



British-American Business Association Washington, D.C.

Celebrating 30 years (1987-2017) of fostering valuable UK-US trans-Atlantic business relationships.

Newsletter

August 2017

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On page 5: US-UK Defense Trade panel discussion.

CEO Speaker Series Welcomes Aviation Executive Marion Blakey

By Ben Cromer

Marion C. Blakey, the Chairman, President & CEO of **Rolls-Royce North America**, was the featured speaker at the BABA CEO Speaker Series Luncheon, held May 18 at the Airbus Experience Center in Washington.

Prior to joining Rolls-Royce in 2015, Ms. Blakey was President & CEO of the Aerospace Industries Association (AIA). Her previous roles also included serving as Administrator of the Federal Aviation Administration (FAA); Chairman of the National Transportation Safety Board (NTSB); and Administrator of the US Department of Transportation's National Highway Traffic Safety Administration.

Special thanks to our event sponsors for making this event a grand success: **Rolls-Royce North America; British Airways; PwC; and Strelmark.**

[For more event photos, see page 4]



Marion Blakey receives her speakers' plaque from BABA President Eamonn Cooney.

Harvey & Harvey Photographers

Don't Miss Our Celebration of BABA's 30th Anniversary!
British Embassy Residence Garden Party

September 21, 2017

Register online at www.babawashington.org

From the President . . .

Dear Members:

It was great to see so many of you at our Members' Reception and AGM in June. I would like to welcome our new Directors to the Board: **Hilary Fordwich, Dena Wiggins, and Jill Landefeld**. I also want to thank those



Directors whose terms ended for their good service and strong support for BABA: **Mark Herlach, Bob Len, and Bill Dalecky**; as VP, Mark Herlach will return to the Board.

We continue to provide a wide range of high-quality events for our members and guests — recent examples include our latest CEO Series with **Marion Blakey** from Rolls-Royce; our Capitol Hill event on defense issues with senior UK and US officials; and our ongoing Policy Breakfasts with the British Ambassador and newly the Congressional UK Caucus on the Hill.

You are encouraged to register for our upcoming events if you have not done so — including our e-digital Health Committee event on Sept. 13 ('Fitbit on steroids'); our Summer Drinks and 30th Anniversary Celebration on Sept. 21, and our Gala Christmas Luncheon on Dec. 15, all not to be missed so be sure to tell your colleagues!

BABA continues to work closely with UK and US government officials — especially the British Embassy and the US Congressional Caucus — and our Members to keep you all abreast of UK-US trade issues; recent examples include a meeting between BABA executives and UK Secretary of State for International Trade **Liam Fox** as well as the policy paper members received that outlined trade priorities. I would especially like to thank the Trade and Policy Committee for preparing this document and acknowledge their events on Brexit and other topical issues.

Finally I would like to welcome our newest Sponsoring member, **Diageo**; the full list of all our Sponsoring members is on page 9.

Wishing each of you a successful and enjoyable summer!



Eamonn Cooney

President@babawashington.org

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ADMINISTRATION

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US-UK Trade on Agenda in July

British UK's Secretary of State for International Trade **Liam Fox** visited Washington 22-25 July to kick off the first US-UK Trade and Investment Working Group with US Trade Representative, **Ambassador Lighthizer**.

Their Joint Statement:

US Trade Representative, Ambassador Robert Lighthizer said: "I warmly welcome Dr. Fox and his team back to Washington to kick off the first meeting of the US-UK Trade and Investment Working Group.

EMBASSY NEWS

We expect this Working Group

to be a key mechanism to deepen our already strong bilateral trade and investment relationship, and to lay the groundwork for our future trade relationship once the UK has left the EU. I look forward to building on our already strong economic relationship and furthering our mutual goal of achieving free and fair trade and investment to create good-paying jobs on both sides of the Atlantic."

UK's International Trade Secretary, Dr. Liam Fox said: "It is a testament to the political will in both countries that this Working Group is meeting just a month after Ambassador Lighthizer and I discussed it in June. This will be our forum to strengthen the bilateral trade and investment relationship and deepen the already extensive economic ties between the UK and US. The immediate priority is to give businesses on both sides of the Atlantic certainty and confidence. Early discussions will focus on providing commercial continuity for US and UK businesses as the UK leaves the EU. The working group will also start to lay the ground work for potential negotiations on an ambitious free trade agreement. The US is our single largest trading partner therefore we have a strong foundation on which to build."

