

SERVICES DRIVE U.S. GROWTH AND JOBS:

The Importance of Services by State and Congressional District



Coalition of Service Industries
Research and Education Foundation

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The Importance of Services to the U.S. Economy

June, 2007

- **Services provide the bulk of US GDP and jobs.** Services accounted for 77.8% of US private sector GDP in 2005, or \$8.5 trillion. Services employed 93.2 million Americans in 2005. The service sector has been growing for decades. Services account for the majority of economic output and employ the majority of the workforce in every single US state and Congressional district.
- **The US stands to gain significantly from services liberalization in the Doha Round.** Studies show that tremendous gains will accrue to the US, and to the world economy with freer trade in services. According to a study prepared by the University of Michigan, global free trade in services would create a US welfare gain of \$466 billion. However, the service sector is at the same time restrained by a host of market access barriers and other restrictions that hinder our companies' growth in foreign markets.
- **The US is the world's largest and most competitive services exporter.** US services exports reached \$414 billion in 2006, with a surplus of \$73 billion. The US has enjoyed surpluses in its services trade since the 1970s. US companies export a broad range of business services, professional services, travel and transportation services, royalty and licensing services including trademarks, franchising, broadcasting rights, and many other services. US companies are world leaders in these industries.

- **Every US state is a services exporter, with California in the lead with \$44 billion in crossborder exports in 2005.** Other leading services exporters include Texas, New York, Florida, Illinois, Pennsylvania, Ohio, Virginia, New Jersey, and Georgia. Twenty-five US states saw double-digit services export growth from 2004-05, and every state saw at least some services export growth during this period.
- **US services companies are globally competitive.** They derive significant portions of their revenues from overseas operations. Their presence in foreign markets is crucial to their global competitiveness, and to the strength of the US economy. Sales of services by the foreign affiliates of US companies in 2004 reached \$489 billion. US income from these operations was \$139 billion that year.
- **The United States attracts international services investment.** Foreign investment in services supported 3.3 million American jobs in 2004, representing two-thirds of the total employment in the United States supported by foreign investment. Foreign investment in the US contributes to productivity growth, provides a source of financing for the current account deficit, and generates high-paying American jobs.
- **The service sector is creating millions of new jobs.** Between 1993 and 2005, services added 22.7 million new US jobs, and virtually all new employment in the US over the next half-decade will be in services. Services jobs accounted for over 80% of US private sector employment or 93.2 million jobs out of total private sector employment of 116 million in 2005.
- **Services jobs pay well.** Services jobs paid an average of \$51,045 annually in 2005, and in many service industries, ranging from professional services, management services, wholesale trade, transportation and warehousing, finance and insurance, information services, and others, the average compensation levels are much higher.
- **Services trade is linked with jobs and economic growth.** Services firms that trade internationally pay wages that are an average of 13% higher than their counterparts that operate only domestically. Moreover, firms that trade internationally have increased their employment, and have a higher-than-average survival rate. However, the US exports only about 5% of its services output, compared with 20% of its goods output, suggesting tremendous scope for growth.
- **In every Congressional district, the majority of the workforce is employed in services.** In 387 Congressional districts, between 70-89% of the workforce is employed in the service sector, while in 11 districts, the figure is 90% or greater. Thirty-seven districts have fewer than 70% of the workforce in services, but in no district is the figure less than 61%.





Introduction

The service sector represents the largest share of US employment and economic output, and the United States is the world's largest and most competitive services trader. Engagement in the global economy through trade and investment in services has contributed to rising average living standards in the United States. However, the service sector in many foreign markets tends to be highly restricted, with a host of market access barriers and other restrictions that hinder US companies' ability to grow abroad. Further trade liberalization, particularly in services, could bring significant additional gains to American consumers, firms, and workers.

Advancing free trade in multilateral, regional and bilateral negotiations will help to ensure that the United States continues to derive benefits from international trade. Central to this effort is a successful outcome to the services negotiations taking place as part of the World Trade Organization (WTO) Doha Round of global trade talks. The Doha Round offers a once-in-a-generation opportunity to remove trade barriers in many key markets around the world, across the spectrum of service industries.

This report explains the crucial role that services play in the American economy, and in the economy of each US state. The first section discusses the growth of the US service sector, US employment in services, and US international trade and investment in services. It also breaks down employment in services, compared with that in agriculture, manufacturing, and construction, in each of the 435 US Congressional districts.

The second section demonstrates the dominant role of the service sector at the state level. It shows the portion of each state's economy and workforce represented by the service sector, describes each state's leading service exports, and provides examples of service sector jobs and companies.

