

Message

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**From:** Streett, Mary [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn= [REDACTED]]  
**Sent:** 03/02/2021 15:58:23  
**To:** Jefferiss, Paul H. [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn= [REDACTED]] Magallanes, Downey [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn= [REDACTED]]  
**Subject:** Re: Harvard, Tufts and Columbia

## Redacted - First Amendment

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**From:** Jefferiss, Paul H. [REDACTED]@uk.bp.com>  
**Sent:** Wednesday, February 3, 2021 5:50:03 AM  
**To:** Magallanes, Downey [REDACTED]@bp.com>; Streett, Mary [REDACTED]@bp.com>  
**Subject:** Harvard, Tufts and Columbia

Thanks Downey,

Mary are you also aligned – essentially Jeff to lead 2021 engagement and the post-2021 relationship review process working hand in glove with Downey? As part of Casey's overall policy partnerships review.

Paul

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Confidential

**From:** Magallanes, Downey <[REDACTED]@bp.com>  
**Sent:** 28 January 2021 16:38  
**To:** Jefferiss, Paul H. [REDACTED]@uk.bp.com>; Streett, Mary <[REDACTED]@bp.com>  
**Subject:** RE: Action requested: bp & Qantas partnership announcement

Thanks Paul.

To answer your question on the right contact, I think Jeff would be a great choice and he can work directly with me as we are regularly in contact.

Will let Mary offer any further views. I know we need to have further conversations on whether and how to continue the relationships as you have suggested.

Downey

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**From:** Jefferiss, Paul H. [REDACTED]@uk.bp.com>  
**Sent:** Thursday, January 28, 2021 7:40 AM  
**To:** Streett, Mary [REDACTED]@bp.com>; Magallanes, Downey <[REDACTED]@bp.com>  
**Subject:** FW: Action requested: bp & Qantas partnership announcement  
**Importance:** High

Hi both,

I had intended to reach out to you to discuss the US university policy partnerships in due course but it hadn't seemed a priority just now. However, now that Jess has raised it, we should catch up.

The relationship was historically between Group Policy and Harvard, and later also Tufts, most recently also with Columbia, with the focus on global climate policy.

Redacted - First Amendment

## Redacted - First Amendment

Since 2012 Dev has been and remains the executive sponsor.

Going forward, we have the following considerations:

- I hold the budget for all three partnerships.
- All three are up for renewal/revision/termination at the end of this year (see attachments), so we will need to decide collectively whether and how to continue them, and what focus. Casey is developing a partnerships strategy so this set of partnerships should be considered within that.
- Kathrina is on maternity leave until the summer – but will not be the appropriate lead in her new role (VP Environment) when she returns.
- I could manage the relationships – but am leaving myself June 30, so probably not the right choice.
- Given that Jeff is our new climate policy SME and the partnerships are all climate-focused he seems the obvious choice.

Does the above sound right to you? If so, who from DC should work with Jeff?

Happy to talk through before progressing further but good to get a sense of your thinking.

Best wishes

Paul

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**From:** Burton, Jessica <[REDACTED]@uk.bp.com>

**Sent:** 28 January 2021 09:32

**To:** Hill, Gardiner <[REDACTED]@uk.bp.com>

**Cc:** Goddard, Kelly <[REDACTED]@bp.com>; Jefferiss, Paul H. <[REDACTED]@uk.bp.com>; Magallanes, Downey <[REDACTED]@bp.com>; Mogstad, Isabel <[REDACTED]@bp.com>; Stuart, Casey <[REDACTED]@bp.com>

**Subject:** RE: Action requested: bp & Qantas partnership announcement

**Importance:** High

Hi Gardiner

Thanks for the suggestion. Regarding ownership of the Harvard and Tufts relationship – Bob Stout took it over when Kathrina went on Mat leave. I'm copying Downey / Isabel (and Casey) to confirm where that now sits at a working level following Bob's departure so the right person can follow up on your suggestion below

Thanks also for the other outreach you've done and emailed me about separately!

Jessica

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**From:** Hill, Gardiner <[REDACTED]@uk.bp.com>  
**Sent:** 28 January 2021 08:27  
**To:** Burton, Jessica <[REDACTED]@uk.bp.com>  
**Cc:** Goddard, Kelly <[REDACTED]@bp.com>; Jefferiss, Paul H. <[REDACTED]@uk.bp.com>  
**Subject:** RE: Action requested: bp & Qantas partnership announcement

Hi Jessica,

I suggest we should include Harvard and Tufts into the table below, give we work with them on climate change and Net Zero policy. Hence it is Henry Lee and John Holdren at Harvard Kennedy School and Kelly Sims Gallagher at Tufts. Katrina Mannion was the relationship manager, who is on maternity leave, so suggest someone else from Paul's team – or Paul – would pick this up in the interim.

