

## Annex A

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<b>2</b>	<b>Note of First Minister's call with President-elect Trump</b>
<b>3</b>	<b>Briefing for First Minister's call with President-Elect Trump</b>
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## 1. Briefing note for First Minister's call with President-elect Trump

### Call with President-elect Donald Trump

#### Background

This is an introductory call at the request of President-elect Trump, following his victory in the US Presidential elections on 5 November. The call is an opportunity to underscore the strong economic, social and cultural ties that exist between Scotland and the United States, highlighting the benefits of frictionless trade to both our economies. [redacted]

[redacted]

[redacted]

#### Key Points

- The relationship between Scotland and the US is deep and strong and we look forward to working with President Trump, his Administration and partners across the US.
- Historically, Scotland and Scots have played a profound role in US political and commercial life. The President himself has strong links to Scotland through his late mother, Mary Anne MacLeod, from Lewis. The US is home to a huge Scottish diaspora, with estimates that up to 25 million people in the US are of Scottish descent. We want to strengthen our connections with this diaspora community.
- The US is Scotland's biggest individual export market accounting for 16% of Scotland's international export value in 2021: £5.14bn in 2021, an increase of £480m from £4.66bn in 2020. We want to see that relationship continue to flourish.
- Similarly, the US is the leading inward investor in Scotland. For 9 years in a row, Scotland has maintained its position as the most attractive place in the UK for inward investment projects, outside of London. We remain committed to working with US businesses to strengthen our global economic ties.
- In addition to President-elect Trump's intention to impose general tariffs on imports into the US, there is a specific tariff risk to Scotch whisky. Following a US-EU trade dispute about subsidies for Airbus and Boeing, the US imposed then suspended a 25% tariff on whisky but that tariff will be reimposed in 2026 unless the new administration extends its suspension.
- The Scottish Government works at both a state and federal level to advance our interests and cement our ties. We are grateful to the bipartisan Friends of Scotland caucus for their support.

**Desired outcomes**

- To congratulate President Trump on his victory and underscore our desire to work with the United States towards our mutual growth and prosperity.
- To highlight the strength and depth of our trade relationship and identify the inherent risks to our economies and consumers of any trade-limiting measures (e.g. tariffs).
- To note the Scottish Government's permanent presence in the United States and the range of our work to strengthen Scottish Connections with our diaspora, trade and policy priorities.

**[redacted]**

## US-Scotland Key Achievements

The US is Scotland's most important international trading partner and holds key opportunities for growth, as identified in *A Trading Nation*. It is both our largest inward investor, and our largest international export destination. The US is also home to a huge Scottish diaspora, with long running historic connections, including 34 Presidents who claimed Scots or Scots-Irish heritage. The Scottish Government Office in Washington DC, exists to enhance our reputation and promote Scotland in the US as well as build on key relationships in-country.

Scotland's Engagement Strategy with the US focuses on the key themes of:

- Trade & Investment
- Education
- Public diplomacy & governmental exchanges
- Diaspora engagement
- Research, innovation & entrepreneurship

### **Scottish (direct) exports to the US:** (Export Statistics Scotland)

- £5.14bn – 2021
- £4.66bn – 2020
- £5.95bn – 2019

### **Key Trade Stats**

- **The USA is Scotland's highest International Export Destination, receiving 16% of Scotland's total exports.**
- The US is the top export market for Scotch Whisky, worth over £978 million in 2023.
- Roughly one fifth of all Scottish Salmon export mass is exported to the US, at £113m in 2023 up to September.

### **Top Export Sectors to USA in 2021 (including value and % of total exports)**

1. Financial & Business Services (£1,110m – 21.6%)
2. Food & Drink (£1,080m – 21%)
3. Engineering & Advanced Manufacturing (£915m - 17.8%)
4. Life Sciences (£610m - 11.9%)
5. Technology, Digital and Media (£590m - 11.5%)

### **Market Access**

- SDI has **four** offices in the US (Boston, Chicago, Houston, San Jose).
- SDI delivered 313 projects in the US in 21/22.

