



**United States - Mexico
Business Council**



About the Council

About US

The United States - Mexico Business Council (USMBC) is the premier business advocacy organization representing America's top companies investing in Mexico.

Since 2008, the Council has provided information, advisory, advocacy and program services to its membership.

Mission

The Council's mission is to expand the U.S.-Mexico trade relationship to the benefit of its membership. The council serve as a link between business and top government officials, resulting in increased trade and investment to strengthen ties between both countries.

Activities

USMBC focuses on US-Mexico commercial relations, engaging in advocacy efforts with both the U.S. and Mexican governments on behalf of its members, assisting member companies with strategic advice, providing information and analysis to support business decisions and facilitating access and networking opportunities with government officials and private sector leaders through a broad program of high-level briefings and meetings.

Exclusive Services



Executive Committees

The USMBC develops its advocacy positions through dialogue with members of the Council's Executive Committees. The Council currently has eighteen Executive Committees, covering every major business sector. These Executive Committees are staffed by USMBC and Chaired by member-companies to shape advocacy efforts within the Council. Members may join as many Executive Committees as they wish.

- Agriculture & Food
- Aerospace
- Automotive
- Biotechnology
- Competitiveness
- Creative Services
- Energy
- Financial Services
- Healthcare
- Innovation and Technology
- Medical Devices
- Mining
- NAFTA
- Pharmaceuticals
- Real Estate
- Telecommunications
- Transport Logistics and Customs
- Travel & Tourism

Membership

The United States-Mexico Business Council takes a result-oriented approach to promoting our member's growth in Mexico and the U.S. . We offer three levels of membership: Corporate, President's Council and Chairman's Circle.

Corporate membership provides general advocacy support, access to all country and industry-specific updates and access to most Council events.

President's Council offers all Corporate membership benefits plus more exclusive access to business and government leaders, greater influence in shaping USMBC's advocacy efforts, increased branding and potential representation on USMBC's Board of Directors.

Chairman's Circle offers all President's Council membership benefits plus customized support, advocating on company specific issues, providing intelligence catered to your company's needs, direct support for stakeholder mapping and setting up meetings with key policy makers/influencers. Chairman's Council members also receive access to intimate events with government officials.

Membership is company-wide, allowing all employees of your company to benefit from USMBC services.

Annual Dues:

- Corporate: \$10,000
- President's Council: \$17,500
- Chairman's Circle: \$25,000

Corporate

- Support for the activities and objectives of USMBC member companies through congressional testimony, media interaction and engagement with high level U.S. and Mexican government officials.
- Policy statements that provide U.S. and Mexican government officials with responsible, accurate and persuasive arguments on critical policy concerns.
- Monitor President's executive orders and political developments that affect the U.S. – Mexico Trade Relationship.
- Monitor legislative developments, in both countries, including legislative proposals in the U.S. Congress and Mexico's Congress of the Union, trade policies, competitiveness, border security, immigration, remittances, export controls, foreign investment and other relevant changes in policy.
- Organize briefings for members of Congress and Congressional staff on opportunities and challenges in the bilateral commercial relationship, including expanding trade and investment ties.
- Organize briefings for member companies with officials, members, and congressional staff, in order to hear perspectives from key policymakers.
- Advocate legislative proposals that would expand congressionally allocated resources for U.S. departments and agencies responsible for enforcing U.S. trade laws and assisting U.S. exporters.

President's Council

- All Corporate benefits.
- Business missions to Mexico and U.S, which engage governments at the highest levels.
- Off-the-record roundtables and policy briefings with senior government leaders in Mexico and the U.S. .
- On-the-ground support for promoting your positions/policy priorities with policy makers.
- Industry-specific, country-specific, cross-sector and regional advocacy through committees that target their engagement based on member priorities.
- Advocacy on your behalf in situations where your company should not be directly identified or is unable to be present.

