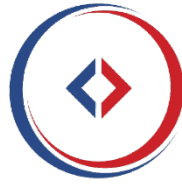


— SINCE 1973 —
CELEBRATING
45 周年
— YEARS —

U
S
C
B
C



THE US-CHINA BUSINESS COUNCIL
美 中 贸 易 全 国 委 员 会

Welcome to USCBC's 45th Annual Membership Meeting

This packet contains information on today's conference program, copies of speaker presentations, as well as recent reporting, analysis, and other news from USCBC.

Wireless Internet can be accessed with the information below.

- Network: **Kimpton**
- Password: **junwifi**

An electronic version of this packet can accessed at

www.uschina.org/45th-annual-membership-meeting-meeting-packet-2018.

Read more recent USCBC reports and research at

www.uschina.org/cmi.



45th Annual Membership Meeting

Conference Schedule and Speakers

Tuesday, June 5, 2018 | 9:00 am – 2:15 pm

Kimpton Hotel Monaco, Athens Room

700 F Street NW, Washington, DC 20004

9:00 – 9:30 am	Registration and Networking
9:30 – 9:35 am	Welcome Remarks <ul style="list-style-type: none">• John Frisbie, President, US-China Business Council
9:35 – 10:20 am	China's Operating Environment for US Companies <ul style="list-style-type: none">• Owen Haacke, Chief Representative, Shanghai Office, US-China Business Council• Bliss Khaw, Director, Control Risks <p><i>Moderated by: John Frisbie, President, US-China Business Council</i></p>
10:20 – 11:05 am	Chinese Domestic Politics: Implications for Business and US-China Relations <ul style="list-style-type: none">• Jude Blanchette, Senior Advisor and China Practice Lead, Crumpton Group LLC• Dr. Xiaobo Hu, Director, Center for China Studies and Professor of Political Science, Clemson University <p><i>Moderated by: John Frisbie, President, US-China Business Council</i></p>
11:05 – 11:30 am	Break
11:30 am – 12:10 pm	China's Economy at Mid-Year <ul style="list-style-type: none">• José Viñals, Group Chairman, Standard Chartered <p><i>Moderated by: John Frisbie, President, US-China Business Council</i></p>
12:10 – 12:30 pm	Lunch
12:30 – 1:15 pm	Luncheon Keynote: Global Views of China and Implications for US & International Policies <ul style="list-style-type: none">• The Honorable Kevin Rudd, President, Asia Society Policy Institute, and Australia's 26th Prime Minister; 2010-2012 Foreign Minister <p><i>Moderated by: John Frisbie, President, US-China Business Council</i></p>
1:15 – 1:30 pm	Break
1:30 – 2:15 pm	US-China Commercial Relations: Trade Actions, Strategy <ul style="list-style-type: none">• Greg Walters, Assistant US Trade Representative for Intergovernmental Affairs and Public Engagement• Jason Hafemeister, Trade Policy Coordinator and FAS Acting Associate Administrator, US Department of Agriculture <p><i>Moderated by: Erin Ennis, Senior Vice President, US-China Business Council</i></p>
2:15 pm	Adjourn



USCBC 45th Annual Membership Meeting **List of Attendees**

Conference Attendees

3M

Brittany Masalosalo

**Access Partnership (on
behalf of Dell Inc.)**

Xiaomeng Lu

AIG

Lauren Scott

**Air Products and
Chemicals, Inc.**

Peter Snyder

Airbnb

Silvia Spring

**Albright Stonebridge
Group**

David Hathaway

Alcoa Corp.

Megan Smith

Applied Materials

Taylor Sholler

**Archer Daniels Midland
Company**

Lorraine Hawley

Arconic

Margaret Cosentino

Anne McInerney

Jacqueline O'Brien

Asia Society Policy Institute

Pat Ingle

Baxter Healthcare

Crystal Riley

Boeing

Christine Ramsdell

Brehm Global Ventures

Carolyn Brehm

Brookings Institution

David Dollar

Ryan Hass

C&M International

Patricia Bacigalupo

C.V. Starr & Company, Inc

Joseph Dillon

Cargill

Betsy Struse

Caterpillar Inc.

Ann-Marie Padgett

Cheniere Energy

Julie Abraham

Chubb

Yancy Molnar

Cigna

Rich Merski

Citi

Kimberley Claman

The Cohen Group

Cameron Turley

ConocoPhillips

Mack Moore

Covington & Burling LLP

Ashwin Kaja

CSIS

Scott Kennedy

Deere & Company

Michelle La Plante

Dell

Michael Young

**East Penn Manufacturing
Co.**

Thomas Minner

Eaton Corporation

Terry Szmagala

Edwards Lifesciences

Leigh Volkland

Emerson

Lisa Flavin

Lisa Jackson

Equinix

Paul Brownell

Estee Lauder Companies

Kara Carscaden

ExxonMobil Corporation

Casey Delhotal

FedEx Express

Emily Beline

FMC Corporation

Shawn Whitman

Ford Motor Company

Yanda Wang

Georgetown University Law Center

Jim Feinerman

HBK Investments L.P.

Nikos Panagiotopoulos

Hilton Worldwide

Erica Gordon

Jonas Neihardt

Honeywell

Erik Heilman

IBM

Debra Marks

Koch Industries, Inc.

Lara Mathews

Mars, Incorporated

Mary Latimer

Mary Kay Inc.

