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17 October 2019

To All Seattle Delegates and PRAC Primary Contacts

Dear Friends and Colleagues:

It is just days since PRAC's 66th International Conference in Seattle. I hope that your onward travels were pleasant. I thought now was the time to send you a short report to remind you of all that we achieved and to provide an update on our policy and membership initiatives.

DAVIS WRIGHT TREMAINE welcomed delegates and guests at Saturday evening's opening reception at their newly occupied headquarters in downtown Seattle, which was followed by dine arounds at local restaurants. Sunday's Delegation Luncheon and Tour to Bainbridge Island and exploring the trails and foliage of Bloedel Reserve. In the evening, DWT Partners hosted wonderful n-home dinners featuring local cuisine and wines.

The business program began Monday morning with a Country briefing presentation by DWT Seattle Partner Bruce Johnson, and continued with a highly interesting keynote discussion and exchange of views "*US-China Relations – What's Next?*" with Governor Gary Locke, Senior Advisor and DWT Consultant, U.S. Secretary of Commerce, Ambassador to China – and Mercy Kuo, Vice President Pamir Consulting and former President and Executive Director of the Washington State China Relations Council.

This session was followed by an informative panel discussion "*Transforming Service Delivery Models*" moderated by DWT's Mark Usellis, and panelists Lawton Penn, (Amazon); Amani Smather, DWT DeNovo; Lucy Bassli, InnoLegal Services and Vicente Grau (Santamarina y Steta).

Sessions continued with an insightful panel discussion "*The View from Inside*" led by DWT Partner Scott MacCormack and in-house counsel panelists Joanie Kim, Starbucks Corporation; Adrian Esquerra, Expendia and Rebecca Meissner, Alaska Airlines.

Afternoon sessions continued with a panel discussion "*Where Tech Disrupts Traditional Industries and Areas of Law*" moderated by DWT's Pete Johnson with panelists Christine Coldiron, T-Mobile; Ben Glatstein, Microsoft; and Aaron Zhou, Han Kun.

Monday's last session was a panel discussion "*Shifting Landscapes in the Financial and Services Sectors*" with varied perspectives led by DWT's Bruce Johnson with panelists Jaap Stoop (NautaDutilh); Bryan Haynes (Bennett Jones); S. Sivanesan (Dentons Rodyk); and Rohit Kochhar (Kochhar & Co).

Tuesday's business session opened with and interactive exchange "Uphill, Into the Wind, In Deep Sand: Leading Changes in a Law Firm, led by DWT's Sarah Tune and Mark Usellis.

Sessions continued with *"Doing Good Across Borders"* led by DWT's Laverne Woods with guest panelists Art Min, Vulcan and Kosta Perrie, Bill and Melinda Gates Foundation.

Our final business session featured PRAC Business Development Member Firm Spotlight by CAREY, with a presentation by Partner Diego Peralta and closed with PRAC Group Roundtable Discussions - "Bring a Message". All Delegates were asked to bring a message about their firm or practice area to share with pre-assigned table groups. Suggested messaging included recent firm initiatives such as new or expanded practice areas; use and/or implementation of new technologies and/or outsourcing; recent court rulings or case law impacting your jurisdiction; examples of recent referrals or joint projects between your firm and another PRAC member firm.

Once again all of the session discussions and forum exchanges proved interactive, informative and provided valuable takeaway.

You can find Seattle Conference materials including presentations made over the course of the conference (and including the Delegate Group Photo) at PRAC website here:
http://www.prac.org/materials/ConferenceMaterials/2019_SEATTLE/Materials.html

The Board Meeting followed and the meeting adjourned at 4:00 pm (see notes below), followed by the Conference Committee meeting. PRAC Membership and Policy & Planning Committees met during Monday and Tuesday lunch hours.

Tuesday's Closing Dinner at the Chihuly Garden and Glass Museum provided a spectacular back-drop to a warm hearted evening.

The Board of Directors met Tuesday afternoon and the following are the salient points from that meeting:

1. **Financial** Reporting is in line with the approved 2019 budget.

