



The **US-Libya Business Association** is the only US trade association focusing solely on the United States and Libya. It was incorporated in 2005 as a result of the prior resumption of US-Libya diplomatic and commercial relations. It was formed to further enhance the US-Libya relationship, educate the public about the importance of US-Libya trade, and facilitate the commercial and diplomatic dialogue between the two countries. Its founders believed that the bonds forged by trade and investment would form the groundwork for an improved bi-lateral relationship. The USLBA has been and will continue to be an active player in making that goal a reality.

The USLBA is a non-profit, member-based organization that sponsors regular policy conferences, briefing sessions and major events featuring senior US and Libyan officials. USLBA members include: AECOM, BP, Chevron, ConocoPhillips, Dow Chemical, ExxonMobil, Fluor, Halliburton, Hess Corporation, Marathon Oil, Midrex Technologies, Motorola, Northrop Grumman, Occidental Petroleum, Raytheon, Shell, United Gulf Construction Company, Valmont, and White & Case LLP.

DOING BUSINESS IN LIBYA

Now that US sanctions against Libya have been lifted and full diplomatic relations have been re-established, renewed attention must be paid to diplomacy, as well as the facilitation of new and productive commercial relations, based on an understanding of the state of Libya's current business climate.

Libya's commercial law is in need of modernization, many parts of Libya's governmental administrative staff need capacity support, and Libya's commercial policy remains uncoordinated in key areas. In sum, Libya has a long term need for the development of an efficient commercial law system and an institutional climate conducive to productive commerce. Business travel to Libya remains challenging, thus the USLBA works to improve Libya's business visa issuance procedures and policies.

As US policy towards Libya enters a new phase and we move towards full normalization of our bilateral commercial relationship, there is a need for industry to educate the Executive branch and Congress on Libya's growing importance in maintaining stability in North Africa as well as Libya's potential as an expanding commercial market for American business.

Despite a trajectory of improved relations, bumps in the road of US-Libya rapprochement are frequent. Correspondingly, the US-Libya relationship has been known to veer off-course—sometimes abruptly—as a result of adverse developments in the media or Libya's changing regional and diplomatic posture. The USLBA works to maintain and strengthen the viability and stability of business relationships in this ever-changing environment.

The USLBA, on behalf of its members:

- Demonstrates to key policy and opinion-makers the positive influence of US-Libya trade and investment on the US economy, the strategic value of the US-Libya relationship for national security, and the role that US-Libya business connections play in both Libya's internal reform process and overall realignment towards the West;
 - Provides an effective communication platform for industry with senior Libyan and US officials on commercial issues;
 - Educates the US corporate and policy community on the need to further open commercial dialog with Libyan economic officials and initiate government-to-government programs. These form the foundation of the new US-Libya relationship;
 - Expands corporate support for improved US-Libya relations beyond the energy sector; and
 - Seeks tangible ways to improve the commercial and operating environment in Libya.
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USLBA'S PROGRAMS

The USLBA strives to expand US-Libya trade and investment into a wide variety of business sectors. Based on the requirements and needs of its members, the Association designs sector-specific events geared to promote trade and expand opportunity in agriculture, aviation, telecommunications, information technology, tourism, banking and finance. The USLBA also hosts stand-alone conferences in those domains of interest to its members and can be called upon to help design workshops for industry-wide conferences in specific business sectors, depending on member interest and funding.

The USLBA organizes and hosts the following **Programs**, subject to the approval of its Board of Directors:

Policy Conferences: Designed for senior level business representatives and public opinion shapers, this conference hosts senior Libyan and US officials and experts in US-Libya economic and political relations. This event has a cross-sectoral focus, covering US-Libya diplomatic relations as well as commercial issues facing the energy, tourism, automotive, aviation, agriculture, banking, and heavy equipment industries.

Our last US-Libya Policy Conference, held November of 2007 hosted a standing-room-only crowd and featured key American policymakers:

- Senator Richard Lugar, Ranking Member, Senate Foreign Relations Committee;
- Assistant Secretary of Commerce for Trade Promotion;
- Assistant US Trade Representative for Europe & the Middle East;
- Senior Advisor for Science Partnerships, U.S. Department of State;
- Deputy Assistant Secretary of State for Near Eastern Affairs.

