

the  
mayors

business  
council

A Business Opportunity



THE UNITED STATES  
CONFERENCE OF MAYORS



**Stephen K. Benjamin**

Mayor of Columbia, SC  
President

**Bryan K. Barnett**

Mayor of Rochester Hills  
Vice President

**Greg Fischer**

Mayor of Louisville  
Second Vice President

**Carolyn G. Goodman**

Mayor of Las Vegas  
Chair, Mayors Business Council

**Tom Cochran**

CEO and Executive Director

**The United States  
Conference of Mayors**

1620 Eye Street, NW  
Washington, DC 20006  
Tel: 202.293.7330  
usmayors.org



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**DO YOUR PART! PLEASE RECYCLE!**

Hi, I'm Mayor Carolyn G. Goodman of Las Vegas, Nevada. The United States Conference of Mayors President Steve Benjamin has honored me by asking that I serve as the Chair of The Mayors Business Council. On behalf of all the Mayors of The U.S. Conference of Mayors, I am pleased to invite you to join The Mayors Business Council.



The Mayors Business Council is an in-depth, exclusive forum for Mayors and representatives from the private sector to share research, policy analysis and marketplace trends in an effort to identify innovative approaches to the myriad of difficulties and opportunities cities face today.

Now, more than ever, the continued vitality of cities and the nation are dependent upon Mayors and private sector leaders tackling issues of common concern such as, but not limited to: streamlining government, homeland security and public safety, building affordable housing, investing in youngsters and schools, promoting arts, culture and sports, recycling land and preserving open spaces, investing tax cuts in challenged neighborhoods and working families, workforce training, energy, modernizing infrastructure, and increasing access to affordable healthcare.

Central to the mission of the Business Council is the goal of improving the business environment in cities. Mayors and business leaders agree that with continued devolution of responsibility to the local level, creative public/private partnerships will be a major force in shaping cities of the 21st century.

Experience has shown that when the resources of business and government are combined, our cities benefit and our nation is stronger. Still, The Mayors Business Council can only achieve its mission if you are at the table with us. The Mayors of The United States Conference of Mayors look forward to your participation.

Carolyn G. Goodman  
Mayor of Las Vegas  
Chair, Mayors Business Council

## The U.S. Conference of Mayors and Business Leaders— A New Political Force

Corporate America — the business community in our cities —and The United States Conference of Mayors — our chief elected city officials — have stood together on many issues throughout the history of this organization. Through the creation of The Mayors Business Council, we have transformed our organization to bring corporate America even closer to the Mayors of our nation.

With the release of the landmark report, *U.S. Metro Economies: The Engines of America's Growth*, America's cities have demonstrated their value to our nation's current and future economic prosperity. Over ninety-three percent of future U.S. economic growth will be generated in our metro areas which contribute more than 90% of gross domestic product and wages and over 86% of all jobs in our national economy. By establishing metro areas as the economic engines that drive our national and state economies, city and county leaders are taking their rightful role as national and international leaders.

Today, Mayors are leaders who see themselves as — and indeed are — the CEO's of government whose job it is to run their cities like a successful business with innovative and cost-cutting measures along with wise investments.

The turnaround of many cities is due, in large measure, to the bonding that has taken place between our Mayors and their local business partners, as well as national and international partners, to make cities more livable and economically sound.



USCM Leadership (left to right)

*CEO and Executive Director Tom Cochran, Second Vice President Louisville Mayor Greg Fischer, President Columbia Mayor Stephen K. Benjamin, and Vice President Rochester Hills Mayor Bryan K. Barnett*

The United States Conference of Mayors is spreading the message across this nation that we want a strong and engaged business community inside our organization sharing and working on visions of success to make cities – and ultimately our nation – economically stronger. We must have cities and businesses – Mayors and CEO's – working together for the long-term prosperity of America.

We thank the corporate members who have chosen to be active with us on the many successful joint ventures we share now and look forward to exciting future endeavors.

We invite other corporations to become members of The Mayors Business Council. We will be vigorous in urging members of the Business Council to take an active part in this important initiative, and will provide numerous opportunities for involvement.

Today the metropolitan regions – led by our urban and sub-urban Mayors – are the economic engines that drive this great nation and that have produced this period of incredible economic growth.

