



British-American Business Association Washington, D.C.

Fostering valuable UK-US trans-Atlantic business relationships for more than 30 years

Newsletter

March 2020

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Page 8: Global Mobility and the Impact of Brexit was addressed

BABA's 23rd Gala Christmas Luncheon Closes out 2019 with Holiday Cheer

Our 23rd Annual Gala Christmas Luncheon, the crowning event of the BABA year, was held in mid-December at the lovely **Fairmont Hotel** in Washington, DC. Over 250 guests joined us to celebrate the holidays. Following a reception, entertainment opened with a bagpiper and Christmas carols sung by the children's choir from the **British International School of Washington**. **The Acting British Ambassador, Michael Tatham**, Chargé D'Affaires to the USA, was the special guest of the event. Guests were further entertained during the luncheon with a generous raffle that contributed to the lively holiday spirit.

For more event photos see pages 6-7.



Eamonn Cooney, Mark Huntley, General Manager of the Fairmont, Chargé d'affaires Michael Tatham and Mark Herlach.

Our Platinum Members



Mark Your Calendars for our Members' Appreciation Reception & Annual General Meeting

Hosted by Eversheds Sutherland
June 17, 2020



From the President . . .

Dear Members,

These are very concerning and challenging times for all of us. BABA is closely monitoring government advice



on the Coronavirus in regard to the scheduling of events, so upcoming programs will be available online and we will update members accordingly. If you have any questions on this please contact me at president@babawashington.org or check our website. Our Members' Appreciation Reception and AGM is currently set for June 17th.

So **Brexit** finally happened on Jan 31st when the UK left the EU. The UK is now working on new free trade agreements/FTA's with the EU and the US. We've already held high quality events on this, including on UK-US trade negotiations with great speakers from the USTR, British Embassy and UK DIT and on Global mobility/business immigration. More programs will be organized as developments continue post-Brexit and negotiations proceed on a US-UK FTA.

We are delighted with the appointment of Dame Karen Pierce as Her Majesty's new British Ambassador to the United States, the first woman in the role. Ambassador Pierce started her role at the Embassy this month. She was previously the UK's Ambassador to the UN and Permanent Representative at the UN Security Council. We look forward to introducing the new Ambassador to BABA as and when is appropriate.

I am very pleased to welcome Pam Frazier of Northrop Grumman who is taking over the NG seat on BABA's Board as well as co-Chair of our DATS Committee following Beth Mersch's retirement. Pam has a long and distinguished career in both government and industry including as President of Northrop Grumman International. I am also pleased to let you know that the new co-Chairs of our Young Professionals' Group are Miriam Smallman with the British Embassy and John Bleed with the CBI. My thanks to Josh Stanton of the Embassy and Kate Greer, who has relocated to Thailand for an exciting opportunity, for their good work and time in these roles previously.

Thank you for your ongoing support and participation in BABA.



Eamonn Cooney
President@babawashington.org

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Embassy News

In December 2019 the UK held a general election, in which the Conservative Party and Prime Minister Boris Johnson were re-elected. Shortly thereafter, on 9 January 2020, the House of Commons voted to pass the Brexit deal agreed between the government and European Union, clearing the path for the UK to exit the European Union on 31 January 2020.

On 8-9 January, Foreign Secretary Dominic Raab became the first UK minister to visit the United States after December's election. While in Washington he met with members of the Administration and Congress, including his counterpart, US Secretary of State Mike Pompeo. Raab and Pompeo met again on 29 January in London, where their discussion focussed on future opportunities for economic and security co-operation between the UK and the US.



At the end of January, the Department for International Trade launched the new Ready to Trade campaign, signalling to buyers and inward investors worldwide that the UK is ready, willing and able to trade. As part of this launch, digital ads were rolled out in Los Angeles, New York and Chicago in office buildings, on billboards, at airports, and via media outlets including CNN, CNBC and the Financial Times.

On 5 February, Department for International Trade Minister Conor Burns began a 4-day visit to Texas, making him the first UK minister to visit the US after Brexit. In Texas, Minister Burns discussed the benefits of a future UK-US Free Trade Agreement and helped promote British SMEs overseas.

On 2 March, the UK took the final step to prepare for UK-US trade talks by publishing negotiating objectives. The objectives show the UK's desire to work with the US to remove barriers to trade and investment. Key areas where the UK sees potential are food and drink, advanced manufacturing and services such as financial services, professional and business services and transport services. As well as this is a drive to set a new gold standard for digital trade and

IP protection so the UK and US can lead the way, setting the tone for discussions with other countries.

Building on the publication of the negotiating objectives, on 9 March, Department for International Trade Minister Greg Hands began a visit to New York, Pennsylvania and Washington. While in the US, Minister Hands met business and industry leaders, as well as US government representatives.

Lockheed Martin Elects James D. Taiclet As President And CEO

The Board of Directors of Lockheed Martin (NYSE: LMT) has elected James D. Taiclet, 59, as president and CEO, effective June 15. Taiclet will continue to serve as a member of the corporation's board, which he joined in 2018. He has served as chairman, president and CEO of American Tower Corporation since 2004 and CEO since 2003. During that time, American Tower grew significantly and increased its market capitalization from approximately \$2 billion to approximately \$100 billion. Taiclet guided the company's transformation from a primarily U.S. business to a global player in its industry, with significant assets and operations in 19 countries.

Taiclet will succeed Marillyn A. Hewson, 66, who has served as chairman, president and CEO since 2014 and president and CEO since 2013. Hewson will become executive chairman of the board, also effective June 15, subject to her re-election to the board by the stockholders at the upcoming annual meeting.



James Taiclet

AstraZeneca responds to Covid-19

AstraZeneca is engaging with international health authorities and governments in response to the outbreak. AstraZeneca has provided their science and technology expertise to authorities including the World Health Organization (WHO) and the European Federation of Pharmaceutical Industries and Associations (EFPIA).

Through their scientific expertise in infectious disease and proprietary antibody discovery technology, they have rapidly mobilised their research efforts to discovering novel coronavirus-neutralising antibodies as a treatment to prevent COVID-19 disease. Their teams are now focused on identifying monoclonal antibodies to progress into clinical trial evaluation.



AstraZeneca is a global, science-led biopharmaceutical company that focuses on the discovery, development and commercialisation of prescription medicines, primarily for the treatment of diseases in three therapy areas - Oncology, Cardiovascular, Renal and Metabolism, and Respiratory. Based in Cambridge, UK, AstraZeneca operates in over 100 countries and its innovative medicines are used by millions of patients worldwide. For more information visit astrazeneca.com.

British Embassy holds Roundtable discussion with Mark Goldsack CBE, Director, UK's Department for International Trade Defence and Security Organisation

Organized by our Defense, Aerospace, Transportation and Security (DATS) Committee

On February 27th BABA members and Embassy officials gathered at the British Embassy Rotunda for a lively roundtable dialogue with Mark Goldsack, Director, UK's Department for International Trade Defence and Security Organisation. In addition to an overview of DSO and the approach DSO takes in supporting Industry, discussion focused on life after Brexit, a UK-US trade deal and in inward investment into the UK.

A strong and wide-ranging Q and A took place and Mark Goldsack closed by emphasizing how important it was for him and DSO to hear from Industry especially BABA members.



Panel Discusses US-UK Trade Negotiations

Organized by BABA's Small Business Group

Hosted by

Arnold & Porter

A panel of speakers from the USTR and the UK Government offered an “off the record” presentation on current UK-US trade relations, a possible future UK-US Bilateral Trade Agreement after Brexit, and the importance of Small Business/SME's, in trans-Atlantic trade. A lively Q&A followed the presentation.



(to r) Mark Herlach, BABA Chairman; Chris Parker, BABA Small Business Co-Chair; Freya Jackson, British Embassy; Kate Maxwell UK DIT; Christina Sevilla, USTR; Tim Wedding USTR; and Eamonn Cooney BABA President.



Charles Landgraf, Arnold & Porter, Eamonn Cooney and Freya Jackson.



Courtney Oldham and Harry Coker

23rd Annual Gala Christmas Luncheon

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Derrick Surratt, British Airways; Tom Harrell, winner of the Iberia airline tickets; and Sally Anne Andrew, Ms. Claus and Proprietor of LeFay Cottage.



Michael Tatham, Elizabeth Lee and Angela Long, both with Womble Bond Dickinson.



Debbie Nash, Neil Agate ad Barbara French.



Etta MacKay, Jennifer Rusiecki, Andrew Kittell and Patricia McNally.



