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



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## ANNUAL REPORT

2021





## Connecting U.S. and Saudi Companies for over 25 Years

## Contents



## Letter from CEO

My Friends,

While times may still be challenging, over the course of 2021 we have witnessed the resilience of the U.S.-Saudi business relationship, the eagerness among companies to connect, and the enthusiasm to get business done. In this spirit, I and the U.S.-Saudi Business Council (USSBC) team remain steadfast in providing you with avenues and opportunities, both virtual and in-person, to create new successes and build lasting partnerships.

Through our growing number of virtual networking and information programs, I am proud to report that we have significantly expanded our traditional audience and reach. In 2021, we successfully concluded online programs with partners including the General Authority for Military Industries (GAMI), Saudi Export Development Authority (SEDA), Saudi Center for Commercial Arbitration, Dussur, among others.

As international travel cautiously opens, the USSBC also executed a series of in-person programs. We were proud to collaborate with SEDA in organizing an export trade mission which brought 14 Saudi companies to New York and generated more than 60 direct meetings. The Council also organized a series of meetings and programs in Nevada and Colorado for a high-level delegation from the Ministry of Industry and Mineral Resources.

Whether virtual or in-person, each of the Council's programs is strategically tailored to align with your business objectives so I encourage you to join us in taking full advantage of your member benefits. Our goal is to engage with you and enhance the ease of doing business to foster greater success. So on behalf of the Board of Directors and the Council team, I thank you for your membership and mutual commitment to achieving peace through commerce.

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

## 2021 Highlights

The Council continues to build strong partnerships with Saudi Government entities, key private sector clients, and crucial stakeholders. Over the course of 2021, the Business Council organized and executed a series of programs which included numerous virtual meetings as well as two Saudi delegations to the U.S.



## **Export Trade Mission**

### Saudi Export Development Authority and U.S.-Saudi Business Council Organize Export Trade Mission to NYC



SEDA Secretary General Faisal Al-Bedah and USSBC Senior Vice President David Callahan conclude the Export Trade Mission in NYC

The USSBC organized a mission in New York City on December 6, for a delegation of Saudi exporting companies led by the Development Authority Saudi Export (SEDA) for the purpose of matching these companies with potential U.S. importers. This program was followed by other site visits and events from December 7-8. The mission aided in assisting SEDA in promoting Saudi-made products to American importers. distributors. and manufacturing agents in the U.S. The Saudi companies fell under two main categories: food products and construction/building products. The delegation of food

companies was mainly made up of dates producers, and also included companies that produced confectionaries, sweets/candy, and baked goods. The industrial companies manufactured a diverse set of products, including powered wires/cables, electrical equipment, architectural aluminum, coated aluminum products, and miscellaneous building products.



The USSBC organized more than 60 meetings over the course of the day for the 14 Saudi companies participating in the delegation. In between meetings, attendees had the opportunity to network with other exporters. During the exhibition, an MOU signing ceremony took place between Desert Technologies, a leading Saudi solar panel manufacturer, and U.S.-based Essentra to export solar panels to the United States.

With the help of the USSBC, SEDA and several Saudi food companies participated in a site visit on December 7 to the main production building of a prominent baking company, known for a popular reality TV show centered around its food products and the family that makes them. The delegation discussed opportunities for partnership with the Saudi dates and confectionary companies, as well as the possibility of opening a production and logistics center in Saudi Arabia for the baking company's expansion to the Middle East.

USSBC Organizes Program for Ministry of Industry and Mineral Resources during MINExpo 2021



From left to right: Musad Aldaood, Deputy Minister for Mining Development, MIMR; Emily King, Vice President, Women in Mining; Tyre Gray, President, Nevada Mining Association; H.E. Eng. Khalid Al-Mudaifer, Vice Minister for Mining Affairs, MIMR; Nasir Aljahdali, meeting with representatives from Vice President for Geological Programs, SGS; Miranda Hoover, several mining associations. Membership Services Manager, Nevada Mining Association; USSBC President & CEO H. Delano Roosevelt; Abdulrahman Al-Belushi, Mining Strategy Director, MIMR

On September 13 -16, the USSBC organized a series of activities for the Ministry of Industry and Mineral Resources (MIMR) anchored around MINExpo 2021 in Las Vegas and a visit to Denver, Colorado. The delegation from the Ministry and the Saudi Geological Society (SGS) was led by H.E. Khalid Al Vice Minister Eng. Mudaifer. The program in Las Vegas included a seminar, titled Saudi Arabia: Mining Market on the Move, one-on-one meetings, and a

