



## Fact Sheet on U.S. – Turkish Economic and Commercial Cooperation 2011 – 2012

### Key Facts

- In 2011, U.S. – Turkish bilateral trade grew to nearly \$ 20 billion – a new record;
- This trade volume reflected a 34% increase over 2010;
- 2011 Turkish exports to the United States exceeded \$ 5 billion, a 24% increase over 2010 and faster than Turkish export growth to the rest of the world;
- U.S. exports to Turkey approached \$ 15 billion, a 38% increase over 2010;
- U.S. direct investment in Turkey in 2011 doubled to \$1.4 billion. The U.S. Department of Commerce has identified Turkey as one of several priority markets for U.S. business development – the only country in Europe with such a designation;
- The Framework for Strategic Economic and Commercial Cooperation, chaired by Deputy Prime Minister Ali Babacan, Minister of Economy Zafer Çağlayan, U.S. Commerce Acting Secretary Rebecca Blank and U.S. Trade Representative Ambassador Ron Kirk, is a high level mechanism to discuss concrete ways to grow our bilateral Trade and Investment. The Economic Partnership Commission, the Trade and Investment Framework Agreement, and the Energy Working Group also continue to our bilateral economic dialogue;
- The U.S. – Turkish Business Council, comprised of over one dozen American and Turkish companies, provides recommendations to both governments on ways to increase bilateral trade and investment;
- Turkey is the third fastest growing market for American agricultural products over the last 10 years, behind only China and Vietnam;
- Turkey is tenth largest market for American agricultural products, especially cotton (\$1 billion in 2011); a significant percentage of American agricultural inputs is used to make high-value Turkish exports to Europe, the Middle East and the United States;
- The U.S. Export Import Bank maintains a \$4.1 billion portfolio in Turkey;

- The U.S. Trade and Development Agency has focused on energy, information and communication technologies, and transportation in Turkey. The flagship Germencik geothermal power plant in Aydin-Germencik produces 48 megawatts of electricity, enough for nearly 48,000 homes;
- The Overseas Private Investment Corporation (OPIC) has a \$2.8 billion historical portfolio in Turkey, focused on SME development, renewable energy, and infrastructure. OPIC recently announced a \$400 million line to Garanti Bank to provide credit to Turkish small and medium size business, especially women-owned firms, and has nineteen active projects in Turkey worth over \$503 million;
- The U.S. Department of Energy, in cooperation with the Izmir Ataturk Organized Industrial Zone, is implementing the Near Zero Zone project to improve industrial efficiency and protect the environment;
- The U.S. Mission's Commercial Service, with offices in Ankara, Istanbul and Izmir, is leading seven Turkish trade delegations to the United States and Europe in 2012, and is hosting our U.S. Department of Commerce Executive Led Defense and Aerospace Trade Mission to Turkey in December 2012, with 15-20 American company participants;
- The U.S. Department of State's Global Entrepreneurship Program (GEP) is a public/private partnership with the Economic Policy Research Institute of Turkey (TEPAV) with funding from the U.S. and Turkish governments. The GEP Turkey Entrepreneur-in-Residence is responsible for overseeing U.S.-Turkey efforts in entrepreneurship training, outreach, development, and education;
- Partners for a New Beginning (PNB) is a public-private partnership committed to broadening and deepening engagement between the United States and Turkey in entrepreneurship, science and technology, education, and exchanges. Turkey was the first country in which PNB established a chapter, and in December 2011 in Istanbul, the PNB Turkey chapter hosted the first PNB Global Chapters Meeting.



