



مجلس الأعمال السعودي الأمريكي  
U.S.-Saudi Arabian Business Council

Annual Report | 2019

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# Letter from CEO

Dear Members of the Business Council,

I wish to extend my personal thanks and appreciation to the Board of Directors, Council members and staff of the U.S.- Saudi Arabian Business Council. Having recently joined the Council as Chief Executive Officer, it is my honor to represent you all and recognize our Co-Chairmen Mr. Abdallah Jum'ah, Chairman, The Saudi Investment Bank, and Mr. Steve Demetriou, Chairman and CEO, Jacobs Engineering Group Inc. I want to thank you as well as my colleagues for a warm and productive welcome.

When I joined the Council in December 2019, I found a strong organization that had a very active and productive year. Throughout 2019, the Council organized numerous executive networking events, business roundtables, two trade missions, among other activities.

This year marks the 75th anniversary of the historic meeting between U.S. President Franklin D. Roosevelt and H.M. King Abdulaziz Al-Saud, an especially significant date to me, my family, and the Business Council. This meeting, aboard the U.S.S. Quincy, became the formal establishment of diplomatic relations between our two great nations. We share a very special bond in not only business and commerce, but also history and friendship. I am particularly pleased to be joining the Business Council at this milestone.

Through this special partnership, the Business Council's underlying mandate it to offer relevant programs and services to benefit you and your company's market strategies and growth in the Kingdom of Saudi Arabia. I encourage you to reach out to me and any of our team for your input and participation, in order to gain advantage of what we can offer you.

On behalf of the Board of Directors and our Council team, we thank you for your membership in our organization and we look forward to partnering with you in 2020. Our goal is to be in closer contact with you, and add value to your membership through programs and services. We are always ready to assist in advancing your business interests between the U.S. and Saudi markets. Let us speak with you about what we have to offer in making big things happen in 2020.



**H. Delano Roosevelt**  
*Chief Executive Officer*  
U.S.-Saudi Arabian Business Council



# 2019 Highlights

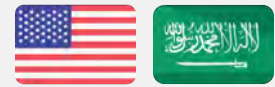
This year the Council made important inroads with key industrial sectors, crucial stakeholders and Saudi Government entities, with a focus on shifting strategy to align with the principles presented in Vision 2030. As part of this strategy the Council designed and carried out more than 12 premier events with 790 participants, highlighting opportunities in the U.S. and Saudi markets.



**223**  
Member  
Companies



**24**  
New Members



**93 130**  
Membership



**23** Events in  
**12** Cities



**18**  
USSABC  
Events



**790**  
Attendees



**2**  
Trade Mission



**\$18.9 M**  
Council Supported  
Exports



**+100**  
Companies  
Served

# Trade Missions

## DELIVERING CHANGE: INNOVATION AND LOCALIZATION BUSINESS DEVELOPMENT MISSION TO SAUDI ARABIA

The Council organized a delegation of 10 companies to Saudi Arabia's Future Investment Initiative (FII). The mission, which began October 27th and ran until October 31st, entailed several briefings with major government entities and companies like SAGIA, NEOM, Qiddiya and Mayer Brown along with tailored one-on-one meetings and attendance to the FII. The delegation, comprised of companies interested in joining Saudi Arabia's ongoing transformation, represented a wide array of sectors including defense, pharmaceuticals, workforce training and development, information technology, digital manufacturing, autonomous vehicles, satellite technologies and cybersecurity among others.



**10**

Participant Companies



**100**

1:1 Meetings Arranged by Council



"Securiport highly recommends the council's mission. Their expertise and contacts in the market are invaluable. What would have taken us months to plan and organize was made possible in less than a week."

**ANNA KLAPPER**

Director Marketing Communications at Securiport



"Well organized, with attendance from influential executives and many leads."

**MARKOS APOSTOLIDES**

Business Development Director at Jacobs

## AIRPORT MANAGEMENT, CONSTRUCTION AND MODERNIZATION MISSION

The Council led a delegation of 11 companies and 3 U.S. airport directors to Saudi Arabia for an Airport Management, Construction, and Modernization Mission from December 7-12, 2019. Spencer Dickerson, Senior Executive Vice President of Global Operations at the American Association of Airport Executives, John Selden from Hartsfield-Jackson Atlanta International Airport, Sean Donohue from Dallas/Fort Worth International Airport, and Lance Lyttle from Seattle-Tacoma International Airport participated in the mission.



**SPENCER DICKERSON**

Senior Executive Vice President of Global Operations at the AAAE



**JOHN SELDEN**

General Manager of Hartsfield-Jackson Atlanta International Airport



**SEAN DONOHUE**

CEO of Dallas/Fort Worth International Airport



**LANCE LYTTLE**

Managing Director of Seattle-Tacoma International Airport

# Membership



The Council serves **223** companies across a variety of industries and provides individualized services to members in the United States and Saudi Arabia. Member benefits include business advisory services, visa facilitation services, market research, and consulting.

