

the
mayors

business
council

A Business Opportunity



THE UNITED STATES
CONFERENCE OF MAYORS



THE UNITED STATES CONFERENCE OF MAYORS

Nan Whaley

Mayor of Dayton
President

Francis X. Suarez

Mayor of Miami
Vice President

Hillary Schieve

Mayor of Reno
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 is the official non-partisan organization of cities with each city represented in the Conference by its chief elected official, the mayor.



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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 Nan Whaley 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 93% 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 CEOs 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)

President Dayton Mayor Nan Whaley, Vice President Miami Mayor Francis X. Suarez, Second Vice President Reno Mayor Hillary Schieve and CEO & Executive Director Tom Cochran

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 CEOs — 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 suburban 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 American Beverage Association
President & CEO Katherine Lugar*

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 Winter Meeting is always held in Washington, D.C. each January. The Annual Meeting is held in June of each year in a different city of the United States. 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.



USCM President Dayton Mayor Nan Whaley

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 (yearly) 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 and Annual Meetings.

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 1,408 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.



(left) United States House of Representatives (OR) Transportation and Infrastructure Committee Chairman, The Honorable Peter A. DeFazio, at the 87th Annual Meeting in Honolulu.

(right) Democratic Presidential candidate Joe Biden at 87th Winter Meeting in Washington, DC

Mayors Business Council Members

(as of June, 2021)

AARP
Aero Wireless Group
Aetna
Airbnb
Amazon
American Bankers Association
American Beverage Association
American Chemistry Council
American Heart Association
American Hotel and Lodging Association
American Institute of Architects
American Management Services, Inc.
Anthem, Inc.
Association of American Railroads (AAR)
*AT&T
Atkins North America
Badger Meter
Bank of America
Black & Veatch
Boston University
bp America
BYD Motors, LLC
CGI Communications
CGI Technologies and Solutions
Charter Communications
Citi
CityHealth
Comcast
Crown Castle
Cruise
Destinations International
Dollar General Corporation
DoorDash
Edison Electric Institute
Ewing Marion Kauffman Foundation
Facebook
Ford Motor Company
Globetrotter Travel Management Services, Inc.
GoDaddy
goPuff
Gridics
Grubhub
HDR
Honeywell
IKE Smart City
International Association of Plumbing & Mechanical Officials
International Well Building Institute
*Jacobs
JPMorgan Chase & Co.
Kaiser Permanente
Kapor Capital
Keolis
Lacuna Technologies
Linebarger Goggan Blair & Sampson, LLP
Macquarie Group

Major League Baseball

Mars Incorporated

MasterCard

Mayors Against Illegal Guns

McDonald's Corporation

Merck

Mighty Buildings

Motorola Solutions, Inc.

National Apartment Association

National Forum for Heart Disease & Stroke Prevention

Nationwide

NCTA - The Internet & Television Association

New Flyer of America

NRG Energy

OUTFRONT Media LLC

PayPal

PepsiCo

REEF Technology

Renewable Energy Group

Rubicon

Sazerac Company, Inc.

ServiceNow

ShotSpotter, Inc.

Siemens Corporation

Signify

SoftBank Group

Sourcewell

Stantec Consulting

Starbucks Coffee Company

*SUEZ

Switch

Target Corporation

The Coca-Cola Company

The Home Depot

The Recycling Partnership

The Sherwin-Williams Company

T-Mobile

Tyler Technologies, Inc.

Uber Technologies Inc.

Ubicquia

Ullico, Inc

United Airlines

*Veolia North America

Verizon Communications

Walgreen Co.

Walmart

Waste Management, Inc.

Wells Fargo

Western Governors University

WSP USA

Zencity

Zillow

Zipcar

The Mayors Business Council Application

Name of Organization¹:

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 Representative²:

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)

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

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

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Index of Special Interest or Expertise

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

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- ☐ 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
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- ☐ Traffic Management
- ☐ Transportation
- ☐ Travel
- ☐ Utilities Issues
- ☐ Waste Disposal
- ☐ Wastewater Treatment
- ☐ Zoning Issues
- ☐ Other _____
- _____
- _____

THE UNITED STATES CONFERENCE OF MAYORS

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CEO AND EXECUTIVE DIRECTOR

TOM COCHRAN



THE UNITED STATES
CONFERENCE OF MAYORS

A handwritten signature in black ink that reads "Tom Cochran".

Tom Cochran, CEO and Executive Director

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Washington, DC 20006
Tel: 202.293.7330

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