



British-American Business Association Washington, D.C.

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

Newsletter

November 2017

INSIDE

- 2 *President's Letter*
- 3 *Embassy News*
- 5 *Digital Health Event*
- 8 *Platinum Has Arrived!*
- 10 *New Members*



On pages 6-7: More from a memorable Garden Party!

First Platinum Member



Embassy Garden Party Pops the Cork for BABA's 30th Anniversary

By Ben Cromer

Our annual British Embassy Garden Party did double-duty on September 21 by incorporating BABA's **30th Anniversary** celebration. Hosted by Ambassador **Sir Kim Darroch** and **Lady Darroch**, this special event also served as a benefit for the BABA scholarship program, which supports a distinctive, inter-disciplinary summer study tour of the UK for worthy DC students, organized by **ACS International Schools**.

Special thanks for the generous event support from **Delta Air Lines/Virgin Atlantic Airways**, **Dulles International Airport**, and **NGSA**.

[For more event photos, see pages 6-7]



Harvey & Harvey Photographers

BABA President Eamonn Cooney (at right), BABA Board Directors Jill Landefeld (at left), and Chris Parker (third from left) with members and guests take in the pleasant September weather at the Embassy Garden Party, which also served as BABA's 30th Anniversary celebration.

You're Invited!

**21st Annual Gala Christmas Luncheon at the
Fairmont Washington, DC**

Visit www.babawashington.org to register!

Friday, December 15, 2017

From the President . . .

Dear Members:

It was wonderful to see so many of you at BABA's 30th Anniversary Celebration at the British Ambassador's Residence in September. Our Garden Party is always special in such beautiful surroundings — particularly this year as we recognized our brilliant Executive Director,



Patricia Karhuse, MBE, for her outstanding service to BABA for over 30 years! Our thanks to our event sponsors: **NGSA** and especially **Virgin Atlantic**, for also providing airfare for the scholarship students and other generous support.

There are ongoing challenging developments in UK-US policy/politics, including Brexit, the UK Election, and US Administration and Congressional issues. We will keep you abreast of the issues through informative programs and policy updates. We have held related events including a Policy Breakfast with the British Ambassador; a DATS program with **Dominic Guinness**, UK Department of International Trade; a Trade & Policy Committee breakfast for **Mark Kent** (outgoing) and **Sarah Clegg** (incoming) as the British Embassy's Head of UK Trade Policy; and a Health Committee digital e-health evening with Microsoft. Future events include our "CEO Speaker Series," through 2017-2018, featuring CEOs from **Northrop Grumman, Lockheed Martin, BP Energy, Boeing, General Dynamics**, and **NASA**!

Following member feedback, BABA has launched a new top-tier Platinum membership level for \$10,000, which provides the best and widest range of substantial benefits and value to members. We are pleased to announce **AstraZeneca** as BABA's first Platinum Member and welcome **Rich Buckley**, VP, Global Corporate Affairs, back to their Board seat. We also thank **OBXtek**, who upgraded to Sponsoring membership! As always, thank you to all members for your great support!

Finally what better way to end the year than our 21st Gala Christmas Luncheon on Dec 15! Please join us for one of the great parties of the season! Check our Website for this and all events.



Eamonn Cooney
President@babawashington.org

HONORARY CHAIRMAN

HM Ambassador to the USA, *Sir Kim Darroch, KCMG*

FOUNDING DIRECTORS

Robert J. Gladwell, OBE, Founding Chairman
Terence Roche Murphy, OBE
Barry J. New, OBE

OFFICERS

Barry Eccleston, Chairman
Eamonn Cooney, President
Jennifer Taylor Hodges, Vice President
Mark Herlach, Vice President
Patricia A. Karhuse, MBE, Secretary
Richard Larkworthy, Treasurer (Deloitte)

DIRECTORS

Neil R. Agate, Four Gates LLC
Richard Buckley, AstraZeneca
Jeffrey Clegg, Deloitte
Eamonn Cooney, Anameire LLC
John Dickerman, The CBI
Barry Eccleston, Airbus Americas, Inc.
Hilary Fordwich, Strelmark, LLC
Thomas C. Harrell, Indigo DNA Corporation
Mark D. Herlach, Eversheds Sutherland
Amy Jeffress, Arnold & Porter LLP
Freya Jackson, British Embassy
Jill Landefeld, Stifel
Marisa Lino, Northrop Grumman Corporation
Carmie McCook, Carmie McCook & Associates
Jan Mul, Fairfax County Economic Development Authority
Christopher Parker, New Horizon Wines
Steve Plummer, Rolls-Royce North America
Derrick Surratt, British Airways
Kara Sutton, US Chamber of Commerce
Jennifer Taylor Hodges, BT Americas Inc.
Quentin Whiteree, IDEEA, Inc.
Dena Wiggins, Natural Gas Supply Association
Nancy Ziuzin Schlegel, Lockheed Martin Corporation

