



U.S.-Bahrain Business Council

CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA



U.S.-Bahrain
BUSINESS COUNCIL

Dear Colleagues:

The United States and the Kingdom of Bahrain have long shared a meaningful and strategic relationship based upon mutual respect and the maintenance of regional stability. For more than half a century, Bahrain has served as host to the U.S. Navy, and for the past 40 years, the U.S. and Bahrain have enjoyed strong and mutually beneficial diplomatic relations – a notable feat given the dynamic geopolitical shifts of the Middle East. Yet many of the commercial aspects of this relationship are not well known or understood by policymakers in Washington D.C., or the business community at large.

More than a decade has passed since the governments of Bahrain and the United States first sought to liberalize trade between their two countries. While the signing of the U.S.-Bahrain Free Trade Agreement in 2006 was vital to establishing a framework that would help to support and encourage new partnerships and collaboration between American and Bahraini companies, Bahrain's acclaimed economic infrastructure and business-friendly climate has provided tremendous growth opportunities for wide array of industries. It is, therefore, no surprise that the U.S.-Bahrain bilateral commercial relationship has grown very significantly since then.

Bahrain has established itself as the Middle East's most open market with the most liberal business environment. This distinction was not earned overnight. Bahrain has taken considerable measures to create conditions that are ripe for commercial and bilateral trade success. Bahrain has diversified its economy, and by emphasizing several potential growth areas, the government is working to encourage investments in sectors such as information technology, finance and tourism, while continuing to manage its well-established role as a leader in hydrocarbon extraction.

As co-chairs of the U.S.-Bahrain Business Council (USBBC), we are honored to be partners in this effort and at such a pivotal moment in the U.S.-Bahrain relationship. The USBBC is well positioned to build upon the ties between the U.S. and Bahrain business communities, while encouraging closer economic cooperation. During the coming year, we will work to revitalize the framework for collaboration embodied in the U.S.-Bahrain Free Trade Agreement, and carry out a robust program of work for 2012 that will be of value to companies in both countries.

We invite you to join us in this critical effort to expand bilateral engagement, as well as trade and investment between the United States and Bahrain.

Ian M. Davis
Vice President,
Occidental Petroleum Corporation
Co-Chair, U.S.-Bahrain Business Council

Khalid Al Zayani, Chairman
Chairman, Al Zayani Investments, Bahrain
Co-Chair, U.S.-Bahrain Business Council

About the U.S.-Bahrain Business Council

The U.S.-Bahrain Business Council (USBBC), www.usbahraincouncil.org, is the premier business advocacy organization dedicated to strengthening the economic and commercial relationship between the United States and Bahrain. The Council is comprised of American and Bahraini companies, whose goal is to expand two-way trade and to strengthen economic cooperation.

Established in 2006, the USBBC is led by a board of directors and administered by an executive director. Ian M. Davis, vice president, Occidental Petroleum Corporation, and Khalid Al Zayani, chairman, Al Zayani Investments, serve as co-chairs of the USBBC.

The USBBC is part of the U.S. Chamber of Commerce. The Council has full access to the Chamber's congressional and legal affairs divisions, as well as various Chamber institutes and entities. This access can be used to leverage Council policies, programs, and initiatives.

The Council furthers its mission and members' interests through an extensive array of programs, outreach to Bahrain and U.S. government officials and business leaders, and by producing and distributing publications that detail Council activities, objectives, and commercial studies.

Mission of the Council

The broad purpose of the U.S.-Bahrain Business Council is to provide an international forum to stimulate business relations between the two countries, to identify opportunities for expanded relations, and to propose solutions to problems the Council identifies in the U.S.-Bahrain economic and commercial relationship, which includes optimizing the shared economic benefits of the U.S.-Bahrain Free Trade Agreement.

U.S. Presence

The USBBC, located at the U.S. Chamber of Commerce in Washington, D.C., is the chief organization advocating on behalf of U.S. companies operating in Bahrain. Council members meet regularly with the U.S. Ambassador to Bahrain and other high-ranking U.S. officials.

The USBBC works closely with the Embassy of Bahrain in Washington to organize business forums and events with senior Bahrain and U.S. government officials. These events are not only held in Washington, D.C., but throughout the United States. The Council also works closely with the U.S. Embassy in Bahrain to promote bilateral commercial ties.

Bahrain Presence

The USBBC regularly collaborates with like-minded organizations in Bahrain, such as the Bahrain-American Chamber of Commerce (AmCham Bahrain). Through strategic cooperation, both organizations focus their efforts on advocating greater access for USBBC members while advancing our organizations' policy priorities.

