



# British-American Business Association Washington, D.C.

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

Newsletter

July 2018

## INSIDE

- 2 President's Letter
- 3 Embassy News
- 4 Our Wine Soiree
- 10 New Members
- 11 Platinum Has Arrived!



On page 6: Our CEO Speaker Series featured Lockheed Martin's Marillyn Hewson.

## BABA Bids Fond Farewell to Barry Eccleston at Members' Reception

By Ben Cromer

Our Members' Appreciation Reception, held every June in conjunction with our Annual General Meeting, gives us a chance to thank long-time members for their ongoing support and to recognize new members who have joined BABA during the past year. Held June 28 at the Airbus Experience Center in Washington, the event, which was sponsored by **Airbus**, also served to acknowledge the key contributions of retiring BABA Chairman **Barry Eccleston** (see photo below).

During the AGM, one new director, **Scott Thompson** of PwC, was elected while two Board members were re-elected: **Carmie McCook** of Carmie McCook & Associates and **Chris Parker** of Virginia Wine Academy. Congratulations to all!

*[For more event photos, see page 5]*



Harvey & Harvey Photographers

From left to right: Jeffrey Feagin, Virgin Atlantic Airways; Thu Stubbs, Technology Science Corporation; BABA President Eamonn Cooney; and retiring BABA Chairman Barry Eccleston at the Members' Appreciation Reception and Annual General Meeting in June.

### Our Platinum Members



**Don't Miss Our Annual End-of-Summer Event!**  
**British Embassy Residence Drinks/Garden Party**

September 20, 2018

Register online at [www.babawashington.org](http://www.babawashington.org)

# From the President . . .

Dear Members:

With summer here, I wanted to update members on BABA's activities and events since our last *Newsletter*. In February we welcomed the First Minister of Wales, **Carwyn Jones**, followed in March by our latest CEO Speaker series event featuring **Marillyn Hewson**, Chairman, President & CEO of Lockheed Martin. Future speakers include **Denis Muilenberg** of Boeing and **Orlando Alvarez** of BP Energy.



In May, we held two great social events; a "Think Green" Rooftop Reception and our annual "Wine Soiree", hosted by BABA and the British Deputy Head of Mission, **Michael Tatham**, at his Residence, which also celebrated **Prince Harry and Megan**

**Markle's** wedding. In June, we also welcomed TSA Administrator **David Pekoske**.

We continue to liaise closely with the British Embassy and monitor developments by the UK government on Brexit, following the resignations of Brexit Minister **David Davis** and Foreign Secretary **Boris Johnson**, and will cover this in a future Brexit program.

We also had our Members' Appreciation Reception & AGM, in June at which BABA elected a new director, **Scott Thompson** of PwC, and re-elected two directors: **Carmie McCook** and **Chris Parker**, and recognized the 44 company and individual members who joined this past year.

The AGM was a very fitting occasion to acknowledge our retiring Chairman, **Barry Eccleston**, who was recognized for "exceptional leadership, skill, and unwavering commitment" to BABA and who has been "instrumental in raising the profile of the Association." BABA was also delighted to welcome our new Chairman, **Mark Herlach**, Partner, Eversheds Sutherland, who has been part of BABA for many years, most recently as Vice President.

Thank you to all members for your great support! I wish everyone an enjoyable summer.



**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

*Mark Herlach, Chairman*

*Eamonn Cooney, President*

*Jennifer Taylor Hodges, 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*

*Hilary Fordwich, Strelmark, LLC*

*Thomas C. Harrell, Indigo DNA Corporation*

*Mark D. Herlach, Eversheds Sutherland*

*Amy Jeffress, Arnold & Porter*

*Freya Jackson, British Embassy*

*Jill Landefeld, Stifel*

*Marisa Lino, Northrop Grumman Corporation*

*Matt Mazonkey, Airbus Americas, Inc.*

*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*

*David Swindle, AECOM*

*Jennifer Taylor Hodges, BT Americas Inc.*

*Scott Thompson, PricewaterhouseCoopers*

*Dena Wiggins, Natural Gas Supply Association*

*Nancy Ziuzin Schlegel, Lockheed Martin Corporation*

## COUNSEL

*C. Randall Nuckolls, Dentons*

## COMMITTEE CHAIRS

*Caroline Cooper/Marisa Lino, Defense, Aerospace,*

*Transportation & Security (DATS)*

*Mark Herlach, Energy & Environment*

*Jeffrey Clegg/Dave Hollander, Financial Services*

*Richard Buckley, Health & Life Sciences*

*Jill Landefeld/Jan Mul, Marketing/Business Development*

*David Howgill/Chris Parker, Small Business*

*John Dickerman/Jennifer Taylor Hodges, Trade & Policy*

*Kara Sutton/Kate Greer, Young Professionals*

## ADMINISTRATION

*Patricia A. Karhuse, MBE, Executive Director*

*P. Rugger Smith, Administrator*

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## Embassy Issues 4th *Brexit Brief*