## MEMBERSHIP IN NUMBERS

**24** New Members

**93** U.S. Members

**130** Saudi Members

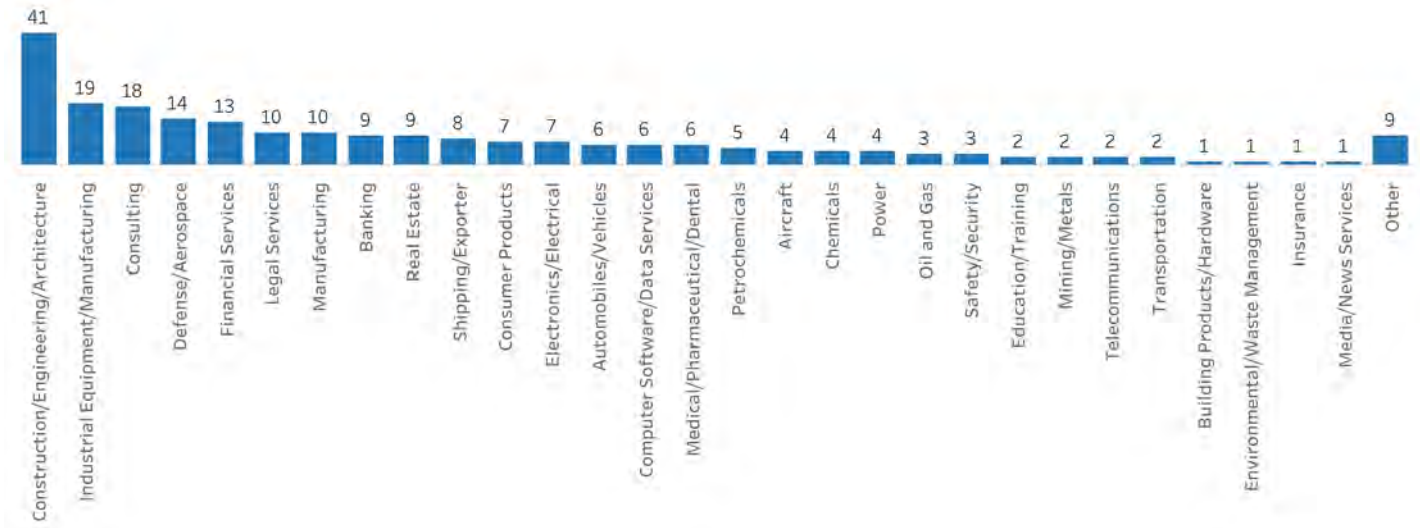


Membership services provided in 2019 by Council experts include:

- Opportunities to network with member companies with related interests
- Identification and evaluation of potential business partners
- Advice on cultural protocols and business practices in Saudi Arabia
- Consultation and trouble-shooting with relationships among partners
- Advice on labor and regulatory issues
- Analysis of import regulations and exports
- Conducting in-person training on “Doing Business in Saudi Arabia”
- Providing proprietary industry reports
- Inviting members to exclusive and substantive events

# Membership

## Membership Companies By Primary Industry Type (2019)



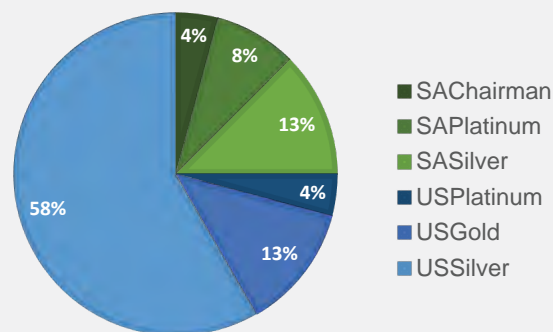
## New Members

In 2019, the Council welcomed 24 new members:



- NEOM
- Al Salem Johnson Controls
- The Law Firm of Mohammad AIDhabaan & Partners in Association with Eversheds
- Apparel Trading Co., Ltd
- SAB Express
- Dar Massader Trading Company
- Velox Global Services
- HudsonAnalytix
- NEXTracker Inc.
- SOS International
- Tronox
- BDO USA
- Vision Technologies
- Secureworks
- Riyadh Bank
- Huntington Ingalls Industries
- Hightowers Petroleum Co.
- Marmeda
- Halo Maritime Defense Systems
- Piper Jaffray & Co
- Applied Archetype Solutions
- Jones Group International
- SAIC
- Security Strategies Today

New Member Companies by Membership Level



# Council Events & Outreach

## EVENTS & PROGRAMS



### Council Hosts Luncheon for U.S. Standards Trade Mission

On March 13, 2019, as part of a trade mission to Saudi Arabia organized by the American National Standards Institute (ANSI) and U.S. Department of Commerce, the Business Council was pleased to host a luncheon with the delegation. During the luncheon, mission delegates had the opportunity to network with top-level members of the Council. The primary goal of the mission was to facilitate increased commercial ties between the U.S. and Gulf markets, by establishing new connections and deeper engagement.