**Scottish companies based / doing business in the US include:**

- Financial Services: **Aberdeen, Martin Currie (now owned by US HQ'd Legg Mason), Baillie Gifford, RBS (Citizens).**
- Energy: **Maritime Development** and **Neptune Subsea** have both opened within Houston incubator facility; MOU between the **Business Network for Offshore Wind** and the **Aberdeen Renewable Energy Group.**

### Investment

- There are **655** US owned enterprises in Scotland, employing **114,220** people, and a turnover of over **£35.5bn**.

### US companies based / doing business in Scotland

- Ranked 1st investment partner with Scotland (and 1st in the UK)
- Largest employer: **Amazon** has close to 3,000 staff over four sites in Scotland.
- **Morgan Stanley** employ 1,100 in Glasgow site, representing 40% of its European staff based outside their London HQ.
- **Hewlett Packard** has been based in Erskine for 25 years and employ c550 people.
- **Hyatt Hotels** to open a 349-room property marking their first Hyatt Hotel in Edinburgh.
- **Innova Nanojet Technologies** - (INJ) specialises in advanced fluid technology and novel device, INJ to be based in Dumbarton will create an advanced manufacturing facility with up to 195 RLW jobs manufacturing pollution/emissions "scrubbing" devices for multiple uses, from vessel (marine), vehicle, hospital, commercial and residential applications.
- Other examples: **JP Morgan** (1900), **State Street** (775), **BlackRock** (700), **Citigroup** (300), **IBM** (2050), **General Electric** (1074), **Thermo Fisher Scientific** (700), **Halliburton** (1,100), **Oceaneering** (1,000), **National Oilwell Varco** (1,420), **Starwood** (300)

### Recent Success:

- **October 2023:** InnovaNanoJet Technologies (INJT), 195 RLW jobs created establishing INJT's global advanced manufacturing facility in Glasgow.
- **July 2023:** Planet DDS, 70 RLW jobs created as US dental software firm invests £10m in new Glasgow R&D centre.
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### Key Trade and Investment Sector Focus:

- **Software/IT: Priority Markets** – *California, Denver, Atlanta, Chicago, Boston, New York, North Carolina & Texas*
- **Decarbonisation of Transport: Priority Markets** – *Texas & California*
- **Energy Transition: Priority Markets** – *Texas & California*
- **HealthTech: Priority Markets** – *California, Seattle, Massachusetts, Boston, Atlanta & New York*
- **Space: Priority Markets** – *California & Colorado*

### Higher Education

- **6,320** US students studying in Scotland in 2021/22.
- US is Scotland's third biggest market for non-EU international students in Scotland, after China and India.
- Scotland's **Saltire Scholarships** for incoming students were launched in 2009. **358** American students have received these awards, now worth £8000 each, since 2009. 17 of these were given in the 2022/23 academic year.
- 16 Scottish HEIs have 82 unique links with the US, including staff and student exchange, research collaborations, and presence in country. Harvard is the single biggest collaboration partner with Scottish Universities worldwide – and thousands of joint publications between Scottish and USA universities every year.

**[redacted]**

**[redacted]**

**2. Note of First Minister's call with President-Elect**

[redacted]

### 3. Briefing for First Minister's call with President-Elect Trump

**From:** [redacted] <[redacted]@fcdo.gov.uk>  
**Sent:** 03 December 2024 20:12  
**To:** First Minister <FirstMinister@gov.scot>  
**Cc:** Shona Riach <Shona.Riach@gov.scot>; John Primrose <John.Primrose@gov.Scot>  
**Subject:** Briefing: Introductory call with President-elect Trump

First Minister, FMPO

Please find attached a short briefing note ahead of a potential introductory phone call with US President-elect Donald Trump. I have attached trade statistics as an annex.

