



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

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

Newsletter

December 2018

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*On page 5: Pioneering  
British aviator Jo Salter.*

### Our Platinum Members

AstraZeneca 

AIRBUS

LOCKHEED MARTIN  
*We never forget who we're working for®*

## Summer Drinks Party Closes Out Season of Warmth

*By Ben Cromer*

Every September **British Ambassador Sir Kim Darroch and** Lady Darroch open the Embassy residence to BABA for our annual Summer Drinks Party. It's a festive event that closes out summer with cool vibes and even cooler drinks.

The event also serves as a benefit for the UK scholarship program for deserving area high-school students, a program BABA has supported for a number of years. Organized by **ACS International Schools** with generous support from **Delta Air Lines/Virgin Atlantic Airways** and **Dulles International Airport**, the program is a wonderful opportunity for the students to experience British culture during an intense two-week study tour. Our 2018 scholarship recipients were **Zoie Little** and **Tyah Wright**.

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



Harvey & Harvey Photographers

*The group from Virgin Atlantic Airways, including Jeffrey Feagin (far right), at the British Embassy Residence Summer Drinks party in September. British Ambassador Sir Kim Darroch and Lady Darroch hosted the event.*

**Celebrate the Holidays with BABA! Register Today!**

**BABA's 22nd Annual Gala Christmas Luncheon**

December 14, 2018

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

# From the President . . .

Dear Members:

We continue to experience eventful times in UK-US relations. Democrats now control the House and Republicans retained the Senate in the Mid-terms. An outcome on Brexit is very close. The fifth meeting of the UK-US Trade & Investment Working Group on a future UK-US trade agreement was held Nov. 2-7.



All this happened while DC broke rainfall records, easily beating London and Seattle! Luckily we had fine weather for our very popular Summer Drinks Party on Sept. 20, kindly hosted by **Sir Kim Darroch**

at the Ambassador's Residence. Holding this event each September allows all guests to enjoy the wonderful terrace and gardens.

Now with Christmas ahead we can all look forward to BABA's 22nd Annual Gala Christmas Luncheon on Friday, Dec. 14. A real highlight of every year and very popular so make sure you have registered! There are also excellent Sponsorship opportunities!

This is also the first year of our new top tier Platinum membership, so thank you to our first three member companies — **Airbus, AstraZeneca, and Lockheed Martin** — and I encourage others to consider it! Also welcome to our new members, including Sponsoring members **National Grid, RSM, and ADI Technologies**. We also welcome **AECOM** to BABA's Board, as represented by **David Swindle**, CEO, Global Defense and International Programs.

Recent events included a reception with the **Rt. Hon. Liam Fox**, UK Sec. of State for International Trade; a roundtable with **Sir Simon Bollom**, UK Government Defence Equipment & Support/DE&S CEO; our ongoing series of Policy Breakfasts with Sir Kim Darroch and the Embassy team; and a presentation by **Jo Salter**, the UK's first woman fighter pilot.

Thank you to all of you, especially our members, for all your great support!



**Eamonn Cooney**

[President@babawashington.org](mailto:President@babawashington.org)

## HONORARY CHAIRMAN

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*Kate Greer, Young Professionals*

## ADMINISTRATION

*Patricia A. Karhuse, MBE, Executive Director*

*P. Rugger Smith, Administrator*

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## Embassy Reveals Progress on Trade/Investment Issues

The UK-US Trade & Investment Working Group met again in Washington, DC. The Group covered a range of topics, including industrial and agricultural goods; services and investment, including financial services; digital trade; intellectual property rights; and regulatory issues related to trade.

### EMBASSY NEWS

Another meeting of the SME dialogue took place in New York City, bringing together more than a hundred companies to discuss ways to reduce trade barriers.

On Brexit, Prime Minister **Theresa May** has said that 95 percent of the Withdrawal Agreement and its protocols are now settled with the EU. In addition, we have broad agreement on the structure and scope of the future relationship, with important progress made on issues like security, transport, and services.

The Prime Minister has also formed five new Business Councils to advise on how to create the best business conditions in the UK after we leave the EU, embracing the opportunities of Brexit to build a stronger economy and creating more, better paying jobs. The British Embassy publishes every two months a digest of the latest information on Brexit, sign up for the Brexit Brief online.

Chancellor **Phillip Hammond** announced the UK Budget in October. The UK's corporate tax rate will fall to 17 percent in 2020, and already is the lowest in the G20. In addition, the business rate will be cut by a third over the next two years for retail SMEs. The budget also included an additional £500 million for Brexit preparedness, raising the amount set aside to prepare for all eventualities to £2 billion.

