

BRITISH-AMERICAN BUSINESS ASSOCIATION



Newsletter

October 2015

INSIDE

- 3 Embassy News
- 4 Member News
- 9 CBI Report on UK in EU
- 11 New Members



On page 5: Kathy Lowe watches as the ball just misses the cup at BABA's annual golf tournament — where everyone was up for the challenge!

CEO Speaker Series Kicks Off Season with Address by Andrew Gould

By Ben Cromer

BABA's CEO Speaker Series reconvened in October with a luncheon address by **Andrew Gould**, Chairman of BG Group PLC. Held October 8 at the Willard InterContinental in Washington, Gould took the opportunity to touch on the changing energy landscape particularly whether new sources of supply, particularly tight and shale oil and gas are creating a misplaced sense of energy security that makes conventional supplies, particularly from the Middle East and Russia, seem less essential to balancing energy markets.

A chartered accountant, Andrew Gould was chairman and chief executive officer of Schlumberger, the leading oil-and-gas services company, from 2003 to 2011, where he successfully led a major restructuring of the group, retiring as chief executive in 2011 and chairman in April 2012. Until May 2012, Gould was senior independent director of Rio Tinto PLC. He also was a Member of the UK Prime Minister's Council of Science and Technology from 2004 to 2007.

For more photos from this event, turn to pages 6-7.



Harvey & Harvey Photographers

From left to right: BABA Chairman Barry Eccleston, Andrew Gould (holding speakers' plaque), and Chris Nicholson.

Celebrate the Holidays with Friends & Colleagues!

BABA's 19th Annual Gala Christmas Luncheon

December 4, 2015

Register online at www.babawashington.org

From the President . . .

Dear Members:

It's amazing how fast time flies. Indeed our Annual Christmas Luncheon will soon be upon us. The luncheon continually represents one of the high-spots



of the year for the Association and I am really looking forward to seeing you there. Indeed, I have really enjoyed seeing you at many of our other events throughout the year including the CEO Speaker Series and the Ambassador Drinks Party to name a few.

It seems like only yesterday I was embarking on my two-year tenure as President. In fact, almost two years have passed so at the end of December I will be handing over the presidency to **Eamonn Cooney**.

Eamonn has been a significant contributor to BABA over the years and will make a fantastic President. As part of Eamonn's election to President, I am delighted to let you know that **Mark Herlach** – who currently chairs the Energy & Environment Committee – will be elected to Vice President. I would also like to recognize **Jennifer Taylor-Hodges'** ongoing commitment, support, and work as VP. We have an outstanding Chairman and a strong leadership team who will continue to drive BABA forward.

So as I sign off my last *Newsletter* as President, I want to say a huge thank you to all our Members and contributors. I believe we have made real progress in the past two years and our Association remains in a strong position due to the passion, energy, and commitment all those associated with our Association display.

It has been a pleasure serving as your President these past two years and I look forward to working with you in the future.

All the best to you and your families!



Andrew C. Baker
President@babawashington.org

HONORARY CHAIRMAN

HM Ambassador to the USA, *Sir Peter Westmacott*

FOUNDING DIRECTORS

Robert J. Gladwell, OBE, Founding Chairman

Terence Roche Murphy, OBE

Barry J. New, OBE

OFFICERS

Barry Eccleston, Chairman

David Marsh, Immediate Past Chairman

Andrew C. Baker, President

Eamonn Cooney, President-Elect

Jennifer Taylor Hodges, Vice President

Patricia A. Karhuse, MBE, Secretary

Richard Larkworthy, Treasurer (Deloitte)

DIRECTORS

Andrew C. Baker, Rolls-Royce North America Inc.

Jeffrey Clegg, Deloitte

Eamonn Cooney, Anameire LLC

William Dalecky, Pratt & Whitney

John Dickerman, The CBI

Barry Eccleston, Airbus Americas, Inc.

