Mr. Jonathan Hale — Washington

Senior Advisor

Jonathan Hale advises clients on international trade and investment, export controls, artificial intelligence policy, and friendshoring supply chains for critical minerals, energy, semiconductors and informational communications technology and services (ICTS), transportation and aerospace, and agricultural and forest products. He advocates before Congress, federal, state, and local government agencies and develops legislative, regulatory, and political strategies to empower clients to achieve their goals.

With over 25 years of policy expertise, Mr. Hale has dedicated his career to advising private sector leaders, U.S. government officials, and federal agencies on issues spanning business and trade, foreign policy, national security, and emerging technologies such as artificial intelligence (AI) and quantum computing. Mr. Hale has taken on leadership roles driving policy development, economic diplomacy, and legislative outcomes at the highest levels. His work has influenced high-stakes legislation, international diplomacy, and business strategies in an evolving landscape.

As General Counsel to U.S. Senator Maria Cantwell, Mr. Hale provided strategic legal and policy guidance on trade and tariffs, national security, and advanced technologies. Previously, he served as Senior Counsel on the U.S. Senate Commerce, Science, and Transportation Committee. He led the development of bipartisan AI and quantum legislation and shaped policies to bolster U.S. innovation, competitiveness, supply chain resilience, and public – private partnerships. Mr. Hale also served as Staff Director of the U.S. Senate Committee on Small Business and Entrepreneurship and began his career working for Senate Majority Leader George Mitchell.

During his tenure at the U.S. Department of State, Mr. Hale led global supply chain diplomacy efforts, playing a key role organizing the first-ever U.S.-led Supply Chain Ministerial, which aligned 18 nations on principles that mitigate economic disruptions and build supply chain resilience. As the Presidentially appointed Deputy Assistant Administrator for Europe and Eurasia at the U.S. Agency for International Development, he successfully managed a Bureau responsible for over $600 million in foreign assistance programs. Under his leadership, these programs addressed a broad spectrum of priorities—from strengthening public health systems and driving economic development to supporting initiatives that promoted improved governance across the region.

In private practice at Baker Botts LLP, Mr. Hale advised Fortune 100 and Fortune 500 companies on international trade, export controls, and international investment with a strong focus on energy clients.

Mr. Hale is a member of the District of Columbia and Maine Bars. He earned a Juris Doctor

and Master of Arts in International Affairs from American University and a Bachelor of Arts degree from Bates College.