### Council Holds Doing Business Seminar in Minnesota

On March 13, 2019, the Council delivered a presentation on doing business in Saudi Arabia in Minneapolis, Minnesota and met with Minnesota companies interested in the market. Presentations were delivered by David Callahan, Senior Vice President, USSABC, and Jamil Alothman, Senior Advisor, Industrial Strategies, and served to introduce the Council, provide an overview of current Saudi initiatives, and discuss opportunities in different industry sectors. Minnesota companies in attendance were involved in automotive, chemicals, mining, healthcare, and more.



### USSABC Exhibits Saudi Aviation Sector Opportunities

The U.S.-Saudi Arabian Business Council exhibited at PBExpo held in Ft. Lauderdale, Florida from March 13-14, 2019. PBExpo, presented by PartsBase, is an aviation, aerospace, and defense tradeshow focused on showcasing emerging e-commerce technologies, digital transformation, aircraft parts and critical B2B tools. The Council's Business Strategy Advisory Will Brodt and Director Ishtiaq Hussain attended the show and counseled U.S. companies on opportunities in the Saudi aviation sector. Both Mr. Brodt and Mr. Hussain discussed with companies specific opportunities in the defense and aviation sectors as part of Saudi Arabia's new localization initiative.



# Council Events & Outreach

## EVENTS & PROGRAMS



### Council and Riyad Bank Host Breakfast Briefing in Houston

On April 23, 2019, the U.S.-Saudi Arabian Business Council, in collaboration with Riyad Bank, hosted a breakfast for members and non-members at the St. Regis Hotel, Houston. The event was attended by major companies such as Council members SABIC, Aramco Services, KBR, Bechtel, and McDermott, as well as other top tier companies in the Houston area. Michael Meiss, General Manager, Riyad Bank, Houston Branch, and Ishtiaq Hussain, Director, U.S.-Saudi Arabian Business Council, welcomed guests. Mr. Hussain highlighted the opening of the USSABC Houston office, the Council's upcoming events and opportunities in the Saudi Arabian market for U.S. companies.

### USSABC Hosts Aviation Breakfast Briefing in Houston

On May 7, 2019 the U.S.-Saudi Arabian Business Council, in partnership with the U.S. Commercial Service, hosted a breakfast briefing for companies interested in capitalizing on the Saudi civil aviation market. The event was organized in advance of the Civil Aviation Mission and over 20 businesses joined the former Council CEO Edward Burton and the Commercial Counselor for Saudi Arabia, Nasir Abbasi, for an in-depth discussion about civil aviation in the Kingdom.



### Council Organizes Roundtable with TAQNIA in Washington, D.C.

The U.S.-Saudi Arabian Business Council organized a roundtable discussion on technology and innovation on May 7, 2019 at the Washington office of Chairman's Circle member Mayer Brown. Over 35 business representatives joined our board member Charles Hallab and Eng. Majed Alonazi, Senior Executive for Special Projects for The Saudi Technology Development and Investment Company (TAQNIA). Eng. Majed delivered a detailed presentation on TAQNIA's special projects related to energy & renewables, water technology, advanced materials, satellite and ICT, security and defense, and life science and health. TAQNIA, focused on research and development efforts in the Kingdom, is looking for U.S. partners to assist in development and transfer of technologies to grow Saudi Arabia's non-oil sectors.



# Council Events & Outreach

## EVENTS & PROGRAMS



### USSABC Holds Executive Briefing in Indiana

On May 23, 2019, the Council hosted an Executive Briefing in Indiana in order to connect with over 30 innovative and tech driven companies based near Indianapolis. Council former CEO Edward Burton discussed the economic diversity Saudi Arabia is expanding upon especially in Defense and Aerospace, Civil Aviation, Cybersecurity, Healthcare, ICT, Renewable Energy and Sports and Entertainment. Presenters included leaders from member companies like SABIC and TAQNIA International along with the Indiana Economic Development Corporation.

### Council Hosts Ambassador Abizaid in Riyadh

In June, the U.S.-Saudi Arabian Business Council hosted an executive reception in Riyadh in honor of General John Abizaid. The reception served to introduce the Business Council and its membership. The reception was attended by approximately 50 American and Saudi Chairman's Circle and Platinum members of the Council.



### USSABC Organizes Member's Only Roundtable Discussion with Martina Strong, Deputy Chief of Mission at the U.S. Embassy – Riyadh

On June 25, 2019, the Business Council was pleased to hold a roundtable discussion with our members and Deputy Chief of Mission at the U.S. Embassy in Riyadh, Martina Strong. Held in Washington, D.C., the program brought together leading Council members, such as Jacobs, Lockheed Martin Corporation, Chevron, ExxonMobil Corporation, Fluor Corporation, and more. The wide-ranging discussion focused on pertinent business issues including Saudi localization, intellectual property rights, ease of doing business, and arbitration and mediation measures.



