



JAY MALINA INTERNATIONAL TRADE CONSORTIUM  
MIDDLE EASTERN TRADE INITIATIVES

2007-2008

PROPOSED OUT-GOING MISSIONS  
DESTINATIONS REPORT





## **MIDDLE EASTERN TRADE INITIATIVES**

**Best Country Prospects for Business Development Opportunities**

**Proposed Outgoing Trade Missions Destinations**

**October 1, 2007 – September 30, 2008**

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**June, 2007**



*Delivering Excellence Every Day*



## **MIDDLE EASTERN TRADE INITIATIVES**

The Middle East is increasingly becoming an important trading partner for South Florida. In 2006, eight countries from the Middle East (Turkey, Israel, United Arab Emirates, Jordan, Egypt, Saudi Arabia, Iraq and Kuwait) are included in World City's list of Miami's 100 top trading partners for 2006. The Middle East Consular Corps in Florida includes Israel and Lebanon, both with a General Consulate in Miami. There is also an important presence of several bi-national Chambers of Commerce from the Middle East.

Miami Dade could further strengthen the existing business and cultural ties with the Middle East. During ITC's Strategic Retreat on December 2006, ITC Board members recommended the establishment of the European and Middle Eastern Trade Initiatives Committee. The European and Middle Eastern Trade Initiatives ad-hoc Committee's mandate is to recommend to the ITC Board of Directors a country or countries in Europe and the Middle East for an ITC led mission during our next fiscal year (October 1st, 2007-September 30th, 2008).

Consistent with ITC's strategic plan, the objective of an ITC led trade missions is to improve and enhance commercial, economic and cultural ties between Miami-Dade County and countries in Europe and the Middle East, thereby strengthening Miami-Dade County's role as the "Global Gateway".

Following preliminary meeting with Mr. Walter Loy, Chair of the European and Middle Eastern Trade Initiatives ad-hoc Committee, ITC staff has prepared the following report for the Committee which provides background information for the following countries: EGYPT, ISRAEL, JORDAN AND TURKEY

*Source: 2006 Florida Bi-National Chamber of Commerce and International Organizations, World City 2007 Miami Trade Numbers and 2006 US Trade Numbers.*

## TRADE STATISTICS WITH SELECTED MIDDLE EASTERN COUNTRIES

COUNTRY	RANK WITH MIAMI DADE COUNTY (2006)	RANK WITH US (2005)	TRADE VALUE WITH MIAMI DADE COUNTY IN 2006 (US \$ million)	TRADE VALUE WITH THE US IN 2005 (US\$ million)
<b>EGYPT</b>	75	54	\$38.7	\$5,260
<b>ISRAEL</b>	50	21	\$173.6	\$26,607
<b>JORDAN</b>	71	70	\$ 59.8	\$1,910
<b>TURKEY</b>	38	37	\$ 289.2	\$9,946

**Sources:** WorldCity-2007 Miami Trade Numbers; WorldCity 2006 US-Trade Numbers, US Census.

# ARAB REPUBLIC OF EGYPT

**Chief of State:** President Mohammed Hosni Mubarak (since 1981). *Next elections scheduled for 2011.* **Head of Government:** Prime Minister Ahmed Nazif (since 2004)

**Capital City:** Cairo. Alexandria is the 2nd most important city

**Population:** 80.3 million (Jul 2007 est.)

**Official Language:** Arabic

**Currency:** Egyptian pound

## ECONOMY

**GDP:** \$85.37 billion (2006 est.)

**Per capita GDP:** \$4,200 (2006 est.)

**GDP Growth:** 6.8% (2006 est.)

**GDP Composition by Sector (2006 est):** agriculture: 14.7%; industry: 35.5%; services: 49.8% **Agricultural Products:** cotton, rice, corn, wheat, beans, fruits, vegetables, cattle, water buffalo, sheep, goats. **Industries:** textiles, food processing; tourism, chemicals, pharmaceuticals, hydrocarbons, construction, cement, metals, light manufactures.

**Natural Resources:** petroleum, natural gas, iron ore, phosphates, manganese, limestone, gypsum, talc, asbestos, lead and zinc.

**Exports (2006 est.):** \$24.22 billion. **Exports Products:** crude oil and petroleum products, cotton, textiles, metal products and chemicals. **Major Export Partners (2005):** US 13%, Italy 9.3%, Spain 7.7%, Syria 5.5%, France 4.9%, Germany 4.8%, Saudi Arabia 4.7%.

