



Prior to joining Elmendorf Strategies, Barry LaSala served as Director of Federal Government Affairs at Microsoft Corporation. In that capacity he managed the company's strategic, legislative, and political relationships with Senate Democrats, key legislative committees, and the Democratic Leadership of the United States Senate. As the key liaison between the company and Senate Democrats, he worked to advance Microsoft's and the technology industry's agenda for delivering strong economic growth and innovation in the United States. He advocated

Microsoft's policy positions on a variety of public policy issues, including technology and broadband, tax, immigration and competitiveness, competition, privacy and copyright issues.

Before joining Microsoft, for five years Barry served as Counsel to Senator John F. Kerry (D-MA), when he served Chairman of the Senate Committee on Small Business & Entrepreneurship. He also advised Senator Kerry on his work on the Senate Committee on Commerce, Science & Transportation, and the Senate Finance Committee. In that capacity he provided strategic advice and counsel on business and international trade issues, technology, telecommunications, media and Internet policy, innovation, competitiveness and economic policy. In that role, Barry advanced Sen. Kerry's legislative agenda by drafting legislation, floor statements and public statements, providing legal analysis and strategic advice and coordinating message with the public relations and communications team.

Barry previously worked as an Associate at Dewey Ballantine LLP (now Dewey LeBeouf). At the firm he litigated international trade cases and served as a legislative advocate on a wide array of international trade policy topics such as Trade Promotion Authority, WTO Dispute Settlement and NAFTA market-access.

Prior to that, Barry served in a variety of capacities with the AFL-CIO Transportation Trades Department. He served as a legislative and policy advocate on behalf of 35 affiliated labor organizations in the transportation and building trades sectors; drafted policy resolutions, issue briefs, responses to regulatory proceedings on trade, transportation, labor, privatization, budget and appropriations issues and worked closely with affiliated unions to develop/implement legislative and press strategies.

Mr. LaSala received his law degree from the Georgetown University Law Center and a Master of Arts in International Affairs from the School of International Service at American University. He graduated cum laude from Frostburg State University.