



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

USSBC 30TH ANNIVERSARY CELEBRATION



May 8, 2024
6:30 pm - 9:00 pm



5060 W Alabama St,
Houston, TX 77056

SPEAKERS



Abdallah S. Jum'ah

Saudi Co-Chairman, U.S.-Saudi Business Council and Chairman, The Saudi Investment Bank



Steven Demetriou

U.S. Co-Chairman, U.S.-Saudi Business Council and Executive Chair, Jacobs



Rasheed Al-Rushaid

Chairman, President & CEO of Al-Rushaid Group



Susanne M. Lendman

Interim President & CEO, U.S.-Saudi Business Council

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PLATINUM



GOLD



FRONT END

SILVER



AGENDA

6:30 PM - 7:00 PM

Registration and Networking Reception

7:00 PM - 7:08 PM

Welcome Remarks

- by Susanne M. Lendman, Interim President and CEO, USSBC

7:08 PM - 7:16 PM

Featured Remarks

- by Abdallah S. Jum'ah, Saudi Co-Chairman, USSBC and Chairman, The Saudi Investment Bank

7:16 PM - 7:18 PM

Featured Remarks (Video)

- by Steve Demetriou, U.S. Co-Chairman, USSBC and Executive Chair, Jacobs

7:18 PM - 7:26 PM

Featured Remarks

- by Rasheed Al-Rushaid, Chairman, President & CEO of Al-Rushaid Group

7:26 PM - 7:35 PM

Memorandum of Understanding (MOU) Signing

- Front End Limited Company and IonQ

7:35 PM - 7:37 PM

Closing Remarks

- by Susanne Lendman

7:37 PM - 9:00 PM

Dinner and Networking



www.ussaudi.org

ATTENDEES



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

Abdul Hadi H. Taher & Partners Co. Ltd (CIC)

Tarak Saddoud
Deputy General Manager

AccountAbility

Sunny Misser
Chief Executive Officer

Daniel Metzger
Director, Head of Mid-East & Asia

AisA Group

Anwar Aleitani
Chairman

Al Abdulkarim Holding Co.

Koni Venkatesh
Sales Director

Mohamed Sobhy
Factory Manager (Naizak Group)

Al Rashed Fasteners

Shahid Iqbal
General Manager

Al Rushaid Group

Rasheed Al Rushaid
Chairman, President & CEO

Fatima Al Hajari
Chief of Staff to CEO Office

Fahad Al Ammari
Sr. VP Engineering & Construction

Todd Pellegrin
VP Offshore Oil & Gas Services

Neil Robertson
VP Trading

Al-Suwaidi Holding Company

Nasser Rahain
Business Development Director

Al Suwaiket & Al Busaiyes

Dr. Bader Al Busaiyes
Managing Partner

American Express Saudi Arabia

Priyan Attygalle
Former CEO

AMPOL

Salah Mansour
International Business Development
Manager

Apfelbaum Industrial, Inc.

Octavio Manzano
President

Arabian Pipeline & Services Co. (ANABEEB)

Raed AlGhamdi
General Manager

Noorul Hasan Mohammad
Lead Business Development Engineer

ASH Group

Oscar Valdez
GM, ROS Reliable On & Offshore Solutions

Chavez Garcia
Sales Manager

Taigo Pio
Business Development Director

Aramco Americas

Nabeel AlAfaieg
President & CEO

Ammar Mubarak
Procurement & Supply Chain Director

Sameer Yousef
Manager of Strategic Sourcing

Brian Binoy
Mechanical Engineer

Aterian Investment Partners

Brandon Bethea
Co-Founder & Partner

Avenir Group

Yassine Raissi
Managing Partner

Bahri

Rajith Aykkara
Vice President

Bechtel Corporation

Stuart Jones
President, Regions & Corporate Relations

Bechtel Energy

Matthew Furness
Global Manager Business Development -
Fuels & Chemicals

Marla Wright
Principal Vice President, Strategy &
Business Development

BETA Technologies

Mona Al-Saffy
Vice President of Middle East and North
Africa

Bilco Tools Inc

Billy Coyle
President

Coy LaBauve

Bluewaterthermal

Eric Mannix
Chief Executive Officer

Brookfield

Scott Peak
Managing Partner and Co-President
Brookfield Infrastructure

Chevron

Clay Neff
President International Exploration &
Production

Children's Hospital of Philadelphia (CHOP)

