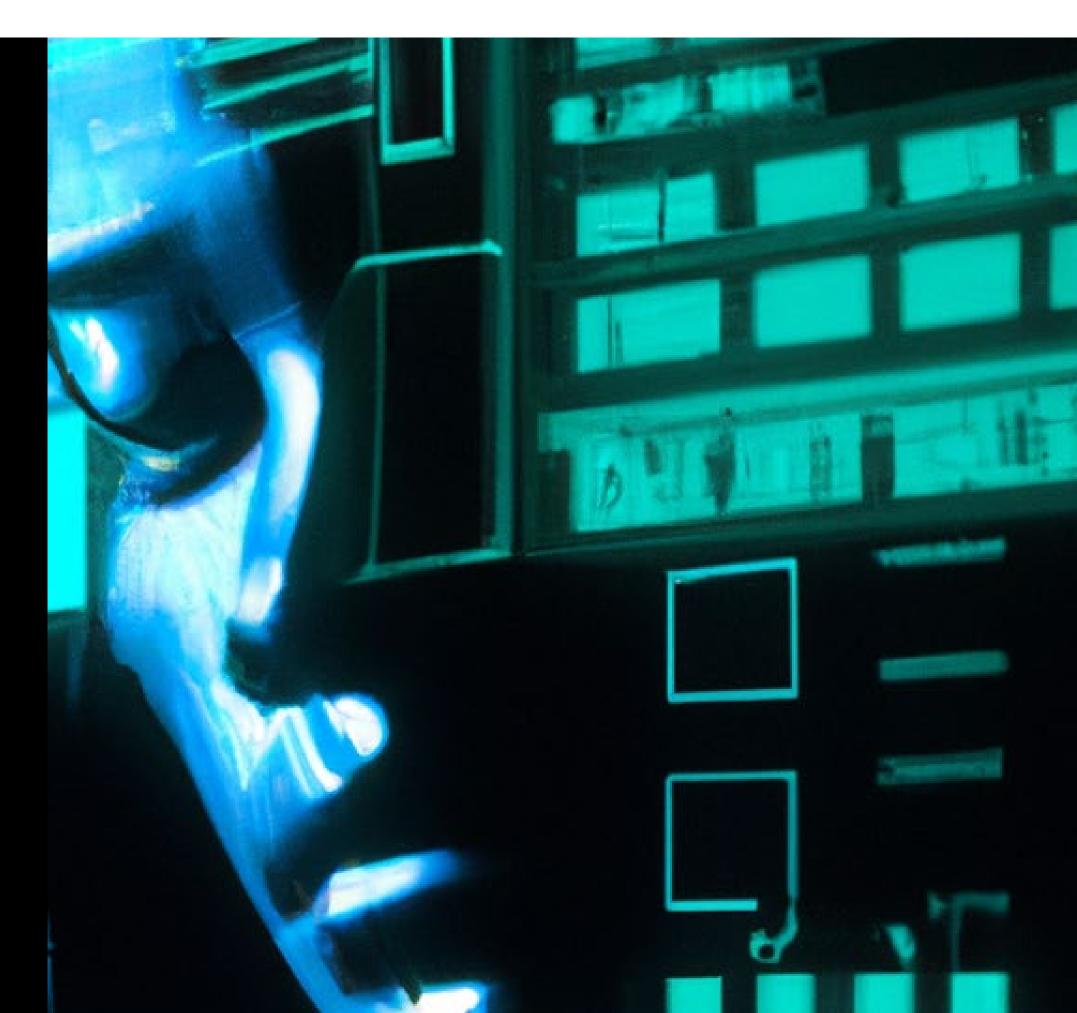
WHAT IS YOUR ORG'S FUTURE?

Strategic

01 Signals	Signals and Trends Identification	
02 Trends		
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04 Scenarios	Scenario Prototyping	
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06 Planning		
07 Actioning		

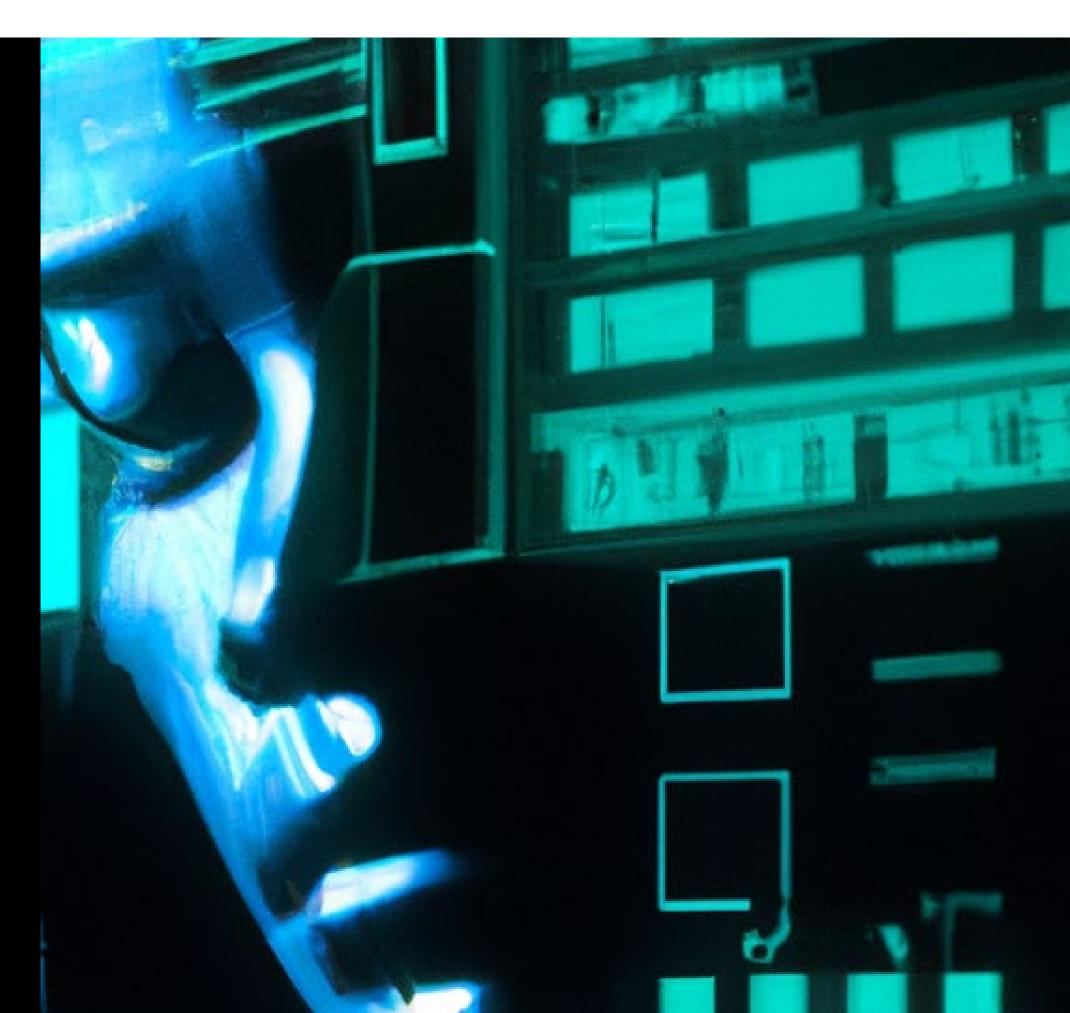
Strategic Foresight > Insight 1: Humans & computers are in a virtuous cycle driven by AI > Insight 2 > Scenarios

In sight: Humans and computers are in a virtuous cycle, driven by AI.



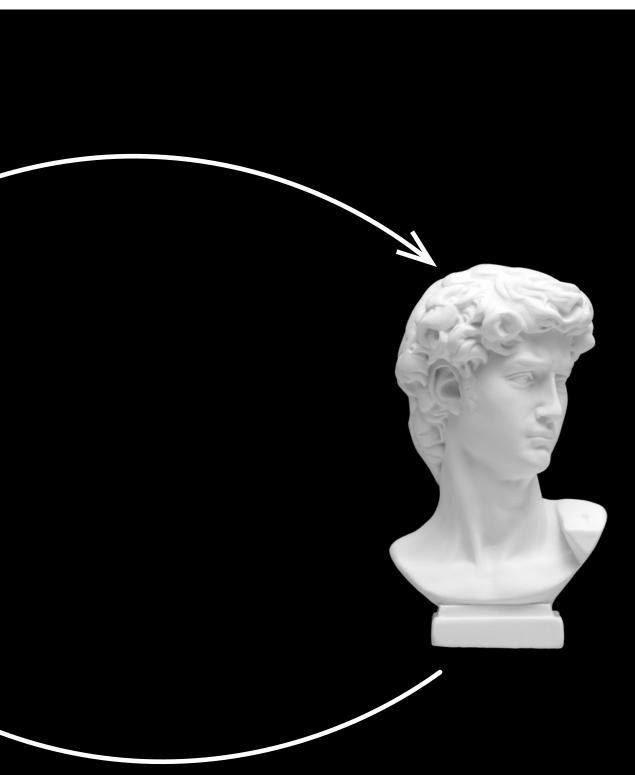
Implication:

This could challenge le gal paradigms around personhood.