The third section of this report, available on-line at <http://www.uscsi.org>, includes an interactive map that allows users to obtain more detailed data on each state's service sector, including its services exports, and employment in its Congressional districts.



The U.S. is a Service Economy

Like all developed countries, the United States is predominantly a service economy. The service sector includes a wide range of economic activities – from banking, insurance, and other financial services to express delivery, transportation, information technology, telecommunications, energy services, professional services such as accounting, engineering, and legal services, as well as entertainment and wholesale and retail trade.

Services represent the overwhelming majority of US economic output. In 2005, the service sector accounted for 77.8% of US private GDP, or slightly over \$8.5 trillion. From 2000 - 2005, the sector expanded by 30%, or \$2 trillion, a figure which is nearly equivalent to the GDP of China.

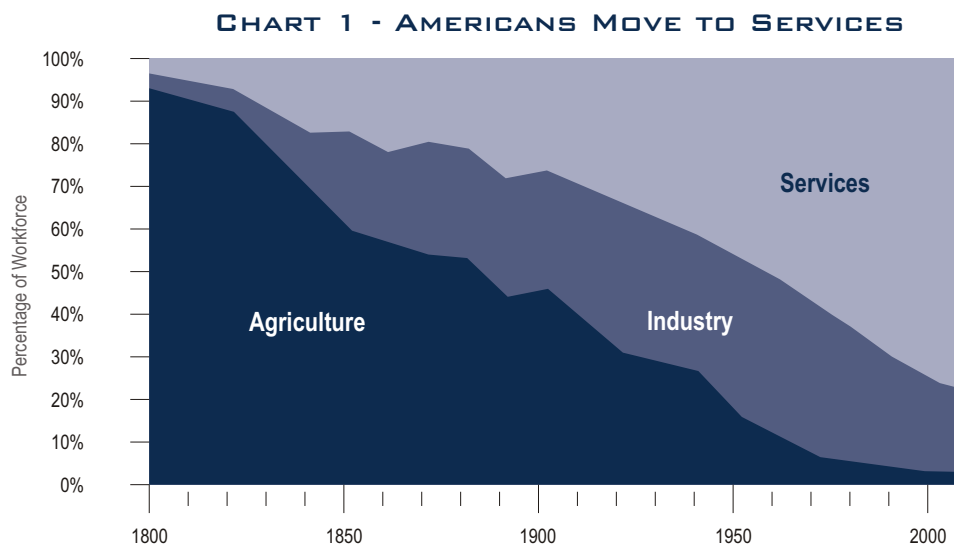
The United States isn't unique in that respect; 70% of GDP and employment in OECD countries is in the service sector. In developed countries, the service sector employs far more people and creates many more new jobs than the manufacturing sector, although developing countries too are seeing their service sector grow as a portion of their GDP.

There are a number of reasons for this phenomenon. For one, consumer demand for a variety of services, such as health care, leisure, education, and travel, and others increases as incomes rise.



Second, is the increasing role of services as intermediate inputs to the production process in manufacturing, agriculture, and other services. Services are essential for the efficient operation of an economy, facilitating commercial transactions and enabling the production and delivery of goods and other services. Services are inextricably linked to manufacturing, and now account for nearly 25% of the value-added in manufacturing in the United States, and the figures are similar in Australia, Japan, and many of the larger European countries.¹ Further, research has shown that economies with more efficient service sectors enjoy higher productivity and growth.²

Many observers have expressed concern that the growth of the service sector is the result of the decline of the manufacturing sector. However, a long-term view of the development and evolution of the US economy shows that this isn't the case. As the President's Council of Economic Advisors recently pointed out, in 1950 14 million American workers produced \$253 billion worth of manufacturing output, while today, 14.2 million produce six times that amount, or \$1.5 trillion. The more dramatic change over time has been in agriculture, which at the turn of the 20th century employed nearly half the US workforce, and which today employs about two percent. As the chart below shows, as the share of the workforce in agriculture has declined, the share of the workforce in services has grown.