Michael Lunceford

Mastercard

Sahra English

MetLife

Ben Cushman

Microsoft Corporation

Matthew Reisman

MKBC International

Rick Johnston

Monsanto Company

Jim Travis

Moody's

Demis Mavrellis

North Oak LLC

Chris Vick

Office of the Honorable Kevin Rudd

Chris Adams

Pearson

Chuck Melley

PepsiCo

Caroline Berson

Prime Policy Group (on behalf of NuSkin)

Casie Daugherty

Rock Creek Global Advisors

Michael Smart

S&P Global

John Phipps

The Scowcroft Group

Kevin Nealer

Sidley Austin LLP

Brenda Jacobs

Smiths Group

Chris Swonger

Standard Chartered

Michael Beresik

Anton Chan

Surveyor

David Scenna

Taconic Capital Advisors

Vicken Astourian

TE Connectivity

Kathleen Ambrose

Reggie Lai

Chao Zhang

Texas Instruments

Mary Thornton

TIA Telecommunications Industry Association

KC Swanson

Underwriters Laboratories Inc.

Karen Grunstra

US-China Strong Foundation

John Holden

Visa Inc.

Jeremy Sturchio

The Walt Disney Company

Mike Castellano

Western Services Corporation, Inc.

John Smith

Donald Utley

Wilson Center

Rui Zhong

45th Annual Membership Meeting

Speaker Biographies

China's Operating Environment for US Companies

Owen Haacke

US-China Business Council (Shanghai Office)

Owen Haacke is Chief Representative of the US-China Business Council (USCBC) Shanghai office. He has worked at USCBC since October 2013, working closely with US member companies to inform and advocate for US companies doing business in China. Owen has experience serving USCBC member companies at USCBC's headquarters in Washington, DC and in Shanghai.

Owen coordinates targeted research and intelligence on best practices, operational issues, and policy & regulatory changes that impact operations of US companies in China. Owen also coordinates with USCBC's Beijing, Washington, and Shanghai office to advocate in both the US and in China on issues that impact the trade and investment climate for US companies.

In his role, he writes, speaks, and consults with senior executives and government officials regularly on a broad range of business and investment issues in the China market, including human resources, administrative licensing, regulatory transparency, operational planning, and investment issues.

Prior to joining USCBC in 2013, Owen held a variety of positions in the public and private sector in US, including working on international trade policy for former Senate Finance Committee Chairman Max Baucus, and serving

as a Research Fellow at the US-China Economic and Security Review Commission, where his analysis focused on China's monetary policy.

Owen holds a B.A. from Dalian University of Foreign Languages in Chinese, International Economics and Trade. He is fluent in Mandarin Chinese, and has spent over seven years living and working in China.

Bliss Khaw

Control Risks

Bliss is a Director with Control Risks. After a decade in China, she relocated to New York from Shanghai, where she led the business intelligence practice. Bliss is Control Risks' Americas-based representative on China issues. She specializes in business intelligence and investigative due diligence, advising on a range of risks with reputational, commercial and compliance implications. Bliss has extensive experience on anti-corruption matters.

Prior to joining Control Risks, Bliss worked for a risk management firm in Shanghai on due diligence and investigations. She developed the company's fraud awareness training program and reported on regulatory and geopolitical risks across China. Her China experience also includes working as an analyst with a financial services firm.

Bliss first came to China to Fudan University to research financial sector reforms following China's World Trade Organization accession. She was invited to the East-West Centre in Honolulu to research Chinese international trade patterns. Bliss has a political science degree from the

University of Georgia, where she was a Foundation Fellow.

Chinese Domestic Politics: Implications for Business and US-China Relations

Jude Blanchette
Crumpton Group LLC

Jude Blanchette leads Crumpton Group's China Practice, helping Clients to navigate market entry, negotiations, and business operations; assess political risk; anticipate future opportunities; and create smart exit strategies.

Previously he was the engagement director at The Conference Board's China Center for Economics and Business in Beijing, where he led the Center's research on China's political environment, with a focus on the workings of the Communist Party and its impact on foreign investors. Prior to working at The Conference Board, he was the assistant director of the 21st Century China Program at the University of California, San Diego.

Mr. Blanchette is a contributor to Foreign Affairs, Foreign Policy, China Economic Quarterly, and his Chinese translations have appeared in the Wall Street Journal and the business-related publications covering China. His book, *Under the Red Flag: The Battle for the Soul of the Communist Party in a Reforming China*, is forthcoming from the Oxford University Press.

Mr. Blanchette holds a Master's degree in modern Chinese studies from the University of Oxford and a BA in economics from the Loyola University in Maryland. He is on the Board of Directors for the American Mandarin Society. He has lived in China for more than 10 years and speaks fluent Mandarin.

Dr. Xiaobo Hu
Clemson University

Dr. Xiaobo Hu is Director of Center for China Studies and Professor of Political Science at Clemson University. He has been National Fellow at the Hoover Institution, Stanford

University; Public Policy Scholar at the Woodrow Wilson Center; and Visiting Senior Fellow at the Shanghai Institute for International Studies and East Asian Institute at National University of Singapore. He is Overseas Advisor of the CITIC Foundation for Reform and Development. He once served as President of the Association of Chinese Political Studies, an academic organization in the U.S., and co-editor of Journal of Chinese Political Science.

Dr. Hu's research focuses on China's economic and political reforms, public-private partnership, China's rising middle class, and U.S.-China relations. His publications include *China after Jiang* (Stanford University Press), *Transition towards Post-Deng China* and *Problems in China's Transitional Economy* (both Singapore University Press), and dozens of journal articles and book chapters. He has also contributed to Encyclopedia Britannica yearbooks and Greenville Business Magazine columns.

He studied at Peking University before receiving his Ph.D. from Duke University.