Virtuous Cycle: a self-reinforcing loop where advancements in one area lead to progress in the other, and vice versa.



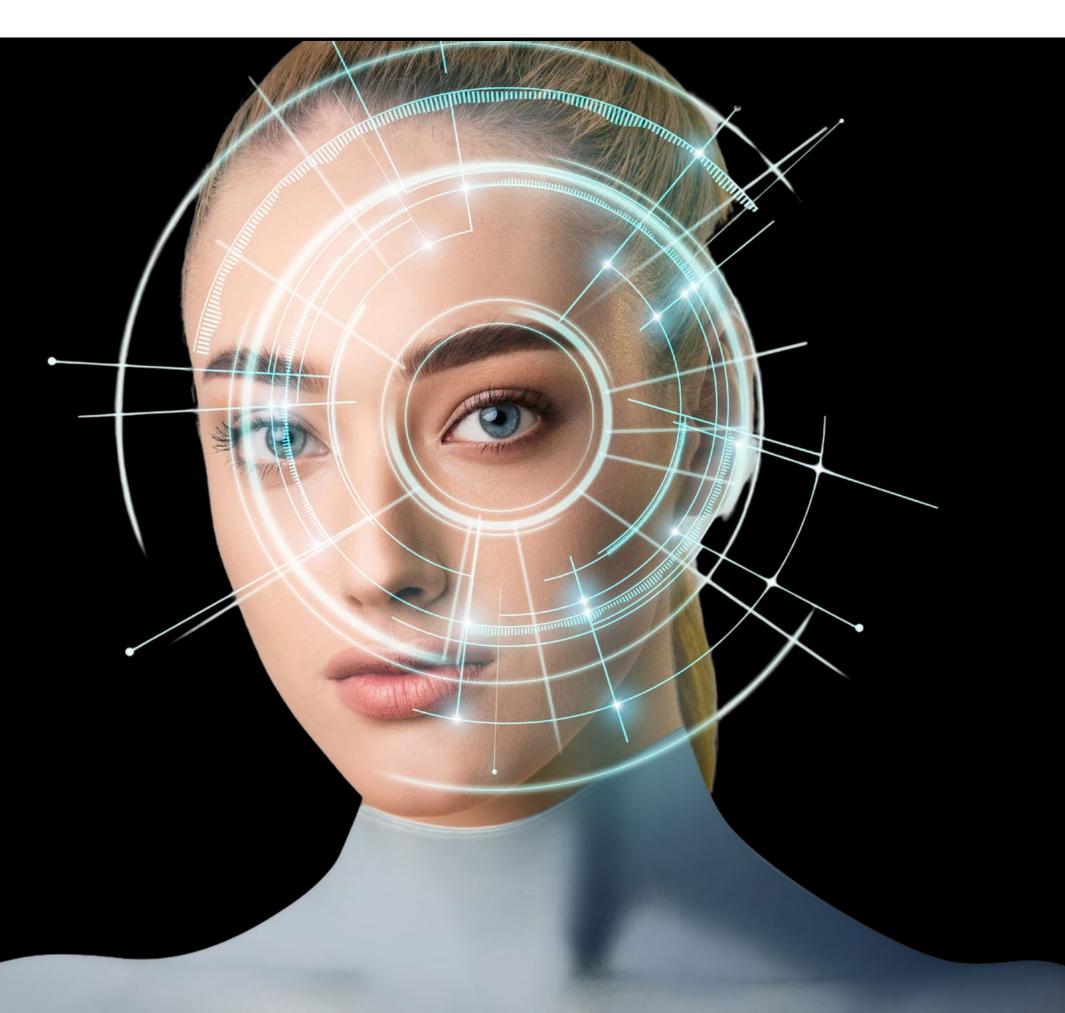


Virtuous Cycle: a self-reinforcing loop where advancements in one area lead to progress in the other, and vice versa.





Virtuous Cycle: a self-reinforcing loop where advancements in one area lead to progress in the other, and vice versa.



Strategic Foresight > Insight 1: Humans & computers are in a virtuous cycle driven by AI > Insight 2 > Scenarios









GPT-4 Passes the Bar Exam

GPT-4 Passes the Bar Exam

35 Pages • Posted: 15 Mar 2023 • Last revised: 5 Apr 2023

Daniel Martin Katz

Illinois Tech - Chicago Kent College of Law; Bucerius Center for Legal Technology & Data Science; Stanford CodeX - The Center for Legal Informatics; 273 Ventures

Michael James Bommarito

273 Ventures; Licensio, LLC; Stanford Center for Legal Informatics; Michigan State College of Law; Bommarito Consulting, LLC

Shang Gao Casetext

Pablo Arredondo Casetext; Stanford CodeX

Date Written: March 15, 2023

How PwC will use generative AI to assist with legal work

The global firm recently announced a partnership with the legal startup Harvey, a platform built on artificial intelligence technology from ChatGPT creator OpenAI.

Published April 25, 2023

How PwC will use generative AI to assist with legal work

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Published April 25, 2023

Businessweek

Walmart Is Using AI to Negotiate the **Best Price With Some Vendors**

With chatbots instead of humans doing the haggling over cost and purchase terms, the retail giant is wringing more savings from contracts.

Businessweek

Walmart Is Using AI to Negotiate the **Best Price With Some Vendors**

With chatbots instead of humans doing the haggling over cost and purchase terms, the retail giant is wringing more savings from contracts.

Generative AI in the Legal Industry...so what?

- Rapid pace of improvement
- Impact on business models
- Security emphasis on humans

Strategic Foresight > Insight 1: Humans & computers are in a virtuous cycle driven by AI > Insight 2 > Scenarios

Alworkloads use a lot of



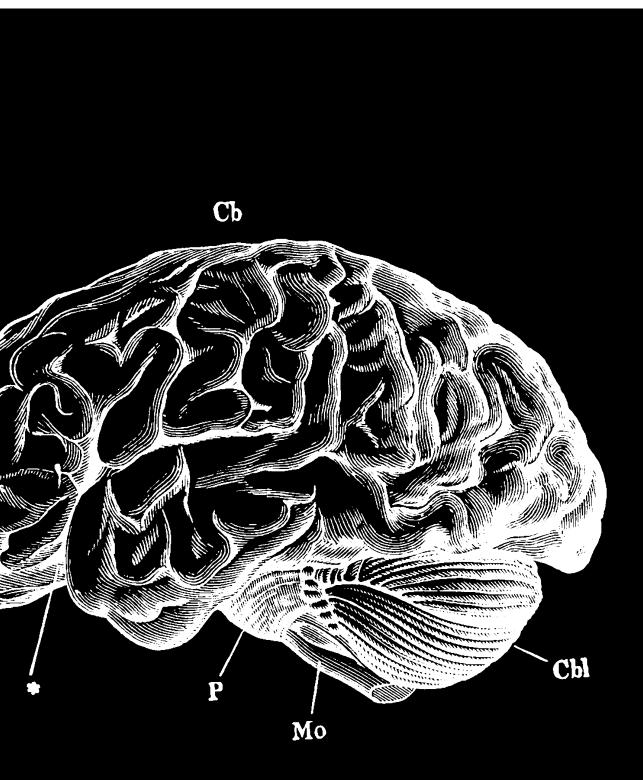


Memory

data

Compute

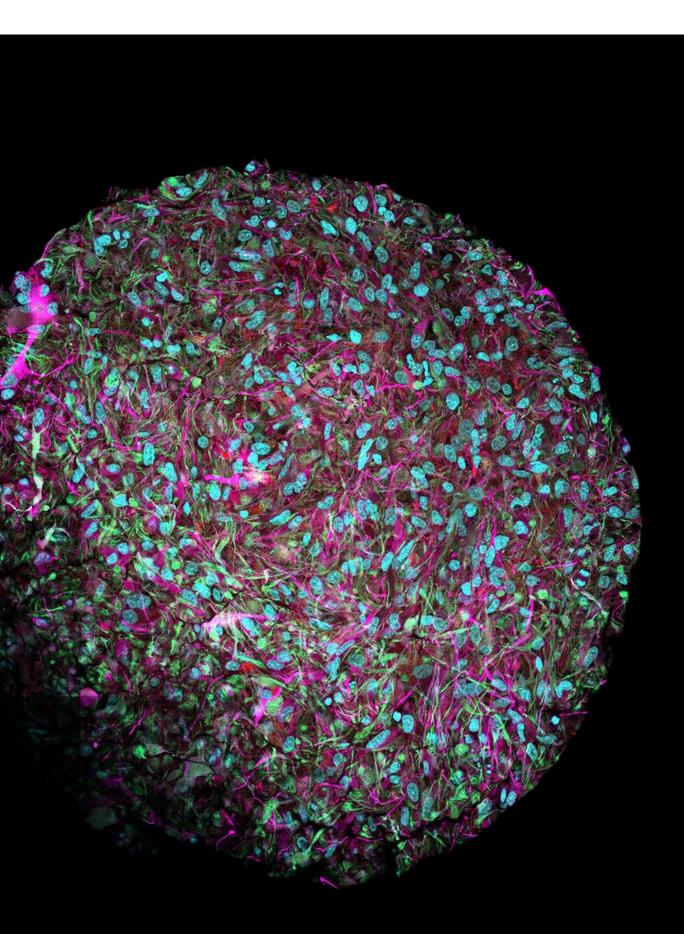
Researchers are rethinking computing architectures



Neuromorphic computer: computer architectures that are inspired by the biologicalbrain's structure and function.