[redacted]

[redacted] | [redacted] | British Embassy| 3100 Massachusetts Ave NW,  
Washington, DC, 20008 | Cell: +[redacted]| [redacted]@fcdo.gov.uk| Twitter/ X:  
@ScotGovUSA | LinkedIn: [redacted]  
|The Scottish Government in the USA



#### ATTACHMENT:

#### Call with President-elect Donald Trump

##### Background

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##### Key Points

- The relationship between Scotland and the US is deep and strong and we look forward to working with President Trump, his Administration and partners across the US.

- Historically, Scotland and Scots have played a profound role in US political and commercial life. The President himself has strong links to Scotland through his late mother, Mary Anne MacLeod, from Lewis.
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#### Desired outcomes

- To congratulate President Trump on his victory and underscore our desire to work with the United States towards our mutual growth and prosperity.
- To highlight the strength and depth of our trade relationship and identify the inherent risks to our economies and consumers of any trade-limiting measures (e.g. tariffs).
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#### 4. Communication between First Minister's Private Office and Office of the President-Elect

##### Exchange 1

[John Webster] [18:38]

[redacted]

[[redacted]] [23:33]

[redacted]

[John Webster] [00:21]

[redacted]

John.webster@gov.scot

[[redacted]] [00:25]

[redacted]

##### Exchange 2

[John Webster] [9:08]

[redacted]

[[redacted]] [13:23]

[redacted]

[John Webster] [13:31]

[redacted]

[[redacted]] [13:35]

[redacted]

[John Webster] [17:30]

[redacted]

[John Webster] [17:56]

[redacted]

[[redacted]] [17:57]

[redacted]

**Exchange 3**

**From:** John Webster <John.Webster@gov.scot>  
**Sent:** 10 December 2024 11:39  
**To:** [redacted] [redacted] <[redacted]@officeofthepresidentelect.com>  
**Cc:** [redacted]@gmail.com; [redacted] <[redacted]@mail.house.gov>; First Minister <FirstMinister@gov.scot>  
**Subject:** RE: Phone Call with President Trump

[redacted]

**John Webster**  
Principal Private Secretary to the First Minister  
5th Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG  
T: [redacted] | M: [redacted]



The First Minister's box closes at 2pm, Monday to Friday. Further details, including preferences, can be found [here](#).

All e-mails and attachments sent by a Ministerial Private Office to any other official on behalf of a Minister relating to a decision, request or comment made by a Minister, or a note of a Ministerial meeting, must be filed appropriately by the recipient. Private Offices do not keep official records of such e-mails or attachments.

Scottish Ministers, Special advisers and the Permanent Secretary are covered by the terms of the Lobbying (Scotland) Act 2016. See [www.lobbying.scot](http://www.lobbying.scot)

**From:** John Webster <john.webster@gov.scot>  
**Sent:** 06 December 2024 15:59  
**To:** [redacted] [redacted] <[redacted]@officeofthepresidentelect.com>  
**Cc:** [redacted]@gmail.com; [redacted] <[redacted]@mail.house.gov>; First Minister <FirstMinister@gov.scot>  
**Subject:** RE: Phone Call with President Trump  
**Importance:** High

[redacted]

**John Webster**  
Principal Private Secretary to the First Minister  
5th Floor | St Andrew's House | Regent Road | Edinburgh | EH1 3DG  
T: [redacted] | M: [redacted]



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From: [redacted] [redacted] <[redacted]@officeofthepresidencotelect.com>  
Sent: 06 December 2024 00:42  
To: John Webster <john.webster@gov.scot>  
Cc: [redacted]@gmail.com; [redacted] <[redacted]@mail.house.gov>  
Subject: RE: Phone Call with President Trump

[redacted]

From: [redacted] <[redacted]@officeofthepresidencotelect.com>  
Sent: Thursday, December 5, 2024 7:26 PM  
To: john.webster@gov.scot  
Cc: [redacted]@gmail.com; [redacted] [redacted] <[redacted]@officeofthepresidencotelect.com>  
Subject: Phone Call with President Trump

[redacted]

**5. Communication between Scottish Government officials and representatives of President-Elect**

**Tues Dec 3<sup>rd</sup> 15:41**

**[redacted]**

**[redacted]**

**[redacted]**

**[redacted]**