China's Economy at Mid-Year

José Viñals
Standard Chartered

José has substantive experience in the international regulatory arena and has exceptional understanding of the economic and political dynamics of markets and of global trade.

José began his career as an economist and as a member of the faculty at Stanford University, before spending 25 years at the Central Bank of Spain, where he rose to be the Deputy Governor. José has held many other board and advisory positions including Chair of Spain's Deposit Guarantee Fund, Chair of the International Relations Committee at the European Central Bank, member of the Economic and Financial Committee of the European Union, and Chair of the Working Group on Institutional Investors at the Bank for International Settlements. José joined the International Monetary Fund (IMF) in 2009 and stepped down in September 2016 to join

Standard Chartered PLC. He was the Financial Counsellor and the Director of the Monetary and Capital Markets Department and was responsible for the oversight and direction of the IMF's monetary and financial sector work. He was the IMF's chief spokesman on financial matters, including global financial stability. During his tenure at the IMF, José was a member of the Plenary and Steering Committee of the Financial Stability Board, playing a key role in the reform of international financial regulation.

Luncheon Keynote: Global Views of China and Implications for US & International Policies

The Honorable Kevin Rudd
Asia Society Policy Institute

Mr. Rudd served as Australia's 26th Prime Minister (2007-2010, 2013) and as Foreign Minister (2010-2012). He led Australia's response during the Global Financial Crisis, reviewed by the IMF as the most effective stimulus strategy of all member states. Australia was the only major developed economy not to go into recession. Mr. Rudd helped found the G20 to drive the global response to the crisis, and which in 2009 helped prevent the crisis from spiraling into depression.

As Prime Minister and Foreign Minister, Mr. Rudd was active in global and regional foreign policy leadership. He was a driving force in expanding the East Asia Summit to include both the U.S. and Russia in 2010, and initiated the concept of transforming the EAS into a wider Asia Pacific Community. On climate change, Mr. Rudd ratified the Kyoto Protocol in 2007 and legislated in 2008 for a 20 percent mandatory renewable energy target for Australia. He represented Australia at the 2009 Copenhagen Climate Change Summit which produced the Copenhagen Accord, for the first time committing states to not allow temperature increases beyond two degrees. He was appointed a member of the UN Secretary-General's High Level Panel on Global Sustainability and is a co-author of the report *Resilient People, Resilient Planet* for the 2012 Rio+20 Conference. Mr. Rudd drove Australia's successful bid for its non-

permanent seat on the United Nations Security Council for 2012-2014. His government also saw the near doubling of Australia's foreign aid budget to approximately \$5 billion, making Australia then one of the top ten aid donors in the world. He also appointed Australia's first ever Ambassador for Women and Girls to support the critical role of women in development and reduce physical and sexual violence against women.

Domestically, Mr. Rudd delivered Australia's formal national apology to indigenous Australians. In education, his government introduced Australia's first-ever nationwide school curriculum, undertook the biggest-ever capital investment program in Australian schools with the building of thousands of new state of the art libraries across the country, as well as introducing the first-ever mandatory national assessment system of literacy and numeracy standards. In health, Mr. Rudd in 2010 negotiated with the Australian states a National Health and Hospitals Reform Agreement, the biggest reform and investment in the health system since the introduction of Medicare 30 years before. His government established a national network of leading-edge cancer care centers across Australia, before introducing the world's first ever plain-packaging regime for all tobacco products. To improve the rate of organ and tissue donation, he established Australia's first National Organ and Tissue Transplant Authority. In 2010, his government introduced Australia's first-ever paid parental leave scheme and implemented the biggest increase in, and reform of, the age pension since federation. He also founded the National Broadband Network to deliver high-speed broadband for every household, business, school, hospital, and GP in the country.

Mr. Rudd joined the Asia Society Policy Institute as its inaugural President in January 2015. ASPI is a "think-do tank" dedicated to using second-track diplomacy to assist governments and businesses in resolving policy challenges within Asia, and between Asia and the West. He is also Chair of the Independent Commission on Multilateralism where he is leading a review of the UN system over the 2015-16 period. In 2014, Mr. Rudd was a Senior Fellow at the Harvard Kennedy School where he completed a major policy paper *U.S.-China 21: The Future of U.S.-*

China Relations Under Xi Jinping. He is a Distinguished Fellow at Chatham House in London, a Distinguished Statesman with the Center for Strategic and International Studies in Washington, and a Distinguished Fellow at the Paulson Institute in Chicago. Mr. Rudd is a member of the Comprehensive Nuclear-Test-Ban Treaty Organization's Group of Eminent Persons. He is proficient in Mandarin Chinese and serves as a Visiting Professor at Tsinghua University in Beijing, and he co-chairs the World Economic Forum's China Council.

Mr. Rudd in his private capacity has established the Australian National Apology Foundation to continue to promote reconciliation and closing the gap between indigenous and non-indigenous Australians. He has also established the Asia Pacific Community Foundation to promote the cause of regional economic, security, and environmental collaboration across the region.

US-China Commercial Relations: Trade Actions, Strategy

Gregory M. Walters

Assistant U.S. Trade Representative for Intergovernmental Affairs and Public Engagement

Gregory Martin Walters is the Assistant U.S. Trade Representative for Intergovernmental Affairs and Public Engagement. In this role, Greg serves as the primary point of engagement for U.S. Trade Representative (USTR) with private sector stakeholders, labor unions, the NGO community, and state and municipal governments. Additionally, Greg oversees the membership, management, and reporting of USTR's advisory committee system.

