

Partners in Progress



U.S. – SOUTH AFRICA BUSINESS COUNCIL

Mission

The U.S.-South Africa Business Council supports the entry and success of American companies in the South African market and represents their interests to the U.S. and South African governments.

The Business Council is an active, member-driven organization of U.S. companies doing business in South Africa and those exploring trade and investment opportunities. The Business Council represents the majority of U.S. investment in South Africa across all industry sectors.

Formed in 1993 to serve as the voice of American companies in building the bilateral commercial relationship, the U.S.-South Africa Business Council is sponsored by the National Foreign Trade Council, the United States' oldest foreign trade association with a membership actively engaged in international trade, investment, tax and human resource issues.



Johannesburg

“The U.S.-South Africa Business Council, an informed voice on Africa’s largest market, has a critical role in making it all happen. The Council facilitates increased commercial ties and is in a great position to help U.S. companies assess opportunities.”

— WALTER KANSTEINER,
FORMER ASSISTANT SECRETARY OF STATE FOR AFRICAN AFFAIRS

Supporting U.S. Business

The U.S.-South Africa Business Council:

- › Advocates and represents member companies' interest at the highest levels of the United States and South African governments;
- › Provides leadership on trade and investment policy issues;
- › Helps members navigate the complexities of South Africa's commercial and political environment;
- › Works closely with executives in company headquarters and Washington offices on business strategy and government relations;
- › Maintains close cooperation with the American Chamber of Commerce in Johannesburg;
- › Collaborates with South African business organizations;
- › Advises members of significant legislative and policy developments in Washington and South Africa;
- › Provides commercial information, networking opportunities, and counseling to promote and advance U.S. business activity in South Africa; and
- › Ensures members' access to key United States and South African government officials.



President George W. Bush with South African President Thabo Mbeki.



Assistant U.S. Trade Representative for Africa Flori Liser addresses members of the Business Council and the U.S.-SACU Free Trade Agreement Coalition.



The five countries of the Southern African Customs Union comprise a market of over 55 million people and a gross domestic product of over \$500 billion.

U.S.-SACU Free Trade Agreement Coalition

The Business Council sponsors the private sector coalition on free trade negotiations between the U.S. and the Southern African Customs Union (South Africa, Botswana, Lesotho, Namibia, and Swaziland). The Coalition has over 110 members including major corporations, trade association and NGO's that support a successful agreement. The U.S.-SACU FTA Coalition meets regularly with U.S. and SACU negotiators and lobbies for congressional passage of the implementing legislation.

“The U.S.-South Africa Business Council should be commended for its continued efforts to promote economic relations through mutually beneficial trade and investments in our two countries.”

— ALEC ERWIN,
MINISTER OF PUBLIC ENTERPRISES.



Business Council Executive Director Dan O'Flaherty with President Thabo Mbeki.



Finance Minister Trevor Manuel addresses a Business Council meeting at the South African Embassy.

Government Relations & Trade and Investment Policy Leadership

The U.S.-South Africa Business Council advocates solutions to problems encountered by U.S. companies entering or operating in South Africa.

- › The Business Council works with company executives on trade, tax, and regulatory disputes; on new legislation and regulations; and on policies impacting their business interests in South Africa.
- › The Business Council is the only U.S.-based business organization that focuses exclusively on the U.S.-South African commercial relationship and is in continuous contact with U.S. and South African officials on key commercial issues.
- › In Washington, DC, the Business Council works closely with the South African Embassy and key U.S. government agencies, including Congress, the State Department, the U.S. Trade Representative, the Commerce Department, the Defense Department, Treasury, and the National Security Council.
- › The Business Council is recognized as the authoritative voice of American business in South Africa by government, think tanks, academic institutions, and the press.

The strength of our collective membership, long-standing relationships, and staff expertise enables the Business Council to represent effectively the interests of American companies doing business with South Africa.

The U.S. - South Africa Business Council has been an active advocate for its members on:

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| African Growth and Opportunity Act (AGOA) | Investment Promotion |
| Anti-Dumping | Labor Legislation |
| Bilateral Tax Treaty Ratification | Lawsuits Against Companies for Apartheid |
| Black Economic Empowerment | Era Activities |
| Competition Law | Offset Requirements |
| Anti-Corruption | Procurement Procedures |
| Defense Trade | Privatization |
| Ex-Im Bank, TDA, and OPIC Programs | Southern African Development Community |
| Financial Services Sector Reform | Spatial Development Initiative |
| Foreign Exchange Controls | U.S.-SACU Free Trade Agreement |
| GSP Renewal | Tax Reform |
| Healthcare Policy and HIV/AIDS | Tariff Reform |
| Industrial Participation Program | Trade and Investment Framework Agreement (TIFA) |
| Infrastructure Projects | Work Permits |
| Intellectual Property Rights Protection | World Trade Organization Issues |

“We see American companies as essential partners in our quest to bring prosperity to all our people and we look to the U.S.-South Africa Business Council to help us enrich and grow the partnership.”