### USSABC Hosts Economic Cities Authority during Business Tour of the U.S.

On July 18, 2019, the U.S.-Saudi Arabian Business Council organized an executive roundtable for a visiting delegation from the Saudi Economic Cities Authority (ECA). Executives from the ECA participated in a round table discussion in New Brunswick, New Jersey where they highlighted investment opportunities and business incentives for American companies. Mohanud Helal, Secretary General of the ECA, addressed American business leaders and provided a detailed overview of the developments taking place in King Abdullah Economic City (KAEC). During the visit, the ECA also signed a Memorandum of Understanding with Virgin Hyperloop One to solidify continued collaboration and knowledge transfer between the two countries.

# Council Events & Outreach

## EVENTS & PROGRAMS



### USSABC Holds Executive Luncheon with White House IP Enforcement Coordinator

On September 10, 2019, the U.S.-Saudi Arabian Business Council organized a business luncheon in Riyadh with Mr. Vishal Amin, U.S. Intellectual Property Enforcement Coordinator Executive Office of the President, The White House, in Riyadh, Saudi Arabia. The program brought together more than 60 high-level executives from the U.S. and Saudi Arabia to discuss intellectual property (IP) and foster greater dialogue. Attendees represented an array of industry sectors including energy, defense, infrastructure, and mineral resources.

### Council Holds Women's Leadership Roundtable in Washington D.C. with Nuf

On October 10, 2019, the U.S.-Saudi Arabian Business Council hosted an executive roundtable discussion with a visiting delegation from the Arab Institute for Women's Empowerment (Nuf) in Washington D.C. at the offices of Mayer Brown. The program encompassed a substantive and engaging discussion on the challenges and opportunities for equipping the next generation of women leaders in Saudi Arabia and shared U.S. corporate experiences. Further, the session explored methods which empower women to succeed within the various levels of the employment pipeline: hiring, training, retention, and promotion.



### Business Council Organizes Roundtable on New Saudi Arbitration Measures

On November 19, 2019 the U.S.-Saudi Arabian Council hosted the Saudi Center for Commercial Arbitration (SCCA) at the offices of Mayer Brown for an Executive Roundtable, Managing and Resolving Commercial Disputes: Arbitration and Mediation in Saudi Arabian and the Middle East. Under Vision 2030, significant measures are being enacted to localize institutional arbitration in Saudi Arabia in order to facilitate business and incentivize local and international investments. Over 60 Council members and participants joined panelists Hamed Hassan Merah, CEO; Christian Alberti, Chief of ADR; and James MacPherson, Special Counsel from SCCA, to learn more about their Alternative Dispute Resolution services (ADR) as well as trends in recent Saudi Case Law. The event opened with welcoming remarks by Charles Hallab, Partner; Ted Howes, Partner of Mayer Brown; and Susanne Lendman, Acting CEO of the Council.



# Council Events & Outreach

## WEBINARS



### USSABC Presents on Expanding Defense Partnerships

On February 26, 2019, the Council hosted a webinar on “Expanding U.S.-Saudi Arabian Defense Industry Partnerships,” which attracted a large audience and through which we were able to have an insightful discussion on Saudi Arabia’s defense industry, the macroeconomic impact, localization efforts, and the open opportunities for U.S. companies in the Kingdom. Our economist Mr. Albara’a Alwazir was joined by Mr. Alex Barrasso, the Political-Military Counselor from the U.S. Embassy in Riyadh.

### USSABC Holds Webinar on Establishing a Foreign Entity in Saudi Arabia

On March 20, 2019, the Business Council, in collaboration with member company Proven SA, held a webinar on establishing a foreign entity in the Kingdom. A presentation was given by Osman Qureshi, Director of Business Support Solutions, Proven SA, with input from Keith Butler, Practice Leader Oil + Gas, Jensen Hughes. The webinar served to provide insight on the most common forms of business entity structures for foreign companies, what factors to consider for market entry, and the average time it takes to establish a business presence.



### Saudi Employment Visa Procedure

On May 1, 2019, the U.S.-Saudi Arabian Business Council held a webinar discussing step-by-step procedures needed to obtain an employment visa to Saudi Arabia, including the processing timeline, required paperwork, and how the Council can employment visas requests. The webinar was presented by Sahar Nadri, Visa Services Manager.