Prior to his service at USTR, Greg was a key member of the International Trade and Government affairs team of the 3M Company. There, he worked with U.S. Government Agencies, business associations, NGOs, and foreign government officials to open markets and promote U.S. manufactured goods in almost 200 countries.

Greg's prior government service includes a tour as the Asia Regional Manager for the U.S. Trade and Development Agency at the U.S. Embassy in Bangkok, Senior Advisor and the Director of Small Business Affairs to the U.S. Trade Representative and Small Business Administrator, and as Deputy Associate Director of Presidential Personnel at the White House.

With over twenty years of international trade and legal experience, Greg holds a Juris Doctor from the University of Miami School of Law and a Bachelor's degree from the University of Michigan.

Welcome Remarks & Moderators

John Frisbie

The US-China Business Council

John Frisbie, president of the US-China Business Council (USCBC) since 2004, has more than 30 years of experience in business and government relations with China, including nearly 10 years living and working in Beijing.

Frisbie started his career with USCBC in 1986, first working in USCBC's Washington, DC, office, then as director of China Operations in Beijing from 1988 to 1993. He joined the General Electric Co. (GE) in 1993 as director for Business Development in China for the company's diverse set of businesses, and then moved to Singapore in 1996 to assume Asia-wide positions for two GE business units.

Frisbie repatriated to the United States in 2000, joining the trade consulting practice established by former Secretary of Commerce Mickey Kantor at Mayer, Brown, Rowe & Maw LLP.

His China background includes mergers and acquisitions, commercial negotiations, operating best practices and execution, strategy development, trade and investment consulting, policy analysis and advocacy, US and Chinese government relations, and media relations. He has spoken at numerous conferences and events, and appears frequently in national and local print and television media, in the US and China.

Frisbie received his BA and MBA degrees from the University of Texas at Austin. He speaks and reads Mandarin Chinese. He, his wife, and two children live in Bethesda, Maryland.

Erin Ennis

The US-China Business Council

Erin Ennis has been Vice President of the US-China Business Council since May 2005. In that position, she directs the Council's government affairs and advocacy work for member companies and oversees the Council's Business Advisory Services. She also leads a coalition of other trade associations on issues of interest to companies doing business with China.

Prior to joining the Council, Ennis worked at Kissinger McLarty Associates, the international consulting firm headed by former Secretary of State Henry Kissinger and former White House Chief of Staff Thomas "Mack" McLarty. At Kissinger McLarty, Ennis was responsible for implementing strategies for international business clients on proprietary trade matters, primarily in Vietnam and Japan.

Before entering the private sector, Ennis held several positions in the US government. From 1992 to 1996, Ennis was a legislative aide to former U.S. Senator John Breaux, working on international trade and commerce. She also worked on health care issues during the Senate's consideration of President Bill Clinton's health care reform, an issue on which Senator Breaux actively worked to broker a compromise.

At the Office of the US Trade Representative from 1996 to 2000, Ennis first worked in Congressional Affairs on Asia issues, including annual approvals of China's most favored nation status and the ill-fated 1997 push to renew presidential "fast track" negotiating authority. Beginning in 1998, she was assistant to Deputy US Trade Representative Richard Fisher, who led US trade negotiations and enforcement with Asia, the Americas, and on intellectual property rights.

A native of Louisiana, Ennis has a BA from Mount Holyoke College in Massachusetts and a Masters in International Affairs from Catholic University in Washington, DC. She is an active

volunteer for the Mount Holyoke Alumnae Association and the Washington National Cathedral. In 1999, Ennis completed the Marine Corps Marathon in under a quarter of a day and successfully laid to rest any lingering desire to run future races.

Annual Meeting 2018 Attendee Feedback Form

Thank you for your participation today. USCBC values your feedback. Please take a minute to describe your overall experience by answering the following questions.

1. What are your primary objectives in attending this year's Annual Meeting?

2. Did the event meet your objectives?

___ Yes

___ No

___ Other? _____

3. Did you feel the event provided enough value for the price?

___ The price was low for the content provided.

___ The price matched the content.

___ The price was high for the content provided.

___ Other? _____

4. On a scale of 1-5 (5 Excellent, 4 Good, 3 Average, 2 Fair, 1 Poor), please rate the value of the following conference presentations and resources.

___ **China's Operating Environment for US Companies** (Owen Haacke, Bliss Khaw)

___ **Chinese Domestic Politics: Government Restructuring & Implications for Business**
 (Jude Blanchette, Dr. Xiaobo Hu)

___ **China's Economy at Mid-Year** (José Viñals)

___ **Global Views of China and Implications for US & International Policies** (Kevin Rudd)

___ **US-China Commercial Relations: Trade Actions, Strategy** (Greg Walters)

___ Networking Opportunities

___ USCBC Meeting Packet Information and Reports

___ Other? _____

5. What other topics are you interested in hearing about at USCBC events this year?

6. What presentation format(s) do you find most valuable or would like to see more of at USCBC conferences? (Choose 1 or more.)

☐ Individual Presentations

☐ Panel Discussions

☐ Keynote Speeches

☐ Breakout Sessions

☐ Other? _____

7. Do you have other suggestions for improving the conference?

8. Future Participation

a. Have you previously attended USCBC's Annual Meetings?

☐ Yes

☐ No

b. Do you plan to participate in this event again in the future, and why/why not?

☐ Yes

☐ No

☐ Why/why not? _____

(Optional):

Name _____ Company _____

Thank you!