Source: W. Michael Cox and Richard Alm, 2003 Annual Report, Federal Reserve Bank of Dallas

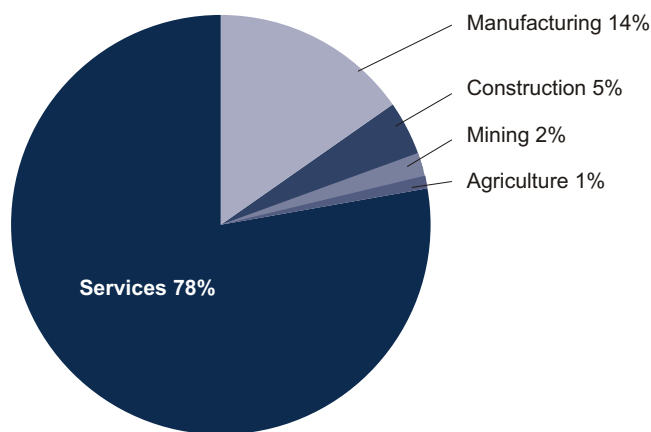
1. OECD, Working Party on Innovation and Technology Policy, Promoting Innovation in Services, October 2005, p. 8.

2. "Services and Global competitiveness: Growth Opportunities for Developed Economies" IBM Governmental Programs, October 2006.

Just as services represents the largest share of the national economy, the same holds true at the state level. In each of the 50 states, the service sector comprises the largest portion of each state's economy, as the chart on the next page shows.

Given the prominent share of services in their economies, there is clearly tremendous potential benefit for all US states from further liberalization of international trade in services. Studies have shown that tremendous gains will accrue to the US, and to the world economy, with freer trade in services. According to a study prepared by the University of Michigan, with global free trade in services, the United States would enjoy a welfare gain of \$466 billion.

CHART 2 - US GDP BY SECTOR, 2005



Source: U.S. Bureau of Economic Analysis





TABLE 1

GDP by State and Sector, 2005

As a % of State GDP

	Agriculture	Mining	Construction	Manufacturing	Services
Alabama	2.0	2.1	5.8	21.0	69.2
Alaska	1.1	33.0	6.0	2.8	57.1
Arizona	1.1	1.1	8.2	10.3	79.4
Arkansas	3.2	1.3	5.1	22.4	68.0
California	1.6	0.7	5.3	10.9	81.5
Colorado	1.0	4.5	7.2	7.3	80.1
Connecticut	0.2	0.1	3.9	12.4	83.4
Delaware	0.8	D	D	8.1	86.8
Florida	1.0	0.1	8.0	5.6	85.2
Georgia	1.1	0.4	5.9	14.5	78.2
Hawaii	0.8	0.1	7.5	2.1	89.5
Idaho	5.3	0.5	6.9	15.5	71.8
Illinois	0.4	0.3	5.1	14.8	79.3
Indiana	0.8	0.4	4.9	31.2	62.7
Iowa	3.7	0.2	4.8	24.7	66.6
Kansas	3.1	2.5	4.5	17.1	72.8
Kentucky	1.9	2.8	5.0	22.6	67.7
Louisiana	0.9	13.9	4.8	18.7	61.7
Maine	1.7	0.0	6.2	12.9	79.1
Maryland	0.4	0.1	7.3	6.6	85.6
Massachusetts	0.3	0.1	4.7	11.1	83.8
Michigan	0.6	0.3	4.8	20.7	73.6
Minnesota	1.6	0.4	5.3	15.2	77.5
Mississippi	3.1	3.0	5.3	18.8	69.7
Missouri	1.1	0.6	5.3	17.0	76.1
Montana	4.9	5.4	7.7	5.8	76.2
Nebraska	5.2	0.2	5.0	12.8	76.8
Nevada	0.2	1.7	10.6	4.1	83.4
New Hampshire	0.5	0.1	5.5	13.2	80.7
New Jersey	0.2	0.1	4.6	10.6	84.6
New Mexico	2.0	15.7	5.6	11.6	65.1
New York	0.2	0.1	3.5	7.1	89.1
North Carolina	1.2	0.2	5.5	22.3	70.8
North Dakota	7.1	3.9	5.5	10.7	72.7
Ohio	0.5	0.5	4.5	21.8	72.7
Oklahoma	2.0	15.4	4.6	11.6	66.4
Oregon	3.0	0.1	5.0	21.8	70.1
Pennsylvania	0.6	0.8	5.0	16.7	76.8
Rhode Island	0.3	0.1	5.6	11.2	82.9
South Carolina	1.0	0.2	6.8	21.2	70.9
South Dakota	6.7	0.5	4.7	11.4	76.7
Tennessee	0.7	0.3	4.7	20.0	74.3
Texas	0.9	9.9	5.7	13.8	69.6
Utah	0.7	3.0	6.8	12.6	76.9
Vermont	1.9	0.5	6.3	14.6	76.7
Virginia	0.5	0.6	6.3	11.2	81.4
Washington	2.2	0.1	5.7	11.1	80.9
West Virginia	0.6	10.1	5.0	12.6	71.7
Wisconsin	1.5	0.2	5.2	23.2	69.9
Wyoming	1.8	35.0	6.1	4.7	52.5

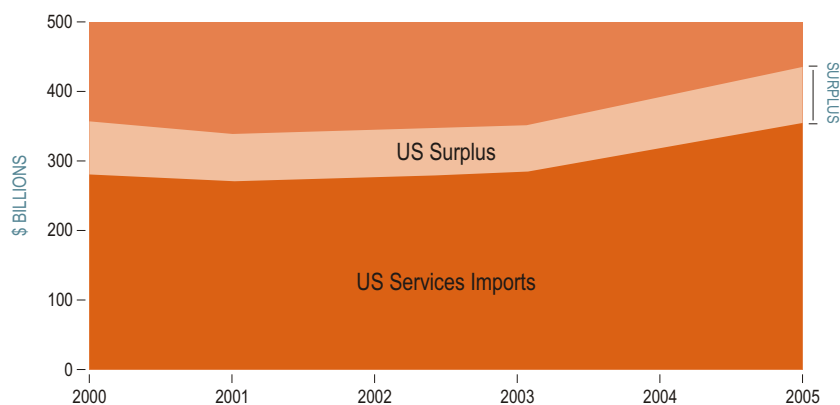
(D): Not shown in order to avoid the disclosure of confidential information
Source: U.S. Bureau of Economic Analysis, Interactive Data Tables

What Services Do U.S. Companies Export?

The United States is by far the world's largest private services exporter, with \$360 billion in crossborder exports of services in 2005 (\$380 billion if government services are included). The US has consistently enjoyed a surplus in its services trade, demonstrating its competitiveness in services.

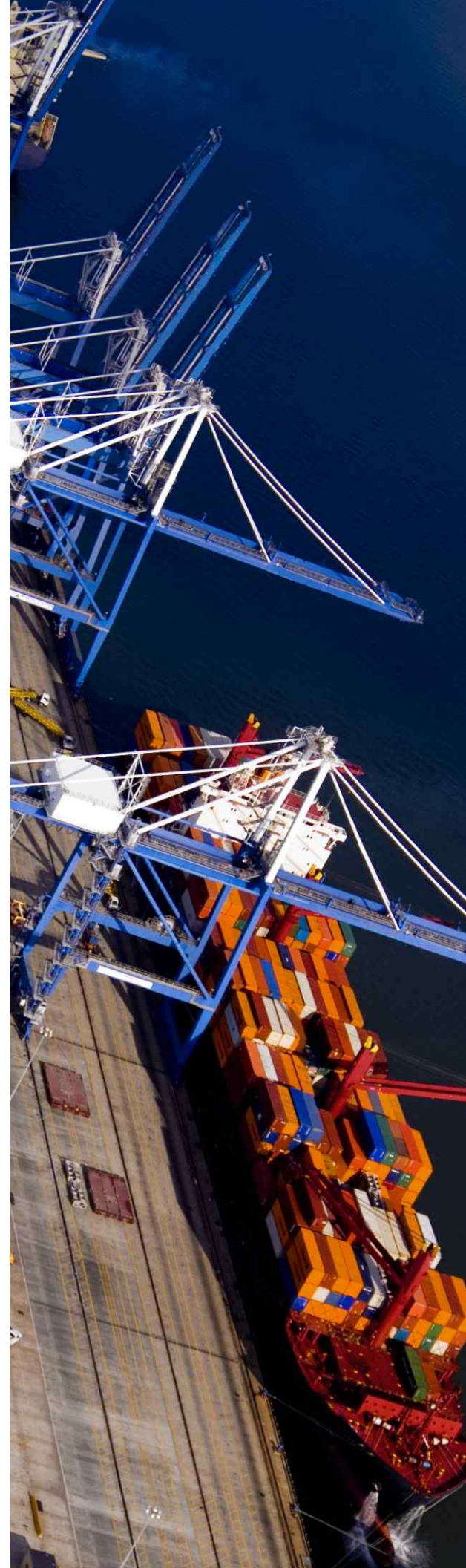
US service suppliers export a broad range of services on a crossborder basis.³ The largest share of such exports fall into a broad category labeled by government statistical agencies as "other private services." This heading includes a wide range of services in which US companies are extremely competitive, such as financial services, insurance, telecommunications services, advertising, computer and information services, management consulting and public relations services, research and development services, legal, accounting, medical and other professional services, and others. US exports of other private services totaled more than \$158 billion in 2005, an increase of 10% over 2004.