Thomas C. Harrell, Indigo DNA Corporation

Mark D. Herlach, Sutherland Asbill & Brennan LLP

James Kariuki, British Embassy

Robert D. Len, The Wolf Group

Marisa Lino, Northrop Grumman Corporation

Carmie McCook, Carmie McCook & Associates

Christopher G. Nicholson, Old Dominion National Bank

Christopher Parker, New Horizon Wines

Bradley Rossin, AstraZeneca Pharmaceuticals

Andy Steinem, Dahl-Morrow International

Derrick Surratt, British Airways

Kara Sutton, Bertlesmann Foundation

Jennifer Taylor Hodges, BT Americas Inc.

Quentin Whiteree, IDEEA, Inc.

Steve Williams, Lockheed Martin Corporation

COUNSEL

C. Randall Nuckolls, Dentons

COMMITTEE CHAIRS

Brad Rossin, Bioscience/Health/Pharma

*Bill Dalecky/Caroline Cooper, Defense, Aerospace,
Transport & Security (DATS)*

Mark Herlach, Energy & Environment

Thomas Good, Financial Services

Jill Ladefeld/Jan Mul, Marketing & Business Development

James Conolly/Sam Tamburo, Program

David Howgill, Small Business

Jennifer Taylor Hodges/John Dickerman, Trade & Policy

Hugh Nicholson/Kara Sutton, Young Professionals

ADMINISTRATION

Patricia A. Karhuse, MBE, Executive Director

P. Rugger Smith, Administrator

Chinese State Visit

In October, the **Prime Minister** hosted President of China, **Xi Jinping**, in a State Visit, announcing more than \$45 billion worth of trade and investment deals. Looking ahead to the end of the year, the British Embassy will also

EMBASSY NEWS

be celebrating the 200th anniversary of the 1815 Commerce and Navigation Treaty between the UK and US as a symbol of our historic trading relationship in December.

Here is a look at some activities from this last quarter:

Unveil Bentley Bentayga

Sir Peter Westmacott, British Ambassador, unveiled the Bentley Bentayga at the Residence on 5 October, to showcase UK's innovation – the Bentayga is the fastest SUV on the market. Over 200 attended the unveiling.

6th Annual CyberSecurity Summit

At the 6th Annual Billington CyberSecurity Summit, UKTI hosted a UK pavilion showcasing nine UK cyber security SMEs to cyber leaders from across government and private industry. Following the Summit, Sir Peter Westmacott, British Ambassador, and British Telecom (BT) hosted a reception at the British Residence, with keynote remarks provided by **Lieutenant General Cardon** of US Army Cyber Command.

International James Bond Day

Defence Attaché Major General Cripwell hosted a reception at the Jefferson Hotel to celebrate International James Bond Day, on 5 October, to promote the latest James Bond film SPECTRE. Partnerships with Aston Martin, Diageo, and the GREAT campaign allowed us to showcase the best of Britain through their associations with Bond.

UKTI Webinar Series

UKTI hosted a webinar series in October, which highlighted:

- ABCs of Visa Options for UK Companies to Invest
- Top 10 US Tax Planning tips for UK Businesses Entering the US Market
- Selling your UK Product in the US – Marketing and PR tips for the US Market
- A Practical Guide to Establishing your Business in the Western United States

For more information on the Embassy, visit www.gov.uk.

European Parliament Moves to End Mobile Phone Roaming Fees

A complete ban on roaming charges for using mobile phones abroad in the European Union will take effect in June 2017 under action taken by the European Parliament. In addition, clear rules on the right to Internet access will become law following Parliament's final approval of the new telecoms package in October.

"This abolition of roaming surcharges has been long awaited by everybody: ordinary people, start-ups, SMEs and all kinds of organisations" said **Pilar del Castillo**, a member of the European Parliament speaking during the debate before the vote.



"Thanks to this agreement, Europe will also become the only region in world which legally guarantees open Internet and net neutrality. The principle of net neutrality will be applied directly in the 28 member states. It also ensures that we will not have a two-speed Internet," she added.

Roaming fees for calling, sending text messages, and using the mobile Internet abroad in the EU (and in EEA countries) will be banned from 15 June 2017. From 30 April 2016, however, roaming surcharges (added to the price paid at home) must not exceed a predetermined rate. The cap on charges for incoming voice calls will be determined later this year and is expected to be considerably lower than for outgoing calls.