**Imports (2006 est.):** \$35.86 billion. **Import Products:** machinery and equipment, foodstuffs, chemicals, wood products, fuels. **Major Import Partners:** US 10.6%, Germany 7%, China 6.5%, France 6.3%, Italy 5.8%, Saudi Arabia 4.8% (2005).

Egypt, which sits in the heart of the Middle East, is the largest Arab country by population with a well-educated labor force. Since 2005, the economy has improved considerably due to measures adopted by the reformist government. The appreciation of their currency has successfully eliminated inflation. More privatization and significant investment in the country's infrastructure is expected in 2007-2008.

Egypt's economy, traditionally associated with agriculture, has become more diversified. Tourism is now its single largest foreign exchange earner. Egypt is also a major oil and gas producer, and since 2005 an exporter. It is expected that Egypt will become the world's sixth largest natural gas exporter. The clothing and textile sectors are also a major source of foreign exchange. Suez Canal revenues which continue to rise, trade agreements with the EU and Turkey, as well as, the establishment of Qualified Industrial Zones (QIZ) allowing duty free exports to the US, will also generate strong export growth. Expansion in the Red Sea Coast provides business opportunities in hotel equipment and environmental management services. There are also market opportunities in the following sectors: petroleum, power generation and transmission, telecommunications and information technology.

The US is the largest bilateral trading partner and the second largest investor in Egypt (most of it in the oil & gas sector). In 2005, total trade with the US was \$5.2 billion. Top US exports were aircraft, corn, wheat, drilling & oilfield equipment, telecommunications and military equipment. Top imports were petroleum products, natural gas, iron and steel products, apparel & household goods, rugs and textiles floor covering. In 2006, Egypt was Miami's 75th largest trading partner with total trade of \$38.7 million.

Source: Country Commercial Guide; WC-2007 Miami Trade Numbers; www.fita.org; www.cia.org.



# STATE OF ISRAEL

**Chief of State:** President Dalia Itzik

**Head of Government:** Prime Minister Ehud Olmert (*March 06*).

**Capital City:** Jerusalem. Most embassies are located in Tel Aviv.

**Population:** 6,426,679 mill (*2007 est.*)

**Official Language:** Hebrew

**Currency:** new Israeli shekel

## **ECONOMY**

**GDP:** \$140.3 billion (*2006 est.*)

**Per capita GDP:** \$26,800 (*2006 est.*)

**GDP growth:** 5.1% (*2006*)

**GDP Composition by Sector** (*2006 est.*): agriculture: 2.6%; industry: 30.8%; services: 66.6%. **Agricultural Products:** citrus, vegetables, cotton; beef, poultry, dairy products. **Industries:** high-technology projects (including aviation, communications, computer-aided design and manufactures, medical electronics, fiber optics), wood and paper products, potash and phosphates, food, beverages, and tobacco, caustic soda, cement, construction, metals products, chemical products, plastics, diamond cutting, textiles, footwear.

**Natural Resources:** timber, potash, copper ore, natural gas, phosphate rock, magnesium bromide, clays, sand.

**Exports** (*2006 est.*): \$42.86 billion; **Exports Products:** machinery and equipment, software, cut diamonds, agricultural products, chemicals, textiles and apparel. **Export Partners** (*2005*): US 36.5%, Belgium 8.7%, Hong Kong 5.6%.

**Imports** (*2006 est.*): \$47.8 billion; **Import Products:** raw materials, military equipment, investment goods, rough diamonds, fuels, grain, consumer goods. **Import Partners:** US 13.4%, Belgium 10.1%, Germany 6.4%, UK 5.7%, Switzerland 5.5%, China 4.2% (*2005*).

Israel has a diversified and technologically advanced economy with a highly skilled and well educated workforce. Since 2003, the economy has recovered from recession and a 5% growth is expected in 2007. High technology industries are the main driving force representing 40% of GDP. Israeli's high-tech companies have had success in raising money in the financial market. Israel's investment in R & D is higher than any single OECD country. Israel's other important sectors are diamonds cutting, textile and tourism. The pharmaceutical sector has also registered good results since Israel specializes in generic medicine. Israel is the US largest export market in the Middle East. US products are well-known given the strong cultural links with the US.

