Welcome to TBD technology by design, I'm your host, Matt Perault.

So how do you make the case that the United Kingdom is a strong trading partner for the United States, right at the moment when the United Kingdom is exiting the European Union? Well, that's the job of Antony Philipson, who is the leading British diplomat for trade in the United States. He's got a tough job at a critical moment for the government he represents. But at least he's got a really cool title, Her Majesty's trade commissioner for North America. He stopped by on his way across North Carolina, as he met businesses throughout the state to emphasize that the UK remains open for business despite the turbulence of the Brexit process. So let's get started.

Majesty's Trade Commissioner for North America, Antony Philipson, welcome to the podcast. Thank you very much. It's great to be here. Thank you for joining us. So, what brings you Durham today?

Antony Philipson 1:02
A couple of things really. So, I am based out of New York. I'm also the Consul General up there. But as trade commissioner, I work with our trade and investment teams across the US and Canada. I am ashamed to say that I've never been to North Carolina before yesterday, but I spent yesterday in Charlotte, and then today in Raleigh, obviously here in Durham specifically. And we are just looking to keep building out our connections through our teams that are based down here. So, I'm traveling with our Consul General who's based in Atlanta say, this area. But we've just been see people at Duke, we're going to see people up to North Carolina State missing you will see a couple of companies will do some talks with British American business groups down here. And it's all part of just being more present more out there telling more people what our ambitions are for deepening and strengthening the relationship across all parts the United States. And I think you can only do it if you take it on the road.

Matt Perault 1:52
So what are your impressions on the road so far?

Antony Philipson 1:54
Very, very wet.

Matt Perault 1:56
Yeah, we haven't gotten any Carolina blue sky.

Antony Philipson 1:59
We drove up from Charlotte this morning through two hours and 40 minutes with a heroic driver called Matt who got us here in one piece, but I've long time since I've driven in rain like that,

Matt Perault 2:07
And anything other than the rain? How are the conversations with businesses going?
Antony Phillipson  2:11
So as I say, yesterday was Charlotte. And we talked to a very big business who's thinking about making a very big investment in the UK. So we want to make sure that we can help them think through that; all the way down to a really small high tech cutting edge startup being spun out of another big business, you've basically got three people in the UK and I think that just illustrates: we want to talk to anyone large and small, who can come and invest in the UK or can partner with UK firms out here in the US, to help us do more business, grow more jobs, more wealth, keep our economy is really sort of on that cutting edge going into the future.

Matt Perault  2:47
So why North Carolina are there particular things that make this a compelling place for you to spend your time?

Antony Phillipson  2:53
I think, if I can put this over simplistically, we we sometimes we sit in the UK, we think about the US people think, "oh yeah, I've been to New York, I've been to San Francisco," but the centers of economic excellence in this country are much more diverse in that. And that means that the centers of economic opportunity are much more diverse in that. One thing that we have done in our network here in the US over the last couple of years is to map state by state the relationship between those States and the United Kingdom, in order to be able to tell a more sort of granular story about what the United Kingdom economic relationship should mean. And so for North Carolina, we have assessed that the UK is the fourth biggest export market. And there are around 17,000 jobs that rest on exports to the UK. There are also about 38,000 jobs here in North Carolina that are created by UK investment in North Carolina. We are your biggest foreign employer, here in the state and we want people to realize that: a) we matter but secondly, that we have an ambition to take that relationship, as I say into the future. Total there are about maybe 50,000-55,000 jobs, but it needs to be more we need to keep growing and we need to grow together.

Matt Perault  4:06
So I'm curious about what your day to day work looks like. Everybody, I think, including producer Sarah, and I want to have "Her Majesty" in our title, you actually have it. Tell us about your job. What is it like on a day to day basis?

Antony Phillipson  4:22
Well, I'm doubly privileged. So I've been two titles. I'm Her Majesty's Consul General in New York and Her Majesty's trade commissioner for North America.

Matt Perault  4:29
You should you should get more into sharing; Sarah and I would like at least one of them. (Laughs)

Antony Phillipson  4:34
Let's take it offline.