COUNSEL

C. Randall Nuckolls, Dentons

COMMITTEE CHAIRS

David Marsh, Health & Life Sciences
Caroline Cooper/Marisa Lino, Defense, Aerospace, Transportation & Security (DATS)
Mark Herlach, Energy & Environment
Jeffrey Clegg/Dave Hollander, Financial Services
Jill Landefeld/Jan Mul, Marketing/Business Development
Sal Tamburo, Program
David Howgill/Chris Parker, Small Business
John Dickerman/Thomas Whitehead, Trade & Policy
Kara Sutton/Kate Greer, Young Professionals

ADMINISTRATION

Patricia A. Karhuse, MBE, Executive Director
P. Rugger Smith, Administrator

UK Trade Report Highlights Transatlantic Relationship

While visiting Washington, DC, in September, UK Brexit Secretary **David Davis** spoke to the US Chamber of Commerce on globalization, liberalization of the service sector, and the importance of high standards in international cooperation.

The British Embassy also collaborated with the **British American Business** group to produce a report highlighting the strength of the UK and US trading relationship. The report, titled *Across the Pond – American Trade*



EMBASSY NEWS

and Investment Success Stories in the UK, shares 17 trade and investment stories from American companies of all sizes that have opened businesses in the UK.

Chancellor **Philip Hammond** visited Washington, DC, for the annual IMF meetings in October, where he met with fellow finance ministers and central bankers to discuss common challenges like global productivity, digital taxation and climate sustainability. While in New York City, he told CNBC: “The underlying, fundamentals of the UK economy are strong. Our deficit is down by three-quarters, employment is at record levels — unemployment is at a 30-year low — we have a vibrant tech sector and the world’s second largest trade in services sector.”

The British Embassy is also producing a newsletter titled *Brexit Brief* that compiles the latest information. For more information on the Embassy and its activities, visit www.gov.uk/world/usa.

PUBLICATIONS STAFF

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

© 2017 British-American Business Association of Washington, DC, Inc. All Rights Reserved.

Amazon Web Services adding up to 1,500 jobs in Fairfax County

Amazon Web Services said it will expand its presence in Fairfax County with a new East Coast corporate campus at One Dulles Tower in the Herndon area of the county. The expansion is expected to create up to 1,500 jobs.

“Amazon Web Services has quickly established a major presence in Fairfax County, and we are proud that the company has chosen to expand here with an East Coast corporate

MEMBER NEWS

campus that further diversifies our economic base,” said **Gerald L. Gordon, PhD**, president and CEO of the **Fairfax County Economic Development Authority (FCEDA)**.

“Any community would be thrilled to have this employer and this kind of corporate presence, and I am delighted the county’s IT base, workforce, and quality of life offer the right mix for the company,” Gordon added.

For details, visit www.fairfaxcountyeda.org.

OBXtek wins Deltek’s 2017 Project Excellence Partner Award

OBXtek, Inc. has been awarded Deltek’s 2017 Project Excellence Award at the 10th Annual Project Excellence Awards held this week, announced **Dale Spencer**, OBXtek President and Chief Operating Officer.

“OBXtek is proud to be recognized by Deltek, a leading, global provider of enterprise software and information solutions, for significantly growing our business via improved business processes and performance,” Spencer said. “Our partner, InfoTek Consulting LLC, was instrumental in upgrading our systems to scale up our business.”

The 2017 Project Excellence Awards program recognizes and celebrates outstanding Deltek customer and partner achievements in improving business processes and performance, driving innovation, increasing profitability, and winning new business with Deltek solutions.

For details, visit www.obxtek.com.

AstraZeneca Receives FDA Approval for Diabetes Medication

AstraZeneca has announced that the US Food and Drug Administration (FDA) has approved Bydureon BCise (exenatide extended-release) injectable suspension, a new formulation of Bydureon in an improved once-weekly, single-dose autoinjector device for adults with type-2 diabetes. It is intended for adults whose blood sugar remains uncontrolled on one or more oral medicines, in addition to diet and exercise, to improve glycaemic control.

