



U.A.E. - Saudi Arabia - Qatar | March 8-14, 2014

Secretary of Commerce Penny Pritzker to Lead Trade Mission to the Middle East

Join Secretary Pritzker in the Middle East

Secretary of Commerce Penny Pritzker will lead a senior-executive Business Development Mission to the Gulf Cooperation Countries (GCC) of the United Arab Emirates, Saudi Arabia and Qatar. The mission will highlight export opportunities for U.S. businesses in three leading industry sectors with an emphasis on project management and engineering (including construction, architecture and design), renewable energy (solar, wind, waste-to-energy), smart grid and energy efficiency, and environmental technologies (including water/wastewater; air pollution control; and waste management).

An Incredible Business Opportunity

While a number of U.S. companies successfully take advantage of the business opportunities in Middle East, the U.S. Department of Commerce recognizes that some companies need assistance navigating foreign markets to take full advantage of the wide range of opportunities that exist. This mission will assist U.S. businesses in initiating or expanding exports to the region by:

- Arranging business-to-business introductions;
- Providing market access information; and
- Facilitating access to government decision makers.

Trade Missions Support Export Growth and Job Creation

Exports are leading the U.S. economic recovery and contributing to future economic growth and job creation in America. Selling more made-in-USA infrastructure products will help U.S. companies grow and hire more people while helping the region meet its ambitious goals to dramatically improve transportation, energy, and environmental needs.

Apply Now, Space is Limited.

<http://export.gov/GCCMission2014>

Mission Dates:

March 8-14, 2014

Cities:

Abu Dhabi & Dubai, UAE
Riyadh, Saudi Arabia
Doha, Qatar

Application Deadline:

January 17, 2014

Participation Fees:

- \$11,500 per large company
- \$9,000 for SMEs (500 employees or less)
- \$3,000 each additional company rep

Please Contact for More Information

The Office of Business Liaison, U.S. Dept. Commerce
BusinessLiaison@doc.gov / 202-482-1360

"Connecting U.S. businesses with opportunities in new markets is a fundamental to the mission of the Department of Commerce and our 'Open for Business Agenda'. This is a particularly exciting time to be looking toward the Middle East and countries such as the U.A.E., Saudi Arabia, and Qatar as a destination for U.S. exports, especially in the infrastructure sector. Exports now support nearly 10 million U.S. jobs, up 1.3 million since 2009. Trade missions like these are critical to building on that success, and to furthering the Obama Administration's efforts to help U.S. businesses compete and succeed in the global economy."

- Secretary Penny Pritzker, December 2013



Connecting you to global markets.



Why the Middle East? Great Infrastructure Opportunities Exists for U.S. Companies in Each Mission Country

United Arab Emirates

The US-UAE trade relationship is undergoing a period of rapid expansion as the UAE seeks to undertake major investment in its infrastructure and transport systems. U.S. exports to the UAE totaled almost \$23 billion in 2012. U.S. exports to the UAE increased by 36% in 2011, 42% in 2012 and are poised to grow an additional 15% in 2013. Demand for imports is being fueled by economic growth rates of 3-4%, and bolstered by strong oil revenues as the UAE implements a one-third increase in its petroleum production. Additionally, on November 27, 2013, the Emirate of Dubai won the award to host the 2020 World Expo, which will result in the undertaking of major infrastructure and hospitality development. Key market opportunities for U.S. firms will continue to be present in project management and design work on urban transport, rail, oil & gas and power generation (including alternative energy).

[Doing Business in the UAE...](#)

Kingdom of Saudi Arabia

Saudi Arabia is the 9th largest trading partner of the United States with a bilateral trade of \$74 billion in 2012. It is also the 20th largest destination for U.S. exports. In 2012, U.S. exports to Saudi Arabia exceeded the \$18 billion mark, an increase of 31% from 2011. The Saudi economy - the largest in the Middle East and North Africa region - has been growing at a robust pace. The private sector has been the key driver behind stronger non-oil sector growth, with an annual growth rate close to 7 percent since 2000. The country has benefited enormously from oil and gas reserves that have generated vast financial liquidity in the six years between 2006 and 2012. As a result, there are currently about \$960 billion worth of projects planned or under way in Saudi Arabia. Of these, more than \$700 billion are megaprojects, or large master planned developments of more than \$1 billion, making Saudi Arabia the biggest opportunity in the region for businesses involved in the infrastructure and construction sectors.

[Doing Business in Saudi Arabia...](#)

Qatar

The U.S.-Qatar trade relationship is going through a massive transformation. The United States posted a trade surplus with Qatar of \$2.6 billion from January 2013-August 2013. Total U.S. exports to Qatar through August 2013, were \$3.6 billion establishing a new record and growing 106% compared year-on-year with January through August 2012. (The previous yearly record for U.S. exports to Qatar was \$3.57 billion in 2012). Given this trend, U.S. exports to Qatar are poised to break the \$5 billion dollar level in 2013. Despite Qatar's small population (Qatar is a country of only two million people and only 250,000 Qatari citizens) it ranks as the fifth largest U.S. export market in the MENA region, only behind the much larger markets of the UAE, the Kingdom of Saudi Arabia, Israel and Egypt. Over the past 10 years U.S. exports to Qatar have grown by over 700%.

[Doing Business In Qatar...](#)

Mission Details:

Date: March 8 – 14, 2014

Cities/Countries: Abu Dhabi and Dubai, United Arab Emirates, Riyadh, Saudi Arabia and Doha, Qatar

Application Deadline: Final application deadline is Friday, January 17, 2014

Participation Fee: After a company has been selected to participate on the mission, a payment to the Department of Commerce in the form of a participation fee is required. The fee schedule for the mission is below:

- \$11,500 for large firms
- \$9,000 for a small or medium-sized enterprises (SMEs)
- \$3000 each additional firm representative (large firm or SME)

Expenses for air travel, lodging, some meals, and incidentals will be the responsibility of each mission participant.