USCBC



THE US-CHINA BUSINESS COUNCIL

美中貿易全國委員會

Board of Directors Election Results

Directors Elected by the General Membership and
Announced at the 45th Annual Membership Meeting, June 5, 2018

David L. Cunningham *

President and Chief Executive Officer
FedEx Express

Terrence R. Curtin

Chief Executive Officer
TE Connectivity

Mary Callahan Erdoes **

Chief Executive Officer
J. P. Morgan Asset and Wealth Management

The Honorable Barbara Hackman Franklin **

President and Chief Executive Officer
Barbara Franklin Enterprises

Doug McMillon **

President and Chief Executive Officer
Walmart, Inc.

James Quincey *

President and Chief Executive Officer
The Coca-Cola Company

David T. Seaton *

Chairman and Chief Executive Officer
Fluor Corporation

Andrew P. Swiger *

Senior Vice President and Principal
Financial Officer
Exxon Mobil Corporation

Miles D. White *

Chairman and Chief Executive Officer
Abbott

Jim Umpleby

Chief Executive Officer
Caterpillar

** Elected to a first three-year term after completing an interim term*

***Elected to a second three-year term*



Officers and Directors

June 6, 2018

Officers

June 2018-June 2019

Chair

Evan Greenberg*

Chairman and Chief Executive Officer
Chubb

Vice Chairs

Doug McMillon *

President and Chief Executive Officer
Walmart, Inc.

Mary T. Barra*

Chairman and Chief Executive Officer
General Motors Company

Secretary-Treasurer

Keith E. Williams *

President & Chief Executive Officer
UL LLC

Counsel

Andrew W. Shoyer

Partner
Sidley Austin LLP

President

John Frisbie

President
The US-China Business Council

**Also serves as a Director*

Directors

Steve Angel

Chairman, President & Chief Executive Officer
Praxair, Inc.

The Honorable William S. Cohen

Chairman and Chief Executive Officer
The Cohen Group

James C. Collins, Jr.

Chief Operating Officer, Corteva Agriscience™
Agriculture Division
DowDuPont

David L. Cunningham

President and Chief Executive Officer
FedEx Express

Terrence R. Curtin

Chief Executive Officer
TE Connectivity

Gary E. Dickerson

President and Chief Executive Officer
Applied Materials, Inc.

Mary Callahan Erdoes

Chief Executive Officer, Asset and
Wealth Management
J.P. Morgan

David N. Farr

Chairman and Chief Executive Officer
Emerson

The Honorable Barbara H. Franklin

President and Chief Executive Officer
Barbara Franklin Enterprises

Marius A. Haas

President and Chief Commercial Officer
Dell EMC

John J. Haley
Chief Executive Officer
Willis Towers Watson

Tom Linebarger
Chairman and Chief Executive Officer
Cummins Inc.

Roberta Lipson
Founder, Chief Executive Officer
United Family Healthcare

David W. MacLennan
Chairman and Chief Executive Officer
Cargill

Ryan McInerney
President
Visa Inc.

Dennis A. Muilenburg
Chairman, President and Chief Executive Officer
The Boeing Company

Indra K. Nooyi
Chairman and Chief Executive Officer
PepsiCo

Douglas L. Peterson
President and Chief Executive Officer
S&P Global

James Quincey
President and Chief Executive Officer
The Coca-Cola Company

David T. Seaton
Chairman and Chief Executive Officer
Fluor Corporation

Andrew P. Swiger
Senior Vice President and Principal
Financial Officer
Exxon Mobil Corporation

David S. Taylor
Chairman of the Board, President and Chief
Executive Officer
The Procter & Gamble Company

Jim Umpleby
Chief Executive Officer
Caterpillar

Steven C. Voorhees
Chief Executive Officer
WestRock

Miles D. White
Chairman and Chief Executive Officer
Abbott

Ray G. Young
Chief Financial Officer
Archer Daniels Midland Company



USCBC Staff List

HEADQUARTERS

1818 N Street, NW, Suite 200
Washington, DC 20036-2470
Tel: 202-429-0340 | Fax: 202-775-2476
E-mail: info@uschina.org
www.uschina.org | www.chinabusinessreview.com

Mr. John Frisbie
President
jfrisbie@uschina.org

Ms. Erin Ennis
Senior Vice President
eennis@uschina.org

Business Advisory Services (BAS)

Ms. Anna Tucker Ashton
Director
aashton@uschina.org

Mr. John A. Kamensky
Manager
jkamensky@uschina.org

Government Affairs

Ms. Meg Kelly
Manager
mkelly@uschina.org

Communications & Publications

Ms. Katherine Thompson
Interim Director
kthompson@uschina.org

Mr. Ian Hutchinson
Digital Editor
ihutchinson@uschina.org

Programs

Ms. Gloria González-Micklin
Director
ggonzalezmicklin@uschina.org

Ms. Shelbey Keegan
Manager
skeegan@uschina.org

Membership

Ms. Ann Marie Novock
Manager, Membership Administration
anovock@uschina.org

Administration

Ms. Jessica Logan, CPA
Vice President, Finance and Administration
jlogan@uschina.org

Ms. Karen M. Lam
Executive Assistant to the President
and Office Manager
klam@uschina.org

CHINA

Mr. Jake Parker

Vice President, China Operations
jparker@uschina.org.cn

Beijing Office

CITIC Building, Suite 10-01
19 Jianguomenwai Dajie
Beijing 100004, China
Tel: 86-10-6592-0727 | Fax: 86-10-6512-5854
E-mail: info@uschina.org.cn