David Caldwell
Director, Global Strategy &
Business Development

CIVIS LLC

Christian Sellu
President

Consulate General of Saudi Arabia - Houston

Shafi Alotaibi
Consul General

Naif Alshammari
Deputy Consul General

Majed Aldossari
Vice Consul

Hala Al-Abdulwahed
Saudi Affairs Department

Dell Medical School, UT Austin

Ruben Rathnasingham
Asst. Dean for Health Product Innovation

DLA Piper LLP

Andrew Zollinger
Attorney

Drilling World

Ajab Alqahtani
CEO

Jaffer Rizvi
Business Development Manager

Eclipse Energy Associates

Randy Romero
Director

Michael McKinzie
Director

Electric Power Research Institute (EPRI)

Wil Smith
Senior Advisor, Government & External
Affairs

Epcon Industrial Systems

Aziz Jamaluddin
President and CEO

Pia Johal
Guest of Mr. Aziz Jamaluddin

ERAM Holding

Andres Cortes
Director

ATTENDEES



U.S.-Saudi Business Council
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Exxon Mobil Corporation

Jack Williams
Senior Vice President

Fisher Investments

Karen Hood
Managing Director

Fluor Corporation

Charles McManemin
Vice President, Chemicals Business Line

Front End Limited Company (FELCO)

Vikram Sharma
Chief Financial Officer

Hoffmann Reed

Adam Ginster
Co-Founding Director and Owner

Honeywell International Inc.

Chad Briggs
Vice President & General Manager,
Honeywell Projects & Automation Solutions

Nisha Lathif

General Manager - Upstream Oil &
Gas (Global)

Houston Methodist Hospital System

Summer Dajani
Vice President

Impossible Metals

Jason Gillham
Co-Founder and CTO

Inmasteel

Gopinath Soundararajan
Operation Director

International Chem-Crete

Radi Al-Rashed
President & CEO

IonQ

Lamont Silves
Head of Government

Rima Alameddine

Chief Revenue Officer

KN Legal

Tony Khoury
Partner

Mark Thurber
Partner

Louisiana Gulf Coast Oil Exposition (LAGCOE)

Fumy Rita
Executive Director

LyondellBasell Industries Holdings B.V.

Patrick Rooney
Vice President - Strategy and
Corporate Development

Mayer Brown / Barrington Global

Charles Hallab
Senior Advisor

Meta Solutions Industrial Company

Anver Sadath
Managing Director

Vimalkumar Patel

General Manager

Mohammed M. Alarji Trading & Contracting Est.

Talal Alarji
CEO

Morgan Stanley

Byron Hood
Senior Vice President

Network Optix

Nathan Wheeler
CEO/Chairman

NewPark Chemicals

Gaurav Agrawal
Sr. Vice President - Technology & New
Products

Offshore Energy Services

Jim Hollingsworth
Vice President, International

Oil Center Research International LLC

Graham Blake
Account Manager

Brenda Stelly
President

Panache Development & Construction

Adam Zarafshani
CEO

Penn Medicine

Mick Merritt
Chief Operating Officer

PipeSense LLC

Scott Bauer
Vice President of Operations

Proven SA

Khurram Shehzad
Business Unit Head

Riyad Bank Houston Agency

Yara Sulaiman
Senior Associate

RJ Technical Services

Rakesh Jain
CEO

Rosnik Solutions

Ravindranath Nair
Director

RTX

Amira Gonzalez
Corporate Supplier Diversity Manager

Sabtex Corporation

Baher Sabet
President

Saudi Aramco

Khalid Al-Hajri
Vice President of Procurement

Karam Yateem

Production Engineering Manager

Saudi Electricity Company (SEC)

Mazin Altom
Telecommunication Engineer Expert

Saudi General Authority of Foreign Trade (GAFT)

Mohammed Almasoud
Senior Commercial Specialist

Saudi Press Agency (SPA)

Mohammed Shammy
Journalist

Sawafi Al Jazeera Oilfield Products and Services

Dean Bell
Chief Executive Officer

Soils Control International, Inc.

