

# 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 nonprofit organizations and trade associations, and domestic and international business leaders.

BGR designs and executes government relations strategies and represents 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.

**BGR's International and Trade Practice focuses on the following offerings:**

- Lobbying and Government Relations Counsel
- Strategic Advice
- Sanctions Guidance
- Foreign Assistance Issues
- Individual Support regarding Visas

## PRACTICE LEADERS



PRACTICE CO-HEAD

**MAYA SEIDEN**

[mseiden@bgrdc.com](mailto:mseiden@bgrdc.com)

Maya brings decades of experience to her engagement with policy makers and foreign governments on behalf of clients. She 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.



PRACTICE CO-HEAD

**LESTER MUNSON**

[lmunson@bgrdc.com](mailto:lmunson@bgrdc.com)

Lester consults with foreign governments, corporations and advocacy groups on behalf of clients. He 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.



FOUNDING PARTNER

**ED ROGERS**

[lveloz@bgrdc.com](mailto:lveloz@bgrdc.com)

Ed engages with business leaders and policy makers across the globe in his role. A co-founder of BGR Group in 1991, he continues to assemble teams of lobbyists, lawyers, PR specialists, investment professionals, and private investigators to achieve results. 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.



PRACTICE CHAIR

**AMB. DOUG LUTE**

[dlute@bgrdc.com](mailto:dlute@bgrdc.com)

A leader in the defense and international affairs practices, Ambassador Lute advocates for clients with officials across governments and industry. Over his distinguished career in the U.S. military and as a senior White House advisor and diplomat, Ambassador Lute has built extensive relationships with national security, diplomatic and military leaders in America and around the world. His familiarity with U.S. foreign policy and today's policymakers gives him unique insight into the administration's approach to international security and relationships with U.S. allies.

## International and Trade Team



PRINCIPAL  
**WALKER ROBERTS**  
wroberts@bgrdc.com

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).



PRINCIPAL  
**MARK TAVLARIDES**  
mtavlarides@bgrdc.com

Mark works for an array of foreign governments, helping them build stronger ties with the U.S. government. He 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.



PRINCIPAL  
**JOSEPH LAI**  
jlai@bgrdc.com

Joe advocates for clients on international commerce, financial services, and national security issues and advises them on business-to-business activities. A veteran of the Washington policymaking process, Joe served in the White House and in the U.S. Congress where he advised three U.S. senators.



SENIOR VICE PRESIDENT  
**FRED TURNER**  
fturner@bgrdc.com

Fred brings perspective from a long and distinguished career on both sides of Capitol Hill and as Chief of Staff to the U.S. Helsinki Commission. 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.



SENIOR VICE PRESIDENT  
**SCOTT EISNER**  
seisner@bgrdc.com

Scott works with clients in the international space, bringing unmatched expertise in building international business relationships, domestic and international policy advocacy, and advising global leaders. He previously served as President of the U.S.-Africa Business Center (USAfBC) and Senior Vice President at the U.S. Chamber of Commerce. In this role, he directed the strategic activities of the USAfBC as it engaged with senior U.S. government officials, international business leaders, and African governments.



SENIOR DIRECTOR  
**HUNTER STRUPP**  
hstrupp@bgrdc.com

Hunter consults with foreign governments and advises on Congressional relations. He previously served as Staff Director of the Subcommittee on Asia and the Pacific, chaired by Representative Ted Yoho (R-FL). 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.



MANAGING DIRECTOR  
**TOM LOCKE**  
tlocke@bgrdc.com

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.



DIRECTOR OF POLICY  
AND RESEARCH  
**ADRIANA LARSEN**  
alarsen@bgrdc.com

Adriana provides 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.



POLICY ANALYST  
**JAMES MAZZIO-MANSON**  
jmazzio-manson@bgrdc.com

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).