Unlike other glucagon-like peptide-1 (GLP-1) receptor agonists, AstraZeneca says Bydureon BCise has a unique, continuous-release microsphere delivery system designed to provide consistent therapeutic levels of the active ingredient, exenatide, to help patients reach and maintain steady state. The new formulation in the innovative Bydureon BCise device is proven to reduce blood sugar levels, with the added benefit of weight loss.

Ruud Dobber, President, AstraZeneca US and Executive Vice President, North America, said: "We know that physicians have established long-standing confidence in the significant HbA1c reduction Bydureon provides their patients to help achieve consistent control, with the added benefit of weight loss. With the approval of Bydureon BCise, we're now introducing a new formulation in an improved, easy-to-use device that will help enhance the patient experience."

Bydureon BCise will be available for patients in the US in the first quarter of 2018. A regulatory application for the new autoinjector device has also been accepted by the European Medicines Agency.

AstraZeneca says its commitment to diabetes is exemplified by the depth and breadth of its global clinical research program, which is advancing understanding of the treatment effects of its diabetes medicines in broad patient populations as well as exploring combination products to help more patients achieve treatment success earlier in their disease.

As a global, science-led biopharmaceutical company, AstraZeneca focuses on the discovery, development, and commercialization of prescription medicines, primarily for the treatment of diseases in three therapy areas: Oncology, Cardiovascular and Metabolic Diseases, and Respiratory. The company operates in more than 100 countries and its medicines are used by millions of patients worldwide.

For more information on the company and its products, visit www.astrazeneca.com.



Upcoming Events in the CEO Speaker Series! Register Online at www.babawashington.org

December 8, 2017: **Wesley Bush**, Chairman, CEO & President, Northrop Grumman

January 25, 2018: **Maj. Gen. Charles F. Bolden, Jr.**, NASA Administrator (2009-2017)

March 22, 2018: **Marillyn Hewson**, Chairman, President & CEO, Lockheed Martin

Date TBD: **Dennis Muilenburg**, Chairman, President & CEO, The Boeing Company

Date TBD: **Orlando Alvarez**, President & CEO, BP Energy

Date TBD: **Phoebe N. Novakovic**, Chairman & CEO, General Dynamics

Digital Information in Health

Sponsored by

**ARNOLD & PORTER
KAYE SCHOLER**

September 13, 2017

On Sept. 13, **BABA's Health & Life Sciences Committee** in partnership with the **French-American Chamber of Commerce** and the **Swedish-American Chamber of Commerce** held an informative program, "Digital Information in Health," featuring Guest Speaker **Molly McCarthy, RN MBA**, Chief Nursing Strategist for **Microsoft US Health & Life Sciences**. Sponsored by **Arnold & Porter Kaye Scholer** and held at its Washington offices, it was a fascinating discussion that addressed the advances in health technology, how it will affect you, and how it will define the future of healthcare. As with all BABA events, a lively networking reception followed.



From left to right: BABA President Eamonn Cooney, Neil Agate, Dr. Michael Peck, and Anuj Agarwal at the networking reception.



From left to right: Tom Harrell, Guest Speaker Molly McCarthy, and David Marsh from Event Sponsor Arnold & Porter Kaye Scholer.



From left to right: Yalanda Lang, Molly McCarthy, and Christie Skillington.



Carmie McCook and Nam Nguyen take time out for a photo.

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

Photos by Harvey & Harvey Photographers

British Embassy Residence Garden Party

Hosted by the British Ambassador Sir Kim Darroch & Lady Darroch

To Benefit the BABA Scholarship Program

With Generous Support From



Ambassador's Residence, British Embassy

September 21, 2017



From left to right: Renny Ponvert, Hillary Stewart, Neil Agate, Carmie McCook, Freya Jackson, and Randy Nuckolls.



From left to right: Gareth Alston, British Embassy; BABA President Eamonn Cooney; James Hooley, British Embassy; and BABA Chairman Barry Eccleston.



Members and guests take in the lovely late summer evening at the British Embassy Residence garden.



Sir Kim Darroch (c.) with Kari Wilner, Washington Fine Properties, and Steve Pfasterer.

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

Photos by Harvey & Harvey Photographers



British Summer Studies students with Andrew Kittell, Director, Corporate Relations, ACS International Schools (at rear).



Sir Kim Darroch (c.) with Jerry Boykin (at left), Antigone Peyton, David Kuhnsman and Kandis Koustenis (at right), all with Protora Law PLLC.



