



Doing Business with **Atlanta, Georgia, US**

Virtual Pre-Mission 2021

VAL RUSSELL

*Chief Executive Officer of
Ayrshire Chamber*

Val Russell leads a hard-working team of 18 employees across several projects and initiatives. As Ayrshire Chamber of Commerce is a small business, Val's role is varied and includes working in partnership with private & public sector, education & social enterprise.

Val continuously strives to enable, develop and support the Ayrshire economy. Val has led on a number of Trade Visits to Ireland & Europe and has an understanding of the dynamics of business and growth. She is also a Director of Scottish Chamber of Commerce



YVONNE MUNRO

*Events Co-ordinator at
Ayrshire Chamber*

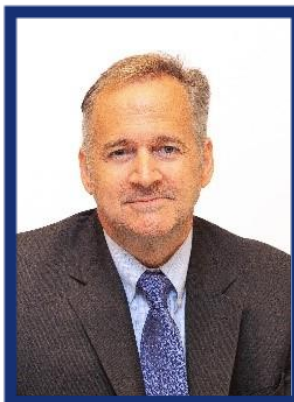
Yvonne is responsible for creating an engaging and varying calendar of events and training for Ayrshire Chambers' growing membership base. The events encourage businesses to develop and expand, as well as introduce new skills and network connections.

Yvonne also provides sponsorship opportunities for organisations looking to increase their local brand awareness and is actively involved in the International Trade Program with Scottish Chamber Network.

JOHN WOODWARD

*Vice President at Metro
'Atlanta Chamber*

A specialist in cross-border trade and investment, John Woodward is Vice President, Global Commerce at the Metro Atlanta Chamber (MAC), one of the oldest and largest chambers of commerce in the US. He oversees the international team in MAC's Economic Development division, which assists foreign-owned enterprises contemplating entry or expansion in the US, and Atlanta-area companies exploring growth overseas.



CANDACE BOOTHBY

*President & CEO,
Newnan-Coweta Chamber*

On behalf of Coweta County and the City of Newnan, Georgia, we are pleased to share highlights about our community. In these new endeavors we are delighted to broaden our relationship to include the Scottish business community.

Located just a half hour from the heart of metro Atlanta, Coweta enjoys a strong focus on industry and fostering business growth and is home to major employers such as Amazon, Hello Fresh, Goodyear, Petsmart, Cargill, Yamaha, Winpak, and Yokogawa.



KRISTELL CLUNIE, *International Events Project Manager at SDI*

Kristell manages international events, currently delivered virtually, or a hybrid of virtual attendance at physical exhibitions. She previously worked in the SDI Trade Services team, leading on multi sector missions to the EU & US; & as an international trade adviser, supporting companies in Scotland with international expansion. Prior to SDI, Kristell worked in the private sector as an account manager in charge of European markets France, Belgium, Switzerland, Spain and Italy.



IAN HOUSTON, *President of SBN US & Ambassador Washington DC*

Ian Houston has spent his career in Washington, DC as an international non-profit leader, a policy advocate for diplomatic engagement and diplomatic professionals, global poverty alleviation, and intercultural dialogue. He formerly worked in the U.S. Congress on policy staff. Ian currently serves as a consultant and as the Ambassador for the Scottish Business Network (SBN) in Washington, DC. He writes a column 'Letter from America' for the Herald Scotland and is the author of the book Under Candle Bright.

NIAL HANDY *Head of Sales at Moneycorp*

Niall Handy is Head of Sales for Moneycorp covering Scotland & Northern Ireland. With a background in Corporate and Investment Banking, Niall specialises in helping businesses with their Foreign Exchange and International payment requirements. Moneycorp, an accredited partner of the British Chamber of Commerce & is an international company offering foreign exchange and global payment services to individual and corporate customers






British Consulate General Atlanta

ELLEN WONG, *Principal Officer U.S. Consulate General in Edinburgh*

Ellen Wong is the Principal Officer of the U.S. Consulate General in Edinburgh, Scotland, United Kingdom, a role she has held since October 2018. As Head of the Consulate, Ellen is responsible for all American Citizen Services in Scotland, and promoting the U.S.-Scotland relationship. Ellen previously served as the Deputy Political and Economic Counsellor at the U.S. Embassy in Dhaka, Bangladesh, and formerly as the Senior Country Officer for Germany.



ANDREW STAUNTON, *Her Majesty's Consul General, Southeast USA*

Andrew Staunton took up his appointment in Atlanta as Her Majesty's Consul General in June 2018. Andrew is the senior UK government representative in the Southeast United States responsible for relations with the states of Georgia, Tennessee, North Carolina, South Carolina, Mississippi and Alabama. He leads a team which works to promote UK-US trade and investment, support British nationals, conduct public diplomacy on key issues, and build scientific and research co-operation.

GORDON GIFFIN, *Partner & Global Vice Chair*

Ambassador Gordon Giffin is a partner and Global Vice-Chair emeritus in Dentons, the world's largest law firm. His practice is focused on international transactions, trade matters and disputes, government procurement, energy regulatory and policy matters, and federal and state regulatory matters and public policy. He maintains offices in Washington, DC and Atlanta, Georgia.



KENNETH SHAND, *Senior Partner in Scotland*

Kenneth is Dentons' Senior Partner, Scotland. Amongst other roles, he leads the Firm's UKME Food & Beverage Group and is driving forward global F&B initiatives across the Firm. He is a member of the CBI Scotland Council, has recently chaired CBI Scotland's Exporting Working Group and participates in the Scottish Parliament's Cross-Party USA Group. Kenneth is also leading the development of the Firm's UKME Alumni Programme.

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ROBERT TRITT, *Partner at Dentons*

With more than thirty years of experience, Robert E. Tritt brings a broad skillset to his practice of law. Bob focuses on representing public and private companies in a wide variety of corporate matters, with an emphasis on advising both financial and strategic buyers in merger and acquisition transactions. He also represents clients in corporate finance transactions and general corporate matters. His clients span a variety of industries, including infrastructure & construction.



CALUM McPHERSON *Founder and Managing Director*

Calum & his team at GolPhin have created an innovative way to inspire kids to discover the virtues of golf. Having built a successful business in design & manufacturing of aerospace products, he sold out then started up GolPhin in 2012. Technology transfer at its best, GolPhin adopted aerospace product development philosophies to create golf clubs for kids that make the sport easier to play, a positive and rewarding experience from the get go. The Ayrshire based business is now partnering with governing bodies all over the world to help kids discover the virtues of one of Scotland's most valued treasures, the game of golf.



With thanks to our speakers from:

