

Technical Deep Dive: Competitive Cities



Public Private Dialog

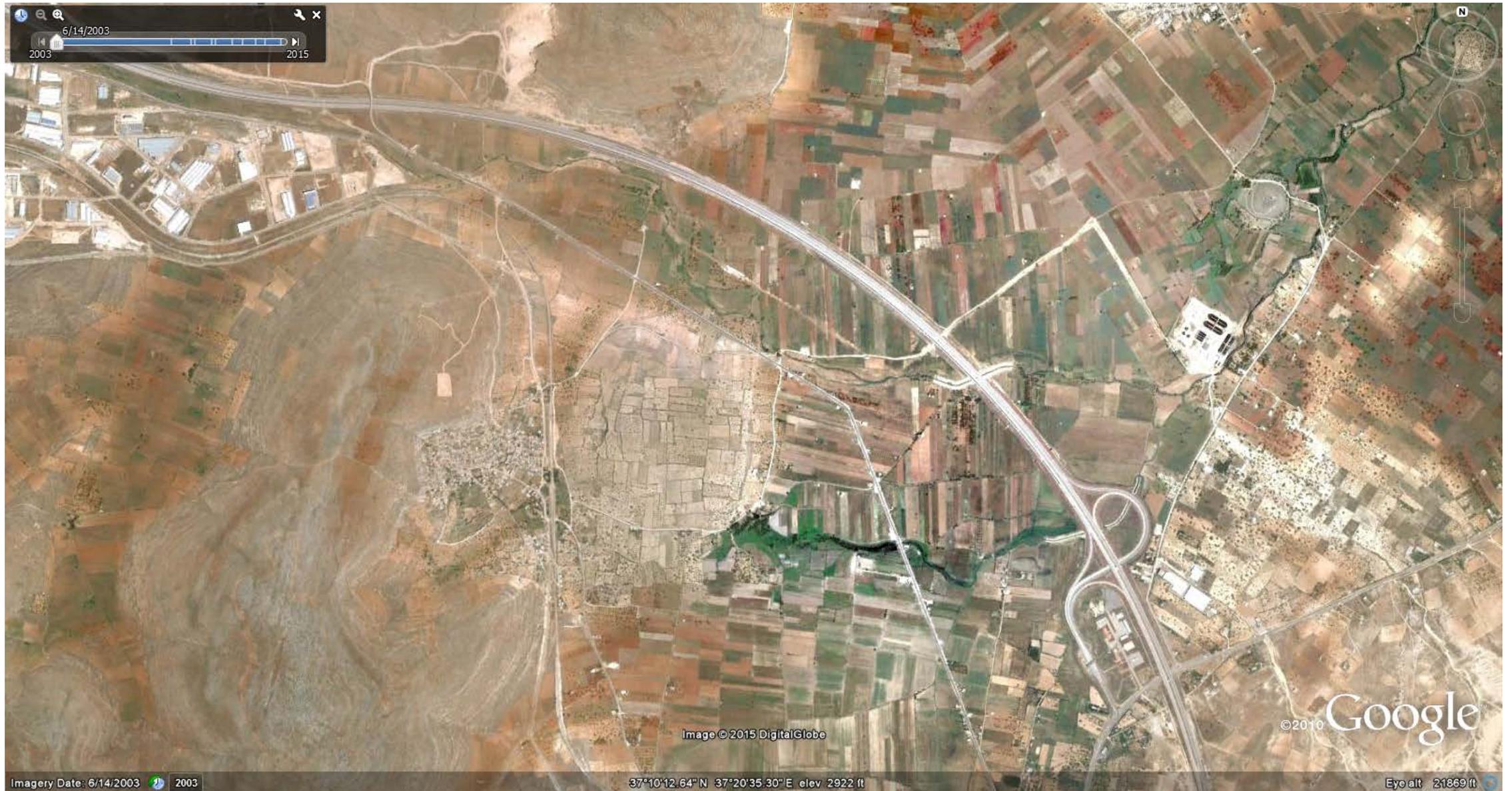


WHAT WOULD YOU DO.....?

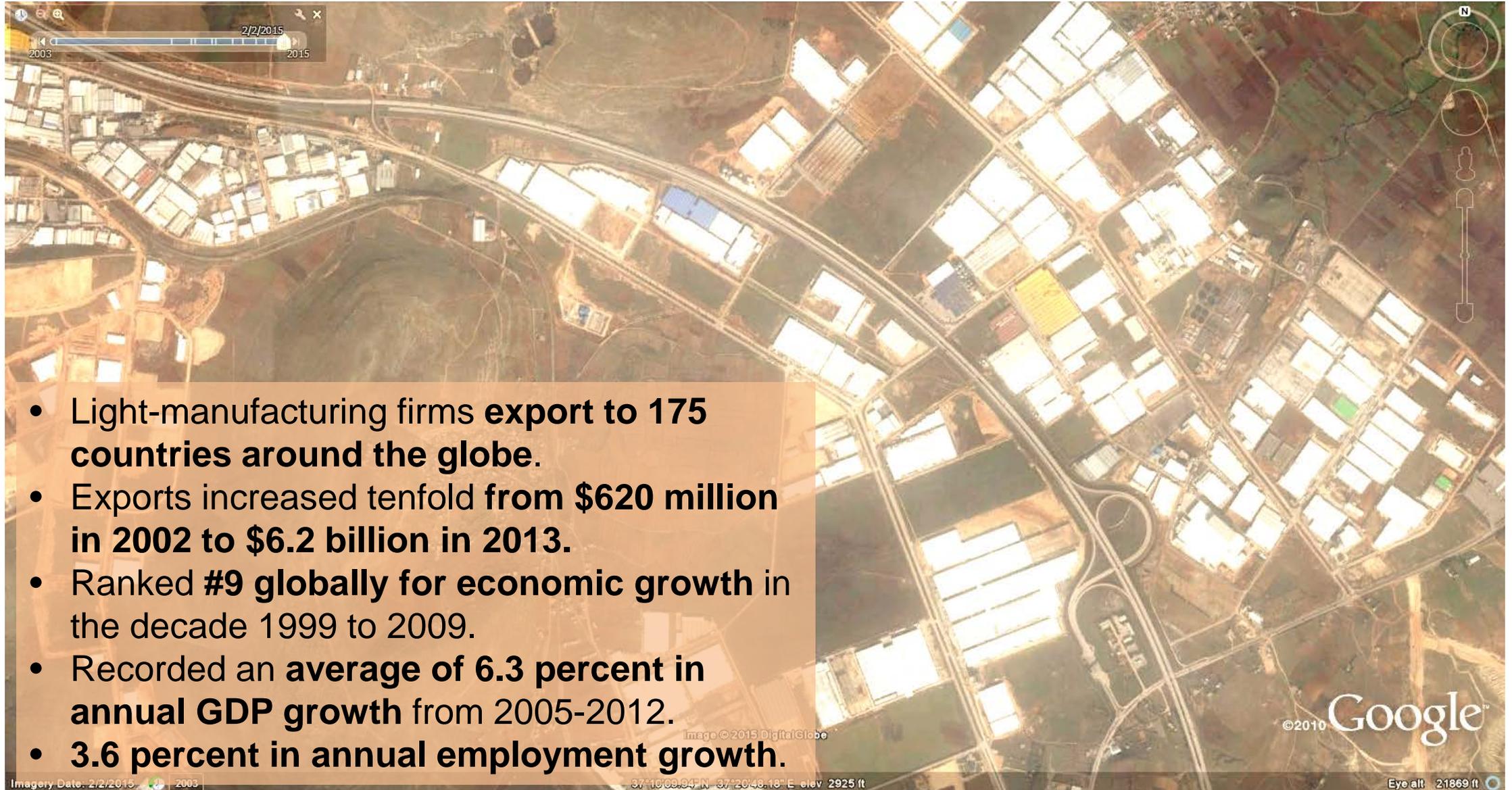
- Land is **dry** and **ill-suited for agriculture.**
- Not a port city; **210km from a port.**
- **Low skilled** population.
- **No high-tech** clusters.



Gaziantep (Turkey), 2003



Gaziantep (Turkey), 2014



- Light-manufacturing firms **export to 175 countries around the globe.**
- Exports increased tenfold **from \$620 million in 2002 to \$6.2 billion in 2013.**
- Ranked **#9 globally for economic growth** in the decade 1999 to 2009.
- Recorded an **average of 6.3 percent in annual GDP growth** from 2005-2012.
- **3.6 percent in annual employment growth.**

Image © 2015 DigitalGlobe

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Imagery Date: 2/2/2015

37°10'09.94" N, 37°20'48.18" E elev 2925 ft

Eye alt: 21869 ft



Who did it in Gaziantep?

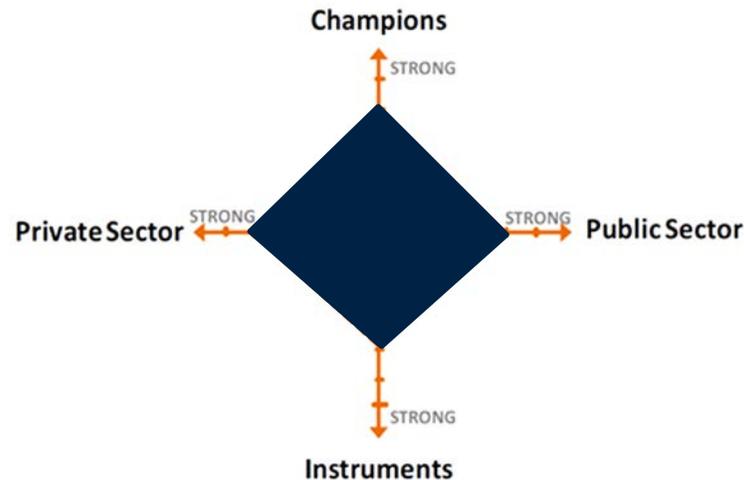
Local firms:

- Rivals, but come together on common interests, (e.g. infrastructure upgrades)

Two business chambers:

- Large professional staffs, budgets, and political influence.
- Help determine priorities, build consensus, and advocate on behalf of business.