### Council Provides Saudi Standards Compliance Update

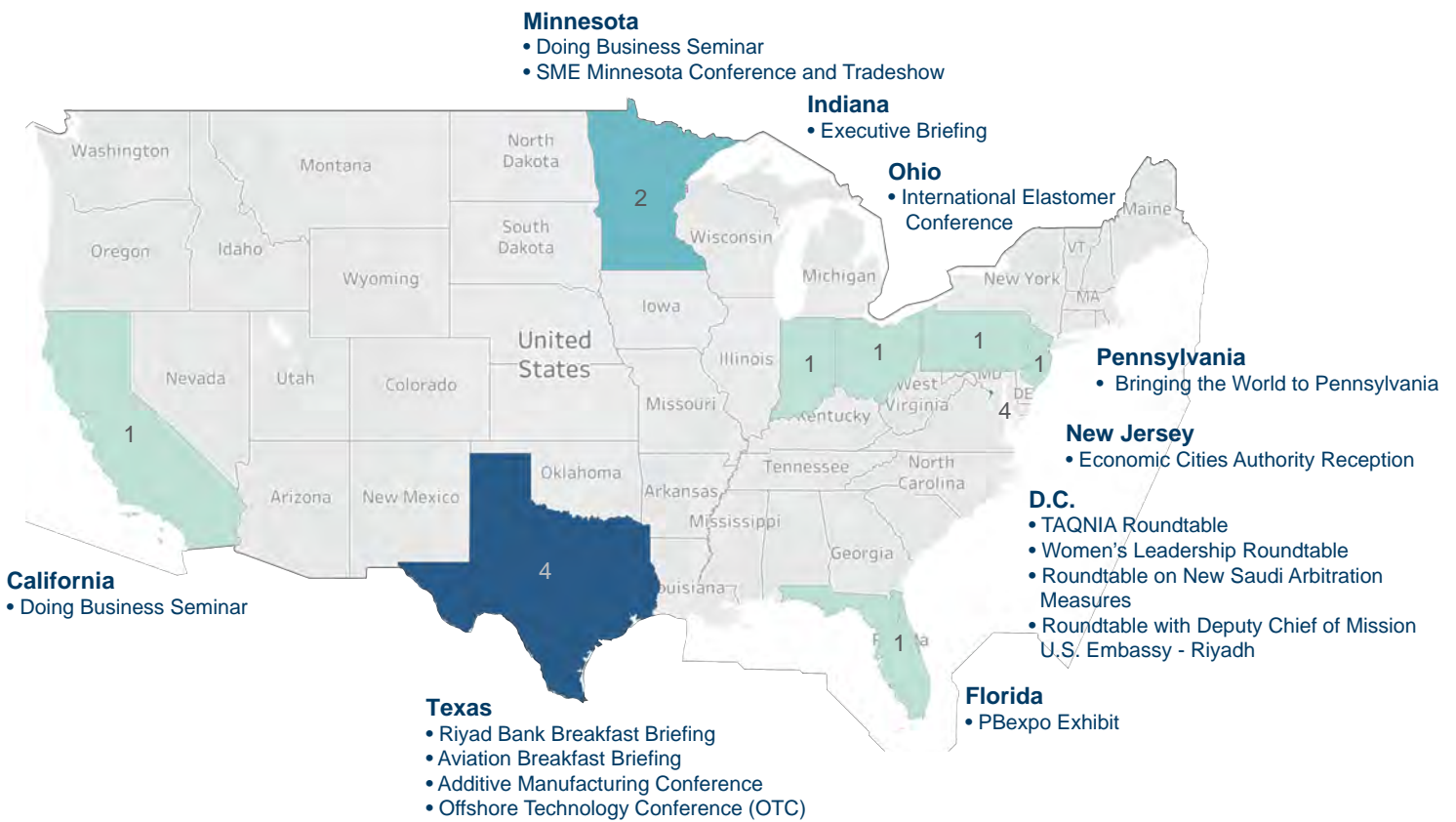
On June 24, 2019, the U.S.-Saudi Arabian Business Council, in collaboration with the Council’s Chairman Circle member SGS, presented a webinar to provide understanding around new changes in the Saudi Standards compliance processes and how it will impact products getting through customs. David Gordon, the Sales and Business Development Manager of the Governments & Institutions Services division of SGS-North America, presented and provided insights into recent changes. 98 member and non-members attended the webinar.



# Council Events & Outreach

## OUTREACH HIGHLIGHTS

The Council conducted a number of outreach activities throughout the United States including delivering presentations on Doing Business in Saudi Arabia, attending trade shows to seek potential new companies to introduce to Saudi market, arranging meetings with potential member companies and investors, and speaking at various international events.



# Council Events & Outreach

## STATE PARTNERSHIPS

In an effort to expand outreach throughout the United States, the Council has established formal partnership agreements with the trade and commercial offices of several states.



In 2019, Council staff participated in **Bringing the World to Pennsylvania**, a series of events hosted by the Pennsylvania’s Department of Community & Economic Development’s Office of International Business Development to introduce Pennsylvania companies to international business opportunities. During the two week period, Council staff traveled to over ten cities and met one-on-one with over 60 Pennsylvania companies seeking foreign market intelligence, agents and distributor candidates in Saudi Arabia.

The Council led market presentations, educational seminars, and participated in networking receptions to showcase opportunities in the Saudi market. Interested companies then followed up with the Council for specific market entry research or customized services.

Industries supported by the Council in 2019 in Pennsylvania include: construction, food services & goods, manufacturing, technology, transportation and wholesale products.



# Communication & Publications

In 2019, the Council expanded its information services and communications methods. With the addition of an experienced economist, marketing professional and a dedicated PR team, the Council is committed to growing impact and reach as the source on business in the United States and Saudi Arabia.

## Media Outreach

Press outreach has grown significantly over the past year. Through the addition of a fully dedicated staff member, the Council coverage in Saudi media reached over 3.6 million readers in 2019. The Council has increased presence in top tier publications such as Asharq Al Aswat, the Saudi Gazette, Al Riyadh, Arab News and the Saudi Press Agency. In the United States, Council activities and events have been highlighted on CNBC, Wall Street Journal and featured in several trade publications.



