

## Paul H. DeLaney, III

### Partner



Paul rejoined the firm in the summer of 2022 and brings 20 years of private sector and public service experience working on international economic, policy, political and business issues.

Paul leads the firm's international commercial policy, advocacy, counseling and dispute resolution efforts. He specializes in international trade, investment, tax, supply chain, regulatory and customs advocacy and policy development. Paul has worked extensively with executive branch agencies across four Administrations, the U.S. Congress, foreign governments, business associations, think tanks, nonprofits and a wide range of companies and sectors. His diverse professional experience and expertise offers KHG clients a broad set of advising and advocacy services.

Prior to rejoining KHG, Paul was Vice President for Trade and International at Business Roundtable, an association of chief executive officers of America's leading companies. Paul partnered with the BRT leadership and the Trade and International CEO Committee Chair to set strategy and engage BRT CEOs on policy priorities and advocacy. He advocated directly with White House, agency, and congressional leaders across BRT priorities. He also analyzed and developed BRT trade and international policy positions and commented on legislation and executive actions. Paul developed communications plans, advocacy strategies, and research with BRT team members, and he also managed BRT work with foreign CEO organizations. Paul worked closely with other U.S. associations to align trade and international policy efforts, and he led the successful USMCA Coalition effort within BRT and with partner associations.

Paul worked at the Kyle House Group for over five years before joining BRT. Prior to joining KHG, Paul served as International Trade Counsel to Ranking Member Orrin G. Hatch for the U.S. Senate Committee on Finance where he advised Senators and their staff on trade, investment, customs and international economic issues. Paul assisted with Finance Committee hearings and legislative markups, drafted trade legislation and amendments, briefed Senators and staff, consulted with the Administration and the trade and customs agencies, and met with stakeholders and foreign governments. Paul assisted in managing the Senate floor during the consideration of seven trade bills. He also drafted a bipartisan customs modernization and reauthorization bill, the Trade Facilitation and Trade Enforcement Act of 2013, with Chairman Max Baucus' staff.

Before joining the Finance Committee, Paul worked as Senior Attorney for Trade and International Affairs at FedEx Express on trade policy and international regulatory issues before the U.S. and foreign governments, as well as with industry and trade associations. His work focused on trade policies, trade agreements and international regulatory policies that impacted the company's international operations and investments. He was appointed to serve on Industry and Trade Advisory Committee 10 on Services and Finance by the Bush and the Obama Administrations. He helped open the FedEx Express Washington, DC Office of Trade and International Affairs, and he coordinated advocacy efforts with FedEx Express regional and country teams around the world.

#### Areas of Expertise

- Trade, Investment and Customs
- Legislation and Policy
- International Economic and Tax Issues
- International Business & Supply Chains
- Commercial Advocacy
- Dispute resolution
- Partnership Development

#### Education

- B.A. in Political Science, Yale University
- J.D. The University of Virginia School of Law: Omicron Delta Kappa Leadership Society

#### Board & Bar Memberships

- Washington International Trade Association Board, Member of Board of Directors
- Virginia State Bar
- District of Columbia Bar
- American Bar Association

#### Contact

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Prior to joining FedEx Express, Paul worked at the Office of the U.S. Trade Representative for three years, including serving as Deputy Chief of Staff for U.S. Trade Representatives Rob Portman and Susan C. Schwab. Paul was integrally involved in strategic planning, agency operations and decision-making with senior political and career staff. Paul was the front office point of contact for the White House Staff Secretary, National Security Council, and National Economic Council staff to coordinate interagency actions.

Before joining USTR, Paul was a litigation associate at Vinson & Elkins, LLP in Washington DC. Paul attended Yale University and the University of Virginia School of Law. Paul has lectured at the University of Virginia School of Law, the Georgetown McDonough School of Business, and Georgetown University on international trade and disputes, as well as been a speaker at a wide range of association meetings, conferences, and panels. Paul is a Washington DC native, having grown up in Northwest DC and attended the St. Albans School for Boys. He lives in Virginia, with his wife Meghan and their daughters Charlotte and Maia.