



NATIONAL U.S.-ARAB CHAMBER OF COMMERCE

غرفة التجارة الأمريكية العربية الوطنية

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## U.S. – ARAB CHAMBER AND AMCHAM QATAR HOST U.S. SECRETARY OF COMMERCE

*Recent Events in Doha and Washington  
Highlight U.S. – Qatar Commercial Relationship*

### *Qatar and Other GCC Nations, Increasingly Important Markets for U.S. Companies, Now Sustain Over 250,000 American Jobs*

Doha, Qatar - The National U.S. – Arab Chamber of Commerce (NUSACC) and the American Chamber of Commerce in Qatar (AmCham Qatar) recently hosted the Honorable Penny Pritzker, U.S. Secretary of Commerce, during her mid-March visit to Doha. The breakfast briefing, for Qatari business leaders and U.S. firms with offices in the Gulf Cooperation Council (GCC) nations, was the third and final stop on the Secretary's regional tour to the United Arab Emirates, the Kingdom of Saudi Arabia, and the State of Qatar.



Secretary Pritzker: "American companies have the expertise to help Qatar construct world-class infrastructure, and when U.S. firms sell their goods and services to new markets, the American economy stands to gain."

"NUSACC is grateful to Secretary Pritzker for highlighting the increasingly important role that Qatar and the other GCC nations are playing in the economic well-being of the United States," said David Hamod, President & CEO of the U.S. – Arab Chamber. "This is one of Ms. Pritzker's first trips overseas in her capacity as U.S. Secretary of Commerce, sending a clear signal about the significance of U.S. – Arab commerce, which continues to shatter records from one year to the next."



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According to the National U.S. – Arab Chamber of Commerce, U.S. exports to the Arab world are roughly doubling every four years. The GCC represents America’s fifth largest destination worldwide for exports of U.S. goods, and approximately three-quarters of U.S. merchandise exported to the Middle East and North Africa (MENA) goes to the GCC. American exports to these nations increased eight percent last year, creating or sustaining more than 260,000 American jobs.

Robert Hager, Chairman of AmCham Qatar, noted, “On behalf of AmCham Qatar, I extend our deepest gratitude to Secretary Pritzker for prioritizing Qatar and the Arabian Gulf and for taking time to connect with the vibrant and growing contingent of American businesses operating here. In partnership with the American Embassy in Doha and our colleagues at NUSACC, we were honored to host such a distinguished, hands-on advocate for U.S. business with a deep understanding of challenges and opportunities in the region.”



Honorable Penny Pritzker, U.S. Secretary of Commerce (center), was hosted in Qatar by NUSACC (represented by Amin Salam, VP of Business Development, left), and AmCham Qatar (Robert Hager, Chairman, right).

Amin Salam, Vice President of the National U.S. - Arab Chamber of Commerce, added, “NUSACC is proud to partner with AmCham Qatar in support of Secretary Pritzker’s trip to Doha. Her visit, along with the regional visit by President Barack Obama, is a clear indication that the U.S. Administration views commercial ties as a cornerstone of U.S. – Arab relations.”

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#### Secretary Pritzker's Business Delegation

Secretary Pritzker headed a [business delegation](#) of more than 20 American companies during her first visit to the GCC as U.S. Secretary of Commerce. "I am so pleased to be joined on this mission by 21 U.S. firms that are eager to partner with government and industry in Qatar," she said. "The United States and our businesses truly value our strong commercial and economic ties with the Gulf region, and we recognize that working together is a win-win."

She continued, "American companies have the expertise to help Qatar construct world-class infrastructure, and when U.S. firms sell their goods and services to new markets, the American economy stands to gain. I hope that this trade mission will lead to many more mutually-beneficial relationships between our two nations."

"The three countries we are visiting on our trade mission to the Gulf Region are among the top 50 export markets for the United States," Secretary Pritzker noted. "Since the launch of the National Export Initiative in 2010, exports have increased 111 percent to the United Arab Emirates, 65 percent to Saudi Arabia, and 57 percent to Qatar. Clearly, the Gulf region is a critical area of focus for our nation and its businesses."



NUSACC partnered with AmCham Qatar to host Secretary Pritzker's trade delegation during a breakfast briefing in Doha, Qatar.



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The mission advanced [President Obama's National Export Initiative](#), which is on track to double U.S. exports from 2010 to 2015, supporting two million new jobs in America. The Federal government's lead export promotion agency, the International Trade Administration, part of the U.S. Department of Commerce, has been tasked to meet this challenge.

“As the country's Chief Commercial Advocate, a key part of my job is to promote trade and investment and connect U.S. businesses with potential customers across the globe,” noted Secretary Pritzker. “The fact is that 95 percent of customers worldwide live outside U.S. borders, and that is why promoting exports is essential to our economic growth and job creation.”

The trade and investment mission highlighted infrastructure export opportunities for U.S. businesses with an emphasis on: project management and engineering (construction, architecture, and design); renewable energy (solar, wind, and waste-to-energy); smart grid and energy efficiency; environmental technologies (water/wastewater, air pollution control, and waste management).

### Qatar's Economy is Booming



H.E. Mohammed Al Kuwari, Qatari Ambassador to the U.S.: “With Qatar hosting the 2022 FIFA World Cup, we intend to spend up to \$200 billion on infrastructure and the creation of a knowledge-based economy in the next few years.”