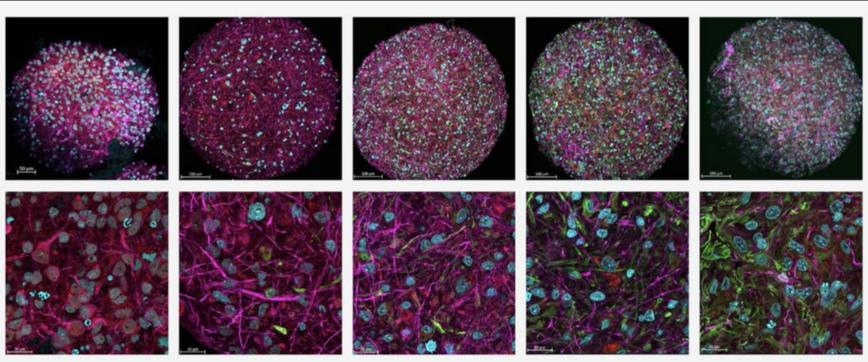
Organoid intelligence (OI): the new frontier in biocomputing and intelligence-in-a-dish

Lena Smirnova¹, Brian S. Caffo², David H. Gracias^{3,4,5,6,7,8}, Qi Huang³, Itzy E. Morales Pantoja¹, Bohao Tang², Donald J. Zack⁹, Cynthia A. Berlinicke¹⁰, J. Lomax Boyd¹¹, Timothy D. Harris^{12,13}, Erik C. Johnson¹⁴, Brett J. Kagan¹⁵, Jeffrey Kahn¹⁶, Alysson R. Muotri^{17,18}, Barton L. Paulhamus¹⁹, Jens C. Schwamborn²⁰, Jesse Plotkin¹, Alexander S. Szalay^{21,22,23}, Joshua T. Vogelstein¹², Paul F. Worley²⁴ and Thomas Hartung^{1,25}*



Neuromorphic Computer: Mimics brains architecture but uses silicon material

Organoid Intelligence:



4 weeks

8 weeks

Uses biological materials for information processing

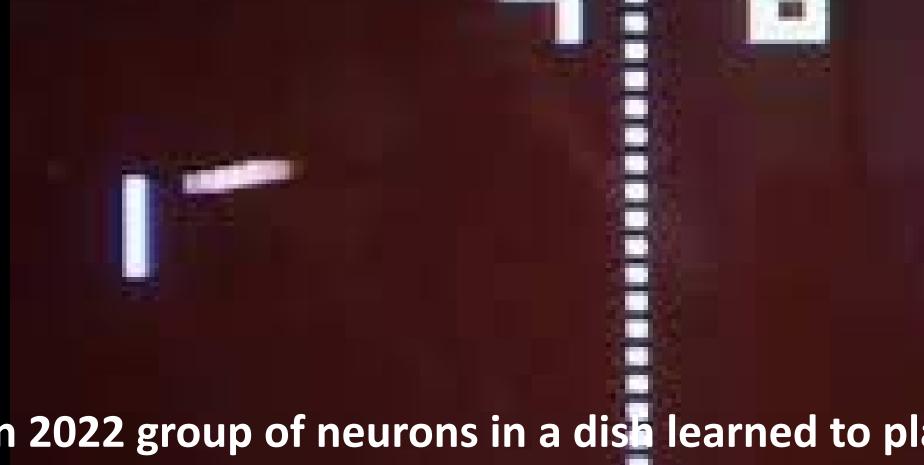
10 weeks

12 weeks

15 weeks

Organoids are 3D cultures of human brain cells. These tiny 3D spheres have neurons and circuitry capable of supporting fundamental functions like learning and memory.





In 2022 group of neurons in a dish learned to play the simple video game Pong.



Researchers taught AIthat runs on organoids to do math

> bioRxiv. 2023 Mar 1;2023.02.28.530502. doi: 10.1101/2023.02.28.530502. Preprint

Brain Organoid Computing for Artificial Intelligence

Hongwei Cai, Zheng Ao, Chunhui Tian, Zhuhao Wu, Hongcheng Liu, Jason Tchieu, Mingxia Gu, Ken Mackie, Feng Guo

PMID: 36909615 PMCID: PMC10002682 DOI: 10.1101/2023.02.28.530502 **Free PMC article**

"Living Hardware"

> bioRxiv. 2023 Mar 1;2023.02.28.530502. doi: 10.1101/2023.02.28.530502. Preprint

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PMID: 36909615 PMCID: PMC10002682 DOI: 10.1101/2023.02.28.530502 **Free PMC article**



If Al runs on human brain cells, is it closer to being a person?

In 2021, South Africa granted a patent to an AISystem

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B65D 8/00 (2006.		B65D 1/02	
B65D 6/00 (2006.	01)	A61M 16/0	0 (2006.0)
B65D 13/02 (2006	5.01)	A61M 21/0	00 (2006.01
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(10) International Publication Number WO 2020/079499 A1

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.01)	(71) Applicant: THALER, Stephen L. [US/US]; 1767 Water- fall Dr., St Charles, Missouri 63303 (US).
01) 5.01) 5.01)	(72) Inventor: DABUS, The invention was autonomously generated by an artificial intelligence; 1767 Waterfall Dr, St Charles, Missouri 63303 (US).
9/057809	(74) Agent: ABBOTT, Ryan; 11601 Wilshire Blvd #2080, Los Angel, CA 90024 (US).
.09.2019) English	(81) Designated States (unless otherwise indicated, for every kind of national protection available): AE, AG, AL, AM, AO, AT, AU, AZ, BA, BB, BG, BH, BN, BR, BW, BY, BZ,
English	CA, CH, CL, CN, CO, CR, CU, CZ, DE, DJ, DK, DM, DO, DZ, EC, EE, EG, ES, FI, GB, GD, GE, GH, GM, GT, HN, HR, HU, ID, IL, IN, IR, IS, JO, JP, KE, KG, KH, KN, KP,
8) EP 018) EP	KR, KW, KZ, LA, LC, LK, LR, LS, LU, LY, MA, MD, ME, MG, MK, MN, MW, MX, MY, MZ, NA, NG, NI, NO, NZ, OM, PA, PE, PG, PH, PL, PT, QA, RO, RS, RU, RW, SA,

WHAT IF ...?

What if AI commits a crime without a human in the loop?

What if an Al system misdiagnoses a patient?

What if devices that use biological materials are vulnerable to biological viruses?

What if using human architecture makes AImore sentient?

Strategic Foresight > Insight 1 > Insight 2: Everything will be traceable > Scenarios

In sight: Everything will be traceable.



Implication This willl redefine liability.



IOT refers to the interconnected nature of devices and systems that communicate with each other over the Internet.

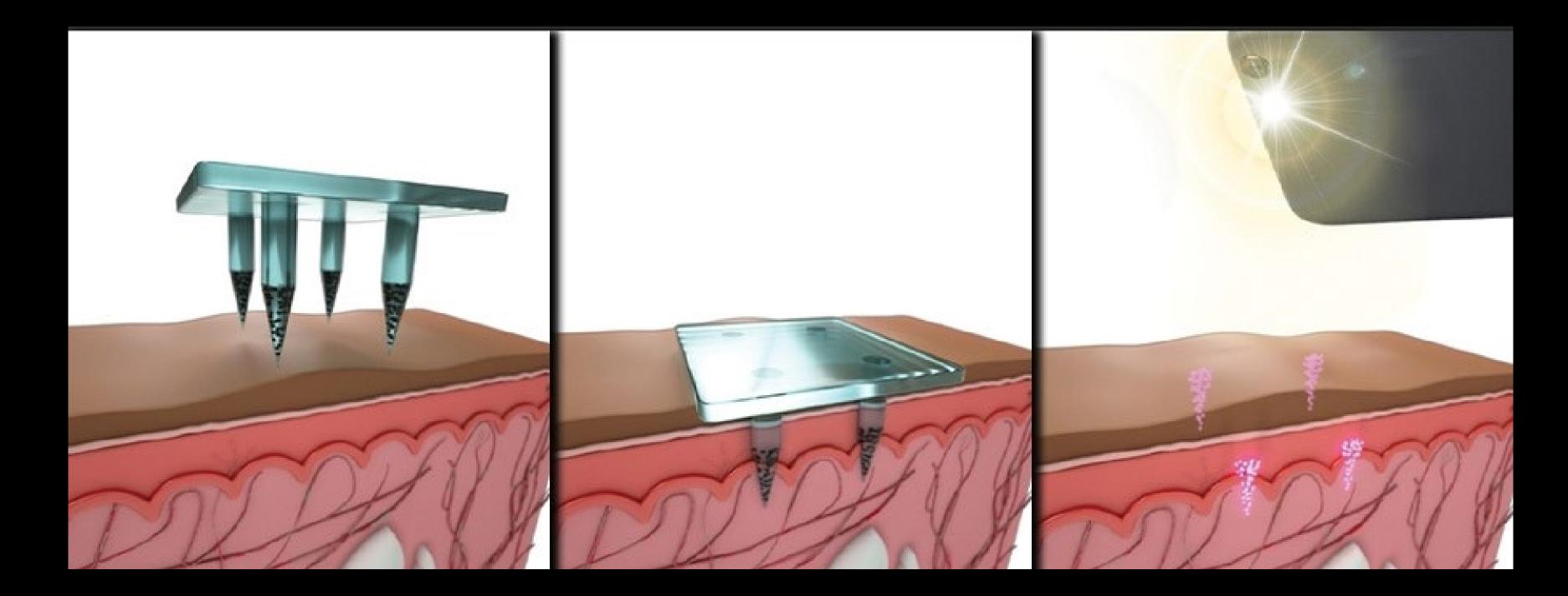
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ED