The Conference of Mayors today is strengthening our presence in the international business arena. We will continue to increase international business opportunities for our member mayors and for other mayors and cities across the globe.

We pledge our best effort to strengthen, even more, those city – business partnerships that work each day to make our cities and nation economically strong for the benefit of all.

Tom Cochran  
CEO and Executive Director  
The U.S. Conference of Mayors



*USCM Platinum Partner Wells Fargo Senior Vice President and Head of the Wells Fargo Housing Foundation Martin Sundquist*

## The Mayors Business Council— A Business Opportunity

The Mayors Business Council is an integral part of the structure and activities of The U.S. Conference of Mayors. The Business Council meets and works directly with the elected leadership of the Conference of Mayors.

Members of The Mayors Business Council are invited to participate in the Annual and Winter Meetings, the two most prominent events of The U.S. Conference of Mayors where, each year, priorities are set and policy decisions are made. The Annual Meeting is held in June of each year in a different city of the United States. The Winter Meeting is always held in Washington, D.C. each January. Hundreds of Mayors attend both meetings – meetings that have the participation of the President of the United States, White House and Cabinet officials, Congressional leaders, and national and international business and civic leaders.



### 86th Annual Meeting in Boston

*(top) USCM President Columbia Mayor Stephen K. Benjamin*

*(bottom left) Los Angeles Mayor Eric Garcetti*

*(bottom right) Dallas Mayor Mike Rawlings*

**Business Council members have the following opportunities for participation with The U.S. Conference of Mayors:**

- **Winter and Annual Meetings:** Business Council members will have the exclusive opportunity to attend the Winter and Annual Meetings in our arena setting, will receive two complimentary registrations for each meeting, and may be invited to participate in various other meetings throughout the year;
- **The Mayors Business Council Special Sessions:** Business Council members may be invited to participate in special sessions with Conference leadership at both the Winter Meeting and Annual Conference;
- **Best Practices Report:** Business Council members will be invited to submit a best practice to be included in the official USCM Business Council Best Practice Report;
- **Policy Briefings:** Periodic policy briefings for Business Council members will be conducted by Conference of Mayors senior staff;
- **Invitation to Present Views:** Business Council members may be invited to present their views through a dialogue with Mayors at various forums as appropriate;
- **Public/Private Partnerships:** Business Council members will be invited to participate in the sponsorship and formation of new collaborative projects on priority issues;
- **Exhibit Space:** Business Council members will be given preference to contract for the limited exhibit space provided at the Winter Meeting and Annual Conference.

# The United States Conference of Mayors

The United States Conference of Mayors was established in 1932 as the official nonpartisan organization of cities with populations of 30,000 or more. There are more than 1,100 such cities in the country today. Each city is represented in the Conference by its chief elected official – the Mayor.

The Mayors of these cities rely on The U.S. Conference of Mayors to help meet the challenges and fulfill the potential of urban America and to inform Congress and the Administration of the top priorities of cities.

## **The primary roles of The U.S. Conference of Mayors are to:**

- Promote the development of effective national urban/suburban policy;
- Strengthen federal-city relationships;
- Ensure that federal policy meets urban needs;
- Provide Mayors with leadership and management tools; and
- Create a forum in which Mayors can share ideas and information.

The Conference holds its Winter Meeting each January in Washington, D.C. and an Annual Meeting each June in a different U.S. city. Additional meetings and events are held as directed by Conference leadership.

During the Annual Meeting, members elect a President, Vice President, Second Vice President, and Advisory Board Chair, who serve one-year terms. The President of the Conference of Mayors is the national spokesperson for the Mayors.

Conference members – Mayors – speak with a united voice on matters pertaining to organizational policies and goals. Individually, each member mayor contributes to the development of national urban policy by serving on one or more of the organization's 11 Standing Committees.

In addition to the ongoing work of the Conference's Standing Committees, Mayors are organized into task forces to examine and act on issues that demand special attention – homeland security, aviation security, hunger and homelessness, and brownfields, among others. Through these task forces, the Conference of Mayors historically has assumed a national leadership position in calling early attention to serious urban problems and in pressing for solutions to them.



