

From: [REDACTED]
Sent: Friday, October 22, 2010 9:06 AM
To: 'alexander.newby@lockheed-martin.co.uk'
Cc: [REDACTED]
Subject: Ci/ Lockheed Martin follow up
Attachments: BusinessAndIBAT%20July2010.pdf; 2008.10.02_Economist_IBAT.pdf; AP-BSC_Factsheet.pdf; 2010 BSC fall meeting-fact sheet.pdf; 2009.09.21_CELB_Brochure_Final_LR.pdf

Dear Alex,
Thank you for your time yesterday and interest in CI.

As agreed, please find attached further information on the BSC and IBAT. The BSC would certainly be a good way for you to get to know more about CI and meet other partners working with us. I would strongly recommend you give some thought to potentially joining and participating in either the US or Asia meetings next year. As mentioned, each meeting has a different working theme from Water, food security to climate related issues and so I feel sure that you will find the content, the variety of speakers and especially the networking opportunity invaluable.

- **Business and sustainability Council (BSC)** , Factsheets attached
 - 2011 U.S dates and locations: Spring meeting circa mid-April ,location tbc , Autumn meeting circa early November.
 - Asia-Pacific dates and locations: March 14-15 in Kuala Lumpur. It will be hosted by Bursa Malaysia.
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- **Integrated Biodiversity Assessment Tool (IBAT)**, Factsheet attached
 - Could well be of potential interest for your technical environmental managers. I can arrange a demo for you if of interest?
 - Economist article on IBAT attached
 - **CELB**, brochure attached.
 - We talked about our due diligence process which is indeed an interesting exercise for both sides. You can review our existing partners here, <http://www.conservation.org/discover/partnership/corporate/Pages/default.aspx>
 - With regards to direction on **green office strategies and recycling**, let me connect with my UK network and get back to you.
 - With regards to potential engagement with Ci on one of your key environmental challenges and sustainability strategies, or in relation to support of a specific area of our work such as climate or species we would need to talk further. We would also suggest that the next meeting would include Lockheed Martin technical experts working directly on these issues. Are your colleagues also based in the UK?

Perhaps you could give some thought on the following:

- For technical support/ business practices
 - Key areas of potential interest for support: on sustainability/ environmental challenges/ reporting: water, energy efficiency, toxic waste management?
 - Do you have a climate leadership strategy including potential plans for offsets?
- For Specific programme support
 - geographical interest: country specific or multiple territories
 - Thematic interest.. one of Ci's 'securities' ?(water, climate, food security, health, cultural values or biodiversity and species)

- o Indication of level of potential investment scope

Perhaps when you have digested and discussed further internally you could come back to us. Please do not hesitate to contact me in the meantime if you have other questions.

Kind regards,

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Conservation International

[REDACTED]
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CI has a new logo. To find out what it symbolizes and why it changed, visit:
www.conservation.org/newlogo