Also BABA's Chairman and President joined Dr. Fox for trade discussions at an Embassy dinner and Dr. Fox gave a speech on UK trade policy at AEI and launched the UK Trade and Investment Highlights report for 435 US Congressional Districts. The UK is in the top five export markets in over 300 Congressional US Districts and supports over 700,000 US jobs via exports to the UK.

In addition, the second round of the Brexit negotiations were completed in July. Secretary of State for the Department for Exiting the European Union, **David Davis**, said discussions focused on understanding each other's position on citizens' rights; the financial settlement; the first meetings of sub-groups on separation issues; and on the issues around Ireland and Northern Ireland.

Virgin Atlantic Announces New Investment from Air France-KLM

Air France-KLM Group (AF:EN Paris), **Delta Air Lines** (NYSE:DAL), and **Virgin Atlantic Limited** have announced an expansion of their strategic partnership with a comprehensive transatlantic route network via an extensive joint venture. The long-term joint venture would offer greater choice in flights and reciprocal frequent flyer benefits, including the ability to earn and redeem miles across all carriers. The benefits would also include co-location of facilities at key airport hubs to improve connectivity times for customers, as well as access to more airport lounges for premium customers.

The enhanced joint venture, which also includes **Alitalia**, would offer more than 300 daily non-stop transatlantic flights and increasing competitive routings to include such key business markets as Amsterdam, Atlanta, Boston, Los Angeles, London Heathrow, New York-JFK, Paris-Charles De Gaulle, and Seattle.

This latest investment in Virgin Atlantic involves Air France-KLM acquiring a 31 percent stake in Virgin Atlantic currently held by Virgin Group; Virgin Group will retain a 20 percent stake and Chairmanship; and Delta will retain its 49 percent stake in Virgin Atlantic.

All transactions are subject to execution of definitive agreements and receipt of final shareholder, board, and regulatory approvals. Virgin Atlantic would retain its independence as a UK airline with a UK operating certificate, and will continue to fly under the Virgin brand.

Jean-Marc Janailac, CEO, Air France-KLM, said: "With our partners Delta and Virgin Atlantic, we are pleased to reinforce our transatlantic partnership."

Sir Richard Branson, Virgin Group Founder, said: "This is a fantastic opportunity to extend our network and create a stronger customer champion, as well as being extremely beneficial to our people and the Virgin Atlantic brand that our customers love dearly."

Ed Bastian, Delta's CEO, said: "Together we will develop a path to increase competition across the Atlantic that will spur additional benefits for customers, employees and shareholders."

For details, visit www.virgin-atlantic.com.

PUBLICATIONS STAFF

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CEO Speaker Series Luncheon Featuring Marion Blakey

Sponsored by



**Rolls-Royce North America;
British Airways; PwC; Strelmark**

*Hosted at Airbus Experience
Center*

May 18, 2017



From left to right: Yukari Tortorich, Justin Sexton, Derrick Surratt, and Alex Dean.



Hilary Fordwich from Strelmark, one of the event sponsors, with her guests.



From left to right: Alasdair Abercrombie-Barnett from PwC; Michael Smith; and Igor Eberstein.



From left to right: Chrissy Morgan, Maureen Degnan, Marion Blakey, and Carmie McCook.

All BABA event photos can be viewed at www.babawashington.org

Photos by Harvey & Harvey Photographers

Perspectives on US-UK Defense Trade Issues

United States Capitol Visitor Center/
Congressional Meeting Room South

July 12, 2017

BABA's **Defense, Aerospace, Transportation and Security (DATS) Committee**, together with House of Representatives UK Caucus Co-Chair **Rep. Derek Kilmer**, organized a panel discussion to share perspectives on US-UK defense trade issues. Panelists were **Steve McCarthy**, Minister (Defence Materiel), UK Embassy; **Brian Nilsson**, Deputy Assistant Secretary of State for Defense Trade Controls; and **Nancy Ziuzin Schlegel**, Vice President, International Government Affairs, Lockheed Martin Corporation. The DATS Committee is responsible for promoting the understanding and discussion of key political, economic, and industrial issues that have an impact on its four business sectors. For more information, visit www.babawashington.org.



The panel organized by the DATS Committee (at table) shared perspectives on US-UK defense trade issues.



From left to right: Nancy Ziuzin Schlegel, Lockheed Martin; Marisa Lino, Co-Chair, DATS Committee; and Steve McCarthy, British Embassy.