The government has announced that it will introduce a new Digital Services Tax in April 2020. This is designed as an interim response, pending global reform, to the challenges that digital businesses create for the international corporate tax system. The UK government has opened a consultation on the tax that will run until 28 February 2019.

The Prime Minister also attended the UN General Assembly, where she met with President **Donald Trump** in the margins. She also gave a keynote speech at the Bloomberg Global Business Forum stating, "My message today is that a post-Brexit Britain will be an unequivocally pro-business Britain — and a global partner that will help to lead the international response to those challenges."

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

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## Gulfstream Unveils New Aircraft

**Gulfstream Aerospace Corp.** announced it has delivered the first Gulfstream G500, officially marking the arrival of a new generation of airplane. The North American customer took delivery of the aircraft at Gulfstream's Savannah headquarters, just shy of four years after the aircraft was announced in October 2014.

### MEMBER NEWS

"We're proud of the work we and our suppliers have done to deliver a technologically advanced, all-new, clean-sheet aircraft that exceeds our customers' expectations and continues the longstanding Gulfstream tradition of excellence," said Gulfstream president, **Mark Burns**.

The G500 received both Federal Aviation Administration (FAA) type and production certificates in July and enters service with proof of both its performance capabilities and cabin comfort, based on more than 5,000 hours flown by the G500 for company and FAA development, demonstration, and certification testing.

The G500 established more than 20 new city-pair speed records during a high-speed world tour earlier this year. The tour, which covered 44 cities and 18 countries on six continents, showcased the cabin and flight deck to customers.

Gulfstream Aerospace Corporation, a wholly owned subsidiary of General Dynamics (NYSE: GD). For details, visit [www.gulfstreamnews.com](http://www.gulfstreamnews.com).

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## October Roundtable Illuminates Global Trade Tensions



*Rising tariffs, political tensions, and trade agreement pressures have created global trade/economic tensions. On October 1, New Sponsoring member RSM, in participation with BABA, held a roundtable discussion. Guest speakers were Joe Brusuelas, RSM US chief economist; and Simon Hart, RSM UK's head of knowledge management connectivity and Brexit.*



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## Airbus Names New CEO for 2019

The Board of Directors of **Airbus** (stock exchange symbol: AIR) has selected **Guillaume Faury** as future Airbus Chief Executive Officer. Faury, 50, who currently serves as President, Airbus Commercial Aircraft, will succeed **Tom Enders**, 59, who remains CEO until the Annual General Meeting on 10 April 2019, when the appointment of Faury as executive member of the Board will be submitted to shareholders.

Enders said: "Guillaume is an excellent choice. He has gained broad industrial and aeronautic experience over many years and in many roles both inside and outside Airbus."



Faury served in various senior management roles at Eurocopter from 1998 to 2008. Starting in Engineering, then Flight Test, he later became Executive Vice President for Commercial Programmes, then Executive Vice President for Research and Development.

In 2009, Faury joined Peugeot, where he served as Executive Vice President for Research and Development as a Member of the Managing Board. In May 2013, Faury returned to Airbus as CEO of Airbus Helicopters and in early 2018 he took the helm of Airbus Commercial Aircraft.

**Denis Ranque**, Chairman of the Board of Directors of Airbus, said: "We are delighted to be appointing someone of Guillaume's calibre to take the helm. His global outlook, extensive operational experience, strong personal values and straightforward leadership style make him the ideal candidate to rally Airbus teams in the delivery of value to customers, partners, and shareholders going forward."

"I look forward to taking on this new challenge with passion and enthusiasm, relying on the exceptional expertise and engagement of all Airbus people around the world," said Faury.

Ranque will continue as Chairman of the Board of Directors until the end of his mandate in April 2020, as outlined in the staggered board succession process. The Board will commence the process of selecting a new Chairman in due course; the importance of maintaining international diversity at the Board and management level will be important.

For more information, visit [www.airbus.com](http://www.airbus.com).



*Guillaume Faury*

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## AstraZeneca Presents Clinical Research Findings Regarding Blood Cancer Patients at Conference

**AstraZeneca** and Acerta Pharma — its haematology research and development centre of excellence — have presented new, long-term follow-up results for Calquence (acalabrutinib) in patients with relapsed or refractory mantle cell lymphoma (MCL). They also updated results of an ongoing clinical trial assessing Calquence monotherapy in treatment-naïve patients with chronic lymphocytic leukaemia (CLL), at the 60th American Society of Hematology (ASH) Annual Meeting & Exposition in San Diego, CA.