But there is no day that's the same. I mean, I say it sounds a bit twitchy. But it really is a privilege to do these jobs. I travel a lot around the US and Canada. Earlier in this week. I was up in Albany in upstate New York having very sort of similar set of conversations. But again, it just illustrates the variety of the conversations that we need to have. We need to be talking about Across all the key sectors of our economy and talking to universities, we've just come from Duke, where we were talking about the work that they're doing on some of the climate issues, some of the social science challenges around how we talk about climate so that people realize, you know, what role they need to play. And then I talk to business groups, as I say, we do a lot of traveling around the US and Canada. I'm also very sort of still engaged with talking to departments back home so that our big economic departments are seeing the UK so the US forgive me and Canada, as sources of not only consumers and investors, but also sources of innovation and sources of ideas and best practice. And so my job day to day, which I love is putting all of that together, working with our trading investment teams, our Science and Innovation Network, our prosperity offices, our political offices, our consoles general and putting it all together into a compelling package that delivers real effect for the British economy.

Matt Perault  6:00
And how much does it feel like you're setting a policy agenda versus narrating a policy agenda?

Antony Phillipson  6:08
It's a really good question. I, I've been in the civil service for a long time. And I've had the pleasure of working at the center of government, including for the Prime Minister a while back. Simplistically, the way I think about it is that policy is set in in London; policy is made by departments in London. What we're doing out here, I think, is doing two things. We are implementing our policy priorities in a North American context. I would say that in talking to people at Duke and US companies who are looking at the UK as an investment proposition, we are certainly looking to inform that policymaking process in London, because there's no point in making policy that ends up not being a compelling proposition when it comes to taxation or skills, policy investment, access to talent and immigration framework. So we, we send a lot of that information back. But we're we're doing two things we're implementing but also then to pick up on your point. I think we should narrating the story of the UK and you need to narrate it with different voices  Even across the US, right? what we were talking about here in North Carolina will be different to what I was talking about in New York, the other day will be different to what I'll be talking about over on the west coast, right? Because you need to make it real for the people that you're talking to.

Matt Perault  7:20
When I asked: "are you a narrator?" I was thinking for the British government. But I guess it goes in both directions, because presumably, you're having these detailed conversations, as you described with a range of different types of businesses in North
Carolina. And I would think you're learning things in the course of those conversations. That's helpful to narrate back to the folks in London who are helping us set the policy.

Antony Phillipson  7:37
Absolutely no, I think it is a virtuous circle.

Sometimes people criticize civil servants who serve in countries that they say we go native and that we spend most of our time then we spend too much time; the criticism is sort of (that we are) lobbying London on behalf of our host government. I think that is a very conscious hope line to stay the right side of I don't think that's what we do. I think we want to tell a confident story about the UK here in North America. But as I say, we do want people in London to understand what North America is. And especially, you know, I've lived in the US, before I spent four years working in Washington, DC, and I have family, I've always had family actually, in the US, I spent a lot of time here as a, as a kid. I think we make a mistake in the UK thinking that the US is, you know, like us. It's really not, and different bits of the US are nowhere near the same as other bits of us. You've got to be here and then feeding that insight back on the ground.

Matt Perault  8:36
So how is how is the UK, not the US curious about what your observations are?

Antony Phillipson  8:41
I think there are differences. I mean, to be clear, there are some differences, but some synergies. The differences: I think there is scale. You know, this is a continent size country, and it's a big continent.