Mr. Jake Laband

Deputy Director
jlaband@uschina.org.cn

Mr. Richard Alteri

Manager, Business Advisory Services
ralteri@uschina.org.cn

Ms. Zhang Lipei

Manager, Government Affairs and BAS
zlipei@uschina.org.cn

Ms. Yan Yu

Manager, Government Affairs and BAS
yyan@uschina.org.cn

Ms. Sun Yi

Manager, Business Advisory Services and
Administration
Sun.yi@uschina.org.cn

Shanghai Office

1701 Beijing West Road, Room 1301
Shanghai 200040, China
Tel: 86-21-6288-3840 | Fax: 86-21-6288-3841
E-mail: info@uschina.org.cn

Mr. Owen Haacke

Chief Representative
ohaacke@uschina.org.cn

Mr. Patrick Lozada

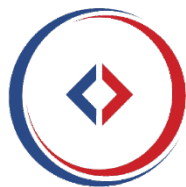
Manager, Business Advisory Services (BAS)
plozada@uschina.org.cn

Ms. Melinda Xu

Manager, Government Affairs and BAS
zxu@uschina.org.cn

Ms. Huihui Shen

Manager, Administration and Government Affairs
hshen@uschina.org.cn



USCBC Member Firms (as of 05/31/18)

3M Company	The Carlyle Group	Factory Mutual Insurance Company
A.O. Smith Corporation	Case New Holland Inc.	Faegre Baker Daniels LLP
ABB Inc.	Caterpillar Inc.	Federal Express Corporation
Abbott Laboratories	CET Academic Programs	Finnegan, Henderson, Farabow, Garrett & Dunner, LLP
AccuWeather, Inc.	Cheniere Energy, Inc.	Fluor Corporation
Acta Chinese Language Services	Chevron	FMC Corporation
Adobe Systems Incorporated	Chindex International, Inc.	Ford Motor Company
AECOM Technology Corporation	CHUBB	Fortive Corporation
AIG	Cigna	Freeport McMoRan Inc.
Air Products and Chemicals, Inc.	Cisco Systems, Inc.	GCP Applied Technologies
Airbnb, Inc.	Citigroup Inc.	General Dynamics
Albright Stonebridge Group	The Coca-Cola Company	General Motors Corporation
Alcoa Inc.	The Cohen Group	Gilead Sciences
Allen & Overy LLP	Comcast Corporation	Global Strategic Associates, LLC
Allison Transmission Holdings, Inc.	ConocoPhillips	GNC Holdings, Inc.
Amazon	Control Risks	Goldman Sachs Group, Inc.
American Express Company	Conway Data, Inc.	W.R. Grace & Co.
Amgen Inc.	CooperVision, Inc.	Grant Thornton LLP
Amway	Corning Incorporated	GreenPoint Group
APCO Worldwide	Covington & Burling LLP	Harley-Davidson, Inc.
Apple Inc.	Crowell & Moring LLP	Hbk Investments L.P.
Applied Materials, Inc.	Crown Equipment Corporation	Herbalife International of America, Inc.
Archer Daniels Midland Company	Crumpton Group	The Hershey Company
Arconic Inc.	Cummins Inc.	Hewlett-Packard Enterprise
Ashland Inc.	Danaher Corporation	Hills & Company
The Asia Group, LLC	Deere & Company	Hilton Worldwide
AT&T	Dell Inc.	Hogan Lovells
Autodesk, Inc.	The Walt Disney Company	Honeywell
Baker Botts LLP	Dolby Laboratories, Inc.	HP Technology Co. Inc.
Baker McKenzie LLP	Dorsey & Whitney LLP	IBM Corporation
Bank of America Merrill Lynch	doTerra International	Illumina, Inc.
Barbara Franklin Enterprises	The Dow Chemical Company	Ingersoll-Rand Company
Basilinna LLC	E. I. du Pont de Nemours & Company	Intel Corporation
Baxter International Inc.	East Penn Manufacturing Co., Inc.	International Paper Company
Blue Heron Holdings, LLC	Eastman Chemical Company	Intralox, LLC
The Boeing Company	Eaton Corporation	Johnson & Johnson
Bose Corporation	Ecolab	Johnson Controls
Brinks Hofer Gilson & Lione	Edwards Lifesciences LLC	Jones Day
Brunswick Group LLP	Eli Lilly and Company	JPMorgan Chase & Co.
C.V. Starr & Co., Inc.	Emerson	K&L Gates LLP
Cabot Corporation	The Estee Lauder Companies	Kamsky Associates, Inc.
Cambridge Corporate Training	Exxon Mobil Corporation	Robert A. Kapp & Associate, Inc.
Capital Group	Facebook Inc.	
Cargill, Incorporated		

Kissinger Associates, Inc.	Standard Chartered Bank
KKR & Co. L.P.	Steptoe & Johnson LLP
Koch Industries, Inc.	Sustainable Materials Management of California
KPMG LLP	Target Corporation
Liberty International Holdings, Inc.	TE Connectivity
Maritime Products International	Tesla Motors
Mars Incorporated	Texas Instruments Incorporated
Mary Kay Inc.	Thermo Fisher Scientific Inc.
MasterCard Worldwide	Time Warner Inc.
Mayer Brown LLP	The Sherwin-Williams Company
McLarty Associates	The Timken Company
Medtronic, Inc.	Tyson Foods, Inc.
Merck & Co., Inc.	Underwriters Laboratories Inc.
MetLife, Inc.	United Technologies Corporation
Microsoft Corporation	Velodyne LIDAR, Inc.
Minerals Technologies, Inc.	The Venetian Resort Hotel Casino
MKBC International	Visa Inc.
Monsanto Company	VMware
Moody's Investors Service	Volk Flow Controls, Inc.
Morgan Stanley	Walmart, Inc.
Nu Skin Enterprises, Inc.	Walgreens Boots Alliance
PartnerRe	Warburg Pincus LLC
Paul Weiss Rifkind Wharton & Garrison	Western Services Corporation
PayPal Holdings, Inc.	Westinghouse Electric Company, LLC
Pearson Inc.	WestRock Company
PepsiCo, Inc.	WeWork Companies Inc.
Pfizer Inc.	Whirlpool Corporation
Praxair, Inc.	Willis Towers Watson PLC
The Procter & Gamble Company	Wilmer Cutler Pickering Hale and Dorr LLP
QUALCOMM Incorporated	WPP Group
Reckitt Benckiser Group PLC	Xylem, Inc.
Sas Institute Inc.	Zebra Technologies Corporation
S&P Global Inc.	Zipcorp, Inc.
The Scowcroft Group	
Seagate Technology LLC	
Shire PLC	
Sidley Austin LLP	
Smithfield Foods, Inc.	
Smiths Group PLC	
Squire Patton Boggs	