## Timeline in U.S. – Turkish Economic and Commercial Cooperation 2009-Present

- April 2009:** During President Obama’s visit to Turkey, he calls for greater bilateral economic and commercial cooperation
- December 2009:** Creation of Framework for Strategic Economic and Commercial Cooperation
- June 2010:** Visit of U.S. Transportation Secretary Ray LaHood to Turkey, focus on U.S. Turkish transportation business development
- July 2010:** Visit of U.S. Export-Import Bank Chairman Fred Hochberg to Turkey
- October 2010:** First meeting of Framework for Strategic Economic and Commercial Cooperation in Washington DC.; high level bilateral meetings
- January 2011:** Economic Partnership Commission Meeting in Ankara; signing of Memorandum of Intent for Bilateral Investment Promotion between ISPAT and the U.S. Department of Commerce
- March 2011:** Launch of Partnership for New Beginning to promote engagement between the United States and Turkey in entrepreneurship, science and technology, education, and exchanges.
- April 2011:** U.S. firm Sikorsky selected in Turkish Utility Helicopter Program; major milestone in U.S. – Turkish defense industrial cooperation

- May 2011:** Announcement of new U.S. investments in Izmir, Turkey by Pratt and Whitney and Cummins
- May 2011:** U.S. Embassy Outreach Seminars to Chambers of Commerce in Gaziantep, Adana, Mersin and Iskenderun
- June 2011:** Launch of the Global Entrepreneurship Program Turkey to promote entrepreneurship training, outreach, development, and education
- July 2011:** Trade and Investment Framework Agreement talks in Ankara
- September 2011:** First meeting of U.S. – Turkish Business Council in Istanbul; U.S. Trade and Development Agency signs three grant agreements totaling nearly \$1 million in energy and energy efficiency sectors
- September 2011:** Signing of Memorandum of Understanding between U.S. Department of Commerce and KOSGEB
- October 2011:** Economic Partnership Commission talks in Washington DC
- October 2011:** Visit of U.S. Chamber of Commerce President Tom Donahue to Turkey
- October 2011:** Announcement of new U.S. investment in Izmir, Turkey by U.S. firm HMT in oil product storage vessels
- December 2011:** Visit of U.S. Vice President Joseph Biden to Turkey and participation in Second Entrepreneurship Summit – as follow-on to the first Presidential Summit on Entrepreneurship hosted by President Obama in Washington in 2010
- December 2011:** U.S. Department of Commerce Assistant Secretary Michael Camuñez Leads Renewable Energy and Efficiency Trade Mission to Turkey; sixteen U.S. firms visit three Turkish cities and participate in over 350 1-1 meetings with potential Turkish partners
- December 2011:** U.S. firms AES and Dow announce over \$2 billion in energy and composite materials investments in Turkey

- March 2012:** First meeting of the U.S.-Turkey Copyright Working Group, including officials from the Turkish Ministry of Culture and Tourism, U.S. Department of State, U.S. Department of Commerce, the U.S. Trade Representative, and the U.S. Embassy in Ankara
- March 2012:** U.S. Embassy Outreach Seminars to the Ankara Chamber of Commerce and the Ankara Young Businessmen's Association
- March 2012:** Visit of U.S. Export-Import Bank Director Larry Walther to Istanbul and Ankara; focus on infrastructure business development
- April 2012:** Visit of U.S. Department of Commerce Assistant Secretary Michael Camuñez for further public and private sector discussions on increasing bilateral trade and investment
- April 2012:** Second meeting of the U.S.-Turkey Copyright Working Group
- May 2012:** Economic Partnership Commission Meeting in Ankara
- May 2012:** Governor of Georgia Nathan Deal Leads a Business Delegation to Istanbul, Ankara and Mersin
- May-June 2012:** Global Entrepreneurship Program (GEP) Turkey and partners sponsor a GEP Entrepreneurship Delegation visit to Turkey, in which 32 early stage and growth stage Turkish companies present their business plans; members are actively pursuing 10-12 new investments
- June 2012:** General Electric Announces \$900 million investment in Turkey
- June 2012:** Second Framework for Strategic Economic and Commercial Cooperation Meeting in Ankara, with business outreach in Istanbul; co-chaired by U.S. Trade Representative Ambassador Ron Kirk and Acting Secretary of Commerce Dr. Rebecca Blank, Deputy Prime Minister Ali Babacan and Minister of Economy Zafer Çağlayan; first visit of U.S. Secretary of Commerce to Turkey in fourteen years; announcement of new American Business Center co-located with the Ankara Chamber of Industry

**December 2012:** U.S. Department of Commerce Executive-Led Aerospace and Defense Trade Mission with 15-20 American firms; over 200 meetings with Turkish firms expected