Andres Jackson
CEO

Arely Fontecha

Director of Operations and Business
Development

Stasis Drilling Solutions

Nathan Vargas
President

Sun Specialty Products

Douglas Heller
CEO

Sustainability Engineering Group, LLC

Ali Fakhri
Principal & CEO

TAM House Co. Ltd

Arshad Shakir
Vice President

ATTENDEES



U.S.-Saudi Business Council
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Tamimi Energy Holding

Adel Al-Shouraim
CEO

Tawazin

Saeed Alahmed
CEO

TCO – A Tamimi Energy Company

Amro Felimban
Executive General Manager

Texas Air Industries

Shahram Shafie
CEO

The Olayan Group

Hani Beyhum
Managing Director

The Saudi Investment Bank

Abdallah Jum'ah
Chairman and Saudi Co-Chairman,
U.S.-Saudi Business Council

Tower Engineering

Rod Applegate
President

Habeeb Saeed
Consultant

TPS Sariya

Nasser Alnahhas
General Manager

U.S. Consulate General Dhahran

Mohammed Shujaiddin
Senior Commercial Advisor

University of New Haven

Jens Frederiksen
President

Hisham Akhonbay
Advisor

Uronova

Eduardo Costa
CEO

Valex Energy

Amit Choudhury
President & CEO

Vitality Advanced Healthcare

Yehia Elebrashi
CEO/Surgeon/Physician

Adari AlOtaibi
Administrator – International Business Affairs

Work Packs, Inc

Eric Crivella
Vice President

Wunderlich-Malec Engineering

Neal Wunderlich
President

U.S.-Saudi Business Council Executives

Susanne Lendman
Acting President & CEO

David Callahan
Senior Vice President

Jamil Alothman
Vice President, Industrial Development

Ana Carmen Neboisa
Vice President

Sahar Nadri
Director, Visa Services

Ishtiaq Hussain
Director, Houston Office

Jay Ennis
Director

Albar'a Alwazir
Director, Economic Research

Wiam Alwazir
Director of Programs

Robert Murden
Business Development Specialist

Jessilyn Joyner
Office Administrator, Executive Office



As the U.S.-Saudi Business Council (USSBC) marks its 30th year milestone, it is a moment to reflect on the journey that has solidified the enduring partnership between the United States and Saudi Arabia. From its humble beginnings, the USSBC has grown into the premier organization singularly devoted to expanding business between the U.S. and Saudi Arabia.

Over the past three decades, the relationship between the U.S. and Saudi Arabia has continued to deepen, fueled by mutual interests in security, energy cooperation, trade and investment, and more. The USSBC has played a pivotal role in nurturing this relationship, serving as a bridge between businesses in both countries and fostering dialogue that leads to mutually beneficial partnerships.

History

The USSBC originated in 1993 as a non-profit organization, stemming from the U.S.-Saudi Arabian Joint Commission on Economic Cooperation (JECOR) and the U.S.-Saudi Arabian Businessmen's Dialogue. JECOR, formed in 1974 after the Arab oil embargo, aimed to strengthen economic ties, aid Saudi industrialization, and promote the exchange of American goods and technology.



The inaugural meeting of the Business Council on April 28, 1994. Left to right: Hugh L. McColl, Jr., Co-Chairman, USSBC; Abdulaziz Al-Quraishi, Co-Chairman, USSBC; The Honorable Lloyd M. Bentsen, former U.S. Secretary of the Treasury; and H.E. Mohammad Abalkhail, Saudi Minister of Finance.

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Letter from the Interim President and CEO




Susanne M. Lendman

Interim President and CEO
U.S.-Saudi Business Council

Three decades ago, leadership in Saudi Arabia and the U.S. recognized the importance of creating an independent organization to support and advance the goals of the business communities in both countries. The U.S.-Saudi Business Council was created and over this time, has remained committed to fostering bilateral trade and investment.

Our success is not measured in a simple monetary transaction, but on the enduring partnerships the Council helps facilitate. These connections bring new innovation and growth in emerging industries, such as those in Vision 2030, and will define the business landscape for decades to come.

Above all, our goal is to engage our members and serve as a reliable partner in navigating the complexities of business and facilitating success. On behalf of the Council, I would like to thank our Board of Directors, member companies, and senior officials in Saudi Arabia and the U.S. – without whose steadfast support, our shared success over the past 30 years would not be possible.

U.S.-SAUDI BUSINESS COUNCIL ACHIEVEMENTS



State Visit to the U.S.-Saudi Investment Forum by The Custodian of the Two Holy Mosques King Salman bin Abdulaziz Al Saud, September 4, 2015, Washington, DC, organized by the USSBC in partnership with SAGIA and Aramco.

