

HELP SHAPE THE WORLD'S MOST IMPORTANT RELATIONSHIP



THE US-CHINA BUSINESS COUNCIL

美 中 贸 易 全 国 委 员 会



USCBC AND THE POWER OF RELATIONSHIPS

The US-China Business Council (USCBC) is a private, nonpartisan, nonprofit organization of approximately 200 mostly American companies that conduct business operations with China.

For more than four and a half decades, USCBC has provided unmatched information, advisory, advocacy, and program services to its membership.

Through its offices in Washington, DC, Beijing, and Shanghai, USCBC is uniquely positioned to serve its members' interests in the US and China.



"China's government and regulatory environment are among the most complex in the world and we rely on USCBC to help us navigate them."

Owen Messick
President
doTERRA China

MISSION STATEMENT

USCBC's mission is to expand the US-China commercial relationship to the benefit of its membership and, more broadly, the US economy. The Council favors constructive, results-oriented engagement with China to eliminate trade and investment barriers and develop a rules-based commercial environment that is predictable and transparent to all parties.

ACHIEVE YOUR CHINA BUSINESS GOALS

“USCBC has been extremely effective in helping IBM navigate the choppy waters that now define the US-China bilateral relationship. USCBC has an extensive network and deep bench of knowledgeable analysts and subject matter experts. They can deliver real value to members on the diverse set of issues that companies need to manage if they are to successfully do business in the constantly changing—and sometimes impenetrable—landscape of today’s China.”

Debra Marks
Government and Regulatory Affairs Executive
IBM

“USCBC is an excellent platform for robust and meaningful engagement with stakeholders and policymakers who are critical to the state of the US-China commercial and political relationship.”

Omar A. Vargas
Global Head of Government Affairs
3M

“The Council provides unparalleled opportunity to meet and collaborate with other leaders from companies who share a deep and abiding interest in conducting business in China. This is not easy to find. Equally important, USCBC is one of the most professional, customer-oriented trade organizations that we’ve had the pleasure to work with.”

Jennifer Lawrence
President
Cambridge Corporate Training



(L to R) Amb. Cui Tiankai, Amb. Carla Hills, USCBC Chair Evan Greenberg, and USCBC President Craig Allen at Gala 2018



GOVERNMENT ENGAGEMENT IN THE US AND CHINA

The WASHINGTON, DC office engages with Congressional House and Senate leadership, key committees with jurisdiction over trade issues, the US Departments of Commerce, State, and Treasury, and the Office of the US Trade Representative. The DC office also frequently hosts visiting Chinese delegations.

The BEIJING office engages with central-level Chinese government officials, domestic associations, influencers, and think tanks.

The SHANGHAI office engages with senior leadership of provincial governments and key stakeholders to address member company operational challenges as well as to increase member visibility and develop potential business opportunities.





ADVOCACY

- Access, engagement, and results-driven advocacy with policymakers and regulators in the United States and China
- Formal comment submissions and testimony on regulations and policy
- Congressional outreach and programming in Washington, DC
- Roundtables with Chinese ministries, standards-setting bodies, and provincial governments