The USBBC also partners with organizations working in Bahrain to monitor ongoing economic, legislative, and political developments impacting member interests.



Ian Davis (left), Vice President, Occidental Petroleum Corporation and Co-Chair of the U.S.-Bahrain Business Council and Khalid Al Zayani (right), Honorary Chairman, Al Zayani Investments, Co-Chair of the U.S.-Bahrain Business Council discuss U.S.-Bahrain commercial relations at the U.S. Chamber of Commerce.

USBBC Objectives

The overall objective of the USBBC is to enhance the economic and commercial relationship between the United States and Bahrain.

Specific objectives include the following:

- Consider the U.S. and the Bahrain policies and practices that affect the economic and commercial relationship between the United States and Bahrain. Consider Council members' interests in increased trade and investment between the two countries and issue public statements on those policies and practices.
- Serve as an advocate before executive and legislative branch officials in the United States and Bahrain for Council members' interests in liberalized trade and investment policies, and transparent, fair, and prudent regulatory practices.
- Inform policymakers and business leaders of the opportunities for increased bilateral trade and economic cooperation created by the 2006 U.S.-Bahrain Free Trade Agreement.
- Advise on U.S.-Bahrain economic relations based on the views of Council members to officials of the U.S. government and to state and local governments in the United States.
- Expand business ties between the United States and Bahrain by providing opportunities for Council members to meet senior U.S. and Bahrain executives and discuss business and government policy matters of common interest.
- Increase public understanding in the United States and Bahrain about the importance of the economic relationship between the two countries and develop support for the Council's positions on economic policies through public meetings and the dissemination of reports and press releases.

Join USBBC

There are a range of promising opportunities for dynamic programming in the coming months related to enhancing the commercial relationship between the United States and Bahrain, a country with which we enjoy a Free Trade Agreement and an important strategic relationship.

Lionel C. Johnson

Vice President, Middle East and North Africa Affairs
Chamber of Commerce of the United States of America

Membership

Four levels of USBBC membership

- **Founding Corporate Membership** is granted to corporations that have contributed at least \$10,000 at the time of the U.S.-Bahrain Business Council's inception.
- **Chairman's Circle Membership** is granted to those corporations, partnerships, or similar organizations that pay at least \$10,000 in annual dues.
- **Corporate Membership** is granted to any U.S. corporation, partnership, or similar organization that pays at least \$5,000 in annual dues.
- **Associate Corporate Membership** is granted to any corporation, partnership or similar organization with less than 20 employees that pays at least \$3,000 in annual dues.

Member Services

The USBBC focuses on three primary services for its member companies: policy formulation and advocacy, business expansion, and network development.

Policy Formulation and Advocacy

The USBBC serves as an advocate for member companies on macroeconomic, investment, and trade policies that enhance the ability of member companies to garner market access. The USBBC is the principal venue for addressing these and other issues with both the U.S. and Bahraini governments.

Business Expansion

The USBBC gives significant attention to the expansion of business opportunities for its member companies. It works to identify projects, ventures, and partners that facilitate increased business for member companies.

Network Development

The USBBC seeks to establish formal and informal relationships with like-minded organizations in both the United States and Bahrain. It also works to establish strategic ties with existing business development organizations in Bahrain.

Member Benefits

Founding Corporate Membership

- Members at this level automatically offered a seat on the Council's board of directors and recognized throughout the life of the Council as Founding Corporate Members.
- Priority invitations to CEO-level briefings and bilateral meetings with U.S. and Bahrain government officials.
- Exclusive, company-specific strategic advisory services.
- Leadership opportunities in trade delegations and missions, annual meetings, and events.
- All Chairman's Circle Membership benefits listed below.

Chairman's Circle Membership

- Access to senior-level leadership of the USBBC.
- Increased visibility for branding.
- Priority seating at all events, programs, and activities conducted by the Council, in addition to all Corporate Membership benefits.

Corporate and Associate Corporate Membership

- Eligibility for membership on the board of directors.
- Invitations to CEO-level briefings and bilateral meetings with the government of the Kingdom of Bahrain and the U.S. government.
- Company exposure to key events, discussions and opportunities to host government of the Kingdom of Bahrain or U.S. delegations and ministers.
- Sponsorship opportunities, member-only events, executive trade delegations, and briefings with U.S. and Bahraini government officials.

Honorary Board Members

- The U.S. Ambassador to the Kingdom of Bahrain and the Kingdom of Bahrain Ambassador to the United States are honorary Council board members with nonvoting status.

Contact Us

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