MIT researchers develop "on-patient" vaccine record



Strategic Foresight > Insight 1 > Insight 2: Everything will be traceable > Scenarios



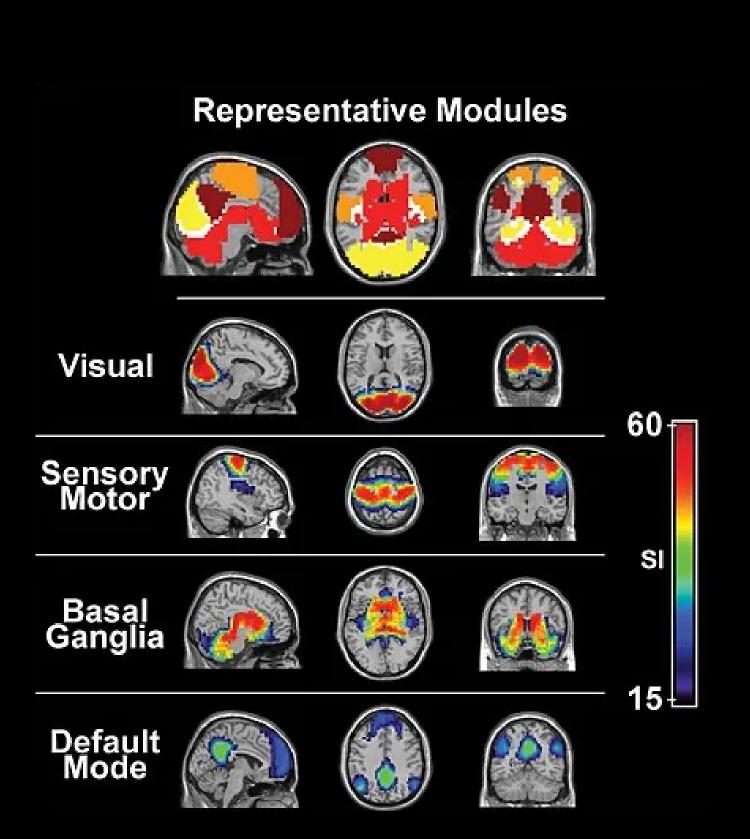
Strategic Foresight > Insight 1 > Insight 2: Everything will be traceable > Scenarios

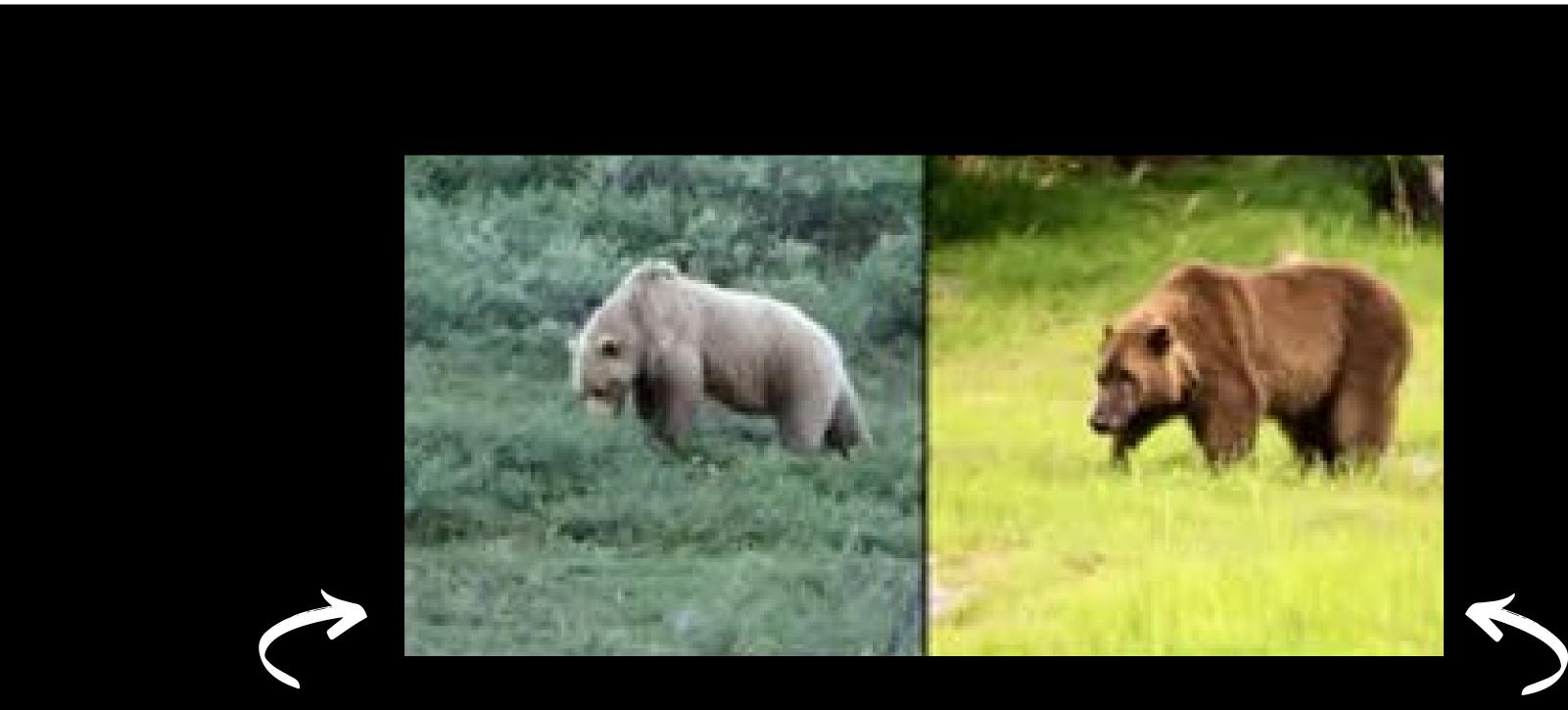
Al to interpret your mind.



Reconstructing the Mind's Eye: fMRI-to-Image with Contrastive Learning and Diffusion Priors

Paul S. Scotti, Atmadeep Banerjee, Jimmie Goode, Stepan Shabalin, Alex Nguyen, Ethan Cohen, Aidan J. Dempster, Nathalie Verlinde, Elad Yundler, David Weisberg, Kenneth A. Norman, Tanishq Mathew Abraham





"Seen Image": a picture that is	"Rec
physically shown to a human	gues

"Reconstruction": what a MLmodel guesses the human saw using just a brain scan as the input

"Seen Image"

"Reconstruction" from brain scan



"Seen Image"

"Reconstruction" from brain scan



"Seen Image"

"Reconstruction" from brain scan





What if mind reading technology is incorporated into citizen surveillance systems?

How much merit will be given to mind reconstructions?

What if anyone with an iPhone can scan a person to know their vaccination status?

What if everything is traceable and deepfakes are indistinguishable from reality?