INFORMATION & ANALYSIS

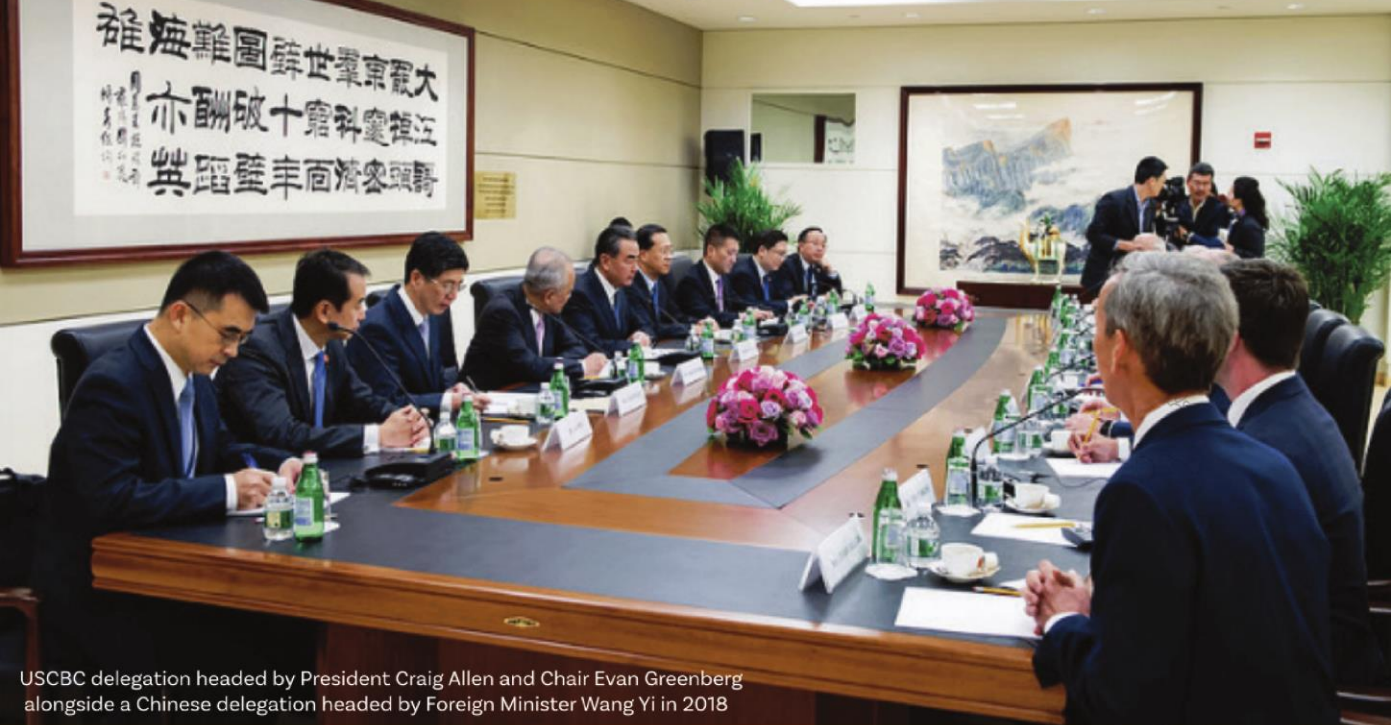
- Monitoring, research, and reporting on policy developments, regulatory changes, and corporate best practices
- Updates on China's politics, government structure, and leadership
- Member surveys and reports on China's business environment
- Tailored guidance on specific, time-sensitive questions from member companies

EVENTS & PROGRAMS

- Six signature conferences and events per year in Washington, Beijing, and Shanghai
- Regular, issue-focused roundtables and briefings with subject matter experts on current policy issues and operational challenges
- High-level dialogues between member company representatives and senior Chinese leadership

COMMUNICATIONS & PUBLICATIONS

- Special reports on business operations in China, US state exports, and regulatory changes
- Expert analysis in the *China Business Review*, USCBC's digital magazine
- Content delivery and analysis via website, newsletters, and press releases
- Engagement with and coverage by international, national, and regional press



USCBC delegation headed by President Craig Allen and Chair Evan Greenberg alongside a Chinese delegation headed by Foreign Minister Wang Yi in 2018

BECOME A MEMBER

If your company is incorporated in the United States and conducts business in or with China, we invite you to join USCBC. We also may consider non-US companies with one or more offices incorporated in the US for membership on a case-by-case basis. Trade associations, nonprofits, media, government-affiliated organizations, and academic institutions are not eligible.

ANNUAL DUES

<u>Parent Company Sales/Gross Revenue (whichever is higher)</u>	<u>Dues</u>
\$50 billion or more	\$30,000
\$20 billion to \$49,999 billion	\$25,000
\$5 billion to \$19,999 billion	\$20,000
\$1 billion to \$4,999 billion	\$15,000
\$500 million to \$999 million	\$9,500
\$50 million to \$499 million	\$8,500
Less than \$50 million	\$3,200

<u>Legal/Accounting/Consulting Services Firms</u>	<u>Dues</u>
500 or more professionals worldwide	\$15,000
10 to 500 professionals worldwide	\$6,300
Fewer than 10 professionals worldwide	\$3,200

<u>Venture Capital and Private Equity Firms</u>	<u>Dues</u>
\$500 million or more of funds under management	\$20,000
Less than \$500 million of funds under management	\$15,000

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