The **British Embassy** has issued the 4th edition of the *Brexit Brief*. It is a regular digest of the latest developments on the UK's exit from the EU and wider economic and trade issues. We encourage you to sign up if you're interested in receiving the information directly to your inbox.

On 22 May, Chancellor **Phillip Hammond** gave the keynote speech at CBI annual dinner in London. He

## EMBASSY NEWS

said he wanted to ensure that the UK continued to be at the forefront of technological revolution, leading the world in innovation. Already, the UK government has committed to work with industry to increase R&D spend to 2.4 percent of GDP by 2027.

In April, we announced the US-UK Financial Regulatory Working Group. This will be the key vehicle for formalizing the UK's bilateral regulatory cooperation with the US as we leave the EU. Its objective is to further promote financial stability; investor protection; fair, orderly, and efficient markets; and capital formation on both sides of the Atlantic. It will meet for the first time later this year.

Also in April, we celebrated the 20th anniversary of the Belfast Agreement (Good Friday Agreement). UK Secretary of State for Northern Ireland, **Karen Bradley**, visited Washington, DC, to celebrate St. Patrick's Day and also to mark the historic anniversary. The US continues to play a pivotal role in the political and economic stability of Northern Ireland. During her visit, Bradley reconfirmed the UK government's commitment to upholding the provisions of the Belfast Agreement in full and our commitment to the avoidance of a hard border, including any physical infrastructure or related checks and controls.

**Dr. Liam Fox**, the UK's Secretary of State for International Trade, met with Ambassador **Robert Lighthizer**, US Trade Representative, in March. They announced the publication of toolkits to help US and UK SMEs protect and enforce their intellectual property. Following that meeting, the US-UK Trade and Investment Working Group met for the third time in Washington. In the margins of the Working Group, the inaugural US-UK SME Dialogue brought together more than a hundred UK and US SMEs with government officials and saw the launch of a guide for SMEs — *Doing Business In the US and UK: Resources For Small Business*. The next SME Dialogue will be held in the UK.

For more information about the British Embassy and its activities, visit [www.gov.uk/world/USA](http://www.gov.uk/world/USA).

## BA Increases Flights to Dulles

**British Airways** is increasing the number of flights from London Heathrow to Washington Dulles, starting in October. The airline will add an additional three flights a week to the current two-a-day schedule to the US capital

from October 29. There will be three daily flights on Mondays, Thursdays, and Saturdays, with return fares starting from £385 per person. All flights will be served by the airline's four-cabin Boeing 787-9 Dreamliner.

**Sean Doyle**, BA's Director of Network and Alliances, said: "The additional Washington flights reconfirm our commitment to offering our customers even more choice between the UK and the US, and the launch of our new Nashville service on May 4 brings the number of cities we serve direct in the US up to 26."

BA also announced it is investing £4.5 billion in upgrades during the next five years, including the installation of the high-quality Wi-Fi and power at every seat, fitting 128 long-haul aircraft with new interiors, and taking delivery of 72 new aircraft. The airline is also investing £600m specifically in its Club World cabin, including new catering and White Company bedding.

For details, visit [www.britishairways.com](http://www.britishairways.com).

## Virgin Atlantic Names New CEO

**Virgin Atlantic Airways** has announced the appointment of **Shai Weiss** as CEO, effective January 1. Weiss, the current Chief Commercial Officer, succeeds **Craig Kreeger** as CEO. Kreeger is retiring but will stay in the role until then to assist with the transition.

The move comes as the airline prepares to embark on its mid-range corporate plan, "Velocity," in 2019, with the expanded four-way joint venture partnership between Virgin Atlantic, Delta Air Lines, and Air France-KLM.

"Shai has supported me closely since joining us in July 2014," Kreeger said. "As we embark on 'Velocity,' I consider this to be the ideal time to pass the leadership baton to Shai and for me to begin a new chapter."