The UK truism but who cares if it's smaller. I think I think that people are different we have, we have a different history and a different sort of sense of our emotional connection to our past. And we are an island nation. I never think of the US as an island nation. We have a history that we talk about and teach in our schools that goes all the way back, certainly to 1066. And back beyond that. And obviously, the US has a particular history that we have played a part in, which, you know, I've I went to see Hamilton the other day, and I absolutely loved the fact that suddenly, you know, the story of the breach between us is this part of this global phenomenon on Broadway and the West End and everything else

So I think we have, we have different routes, but we have some shared ambitions, and I think we have some shared priorities. And what I love about my job, especially having here in the US and previous time here, is just bringing that together. I genuinely believe that the UK and US needs to have a special relationship. We need to think about how we are going to affect the world that we want to live. Whether it's on the climate agenda or whether it's on the security agenda, and at the end of the day, you know, the prosperity agenda is what we sort of put the wrap around what we do here on the trade and investment side. YAbsolutely crucial to both of us.
Matt Perault  10:11
So I assume that the thing that you're hearing most now, the anxiety, I would think that's coming through in conversations about Brexit. I'm curious, what you see is happening from here and what you're hearing from businesses, and are they anxious about it, they see it as opportunity? And how are you responding?

Antony Phillipson  10:31
Again, I think this is a really good example of an issue where there's just a huge variation of opinion. There are there are some who who do say that they are anxious about specific aspects of the process that we're going through to leave the European Union, which of course we have now done. And I think that the moment on the 31st of January when the UK left the EU, yeah. Even though we moved into this transition period where sort of nothing changed really nothing. We stayed for all intensive purposes being treated as an EU Member State, even though we are not as a matter of law, that I think is is hugely significant. And, again, part of the duration point you mentioned is being out here explaining to people what is happening, (and what they) trying to answer their questions where we can but also try to illustrate the opportunities. And whether that's building it out through a discussion about the opportunity of doing a UK us free trade agreement, which we are committed to doing, or whether it's, there are other areas where we can develop. And this is another case of being in North Carolina, we want to develop more of a state level conversation with economic development agencies, with universities, with state level legislators and governors. So I met the mayor and Charlotte yesterday, talking about, she's talking about things like meeting the infrastructure needs of Charlotte, and we have companies that can help with that. We're also addressing some of the same infrastructure needs in our country. So again, it's sort of to get back to your point (finally), you know, there is anxiety from some but I For most others, it's there's a real sense of opportunity. And there's a sense of curiousness about what does this mean for the UK? And that's what we're here to try and

Matt Perault  12:07
get that's really interesting thinking about curiosity, and opportunity. And then I guess the other word that comes to mind for me is scary, which I mean, not necessarily as a judgment on whether Brexit is a good thing or a bad thing. I think even if you're supportive of the move, it's it's a significant move. And I would think that there's there, it would be natural to experience fear about the unknown of what's ahead. Even if it's a decision that you're supportive of. Is that something that you experience? And how do you deal with it just that you're you're charting this incredibly new course. And you're a representative of government, this charting this new course? How do you deal with journeying into something that feels really unknown?

Antony Phillipson  12:48
I think there's a couple of aspects to it. First of all, I think it's really important to you know, we have a narrative about what the opportunities are of leaving the EU. Sure. Lots of other people have done narrative about it, and they are opinion and they're entirely entitled to that opinion. I've always believed actually, in any job I've done in
the 20 odd years I've been in the civil service telling someone that they are wrong to believe something is just not a very good way to any conversation.

Matt Perault  13:12
And yet, we still try.

Antony Phillipson  13:13
Well, indeed. But you know, we're humans. Yeah, we interact in a human way. Or at least until the machines take over. But so we need to be out there understanding where people are coming from; Understanding their sense of whether it's a company, do they have a bias towards opportunity or towards fear? And then, you know, unpacking that and working through it with them. We talk a lot, obviously, to business and business hates uncertainty. And I would really concede that one thing that has been created as a result of the process of leaving the EU is uncertainty and it's more in some areas than than others and it affects some businesses. So if I talk to a financial services firm in New York, it's quite focused on the uncertainty that's been created. How am I going to answer it? (If) I turn to a tech firm on the west coast; less about the uncertainty more about the opportunity. What are we interested to keep? You know, we read that there's an organization called tech nation, for example, released a report the other day that said that in 2019, we attracted $13.2 billion worth of VC investment into the tech sectors in the UK. That's up 4.9 billion on the previous year that happened during the period when other people are saying, well hang on what's going on here on on this Brexit process?