During the seminar, Vice Minister Al-Mudaifer served as the featured

speaker and discussed the many export and investment opportunities in Saudi Arabia's burgeoning mining sector, including applications in related fields such as equipment manufacturing, information technology, and sustainability. Mr. Nasir Aljahdali, Vice President for Geological Programs of SGS, presented on the geological potential of Saudi Arabia's land and ongoing projects by SGS. In Colorado, the Council organized an executive roundtable with mining industry leaders and a visit with the Colorado School of Mines and Mines Museum.

### Council Hosts Breakfast Briefing with Saudi Defense Attaché

On November 3, the USSBC brought together 28 executives from the U.S. defense private sector for a breakfast briefing with Saudi Defense Attaché Major General Fawaz Al Fawaz. The event was held at the Army Navy Club in Washington, D.C. and the discussion focused on the evolving military strategy and technologies to support Saudi Arabia's defense objectives.



## Aramco Supplier Forum Links U.S. and Saudi Manufacturers and Suppliers



On August 18, the Business Council hosted an Aramco Supplier Forum in Houston, Texas. The forum was a great success with more than 140 attendees, both in person and online. Mr. H. Delano Roosevelt, President and CEO of the USSBC, kicked off the event by describing the first meeting between his grandfather Franklin Delano Roosevelt, the 32nd President of the United States, and H.M. King Abdulaziz Bin Saud, which set the stage for the close relationship the two countries have today.

Mr. Nabeel I.

AlAfaleg, President and CEO of Aramco Americas, delivered opening remarks on the importance of Aramco's partnerships with U.S. businesses and addressed win-win opportunities.

The Hon. Dan Brouillette, President of Sempra Infrastructure and former Secretary of the U.S. Department of Energy, served as the keynote speaker during the luncheon and addressed current trends in the oil and gas industry, innovation and sustainability efforts, and the global energy future.



### Council CEO Meets with Members During Riyadh Luncheon



On November 17, the USSBC hosted a members-only luncheon in Riyadh during which Council CEO H. Delano Roosevelt introduced James Golson, the newly appointed Senior Commercial Officer (SCO) at the U.S. Embassy in Riyadh. The program served as an opportunity for Council leadership to engage with members and learn about their business objectives.

### WEBINARS

SEDA, USSBC Hold Webinar Guiding Saudi Companies on Exporting to the United States



In partnership with the Saudi Export Development Authority (SEDA), the Business Council hosted a webinar on March 24, focusing on exporting to the United States. The webinar offered a comprehensive overview of the U.S. import market and detailed information on requirements and documents, the Saudi

export process and U.S. import process, compliance, and more. The program featured a presentation from Expeditors International, one the world's largest logistics and freight-forwarding companies with 357 global locations and more than 100 companies served.

The organization of the webinar was part of ongoing collaboration between the U.S. and SEDA through an MOU signed in October 2020. The agreement aims to identify and grow new export opportunities and avenues, as well as facilitate long-lasting trade relationships in line with SEDA's mission, and the webinar served as just one in a series of initiatives and programs that the two organizations will be jointly organizing.

## GAMI Presents Growth Strategy for Saudi Military Sector in USSBC Webinar

The USSBC and the General Authority for Military Industries (GAMI) presented a virtual webinar on June 23, entitled "Understanding Saudi Arabia's Military Industry Growth Strategy." The webinar provided over 140 participating representatives from U.S. and Saudi companies with an understanding of the Kingdom's growing defense and security sector.

H.E. Ahmad Al Ohali, Governor of GAMI and the event's featured speaker, highlighted GAMI's role in developing the Kingdom's military industry sector and provided an overview of the National Military Industry Strategy, Industrial Participation Program (IPP), and the role of research and technology in Saudi Arabia's defense strategy.

### WEBINARS

Dussur Presents on Opportunities in the Saudi Specialty Chemical Sector



On June 30, the USSBC hosted a webinar on the opportunities for investment and partnership in the chemical industry available to both U.S. and Saudi companies. The event was planned by the Council with Dussur, the Saudi Arabian Industrial Investments Company, and also

included guest speakers from the National Industrial Development Center (NIDC) and SABIC. The webinar was attended by about 60 participants from U.S. and Saudi companies. Speakers included Eng. Mohammed Al Mugaibel, Director at Dussur; Eng. Musaad Al Alsadhan, Senior Manager, Chemicals, of the National Industrial Development Center (NIDC); and Eng.Wael Alomairi, Leader, Industrial Cluster Chemicals Opportunity Identification & Outreach at SABIC.