## The Standing Policy Committees Cover:

- Children, Health and Human Services
- Community Development and Housing
- Criminal and Social Justice
- Energy
- Environment
- International Affairs
- Jobs, Education and the Workforce
- Membership
- Metro Economies
- Tourism, Arts, Parks, Entertainment and Sports
- Transportation and Communications

Each June during the Annual Meeting of Mayors, the Standing Committees recommend the policy positions they believe should be adopted by the organization. At this time, every member attending is given an opportunity to question, discuss and then vote on each policy position. Each city, represented by its Mayor, casts one vote.

The policy positions adopted at the Annual Meeting reflect the collective views of those charged with administering the nation's cities, and as such, should be known to Congressional leaders and the executive branch of the federal government.

Following each Annual Meeting, therefore, copies of the official policy positions are presented to the President and to both Houses of Congress.



*Facebook COO Sheryl Sandberg at the 86th Annual Meeting in Boston*

# Mayors Business Council Members

(as of July, 2018)

1020 Digital, LLC dba CNX  
3M  
AARP  
Accela, Inc.  
Airbnb  
Airlines for America  
Alliance to Save Energy  
Altria Client Services, Inc.  
Amazon  
American Airlines  
**American Beverage Association**  
American Chemistry Council  
American College of Sports Medicine  
American Heart Association - Southwest Affiliate  
American Hotel and Lodging Association  
**American Management Services, Inc.**  
American Petroleum Institute  
American Tower Corporation  
\*American Water  
Anthem, Inc.  
Arup  
\*AT&T  
Avenu/MuniServices, LLC  
Bank of America  
Best Buy Co., Inc.  
Black & Veatch  
Boston University  
Bullpen Innovation Consulting  
CGI  
CGI Communications  
Charter Communications  
Citi  
Cities of Service  
CIVIQ  
Comcast  
Conduent, Inc.  
Consumer Healthcare Products Association  
Consumer Technology Association  
Corporation for Enterprise Development  
Credit Karma  
Crown Castle  
CVS Health  
Dart Container Corporation  
Dell Technologies  
Dog Parker  
EDI, Inc.  
Edison Electric Institute  
Enterprise Holdings Inc.  
Facebook  
Ford Motor Company  
Globetrotter Travel Management Services, Inc.  
Go Green Culture Foundation  
Google, Inc.  
Governing  
Graffiti Resource Council  
HDR  
Herbalife Nutrition  
Hertz  
Home Away  
Honeywell  
Horizon Energies, LLC  
Hudson News  
IKE Smart City  
InterDigital  
Interise  
International Council of Shopping Centers  
Intuit  
IPS Group, Inc.  
Itron, Inc.  
\*Jacobs Engineering Group  
Johnson and Johnson  
JPMorgan Chase & Co.

Keolis  
Las Vegas Convention and Visitors Authority  
Linebarger Goggan Blair & Sampson, LLP  
Lion  
Lyft, Inc.  
**Major League Baseball**  
**Mars Incorporated**  
MasterCard  
Mayors Against Illegal Guns  
McDonald's Corporation  
McKinsey & Company, Inc.  
Mobilitie, LLC  
Motorola Solutions, Inc.  
National Apartment Association  
National Association of Homebuilders  
National Basketball Association  
Nationwide  
NCTA - The Internet & Television Association  
New Flyer of America  
Ofo US  
OUTFRONT Media LLC  
Pacific Gas & Electric Company  
\*Parsons Corporation  
Pearson  
PepsiCo  
Pfizer, Inc.  
Portland General Electric  
Postmates  
Raytheon  
Renew - RRS  
Reynolds American, Inc.  
Severn Trent - North America  
ShotSpotter, Inc.  
Siemens Corporation  
**Signify**  
Socrata  
Sodexo, Inc.  
SP Plus Corporation  
Stantec Consulting  
Starbucks Coffee Company  
**Strada Education Network**  
\*SUEZ  
Switch  
Target Corporation  
The Brookings Institution  
The Coca-Cola Company  
The Sherwin-Williams Company  
The Trust for Public Land  
Thomson Reuters  
Total Recall Corporation  
Toyota  
U.S. Communities  
U.S. Soccer Foundation  
U.S. Travel Association  
Uber Technologies Inc.  
UnitedHealthcare  
Urban Strategies, Inc.  
UZURV  
\*Veolia North America  
Verizon Communications  
VMware, Inc  
Walgreen Co.  
**Walmart**  
**\*Waste Management, Inc.**  
Waymo  
**Wells Fargo**  
WeWork  
Willis Towers Watson  
WSP USA  
ZenCity  
Zipcar