Added Virgin Atlantic founder **Richard Branson**: "I want to thank Craig for the fantastic job he has done in leading Virgin Atlantic these past five years. He has focused our people on providing the best customer service by refreshing our onboard experience, bringing in new planes, and bringing us closer to our partner Delta."

For details, visit [www.virgin.com](http://www.virgin.com).



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## Annual Wine Soiree & Celebration of the Royal Wedding

*At the Residence of the Deputy Head of Mission, Michael Tatham*

*Hosted by **BABA** & Organized by **Virginia Wine Academy***

*May 23, 2018*

BABA's annual **Wine Soiree** took on a different twist this year — it coincided with the Royal Wedding of **Prince Harry** and **Meghan Markle**. While members and guests took in the festivities, they were treated to a cross-section of regional wines hand-picked by **Chris Parker**, CEO and co-Founder of the newly established Virginia Wine Academy. Special thanks to DCM **Michael Tatham** for his hospitality.



*From left to right: James Gebara, HSBC; DCM Michael Tatham; and Chris Parker, Virginia Wine Academy.*



*A guest raises a toast to the Royal Couple.*

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## “Think Green” Rooftop Networking Experience

*Organized by **BABA'S Energy & Environment Committee***

*May 9, 2018*

On May 9, **BABA's Energy & Environment Committee** organized a special networking and social evening on the green rooftop of **Eversheds Sutherland** in Washington. Striking city views were the backdrop for a networking reception that demonstrated how “going green” is a not just a slogan — but good business practice. Special thanks to Mark Herlach and Eversheds Sutherland for hosting the event.



*Members and guests take in the lovely spring evening on the rooftop of Eversheds Sutherland.*



*From left to right: Mark Herlach, Eamonn Cooney, Lisa Schechtman, and Carmie McCook.*

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# Members' Appreciation Networking Reception & Annual General Meeting

*Sponsored by*

# AIRBUS

*Hosted at Airbus Experience Center*

*June 28, 2018*

BABA's mission is to encourage business cooperation between the United Kingdom and the United States through an effective organization in which members work together to further their business interests. From airlines, aerospace, and technology firms to banks and hotels, BABA's membership reflects the diverse economy of the Mid-Atlantic region, including large US and UK corporations with operations here, as well as many small and medium-sized enterprises. We salute you and the work you do to further our mission. After all, it all begins with you — our members.



*From left to right: New BABA Chairman Mark Herlach, Barry New, and retiring BABA Chairman Barry Eccleston.*



*Two BABA directors were elected to new three-year terms: Carmie McCook of Carmie McCook & Associates and Chris Parker with Virginia Wine Academy.*



*New members Robert and Vix Mechlin, both from Webdesigns.net, with new Young Professional member Jordan Campbell.*



*New corporate members Natalie Boll and Mark Sparkman, both with Veretus Group, take in the networking reception.*

Photos by Harvey & Harvey Photographers

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# CEO Speaker Series Luncheon Featuring Chairman, President & CEO of Lockheed Martin, Marillyn Hewson

*With Premier Sponsor*



*And Event Sponsors*

**BAE Systems; PricewaterhouseCoopers; Welsh Government**

*March 22, 2018*

Our **CEO Speaker Series** provides BABA members and guests with a look at transatlantic business from the perspective of the “C suite.” On March 22, we welcomed **Marillyn Hewson**, the Chairman, President & CEO of Lockheed Martin Corporation. Hosted at LM’s Fighter Demo Center & Space Experience Center Facility in Crystal City, VA, it was a timely address from a key industry player — especially given our large number of defense, aerospace, and transportation-related member companies. Special thanks to our Premier Sponsor, **Lockheed Martin**, for its support of this event.



*From left to right: Beth Anderson, Lockheed Martin; Eamonn Cooney; Derrick Surratt, British Airways; Marisa Lino, Northrop Grumman; and Barry Eccleston.*



*Adam Owens (l.) and Nancy Schlegel, both from Lockheed Martin, with Eamonn Cooney.*



*Lockheed Martin CEO Marillyn Hewson (l.) with Hilary Fordwich from Strelmark.*



*Taking flight? A guest tries out the Cockpit Demonstrator at the LM Fighter Demo Center.*



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## CEO Speaker Series Luncheon Featuring TSA Administrator David Pekoske

Organized by **BABA's Defense, Aerospace, Transportation & Security (DATS) Committee**

Hosted by **Dentons LLP**

June 14, 2018

On June 14, our **CEO Speaker Series** provided a glimpse inside an agency that affects every air traveller: The **Transportation Security Administration (TSA)**. TSA Administrator **David Pekoske** addressed how the TSA works to secure our transportation system from threats both foreign and domestic. Organized by **BABA's DATS Committee** and Hosted by **Dentons LLP**, BABA members and guests gained key insight into this critical element of our nation's security infrastructure.