**60 print hits**

- 19 for trade missions
- 18 for contract index report
- 16 for industry report
- 7 for Council news



**115 coverage**

- across publications
- 5 front page coverage
- 1 last page coverage
- 1 full page coverage



## Industry Report: The Saudi Arabian Mining Sector: Ongoing Investments Propel Long-term Growth



The Council's sector report, "The Saudi Arabian Mining Sector: Ongoing Investments Propel Long-term Growth" by Economist Albara'a Alwazir highlights key Investment opportunities in Saudi Arabia. The report provides an in-depth analysis of the Saudi mining sector focusing on macro-economics, investment climates, demand outlook, financing alternatives, and major players. The report identifies the sector's current health and evaluates ongoing investments that will shape the future of the Kingdom's ambitious drive to make the mining sector the economy's third pillar.



**3,000 unique views**  
on Twitter



**2 Interviews**  
National-UAE and the Engineering & Mining Journal

# U.S. Member Companies

## Chairman's Circle

Air Products Middle East FZE  
Bechtel Corporation  
Boston Consulting Group  
Chevron  
Emerson  
ExxonMobil Corporation  
Fluor Corporation

Honeywell International Inc.  
Jacobs Engineering Group  
KKR & Co. Inc  
Mayer Brown LLP  
McDermott International, Inc.  
Northrop Grumman  
Penn Medicine

Redwood Global Inc.  
TAQNIA International  
TCW  
The Greenbrier Companies  
The Quincy Group  
Wamar International  
WorleyParsons

## Platinum

Abbott Laboratories  
AE7 Pittsburgh, LLC  
Booz Allen Hamilton  
Citigroup Inc.  
DHR Mena FZ LLC (Danaher)  
FlexSteel Pipeline Technologies,  
Inc.

Ford Motor Company  
KBR, Inc.  
L3Harris Technologies, Inc.  
Leidos  
Lockheed Martin Corporation  
ManTech International  
Corporation

Morgan Stanley  
Oshkosh Defense, LLC  
Tronox  
VSE Corporation

## Gold

Dow Materials Science Saudi  
Arabia Limited  
Fairfax National Security  
Solutions LLC  
FLIR Systems, Inc.  
Houston Methodist Hospital  
System  
HudsonAnalytix

Jensen Hughes  
Kratos Technology & Training  
Solutions  
Motorola Solutions, Inc.  
NEXTracker Inc.  
SOS International, LLC (SOSi)  
Stellar Energy Americas, Inc.  
The Bank of New York Mellon

The Boeing Company  
The Children's Hospital of  
Philadelphia (CHOP)  
TPG Capital  
Ultra Electronics-Advanced  
Tactical Systems  
US Educational Group  
Westinghouse Electric Company

## Silver

AccountAbility  
Applied Archetype Solutions, LLC  
(Archesol)  
BDO USA LLP  
Chevron Phillips Chemical  
Company  
CIG Capital Advisors  
Exelon Nuclear Partners, LLC  
General Atomics Aeronautical  
Systems, Inc.  
Grace  
Greenpoint Technologies, Inc.  
Gulf International Bank B.S.C.  
Halo Maritime Defense Systems  
Hightowers Petroleum Co.  
Huntington Ingalls Industries, Inc.

IBM Middle East FZ-LLC  
Integrated Global Services, Inc.  
Integration Innovation, Inc. (i3)  
IPG Photonics  
J.P. Morgan Chase & Co.  
Jones Group International  
Leo A. Daly  
Management & Training  
Corporation  
Marmedsa  
MBC International Corp.  
Piper Jaffray & Co  
Riyad Bank, Houston Agency  
SAFE Boats International  
SAIC  
Secureworks

Security Strategies Today  
SGS North America  
Governments & Institutions  
Services  
Spraying Systems Company  
Strategic Project Solutions, Inc.  
(SPS)  
Textron Systems, Inc.  
The Law Offices of George R.  
Salem PLLC  
Velox Global Services, LLC  
Vision Technologies, Inc.  
Weather Modification  
International  
Wunderlich-Malec Engineering,  
Inc.



# Saudi Member Companies

## Chairman's Circle

Advanced Electronics Company Ltd.  
 (AEC)  
 Al Abdulkarim Holding Co.  
 Aljomaiah Holding Company

Al Rushaid Investment Company  
 El Seif Development Co.  
 Front End Limited Company  
 (FELCO)

NEOM  
 Saudi Arabian Oil Company (Saudi  
 Aramco)  
 The Saudi Investment Bank

## Platinum

3M Saudi Arabia  
 Abdulaziz & Faisal Sons of  
 Abdullah Al-Rashed  
 Company Ltd.  
 Abdullah A.M. Al-Khodari  
 Sons Co.  
 Aldrees Industrial & Trading  
 Co. (ALITCO)  
 Al Kholi Group  
 Al Kifah Holding Company  
 Al Misehal Company Ltd.  
 Al-Qahtani Maritime  
 Arabiah Consulting  
 Engineers  
 Alsalam Aerospace  
 Industries