Matt Perault  14:26
So what's the not to stop you midstream, What do you think is the rationale for that? Is that anxiety about European tech regulation?

Antony Phillipson  14:34
No, I think, I think you know, positive than that. I think it's a sense that the UK over that period over the last two to three years has really heavily lent into creating an ecosystem in the UK that is incredibly attractive to tech investors...

Matt Perault  14:50
A regulatory ecosystem.

Antony Phillipson  14:51
Well, regulatory and policy around skills. We have the Lowe's corporation tax in the g7. We have foreign The best universities in the world we have, you know, a morass of other research institutions. And if you put that together, that's the tech. That's the ecosystem that attracts that massive amount of tech investment. ,

Matt Perault  15:12
I guess what I'm asking is, you may not be able to answer this, but is it happening because of Brexit, or in spite of Brexit? And one one big feeling that I had about what industries position was on European technology regulation, for instance, is that it was
going to have a long run negative effect on VC investment. And so there are studies that I’ve seen, for instance, one out of the University of Illinois, I believe about declines in VC investment in Europe in the wake of GDPR. (GDPR is the new privacy regulation in Europe). And that's not to say that the GDPR is either good or bad, but the data at least from this preliminary study, and admittedly is preliminary was that it's having a negative effect on VC investment. So Brexit I could see as a driver of increased investment in the UK or maybe it just happens in completely independent of Brexit.

Antony Phillipson  16:07
I think what the the process of leaving the EU the process of working up to the 31st of January 2020, when we left and now the period since that all affects the context in which people are choosing to do business and I have always believed as well people get to Choose Yes to invest in UK with a compulsion to it. And I feel that they will look at the mix of our policy offer or regulatory offer. They'll also look at quality of life issues. I think there is an issue, people have been attracted to live in the UK for quality of life issues, as well as other sort of more commercial incentives. Alongside that, they will be making decisions about whether they come to the UK instead of somewhere else in Europe, or they'll be making a decision whether to come to the UK instead of going to Singapore in four years, of course. So I think you know, these are highly mobile investors, they are looking for opportunity. And I think what we have done in the UK committed to doing going forward is to keep creating that opportunity. So in that sense, I think it's independent of Brexit. I don't think it's either driven by Brexit or required by Brexit. And just one quick point of detail, I guess, you know, the UK is part of GDPR. We adopted it along with the rest of the European Union. And so we've still had that wave of investment coming in over the last year.

Matt Perault  17:23
So that goes in the direction of the other line of questions that I'm curious about, which is how will Brexit affect Technology Policy in the UK? And I assume there, as you described, there'll be components that you will be inclined to adopt from the European Union. And then I would think that in other areas, you might chart an independent course. How are you thinking about it at this stage?

Antony Phillipson  17:43
We are we have just begun this next phase of negotiating a future economic arrangement with the EU. The Prime Minister made a big speech a few days ago, where he talked about an ambition to agree a free trade agreement. The more of it will be a free trade agreement within that we have set out what we aim to do on on data issues and data equivalence as part of that future relationship, but at the same time, and actually, just today, we have published our very clear intent or stated our very clear, intended statement to Parliament, about our ambition to deepen and strengthen our relationship with the rest of the world. So this is what leaving the EU does allow us to do now's us to take more direct control over certain policy areas. We will look to agree, arrangements with others, that our aim is to give people the best possible offer for continuing viewing the UK as a compelling place to do this.
Matt Perault  18:43
Yep. So what’s so it sounds like privacy might be an area of alignment as at least as you describe it,

Antony Phillipson  18:49
I think we’ll wait to see how it plays out. You know, we will do what I’ve always hoped we will do is we will make strategic assessments about where we want to position the UK and the global economy and then format Relationships with third parties, whether it’s the EU or the US or others to deliver that objective.

Matt Perault  19:06
Can you foresee particular areas of divergence at this point?