From left to right: TSA Administrator David Pekoske, Marisa Lino from Northrop Grumman, and Ben Grinham from the British Embassy.



Marisa Lino presents the speakers' plaque to David Pekoske (c.) following his address as BABA President Eamonn Cooney looks on.



From left to right: Eamonn Cooney, George Hasapis of Nippon Express, Ashley Craig of Venable, and Gareth Alston from the British Embassy.



Adam Emanuel of Astrophysics pauses for a photo with Carmie McCook of Carmie McCook & Associates.

All BABA event photos can be viewed at [www.babawashington.org](http://www.babawashington.org)

Photos by Harvey & Harvey Photographers

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## Luncheon Featuring the First Minister of Wales, Rt. Hon. Carwyn Jones

Hosted by **Eversheds Sutherland**

February 26, 2018

BABA members and guests welcomed the **Rt. Hon. Carwyn Jones** to the podium for a luncheon address on February 26. Carwyn Jones was appointed First Minister of Wales in 2009. Following re-election to the National Assembly for Wales in 2011 and 2016, he was re-appointed First Minister by Her Majesty The Queen, following nomination by the National Assembly for Wales. His responsibilities include policy development and the coordination of policy; Constitutional affairs; international relations, and inter-governmental relations. As with all BABA events, a lively networking reception followed.



From left to right: Amish Shah from Eversheds Sutherland; the Rt. Hon. Carwyn Jones AM; Eamonn Cooney; and Mark Herlach.



Eamonn Cooney (l.) and Chris Lawrence of QinetiQ.

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### Citi Honors Community Service

BABA sponsoring member **Citi** celebrated its annual Global Community Day in June, with Citi volunteers in more than 450 cities spanning 90 countries and territories engaged in service activities in their local communities. In advance of the event, Citi colleagues, alumni, clients, and others volunteered on more than 1,400 service projects helping to address a range of community needs — from feeding the hungry to revitalizing schools for a better learning environment to preparing young people for jobs.

“Global Community Day is now a long-running tradition that gives Citi colleagues all around the world an opportunity to further demonstrate our values to the communities we serve,” said Citi CEO **Michael Corbat**. “While our presence as a firm may be global, the real impact on this day is local, and one example of how we are enabling progress in a big way.”

Citi has had a presence in the United Kingdom since 1902. For details on the company’s initiatives, visit [www.citigroup.com](http://www.citigroup.com).

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### BABC Names New President

**The British-American Business Council (BABC)** has appointed **Stuart Bagshaw** as President. Bagshaw also serves as current Chief Executive of British American Business LEAP (Land Expand Accelerator Program) LLC and is past President, Chairman, and current board member of the British-American Business Council of Northern California.



Stuart Bagshaw

**Duncan Edwards**, BABC CEO, said: “Congratulations to Stuart on his appointment as President of the BABC. With his prior experience in this space I have every confidence in his ability to continue delivering a fantastic standard of work in this new role and look forward to working with him closely over the coming months and years.”

For more information, visit [www.babc.org](http://www.babc.org).



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# Sponsoring Members

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

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**Mark Your Calendars & Celebrate the Holidays with BABA!  
BABA's 22nd Annual Gala Christmas Luncheon**

December 14, 2018

Register online at [www.babawashington.org](http://www.babawashington.org)

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# New Members

## **CORPORATE MEMBER**

### **VERETUS GROUP LLC**

*Risk Management*

**Ryan Sparacino**, CEO  
**Derek Anderson**, President  
**Mark Sparkman**, Chief Intelligence Officer  
**Mike Massey**, CFO  
1920 L Street, NW, Suite 535  
Washington, DC 20036  
Tel: 202-878-6018  
E-mail: ryan.sparacino@veretus.com

Veretus is an investigations and intelligence firm established to provide law firms, hedge funds, private equity firms and family offices with the highest quality analysis and intelligence in support of their most critical problems.

