



GBTA: A Key Partner for U.S. Policymakers

The voice of business travel — advancing commerce, competitiveness, and workforce mobility

Bottom line for policymakers

Business travel is a practical economic engine: it supports commerce, trade, investment, workforce productivity, and American competitiveness. GBTA offers lawmakers data, industry expertise, and real-world perspectives from travel buyers, suppliers, and companies across the United States and around the world.

ABOUT GBTA

Founded in 1968 in the United States, the Global Business Travel Association is the leading global association for the business travel and meetings industry. GBTA’s mission and work now span six continents and represent the global business travel ecosystem.

- Individual members include travel buyers who manage corporate travel programs and suppliers who provide the products, services, and technology that keep global business moving.
- Supplier companies support GBTA’s mission through financial support and industry expertise that underpin education, research, networking, and events.
- GBTA maintains 38 active chapters across the continental United States, connecting local business leaders with national and international policy discussions.

WHAT BUSINESS TRAVEL INCLUDES

- Meeting clients and customers
- Managing operations and supply chains
- Attending conferences and events
- Conducting training and workforce development
- Negotiating investments and partnerships

In-person engagement helps organizations build relationships, close deals, manage distributed teams, and expand into new markets.

A CONNECTED ECONOMIC ECOSYSTEM

Business travel is an integrated, door-to-door system. Its effectiveness determines whether travel is safe, efficient, reliable, and sustainable.

- Air, rail, and ground transportation
- Hotels and meeting venues
- Corporate booking and payment systems
- Expense management platforms
- Travel security and risk management services

MANAGED TRAVEL PROGRAMS

Most medium and large organizations use managed travel programs to protect employees, control costs, strengthen compliance, and improve visibility into travel spending.

- Protect employee safety and wellbeing
- Control costs through negotiated contracts
- Support sustainability goals
- Improve visibility into travel spending
- Ensure compliance with corporate obligations
- Drive innovation and accountability across the travel sector

<p>1968 Founded in the United States</p>	<p>38 Active U.S. chapters</p>	<p>\$1 → \$1.16 Net-new U.S. economic output per business-travel dollar</p>
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Why Business Travel Matters to U.S. Policymakers

ECONOMIC IMPACT

GBTA research shows that in the United States, each dollar spent on business travel produced \$1.16 in net-new economic output, reflecting strong multiplier effects across industries.

Face-to-face engagement remains essential for building trust, closing deals, managing complex operations, and supporting innovation and collaboration. Virtual tools are valuable, but they do not fully replace in-person engagement for relationship-driven business activity.

U.S. COMPETITIVENESS

Business travel helps American companies — including small and medium-sized businesses — compete globally. Policies that improve travel efficiency, modernize infrastructure, streamline screening and border processing, and support safe and sustainable mobility directly strengthen the U.S. economy.

SUSTAINABILITY AND TRAVELER PROTECTION

Managed business travel programs increasingly support responsible growth by advancing:

- Emissions reduction and sustainability goals
- Traveler safety and wellbeing
- Crisis response and resiliency
- Responsible supplier partnerships

GBTA AS A POLICY PARTNER

GBTA works with policymakers and government agencies to support policies that:

- Improve travel efficiency and security
- Modernize aviation and transportation systems
- Facilitate international business mobility
- Promote sustainability and innovation
- Strengthen economic competitiveness
- Support workforce resilience and traveler protection

How GBTA can support your office

GBTA can provide industry expertise, data-driven insights, and real-world perspectives from companies and travelers across the United States and around the world. For briefings, policy questions, or additional information, contact Shane Downey, Vice President, Government Affairs, at sdowney@gbta.org.

Global Business Travel Association • The Voice of Business Travel

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