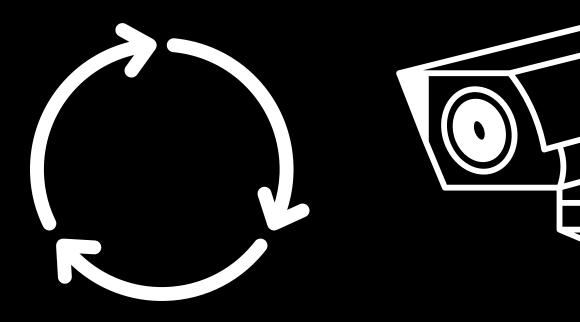
WHAT IS INFLUENCING THE FUTURE?	01 Signals	Signals and Trends Identification
Signals & long-term trends	02 Trends	
WHAT IS THE FUTURE? Global	03 Uncertainties	Marketplace Uncertainties
macro scenarios	04 Scenarios	Scenario Prototyping
WHAT IS	05 Opportunities Threats & Rehearsing	Business Impacts
YOUR ORG'S FUTURE? Strategic	06 Planning	
	07 Actioning	

Signals Trends Uncertainties 🗸 Scenarios





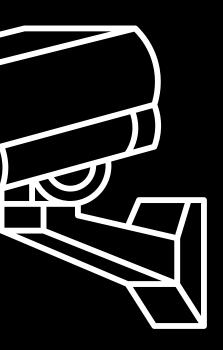
Business Impacts



Insight 1: Humans and computers are in a virtuous cycle.

Insight 2: Everything is trackable.

Trends & Uncertainties



Strategic Foresight > Insight 1 > Insight 2 > <u>Scenarios</u>

SCENARIOS 2033 - 10 years



Strategic Foresight > Insight 1 > Insight 2 > <u>Scenarios</u>

PESSIMISTIC: No humans in the loop

Strategic Foresight > Insight 1 > Insight 2 > <u>Scenarios</u>

Industries adopted AI without processes for ongoing human monitoring and feedback.

At first, the speed and volume of diagnoses was revolutionary...

Without the right checks and balances, cracks began to emerge.

The industry removed the human from the loop entirely.

There was no reinforcement learning with human feedback.

Epidemic of misdiagnosis.

Society's trust in institutions withered.

OPTIMISTIC: Hybrid Intelligence Collaboration

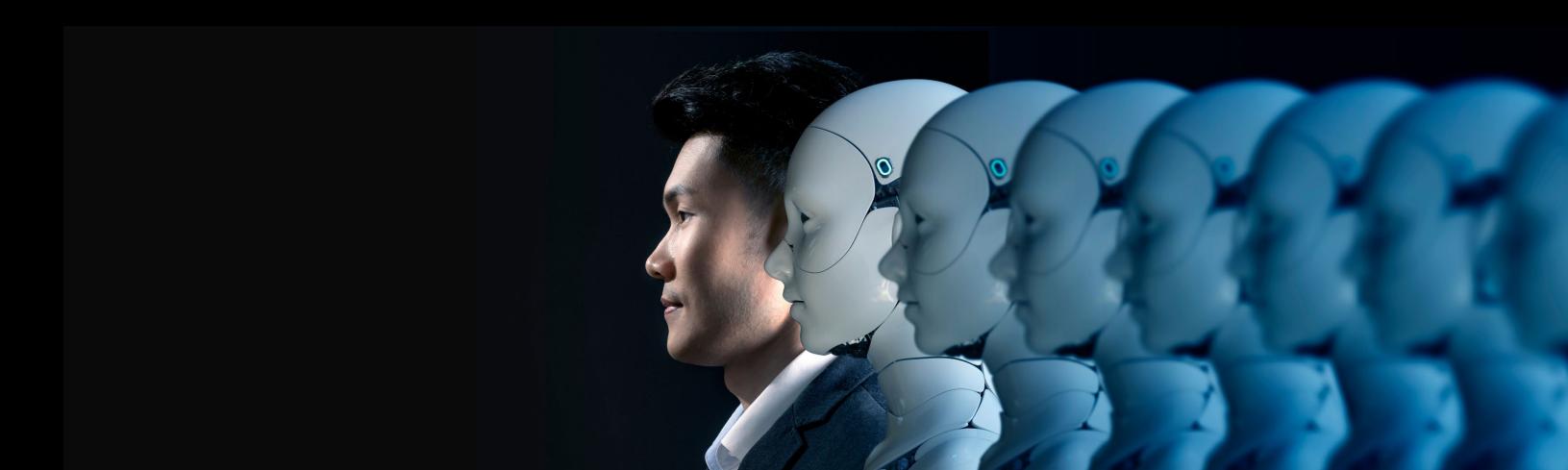
(Humans + AI)

AI optimizes legal work...

Al optimizes le gal work...

but the Alisn't flawless.

Leading firms integrated Reinforcement Learning with Human Feedback teams.



Lawyers spend more time on high-value work.

Traceability in everything reduces certain types of litigation.

New legal concerns around privacy and data emerge.

HAVE YOU BEEN INJURED ON THE JOB?

CALL MARLIN & MARLIN

ARE YOU AW ARE YOUR EVERY MOVE IS TRACKED BY YOUR EMPLOYER?

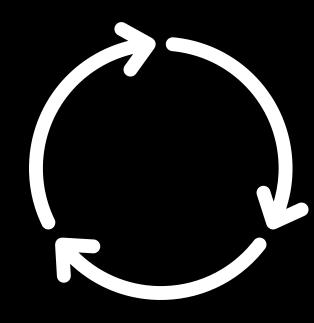
CALL MARLIN & MARLIN

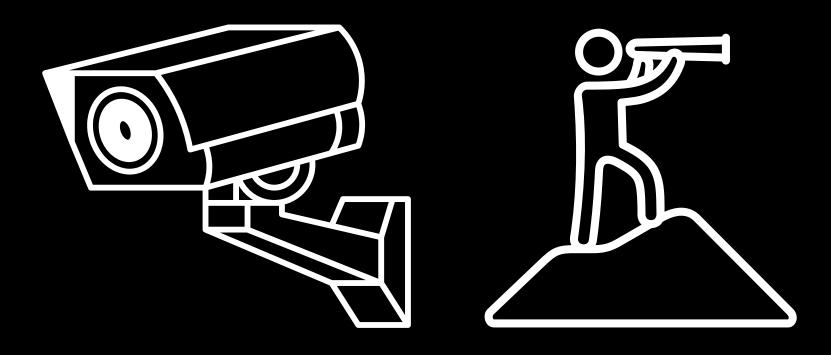
Lawyers are in high demand.

Know what is <u>plausible</u> so you can build what is <u>desirable</u>.

This is when we go from SciFito reality.







FTI's Strategic Foresight Methodology

Insight 1: Humans and computers are in a virtuous cycle.

Insight 2: Everything is trackable.

Trends & Uncertaint ies

Scenarios







CROSS-BORDER M&A TRENDS

Moderator

Thomas Bähler, Kellerhals Carrard (Switzerland)

Panel

- Jacqui Barrett, Hall & Wilcox (Australia: Melbourne)
- Patrick De Ridder, McGuireWoods (US: Virginia)
- Shivpriya Nanda, JSA (India)
- James Raanan, Amit, Pollak, Matalon & Co. (Israel)



FIRESIDE CHAT: WOMEN IN LAW

Moderator

Lisa Danay Wallace, WeirFoulds (Canada: Ontario)

Panel

- Madeleine Landrieu, Loyola University New Orleans College of Law
- Stephanie Scharf, Scharf Banks Marmor (US: Chicago, IL)

Women In Law: The Impact of Parenting on Legal Careers

Stephanie A. Scharf, J.D., Ph.D. Scharf Banks Marmor LLC



An Array of Hard Data About Careers for Women Lawyers

"Walking Out the Door" 2019 (R. Liebenberg and S. Scharf)

"Left Out and Left Behind" 2020 (D. Peery, P. Brown and E. Letts)

"Practicing Law in the Pandemic and Moving Forward" 2021 (S. Scharf and R. Liebenberg)

Where Does The Legal Profession Go From Here? 2022 (S. Scharf and R. Liebenberg)



LAWYERS TELL US HOW AND WHERE

THEY WANT TO WORK



First National Study Of Parenting and Legal Careers

Authors: S. Scharf, R Liebenberg, and P. Brown. American Bar Association, October 2023







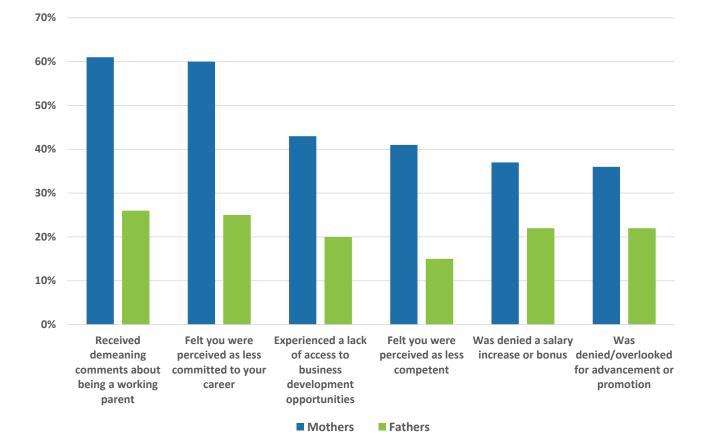
Results and Best Practices From A National Study Of The Legal Profession