## **SMALL BUSINESS MEMBERS**

### **AKRIVIS LAW GROUP**

*Legal Services*

**Teresa Taylor**, Partner  
5335 Wisconsin Avenue, NW, Suite 440  
Washington, DC 20015  
Tel: 202-730-1271  
E-mail: ttaylor@akrivislaw.com  
Website: [www.akrivislaw.com](http://www.akrivislaw.com)

Boutique trade law firm.

### **THE AVALON INSTITUTE**

*Consulting Services*

**Perry J. Smith**, President  
**Sharon Roberts**  
**Jean Michel**  
**Brig. Gen. John E. Michel (Ret)**  
PO Box 6290  
Washington, DC 20015  
Tel: 312-259-9684  
E-mail: perry@avalonleadership.com

The Avalon Institute is based out of Washington, DC with team members throughout the UK. Our leaders are informed by the organization's deep seeded principles that emphasize values over rules, dynamic discourse, clarity of purpose, innovation and intentional leadership. We are passionate about small business development, leadership and fostering deeper ties with our friends and partners in the UK.

## **FLETCHER CONSULTING**

*Construction/Construction Management Services*

**Mark Fletcher**, Principal  
**Michael Lilly**  
2700 South Quincy Street, Suite 200  
Arlington, VA 22206  
Tel: 703-402-0000  
E-mail: mark@fletcherdc.com

Construction Project and Relocation Management.

## **MACRO | STRATEGIC LEADERSHIP DEVELOPMENT**

*Management Consultants*

**Christina Macro**, President  
21779 Harroun Terrace  
Ashburn, VA 20147  
Tel: 703-597-3497  
E-mail: christina@justchristina.com

Tech nerd providing leadership development, teaching, speaking, training, mentoring, and coaching.

## **QSS ADVISORS INC.**

*Executive Search Firm & Consultancy*

**Phillip Woodisse**, Owner  
20130 Lakeview Center Plaza, Suite 400  
Ashburn, VA 20147  
Tel: 917-442-6081  
E-mail: phil@qssadvisors.com  
Website: [www.qssadvisors.com](http://www.qssadvisors.com)

Independent executive search and consultancy advisors business focus on high end recruitment for global investment firms. Focus on hedge funds, family offices, and real money clients on Wall Street.

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## **PUBLICATIONS STAFF**

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

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# New Members

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## WEBDESIGNS.NET

*Marketing Services/Public Relations*

**Victoria Mechlin**, CEO

1414 Mayflower Drive

McLean, VA 22102

Tel: 571-340-8427

E-Mail: [vmechlin@webdesigns.net](mailto:vmechlin@webdesigns.net)

Website: [www.webdesigns.net](http://www.webdesigns.net)

WebDesigns, LLC is a fully integrated Web design, digital marketing, and communications agency. Our mission is to provide clients an integrated marketing and communications strategy that helps them achieve their business objectives. We do this by designing digital platforms and creating messaging that ensures effective and consistent communications across multiple platforms. We create Websites that support the client's business objectives. Our Websites are compliant with the latest cross-platform and security standards. Our digital communications experts develop compelling marketing and public relations content that meets our client's needs. Our On-Demand™, team-based approach, allows us to bring additional resources on an as-needed basis. This approach allows us to provide low-risk, low-cost, and scalable resources to meet all of the client's needs.

## INDIVIDUAL MEMBERS

**MARTHA CLARK**

**SARAH DICK**

**JOSHUA GARDNER**

**ALISON HAWKS**

## YOUNG PROFESSIONAL MEMBERS

**KARA ANNE ALLEN**

**JORDAN CAMPBELL**

**ANNA COOGAN**

**CHRISTOPHER JACKSON**

**LARA KAPLAN**

**HELEN NICHOLSON**

**NOELLE PEARSON**

**DANIEL SCHWARZ**

**RAPHAELLE SOFFE**

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## Looking to Upgrade Your Membership? We Have Just the Ticket!

BABA's new **Platinum Membership** offers unprecedented access to a customized program of exclusive networking, promotional, and business opportunities. This membership category was designed for members who want to ensure they get maximum value and benefit from their membership in BABA, providing the opportunity to combine membership, sponsoring, and other benefits into one large package, requiring only one annual payment approval process, not several. **Additional Platinum Membership benefits** include:

- 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.

For more information on how to upgrade your membership, please contact BABA President **Eamonn Cooney** at 703-628-3205 or via e-mail at [ecooney@babawashington.org](mailto:ecooney@babawashington.org).





# British-American Business Association

## Washington, D.C.

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