Israel's economy is open to international trade, with a free trade agreement with both the US and the EU. The share of foreign trade in the country's GDP reached more than 97% in 2005. Despite heavy EU competition, the US is the single largest trading partner. In 2006, total trade with the US was \$26 billion, up 12.2% from 2005. US exports to Israel totaled \$10.9 billion making Israel the 22nd largest US export market. In 2005, top US exports to Israel were diamonds, not mounted, aircraft and aircraft parts, computer and computer chips. Top US imports from Israel were diamonds not mounted, medicine and medical equipment, repaired/returned exports and imports, electric equipment for line telephony. In 2006, Israel was Miami's 50th largest trading partner with total trade of \$173.6 million. The recent devaluation of the US dollar against the shekel bodes well for US exports to the Israeli market.

During Florida's Governor Christ's trip to Israel in May 2007, he stated that the relationship between Florida and Israel is "already fantastic and only growing and getting better". He added that "We have the 3rd highest population of American Jews in Florida, so we have a natural bond".

*Source: Commercial guide; www.fita.org; World City-2006 US Trade Numbers & 2007 Miami Trade Numbers; Florida Jewish news.*



# HASHEMITE KINGDOM OF JORDAN

**Chief of State:** King Abdallah II (*since 1999*)

**Head of Government:** Prime Minister Marouf al-Bakhit (*2005*)

**Capital City:** Amman

**Population:** 6,053,193 million (*July 2007 est.*)

**Official Language:** Arabic

**Currency:** Jordanian dinar (*JOD*)

## **ECONOMY**

**GDP:** \$12.52billion (*2006 est.*)

**GDP per capita:** \$5,100 (*2006 est.*)

**GDP Growth:** 6.3% (*2006 est.*)

**GDP composition by sector** (*2006 est.*): agriculture: 3.6%; industry: 30.5%; services: 65.9% Agricultural Products: citrus, tomatoes, cucumbers, olives; sheep, poultry, stone, fruits, strawberries, dairy. Industries: clothing, phosphate mining, fertilizers, pharmaceuticals, petroleum refining, cement, potash, inorganic chemicals, light manufacturing, tourism.

**Natural Resources:** phosphates, potash, shale oil.

**Exports** (*2006 est.*): \$4.798 billion; **Exports Products:** clothing, pharmaceuticals, potash, phosphates, fertilizers, vegetables, manufactures. **Major Export Partners** (*2005*): US 26.2%, Iraq 17.1%, India 8.1%, Saudi Arabia 5.9%, Syria 4.7%.

**Imports** (*2006 est.*): \$10.42 billion; **Import Products:** crude oil, textile fabrics, machinery, transport equipment, manufactured goods. **Major Import Partners** (*2005*): Saudi Arabia 23.6%, China 9.2%, Germany 8%, US 5.6%.

Through recent economic reforms aimed at liberalization of trade and attracting investments, Jordan has shown good performance and is considered a regional economic role model. Jordan's political and economic stability, its good business infrastructure, and its role as Gateway to Iraq offer good opportunities to US business. Jordan's labor force is well educated with literacy rates over 90%. As the 3rd largest recipient of US government assistance, Jordan has nurtured a strong relationship with United States and because of its strategic location it has played a key role in the Middle East process.

Jordan signed an Agreement of Association with the European Union and a Free Trade Agreement with the US which entered into force in 2001. The US-Jordanian bilateral trade has since increased 37%, and the US is now Jordan's largest export market. In 2006, Jordan's total trade with the US reached \$1.9 billion. Top US exports to Jordan were passenger cars, new and used; corn, parts for military goods, civilian aircraft, medical equipment. Top US imports from Jordan were apparel and household goods, and other textiles, jewelry, sporting & camping apparel, footwear & gear, US goods returned & re-imported.

In 2006, Jordan was Miami's 71st largest trading partner with total trade of \$59.8 million. Information technology and tourism are promising growth sectors. Leading sectors for US exports and investment are safety and security equipment, electrical power, construction equipment, automotive spare parts and environment, pollution control/water resource equipment and services. Jordan's strategic location can serve as a springboard for expanding sales throughout the region.

Source: [www.cia.gov](http://www.cia.gov); Commercial Guide, 2007 WC-Miami Trade Numbers & 2006 US Trade Numbers.



# REPUBLIC OF TURKEY

**Chief of State:** President Ahmet Necdet Sezer. The election of a president is expected after the new parliament has assembled and formed a government.