### SCCA, USSBC Hold Webinar on Managing and Resolving Commercial Disputes

In partnership with the Saudi Center for Commercial Arbitration (SCCA), the USSBC hosted a webinar on August 4, on "Managing and Resolving Commercial Disputes: Arbitration and Mediation in Saudi Arabia and the Wider Middle East." The webinar offered a valuable opportunity for U.S. companies to learn about the latest updates to Saudi Arabia's arbitration laws and Alternative Dispute Resolution (ADR) options and provided a comprehensive overview of recent judgments and trends.



The webinar was attended by over 50 participating representatives from both Saudi companies looking for U.S. partners and U.S. companies who have longstanding interests in Saudi Arabia or plan to invest in the country. Representing SCCA were Dr. Hamed H. Merah, Chief Executive Officer and Christian Alberti, Chief of ADR & General Counsel.

## Membership

In 2021, 189 U.S. and Saudi companies took advantage of the benefits offered by membership in the Business Council. From market insight and analysis to visa facilitation, we always remain at the disposal of our members in an effort to assist with their strategic goals in the U.S. market or with U.S. companies operating in the Kingdom.

## Among the list of member benefits, the Council was proud to provide the following:

- · Opportunities to network with member companies with related interests
- · Identification and evaluation of potential business partners
- Providing proprietary reports about the opportunities in the Saudi market from in-house economic analysts
- Social media branding and promotion to introduce your company's brand and products/services
- Ratification of a wide range of official documentations required to bring U.S. business executives to the Kingdom
- Advice on cultural protocols and business practices in Saudi Arabia to help make meetings and negotiations more impactful
- Analysis of import regulations and exports
- Inviting members to exclusive and substantive events
- Consistent outreach in the U.S. to enhance interest in the Saudi market
- Priority access for our Saudi members when bringing U.S. companies to the Kingdom

### In 2021, the Council welcomed 12 new members:

### CHAIRMAN'S CIRCLE

Reza Investment Co. Ltd. Al-Hussan Education & Training Group

### PLATINUM

Interactive Development Co. (IDC)

### GOLD

Illumina Medical Supplies and Services Company International Hospitals Construction Co. TPG Capital

### SILVER

CACI International Kalera Ankura Consulting Group Golden Brown Trading Company LLC REAL MEMBERSHIP IN NUMBERS

12 New Members

- 79 U.S. Members
- 110 Saudi Members

"Our goal is to not only provide you with the best quality products and services, but also optimize your ease of access to them."

## **Business Advisory Services**

B&B Roadway Security Solutions and Al Kuhaimi Group Finalize Partnership Agreement in USSBC-Hosted Virtual Signing Ceremony

On March 10, B&B Roadway Security Solutions (B&BRSS), a U.S.-based provider of perimeter protection and security solutions, signed a manufacturing and sales agreement with Dammam-based Al Kuhaimi Group in a virtual signing event hosted by USSBC President and CEO H. Delano Roosevelt. The agreement was signed



by B&BRSS CEO Dave Patterson and Al Kuhaimi President Mohammed Al Kuhaimi and follows the 2020 USSBC Virtual Business Development Mission, in which the Council played a role in facilitating the introduction between the two companies. The new agreement establishes the manufacturing and sale of B&BRSS's products in Saudi Arabia to the Al Kuhaimi group of companies.

### P2S Inc. and Saudi Engineering Group International Sign MOU in USSBC-hosted Virtual Ceremony



The Business Council hosted a virtual Memorandum of Understanding (MOU) signing ceremony between U.S.-based construction management firm P2S Inc. and Saudi Engineering Group International (SEGI) on August 25. The two organizations first met during the USSBC's Virtual Business Development Mission in November 2020. Representing P2S were Mr. Kevin Peterson, President & CEO, and Mr. Kent Peterson, Chief Engineer & COO, while SEGI was represented by Mr. Najeeb

Alsaihati, President, and Mr. Ali Alsaihati, Vice President. Ms. Terri Batch, Senior Trade Specialist at the U.S. Department of Commerce also attended the signing.