Chaired by H.E. Mohammed Abalkhail and former U.S. Secretary of the Treasury Lloyd Bentsen, it was pivotal in fostering collaboration. Meanwhile, the U.S.-Saudi Arabian Business men's Dialogue, established in the 1980s, addressed mutual business challenges. In the early 1990s, recognizing the need for an independent business council, both governments endorsed the formation of the USSBC to institutionalize dialogue and enhance commercial ties. As a result, the USSBC emerged as a vital platform for U.S. and Saudi private sector collaboration in trade and investment.

Achievements

Over the past three decades, the USSBC has achieved significant milestones, including organizing over 60 Business Development Missions and facilitating more than \$1 billion in cross-border USSBC-supported foreign direct investments and exports. Additionally, the Council has contributed over 400 success stories and orchestrated 500 seminars and networking events in both the United States and Saudi Arabia, engaging more than 30,000 clients and business executives.

Among the notable events, the USSBC takes pride in having hosted dignitaries and government officials at the highest levels, such as Crown Prince H.R.H. Abdullah bin Abdulaziz in 1998, 2000, and 2005, Crown Prince H.R.H. Prince Sultan bin Abdulaziz in 1999 and 2005.

In 2015, the Council organized the U.S.-Saudi Investment Forum and a gala dinner together with the Saudi Arabian General Investment Authority and Saudi Aramco, during the

state visit of H.M. The Custodian of the Two Holy Mosques King Salman and his delegation to the U.S. Furthermore, the U.S.-Saudi Business Opportunities Forum organized by the USSBC together with the Committee for International Trade in cities like Chicago, Atlanta, and Los Angeles has been instrumental in attracting thousands of attendees and fostering bilateral economic relations.

Way Forward

Looking ahead to the next decade and beyond, the USSBC remains committed to its founding principles while embracing innovation and adaptation. As the global economy continues to evolve, so too will the nature of business between the U.S. and Saudi Arabia. The USSBC stands ready to meet these challenges head-on, leveraging its expertise, networks, and resources to drive continued growth and prosperity for both nations.

As we celebrate 30 years of achievements, we also look forward to the opportunities that lie ahead. The USSBC remains dedicated to its mission of strengthening the economic partnership between the United States and Saudi Arabia, and we invite all stakeholders to join us in shaping the future of U.S.-Saudi business relations.



During the Council's conference and luncheon program titled Localization, Innovation, and Partnership Opportunities for Industrial Development in Los Angeles in August 2016. Left to right: Steve Demetriou, U.S. Co-Chairman, USSBC and Abdallah S. Jum'ah, Saudi Co-Chairman, USSBC.



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The U.S.-Saudi Business Council appreciates your support.

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The Al Rushaid Group is a prominent and leading Saudi Arabian owned company operating nationally and internationally. Established in 1978, Al Rushaid Group is headquartered in Khobar, Saudi Arabia with manufacturing facilities and offices in Saudi Arabia, UAE, UK and the U.S. The Al Rushaid Group is principally involved in manufacturing, construction, engineering, trading, commercial real estate, and technology. www.al-rushaid.com

GOLD SPONSOR



Front End offers a diverse range of smart solutions tailored so that its partners can harness Saudi Arabia's dynamic market opportunities. Front End's expertise spans multiple industries including oil field services and renewable energy, information and communication technology, cyber security, building materials, infrastructure, industrial, maritime services, manpower, real estate, and even space. www.frontend.sa/

SILVER SPONSOR



Alturki Holding is a premier investor and partner of choice for building sustainable businesses in Saudi Arabia and the MENA region. Since its establishment in 1975, Alturki Holding has been a key facilitator in the development of modern Saudi Arabia, having been involved in almost every major infrastructure development across the Kingdom. www.alturkiholding.com

Thirty Years Strong

Honoring Founding Members of the U.S.- Saudi Business Council

As we mark this important milestone, the U.S.-Saudi Business Council extends its utmost gratitude to our Founding Members, whose vision laid the foundation of our organization and provided the initial roadmap and mandate of the Business Council. It was through the efforts of these industry leaders that our organization has grown from a fledgling, non-profit entity to the premier organization singularly devoted to expanding business between the U.S. and Saudi Arabia.