**Head of Government:** Prime Minister Recep Tayyip Erdogan (2003)

**Capital City:** Ankara

**Population:** 71,158,647 million (July 2007 est.)

**Official Language:** Turkish

**Currency:** Turkish lira

## ECONOMY

**GDP:** \$358.5 billion (2006 est.)

**Per capita GDP:** \$9,000 (2006 est.)

**GDP Growth:** 5.3% (2006 est.)

**GDP Composition by Sector (2006 est):** agriculture: 11.2%; industry: 29.4%; services: 59.4% **Agricultural Products:** tobacco, cotton, grain, olives, sugar beets, pulse, citrus; livestock. **Industries:** textiles, food processing, autos, electronics, mining (coal, chromite, copper, boron), steel, petroleum, construction, lumber, paper.

**Natural Resources:** coal, iron ore, copper, chromium, antimony, mercury, gold, barite, borate, celestite (strontium), emery, feldspar, limestone, magnesite, marble, perlite, pumice, pyrites (sulfur), clay, arable land, hydropower.

**Exports (2006 est.):** \$85.21 billion; **Exports Products:** apparel, foodstuffs, textiles, metal manufactures, transport equipment. **Major Export Partners (2005):** Germany 12.9%, UK 8.1%, Italy 7.6%, US 6.7%, France 5.2%, Spain 4.1%.

**Imports (2006 est.):** \$120.9 billion; **Import Products:** machinery, chemicals, semi-finished goods, fuels, transport equipment. **Major Import Partners:** Germany 11.7%, Russia 11%, Italy 6.5%, China 5.9%, France 5%, US 4.6%, UK 4% (2005).

Turkey is strategically positioned at the crossroads of Europe, Asia and the Middle East. Turkey's economic growth has been strong (an average of 7.5% per year from 2002-2006), one of the highest rates of sustained growth. GDP is expected to grow 6.1% in 2007. Its economy is currently going through a transition from high degree of reliance in agriculture and heavy industry, to a more diverse, modern economy with an increasingly important and global services sector. Inflation has fallen significantly and the currency has stabilized. Continued implementation of reforms, including tight fiscal policy, is essential for sustained growth and stability.

Turkey's mix of modern industry and commerce continues to attract American companies ranging from mining to high technology to energy. In 2006, Turkey succeeded in attracting \$18.9 billion in FDI. Turkey is open to international trade. Since October 2005, Turkey began formal negotiations for EU membership. Turkey aims to adopt the EU basic system of national law and regulation by 2014.

In 2006, US exports to Turkey were \$5.7 billion. In 2006, Turkey was Miami Dade's 38th largest trading partner with total trade of \$289 million (up 9% from the previous year). In 2006, Florida's total exports to Turkey were medicine, yachts and other vessels, transnational apparatus for radio-television, special purpose motor vehicles, harvest machines. Florida's main imports were bars and rods of iron and steel; worked monuments stone and art; tubes and pipes; articles of jewelry of precious metals; linens, cement. Excellent opportunities for US exporters exist in telecommunications services and equipment, energy, safety, security equipment and services, automotive and medical devices.

Source: [www.cia.gov](http://www.cia.gov); [www.fta.org](http://www.fta.org); *Commercial Guide*; *WorldCity-2007 Miami Trade Numbers and 2006 World Numbers*.



Map and Flag  
of the  
Republic of Turkey



## MIAMI-DADE COUNTY

**Carlos Alvarez**  
*Mayor*

### BOARD OF COUNTY COMMISSIONERS

**Bruno A. Barreiro**  
*Chairman*

**Barbara J. Jordan**  
*Vice Chairwoman*

**Barbara J. Jordan**  
*District 1*

**Dorrin D. Rolle**  
*District 2*

**Audrey M. Edmonson**  
*District 3*

**Sally A. Heyman**  
*District 4*

**Bruno A. Barreiro**  
*District 5*

**Rebeca Sosa**  
*District 6*

**Carlos A. Gimenez**  
*District 7*

**Katy Sorenson**  
*District 8*

**Dennis C. Moss**  
*District 9*

**Senator Javier D. Souto**  
*District 10*

**Joe A. Martinez**  
*District 11*

**José "Pepe" Diaz**  
*District 12*

**Natacha Seijas**  
*District 13*

**Harvey Ruvín**  
*Clerk of Courts*

**George M. Burgess**  
*County Manager*

**Murray A. Greenberg**  
*County Attorney*



*Delivering Excellence Every Day*