The conference also featured important Libyan officials including:

- Chairman & Executive Director, Libya Investment Corporation;
- Deputy Secretary for Foreign Liaison and International Cooperation.

In 2006, the USLBA hosted its first annual US - Libya Policy Conference entitled, "*U.S. - Libya Re-Engagement: The Path Forward*". Over 140 representatives from the US and Libyan governments, private companies and the nonprofit sector attended this standing room only event. Speakers included Congressman Tom Lantos, Libyan Planning Minister Jehaimi, and Assistant Secretary for Near East Affairs David Welch among others.

Annual Member's Dinner: This dinner serves as the Association's fundraiser and premier social event. It is scheduled in proximity to the United Nations General Assembly meetings to maximize senior level attendance by US and Libyan government officials. This dinner, usually in September, provides an excellent opportunity for the Association's members to interact with these officials. There is a private reception for Executive Advisory Committee (EAC) members and senior US and Libyan government officials prior to the dinner.

The USLBA regularly hosts the Libyan Foreign Minister during the U.N. General Assembly meetings. In 2009 we were the only U.S. business group to meet privately with the Libyan Leader, Col. Gaddafi, during his historic first visit to the United States to address the UN General Assembly.

Policy Lunches: USLBA hosts periodic policy meetings with key government officials focusing on critical issues of the day facing the bilateral relationship. Past events have included off-the-record discussions with the Deputy Secretary of Commerce, Assistant Secretary of State for Near Eastern Affairs, the US Ambassador to Libya and other senior diplomats of the US Embassy in Libya, the Libyan Ambassador to the US, the US Department of State Director of Maghreb Affairs, Libya Desk Officers for the US Department of State, and senior officials from the US Department of Energy and the office of the US Trade Representative. The USLBA also meets with key Congressional staff.

Business Missions to Libya: USLBA led its second business mission to Libya in June 2008 and was received by the:

- Head of the Libyan Customs Agency
- Secretary of the National Planning Council
- Chairman of the People's Committee of the National Oil Company
- Secretary of the General People's Committee for Economy Trade, & Investment
- Chargé d'Affaires of the US Embassy in Tripoli
- Department of Infrastructure & Housing
- Libyan Business Council

Following the Business Mission, the USLBA hosted a lunch to debrief all of its members about the trip.

USLBA led its first business mission to Libya in December 2006 and was received by the:

- Libyan Foreign Minister
- Secretary of the General People's Committee for Planning
- Secretary of the General Planning Council
- Secretary of the General People's Committee for Economy, Trade, & Investment
- Chairman of the People's Committee of the National Oil Company
- Board Members of the National Oil Company
- Chairman of Energy and Infrastructure Authority

The delegation also met with Ambassador Charles Cecil, the Chargé d'Affaires of the US Embassy, and visiting members of the US Departments of Commerce and Energy.

Regular Meetings with the Libyan Ambassador: Regular lunches keep communication open between members of the Association and the Libyan Mission. These lunches may also feature visiting Libyan dignitaries. Some lunches will be restricted to EAC members, Association leadership and the guest of honor.

Private Briefings: USLBA hosts off-the-record meetings with senior officials in the US government, providing an opportunity for candid discussions about the issues facing businesses operating in Libya.

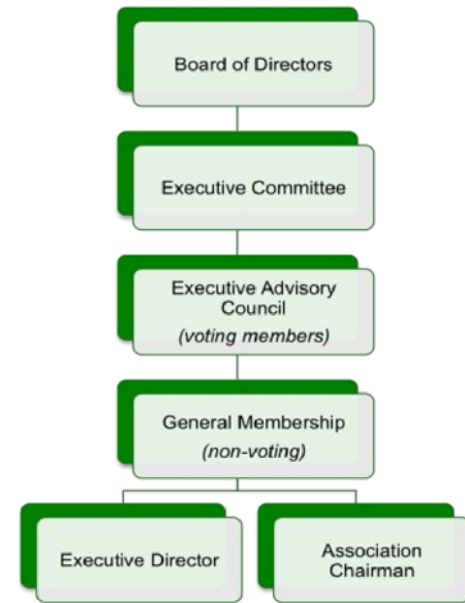
USLBA ORGANIZATION

The USLBA is led by a **Board of Directors** elected from its **Executive Advisory Council** members (see below). The Board has designated an **Executive Committee** composed of representatives of the CEOs of its members. The Executive Committee is empowered to act on behalf of the Board.