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Photos by Harvey & Harvey Photographers

Brown-Bag Luncheon Series Kicks Off with Session Featuring Energy Executive Tom Matzzie

On June 6, BABA's **Energy & Environment Committee** held the first session of the Brown Bag Series with a presentation by **Tom Matzzie**, President & CEO of **CleanChoice Energy**. These luncheon sessions are part social gathering and part discussions of key business trends and topics.

After spending 15 years helping people get involved in politics through technology, Tom wanted to do something more about climate change. He had a vision to make renewable energy accessible for all, and founded CleanChoice Energy in 2011 to accomplish that goal.

For more information on BABA's E&E committee, visit www.babawashington.org.



Tom Matzzie

Members' Appreciation Networking Reception & Annual General Meeting

Sponsored by Airbus

Hosted at Airbus Experience Center

June 26, 2017

Every June, BABA members — Sponsoring, Corporate, Small Business, Individual, and Young Professional members — become the focus of our Members' Appreciation Reception in conjunction with our Annual General Meeting. After all, it all begins with you — our members. At this year's event, we took note of the members who have joined BABA during the past year. In addition, during the AGM, BABA elected the following Board members to three-year terms: **Jill Landefeld**, Stifel; **Dena Wiggins**, Natural Gas Supply Association; and **Hilary Fordwich**, Strelmark LLC. Congratulations to all!



From left to right: BABA President Eamonn Cooney; Executive Director Pat Karhuse, celebrating 30 years with BABA; and BABA Chairman Barry Eccleston.



New BABA directors, from left to right: Jill Landefeld, Stifel; Dena Wiggins, Natural Gas Supply Association; and Hilary Fordwich, Strelmark LLC.



Amy Jeffress (l.), Arnold & Porter Kaye Scholer; David Gilson (c.), and BABA Vice President Mark Herlach.



From left to right: Jan Mul, Elizabeth Wier, Vanita Sabruno, and Cynthia Stinger.

All BABA event photos can be viewed at www.babawashington.org

Photos by Harvey & Harvey Photographers



BABA founders Terry Murphy (l.) and Barry New (r.) with Sanjay Anand.



From left to right: Isaac Levido, CTF Global; Hilary Fordwich, Strelmark; BABA Chairman Barry Eccleston; and Lee Peterson, CTF Global.



Anne McKinney (l.) and Peggy Philbin, both from SelectUSA, with Barry Eccleston



Courtney Gill from Rolls-Royce North America with new member Michael Ralsky from Global GR.

All BABA event photos can be viewed at www.babawashington.org

Photos by Harvey & Harvey Photographers

Annual Review of the UK Budget: Economic/Fiscal Outlook & Tax Policy Decisions

Hosted by **British Embassy & Deloitte**

July 24, 2017

The UK's Chancellor of the Exchequer announced the 2017 UK Budget in March. On July 24, **BABA's Financial Services Committee** organized an event at the offices of **Womble Carlyle Sandridge & Rice LLP** to provide members with an update on the UK economy and discussion of the main announcements in the UK Budget. The panel also addressed tax policy decisions. Panelists were **Benedict Wagner-Rundell**, First Secretary (Economic), British Embassy; **Ann-Mari Davidson**, Managing Director, Deloitte; **Jon Tilson**, Senior Manager, Deloitte; and **Andy Tucker**, Partner, Womble Carlyle. As with all BABA events, a networking reception followed.



From left to right: Jon Tilson, Deloitte, Jeff Clegg, Co-Chair, Financial Services Committee; Andy Tucker, Womble Carlyle; Benedict Wagner-Rundell, British Embassy; and Ann-Mari Davidson, Deloitte.



The UK budget panel, from left to right: Jon Tilson, Benedict Wagner-Rundell, Ann-Mari Davidson, and Andy Tucker.

All BABA event photos can be viewed at www.babawashington.org

Photos by Harvey & Harvey Photographers

BABA Panel Discussion on IP Issues Ties Into Brexit

On June 6, **Protora Law PLLC** sponsored a high-level overview of the current patent, copyright, and trademark protection and enforcement procedures governing intellectual property in the UK. The discussion touched on Brexit's potential effect on the UK's ability to participate in various streamlined systems relating to intellectual property assets; ways in which businesses can continue to develop and protect their intellectual property portfolio in light of the uncertainty Brexit creates regarding the UK's coordination with the EU, going forward; and how any negative effects of the decision might be minimized through creative deal making that benefits a variety of stakeholders.