Thanks,  
Gardiner

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**From:** Burton, Jessica <[REDACTED]@uk.bp.com>  
**Sent:** 28 January 2021 00:17  
**To:** Magallanes, Downey <[REDACTED]@bp.com>; Pitkethly, Eirik <[REDACTED]@bp.com>; Kutlescha, Kathrin <[REDACTED]@de.bp.com>; Jefferiss, Paul H. <[REDACTED]@uk.bp.com>; Stuart, Casey <[REDACTED]@bp.com>; Siffer, Guillaume <[REDACTED]@uk.bp.com>; Hill, Gardiner <[REDACTED]@uk.bp.com>; Salkeld, Jon <[REDACTED]@uk.bp.com>; Gu, Tong <[REDACTED]@se1.bp.com>; Amorelli, Angelo <[REDACTED]@se1.bp.com>; Katzel, Tzila C <[REDACTED]@se1.bp.com>; Duffy, Ian <[REDACTED]@uk.bp.com>; Stangl, Peter <[REDACTED]@bp.com>; Parsons, Thomas G <[REDACTED]@uk.bp.com>; Shackleton, Ashley <[REDACTED]@bp.com>; Clark, Alisdair Q <[REDACTED]@uk.bp.com>; Worthington, Simon L <[REDACTED]@ec1.bp.com>; Goddard, Kelly <[REDACTED]@bp.com>; Mogstad, Isabel <[REDACTED]@bp.com>; Keller, Heidi <[REDACTED]@bp.com>  
**Cc:** Brandon, Esme <[REDACTED]@bp.com>; Kerst, Alexander <[REDACTED]@de.bp.com>; Latimer, Philippa <[REDACTED]@bp.com>; Wallace, Katie <[REDACTED]@uk.bp.com>  
**Subject:** Action requested: bp & Qantas partnership announcement

Hello all

As some of you will be aware, we have this evening (due to Australian timezone!) announced a new 'net zero' partnership with Qantas airlines as part of the continued work RC&S is doing to build collaborations with corporates who share similar decarbonisation ambitions. We would like you help to promote to stakeholders who may be particularly interested in this announcement – for example those with an interest in sustainable aviation / sustainable transport.

Below is an initial suggested outreach list – with thanks to those of you who have inputted and provided suggestions. Note additional outreach is taking place via Airbp's marketing agency to an extensive list of trade publications, airports and other associated industry-specific organisations; in addition to Australian government and other outreach organised locally by the regional C&A team. Note the nature of the partnership means geographically it will have a larger impact in Australia.

**Please could I ask for your assistance in reaching out to the contacts listed against you (or flagging if you feel you've been incorrectly allocated someone!). As always we're open to your further suggestions / edits.**

To help you with outreach:

1. At the bottom of this email you will find a template note you can use – please feel free to edit as you see fit.

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2. Within the template are embedded links to the press release on bp.com and a LinkedIn blog by William Lin
3. I am also attaching a PDF of the press release in case you prefer to send as an attachment
4. Finally I am attaching a key messages and Q&A document to help with background information but **please note this document must not be shared externally so please make sure not to confuse with the press release!**

In addition, it would as always be much appreciated if you could feedback those contacts you do share the announcement with (including any additions not listed below); and any feedback you receive. I'll also post this information on Teams.

Thank you very much!

Jessica

Organisation	Key Contact	bp SPA
EDF	TBD	Downey Magallanes
International Council on Clean Transport	Dan Rutherford	Eirik Pitkethly ( <i>use as an intro to Kathrin</i> )
WBCSD?	TBD	Paul / Casey
RMI	Jules Kortenhorst	Downey (or Giulia – <b>Guillaume can you advise?</b> )
NRDC	David Hawkins	Downey Magallanes
Resources for the Future?	?	Downey Magallanes
University of Cambridge Sustainability Institute	Will Day	Gardiner Hill
<i>Other University partnerships with research / interests in sustainable transport?</i>	<i>TBC</i>	<i>Jon S to coordinate as appropriate</i>
Tsinghua University	Prof Li Zheng	Tong Gu
Cambridge University	Prof Andy Neely	Jon Salkeld
TAC	Vernon Gibson	Angelo Amorelli
Carbon Market Institute Australia	Brad Kerin	Tzila Katzel
Royal Academy of Engineering	TBC	Ian Duffy / Peter Stangl ( <i>relationship MoCing to PS</i> )
Sustainable Aviation	TBC	Tom Parsons / Ashley Shackleton
CAAFI	Steve Csonka	Alisdair Clark
Birmingham University	Simon Blakey	Alisdair Clark
Cranfield University	Phil Hart / Dr Ying Jiang	Alisdair Clark
Transport and Energy	TBC	Simon Worthington
Steve Pacala	Princeton / CMI	Kelly Goddard
<i>Other transport related working groups / trade bodies</i>	<i>TBC</i>	<i>Kathrin (as part of MoC process into new role)</i>
<i>US local level NGOs</i>	<i>TBC</i>	<i>Isabel M / Heidi and team to coordinate</i>

## **Email template**

[XXXX,]

[*Personalised greeting based on recent conversations, work together etc*]



Given your interest in [sustainable aviation / sustainable transport / net zero partnerships], I thought it was worth sharing today's announcement from bp and Qantas airlines on entering a strategic partnership to advance net zero emissions.

Through the collaboration, our two companies will work on opportunities to reduce carbon emissions in the aviation sector and contribute to the development of a sustainable aviation fuel industry in Australia – looking at projects in areas including advanced sustainable fuels, advocacy for further decarbonisation across the sector, renewable power solutions and emerging technology. It's one of a number of recent partnerships driven by bp's regions, cities and solutions team – who are working with corporates like Qantas in key industrial sectors that need to decarbonise. Obviously this is just the start of the collaboration but I think it's an exciting one and something I thought you might find of interest!

I'm attaching [the press release here](#) for further information, and William Lin, bp's executive VP regions, cities & solutions has also shared [a LinkedIn blog with some context too](#).

As always – interested to hear your thoughts on this.

Look forward to speaking soon,

[XXXX]

**Jessica Burton**  
Head of Stakeholder Advocacy  
bp plc  
Mobile: [REDACTED]

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