The new law will oblige firms offering Internet access to treat all traffic equally; i.e., not to block or slow delivery of content, applications, or services from selected senders or to selected receivers, unless this is necessary to obey court orders, comply with laws, prevent network congestion or combat cyber-attacks.

For more information, visit www.europarl.europa.eu.



Lockheed Martin Lauded for Corporate Sustainability

Lockheed Martin Corporation [NYSE: LMT] has been named to the *Dow Jones Sustainability World Index* for 2015, maintaining its position on a benchmark for corporate sustainability for the second consecutive year. The 2015 *Index* represents the top 10 percent of the largest 2,500 companies in the *S&P Global Broad Market Index* based on long-term environmental, social, and economic criteria. For more information, visit www.lockheedmartin.com/sustainability.

Dentons Names Nick Allard as Senior Counsel

Dentons has named **Nicholas W. Allard** as Senior Counsel in the Firm's Public Policy and Regulation practice. Allard, who is the dean of Brooklyn Law School and will continue in that role, will be based out of Dentons' New York and Washington, DC offices. Allard will focus on legislative, regulatory, and administrative legal matters in the telecommunications, information technology, health, energy, environmental law, and higher education sectors. For details, visit www.dentons.com.

DENTONS

PUBLICATIONS STAFF

Benjamin D. Cromer, Editor & Designer
Keith Harvey, Photographer

© 2015 British-American Business Association of Washington, DC, Inc. All Rights Reserved.

US Army Selects Cobham to Develop Future Explosive Detection System

A team of **Cobham** colleagues has been contracted by the US Army to develop next generation technologies that can detect landmines and other explosive hazards hidden in the ground. The \$4.17 million development effort will take three years and result in a highly specialized handheld technology demonstrator designed to offer the Army a potentially unique system with increased capability beyond what similar systems can provide today, the company said. For details, visit www.cobham.com.

OBXtek Named to the Washington Technology Fast 50 List

For the third consecutive year **OBXtek** has been included in the Washington Technology's Fast 50 list. "We are proud of our continued success and thank our customers, partners, and employees for making this happen," said CEO **Bruce (Ed) Jesson**. The firm indicated that business has continued to expand in its Professional Services, IT Engineering Support, Software Development and Testing, and Information Security offerings. OBXtek currently supports 13 Federal Civilian and Department of Defense agencies. For details, visit www.OBXtek.com.

Arnold & Porter Tops American Lawyer's 2015 Pro Bono Rankings

For the second year in a row **Arnold & Porter LLP** led *The American Lawyer's* annual pro bono ranking of large law firms internationally and ranked second amongst US firms. In its June issue, *The American Lawyer's 2015 Pro Bono Report* cited Arnold & Porter lawyers in both the UK and US for spending more than 480 hours "researching the

ARNOLD & PORTER LLP

legal issues surrounding HIV self-testing kits and coordinating advice from other countries in the region for the Southern African AIDS Trust." In the USA, the firm was recognized, among other things, for its prodigious work in *Cunningham v. Federal Bureau of Prisons*, a class-action case on behalf of mentally ill Supermax prisoners, as well as for starting a new project defending military and civilian victims of sexual abuse by US service personnel. For full details, visit www.arnoldporter.com.

The 5th Annual Cross-Channel British-French Golf Challenge

With Premier Sponsor

British Airways

And Co-Premier Sponsor

American Airlines

Lansdowne Club, Leesburg, VA

September 17, 2015



The First-Place team from Orbis celebrates its triumph.



Kathy Lowe (l.) from Premier Sponsor American Airlines (L) and Derrick Surratt (r.) with British Airways pause for a photo with the winner of the BA Business Class tickets, Richard Powell (second from right).



Debbie Nash's team — Nash's Tigers — enjoy a great day out at Lansdowne Club.



Closest-to-the-Pin winner Mark Nisley holds his prize — the Rolls-Royce putter.

