



The **US-Libya Business Association** is the only US trade association focusing solely on the United States and Libya. It was organized to enhance the US-Libya relationship, educate the public about its importance, and facilitate the commercial and diplomatic dialogue between the two countries. 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, Shell, United Gulf Construction Company, Valmont, and White & Case LLP.

DOING BUSINESS IN LIBYA

Now that US bilateral sanctions against Libya have been lifted, and Libya has been removed from the list of state sponsors of terrorism and full diplomatic relations have been established, attention must be paid to diplomacy and new and productive commercial relations.

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 development of an efficient commercial law system. Business travel to Libya remains challenging. The USLBA will work to improve Libyan capacity to issue business visas.

As US policy towards Libya enters a new phase and we move toward a 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 an important player in a growing commercial market. US policy reacts strongly to Libya's regional and diplomatic posture and the USLBA works to maintain and strengthen the commercial stability of business relationships in this ever-changing environment.

The USLBA, on behalf of its members:

- Demonstrates company support for enhanced US-Libya trade and investment;
- Provides an effective interlocutor for industry with senior Libyan officials on commercial issues;
- Educates the corporate and policy community on the need to further open commercial dialogues with Libyan economic officials and initiate government to government capacity support programs the new US-Libya relationship;
- Expand corporate support for improved US-Libya relations to the non-oil sector; and
- Improve the commercial and operating environment in Libya.

USLBA's PROGRAMS

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

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

Annual Policy Conference: 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 relations as well as commercial issues facing the energy, tourism, automotive, aviation, agriculture, banking and heavy equipment industries.

Our last US-Libya Policy Conference hosted a standing room only crowd and featured policymakers from the US including:

- 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;
- Libya's Deputy Secretary for Foreign Liaison and International Cooperation.

The USLBA also hosted a large dinner on the occasion of the Second Annual Policy Conference.

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 Dinner: This is USLBA's gala event, serving as the Association's fundraiser and premier social event. It is scheduled around the margins of the United Nations General Assembly meetings to maximize senior level attendance by US and Libyan government officials and to maximize the opportunity for the Association's members to interact with these officials. There will be a private reception for Executive Advisory Committee (EAC) members and senior government officials prior to the dinner.

Every year since its founding, USLBA has hosted the Libyan Foreign Minister on the margins of the U.N. General Assembly meetings. In 2009 we plan to host again host an event commemorating Libya's participation in the UN General Assembly meeting in New York City.

Policy Lunches: USLBA hosts policy meetings with key government officials focusing on critical issues on the day in 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.

Trade Missions to Libya: USLBA led its second trade mission to Libya in June 2008 and was received by:

- 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'Affairs of the US Embassy in Tripoli;
- Department of Infrastructure & Housing;
- Libyan Business Council.

Following the annual Trade Mission the USLBA hosted a trip debrief lunch for all members.

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

- 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 the Ambassador Charles Cecil, Charge d'Affaires of the US Embassy, and visiting members of the US Departments of Commerce and Energy.

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

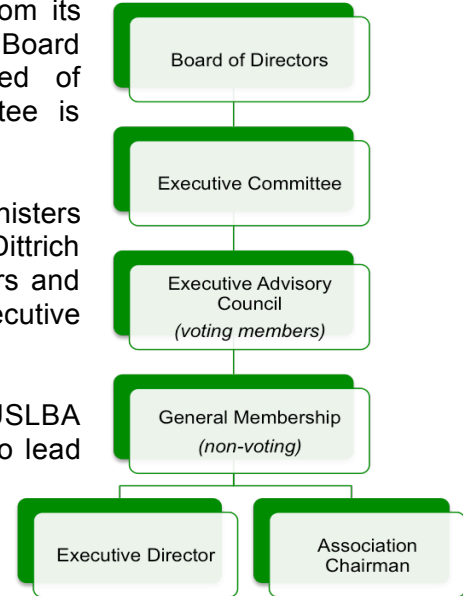
Private Briefings: USLBA also hosts off the record meetings with senior officials in the US government, providing and opportunity for candid discussions about the issues facing businesses operating in Libya.

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. The Executive Committee is empowered to act on behalf of the Board.

The **Executive Director** of USLBA, Charles Dittrich, administers and organizes the 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**, David L. Mack, advises USLBA on business strategy, promotes the Association, helps to lead meetings with US and Libyan officials, and supports Association events. The Association Chairman and the Executive Director are retained by the members on a contract basis.



MEMBERSHIP

USLBA has two categories of membership.

The senior level of membership is the **Executive Advisory Council** open to corporations and partnerships. Membership at 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 of the events and an invitation to a private reception when applicable. The company logo of EAC members will be placed on the USLBA homepage. These members have voting rights and elect USLBA's Board of Directors from its membership.

- EAC Membership is \$20,000.

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 of the Annual Gala Dinner. General members will receive invitations to policy lunches, conferences and other USLBA events. General members do not enjoy voting rights.

- General Membership is \$10,000.

WHO WE ARE

Executive Director

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 managed 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, with experience in 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.