2. **Membership Committee**

Observer firm Gunderson Dettmer delegates Dan Green (Partner) and Bob Gunderson (Founding Partner) joined us in Seattle with a view to gaining additional insight about PRAC and its member firms. We are hopeful Gunderson will accept our invitation to join PRAC for the California jurisdiction. In the meantime, I encourage everyone to reach out to Dan or Bob to share your membership experience.

In addition, the Chair and Membership Committee are progressing initiatives with potential new member Firms in Indonesia, Vietnam, Germany and Boston.

3. **Future Conference Schedule**

2020 New Delhi 67th International Conference –March 14-17, 2020 – hosted by Kochhar & Co. Preliminary Invitation and early registration available at www.prac.org/events.php

2020 Mexico City 68th International Conference –late October/early November – hosted by Santamarina y Steta – details to follow

2021 Auckland 69th International Conference – Auckland - March/April 2021 – hosted by Simpson Grierson

2021 TBA 70th International Conference – September/October – location and dates tba
2022 Paris 71st International Conference – March/April - hosted by Gide – dates tba
2022 TBA 72nd International Conference – September/October – location and dates tba

4. Finance

The 2020 budget was approved by the Board. Annual dues remain static at previous years' rates. 2020 membership invoices will be sent to Primary Contacts in January.

5. Nominating Committee

The Nominating Committee previously announced incoming term Chair and Vice-Chair positions, effective January 1, 2020 through 2021: Jaap Stoop, Partner, NautaDutilh (Amsterdam) will become Chair; Marcio Baptista, Partner, TozziniFreire (Sao Palo) will be Vice Chair. Jeff Lowe, Richards Buell Sutton (MP Vancouver) continues as PRAC Services, Inc. Corporate Secretary and Susan Iannetta, PRAC Director (Toronto).

PRAC Business Development. Delegates are encouraged to follow up with your mutual areas of interest / referral matters which were brought to light during the conference.

PRAC web site www.prac.org - Mention / direct link the PRAC web site within your firm's internal network.

Events - In addition to our conferences, we are always looking to interact with PRACites at other events – including INTA, IPBA, ABA, IBA and PDAC which are just a few of many other industry related events where PRAC members attend in numbers. In jurisdictions where there are host member firms, we encourage extending reception invites to PRAC delegates. Let us know which events your firm plans to be represented at and where we can, we will assist you with PRAC attendee lists and also publish your event details at our web site. Members can view upcoming event details and register online at www.prac.org/events.

PRAC e-Bulletin - monthly publication includes member news, member deals and country update on topical legal issues and reforms. Our e-Bulletin continues to gain recognition both among our members and externally via the PRAC website and our social media platforms (LinkedIn). Delivered monthly by email to PRAC Primary, PRACTice Group and Marketing Contacts and also available on line to the public at www.prac.org or via LinkedIn. Member Firms are encouraged to distribute the e-Bulletin throughout your firm and to contribute articles for inclusion (deadline is 10th of each month) – send to susan.iannetta@prac.org.

Primary Contacts Matrix listing of PRAC Primary Contacts (including email addresses) - available at PRAC web site Private Libraries. Updated monthly – send revisions to susan.iannetta@prac.org

PRACTice Group Contacts Matrix (listing of member firm contacts for various PRACTice Groups) - available at PRAC web site Private Libraries.

Member Directory – A current pdf version is available at PRAC web site. Updated monthly, revisions/changes are welcome at any time – send to susan.iannetta@prac.org

Public Library has been established at the PRAC web site to host larger for public viewing.

Referral Database – online at our Private Libraries. Member firms are asked to continue providing referral and secondment details for inclusion in our ongoing database. Updated monthly, please send details to susan.iannetta@prac.org. You can find the latest Referral Report here: http://www.prac.org/PRACprivate/reports/PRAC_REFERRAL.pdf

For further information on ways to enhance your firm's membership in PRAC, see the Seattle Business Development Package previously distributed to delegates and available online at the PRAC website.

As you know, my term as PRAC Chair will end on December 31, 2019. It has been a great honor to serve our organization for the past two years. I want to welcome our incoming Chair, Jaap Stoop, and Vice Chair, Marcio Baptista, and trust that you would give them the same valuable support that you have so generously provided to me during my tenure. I look forward to seeing you all in New Delhi for the 67th PRAC Conference.

Best regards,



Joyce C. Fan
Partner, Deputy Executive Officer
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