From left to right: Hilary Fordwich, Strelmark; David Marsh, Arnold & Porter Kay Scholer; and Marisa Lino, Northrop Grumman.



The Virgin Atlantic 'Sweets' table tempted guests to take a bag of British treats.

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

Photos by Harvey & Harvey Photographers



BABA is delighted to recognize the outstanding 30 years of service by our Executive Director, **Patricia Karhuse, MBE**, who has served BABA since its founding in 1987.

In the photo at left, Pat's service to BABA is acknowledged by BABA President **Eamonn Cooney** (l.) and BABA Chairman **Barry Eccleston** at the British Embassy Garden Party in September.

A huge thank you to Pat for her amazing work for BABA over the years!



British-American Business Association Washington, D.C.

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

BABA Unveils New Top-Tier Platinum Membership Category

Value exceeds \$12k in direct benefits — but at a special rate of \$10k!

BABA's new **Platinum Membership** level offers unprecedented access to a customized program of exclusive networking, promotional and business opportunities. This new membership was developed following feedback and discussions with Sponsoring and other members, on two areas of interest:

- Members wanting to ensure they get maximum value and benefit from their membership and support of BABA; and
- The advantage of combining membership, sponsoring and other benefits into one large package, thus needing only one annual payment approval process, not several.

In addition to all the benefits Sponsoring Membership brings, we have added further benefits, including:

- Platinum \$5,500 Sponsorship at Gala Christmas luncheon; table of 10; seat at head table with the British Ambassador; and multiple company recognitions;
- Opportunity to promote your company's events (six per year) through our online list serve;
- Prominent fixed logo and Web link on BABA Website homepage;
- 1/2 page in each or every other quarterly *Newsletter* or four e-mails/social media blasts per year about your company news;
- Logo placement in an e-mail footer of all relevant outbound market/event e-mails;
- Opportunity for one of your senior executives to introduce/promote your company at a BABA event;
- Priority access for your CEO or senior executive to exclusive invitation-only BABA events with high-level UK or US Government officials; and
- Exclusivity of level, limited to a small number of key members.

BABA is pleased to announce our first new Platinum Member is **AstraZeneca** with other members also considering this membership level. If your company or organization is interested in the maximum value and benefits this new Platinum membership can bring you, please contact BABA President **Eamonn Cooney** at 703-628-3205 or via e-mail at ecooney@babawashington.org.

Sponsoring Members

BABA welcomes the following new Sponsoring Members:

Legation Strategies

OBXtek Inc.

AECOM	Deloitte & Touche LLP
Airbus Americas, Inc.	Dentons US LLP
Allen & Overy LLP	Eversheds Sutherland
The Anschutz Corporation	Fairfax County Economic Development Authority
Arnold & Porter Kaye Scholer LLP	Google
BAE SYSTEMS	HSBC Bank USA, NA
Barclays	Lockheed Martin Corporation
The Boeing Company	MBDA Missile Systems
British Airways	Northrop Grumman Corporation
British International School of Washington	Pratt & Whitney
BT Americas Inc.	PricewaterhouseCoopers
CH2M Hill	QinetiQ Inc.
Chevron	Raytheon Company
Citi	Rolls-Royce North America Inc.
Citrin Cooperman	Serco
Cobham	Smith & Nephew
Diageo	Virgin Atlantic Airways
	WETA

Our CEO Speaker Series Luncheon Returns in December!

**Wesley Bush, Chairman, CEO & President,
Northrop Grumman Corporation**

Visit www.babawashington.org to register!

Friday, December 8, 2017

New Members

SPONSORING MEMBER

LEGATION STRATEGIES

Consulting Services

Kevin W. Billings, CEO

1140 Connecticut Avenue, NW, Suite 51
Washington, DC 20026

Tel: 240-460-2370

E-mail: kevin.billings@legationstrategies.com

Website: <http://legationstrategies.com>

Legation Strategies is a team of highly qualified and experienced experts who have come together to support businesses of all sizes in developing and implementing winning strategies in global defence, infrastructure, and energy markets.