USCBC's 45th Anniversary Gala 2018

December 5, 2018 | 6:00 – 9:00 pm | The Ritz-Carlton, Washington, DC

SAVE THE DATE AND PLAN TO HAVE YOUR COMPANY REPRESENTED

- The Gala program will feature notable and influential speakers on US-China relations
- The event will also recognize USCBC and its membership's history of leadership, achievements, and partnerships for an expanded US-China commercial relationship.
- Expect 400-500 leaders from the business, government, diplomatic, and think tank communities

Corporate tables with 8 - 10 seats are available at four sponsorship levels:

- **Leadership (\$50,000) – Includes speaking role**
- **Benefactor (\$25,000)**
- **Patron (\$15,000)**
- **Supporter (\$10,000)**

Detailed benefits about each level on the back of this flyer.

We greatly appreciate your company's commitment to a table at the highest level possible to show your support and fund the work USCBC does throughout the year. Participating member companies are welcome to invite guests, such as business partners and spouses, as participants at their Gala table.

Please pledge your support by completing and returning the **Gala Sponsorship Pledge Form** on the back of this flyer. Our team will work closely with you to ensure you receive full sponsorship benefits and to make the event a complete success for you and your guests.

We look forward to seeing you at **Gala 2018** to celebrate 45 years of USCBC's leadership, involvements in promoting sustainable commercial relations between the United States and China.



Wednesday, December 5, 2018, 6:00-9:00 pm
Business Attire

The Ritz-Carlton
1150 22nd St NW, Washington, DC

Submit your pledge online, by fax (202-775-2476), or by email (programs@uschina.org)

Member Company Name (as it should appear on printed materials)

Contact Person Name

Contact Person Title

Telephone Number

Fax Number

Email Address

Sponsorship Levels

☐ **Leadership \$50,000 (Includes Speaking Role)**

Table of 10 (with an option of 2 tables of 10) including first-priority seating of 2-3 USCBC-assigned VIPs, priority placement at the Gala head table for one senior corporate executive, 4 invitations to VIP Reception, premier table placement, prominent branding in Gala marketing materials and invitations, logo on USCBC website and dinner signage, and full page (350-400-word company profile) in Gala program

☐ **Benefactor \$25,000**

Table of 8-10 guests (including second-priority seating of 2 assigned VIPs at table), 1 head table seat for most-senior company executive, 2 VIP reception passes for senior company executives, preferred table placement, company name/logo on Gala marketing materials, invitations, website, and dinner signage, as well as a 150-200-word company profile in Gala program

☐ **Patron \$15,000**

Table of 8-10 guests (including third-priority seating of 2 assigned VIPs at table), 2 VIP reception passes for senior company executives, company name/logo on Gala marketing materials, invitations, website, and dinner signage, and 100-word company profile in Gala program

☐ **Supporter \$10,000**

Table of 8-10 guests (including fourth-priority seating of 2 assigned VIPs at table), 1 VIP reception pass for senior company executive, company name/logo on Gala marketing materials, invitations, website, and dinner signage

Payment Options

☐ Check enclosed

☐ Check to follow

☐ Send Invoice

☐ Send Paid Receipt

Please make checks payable to the US-China Business Council.

For further information about Gala sponsorship, please contact:

Gloria González-Micklin, Director of Programs, T: 202-429-0340, ext. 211, programs@uschina.org

— SINCE 1973 —
CELEBRATING
45 周年
— YEARS —

USC
BC



THE US-CHINA BUSINESS COUNCIL
美中贸易全国委员会

Now Online:

USCBC's Annual Membership Survey

The US-China Business Council (USCBC) has launched its 2018 annual survey of its member companies on the opportunities and challenges they face in China's business environment. The results of the survey help prioritize the top issues for USCBC's reporting, advisory, and advocacy work in the United States and China on behalf of its membership.

Member responses to the survey are crucial to the quality and effectiveness of USCBC's services.

**The survey will close on
Wednesday, June 20.**

USCBC uses Qualtrics software, which provides unique links for each respondent that automatically save survey participants' responses as they proceed through the questionnaire. This enables respondents to exit the survey and return at a later time to finish answering the questions using the link provided to them in the invitation email.

USCBC's survey invitation was distributed on **June 4, 2018**. If you have misplaced the survey invitation and need to have the link resent to you, please contact USCBC Senior Vice President Erin Ennis at eennis@uschina.org. Please also feel free to contact her with any questions, comments, or suggestions.





