

International and Trade

BGR's International and Trade Practice represents a wide range of clients, including foreign governments and their embassies in Washington, foreign political parties and candidates, U.S. and multinational companies, international non-profit organizations and trade associations, and domestic and international business leaders.

We design and execute government relations strategies and represent our clients' interests in Washington, with targeted and coordinated outreach to U.S. government agencies, Capitol Hill, thought leaders, and businesses. We advise clients on the implications of foreign policy and Washington decision-making. We create and execute both targeted and nationwide public relations campaigns, liaise with multilateral organizations and think tanks, and advise and execute strategies on potential business transactions.

Our success in international politics and business stems from our longstanding relationships with key government and business decision makers in Washington and in capitals around the world, augmented by our understanding of the complexities – political, economic, security, cultural, and historical – that shape their decisions.

PRACTICE CO-HEADS



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BGR'S INTERNATIONAL AND TRADE PRACTICE FOCUSES ON THE FOLLOWING OFFERINGS:

- **Lobbying and Government Relations:** BGR works with clients to develop multi-tiered lobbying and public relations strategies to ensure support on Capitol Hill and in the Administration on their areas of concern.
- **Strategic Advice:** BGR's experts can address unique, complex transnational business or political challenges that involve multiple countries or jurisdictions and require multiple fields of professional expertise to achieve the best results.
- **Litigation Support:** BGR frequently partners with U.S. and foreign law firms on behalf of our clients, enhancing a legal strategy that requires expanded outreach to governments, investigative support, and public relations or media management efforts.
- **Sanctions:** BGR helps clients understand and address U.S. regulatory and sanctions issues under the authority of Treasury's Office of Foreign Assets Control, Commerce's Bureau of Industry and Security and its Entity List, and the State Department's human rights and non-proliferation sanctions. BGR also has deep institutional knowledge on issues appearing before the Committee on Foreign Investment in the United States (CFIUS).
- **Foreign Assistance Issues:** Our former State and USAID officials provide clients in the nonprofit and international affairs communities with unique knowledge, skills and information necessary to advance their goals for broader assistance funding.
- **Individual Support:** BGR can help individual clients navigate complicated government processes including visa applications and Senate confirmations.

**ED ROGERS**
FOUNDING PARTNER

Ed co-founded BGR Group in 1991 and assembles teams of lobbyists, lawyers, PR specialists, investment professionals, and private investigators to achieve results for clients. Ed previously served as Deputy Assistant to the President and Executive Assistant to the Chief of Staff in the White House. Ed is a life member of the Council on Foreign Relations and a member of the International Council of the Belfer Center for Science and International Affairs.

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CHAIR

Over his distinguished career in the U.S. military and as a senior White House advisor and diplomat, Amb. Lute has built extensive relationships with national security, diplomatic and military leaders in America and around the world. Ambassador Lute's familiarity with U.S. foreign policy and today's policymakers gives him unique insight into the Biden team's approach to international security and relationships with U.S. allies.

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PRACTICE CO-HEAD

Maya has previously served in senior positions at the White House, Energy Department and State Department including as Chief of Staff to the Deputy Secretary of State for Management and Resources. She also managed operations at New York University and executed corporate strategy at Blackrock.

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PRACTICE CO-HEAD

Lester previously served as Staff Director of the Senate Foreign Relations Committee, Chief of Staff for Senator Mark Kirk (R-IL), and Deputy Assistant Administrator at USAID. Lester serves as adjunct faculty at Johns Hopkins University, co-chair of the Executive Committee of the Modernizing Foreign Assistance Network, and a Senior Associate at the CSIS.

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PRINCIPAL

Walker advocates for foreign countries and individuals and assists U.S. and foreign companies with their business-to-business activities. He has successfully facilitated U.S. acquisitions and investments for several foreign firms and sovereign wealth funds, including securing U.S. government approval through the Committee on Foreign Investment in the U.S. (CFIUS).

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PRINCIPAL

Mark previously served as the Director of Legislative Affairs for the National Security Council during the Clinton Administration. Mark also served in the Legislative Affairs Bureau of the Office of the Secretary of Defense after serving as the Staff Director for the House Foreign Affairs Subcommittee on Human Rights and International Organizations.

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PRINCIPAL

Joe served as Legislative Affairs Special Assistant to former President Trump. He led the President's Senate outreach on economic issues, including the passage of the Tax Cuts and Jobs Act of 2017, and the USMCA. Prior to joining the White House, Joe served as legislative director and military legislative assistant to Senator Roger Wicker (R-MS), and as policy advisor to Senators George Voinovich (R-OH) and Chuck Hagel (R-NE).

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SENIOR VICE PRESIDENT

Prior to joining BGR, Fred served as Chief of Staff to Senator Robert Menendez (D-NJ), Chairman of the Senate Foreign Relations Committee. In this role, Fred served as the Senator's top policy advisor and had oversight of the Senator's offices. Fred joined Senator Menendez after serving as Chief of Staff at the Commission on Security and Cooperation in Europe, frequently known as the U.S. Helsinki Commission.

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SENIOR ADVISOR

Hunter has previously served as Staff Director of the Subcommittee on Asia and the Pacific, chaired by Representative Ted Yoho (R-FL-3). During that time, he served as lead staff of 23 Congressional hearings and traveled extensively throughout Asia with Members of Congress, Committee staff and foreign officials.

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MANAGING DIRECTOR

Tom has decades of industry experience forged from a distinguished career with the FBI and private security sector. Tom utilizes his experience and worldwide network of law enforcement and security professionals to assist BGR clients by providing expert advocacy in dealings with the Justice Department, the FBI, the CIA, the Treasury Department and other international law enforcement, private security and intelligence agencies.

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SENIOR POLICY ANALYST

Adriana is the practice's senior policy analyst, providing research for international and domestic clients on foreign policy, international trade, and defense issues. Prior to joining BGR, Adriana was a staff assistant in the U.S. Senate, worked for the Senate Foreign Relations Committee, and was a seasonal hire at several U.S. Embassies overseas.

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POLICY ANALYST

Jamie provides the research necessary to aid clients, both domestic and international, on foreign policy, international trade, sanctions, and defense issues. Prior to joining BGR, Jamie worked at Racepoint Global. His Hill office experience includes then-Chairman of the House Democratic Caucus Joe Crowley (D-NY) and Rep. Joe Kennedy (D-MA).

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