

SELECT COMMITTEE ON
INTELLIGENCE

UNITED STATES SENATE



Additional Prehearing Questions for

Avril D. Haines

Upon her nomination to be

Director of National Intelligence

[From Senator Cornyn]

WestExec Advisors

QUESTION 1: According to your public financial disclosure report, you served as a “Principal/Consultant” for WestExec Advisors for nearly three years, from October 2017 until July 2020. In your response to the Committee’s questionnaire, however, you characterize your work with WestExec as “self employment,” and indicate that you were compensated by WestExec and other entities for “advisory or consulting” work. You further noted in the questionnaire that WestExec was a client or customer of yours.

A. Were you a principal at WestExec, or were you a consultant to the firm? Why does it say on your Questionnaire that you served as a consultant to the firm, when your financial disclosure shows that you were a “principal/consultant” for the firm?

I was called a “Principal” but was retained by WestExec as a consultant throughout my time with the firm -- i.e., as an independent contractor who performed consulting services for WestExec. On average I worked for less than a day a month for the firm.

B. Did you provide consulting services to WestExec’s clients? If so, what was the nature of those services?

Yes. WestExec Advisors provides strategic advice to clients. The services are tailored to the clients’ particular needs, challenges, and concerns. In my case, the nature of my consulting covered advice regarding issues such as cyber norms; national security threats; and testing, evaluation, validation and verification of machine learning systems by the Department of Defense.

C. Who were your clients?

At WestExec Advisors, I provided services to the following clients: JP Morgan Chase; Microsoft Corporation; Open Philanthropy; and Facebook.

D. Who were the clients of WestExec while you were receiving compensation from the firm?

I do not have this information -- I was not privy to the entire client list.

E. Please provide the Committee with a list of all the clients who retained WestExec's services from July 2017 through October 2017, and indicate which of those clients you provided consulting services to.

I started work for WestExec Advisors in October 2017 and am unaware of who their clients were prior to October 2017.

F. What was your compensation from WestExec during the three years of your association with the firm?

\$68,706.00