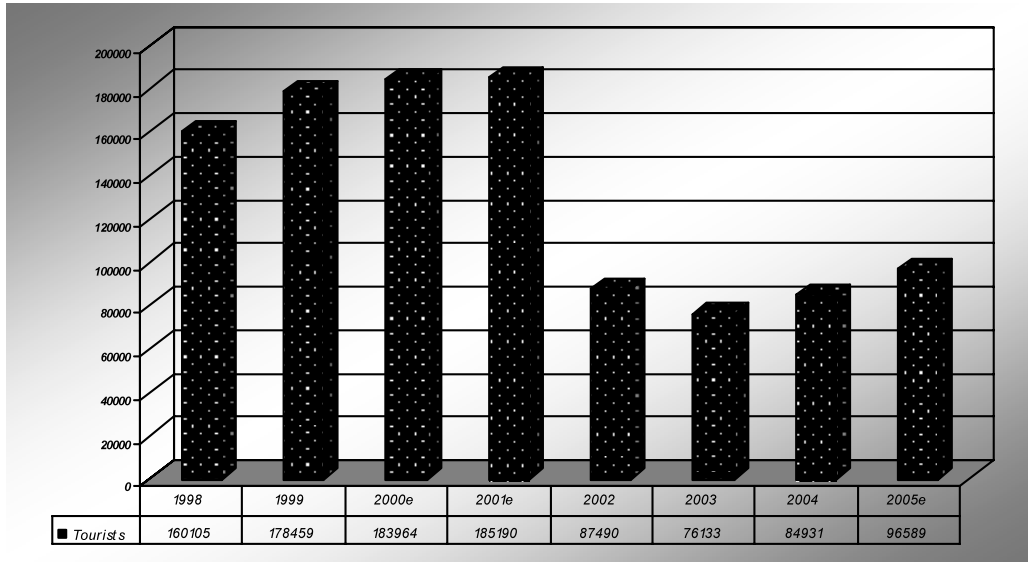


4.0 Turning Away the World’s Highest-Spending Tourists

Two vital US service sectors have also been hit hard by restrictive visa processes: tourism and higher education.

Arab Tourist Admissions to the United States

(Source: *Yearbook of Immigration Statistics, Department of Homeland Security*)



International travelers spent \$93 billion in the US in 2004, according to the Travel Industry Association (TIA). The travel and tourism industry is one of America’s largest service exports and among the few industries generating a positive balance of trade for the US, reaching approximately \$4 billion in 2004.

Within this tourism ecosystem, travelers originating from the Middle East have historically stayed longer and produced more receipts than visitors from any other region. **Each Saudi visitor spends an average of \$9,368 per US visit.**¹² This is 300% more than any other nationality of visitor, according to the US Department of Commerce, and boosts the average spending level of Middle East visitors to the US above that of visitors from other regions tracked by the US Office of Travel and Tourism Industries.

¹² “Arab travel to the U.S. declines” Wall Street Journal (Europe). Brussels: Apr 21, 2006. p. 8

Visa Denied

2005 Average International Visitor Length of Stay and Receipts¹³

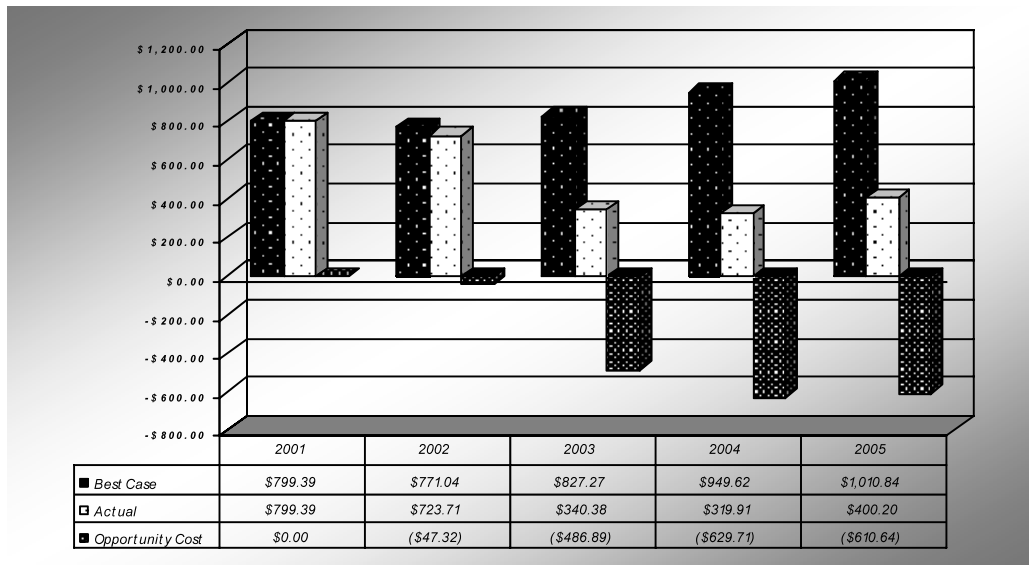
(Source: US Office of Travel and Tourism Industries)

	Length of Stay (Days)	Receipts per Visitor
Middle East	25.0	\$3,206
Western Europe	14.7	\$2,979
South America	20.2	\$1,818
Asia (66% from Japan)	14.7	\$1,661

Even with an inevitable global downturn in 2002, pro-tourism visa policies for this high-spending region would have added a billion dollars to US industry revenues by the year 2005. Instead, treating Arab visitors as suspects rather than prospects has driven tourists away from historically high-interest attractions such as Disneyland and Manhattan and toward other world vacation destinations. Between 2002 and 2005, restrictive tourist visa policies cost the US \$1.8 billion in lost revenue.

Estimated US Revenues Generated by Arab Tourist and Business Travelers and Opportunity Cost (\$ US Million)

(Sources: US Office of Travel and Tourism Industries, Department of Homeland Security and Institute for Research: Middle Eastern Policy, Inc.)



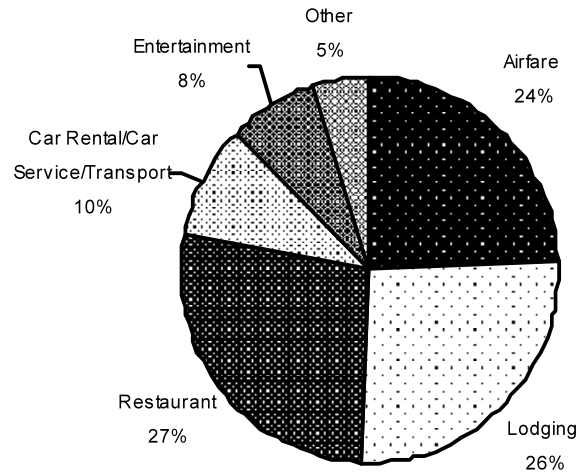
Arab tourist and business travelers supported 2,729 travel-related service jobs in the US in the year 2005. Opportunity cost negative revenues in 2005, although slightly lower than 2004, nevertheless subtracted an estimated 4,126 travel-related service jobs from the US economy, concentrated in the restaurant, hotel, and hospitality industries.

13 * Excluding passenger fare receipts/exports.

Visa Denied

Estimated 2005 US Travel-Related Service Job Loss (\$ US Million)

(Sources: Runzheimer International 2005 Mobility Report and Institute for Research: Middle Eastern Policy, Inc.)



As painful as this loss of tourism revenues may be, a concerted effort to repair US visa policies could remedy the problem in the future. In the case of foreign student education visas, however, permanent damage has already been done to US-Arab relations.

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