Antony Phillipson  19:11
No, I don’t think I can, because I think that needs to come out through the negotiation. We will not be part of the single market, we will not be part of the Customs Union, we will not be part of the EU frameworks that we have been part of for the last 40 odd years. And we’ll have to see what arrangement we reach with the EU and what arrangement we reach with others. But at the core of it, as I say, as a sense that we still want people to look at us and see us as a compelling place to come and invest to come and create innovation to develop the technology of the future. We’ve done it very successfully over the last 20 years. One area that we we talk a lot about, and again talking a lot about in Charlotte yesterday was FinTech a lot, lots of places, talking of very big game about FinTech, and I think there’s something very, very Citing going on in Charlotte, which I did not know about until I visited them yesterday, people think about us and FinTech, they think New York, they think San Francisco, but something very special going on in Charlotte. And there has been something very special going on in London, but also in Edinburgh and other parts of the UK. And that’s, again, going back to what my job is, is to try and bring those conversations together and create opportunity.

Matt Perault  20:20
So I’d love to hear more specifics about that. What is very special...

Antony Phillipson  20:24
In Charlotte or London?

Matt Perault  20:25
Both.

Antony Phillipson  20:27
So let me start with London. Because it’s the one I’m more familiar with. I think what we have done in London is it’s we’ve obviously had, I would say that London is it has been one of the world’s great financial centers, probably THE great financial center, maybe competing with New York over the last sort of couple of decades. And it hasn't
been static it is it has grown and evolved, but the particular sort of web of economic or financial services activity that we have created there the depth of the liquidity of our capital markets, plus now the investment in tech and the investment in skills, and the creation of an ecosystem that people want to invest in, I think those two things have come together in a really creative and dynamic way. (We have) generated this this real center of excellence in FinTech. I think regulation has also played a part, regulators have been prepared through what they call the regulatory sandbox, to allow people to sort of, you know, test a few things at small scale. And if it works, you can scale it up.

Matt Perault  21:26
Can you explain? Can we just can we spend a little time on that? Because I think the regulatory sandbox model is fascinating. I hadn't heard about it until the last couple of years. And I think it's a wonderful way to think about technology because it allows so much experimentation. So can you just explain the concept and then how it's applied in FinTech?

Antony Phillipson  21:43
I can certainly explain the context as I understand it. Sort of picking up on how I framed it a second ago, people, (I think) when they tend to think about regulation, they tend to think about sort of almost a blanket that you put over a category of activity. And it's top down and it's cautious.

Matt Perault  21:59
And perpetuity; you set the agenda.

Antony Phillipson  22:01
And that's only one way. You layer regulation and regulation and regulation. Yep. I'm not saying that in some areas. That hasn't been the case. My time as in the civil service, people have always accused the British government of gold plating regulation, which I think is just not always fair. But I think in this specific area, and it's interesting, in my view, in the area of financial services, given the experience that we and others went through after the global financial crisis in 2008 2009, you would have thought that maybe people would have got more cautious and more risk averse. But actually, what I think we have seen in this specific area of FinTech is a sense that, you know, this is a new emerging technology, we don't know, necessarily how it is going to play out. We do know, I feel this quite clearly as as a civil servant and someone who's always worked on the government side of these debates that I think government does have a duty to regulate in the interest of its citizens. But what we have tried to do in this area is not to over regulate not to, you know, regulate to Soon and sort of crushed sources of innovation. And until we know what, what they are, and we're gonna do it. And there are two areas that I tend to talk about, just slightly diverge on this one. One is FinTech, when I say, the sandbox concept of allowing a little bit of testing and innovation, in certain areas, and then it as I say, if it meets the test of still providing for consumer security and still allowing for innovation, then
you can scale it up and allow people like Revolute and Munzo, and Transferwise, to sort of, you know, to scale their activities and become unicorns.

Matt Perault  23:35
Right. So the sandbox concept is defined by limited duration typically; that it would be an experimental period for some period of time.

Antony Phillipson  23:44
I think so, I mean, this is why the word sandbox isn't great, because it could mean lots of things. So you know, playing around and seeing does a sandcastle work and if I get this one to stand up. I'm going to build a whole castle, here we go.