Al Salem Johnson Controls  
 Arabian Company for  
 Business Support  
 Services (Proven)  
 Atheeb Holding Company  
 Bahamdan Group Holding  
 Limited  
 Cure Development  
 International Co. Ltd.  
 Dallah Albaraka Holding Co.  
 Enany Group of Companies  
 (FAMCO)  
 First National Human  
 Resources Company  
 (FNRCO)  
 KFB Group of Companies

Khalid Ali Alturki & Sons Co.  
 Maidan Systems Co.  
 Merrill Lynch Kingdom of  
 Saudi Arabia  
 Midad Holding Co. Ltd.  
 National Industrialization Co.  
 (TASNEE)  
 Omar K. Al-Esayi Co. Ltd.  
 Omran M. Al Omran &  
 Partners Co. Ltd.  
 Sadara Chemical Company  
 Sanad Commercial  
 Investment Co. Ltd.  
 Saudi Arabian Mining  
 Company (Ma'aden)  
 SABIC

Saudi Chemical Company  
 Saudi Consolidated  
 Engineering Company  
 (Khatib & Alami)  
 SETE Energy Saudia  
 Sherbiny Holdings  
 The Law Firm of  
 Mohammad AIDhabaan &  
 Partners in association  
 with Eversheds  
 The Olayan Group  
 The Saudi British Bank  
 (SABB)  
 Xenel Group

## Gold

Aal Taher Group  
 Abdel Hadi Abdullah Al-Qahtani &  
 Sons Group of Companies  
 Abdulaziz Abdulhadi Al Judee & Sons  
 Holding  
 Alkhorayef Group Company Ltd.

Chubb Arabia Cooperative Insurance  
 Dhahran Techno Valley  
 El Seif Group  
 Hoshan Company Limited  
 Integrated Modern Scientific Supplies  
 LLC (Gulf Bio Analytical LLC)

Royana Corporation  
 Saudi Binladin Group  
 The National Shipping Company of  
 Saudi Arabia (Bahri)  
 United Motors Company  
 Zamil Group Holding

## Silver

Abdulla Fouad Holding Co.  
 Abdullah & Saeid M. O.  
 Binzagr Co. Ltd.  
 Abdulla I. Albaijan Trading  
 Est.  
 Abdurrahman Al Oqaili Est.  
 Aggad Investment Company  
 (AICO)  
 Al Alamiaiah Company for  
 Education & Training  
 Al Dhahry Group & its  
 branches  
 Alfanar Construction  
 Ali Zaid Al-Quraishi &  
 Brothers Co. Ltd.  
 Al-Jawdah Industrial Group  
 Al-Jazirah Vehicles  
 Agencies Co. Ltd.  
 Al-Minwal Trading Est. for  
 Investment  
 Al Moaibed Group Co. Ltd.  
 Al-Murjan Trading &  
 Industrial Co. Ltd  
 Al-Rashid Trading &  
 Contracting Company  
 Al-Suwaiket & Bader  
 Al-Busaies Attorneys At Law

Altadrea Company for  
 Industry and Military  
 Equipment  
 Al Tamimi & Company  
 AMA Group  
 Apparel Trading Co., Ltd  
 Aujan Industries Company  
 Bassam Trading Company  
 Bayder National Trading  
 Cisco Saudi Arabia Ltd.  
 Dar Massader Trading  
 Company  
 Delmon Co. Ltd.  
 E.A. Juffali & Brothers  
 Gulf Rose Trading  
 Hadeem Contracting Co.  
 Ltd.  
 Hajjan Trading & Industrial  
 Services Co. Ltd.  
 Hamad Bin Mohamed Bin  
 Saedan & Sons Co.  
 Jarir Investment  
 Jash Technical Services Ltd.  
 Jeraisy Group  
 Kirra Group Limited  
 Loyal Al Riyadh Contracting  
 Est.

M. & A. Albawardi Group of  
 Companies  
 Mahmood Saleh Abbar Co.  
 Mofarah Marzuq Al Harbi  
 Co.  
 Mohmood Ali Alhamrani &  
 Companies for  
 International Trading  
 Omar Alrasheed & Partners  
 Law Firm  
 Palace Consulting  
 Engineers  
 Prima Global Company LLC  
 Rashed A. Al Rashed &  
 Sons Group  
 Rezayat Group of  
 Companies  
 SAB Express  
 Sabur Trading  
 Sahara International  
 Petrochemical Company  
 Salehiya Trading  
 Establishment  
 Samba Financial Group  
 Saudi Ceramics Company  
 Saudi Consulting Services  
 Saudi Diyar Consultants