2018 Calendar for US-China-Related Events

June

5	USCBC Annual Membership meeting, Washington, DC
6	USCBC Board of Directors' meeting, Washington, DC
8-9	G7 Summit, Charlevoix, Quebec, Canada
9-10	Shanghai Cooperation Organization Summit, Qingdao, China (President Xi expected to attend)
16-18	Dragon Boat Festival (PRC legal holiday)
27-29	World Economic Forum "Summer Davos," Dalian (Premier Li usually attends)

July

4	Independence Day (US legal holiday)
25-27	BRICS summit, Johannesburg, South Africa (President Xi expected to attend)

August

July 27 – Sept 4	US House and US Senate recess
18	Deadline for Trump administration decision on tariffs and other actions related to the Section 301 investigation of China's IP and technology transfer policies

September

3	Labor Day (US legal holiday)
18-25	United Nations General Assembly, New York City (senior Chinese official attends)
22-24	Mid-Autumn Festival (China legal holiday)
TBD	Forum on China-Africa Cooperation (FOCAC) Summit, Beijing (President Xi expected to attend)
TBD	Shanghai Mayor's International Business Leaders Advisory Council meeting

October

1-7	National Day Holiday (China legal holiday) (<i>Make up days Sept 29, 30</i>)
8	Columbus Day (US legal holiday)
10-11	USCBC Board Delegation Visit to China
12-14	Annual Meetings of the International Monetary Fund and World Bank, Washington, DC
15	US Treasury Department report to Congress on exchange rate policies due (actual release date may vary)

November

5-10	China International Import Expo, Shanghai (President Xi to host)
12	Veterans' Day (US legal holiday)

15-17	Asia Pacific Economic Cooperation (APEC) CEO Summit, Port Moresby, Papua New Guinea
18	Asia Pacific Economic Cooperation (APEC) Leaders Meeting, Port Moresby, Papua New Guinea (President Xi usually attends; President Trump may attend)
TBD	East Asia Summit, Singapore (Premier Li usually attends; unclear if President Trump will attend)
22	Thanksgiving Day (US legal holiday)
30 – Dec 1	G20 Leaders Summit, Buenos Aires, Argentina (Presidents Trump and Xi are expected to attend)

December

5	USCBC Board Meeting & Gala, Washington, DC
TBD	Central Economic Work Conference, Beijing (usually in the first ten days of the month)
14	US Congress target adjournment date
25	Christmas Day (US legal holiday)



Showcase Your Expertise

Placing content on the **China Business Review** website is a benefit that allows you to be a thought leader in the US-China commercial space. Member stories are given the prime placement on the rotator of the homepage and the opportunity to showcase their expertise in the field of bilateral business relations.

China Business Review has an average of 45,000 unique visitors per month, who spend about four minutes reading each story – much higher than the industry standard of two minutes. Which means not only are our readers interested enough to click on our stories, they're also taking the time to read them.

With CBR's excellent search engine optimization (SEO) techniques, articles on our site reach beyond our loyal audience of business executives from US-based companies operating in China to key government officials in the United States and China, newcomers to the China market, and students in business, law, and international relations.

While our market is specific, our scope is broad. We aim to help US companies do business in China. To do that, we report on anything and everything that impacts that relationship: government, politics, trade, human relations, the environment, culture, and labor issues.

We are always looking for innovative stories. If you are seeking guidance or standards for contribution, please contact our Director of Publications, Katherine Thompson, at kthompson@uschina.org for assistance.

Join the ranks of our members who are already taking advantage of this marketing opportunity, such as APCO Worldwide, Baker & McKenzie, Brunswick Group LLP, Cambridge Corporate Training, Control Risks, Crumpton Group LLC, and Hogan Lovells.



Typical Job Titles
✓ Chairman, CEO, CFO, President
✓ Vice Chair, Vice President
✓ Executive Director
✓ Manager



Sharpen Your China Business Strategy Through Critical Analysis & Key Industry News

All members receive our flagship newsletter, China Market Intelligence, and Meetings & Events emails:

- **China Market Intelligence:** A members-only newsletter that delivers key updates every 2 weeks. We tap our expertise to educate members and advocate through timely cross-cutting analysis.
- **Meetings & Events:** Weekly listing of USCBC exclusive events in the United States *and* China

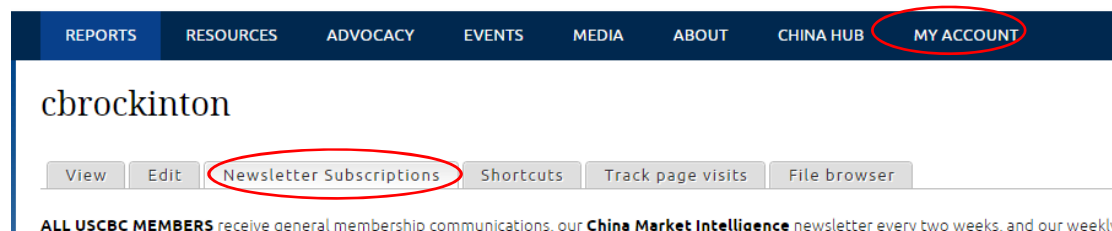
Sign up to receive our other exclusive USCBC content available to every member:

- **News Overview:** Top US-China business news delivered every morning (US time)
- **China Business Review:** Award-winning trade publication of original articles
- **Industry updates:** Our industry updates offer highly specialized information on a specific industry
- **China News Headlines:** Weekly round-up of key clips from China's media
- **Invest in the US:** Update on Chinese investment in the United States
- **Washington Update:** News from the US government affecting the China relationship

How? Visit www.uschina.org and click on “Member Sign-in” to sign in with your email and password.



Then Select “My Account” and the “Newsletter Subscriptions” page



Choose which emails you would like to receive and hit “save.”