BABA CEO Speaker Series Luncheon

Featuring

Andrew Gould CEO, BG Group PLC

October 8, 2015

Willard InterContinental — Washington, DC



From left to right: Andrew Gould, Chris Nicholson, Kristen Verderame, Mike Davis, and Kent Maxfield.



From left to right: Jennifer Taylor Hodges, BT; Mark Herlach, Sutherland; and Jenny Fordham, NGSA.



From left to right: Sal Tamburo, Dickstein Shapiro; New Member Sophia HuePham, International Trade & Financial Group; and John Dickerman, The CBI.



Andrew Gould takes questions from the audience following his address.

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

Photos by Harvey & Harvey Photographers



From left to right: Allison Speaker, Sutherland; Cory Gill, Goldwyn Global Strategies; and Ryan Weiss, Sutherland.



From left to right: Abigail Campbell, Ryan Nalty, and Gareth Alston, all with the British Embassy, with Brian Elson, Rolls-Royce North America.



New Member Susan Breitkopf, National Building Museum, with Cameron Land, ClearView Energy Partners.



Andrew Gould (r.) chats with James Kariuki during the networking reception.

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

Photos by Harvey & Harvey Photographers

SAVE THE DATE

BABC ANNUAL TRANSATLANTIC BUSINESS CONFERENCE

MAY 11TH - 12TH LONDON 2016

/AT NEWS UK/

FUTURE CITIES

SMART

SUSTAINABLE

SOCIAL

Location:

News UK

1 London Bridge Street, London, SE1 9GF

WEBSITE COMING SOON!

International Festival for Business Takes Flight in 2016

What is IFB 2016? IFB (International Festival for Business) 2016 is a global marketplace for creating connections and doing deals. It brings together thousands of businesses from around the world for three weeks of events, networking, and deal-making.

Where does it take place? The festival takes place at **Exhibition Centre Liverpool**, a world-class venue situated in one of the most vibrant cities in Europe. Why Liverpool? It is the perfect business destination with good communication and transport networks that makes it easily accessible from other parts of the UK as well as mainland Europe and beyond. It's also a thriving port with long established links with trading partners from the rest of Europe, the Americas, Africa, and Asia and a cultural hotbed for music, sport and the performing arts.

Why attend? IFB2016 offers a range of opportunities — both formal and informal — for businesses to network and connect with one another. Amongst the most significant are the Business Club, the Business Brokerage Service, and Meet the Buyer. Business Club membership gives direct access to more than 15,000 registered members as well as a range of exclusive benefits, products, and services to aid companies in making the most of their participation at the festival. The festival is open to companies of any size from around Europe as well as further afield.

Need more details? Visit www.ifb2016.com.

**IFB
2016
INTERNATIONAL
FESTIVAL FOR
BUSINESS**

CBI Report Advocates for Continued UK Role in EU

According to a new report by the Confederation of British Industry (CBI), UK membership in the European Union may have downsides but the disadvantages are significantly outweighed by the benefits.

The report, *Choosing Our Future: Why The European Union Is Good For Business, But How It Should Be Better*, argues that the Prime Minister's push for reform gives a window of opportunity to maximize those benefits — before the public chooses the future course for the UK.

“With a referendum on Britain's membership of the European Union now a question of ‘when’ not ‘if’, it is essential that the business community is part of the debate,” the report states. “Business lives Europe every day.”

The CBI report contains the views of 29 business leaders, setting out both what EU membership means for them and how it should be better. They come from firms of all sizes, from all sectors and from all parts of the UK. Between them, they are responsible for hundreds of thousands of jobs.

The CBI points out that the majority of firms believe that the ‘pros’ of EU membership outweigh the ‘cons’. But they also recognize that — like most institutions — the EU is far from perfect.

“There are disadvantages to EU membership. It costs money. It means compromising with other countries and not always getting our way; the CBI adds. “The EU should be more focused on being competitive in a changing global economy. The need for further integration of Eurozone countries is not something the UK wants to be part of.”

Aspects of EU legislation do get in the way of business, the CBI writes, adding that the Union itself is facing many challenges, particularly in an unstable world. But just as ‘more Europe; isn't the answer to every question, neither is ‘no Europe’.