U.S. merchandise exports to Qatar grew 39 percent from 2012 to 2013, according to the U.S. Census Bureau, and American goods exports are on track to double from \$4.96 billion in 2013 to \$9.832 billion in 2018, according to new research conducted by the National U.S. – Arab Chamber of Commerce. NUSACC research also forecasts that through at least the year 2016, Qatar will be the third largest market in the Middle East and North Africa (MENA) region for U.S. goods and services.



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Qatar's infrastructure expansion, consistent with the National Vision 2030 master plan and the 2022 FIFA World Cup, is laying groundwork for a surge of trade and investment. This point was brought home recently by H.E. Mohammed Al Kuwari, Qatar's new Ambassador to the United States, in a [speech](#) to the National U.S. - Arab Chamber of Commerce in Washington, DC.

"With Qatar hosting the 2022 FIFA World Cup, we intend to spend up to \$200 billion on infrastructure and the creation of a knowledge-based economy in the next few years," he said. "Some of our new projects include the new Hamad International Airport, the expansion of Qatar Airways and Qatar Rail, the new Doha Port, a state-of-the-art Science & Technology Park, 'Education City', new investments in the ICT infrastructure and, finally, expansion of the healthcare sector."

He continued, "These mega-projects present considerable opportunities for U.S. business since Qatari officials in charge of these mega-projects have shown a strong preference for contracting with American companies. These contracts have resulted in the use of American standards and specifications, opening the door to future contracts with other American businesses."

This message was reinforced by the Honorable Susan Ziadeh, U.S. Ambassador to the State of Qatar, in her remarks at NUSACC's [Ambassadors Forum](#) on March 13. "In Qatar, the infrastructure, education, information communications technology, and healthcare sectors are all seeing significant development as Qatar works toward achieving its 2030 National Vision and preparing for the 2022 World Cup," she noted. "The United States offers cutting edge technology, unparalleled services, and time-tested know-how in a very competitive market, and I am gratified to see the increasing partnerships between U.S. and Qatari firms."



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NUSACC recently supported the U.S. Ambassador's "[Qatar Road Show](#)" to Atlanta and Miami in partnership with Qatar's Supreme Committee for Delivery & Legacy. This is



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the second such Qatar Road Show in the past year, opening the door to U.S. businesses seeking a better understanding of that nation's business opportunities in support of the 2022 FIFA World Cup.

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#### Highlights of the Secretary's Visit to Doha

During her visit to Doha, Secretary Pritzker reached out to a variety of government leaders, starting with His Highness Sheikh Tamim Bin Hamad Al Thani, Emir of Qatar, as well as H.E. Sheikh Abdullah bin Nasser Al Thani, Qatar's Prime Minister and Minister of Interior.

Secretary Pritzker and the business delegation also met with H.E. Eng. Essa Bin Hilal Al-Kuwari, President of the General Water and Electricity Corporation (Kahramaa), as well as H.E. Nasser Al Mawlawi, President of the Public Works Authority (Ashghal), which is leading publically-funded road projects in advance of the 2022 World Cup. In addition, the U.S. Commerce Secretary met with H.E. Hassan Al Thawadi, Secretary General of the Supreme Committee for Delivery and Legacy, which is in charge of preparations for the 2022 World Cup.



Seated at the Head Table during the Breakfast Briefing (from left to right): Hon. Penny Pritzker, U.S. Secretary of Commerce; Ian McCary, Deputy Chief of Mission, U.S. Embassy, Qatar; Amin Salam, VP of Business Development, NUSACC; Barton (Bart) P. Cahir, President & General Manager, ExxonMobil Qatar Inc.; and Jefferey Johnson, President, Boeing Middle East.



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Attracting Qatari investment to the United States was also an important focus of the visit. Secretary Pritzker met with H.E. Ahmed Al Sayed, CEO of the Qatar Investment Authority (QIA), which is looking to expand its footprint in the United States. Qatari Diar Real Estate Company, a wholly-owned real estate investment arm of the QIA, recently announced plans to open a regional office in Washington DC to pursue strategic investments in the United States. The office will be located in the City Center D.C. complex, Qatari Diar's North American development, a 148,000 square meter urban redevelopment program in the heart of Washington, DC.

QIA sees the United States as a high priority, Secretary Pritzker told business leaders at the AmCham / NUSACC breakfast briefing, with additional investments in the USA on the horizon. Economic growth in the United States may not be as explosive as in other parts of the world, she suggested, but America offers security and reliability: a strong rule of law, intellectual property protection, a firm commitment to research and development, a stable financial system, and America's world-class human resources.

When asked whether the United States might play a role in bridging differences among Arabian Gulf nations, Secretary Pritzker suggested that regional commerce may hold the key. "One of the best things we can do is to do what we are [currently] doing, which is to bring trade missions," she said. "Business can be a bridge," she noted, to help "bring prosperity and development for economies, as well as encourage a better security environment."

Consistent with Secretary Pritzker's vision, the National U.S. – Arab Chamber of Commerce is leading a delegation of 20 business leaders to the State of Qatar and the Sultanate of Oman on April 6 – 10, 2014. For further information on this trade & investment mission, please click [here](#).

*The National U.S.-Arab Chamber of Commerce, widely regarded as the voice of American business in the Arab world, is in touch with business communities across the United States and serves as the U.S. point of contact for the national chambers of commerce in the 22 Arab nations. On a daily basis, NUSACC works closely with leaders throughout the Arab world, as well as high-level decision makers in the U.S. business community, public policy research centers, multilateral institutions, nongovernmental organizations, media, and the U.S. Government.*