**Sean Bohen**, Executive Vice President, Global Medicines Development and Chief Medical Officer, said: "The data from these two clinical trials validate previous findings and add to the growing body of evidence that support the promise of Calquence in multiple blood cancers. We are very encouraged by these results, which reinforce our commitment to advancing innovative treatments for blood cancer patients."

AstraZeneca is a global, science-led biopharmaceutical company that focuses on the discovery, development and commercialization of prescription medicines, primarily for the treatment of diseases in three main therapy areas: Oncology, Cardiovascular & Metabolic Diseases, and Respiratory.

The company also is selectively active in the areas of autoimmunity, neuroscience, and infection. AstraZeneca operates in more than 100 countries and its medicines are used by millions of patients worldwide.

For details, visit [www.astrazeneca-us.com](http://www.astrazeneca-us.com).



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### PUBLICATIONS STAFF

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

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## An Evening with Jo Salter, UK's First Female Fast Jet Pilot

*Sponsored by*



*October 9, 2018*

"An Evening with **Jo Salter**, Britain's First Female Fast Jet Pilot" was held October 9. Sponsored by **PricewaterhouseCoopers**, the event featured an address by Salter, the first female fast jet fighter pilot in the Royal Air Force. Salter has first-hand experience of the many challenges in serving her country, requiring tenacity, determination, flexibility — and a strong sense of humor. Currently, she is Chief of Staff to the Head of Technology & Investments (Executive Board) for PwC in the UK. A lively networking reception followed her presentation.



*From left to right: Ashley Abbott Cowan, Jo Salter, and Marc Cowan.*



*From left to right: Scott Thompson from event sponsor PwC, Jo Salter, and Eamonn Cooney.*



*At left, Jo Salter (r.) pauses for a photo with Caroline Sheen.*



*From left to right: Roxanne Suratgar, Pauline Thompson, and Renzo Luzzatti.*

Photos by Bruce Guthrie

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## 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 20, 2018*



*From left to right: Sir Kim Darroch, BABA Chairman Mark Herlach, and BABA President Eamonn Cooney.*



*BABA Director Hilary Fordwich (second from left) with guests from Womble Bond Dickinson, from left to right: Jeffrey Tarkenton, Gary Nunes, and Elizabeth Lee.*



*Scholarship recipients from DC, Baltimore, and North Carolina with Andrew Kittell (far left) of ACS International Schools.*



*From left to right: Helen Waters, Caitlin O'Connor, Annabel Kempe, and Jay Ferris, all from the British Embassy.*

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

Photos by Harvey & Harvey Photographers





Every summer, ACS International Schools organizes the British Summer Study Tour that provides BABA scholarship recipients with once-in-a-lifetime academic and cultural experiences. Founded in 1967, UK-based ACS International Schools educates more than 3,700 students, aged 2 to 18, day and boarding, from more than 100 countries at three London-area campuses and one in Doha, Qatar – are all non-sectarian and co-educational.



New BABA Director Scott Thompson pauses for a photo with event guests.



From left to right: Kate Greer, Sioned Lewis, and Iain King, all from the British Embassy.



Attendees enjoy the balmy late summer weather in the Embassy garden.



At left, Andrew Kittell from ACS International Schools with his wife, Patricia McNally.

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

Photos by Harvey & Harvey Photographers

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## Lockheed Martin Launches STEM Scholarship Program

**Lockheed Martin** (NYSE: LMT) has launched a new digital curriculum for high-school students, parents, and educators as part of Generation Beyond, its free, online STEM education program used in thousands of US classrooms.

“Generation Beyond: Aviation uses the excitement of aerospace to inspire and educate high school students about STEM careers,” said **Michele Evans**, executive vice president of Lockheed Martin’s Aeronautics business.

The Generation Beyond: Aviation curriculum puts students in the shoes of scientists and engineers to tackle real-world technology challenges — from fighting wildfires to making flight suits for military pilots safer. Students learn about a range of cutting-edge technology areas, apply critical thinking skills, discover the exciting work that a STEM career can offer, and hear directly from people who are doing that exciting work today.

Beginning in 2019, the Lockheed Martin STEM Scholarship program will award a \$10,000 annual scholarship to 200 recipients who demonstrate financial need and come from underrepresented or underserved communities. Recipients may renew the scholarship up to three times for a total potential value of \$40,000 per student.