\* Charter Members  
**Platinum Members Bold**

# The Mayors Business Council Application

## Name of Organization<sup>1</sup>:

\_\_\_\_\_

will become a member of The Mayors Business Council  
of The United States Conference of Mayors for the year: \_\_\_\_\_

Web Site \_\_\_\_\_

## Corporate Headquarters:

CEO Name \_\_\_\_\_

Title \_\_\_\_\_

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

## Primary Representative<sup>2</sup>:

Name \_\_\_\_\_

Title \_\_\_\_\_

Signature \_\_\_\_\_

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

Telephone \_\_\_\_\_

Mobile \_\_\_\_\_

Email Address \_\_\_\_\_

## Secondary Representative:

Name \_\_\_\_\_

Title \_\_\_\_\_

Signature \_\_\_\_\_

Address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

Telephone \_\_\_\_\_

Mobile \_\_\_\_\_

Email Address \_\_\_\_\_

Person(s) listed above will represent your organization on the Mayors Business Council and is authorized by your organization to receive all correspondence and benefits of the Mayors Business Council.

1 Membership/meeting registrations are non-transferrable.

2 The Primary Representative will receive the yearly membership renewal invoice unless otherwise requested.

(Continued on next page)

**Please provide a description of your organization:**

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**Annual Dues<sup>3</sup>:**

A check for the annual dues made out to  
The United States Conference of Mayors is enclosed.

Please invoice us for the annual dues.

3 Annual dues for new members are prorated on a quarterly basis.

If you have any questions, please contact Geri Powell, Managing Director of The Mayors Business Council at 202-861-6774.

**Return To:**

Geri Powell, Managing Director  
The Mayors Business Council  
The United States Conference of Mayors  
1620 Eye Street, N.W., 4th Floor  
Washington, DC 20006  
Tel: 202.293.7330  
[www.usmayors.org](http://www.usmayors.org)

# Index of Special Interest or Expertise

In the list below, please check up to five (5) areas of priority interest to your firm.

- Accounting Systems
- Alcohol and Drug Abuse Program
- The Arts
- Asbestos Management
- Business Retention
- City Livability
- Community Development
- Computer Services
- Consumer Affairs
- Contracting Out
- Credit/Debt Rating
- Crisis Management
- Debt Collection
- Debt Management
- Downtown Development
- Economic Development
- Economic Policy
- Education
- The Elderly
- Employment and Training
- Energy
- The Environment
- Financial Management
- Foreign Investment in Crisis
- Health Care
- Homeland Security
- Housing
- Human Development
- Hunger
- Infrastructure
- Insurance
- International Affairs
- Labor Relations
- Law Enforcement/  
Criminal Justice
- Management Development
- Maintenance Management
- Media Relations
- Minority Issues
- Multi-Media Promotional Program
- Municipal Bond Counsel
- Neighborhood Redevelopment
- Open Government Transparency
- Outdoor Advertising
- Parking
- Pension Issues
- Political Campaigns
- Privatization
- Productivity Improvement
- Public Finance
- Public Relations
- Public Works
- Purchasing
- Real Estate Development
- Recreation
- Resource Recovery
- Retail Development
- Revenue Management
- Revenue-Related Services
- Risk Management
- Small Business Development
- Tax Legislation
- Telecommunications
- Television/Cable Television
- Tort Library
- Tort Reform
- Tourism Development
- Toxic Waste/Hazardous Materials
- Traffic Management
- Transportation
- Travel
- Utilities Issues
- Waste Disposal
- Wastewater Treatment
- Zoning Issues
- Other \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# THE UNITED STATES CONFERENCE OF MAYORS

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GREG FISCHER, Mayor of Louisville, Second Vice President

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TOM COCHRAN



## **The United States Conference of Mayors**

**Tom Cochran**  
CEO and Executive Director

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