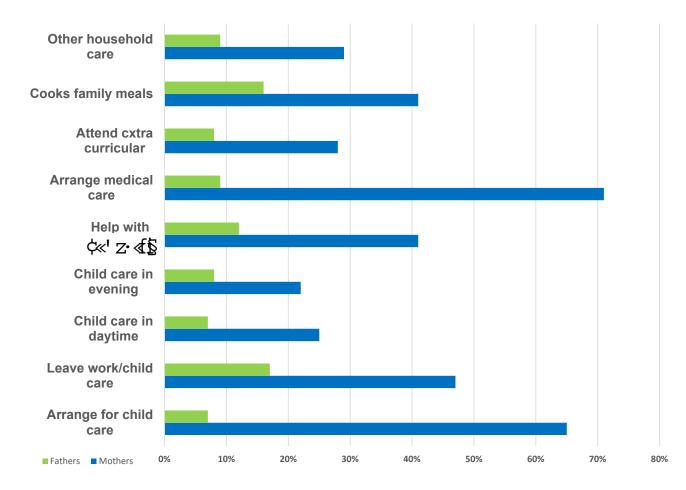


Negative Experiences in Firms: Mothers and Fathers

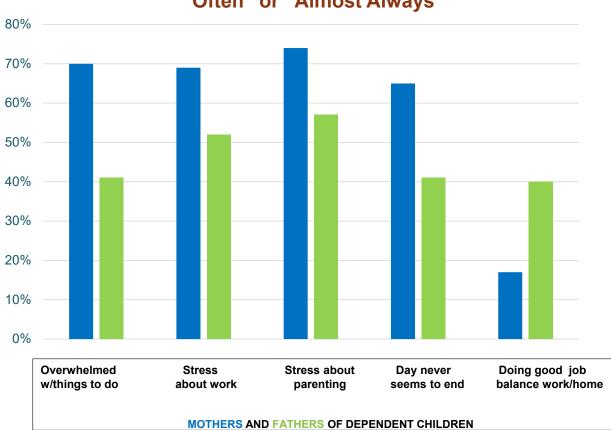


Copyright S. Scharf 2023. Data source: Legal Careers of Parents (ABA forthcoming 2023)

Mothers Overwhelmingly Are the Parents Who Do Double Duty for Child Care and the Household



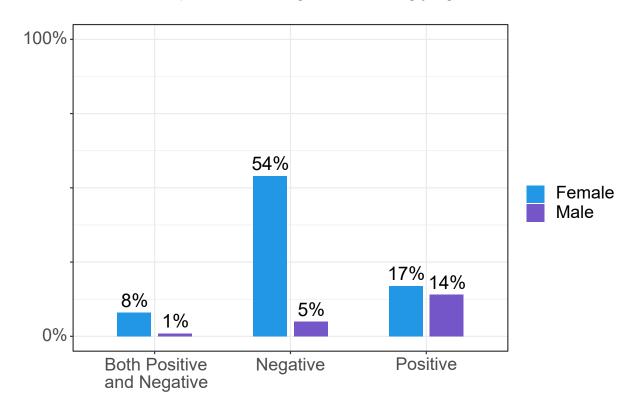
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Stress and Burnout "Often" or "Almost Always"

Negative Or Positive Impact Of Children On My Career?

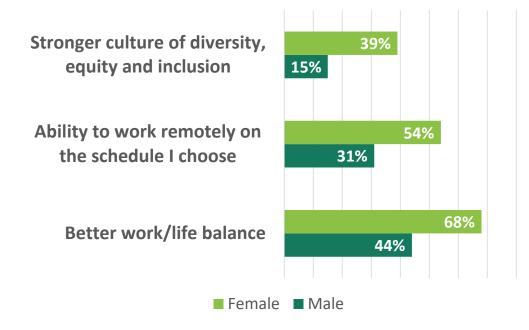
Percent of parents who "agree" or "strongly agree"



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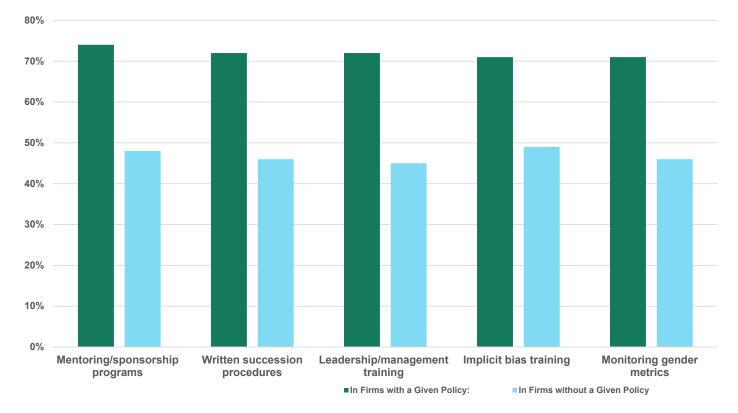
Certain Aspects of Culture Really Matter For Women

Percent "very" or "extremely important" in deciding whether to change jobs

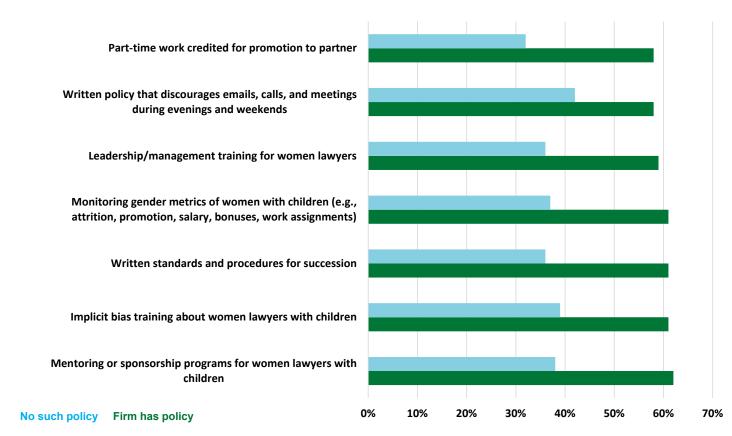


Do Firm Policies Matter? YES

Women: My Firm Is Successful At Promoting Mothers Into Leadership Roles



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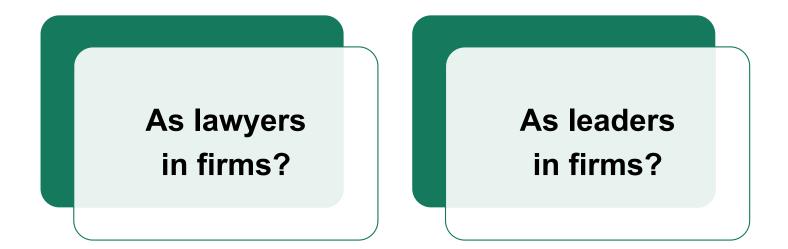


Mothers: My Firm is Successful At Promoting Mothers To Equity Partner

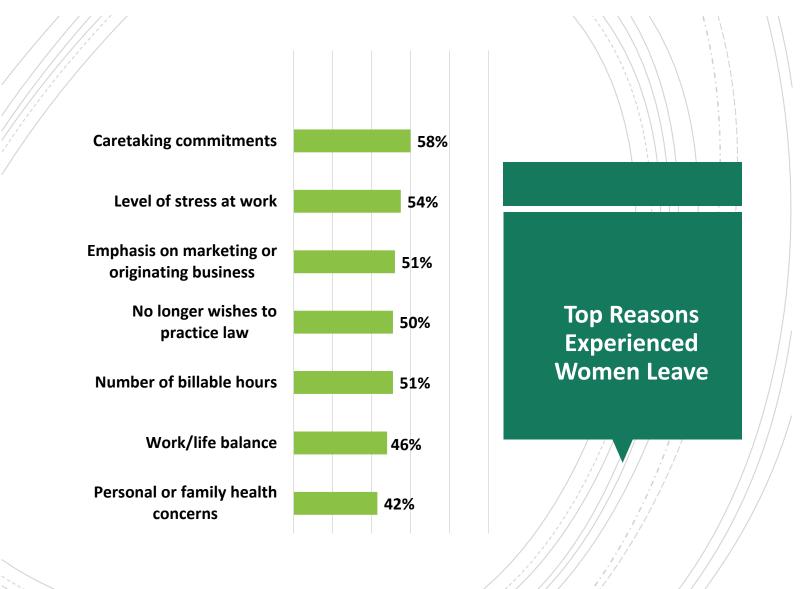
47

How Do We Move Forward?

What Do We Want To Achieve?



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49

How Well Are Firms Doing to Advance Women?

The Perception Gap



Women Anaging Partners and Senior Men

7



FIRESIDE CHAT: WOMEN IN LAW

Moderator

Lisa Danay Wallace, WeirFoulds (Canada: Ontario)

Panel

- Madeleine Landrieu, Loyola University New Orleans College of Law
- Stephanie Scharf, Scharf Banks Marmor (US: Chicago, IL)

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SEPTEMBER 21-22 LOUISIANA, USA

NEW ORLEANS

BEER



WHAT'S WEIGHING MOST ON THE MINDS OF TODAY'S IN-HOUSE COUNSEL?