“We are looking for students who are creative and innovative – skills that are necessary for success in today’s high-tech economy,” said **Patricia L. Lewis**, Lockheed Martin senior vice president of Human Resources. “As a global leader in innovation, Lockheed Martin is focused on growing and inspiring the next generation of STEM talent that will help our customers tackle the world’s toughest challenges and shape the future.”

The STEM Scholarship program will continue to add up to 200 new recipients each year for a minimum total investment of \$30 million over five years. Mentoring opportunities will be a key component of the program, and recipients will also be eligible for Lockheed Martin internship opportunities following their freshman year in college.



The application period opens on January 15, 2019, and will be administered by **Scholarship America**. Visit the STEM Scholarship page ([www.lockheedmartin.com/scholarship](http://www.lockheedmartin.com/scholarship)) to learn more about eligibility requirements for students and to be notified when the scholarship application opens.

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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).



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# Sponsoring Members

*BABA welcomes the following new Sponsoring Members:*

**ADI Technologies, Inc.**

**National Grid**

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# New Members

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## **SPONSORING MEMBERS**

### **ADI TECHNOLOGIES, INC.**

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**Jerry Brown**

**Rich Owen**

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Chantilly, VA 20151

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E-mail: [tsilampa@aditechnologies.com](mailto:tsilampa@aditechnologies.com)

Website: [www.aditechnologies.com](http://www.aditechnologies.com)

Manufacturers Rep and Business Development Consultant to assist foreign companies in establishing business opportunities within the US Department of Defense and federal government marketplace with some systems integration capabilities.

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**Emily Duncan**, Director, Federal Government Relations

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National Grid, one of the largest investor-owned energy companies in the world, delivers electricity, natural gas, and clean energy to more than 20 million people through its networks in New York, Massachusetts, and Rhode Island. National Grid also operates the systems that deliver gas and electricity across Great Britain. National Grid is transforming its electricity and natural gas networks to support the 21st century digital economy with smarter, cleaner, and more resilient energy solutions.

### **RSM US LLP**

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**Jason Lasher**

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### **DUKE'S GROCERY**

#### *Gastropub*

**Daniel Kramer**, Managing Partner

**Jillian Catterton**, Executive Chef

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Washington, DC 20036

Tel: 202-733-5623

E-mail: [dukesgrocery@gmail.com](mailto:dukesgrocery@gmail.com)

Website: [www.DukesGrocery.com](http://www.DukesGrocery.com)

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**PAULINE THOMPSON**

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# New Members

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*Non-Profit Organization*

**Lisa Baranello**, Major Gifts Officer

**Keri Donohoo**

**Phil Reed, OBE**

1455 Pennsylvania Avenue, NW, #400

Washington, DC 22302-2030

Tel: 703-775-8715

E-mail: [lisab@aamb.us](mailto:lisab@aamb.us)

Website: [www.americanairmuseum.com](http://www.americanairmuseum.com)

The American Air Museum is a permanent tribute to those American lives lost fighting great wars on tyranny from the shores of Britain. It keeps the lessons of history alive through public engagement and education as told through the special relationship between the United States and the United Kingdom.

### **ENSO ADVISORS LLC**

*Consulting Services*

**Monica O'Neill**, CEO

5636 Connecticut Avenue, NW, Suite 42651

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E-mail: [monica@ensoadvisorsllc.com](mailto:monica@ensoadvisorsllc.com)

Specializing in equity capital formation and international client development for over 30 years.

### **LIT UP LALIBELA**

*Jewelry/Retailers*

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3716 Woodley Road, NW

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E-mail: [etsehai@et-comm.com](mailto:etsehai@et-comm.com)

Website: [www.lituplalibela.com](http://www.lituplalibela.com)

A US-based ecommerce site; plans to expand to UK market.

### **MARU SOLUTIONS INCORPORATED**

*Information Services/Systems*

**David Kamioner**, Director of Public Relations

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### **RIVERVIEW CAPITAL ADVISORS**

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Website: [www.riverviewcapitaladvisors.com](http://www.riverviewcapitaladvisors.com)

Investment Banking and Business Finance Consulting.

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## **Young Professionals Kick-off Holiday Season**



To kick-off the festive holiday season BABA's Young Professionals group met November 14 for a networking happy hour at Baby Wale in Washington. Friends and colleagues from other European embassies in Washington also attended.





# British-American Business Association

## Washington, D.C.

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