CORPORATE MEMBER

FAIRMONT WASHINGTON, DC, GEORGETOWN

Hotels

Mark Huntley, Regional Vice President & General Manager

Karina Davies, Director of Sales & Marketing

Mai-Lan Smith, Director of Sales

Sherian Boyd-Patterson, Director of Business Travel

Nicole Majorczyk, Director of Diplomatic Sales

Christian Klaus, Director of Operations

2401 M Street, NW

Washington, DC 20037

Tel: 202-429-2400

E-mail: mark.huntley@fairmont.com

Website: www.fairmont.com/washington

Luxury hotels all over the world that give an authentic experience of the locale you are staying in. Turning moments into memories for our guests. Personal getaways to explore the world's most extraordinary places.

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@benromer.com. Materials submitted are subject to editing.

SMALL BUSINESS MEMBERS

MER EVENTS

Event Planners

Mer Woldemariam

1050 17th Street, NW, Suite 1000
Washington, DC 20036

Tel: 202-368-1878

E-mail: mer@merevents.com

Mer Events is a prominent event planning and promotion company in the DMV area. We plan your events from the scratch to the final touch. Please contact us. Our events get everyone out of the door!

QUANTUM GLOBAL SOLUTIONS

Consulting Services

Matthew Schofield, President

601 Pennsylvania Avenue, NW
South Building, Suite 900

Washington, DC 20004

Tel: 202-717-5556

E-mail: matthew.schofield@qgs.global

Website: www.qgs.global

Quantum Global Solutions (Quantum) is a British founded and managed company, operating globally with our Head Office in Doha, Qatar. We are a construction support consultancy providing contractual, commercial and planning support to construction teams with particular expertise in forensic delay and quantum analysis.

STUCAN SOLUTIONS

Consulting Services

Stuart Taylor, CEO

Kathryn Taylor, COO

713 Montauk Court, NE

Leesburg, VA 20176

Tel: 703-779-9305

E-mail: Enquiries@stucan-solutions.com

Website: www.stucan-solutions.com

Stucan Solutions experts offer a comprehensive end-to-end suite of services designed to protect your assets and give you the decisive edge in complex operating environments.

New Members

UNTETHERED LABS

Security Services

David Kamioner, Director of Public Relations
500 College Avenue, Suite 2103
College Park, MD 20740
Tel: 410-507-3619
E-mail: davidk@ulabs.io

Cybersecurity firm specializing in end-user defense.

INDIVIDUAL MEMBERS

GARY EALES

KATHRYN HORLICK

STUART KING

ANDREA ROSS

YOUNG PROFESSIONAL MEMBERS

HUGH DOYLE

JOHN GEORGE

JACK HENRY

CHRISTIE SKILLINGTON

MARGARET (SHUK WAI) TON

CAMERON WILSON

What Can the BABC Do for BABA Members?

The British-American Business Council (BABC) is the largest transatlantic business network with 22 chapters, and more than 2,000 member companies based in major business centers throughout North America and the United Kingdom. Its membership includes many of the world's largest multinationals as well as hundreds of middle market and smaller companies. In addition to the benefits that regional BABC chapters offer their members, the BABC offers a variety of business opportunities and services to help member companies build and manage their businesses, including exclusive access to:



Carmie McCook Addresses Global Legal Conference

Carmie McCook, President of public speaking and media training firm

Carmie McCook and Associates,

MEMBER NEWS

spoke November 4 to nearly 300 attorneys at Hogan Lovells' annual conference in Baltimore.

In her talk, McCook shared some of the top methods and tips she imparts to global business leaders to make their speeches and presentations more compelling and their delivery more dynamic.

"We got fantastic feedback from everyone about Carmie's presentation," said **Kayleigh Zell**, Hogan Lovells' Business and Marketing Development Manager. "She was very informative and entertaining. I'm so glad we invited her to speak because she was a real highlight at the conference."

McCook explains that law firms are realizing that mastering outstanding presentation skills are as essential to building their business and their brand as their ability to expertly analyze legal issues.

For full details on McCook and her company, visit www.carmie.com.

-
-
- Event programs offered by all the BABC's chapters throughout North America and the UK, providing opportunities to network and develop business with their members;
 - Opportunities to promote their company and its services/products to all the BABC's membership on a year-round basis through the home page of the BABC website, by becoming a BABC Patron; taking out a banner ad and/or by sponsoring the BABC Website;
 - The BABC's J-1 Visa Program, enabling BABC member companies to bring qualified employees and interns from anywhere in the world into the United States for training and employment; and
 - Opportunities to promote their services and products to other BABC member companies on the BABC Website, at no cost, through our Member Discounts, as well as through advertising/sponsorships.

For more information on the BABC and its benefits to BABA member companies, visit www.babc.org.



British-American Business Association

Washington, D.C.

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