Saudi Electricity Company  
 Saudi Logistics and  
 Technical Support  
 Saudi Maritime Center  
 Company LLC  
 Saudi Steel Pipe Company  
 Ltd.  
 Seder Group  
 Suhayl Bin Abdul Mohsin Al  
 Shoaibi & Sons Holding  
 Co. Ltd. (Shoaibi Group)  
 Sujan Trading Est.  
 Tamimi Group of Companies  
 The Law Firm of Mohamed  
 Al-Sharif  
 The Law Firm of Wael A.  
 Alissa in association with  
 Dentons  
 The National Commercial  
 Bank  
 Track Holding Company,  
 LLC  
 Wallan Group  
 Yusuf Bin Ahmed Kanoo  
 Company Limited  
 Zahid Group Holding LLC  
 Zuhair Fayez Partnership

# 2019 Board of Directors

## Co-Chairmen

**Abdallah S. Jum'ah**  
Chairman  
The Saudi Investment Bank

**Steven Demetriou**  
Chairman & Chief Executive Officer  
Jacobs Engineering Group Inc.

## Vice Chairmen

**Eng. Mubarak Al-Khafrah**  
Chairman  
National Industrialization Company

**Richard A. Debs**  
Advisory Director  
Morgan Stanley

## Co-Chairmen Emeriti

**Hugh L. McColl, Jr.**

**Richard A. Debs**

**Alfred C. DeCrane, Jr.**

**Abdulaziz Al-Quraishi**

**Mohamed H. Al-Mady**

## Chief Executive Officer

**H. Delano Roosevelt**

## Board Members

**Khalid Al Abdulkarim**  
CEO  
Al Abdulkarim Holding

**Rasheed Al-Rushaid**  
Vice Chairman and President  
Al-Rushaid Group

**Carmen Haddad**  
CEO, Citi Saudi  
Arabia, Citigroup Inc.

**Dr. Sami Al Abidi**  
Chairman  
Council of Saudi Chambers

**Rami Alturki**  
President and CEO  
Khalid Ali Alturki & Sons

**Charles Hallab**  
Partner  
Mayer Brown

**Yousef Al-Benyan**  
CEO  
SABIC

**Khaled M. Al Seif**  
President and CEO  
El Seif Group

**Amb. Stuart Jones**  
President for Regions and Corporate  
Affairs, Bechtel Corporation

**Raaid Alireza**  
General Manager  
Xenel Investment Group

**Khalid Al Zamil**  
President  
Zamil Group

**Todd Levy**  
President, Chevron Europe,  
Eurasia & M.E.

**Eng. Salman M. Al-Jishi**  
President  
Salman Group

**Chris Ashton**  
President & Managing Director,  
WorleyParsons – Europe Middle East

**Stephen McDonald**  
President, Middle East Group  
TCW

**Ibrahim Al-Jomaih**  
Vice Chairman and CEO  
Al Jomaih Group

**Darren Davis**  
President and CEO  
Ma'aden

**Amin H. Nasser**  
President and CEO  
Saudi Arabian Oil Company

**Bertrand-Marc Allen**  
President, Boeing International  
The Boeing Company

**Norm Gilsdorf**  
President, Russia, Central Asia, &  
Middle East, Honeywell International

**Jack P. Williams**  
Senior Vice President, Exxon Mobil  
Corporation

# Leadership & Staff

## U.S. OFFICE

### Senior Leadership



**H. Delano Roosevelt**  
Chief Executive Officer



**Susanne M. Lendman**  
Executive Director



**David Callahan**  
Senior Vice President



**Ana Carmen Neboisa**  
Vice President

### Business Advisory Services



**Ishtiaq Hussain**  
Director



**Jamil Alothman**  
Senior Advisor



**Mike Ryan**  
Business Strategy Advisor



**Will Brodt**  
Business Strategy Advisor

### Communications & Marketing



**Jay Ennis**  
Director,  
Communications &  
Information Services



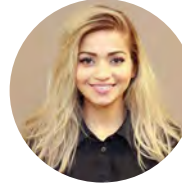
**Wiam Alwazir**  
Manager,  
Communications and  
Information Services



**Ali Alwazir**  
Manager, Public  
Relations



**Lisa Leander**  
Director, Member  
Services



**Sara Syed**  
Membership  
Specialist

### Membership

### Economic Research



**Albara'a Alwazir**  
Economist



**Jacob Dichter**  
Economic Research  
Assistant



**Sahar Nadri**  
Program Manager, Visa  
Services



**Salem Edelbi**  
Visa Services Assistant

### Visa Services

### Administration



**John Emmert**  
Controller

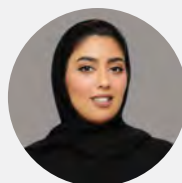


**Jessilyn Joyner**  
Office Administrator

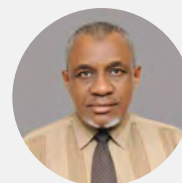


**Anne Dawson**  
Receptionist/Admin  
Support

## SAUDI ARABIA OFFICE



**Hutham AlJalal**  
Business  
Development  
Officer



**Yahya Musa Ali**  
Arabic Data Entry



**Abdulaziz  
Abonyan**  
Accounting Officer



مجلس الأعمال السعودي الأمريكي  
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