



Easy transition: Jon Kyl

AT THE BAR

Jon Kyl

Former Sen. Jon Kyl is swapping his constituent rolls for a client list as he joins the public-policy and global-affairs team at Covington & Burling.

The Arizona Republican is looking forward to providing the firm's clients with the same kind of counseling and advocacy he did for his constituents. "It's what I've done before. It's just representing a different group of people. And I don't get a vote," he joked.

The former Senate minority whip said he will be working on tax policy, health care, national security, and intellectual-property matters, drawing on his experience on the Finance and Judiciary committees.

"The opportunity to use what I've learned I think is what was the most appealing to me," Kyl says. "Using what I've learned with entities where it can really make a big difference, and who themselves make a big difference—and the kind of clientele that exists at Covington is exactly that opportunity for me."

In addition to his work at the firm, Kyl is a visiting fellow at the American Enterprise Institute, which also announced this week that he and former Sen. Joe Lieberman, ID-Conn., will cochair the American Internationalism Project at its Marilyn Ware Center for Security Studies.

Kyl, 70, announced his retirement from Congress last year after four terms in the House and three in the Senate.

Erin Mershon

IMAGE-MAKERS

John Ullyot

When officials at the University of Virginia summoned John Ullyot last year, he knew the message about the school's leadership turmoil would have to be "carefully crafted."

This was not his first "high-intensity engagement." Ullyot managed communications for the Senate Armed Services Committee during its investigation of torture and abuse at Baghdad's Abu Ghraib prison. In the private sector, he advised DHL when the German logistics company shuttered a hub in Wilmington, Ohio, and infuriated the state's congressional delegation. But the crisis that enveloped the University of Virginia was a different animal.

A few days before Ullyot's arrival in Charlottesville, the university's board had sacked President Teresa Sullivan, citing her unwillingness to make "hard decisions" in the face of dwindling resources. The ouster of the popular president enraged students and faculty members, and their protests made national news, including the front pages of *The Washington Post*.

"Had we been brought in ahead of time, we could have looked at whether or not [firing Sullivan] was a good idea," he says. "The best reputation-management is to deal with something before it actually becomes a crisis.... In this case, we were brought in after there had been a precipitating incident."

Eventually, the board of visitors decided to reinstate Sullivan. "My task was to figure out how to bring her back in a way that would preserve the board's strength and independence and not have them look like they had been pressured," Ullyot says. The press excoriated Rector Helen Dragas—an op-ed in *The Post* described her as "divisive and tone-deaf"—but she ultimately survived the fiasco.

Months later, Ullyot was at a memorial service at Deerfield Academy in western Massachusetts when he was approached by Dave Fuente, who had run with him on Deerfield's cross-country team. Fuente, a UVA graduate and the chairman of New York City-based SSA & Co., had seen Ullyot's name in connection with the bungled ouster at the university and noted that High Lantern Group, a subsidiary of SSA, specialized in crisis communications. Before long, Fuente had arranged for Ullyot to meet with Daniel Casse, a managing partner at the firm.

Earlier this month, Ullyot was named a managing director at High Lantern Group. The 44-year-old was most recently a senior vice president with Hill + Knowlton Strategies, where his clients included Medtronic, DHL, Ford, Deloitte, medical-device-maker

Zimmer, Pfizer, EADS, and the Marine Corps.

A graduate of Harvard University, Ullyot served as an intelligence officer in the Marines, where he was also a competitive skeet shooter and a liaison in French Guyana (meriting a medal from the French Foreign Legion). Early in his career, he was a spokesman for then-Sens. Rudy Boschwitz, R-Minn., and Arlen Specter, R-Pa., after which he worked as vice president of corporate communications for AOL Europe. Ullyot later returned to public service, serving as communications director for two Senate committees, as deputy chief of staff for then-Sen. John Warner, R-Va., and as a national media spokesman at the 2008 Republican National Convention in St. Paul, Minn.