Chairman's Circle

- All President's Council Benefits.
- Assistance with resolving company-specific trade or investment issues through our regional offices and U.S.-based staff.
- Develop effective advocacy strategies to impact policy concerns.
- Identification of, and engagement with appropriate policy influencers to impact policy concerns.
- Assistance conducting follow-up after engaging government leaders (can include providing officials with additional materials, setting up meetings with their staff, getting a readout of the government's reaction to the discussion).
- Support for developing arguments that will resonate with target stakeholders.
- Leading and setting the agenda and formulating annual USMBC policy priorities.

Corporate

- Provide advice on operating issues, best practices and investment strategies.
- Work with members one-on-one to answer company-specific questions.
- Access to briefings for U.S. and Mexico-based executives.
- Access to analysis of market, regulatory, and policy changes that affect U.S. companies doing business with Mexico

President's Council

- All Corporate benefits.
- Insights on political environments/trends and government priorities from on-the-ground resources.
- Identification of key players with influence over your business challenge or opportunity and access to a comprehensive guide of policy makers and influencers in Mexico.
- Advice and explanations on policies, regulations and customs rules and procedures.
- Best practice exchanges with U.S. and Mexico academic, business, economic and political leaders.
- Country updates from U.S. and Mexico Ambassadors.
- Advice on leveraging trade and investment agreements in Mexico and U.S. .
- Provide information on procurement opportunities & government contracts in the U.S. and Mexico.
- Access to dgMarket-NAFTA, the largest portal for tenders and consulting opportunities worldwide, with solicitations from national governments and international donor agencies.

Chairman's Circle

- All President's Council Benefits.
- Insights on public-private-partnership opportunities and projects.
- Company-specific advice and updates from experts based in the U.S. and Mexico.
- Industry relevant government mapping including biographies, contact details and the option for introductions.
- Support with crafting talking points and briefing papers.
- Annual in-person/phone briefing for your board or senior executives.

Relationship Development

Levels and Benefits of Membership

Corporate

- Invitation to the USMBC Annual Gala.
- Meetings with government delegations visiting Mexico or the United States.
- Policy dialogue meetings in Washington, D.C. and Mexico City.
- Committees and policy group conference calls, meetings and updates.
- Member-only events, executive trade delegations and missions with government officials.
- Priority invitations to CEO-level briefings and bilatera meetings with High level U.S. and Mexican government officials.

President's Council

- All Corporate benefits.
- Regular roundtables and networking opportunities to connect with business and government leaders.
- Industry-specific committees, an opportunity to connect with private sector partners and develop coalitions focused on key challenges in Mexico.
- Annual Ambassadors' Tours, an opportunity for your executives to develop relationships with key influencers in U.S.-Mexico policy.

Chairman's Circle

- All President's Council Benefits.
- Assistance with organizing private meetings with government leaders.
- Direct support from USMBC staff for relationship building. Staff are available to accompany executives to meetings with government officials and can provide access to back-channel feedback following interactions.
- Senior Executive Roundtables – a monthly engagement with Mexico's private sector leaders.
- Mexico Business Mission, meeting with top government officials.

Corporate

- Complementary subscription to US – Mexico Business Review.
- US – Mexico Executive Business Intelligence Report, a members-only e-newsletter covering breaking developments and analysis.
- Washington Flash Briefing, an information service on US-Mexico economic, political and legislative developments affecting bilateral trade and NAFTA.
- Policy Briefs and Special reports, which have covered relevant topics.

President's Council

- All Corporate benefits.
- Premium access to dgMarket the largest portal for tenders and consulting opportunities worldwide, with solicitations from national governments and international donor agencies.

Chairman's Circle

- All President's Council benefits
- Customized Industry-focused policy briefs and market intelligence reports.
- Customized government procurement real-time alerts.
- Premium access to US-Mexico Business, economic and legal databases .



**United States - Mexico
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1101 Pennsylvania Avenue, Washington, DC 20004 USA
Telephone & Fax: 1-800-590-3105
e-Mail: info@usmexico.org
www.usmexico.org