The **Executive Director** of USLBA, Charles Dittrich, administers and organizes all activities of the Association. Mr. Dittrich develops programs, exerts control over budgetary matters and is accountable to the Board of Directors and the Executive Committee for association operations.

The **Association Chairman**, Ambassador David L. Mack, advises USLBA on business strategy, promotes the Association, helps to lead meetings with U.S. and Libyan officials, and supports Association events. The Association Chairman and Executive Director are retained by the members on a contract basis.

The **Program Manager**, Haley Cook, is responsible for the day-to-day tasks of running the USLBA and documenting its activities. She updates the USLBA website, www.us-lba.org and disseminates reports on USLBA events to the members via email. Ms. Cook stays abreast of political and business developments on the ground in Libya and is available to the members to research questions that are relevant to their business opportunities in Libya.



MEMBERSHIP

USLBA has two categories of membership.

The senior level of membership is the **Executive Advisory Council**, which is open to U.S. corporations and partnerships. This level includes membership on the Board of Directors. EAC members are invited to quarterly private dinners and participation in all USLBA events. They receive priority for seating and sponsorship at the Member's Dinner and an invitation to private receptions when applicable. The company logos of EAC members are placed on the USLBA homepage. These members have voting rights and elect USLBA's Board of Directors from their membership.

- EAC Membership is \$20,000 a year.

USLBA offers a **General Membership** open to U.S. corporations and partnerships. Members at this level enjoy access to all relevant analysis and business information, and receive second-tier priority for seating and sponsorship at the Annual Member's Dinner. General members receive invitations to policy lunches, conferences and other USLBA events. General members do not enjoy voting rights.

- General Membership is \$10,000 a year.

WHO WE ARE

Executive Director

Charles (Chuck) Dittrich manages the daily affairs of the organization and is also Vice President, Regional Trade Initiatives, for the National Foreign Trade Council (NFTC), responsible for determining and advocating policy positions, creating lobbying strategies, and managing trade policy issues. He has directed the NFTC's U.S.-Middle East Free Trade Coalition since its inception and has led the Council's advocacy and outreach efforts to press for passage and implementation of free trade agreements with Bahrain, Morocco and Oman. He has spent over 20 years at the nexus of business and government policy, working with domestic and foreign corporations and governments on trade issues concerning Europe, Russia, Southeast Asia, Japan, Africa and the Middle East. Prior to joining the NFTC, Chuck was Senior Vice President of a DC-based firm consulting on international business, investment and technology licensing issues. His tenure at the US Department of Commerce included serving as Chief of Staff to the Director General of the US & Foreign Commercial Service, Assistant Director of EXPORT NOW in the Office of the Secretary of Commerce, coordinating this presidential initiative to increase U.S. exports and as an international trade specialist in microelectronics.

Association Chairman

The Honorable David L. Mack, U.S. Ambassador (retired), is an Adjunct Scholar of the Middle East Institute. He served the US government as Deputy Assistant Secretary of State for Near Eastern Affairs (1990-1993) and served in Tripoli early in his diplomatic career. As a Deputy Assistant Secretary he directed the conduct of relations between the United States and 12 other governments, including Iran, Iraq, Saudi Arabia, and Syria. As U.S. Ambassador to the United Arab Emirates (1986-1989), he was in charge of all U.S. government activities and over 150 civilian and military personnel. He was also responsible for diplomatic contacts with the leaders of the U.A.E. His diplomatic assignments have included Libya, Iraq, Jerusalem, Jordan, Lebanon, Saudi Arabia, Tunisia, and the United Arab Emirates.

Program Manager

Haley Cook conducts the daily affairs of the organization. She came to the USLBA following completion of her graduate studies at Georgetown concentrating on economics and business in the Middle East and North Africa. She has lived and worked in Saudi Arabia, and has studied extensively in the Middle East. She speaks and writes Arabic.