### Council Staff provided a wide range of Business Advisory Services that Include:

- Market and Economic Research
- · Consulting on Market Strategies
- In-Market Due Diligence
- Advising on Cross Cultural Subjects
- · Identifying Market Agents, Partners and Buyers
- Introductions to Senior-Level Government Officials and Private Sector Executives

## Economic Research

The Business Council published timely economic briefs and quarterly installments of our Contract Awards Index (CAI) report. We highlighted the latest economic developments in the Kingdom with sector-specific overviews and analysis. These reports cover market dynamics, trends, analysis, regulatory developments, and business opportunities based on our in-house research.

### **Key Highlights**

- 10 Sectors Covered
- 15 Authored Research Reports
- >1.000 Average Monthly Member Report Opens
  - +76% YoY Weekly Market Brief Opens
  - +13% YoY CAI Report Opens

### In 2021, our coverage included...













U.S.-Saudi Trade

**Foreign Direct** Investment

Sports

Leisure & Entertainment

Healthcare

Fiscal Budget

### **Business Council Launches New Subscription Service**



The Council launched a new subscription service to allow non-members to buy our original research reports under an annual subscription or a la carte basis. The subscription includes full access to the Council's Weekly Market Briefs, Economic Briefs, and quarterly CAI reports. The offering expands on the Council's revenue diversification as it capitalizes on growing interest and demand from researchers, media outlets, and consultancies who may not fit our membership criteria but remain interested in economic research on the Saudi market.

# Communications & Public Relations

The USSBC's Communications team achieved measurable success in promoting the Council's events, publications, and other work over the course of the year. The team continued to improve engagement on social media, promote the Council's work, and support other teams through our outreach.



**Media:** Successfully pitched 39 print and 65 online hits promoting USSBC economic reports, virtual webinars, signing events, trade missions, etc. across top tier publications such as Arab News, Al Riyadh, Al Yaum, Okaz, and others.



**Email Open Rate\*:** 28 percent increase from 2020, on par with the average among nonprofits *\*percentage of emails marketing our events opened by the recipient* 

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**Twitter:** The Council added more than 300 new followers since the start of 2021 for a total of nearly 4,900 followers on Twitter. Our Twitter account receives 133 percent more engagement\* than the average nonprofit.

\*engagement rate: measures interactions with the Council's tweets by the public.



**LinkedIn:** The Council added nearly 600 new followers since the start of 2021 for a total of nearly 7,400 followers on LinkedIn.

### New Communications Services

In 2021, the USSBC was pleased to introduce two new offerings in an effort to showcase members' interests as well as provide opportunities for member branding and engagement. The offerings include:

### **Member Spotlight**

Monthly interviews with high-level executives to give our members a voice and highlight their recent news, goals, and business interests in Saudi Arabia. The exposure provides excellent branding and visibility opportunities for our members.

### Saudi Lifestyle Corner

Monthly featured articles covering local events and cultural activities for residents or expats who want to experience all that Saudi Arabia has to offer. This effort aims to show the tremendous changes Saudi society is undergoing.

# Communications & Public Relations

### Media Highlights

Business

KSA leads region with surge in sporting investment



Saudi Arabia's domestic contracts more than double to \$6.9bln in Q2

The value of contracts awarded in the second quarter of this year jumped by 134%



#### ME CONSTRUCTION NEWS

### USSBC: Value of Saudi contract awards passed \$5 billion in Q1 2021

The construction sector continues to witness an increase in the value of awarded contracts, says report by the U.S.-Saudi Business Council



### Saudi companies set to cash in on boom in sports

Ringshen leads argined growth in boarses

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a sector continues to witness an increase in the value of awarded rew to SAR19.2 billion (\$5.1 billion) during Q1'21, reflecting a 20 5 compared to last quarter, according to a report by the U.S.-Saudi

**Business Council** 

## **U.S. Member Companies**

### Chairman's Circle

Air Products and Chemicals Amazon Bechtel Corporation Chevron Exxon Mobil Corporation Five Domains Fluor Corporation Jacobs Leo A. Daly Mayer Brown Morgan Stanley Northrop Grumman Penn Medicine Professional Fighters League

Ford Motor Company

Honeywell International

Lockheed Martin Corporation

L3Harris Technologies

Leidos

Redwood Global Sempra Energy Strategic Project Solutions TCW Group Worley

### Platinum

Abbott Laboratories AE7 Pittsburgh Citigroup Danaher Corporation FlexSteel Pipeline Technologies