Panelists were **Antigone Peyton**, who leads the Intellectual Property and Technology Law practice at Protora Law; and **Kandis Koustenis**, a member of the firm's Intellectual Property and Technology Law practice with more than 20 years' experience in trademark, copyright, and unfair competition matters. A lively networking session followed the presentation.

Sponsoring Members

BABA welcomes the following new Sponsoring Member:

Diageo

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The Boeing Company	Northrop Grumman Corporation
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Chevron	Rolls-Royce North America Inc.
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Deloitte & Touche LLP	WETA
Dentons US LLP	

Mark Your Calendars!

**21st Annual Gala Christmas Luncheon with Guest of Honor,
Sir Kim Darroch, HM Ambassador to the United States**

Friday, December 15, 2017

New Members

SPONSORING MEMBER

DIAGEO

International Food Importer/Distributors

Maura Jeffords, Director, International Government Relations

600 Pennsylvania Avenue, NW, Suite 304

Washington, DC 20003

Tel: 202-715-1119

E-mail: maura.jeffords@diageo.com

Website: www.diageo.com

Manufacturer of beer and spirits.

CORPORATE MEMBER

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GlobalGR is a boutique consultancy offering clients solutions to the regulatory and legislative challenges they face when expanding their businesses, both across the country and around the world.

LANG STRATEGIES LLC

Consulting Services

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Marco Aguilar

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Global Management Consulting firm providing professional leadership development, business development, operational support, and strategic marketing to medium and large businesses.

MERCURI URVAL

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Corporate Compliance Boutique Law firm.

HOW TO REACH US



The *Newsletter* welcomes information about your company's activities. Please submit news releases to **Ben Cromer**, *Newsletter* Editor, via e-mail to ben@bencromer.com. Materials submitted are subject to editing.

New Members

SPARKCOGNITION

Software & Internet Services

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Based in Austin, Texas, SparkCognition, Inc., is the world's first Cognitive Security Analytics company. The company is successfully building and deploying a Cognitive, data-driven Analytics platform for Clouds, Devices, and the Internet of Things industrial and security markets by applying patent-pending algorithms that deliver out-of-band, symptom-sensitive analytics, insights, and security.

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JUSTINE GAMEZ

NATHAN HEATH

REBECCA KILBY

DAVID MOON



At the AGM in June, from left to right: BABA President Eamonn Cooney, Freya Jackson, British Embassy; and BABA Chairman Barry Eccleston.

Citi Wins Top Honors in the Global *Euromoney* Awards

Citi has been recognized with a series of global and regional awards by

Euromoney, the global financial

MEMBER NEWS

markets magazine, at its annual Awards for Excellence dinner in London. Globally, Citi was named Best Digital Bank; Best Bank for Financial Inclusion; Best Bank for Markets; and Best Bank for Transaction Services.

On Citi's digital success, *Euromoney* wrote: "The journey to becoming a truly digital bank is as much about transforming culture as it is about transforming technology. Big investments in people and technology in its consumer banking business have yielded some dramatic increases in mobile use in the Americas and in Asia, driving both revenue and cost benefits."

Michael Corbat, Citi CEO, said: "We are honored to receive this recognition from *Euromoney*. We are proud of our record serving both our clients and our communities and look forward to continuing to do both."

For details, visit www.citi.com.

Dentons Expands Its Local Government Solutions Team

Dentons, the global law firm, has added two senior advisors to its Local Government Solutions team. **Stephanie Rawlings-Blake**, former mayor of Baltimore; and **Michael Nutter**, former mayor of Philadelphia, join the firm's roster of former local government officials.

Dentons' Local Government Solutions practice connects the public and private sectors, working with local governments, private businesses, and organizations in the USA. The team's focus includes economic development and redevelopment projects, land use and zoning, green cities and smart cities initiatives, downtown and neighborhood revitalization, public finance, pension reform, procurement and government contracts, federal government advocacy, and policy development.

"We welcome Mayor Rawlings-Blake and Mayor Nutter to Dentons' national team of trusted policy professionals," said **Mike McNamara**, US CEO of Dentons. "They will further deepen our team's talent in assisting clients seeking innovative solutions in navigating the intersection of business and local government."

For details, visit www.dentons.com.



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