— BARBARA MASEKELA,
AMBASSADOR OF SOUTH AFRICA TO THE UNITED STATES.

Corporate Leadership

Robert L. Mallett (Chair), an attorney, is Senior Vice President for Corporate Affairs at Pfizer, Inc. Previously he served as Deputy Secretary of Commerce in the administration of President Bill Clinton.

Rosa M. Whitaker (Vice Chair) is President and CEO of The Whitaker Group. She served as Assistant U.S. Trade Representative for Africa under Presidents Clinton and George W. Bush.

Will Stephens (Chair: U.S.-SACU FTA Coalition) is Vice President for International Government Affairs at Johnson & Johnson. He serves on the boards of both the National Foreign Trade Council and Medical Education for South African Blacks (MESAB).

Executive Committee:

American International Group, Inc.	Manchester Trade, Ltd.
The Coca-Cola Company	PepsiCo
DaimlerChrysler	Pfizer Inc.
Ford Motor Company	Schneidman & Associates International
IBM	The Whitaker Group
Johnson & Johnson	



Rosa Whitaker, Vice Chair, and Robert Mallett, Chair of the Business Council



Dan O'Flaherty and Minister of Trade and Industry Mandisi Mphahla

“The U.S. - South Africa Business Council is an invaluable source of insight into rapidly evolving government policies in the country and an effective advocate for U.S. interests. The Council’s deep commitment to the success of U.S. business in South Africa makes membership a priority for any company wishing to enter or expand its operations there.”

—PEPSICO

"I want to thank the U.S.-South Africa Business Council for the important work it does to promote trade and investment in South Africa."

— NELSON MANDELA

Business Opportunities

Exploring the full range of commercial opportunities in South Africa requires a sophisticated understanding of South African politics, economics and government, including market structure, corporate practice, and Black Economic Empowerment policies. South Africa has a unique history and business environment and to be successful American companies must take these factors into account. The U.S.-South Africa Business Council helps its members navigate, understand and adapt to the dynamics of a rapidly changing South Africa.



Executive Committee member Whitney Schneidman greets former President Nelson Mandela.

Staff Leadership

The U.S.-South Africa Business Council's expert staff is a valuable resource for member companies on all aspects of South Africa's commercial and political environments.

J. Daniel O'Flaherty is Executive Director of the Business Council and Vice President of the National Foreign Trade Council. He is a former staff member of the Senate Select Intelligence Committee and has worked on South Africa issues for more than twenty years.

Michael Allen Lake serves as Deputy Director. He is a former consultant specializing in strategic planning, project management, and research and analysis in international affairs.



South African Ambassador Barbara Masekela, Business Council Executive Director Dan O'Flaherty and Assistant USTR for Africa Flori Liser.



Will Stephens (right), chair of the U.S.-SACU Free Trade Agreement Coalition and Michael Lake, Deputy Director of the Business Council.

Membership in the Business Council is an important and cost-effective complement to a U.S. company's efforts to develop business in South Africa."

— JOHNSON & JOHNSON

Membership Benefits

Member companies of the Business Council receive supportive services and benefits throughout the year that deal with the most pressing issues affecting businesses in South Africa and U.S.-South African relations including:

- › Representation to the U.S. and South African governments on behalf of our members on policies, proposed legislation and regulation that impact American commercial interests in South Africa;
- › Direct access to senior level U.S. and South African government decision makers, industry leaders and academic experts on developments in South Africa;
- › Multiple resources including *South Africa Business Report* (the newsletter of Business Council) and email alerts on breaking news and events;
- › Expert information about political, economic, and business developments useful to your company's senior management for strategic planning in South Africa;
- › Participation in special seminars, events, and conferences on South Africa;
- › The Business Council maintains links to trade associations, chambers of commerce, and business organizations in South Africa and works closely with the American Chamber of Commerce in South Africa.



View of Pretoria from the Union Buildings.

How to Join

Please contact the Business Council at 202/464-2029 for membership information.

Annual membership dues depend on company size with a maximum of \$6,750.

The U.S.-South Africa Business Council is part of the National Foreign Trade Council, an IRS 501(c)(6) nonprofit organization, Federal ID #13-5266965.



U.S. - South Africa Business Council

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“We at AIG appreciate the Business Council’s early alerts on trade and investment policies that could affect the business environment in South Africa, as well as its strong political and economic analysis.

The Business Council’s unique assets—a highly experienced staff, great depth of knowledge of key trade and investment issues and broad relationships with senior government leaders—make membership a good business decision.”

NED CLOONAN
—VICE PRESIDENT
AMERICAN INTERNATIONAL GROUP, INC.



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