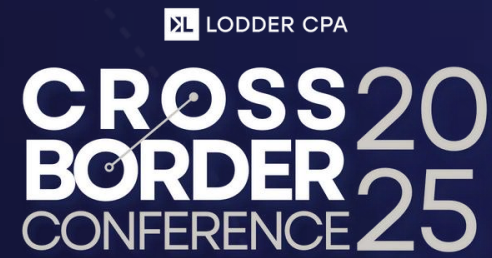




CROSS BORDER CONFERENCE 20 25

9 EXPERT-LED SESSIONS

Strategies for U.S. Business Expansion



Navigating Cross-Border Business Growth

Strategy, Opportunity, and
Success in a Complex U.S. Market

SESSION SPEAKER

KYLE LODDER, CPA

Founder / CEO, Lodder CPA





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Navigating Cross-Border Business Growth

Strategy, Opportunity, and Success
in a Complex U.S. Market



Expanding into the U.S. is complicated



Turbulent trade creates roadblocks



Yet many companies still thrive



Today's goal: provide strategy, clarity, and action

KYLE LODDER, CPA

U.S. Cross-Border Business Tax Strategist

- 20 years helping founders expand beyond borders
- Founder & CEO, Lodder CPA PLLC (est. 2015)
- Expert in U.S. tax, structure, and compliance
- Lived and worked in both Canada & U.S.
- Values being a trusted strategic advisor
- Passionate on helping remove the financial and legal barriers of entering the U.S. market.
- Believes business shouldn't stop at the border





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The Turbulent Trade Landscape

What Founders Are Facing

- Margins are getting squeezed
- Tariffs create uncertainty
- Headlines amplify fear
- Reality: 90% of Canadian exports remain duty free



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Certainty in Uncertain Times

- Tariffs = unpredictable headwinds
- OBBBA = permanent tailwinds
- 100% bonus depreciation (permanent)
- Full expensing of U.S. manufacturing facilities
- R&E expensing restored
- 20% QBI deduction extended
- QSBS expanded (\$15M gain exclusion)

U.S. Growth Is Exploding—And Incentives Are Everywhere

CANADIAN ELECTRIC MINIBUSES



ILLINOIS

HONDA SUV PRODUCTION



OHIO

HYOSUNG (SOUTH KOREA)



TENNESSEE

MEGA METAL (TURKEY)



SOUTH CAROLINA

EMIRATES GLOBAL (UAE)