We are pleased to recognize
our Founding Members from 1994:



U.S. Members

- Bechtel Corporation
- Chevron
- Chevron Phillips Chemical Company
- Citigroup
- Flour
- Lockheed Martin Corporation
- Morgan Stanley
- Northrup Grumman
- Parsons Corporation
- Raytheon Saudi Arabia



Saudi Members

- Aljomaih Holding Company
- National Industrialization Co. (TASNEE)
- The National Shipping Company of Saudi Arabia (Bahri)
- The Olayan Group
- Omran M. Al Omran & Partners Co.
- Riyadh Bank
- Saudi Basic Industries Corporation (SABIC)
- Saudi Arabian Oil Company (Saudi Aramco)
- The Saudi Investment Bank
- Xenel Group
- Yusuf Bin Ahmed Kanoo Company Ltd.
- Zamil Group Holding

Member Voices

Testimonials of Partnership and Success

Josh Kallmer

Head of Global Public Policy and Government Relations Zoom Video Communications

"The USSBC has been an incredible partner for Zoom in the Kingdom of Saudi Arabia. The USSBC team is second-to-none in terms of its professionalism, responsiveness, and relationships. We have been grateful for the support they have provided us in better understanding the business and cultural environment, relating our business to opportunities in the Kingdom, and assisting us in forging relationships with key business and political leaders in the Kingdom."

John Hammond, MBA, MICE, C.Eng, B.Eng (Hons)

General Manager Europe, Middle East & India Critical Mission Solutions, Jacobs

"I want to express my gratitude for the outstanding work of the USSBC and its expert staff do in organizing high-quality trade missions and executive networking events, as well as top-level services from consulting, market insight to visa facilitation and logistical support."

Sultan Bin Mohammed Bin Saleh Bin Sultan

President & Chairman Salehiya Trading Establishment

"The U.S.-Saudi Business Council has been playing an important role in developing and expanding business cooperation between American and Saudi Arabian companies since its inception in 1993. The Council has arranged many successful business development missions to the Kingdom. The Council has also facilitated one-on-one contact with the visiting companies whenever we have so requested. I wish the Council all the success for their future plans and look forward to the next business development mission to the Kingdom soon."

Ali A. Al-Muhareb

Former Vice President, Corporate Planning Saudi Aramco

"The U.S.-Saudi Business Council has and continues to provide important services to Saudi Aramco by providing many opportunities to expand the capabilities of local service providers through introducing new partnership opportunities between U.S. manufacturers and service providers and their Saudi counterparts."

Member Voices

Testimonials of Partnership and Success

Dr. Moayyed Al-Qurtas

Vice Chairman, and CEO TASNEE

"Our business experience with the USSBC is that it plays a vital role in bringing together business leaders and key decision makers. The dynamic management of the USSBC performs their jobs with a vision and objective to serve all parties involved and in all respects equally and professionally."

Khalid Al Zamil

Director, Zamil Group Holding Company

"The USSBC is strengthening trade relations between the U.S. and Saudi Arabia by promoting business opportunities on both sides. By continuously facilitating business meetings, the USSBC is also engaged in enhancing normal relations between people and exchanging their cultural heritage. Obviously, we support this initiative which benefits all parties."

Abdulaziz Rashed Alrashed

Chairman, Rashed A. Alrashed & Sons Group

"We at Alrashed Group appreciate very much the U.S.-Saudi Business Council's efforts in introducing, coordinating, and bridging the gap between the U.S. and Saudi businessmen. In my opinion, the Council's work should be enhanced to strengthen the already good relations between our two countries."

Matthew Sillitoe

**International Heritage Account Executive
Chronicle Heritage**

"The exceptional results we achieved through our collaboration with the USSBC cannot be overstated. Not only did their team assist in securing the new client, but their comprehensive approach also set a solid foundation for future growth and expansion in the market. The insights and strategic guidance of the USSBC continue to be an invaluable asset as we explore additional opportunities and forge new relationships with other potential clients."

A 30-Year Photo Retrospective of Milestones and Achievements



Second Plenary Meeting, Riyadh, October 1995. Left to right: The Honorable Raymond Mabus, U.S. Ambassador to Saudi Arabia; H.E. Hamad Al-Sayari, Governor, Saudi Arabian Monetary Agency; Eng. Ali Al-Naimi, Saudi Minister of Petroleum and Mineral Resources; Abdulaziz Al-Quraishi, Co-Chairman, USSABC; Hugh L. McColl, Jr., Co-Chairman, USSABC; H.E. Dr. Hashim Yamani, Saudi Minister of Industry and Electricity; H.H. Prince Abdullah Bin Faisal Bin Turki.