Matt Perault  23:55
Yeah, I guess I guess the thing I'm trying to sort of pin down is like what are the elements of a sandbox model as of To typical regulation as we know it. And I sort of think it's it is some amount of limited duration, so some sort of test period and then outline of best practices for operation during that test period. But then I think it’s, it's some amount of legal immunity for companies who comply with those best practices during that period of time, so as to permit experimentation, and see if the companies behave, how the companies behave, and then see if the regulatory model is the right one. I've also thought it lends itself in a really helpful way to data collection. So that is something I think that at least looking at other regulation, I think it’s sometimes a feature but often not where you set up a model. And then you say, and this will just be the model in perpetuity. And we're not really going to evaluate impact, or we're not going to set up mechanisms for tracking data to see if the model functions as we want it to a sandbox seems to lend itself well to this and that you could look at something like you could update around money laundering and you could say for one year period, this is going to be the regulatory model that applies and we're going to track data closely to see if how money laundering either increases or decreases over that time. And if we don't like how that unfolds, we'll change the provision on money laundering at the end of that period so as to have a better regulatory model.

Antony Phillipson  25:12
I think that's right. And I think there's two words you use that I think are really powerful. And this one is "experimentation," which you don't normally think about when you think about regulators. And the other one, is that sort of sense of creating a controlled environment. I'm not a scientist. So if anything, I'm a historian, but you know, that sense of control process against which you're going to set aside allowing something to play out and see what happens? Always coming back and evaluating.

Matt Perault  25:36
Right. Going back to what I sort of said earlier about fear, which I think has doesn't necessarily have to be a judgment on the substance of policy. The question is, how do you deal with uncertainty in the future? And how do you deal with the feel fear of scariness about what might happen and technology raises fears for people and especially something like FinTech where people think, you know, my money is it
stake are my livelihood is at stake, my well being my financial well being is at stake. One way to counter that is to say we’re going to experiment but in this cabined way, so if the there are harms that we can anticipate we’ll be able to address them.

Antony Phillipson  26:13
Yeah, no, I think that’s right. I think, again, I probably say this as a citizen financial services, not something that people spend a lot of time thinking about. But a) it’s, it feels immediate and material. It’s my money sitting in a bank account, someone steals it. But also, I just think, and again, this is, in my view, the something that's still, you know, an enduring sense after the global financial crisis that (if) the financial services sector gets into trouble? The whole economy gets into trouble. I mean, it's not just a vertical.

Matt Perault  26:45
Right. And then I think on the flip side to the other thing about it is that, at least in the US, and you probably experienced this going back and forth to London, there's so much that's broken about FinTech related things, consumer products like payments. For instance. relative to the UK where you can put your phone on a reader at almost any business and you immediately pay in the US, I think a relatively small number of businesses have adopted Apple Pay, and there aren’t that many alternatives to Apple Pay if you want to pay digitally. So it seems like an area where I understand the fear, but there also is an opportunity for improving the consumer experience.

Antony Phillipson  27:20
I think I think that's absolutely right. And that's this is where I, as I say, I do think that the UK has stolen a bit of a march on other FinTech locations. Whether it's by design or just as a result of a confluence of progressive regulation, permissive policy, and also consumer attitudes. I mean, I could come up with an exact figure but the UK consumer, we embraced e commerce like nobody. To some people that's not an unalloyed good It means we've lost the bricks and mortars and high streets and of course shops have gone because right but we really went for ecommerce in a big way. And I think you know, if you were now to turn around to the UK consumers, and again, maybe citizen hat on Sure. And say right, you can't pay with contactless anymore. Riots! I mean, this is just now become so key. And it's so it's gonna sound a really silly example and I do want to come back to the second issue. In New York I was I use the subway a lot. subway gets a lot of criticism. And actually, I think the UK the London subway is the improvement there. Again, it's something that we can bring that story over here and illustrate to people and yet we used to do it through wonderful Brit called Andy Byford who was running the MTA. And one thing he had he has done is you can now go and pay for a subway ticket at the barrier with your phone. They're not in every station yet. But I walk into them now and I see people looking they go: "Wow, what's this?" and you they hold the phone over it and they can go through!