### Gold

BlenTex Booz Allen Hamilton HudsonAnalytix Illumina Jones Group International Stellar Energy Americas System Studies & Simulation

### Silver

AAR Corporation Abacus Technology Corporation AccountAbility Ankura Consulting Group ATR Inc B&B Roadway & Security Solutions **CACI** International **Chevron Phillips Chemical** Company DigiFlight Inc. Εv **Energy Focus General Atomics Aeronautical** Systems Gráce

Greenpoint Technologies Gulf International Bank B.S.C HALO Maritime Defense Systems Hightowers Petroleum Co. Integration Innovation Incorporated (i3) J.P. Morgan Chase & Co. Kalera KMPG AI Fozan & Partners Kratos Technology & Training Solutions Landrum & Brown, Inc. Leo A. Daly

ManTech International Corporation Oshkosh Defense Parsons Corporation Tronox

M2P Consulting MBC International Corp. Piper Jaffray & Co SAFE Boats International SAIC Security Strategies Today SGS North America Governments & Institutions Services Spraying Systems Company Textron Systems The Law Offices of George R. Salem Weather Modification International Wunderlich-Malec Engineering

Teledyne FLIR The Children's Hospital of Philadelphia (CHOP) TPG Capital TransparentBusiness, Inc.

Westinghouse Electric Company

## Saudi Member Companies

### Chairman's Circle

Advanced Electronics Company Ltd. Al Abdulkarim Holding Co. Al-Hussan Education & Training Group Aljomaih Holding Company Al Rushaid Investment Company El Seif Group Al Tahaluf Real Estate Front End Limited Company NEOM PricewaterhouseCoopers Reza Investment Co. Ltd

Omran M. Al Omran &

Sanad Commercial

Investment Co. Ltd.

Saudi Arabian Mining

Company (Ma'aden)

Saudi Basic Industries

Saudi Consolidated

(Khatib & Alami)

Sherbiny Holdings

SETE Energy Saudia

Corporation (SABIC)

**Engineering Company** 

Partners Co.

Armah Sports Company

Bahamdan Group

Saudi Arabia

(TASNEE)

Atheeb Holding Company

Dallah Albaraka Holding Co.

Interactive Development Co.

Khalid Ali Alturki & Sons Co.

National Industrialization Co.

Omar K. Al-Esayi & Co. Ltd.

KFB Group of Companies

Merrill Lynch Kingdom of

Saudi Arabian Oil Company (Saudi Aramco) Saudi Arabian Military Industries Saudi Telecom Company The Saudi Investment Bank

Saudi British Bank (SABB)

Mohammed AlDhabaan &

Partners in association with

Saudi Chemical Holding

Company

Tamer Group

**Eversheds** 

Xenel Group

The Law Firm of

The Olayan Group

### Platinum

3M Saudi Arabia Abdullah A.M. Al-Khodari Sons Co. Aldrees Industrial & Trading Co. (ALITCO) Al Kholi Group Al Misehal Company Ltd. Al-Qahtani Maritime Alsalam Aerospace Industries Arabian Company for Business Support Services (Proven)

### Gold

Aal Taher Group Abdel Hadi Abdullah Al-Qahtani & Sons Group of Companies Alkhorayef Group Company Ltd. Chubb Arabia Cooperative Insurance Company

### Silver

Abdulla Fouad Holding Co. Abdullah & Saeid M. Ŏ. Binzagr Co. Ltd. Abdulla I. Albaijan Trading Est. Aggad Investment Company (AICO) Al Dhahry Group & its branches Alfanar Construction Ali Zaid Al-Quraishi & Brothers Co. Ltd. Al-Jazirah Vehicles Agencies Co. Ltd. Al Minwal Trading Al Moaibed Group Co. Ltd. Al-Suwaiket & Bader Al-Busaies Attorneys at Law Al- Tadrea Company for Industry & Military Equipment Al Tamimi & Company

Dhahran Techno Valley Company Hoshan Company Limited International Hospitals Construction Company Medical Supplies and Services Company Ltd. Royana Corporation Saudi Binladin Group The National Shipping Company of Saudi Arabia (Bahri) Zamil Group Holding

Company Medical Supplies and Services Company Ltd. up Mohmood A ading Co., Ltd. Companie