Third Plenary Meeting, Washington, D.C., October 1996. Left to right: Robert Rubin, U.S. Secretary of the Treasury; Richard Debs, Co-Chairman, USSABC; H.E. Dr. Ibrahim Al-Assaf, Saudi Minister of Finance; Abdulaziz Al-Quraishi, Co-Chairman, USSABC; The Honorable Raymond Mabus, U.S. Ambassador to Saudi Arabia.



Custodian of the Two Holy Mosques King Abdullah, then-Crown Prince, with Board members of the U.S.-Saudi Business Council at a dinner in his honor. Left to right: Abdulaziz Al-Quraishi, then-Co-Chairman, USSABC; Alfred C. DeCrane, Jr., then-Co-Chairman, USSABC; Crown Prince Abdullah; Eng. Mohamed Al-Mady, Co-Chairman, USSABC; Abdulrahman Al-Jeraisy, Chairman, Jeraisy Group; Richard Debs, Vice Chairman, USSABC, Washington, D.C., September 1998.

A 30-Year Photo Retrospective of Milestones and Achievements



Opening of the Saudi Arabian exhibit at the Millennium Celebration at Epcot Center, Walt Disney World, Orlando, Florida, October 1999.



H.R.H. Prince Sultan Bin Abdul Aziz Al-Saud, Second Deputy Premier, Minister of Defense and Aviation, and Inspector General, at a reception and dinner hosted by the Business Council, McClean, Virginia, November 1999.



Business Council welcomes H.R.H. Crown Prince Abdullah to New York. Left to right: Richard Debs, Vice Chairman, USSABC; Alfred C. DeCrane, Jr., U.S. Co-Chairman, USSABC; and H.R.H. Crown Prince Abdullah Bin Abdul Aziz Al-Saud, Deputy Premier and Commander of the National Guard, New York, September 2000.

A 30-Year Photo Retrospective of Milestones and Achievements



H.R.H. Prince Turki Al-Faisal and H.E. Eng. Ali Al-Naimi, Minister of Petroleum and Mineral Resources, at a Business Council reception during the World Economic Forum, New York, February 2002.



Business Council hosts program on U.S.-Saudi relations and honors H.R.H. Prince Saud Al-Faisal, Saudi Minister of Foreign Affairs, New York, April 2004.



H.R.H. Prince Salman Bin Abdul Aziz, Governor of Riyadh, greets The Honorable Allan Lever, U.S. Ambassador to Saudi Arabia, and the delegation of Chicago companies during a business development mission, Riyadh, March 2006.

A 30-Year Photo Retrospective of Milestones and Achievements



Business Council hosts reception for U.S. Assistant Secretary of Commerce Israel Hernandez. Left to right: Assistant Secretary Hernandez; Khalid A. Alireza, CEO, Xenel Group; James C. Oberwetter, U.S. Ambassador to Saudi Arabia; Abdulaziz Al-Quraishi, Co-Chairman, USSABC, Riyadh, September 2006.

Business Council honors H.E. Dr. Ibrahim Al-Assaf, Minister of Finance at ribbon-cutting ceremony of the new USSABC office in Virginia. Left to right: H.E. Abdulaziz Al-Quraishi, Co-Chairman, USSABC; Minister Al-Assaf; Richard Debs, Vice Chairman, USSABC; Edward Burton, President and Managing Director, USSABC, Washington, D.C., October 2007.



The Honorable Gary Locke, U.S. Secretary of Commerce, delivers the keynote address at the First U.S.-Saudi Business Opportunities Forum, Chicago, April 2010.

A 30-Year Photo Retrospective of Milestones and Achievements



H.E. Dr. Hashim Yamani, President, King Abdullah City for Atomic and Renewable Energy, and The Honorable Daniel Poneman, Deputy Secretary of Energy, affirm the two countries' commitment to developing the alternative energy sector during the Second U.S.-Saudi Business Opportunities Forum, Atlanta, December 2011.

Third U.S.-Saudi Business Opportunities Forum held in Los Angeles creates new business ties, Los Angeles, September 2013.



Business Council hosts luncheon for The Honorable Penny Pritzker, U.S. Secretary of Commerce. Left to right: Peter Robertson, former Vice Chairman, Chevron, and Co- Chairman, USSABC; Eng. Mohamed Al-Mady, Vice Chairman and CEO, SABIC, and Co- Chairman, USSABC; Secretary Pritzker, Riyadh, March 2014.