Matt Perault  28:51
Yeah, no more MetroCard.
Antony Phillipson  28:52
It's fantastic. So you know, that's the opportunity. But the second area I wanted to mention because I think it goes to your point, you know, Some cases fear or certainly the unknown that I think we have focused a lot on is artificial intelligence. You know, what is artificial intelligence going to do? (What will it do) to our way of life to us? How do we make it? We obviously talk a lot about opportunity when we talk to companies and the people investing in a big way in that space. But to consumers, artificial intelligences (might make them say) "Woah, what was that?" And, again, I think there's an echo here of the sandbox, because I think, for me, at least, one of the key issues that underlies all this is let's find a way of not having to answer the questions prematurely. If you decide now, that's what any economic activity is gonna look like. And this is what I'm worried about. So I'm going to regulate now. Right? It may happen, you may stumble into the right approach, or you may crush innovation. That's what we're trying to sort of avoid. We have set up something called the center of data ethics, which again, brings together public sector private sector and academia. It's trying to identify the questions that we will need to address in terms of handling people's quite legitimate concerns, and in some cases, totally unknown fears about the impact of artificial intelligence, on our society, on our economy, on our on our way of life. (Their approach is): let's identify the questions, and then let's work out the ways to work through them in a sort of sandbox-y type way. And I think that's that's what we have to do. And I feel that in all these areas, we need a much more engaged public dialogue about the future of our economy.

Matt Perault  30:44
Yeah. Well, the word you use before, which I thought was fantastic is curiosity, which is not typically the word that I would use to define the current conversation around tech policy. And it's kind of position agnostic. You could be you could think artificial intelligence is the best thing you could think it's the worst thing. Either way, having some curiosity about the technology and curiosity about the regulatory model that would be the best fit for the technology, I think opens up options in a productive way.

Antony Phillipson  31:10
I couldn't agree more. I think there's curiosity and and the other one is trust. Do we trust our governments? Do we trust our regulators? And I think the duty and the incumbent duty on us as the government side of that is to pursue these issues in a way that is open and engages the public. So that we we earn their trust, because they say we want them to be curious rather than just sort of believing what they've been told about something. Which may be right, but may not.

Matt Perault  31:39
So you're in the great city of Durham, you're headed to Raleigh. What is the rest of your North Carolina trip look like?

Antony Phillipson  31:44
I'm afraid it's not long enough. So we're off to Raleigh after this and then I fly back to New York early tomorrow morning. But I very much hope I'll be back.

Matt Perault  31:53
and you have an opportunity to try some North Carolina food tonight.

Antony Phillipson  31:58
I look at my colleague I say this is shaking his head. Maybe?

Matt Perault  32:03
Maybe it doesn't sound good enough. So Raleigh has fantastic food.

Antony Phillipson  32:07
Where should I go? What should I eat?

Matt Perault  32:09
So I am very partial to this place in part because I think it is quite unique. It's Beasley's Chicken and Honey. So you can get a very good fried chicken biscuit or you could get a hot chicken sandwich which if you like spicy food is delicious. So the the hottest pepper in the world. I think it's either the first or second is the Carolina Reaper pepper, which I wish we in North Carolina could take credit from but it's actually a South Carolina pepper. And Beasley's has a Carolina Reaper chicken sandwich. So you get delicious fried chicken and then you get the heat from the pepper. It's great. And it's sort of diner style and stuff. It's good.

Antony Phillipson  32:44
Very good. What I fear we may not get there this evening, but I will be back. We'll go to Beasley's.

Matt Perault  32:48
Yeah, well, the best way to lure you back is if you can go to one good food place while you're here. Then you'll then you'll start booking your next trip.

Antony Phillipson  32:56
Very good.

Matt Perault  32:57
Thanks so much for coming on the podcast.

Antony Phillipson  32:59
Thank you for having me.

Matt Perault  33:03
This has been TBD technology by design, a podcast hosted by Matt Perrault. Produced by Sarah Cromer, with music by Velvet Negroni.