Christopher Snow Hopkins

AT THE BAR

Kristi Rogers

“Usually people look at me like I’m crazy when I say I enjoyed living in Iraq,” says Kristi Rogers, who was an aide to then-Coalition Provisional Authority Administrator Paul Bremer for nine months after the 2003 U.S. invasion of that Middle East country.

Channeling her inner Charles Dickens, she calls her assignment “some of the best times, some of the worst times.” Along with the Iraqi ministers of Interior, Health, and Youth and Sports, Rogers surveyed the volatile area “looking at what was working and what wasn’t.”

She brings this orientation toward “industries and projects in need of stabilization” to her new position at Manatt, Phelps & Phillips, where she has been named a managing director in the firm’s Washington office. Many of Rogers’s clients expect to be hammered by the across-the-board federal spending cuts that went into effect this month. Before speaking with *National Journal* this week, she met with the CEO of a large defense contractor to hash out the dire ramifications of sequestration.

“How does he, as an employer, get a better sense, or any sense at all, from the federal government in terms of what he needs to tell his employees and how he can plan his cash-flow and budget? ... He hasn’t gotten any guidance or any word.”

Rogers grew up in Lansing, Mich., the daughter of an Air Force colonel and a second-grade teacher. As a graduate of Michigan State University, she “bleeds green,” Rogers says, and loathes the rival University of Michigan’s maize and blue.

Her first job was as an aide to then-Gov. John Engler, R-Mich., after which she became vice president of government and community affairs for the Grand Rapids Area Chamber of

Commerce. Rogers arrived in Washington as a staffer in the Small Business Administration’s Office of Entrepreneurial Development and went on to serve as assistant commissioner of public affairs at U.S. Customs and Border Protection. She was most recently the president and CEO of Aegis Defense Services, a risk-management and private-security company.

The 43-year-old is a Labradoodle wrangler. “She just bounces off the walls,” Rogers says of her rambunctious companion.
C.S.H.

AT THE BAR

Angela Giancarlo

In the mid-1990s, when Angela Giancarlo was an intern in the Federal Communications Commission’s Media Bureau, Michael Wagner gave her some words of advice. “Wireless is the wave of the future,” the government lawyer told Giancarlo, then in her second year at Catholic University’s Columbus School of Law. “I think it would behoove you to get some experience” in that arena.

Wagner’s prophecy would come to pass: In 2011, people bought more smartphones worldwide than the boxy, unwieldy devices known as PCs.

“How do you thank someone for advice like that!” exclaims Giancarlo, who is joining Mayer Brown after eight years at the FCC. As a partner in the firm’s Washington office, she will concentrate on regulatory and compliance matters relevant to the tech sector.

“Admittedly, it was difficult to leave the government,” she says. “But it was time for someone new to have a turn. I stayed much longer than I would have predicted.”

Giancarlo grew up in Williamsville, N.Y., where her father was a sixth-grade teacher. As a senior in high school, she interned for the Erie County Legislature, which sparked her interest in public affairs. Giancarlo enrolled at Trinity College in Washington, where she majored in political science (with minors in French and history) while simultaneously interning for then-Rep. Jack Kemp, R-N.Y. Upon graduating, she joined his staff.

In the years that followed, Giancarlo moved to a number of jobs around town before she “finally stopped procrastinating and went to law school.” She received her degree in 1996, the same year a new telecommunications law was enacted. After a stint at the Alexandria, Va.-based Wireless Infrastructure Association, Giancarlo practiced law at Hogan & Hartson, where one of her clients, Alaska Native Wireless, participated in a wireless-frequencies auction that was eventually invalidated by the Supreme Court. “It was a new associate’s dream to literally take something all the way from its infancy right through to the Supreme Court,” she says. “The spectrum that was auctioned had been reclaimed by the FCC after the owner, NextWave Wireless, declared bankruptcy.... NextWave’s argument, which prevailed, was that the agency’s regulations cannot trump bankruptcy law.”

Giancarlo lives in Alexandria, Va., with her husband and 13-year-old son.

C.S.H.



Loyal Spartan: Kristi Rogers