A 30-Year Photo Retrospective of Milestones and Achievements



The Honorable Madeleine Albright, Former Secretary of State, and Abdallah Jum'ah, Co-Chairman, USSBC at the U.S.-Saudi Investment Forum in Washington, D.C., September 2015.



H.E. Eng. Khalid Al-Falih, then-Minister of Energy joins Abdallah Jum'ah, Co-Chairman, USSBC and Council members during a Council Forum on Localization and Innovation, Los Angeles, August 2016.



H.E. Dr. Tawfiq Alrabiah, Minister of Health addresses major U.S. and Saudi healthcare firms during industry conference, Boston, May 2017.

A 30-Year Photo Retrospective of Milestones and Achievements



First U.S.-Saudi SME Forum, Los Angeles, October 2018



USSBC, Saudi Center for Commercial Arbitration (SCCA) host roundtable on commercial arbitration and mediation, Washington, D.C., November 2019.



H.R.H. Prince Sultan bin Ahmed bin Abdul Aziz and Delano Roosevelt, former USSBC President and CEO, celebrate 75th Anniversary of U.S.-Saudi diplomatic relations, Jeddah, February 2020.

A 30-Year Photo Retrospective of Milestones and Achievements



H.H. Prince Faisal bin Farhan, Saudi Minister of Foreign Affairs; Delano Roosevelt, former USSBC President and CEO; and H.R.H. Princess Reema bint Bandar, Saudi Ambassador to the United States, Washington, D.C., February 2020.



H.E. Ahmad Al-Ohali, Governor, GAMI, addresses executive roundtable, Washington, D.C., September 2022.



H.E. Bandar Al-Khorayef, Minister of Industry and Mineral Resources, with USSBC delegation to Future Minerals Forum Riyadh, January 2023.

A 30-Year Photo Retrospective of Milestones and Achievements



H.E. Badr Albadr, Deputy Minister of Investment, with Council leadership and members during executive discussion, Washington, D.C., May 2023.



H.E. Abdulaziz Al-Duailej, President of GACA, meets with Council members during roundtable, Irvine, February 2024.

DRIVING PROSPERITY CELEBRATING 30 YEARS OF COLLABORATIVE SUCCESS

Over the last 30 years, the U.S.-Saudi Business Council has steadily advanced bilateral trade relations between the United States and Saudi Arabia. Through extensive collaboration and dedicated efforts, the Council has facilitated over \$1 billion in foreign direct investments and exports.

This success stands as a testament to the enduring commitment of our members and the Council's ongoing mission to foster economic prosperity and mutual cooperation between our nations. Below are a few of our success stories:

Acoustiblok Inc.

Acoustiblok Inc., a manufacturer of sound isolating building and construction materials, signed a manufacturing agreement with Arabian Plastics Compounds Co. Ltd. in 2009. The two firms created a joint venture, Acoustiblok Middle East, which oversees a manufacturing facility in Riyadh.

The 50-year license to manufacture agreement, valued in the hundreds of millions of dollars, stemmed from the company's participation in several USSBC business development missions in 2007 and thorough market research on how to enter the Saudi market.



Left to right: Lahnje Johnson, CEO Acoustiblok USA, Prince Saud bin Khaled bin Abdullah Al-Saud, CEO of Arabian Plastics Compounds Co. Ltd (APC), Fawaz Al-Kaaki, President of APC, and Shawn D. Saathoff, President of Acoustiblok Middle East

KMD Architects

KMD Architects (KMD), an international design firm located in San Francisco, won contracts totaling more than \$270 million (SR1 billion) in construction value and \$7.5 million (SR28.1 million) in design fees for KMD and its Saudi partners.

The awarded contracts included a new master plan and design for a housing expansion at King Abdulaziz City for Science and Technology, a model medical facility for Bait Al Batterjee that would be replicated across the country, the Armed Forces Women's and Children's Hospital in Riyadh, and a 200-bed trauma hospital for Dr. Suliman Fakeeh Hospital in Jeddah. The contracts resulted from USSBC business development missions and associated partner introductions.

UMF Medical

UMF Medical, a manufacturer of exam room equipment for physician's offices, hospitals, and clinics, joined the USSBC's business development mission to the Kingdom in January 2011. Throughout the mission, the USSBC scheduled meetings with medical equipment distributors in Riyadh and Jeddah.