Guests of Platinum Sponsor, OBXtek.



British International School of Washington Choir, pose with the Chargé d'affaires, Michael Tatham.



Elin Burns winner of Platinum Sponsor, Lockheed Martin's holiday gift basket.



Chrissy Morgan, Maureen Degnan, Jenny Stenger, Eileen Carlucci-Moses and Bob McCollar.



Womble Bond Dickinson's Platinum table.

Global Mobility and the Impact of Brexit

Organized by our Financial Services Committee
and
Hosted by



One of the biggest questions surrounding Brexit is the freedom of movement between the U.K and the EU. This issue was addressed by **Chris Hall, Managing Director, GTN; Joanne Webber, Partner, RSM UK; and Andrew Tingley, Partner, Womble Bond Dickinson UK with Moderator, Mike Fletcher, Partner, RSM US.**

The panel focused on organizations with a global presence that move resources from country to country and the ex-pat assignments and overseas sales opportunities that have increasingly become more important for business professionals. The panel noted that, with Brexit, the rules and issues have changed significantly in recent

years and more careful management of these resources is required. Attendees learned more about the rules and issues and how they and their companies can navigate them in light of Brexit.



(l to r) Andrew Tingley, Mike Fletcher, Chris Hall, Eamonn Cooney, Joanne Webber and Dave Hollander.



Jason Lasher, Lauren Yin and Ravi Dudlani, all with RSM US.



Chris Hall and Courtney Oldham, Capital Alpha Partners.

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SEGUNDO is a systems integrator and a trusted advisor specializing in the implementation and upgrade of Oracle Federal Financials and PeopleSoft, Oracle Cloud, Cloud hosting solutions, Cloud strategies and services for the United States federal, state, city and local governments, and commercial sector.

INDIVIDUAL MEMBERS

IRENE DIDINSKY

MARK FINLAY

ALAN FRENCH

KIM WATSON

YOUNG PROFESSIONAL MEMBER

CALLI WRIGHT



QinetiQ more than doubles US operations with MTEQ acquisition

BABA Sponsoring Member QinetiQ has acquired Manufacturing Techniques Inc. (MTEQ) for \$105 million and other terms, which will more than double QinetiQ's US Operations to c.\$300m and c.750 employees. MTEQ is a leading US provider of advanced next generation sensing solutions, which deliver information advantage to the warfighter, employs 360 people in Virginia and has strong customer relationships with the US Army. This acquisition increases QinetiQ's US Operations to c.25% of Group revenue. CEO Steve Wadey said "The acquisition of MTEQ is a significant step towards achieving our ambition



to build an integrated global defence and security company, more than doubling the size of our operations in the largest defence and security market in the world."

QinetiQ North America is a wholly owned, independently operated subsidiary of QinetiQ Group PLC, one of the world's leading defense and security technology companies. QNA is headquartered in Waltham, MA, USA with offices in Franklin, MA, Devens, MA. Pittsburgh, PA and Ashburn, VA. For more information visit www.qinetiq-NA.com.

Take a Break While Working from Home

Fool's Fun

1	2	3	4		5	6	7	8
9					10			
11					12			
13				14				
			15					
16	17	18				19	20	21
22					23			
24					25			
26					27			

Across

1. ___ and span
5. Parting words
9. Cover up
10. Rant
11. "___ Flanders"
12. On the safe side, at sea
13. Some jokes
15. Lend a hand
16. Pocket pistol
22. Soothing succulent
23. Eagle's nest
24. Stretched
25. Large butte
26. Myrmecologist's study
27. Squeaks (out)

Down

1. Jerk
2. Subatomic particle
3. Not being used
4. Minibars
5. Subject of a trade mark
6. Brown rival

7. Always
8. Understands
14. Sundial number
16. Computer info
17. Brio
18. Beat badly
19. Nerd
20. Gaelic tongue
21. Scandinavian rugs

S	E	K	E		S	T	N	A
V	S	M	E		T	A	U	T
Y	R	V	E		E	L	O	E
R	E	R	I		R	R	I	D
			A					
S	R	N	E		L	I	N	E
E	E	A	L		L	L	O	L
E	A	R	A		E	D	E	H
S	E	B	Y		C	P	I	S

The headline is a clue to the answer in the diagonal.



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