Moderator

Mark Dunphy, Hall & Wilcox (Australia: Melbourne)

- Jaimmé Collins, General Counsel, Executive Vice President, and Senior Vice President of Strategy, Liberty Bank and Trust Company
- Stephen Costalas, Chief Legal Officer, Gainwell Technologies
- Patrick Morris, Managing Counsel Upstream Americas, Shell Oil Company
- Greg Rouchell, Senior Vice President of Human Resources, New Orleans Saints



BREAKOUT SESSIONS 10:00 am – 11:00 am

SALON 1 – 2 (main session room) > DISPUTE RESOLUTION TRENDS: LITIGATION vs. ARBITRATION

LAFAYETTE BALLROOM (across the foyer) > SUPPLY CHAIN TRENDS SHAPING THE FUTURE OF INTERNATIONAL TRADE



DISPUTE RESOLUTION TRENDS: LITIGATION vs. ARBITRATION

Moderator

Tatiana Sainati, Wiley (US: Washington, D.C.)

- Krista Chaytor, WeirFoulds (Canada: Ontario)
- Lauren Liang, Clark Wilson (Canada: British Columbia)
- Caroline Mackie, Poyner Spruill (US: North Carolina)



SUPPLY CHAIN TRENDS SHAPING THE FUTURE OF INTERNATIONAL TRADE

Moderator

• Jayne Hussey, Mills & Reeve (United Kingdom)

Panelists

- Cole Callihan, Adams and Reese (US: Louisiana)
- Denisse Correa, FABREGA MOLINO (Panama)
- Chris Weld, Wiley (US: Washington, D.C.)





SUPPLY CHAIN UK/EUROPE: CURRENT STATE OF PLAY

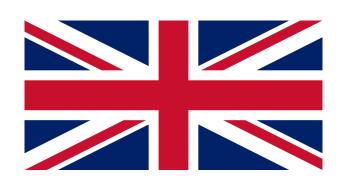
- Supply chain issues persisting though easing slightly (depending on sector)
- Post-Brexit supply chain issues persist for some sectors
- UK labour shortages impacting supply chains
- War in Ukraine continuing to impact
- Global political instabilities
- Global economic uncertainty (also creating some capacity)
- Trade tensions (e.g., with PRC)
- Impact of climate change





SUPPLY CHAIN UK/EUROPE: WHAT ARE WE SEEING?

- ESG considerations for supply chains gaining profile and momentum
- Diversification of supply chains
- Near-shoring
- Logistics costs dropping (good time to renegotiate!)







BIDEN ADMINISTRATION SUPPLY CHAIN PRIORITIES

- Emphasis on "de-risking and diversifying" U.S. supply chains
- Part of a broader ideological reorientation away from what it calls an overemphasis on markets and economic efficiency
- Re-shoring, near-shoring, and/or friend-shoring
- Administration is deploying tools to increase capacity and diversify sources of supply for strategic and critical products/industries



TOOLS INCLUDE STICKS AND CARROTS TO:

Incentivize Domestic Manufacturing

 Bipartisan Infrastructure Law, Inflation Reduction Act, CHIPS and Science Act, updated tools to enforce trade remedy laws

Encourage Integration with Allies and Partners

 Global Arrangement on Sustainable Steel and Aluminum; Indo-Pacific Economic Framework; Trade and Technology Council

Restrict Trade with Rivals/Adversaries

Export controls, outbound investment review, forced labor



U.S. CURRENT STATE OF PLAY

Uyghur Forced Labor Prevention Act (UFLPA)

- CBP enforcement
- Latest Developments



U.S. CURRENT STATE OF PLAY

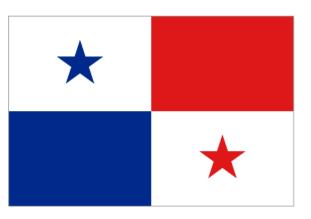
Build America, Buy America

- Department of Commerce and OMB Guidance
- Impacts to Supply Chains



INTERNATIONAL TRADE PANAMA: CURRENT STATE OF PLAY

- The challenge of hiring qualified employees with specialized skills needed for modern, technologically advanced supply chain operations.
- Bureaucracy and cumbersome government procedures can affect trade efficiency and international competitiveness.
- Companies in Panama may need to focus on digital transformation to streamline customs and logistics increasingly.
- Be prepared for sudden shifts in global trade policies.





NEXT 12 – 24 MONTHS PANAMA

- Panama Government is waiting for Exiting the Grey List report.
- Continued investment in infrastructure is likely, including port facilities and transport networks to better accommodate the increase in global trade.
- Accelerated adoption of digital technologies in logistics and supply chain management, enhancing efficiency and transparency.





LAW FIRM LEADERS: STRATEGIES THAT STRENGTHEN A FIRM

Moderator

Bhavesh Patel, Travers Thorp Alberga (Cayman Islands)

- Mariano Batalla, Alta Batalla (Costa Rica)
- Jenni Dickson, Patterson Belknap Webb & Tyler (US: New York, NY)
- Gary Franklin, Primmer Piper Eggleston & Cramer (US: Vermont)
- Douglas Gold, Mitchell Silberberg & Knupp (US: Los Angeles, CA)
- James Goodnow, Fennemore (US: Arizona)



BREAKOUT SESSIONS 1:45 pm – 2:45 pm

SALON 1 – 2 (main session room) > GLOBAL PROSPECTS FOR THE ENERGY SECTOR/CLIMATE CHANGE

LAFAYETTE BALLROOM (across the foyer) > HEALTHCARE TRENDS ACROSS AMERICA



GLOBAL PROSPECTS FOR THE ENERGY SECTOR/CLIMATE CHANGE

Moderator

Kenneth Baldwin, Robinson+Cole (US: Connecticut)

- Ainsley Heffernan, Beauchamps (Ireland)
- Jeff Trotter, Adams and Reese (US: Louisiana)
- **Steve Tugend**, Kegler Brown Hill + Ritter (US: Ohio)



BREAKOUT SESSIONS 3:00 pm – 3:45 pm

SALON 1 – 2 (main session room) > DISRUPTIVE TECHNOLOGIES: DIGITAL CURRENCY & AI – TRENDS, CHALLENGES, AND BUSINESS OPPORTUNITIES

LAFAYETTE BALLROOM (across the foyer) > COMING TO AMERICA: IMMIGRATION OPTIONS AND TAX IMPLICATIONS



DISRUPTIVE TECHNOLOGIES: DIGITAL CURRENCY & AI – TRENDS, CHALLENGES, AND BUSINESS OPPORTUNITIES

Moderator

Edward Longosz, Eckert Seamans (US: Pennsylvania)

- Tim Anzenberger, Adams and Reese (US: Louisiana)
- David McCarville, Fennemore (US: Arizona)
- **Douglas McDonald**, Mills & Reeve (United Kingdom)



COMING TO AMERICA: IMMIGRATION OPTIONS & TAX IMPLICATIONS

Moderator

Autumn Ronda, Mitchell Silberberg & Knupp (US: Los Angeles, CA)

- Mary Kate Fernandez, Adams and Reese (US: Louisiana)
- Alycia Moss, Hawley Troxell (US: Idaho)









Mary Kate Fernandez, Associate

(504) 585-0448 |mary.fernandez@arlaw.com

ADAMS AND REESE LLP

Based in New Orleans, Mary Kate Fernandez is an Associate at Adams and Reese LLP. Mary Kate concentrates her practice on Business Immigration, assisting clients in navigating all aspects of the immigration process. Her practice focuses on advising clients on U.S. immigration laws and regulatory issues and helping clients through the visa petition process, including obtaining and transferring employment-based non-immigrant visas, as well as sponsoring employment-based and family-based immigrant visa petitions. She has experience preparing numerous types of visa petitions and responding to RFEs.

Alycia Moss, Partner

(208) 444-4170 | Amoss@hawleytroxell.com

Alycia is a member of Hawley Troxell's Immigration practice group. Alycia has assisted businesses, individuals, and investors alike navigate the U.S. immigration system since 2012.She has appeared on behalf of her clients before many immigration agencies, including the United States Citizenship & Immigration Services (USCIS), Immigration and Customs Enforcement (ICE), Customs and Border Protection (CBP), Executive Office of Immigration Review (EOIR), Board of Immigration Appeals, Board of Alien Labor Certification Appeals (BALCA), Administrative Appeal Office (AAO), and federal courts.

Autumn Ronda, Partner

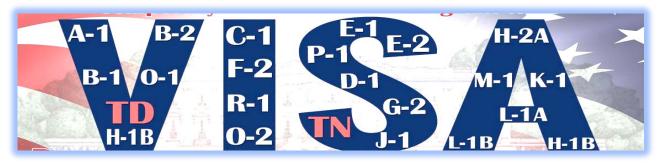
(310) 312-3780 |akr@msk.com

Based in Los Angeles, Autumn Ronda is a Partner in the Tax and Estate Planning Department of Mitchell Silberberg & Knupp LLP. Autumn specializes in designing and implementing sophisticated tax and estate planning strategies for her clients. Autumn is regarded for her special expertise in planning for crossborder estate and gift tax issues, including pre-immigration tax planning. She also manages complex trust and probate administration matters. Autumn is designated as a Certified Legal Specialist in Estate Planning, Trust & Probate Law by the Legal Specialization Board of the State Bar of California.