After the mission, UMF Medical noted that their sales in the region tripled and that they managed to build lasting relationships with long-term partners as a result of meetings they secured in the country during that time. In April 2014, UMF Medical appointed Ebrahim M. Almana & Bros. Co. Ltd. Medical Equipment Division (EMA) as the exclusive distributor for the Kingdom of Saudi Arabia.

VSD, LLC, and Zamil Group Holding

VSD, LLC (VSD) attended a USSBC business development mission that brought U.S. defense and security firms to Saudi Arabia in May 2011. During the mission, VSD met with Zamil Group Holding (Zamil) which served as a critical meeting following prior discussions with Zamil.

In June 2011, the two companies finalized a memorandum of understanding to facilitate an international business relationship centered on establishing a National Maritime Training Center in the Kingdom.

W.R. Grace & Co. and Khalid Ali Alturki & Sons

Grace Construction Products, an operating segment of W.R. Grace & Co. formed a joint venture with Khalid Ali Alturki & Sons Company (Alturki) in 2010.

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The joint venture, Grace Saudi Arabia LLC, prepared to open two manufacturing facilities the same year in Dammam and Jeddah to produce concrete additives to improve durability and working properties of concrete.

The two companies signed a ceremonial agreement at the U.S.-Saudi Business Opportunities Forum in Chicago, Illinois in April 2010. The USSBC facilitated the business opportunity by providing introductions, business development missions, and expertise throughout the process up through the signing.

Alturki, a member company of the Business Council, fully acquired Grace Saudi Arabia LLC through a share purchase agreement in 2013.



Left to right: (Seated) Rami K. Al Turki, President, Khalid Ali Al Turki & Songs Co.; Andrew Bonham, President, Grace Construction Products; (Standing) Khalid Al Turki, Chairman, Al Turki Group; and Alfred Festa, Chairman, President, and Chief Executive Officer of W.R. Grace & Co.

B&B Roadway Security Solutions

B&B Roadway Security Solutions (BBRSS), a U.S.-based provider of perimeter protection and security solutions, signed a manufacturing and sales agreement with Dammam-based Al Kuhaimi Group.

The agreement was a direct result of the USSBC's November 2020 Virtual Business Development Mission, in which the Council facilitated the introduction between the two companies.



Al Kuhaimi Group HO

Al Kuhaimi Group and B&B Roadway Security Solutions during the virtual signing ceremony.

The agreement establishes the manufacturing and sale of BBRSS's products in Saudi Arabia to the Al Kuhaimi group of companies, including crash rated K12/M50P1 Road Blockers for governmental, private, and security facilities.

Mitchell Rubber

In 2022, U.S.-based Mitchell Rubber Arabia signed a \$50 million agreement with the Royal Commission for Jubail and Yanbu (RCJY) to allocate land for the establishment of an elastomer components manufacturing facility in Yanbu.

The USSBC had initially introduced Mitchell Rubber to the RCJY at a roundtable in Ohio in 2019. Prior to the event, the Council's business development team had identified Mitchell Rubber as a company that would benefit from the opportunities in the Saudi market.

The USSBC dedicated more than two years of communication and advisory services to the company to introduce it to market opportunities and potential partners, including through invites to several roundtables that the USSBC organizes periodically to promote U.S.-Saudi trade and investment.

Helmerich & Payne Drilling

In 2024, Helmerich & Payne Drilling secured a contract with Saudi Aramco for seven unconventional rigs, resulting in a total contract value of \$196 million.

The contract spans a period of five years, reflecting the company's strong capabilities in drilling technology and its strategic partnership with Saudi Aramco.

H&P is a member of the USSBC. The collaboration between Helmerich & Payne and the USSBC exemplifies the council's mission to foster strong business connections between U.S. and Saudi companies, providing a framework for success in the dynamic Saudi business landscape.

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Contact Us:


U.S. OFFICE

 703-962-9300


 info@ussaudi.org

 8081 Wolftrap Road Suite 300 Vienna,
Virginia 22182 United States

SAUDI ARABIA OFFICE

 966-11-476-2697
66-11-474-2555 - 966-11-474-3555

 info@ussaudi.org

 Olaya Towers, Tower B – 18th
Riyadh 12334-7795 Kingdom of
Saudi Arabia



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