Credible individuals with a track record of success (e.g. President of Sanko Holdings, one of the largest firms in Turkey).



- Effectively Organized Industrial Zones
- Funding for education and research
- Tax incentives and trade fairs subsidies
- SME and entrepreneurial assistance

Municipality:

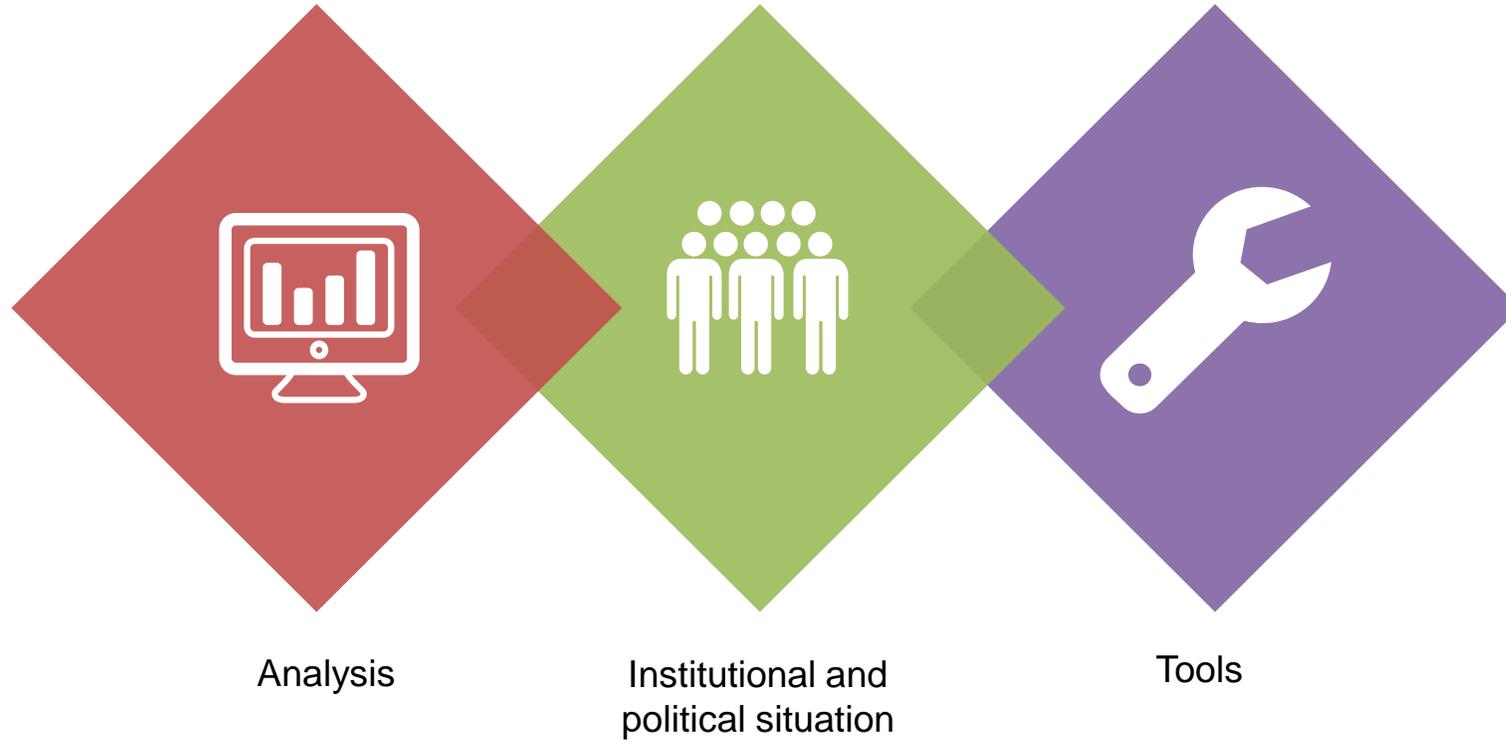
- Supportive, not dominating
- Business-friendly

City Council:

- Forum for information sharing and consensus.
- Members: 80% private sector, universities, or civil society
- Several thematic working groups issuing recommendations.

“Gaziantep is the number one of the world in machine woven carpet production. We want to catch Belgium in fitted carpet production.”

Why use dialog: (1) for better decision making



Why use dialog: (1) To get more done





National	Area	Local
Economy-wide	Scope	Sector-specific
Permanent institution	Institutionalization	Temporary initiative
Public-driven	Leadership	Private-driven
3rd party brokerage/support	Ownership	Locally driven/sustained
General orientations/Many goals	Focus	Specific changes/Specific goal
Many actors	Participation	Few actors

THANK YOU