“Being a member of the European Union helps British businesses to grow and create more jobs across the UK. The ‘EU single market’ gives British business access to over 500 million customers — that's 8 times the number of customers in the UK alone,” the CBI writes.

While the CBI is in favor of the UK remaining in the EU, it also wants to see improvements in the relationship. “Like the Prime Minister, we believe that creating jobs should be the EU's ‘raison d'être’, not an ‘optional extra’. The EU must expand the single market in services and update it for the digital age. New regulation must be a last resort, not a first response. And the EU must relentlessly focus on signing new trade deals with high-growth economies around the world. The CBI has been actively pushing this reform agenda with our sister federations in other member states.”

The future UK referendum — a decision that includes whether staying or leaving will be best for tomorrow's growth and jobs — is the fundamental question. “Alternative arrangements to full membership either have serious downsides or are surrounded by huge uncertainty. That's why the majority of business want to remain in a reformed EU,” the CBI concludes.

To access the full report, visit <http://news.cbi.org.uk/news/cbi-makes-case-for-being-in-a-reformed-eu/choosing-our-future>.



Sponsoring Members

AECOM

Airbus Americas, Inc.

Allen & Overy LLP

The Anschutz Company

Arnold & Porter LLP

AstraZeneca Pharmaceuticals, LP

BAE SYSTEMS

Barclays

The Boeing Company

British Airways

**British International School of
Washington**

BT Americas Inc.

CH2M Hill

Citi

Cobham

Deloitte & Touche LLP

Dentons US LLP

**Fairfax County Economic
Development Authority**

HSBC Bank USA, NA

KPMG LLP

Lockheed Martin Corporation

MBDA Missile Systems

National Grid

Northrop Grumman Corporation

PPL Corporation

PricewaterhouseCoopers

QinetiQ Inc.

Raytheon Company

Rolls-Royce North America Inc.

Serco

Smith & Nephew

Sutherland Asbill & Brennan LLP

Viacom, Inc.

WETA

Check Out BABA Online...

BABA Event Listings, Committee Information, Photos & More!

www.babawashington.org

New Members

CORPORATE MEMBER

NATIONAL BUILDING MUSEUM

Performing Arts

Chase Rynd, Executive Director

Susan Breitkopf, Director of Corporate & Foundation Relations

Tom Buck, Assistant to the Executive Director

401 F Street, NW

Washington, DC 20010

Tel: 202-272-2448

E-mail: sbreitkopf@nbm.org

Website: www.nbm.org

The National Building Museum is America's leading organization devoted to the history and impact of the built environment. We welcome visitors from around the world to our exhibitions, public programs, and festivals.

SMALL BUSINESS MEMBERS

PHASOR INC.

Communications

Debbie McGowen

1655 North Fort Myer Drive, Suite 700

Arlington, VA 22209

Tel: 202-256-2075

E-mail: debbie@angloscientific.com

Website: www.phasorsolutions.com

Phasor aims to make high-bandwidth, communications-on-the-move faster, cheaper, more reliable, and available everywhere — in-flight, traveling over land or at sea. By using its unique innovations to standard microchip technologies, Phasor has radically rethought the very idea of an antenna, enabling almost any vehicle surface to receive and send satellite signals.

STANGARONE & ASSOCIATES LLC

Management Consultants

Robert Stangarone, Managing Director

17792 Villa Club Way

Boca Raton, FL 33496

Tel: 202-650-7657

E-mail: rstangarone@stangarone.com

Website: www.stangaroneandassociates.com

A global consortium of industry leaders providing a wide range of services to companies and organizations in the aviation, aerospace, and defense sectors.

YOUNG PROFESSIONAL MEMBERS

RYAN FELLER

DANIEL KOCHIK

JASON LASHER

ALISTAIR PENNY

INDIVIDUAL MEMBERS

DAMIAN BUCKLEY

COURTNEY OLDHAM

DAVID W. PRICE

MARK SIDELL

GEORGE STRAUBS

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.



BRITISH-AMERICAN BUSINESS ASSOCIATION

PO Box 16482
Washington, DC 20041