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- **B-1** (temporary business visitor)
- **B-2** (tourist or medical treatment visa)
- E-1 (treaty trader visa)
- E-2 (treaty investor visa)
- E-3 (specialty occupation for Australians)
- **EB-5** (permanent residency for foreign nationals who invest in U.S., job-creating businesses)
- H-1B (temporary specialty worker visa)
- **H-1B1** (U.S. Free Trade Agreement Professional visa for Chileans and Singaporeans)
- H-2A (seasonal and agricultural work visa)
- H-3 (trainee visa)
- L-1A (intracompany executive or manager visa)
- L-1B (intracompany specialized knowledge visa)
- L-1 Blanket (blanket intracompany visa)



- **O-1** (extraordinary ability worker visa)
- P-1A (athletic competition visa)
- P-1B (entertainment group visa)
- **TN** (work authorization status under NAFTA for Canadian and Mexican citizens)
- Permanent residency (green cards) based upon employment, including labor certification (PERM) where necessary
- **Permanent residency** (green cards) based upon family relationships
- M-1 (vocational study visa)
- F-1 (academic study visa)
- J-1 (research, professional training and cultural exchange visa)



INCOME TAX IMPLICATIONS TAX RESIDENCY

- The specific tax implications for a non-U.S. Citizen in the U.S. depends on their tax status—whether they are considered a "resident alien" or a "nonresident alien" for tax purposes.
 - **Resident Alien:** A person is typically considered a resident alien for tax purposes if they meet the "substantial presence test" or have been granted lawful permanent resident status (a "green card").
 - Nonresident Alien: A person who does not meet the substantial presence test and does not have a green card is generally considered a nonresident alien for tax purposes.
- Determining tax residency isn't always straightforward. For example, even if someone doesn't meet the substantial presence test in a particular year, they might still be considered a resident alien if they meet the test over a combination of the current year and the two preceding years.
- Additionally, various factors, including the type of visa, can influence how the substantial presence test is applied. Some visas, such as F, J, M, or Q (student or certain exchange visitor visas), have specific rules about counting days for the substantial presence test.
- Lawful permanent residents (Green Card holders) are always Resident Aliens.



INCOME TAX IMPLICATIONS RESIDENT ALIENS

- Resident Aliens are subject to U.S. taxation in ways similar to U.S. citizens.
- Worldwide Income: Taxed on their worldwide income, regardless of where it's earned or where they live at the time of earning it.
- U.S. Tax Returns: They must file U.S. federal income tax returns using Form 1040, just like U.S. citizens. (Nonresident aliens usually file Form 1040-NR or 1040-NR-EZ.)
- Foreign Tax Credits: To mitigate double taxation, green card holders can claim foreign tax credits for taxes paid to other countries on their U.S. tax return.
- Foreign Earned Income Exclusion: They may qualify for the Foreign Earned Income Exclusion if they meet specific requirements related to physical presence or bona fide residency in a foreign country.
- FBAR & FATCA: Green card holders with foreign financial accounts may have to file the Report of Foreign Bank and Financial Accounts (FBAR) and adhere to the Foreign Account Tax Compliance Act (FATCA) requirements by reporting specified foreign financial assets on Form 8938 if they exceed certain thresholds.
- Abandonment Issues: Abandoning a green card can have tax consequences. If certain criteria are met, an individual might be considered a "covered expatriate" under the exit tax rules for long-term residents.



ESTATE AND GIFT TAX IMPLICATIONS U.S. DOMICILED PERSONS

- U.S. residents for estate and gift tax purposes ("domiciled") are subject to U.S. gift and estate tax on transfers of worldwide assets, similar to U.S. citizens.
- Domiciled persons in the U.S., enjoy the same lifetime exemption from estate and gift tax as U.S. citizens—currently \$12,920,000.
- Transfers to a non-U.S. citizen spouse do not qualify for the unlimited marital deduction, regardless of the domicile of the deceased.
 - Use of a Qualified Domestic Trust (QDOT) can allow deferral of the estate tax until assets are distributed from the trust.
 - QDOT planning is not applicable to gifts, only transfers at death.
- The U.S. has estate tax treaties with several countries. These treaties may provide relief by providing credits, or offering other beneficial provisions for citizens of these countries.



ESTATE AND GIFT TAX IMPLICATIONS NON-U.S. DOMICILED PERSONS

- Non-U.S. citizens who are not considered U.S. residents for estate tax purposes ("non-domiciled") have a significantly reduced exemption amount for U.S.-situated assets, currently \$60,000.
- Non-domiciled persons with U.S.-situated assets exceeding the \$60,000 exemption, the estate will need to file a U.S. estate tax return, Form 706-NA.
- U.S.-situated assets typically include real estate located in the U.S., tangible personal property (like artwork or jewelry) located in the U.S. at the time of death.
- The U.S. has estate tax treaties with several countries. These treaties may provide relief by increasing the exemption amount, providing credits, or offering other beneficial provisions for citizens of these countries.
- Transfers to a non-U.S. citizen spouse do not qualify for the unlimited marital deduction, regardless of the domicile of the deceased.
 - Use of a Qualified Domestic Trust (QDOT) can allow deferral of the estate tax until assets are distributed from the trust.
 - QDOT planning is not applicable to gifts, only transfers at death.
- Non-domiciled persons are subject to U.S. gift tax only on gifts of tangible real and personal property situated in the U.S.—generally not subject to U.S. gift tax on intangible property, like U.S. stocks and securities.



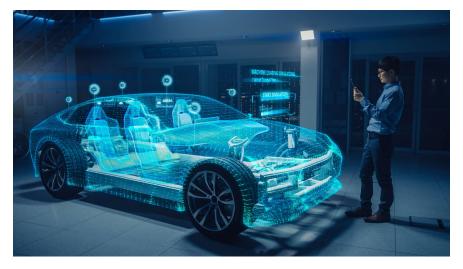
STEM INVESTOR SPECIALIST

Background

Employee is an engineer at a Korean automotive company. The company would like to expand to the US and open up a subsidiary to build and sell cars in the US. Because the employee is a long-term employee who rose up through the ranks at the company and has significant specialist knowledge, the company wants to send him to the US to assist the opening of the new company. **Employee has special knowledge of the company's unique batteries for their electric cars as well as the company's auto-drive systems.**

Education: Bachelor's degree in Automotive Engineering from a Korean university. Many specialized certifications and trainings regarding the cars the company makes and sells.

Possible	Visas/	<u>Status in</u>	the US	(employment	based)
B-1	H-1B	L-1B	E-2	EB-5	
Permanent residence					





Background

Italian citizen gelato maker who has used family recipes to make and open several gelato shops in Italy and in other European countries. He has won awards nationally and internationally. He has many press releases regarding his awards, shops, and gelato. He has almost 40 years of experience in the industry and almost 15 years owning his own Gelato shops. Education: Gelato Specialized School.

GELATO MASTER

Possible Visas/Status in the US (employment based)

O-1, Extraordinary Ability H-1B Q-1 E-2

EB-1, Self-Sponsored Extraordinary ability permanent residence (green card)

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WEALTHY INVESTOR

Background

A European-based client, a Non-Resident Alien (not a U.S. citizen, income tax resident, or domiciliary for estate and gift tax purposes), is looking to buy a vacation home in Malibu and might spend over six months annually there. She's 65, has assets over \$50 million, globally. She is considering purchasing a property that has a small operating vineyard attached thereto. Additionally, she's considering buying a home for her daughter (a green card holder), who lives in the U.S. with her American husband, so they can live nearby. She seeks advice on minimizing U.S. tax implications for her property purchase, and the potential gift to her daughter.

Possible Visas/Status in the USEB-5E-2



VIRTUAL EMPLOYEE LIVING IN THE US

Background

A Mexican citizen who is an Information Security Analyst working for a large Mexican Healthcare company in their cybersecurity department who lives in the US about 6 months of the year. Her company pays her in pesos, which is deposited in a Mexican bank account. She uses her debit card from the Mexican bank in the US for purchases. She owns a house in Mexico where she lives when in Mexico, but rents a short-term apartment in the US when she lives in the US.



Unauthorized Employment?

- Employment-based permanent residence
- Family-based permanent residence
- Non-immigrant visas/statuses



IN THE U.S.: THE STATE OF GOVERNMENT AFFAIRS & ADVOCACY

Moderator

Robert Rieger, Adams and Reese (US: Louisiana)

- Beth Clay, The Clay Firm (US: Mississippi)
- Shane LaVigne, Capitol Advocacy (US: California)
- Jonathan McCardle, Featherstonhaugh, Wiley & Clyne (US: Albany, NY)
- Allyce Trapp, Adams and Reese (US: Louisiana)
- **Steve Tugend**, Kegler Brown Hill + Ritter (US: Ohio)

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