AMA Group Apparel trading Co., Ltd. Arabian Pipeline and Services Co. Bassam Trading Company Bayder National Trading Cisco Saudi Arabia Ltd. Dar Massader Trading Company Delmon Co. Ltd. E.A. Juffali & Brothers Golden Brown Trading Company Hadeem Contracting Co. Ltd. Hajjan Trading & Industrial Services Co. Ltd. Jarir Investment Jash Technical Services Ltd. Jeraisy Group M. & A. Albawardi Group of Companies

- Mohmood Ali Alhamrani & Companies for Internation al Trading Omar Alrasheed & Partners Law Firm Palace Consulting Engineers Prima Global Company LLC Rezayat Group of Companies Rashed A. Al Rashed & Sons Group REAL SAB Express Sabur Trading Sahara International Petrochemical Company (Sipchem) Salehiya Trading Establishment Samba Financial Group Saudi Ceramics Company
- Saudi Consulting Services Saudi Divar Consultants Saudi Steel Pipe Company Ltd. Seder Group Suhayl Bin Abdul Mohsin Al Shoaibi & Sons Holding Co. Ltd. (Shoaibi Group) Tamimi Group of Companies The Law Firm of Mohamed Al-Sharif Track Holding Company, LLC Wallan Group Yusuf Bin Ahmed Kanoo Company Ltd. Zahid Group Holding LLC

## 2021 Board of Directors

### Co-Chairmen

Abdallah S. Jum'ah Chairman The Saudi Investment Bank Steve Demetriou Chair & Chief Executive Officer Jacobs

### Vice Chairmen

Eng. Mubarak Al-Khafrah Chairman National Industrialization Company Richard A. Debs Advisory Director Morgan Stanley

### President and Chief Executive Officer

H. Delano Roosevelt

### **Board Members**

Khalid Al Abdulkarim CEO Al Abdulkarim Holding

Raaid K. Alireza General Manager Xenel Group

Chris Ashton Chief Executive Officer Worley

Leo A. Daly III Chairman and CEO LEO A DALY

> Charles Hallab Partner Mayer Brown

Stephen McDonald President, Middle East Group TCW

Clay Neff President, Chevron Middle East, Africa, South America, Exploration & Production Company, Chevron

> Khalid Al Zamil President Zamil Group

Khaled M. Al Seif President and CEO El Seif Group

Walid Abukhaled CEO SAMI

Mosaed Alohali President and CEO Saudi Arabian Mining Company (Ma'aden)

Yousef Al-Benyan Vice Chairman & CEO Saudi Basic Industries Corporation (SABIC)

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

Nadhmi Al Nasr Chief Executive Officer NEOM

David T. Perry Corporate Vice President and Chief Global Business Officer Northrop Grumman Jack P. Williams Senior Vice President Exxon Mobil Corporation

Ajlan Al Ajlan Chairman Council of Saudi Chambers of Commerce and Industry

> Rami Alturki President and CEO Alturki Holding

Al Collins Senior Vice President, Energy & Chemicals Operations Fluor

Carmen Haddad CEO, Citi Saudi Arabia Citigroup Inc. Corporation

> Amin Nasser President and CEO Saudi Aramco

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

## Leadership & Staff

### **U.S. OFFICE**



H. Delano Roosevelt President and CEO



Susanne M. Lendman **Executive Director** 

### **Business Advisory Services**



David Callahan Senior Vice President



Jamil Alothman VP, Industrial Development



Ana Carmen Neboisa Vice President

### **Membership**



Sara Syed Member Specialist

### **Economic Research**



Wiam Alwazir Director, Programs

John Emmert

Controller



**Communications & Marketing** 

Mike Ryan Manager,

**Business Development** 

Ali Alwazir Manager, **Public Relations** Administration



Jessilyn Joyner Office Administrator



Jay Ennis

**Director**, Projects

**Robert Murden Research Analyst** 



Albara'a Alwazir Director, Economic Research



Jacob Dichter **Research Analyst** 

### **Visa Services**



Sahar Nadri Director, Visa Services



Salem Edelbi Visa Services Assistant

### SAUDI ARABIA OFFICE

Anne Dawson

Receptionist/Admin

Support



Hutham AlJalal **Business Develop**ment Advisor



Yahya Musa Ali Arabic Data Entry



Abdulaziz Abonyan Senior Accountant



Harry Gagarin Membership Specialist



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