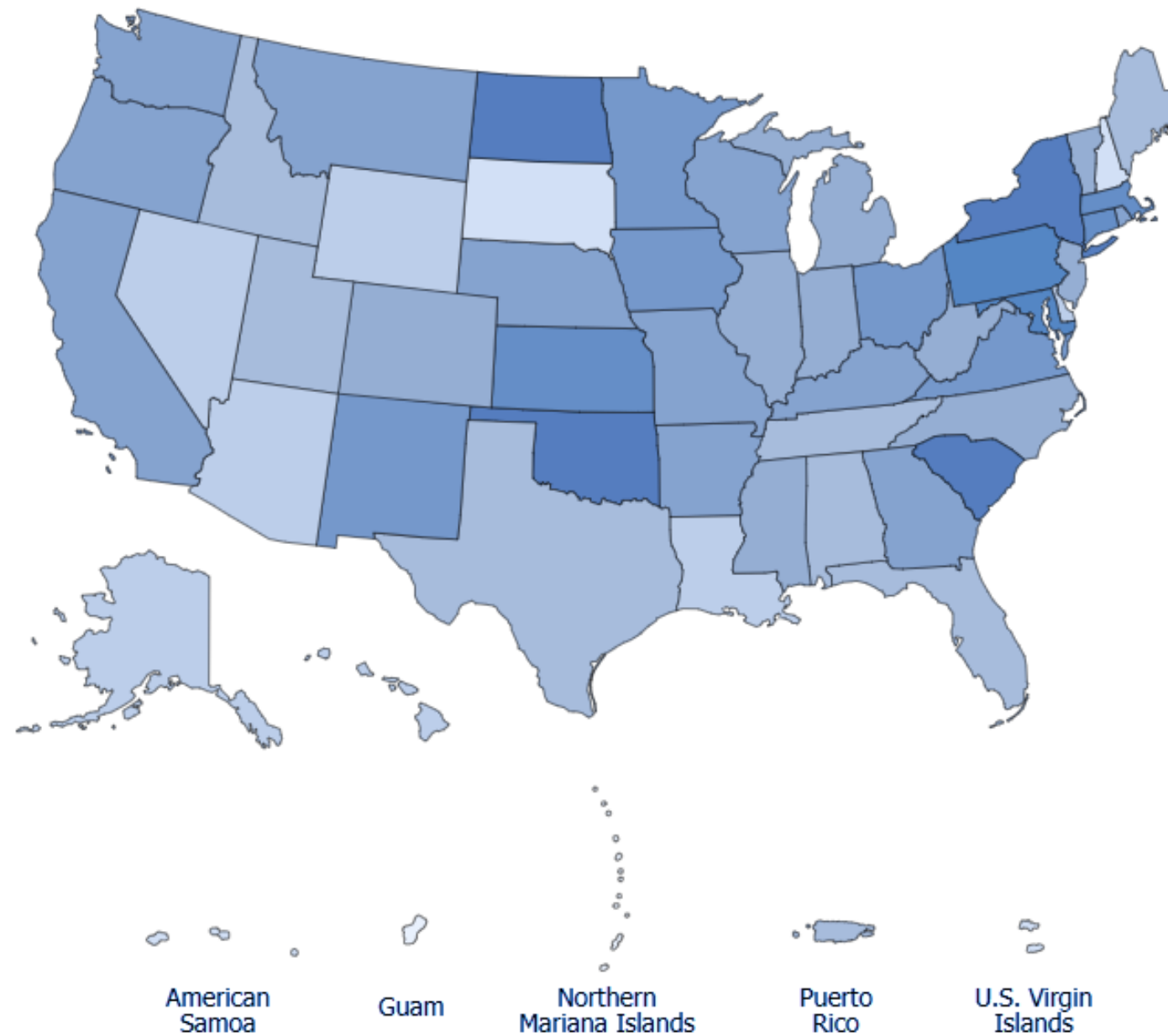
OKLAHOMA

TAIWAN SEMICONDUCTOR MANUFACTURING CO



ARIZONA

Incentive Programs Currently Offered in Each State, by Number of Programs



Number of Programs in Washington: 54

Top 5 Program Types in Washington
(by Number of Programs)

Tax credit (16)

Grant (14)

Tax exemption (14)

Loan/Loan Participation (6)

Tax deduction (5)

Recently updated programs:

- Linked Deposit Loan Program (LDP)
- Bond Cap Allocation Program
- Business Loans
- Job Skills Program (JSP)
- "Non-recourse" loans and bonds
- Construction and Equipment Sales Tax Relief
- Sales and Use Tax Exemption for Manufacturing Machinery & Equipment (M&E)
- International Services - B&O tax credit for new employment
- Urban data centers - Sales/use tax exemption for purchases of server equipment and power infrastructure
- Rural data centers - Sales/use tax exemption for purchases of server equipment and power infrastructure
- **plus 44 more**

[View All State Programs](#)

USE THE AREA DEVELOPMENT INCENTIVE MAP

<https://selectusa.stateincentives.org/>

LODDER CPA

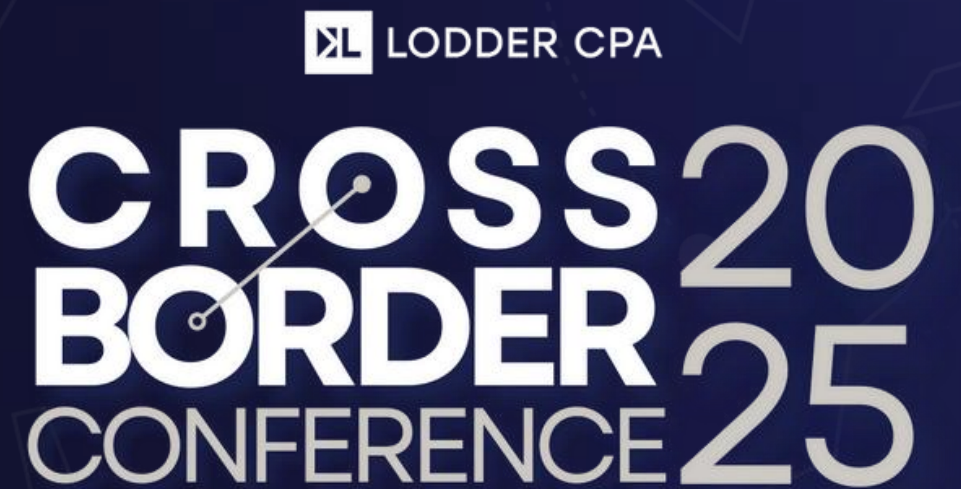
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Reactive Founders

1. Rush into wrong structures
2. Pull back from the U.S.
3. Chase Europe (which is slower and riskier)

Strategic Founders

1. Calm, clear, focused
2. Act on long-term plan
3. Use turbulence as fuel



**START WITH THE
ENDGAME**

What are you building toward?

Exit? Scale? Relocation? Freedom?

Endgame Defines:

- ENTITY TYPE
- OWNERSHIP & STATE FORMATION
- VISA / TAX STRATEGY
- CLARITY FIRST → STRUCTURE SECOND



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TACTICAL LEVERS FOR GROWTH



TARIFFS & SUPPLY CHAIN

Reclassification, bonded warehouses, valuation strategies



FINANCIAL CLARITY

Real-time books, margin by product, offshore back-office



PRICING POWER

Small increases → outsized margin gains

Your Next Step: Move Forward With Confidence

MANY WANT U.S. GROWTH BUT FEEL PARALYZED

DON'T LET NEWS, TARIFFS, OR POLITICS CAUSE INACTION

THE U.S. IS WELCOMING BUSINESS & INVESTMENT

WE'VE GATHERED EXPERTS TO GET YOU UNSTUCK

WALK AWAY WITH TIPS, MATERIALS, CONNECTIONS

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LET'S CONNECT



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THANK YOU!

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