CHART 3 - US SERVICES EXPORTS AND SURPLUS, 2000 - 2005



Source: U.S. Bureau of Economic Analysis

3. For a detailed discussion on the classification of US crossborder services exports, see the Bureau of Economic Analysis, Survey of Current Business, October 2006 . Available on-line at http://www.bea.gov/scb/pdf/2006/10October/1006_intlserv.pdf.





Royalties and licensing fees also represent a large share of US services exports.

This category includes such services as industrial processes, books, records and tapes, broadcasting, franchise fees, trademarks, general use computer software, and others. US exports of such services were \$57 billion in 2005, a modest increase over 2004.

Travel services represent another major segment of US services trade. Travel includes the purchases of services by foreign travelers in the United States. These services include lodging, recreation, entertainment, local transportation, and other items incidental to a foreigner's visit. Travel exports increased modestly in 2005, to \$81 billion, reflecting slowing growth in the number of overseas visitors to the United States.

Other Transportation Services: The United States exports a variety of transportation services that collectively compromise a major category of US service exports. These include ocean and air freight, seaport and airport services, and related ancillary services. Receipts from these services increased 13 percent, to \$42.2 billion, in 2005 after increasing 19 percent in 2004, reflecting slowing growth in U.S. goods exports to, and imports from, all major countries and areas in 2005.

Passenger fares also account for a significant share of US service exports. Passenger fares cover the fares received by US air carriers from foreign residents for travel between the US and foreign countries and between foreign points. Receipts from such services reached \$20.9 billion in 2005, an increase of 11% over 2004.

TABLE 2

Major US Exports by Category, 2004 - 2005 (in \$ millions)	2004	2005
Travel	\$74,547	\$81,680
Passenger Fares	\$18,851	\$20,931
Other Transportation	\$37,436	\$42,245
Including air and ocean freight and related port service		
Royalties and License Fees	\$52,512	\$57,410
Including industrial processes, books, records, tapes, broadcasting, franchise fees, trademarks general use software, and other intangibles		
Other Private Services	\$144,654	\$158,223
Including financial services, insurance services, telecommunications, education, IT services, and a wide range of business, professional, and technical services		

Source: U.S. Bureau of Economic Analysis, Interactive Data Tables

The importance of the Doha Round is demonstrated by the fact that 10 developed economies account for 58% of US service exports (see table below). Trade liberalization would result in the expansion of US service exports to substantial markets like India, China and the ASEAN countries.

TABLE 3

US Cross-border services exports by type and country, 2005 (US \$ millions)					
	Travel	Passenger Fares	Other Transport	Royalties & License Fees	Other Private Services
United Kingdom	10,684	2,780	3,635	5,313	22,874
Japan	12,719	3,801	4,314	8,706	12,275
Canada	8,952	2,634	3,031	4,442	13,448
Mexico	6,791	1,709	1,314	1,402	9,387
Germany	3,810	1,076	2,939	3,463	8,752
France	2,371	727	1,437	2,467	6,095
Korea	2,551	57	2,479	2,011	3,200
Switzerland	686	247	656	3,765	4,171
China	1,181	353	1,870	1,118	4,557
Netherlands	1,015	449	1,355	1,721	4,378

Source: U.S. Bureau of Economic Analysis, Interactive Data Tables

U.S. Exports By State

To better understand the economic importance of services, it is helpful to examine data at the state level. Estimates of services exports by state have been prepared for the first time, for this study.⁴ Many US states are large service exporters, selling a variety of services abroad.

As the table below indicates, California is the largest services exporter, with an estimated \$44 billion in services exports last year, followed by Texas, New York, Florida, Illinois, Pennsylvania, Ohio, Virginia, New Jersey, and Georgia. And services trade is growing; 25 US states saw double-digit growth in their services exports from 2004-2005, as the table shows, and every US state saw at least some export growth during this period.⁵

TABLE 4

US Cross-Border Services Exports by State (\$ millions)							
State	2004	2005	Change	State	2004	2005	Change
Alabama	\$3,667	\$4,061	10.8%	Montana	\$736	\$825	12.1%
Alaska	\$1,336	\$1,461	9.3%	Nebraska	\$1,936	\$2,094	8.1%
Arizona	\$5,898	\$6,649	12.7%	Nevada	\$3,610	\$4,095	13.5%
Arkansas	\$1,946	\$2,137	9.8%	New Hampshire	\$1,260	\$1,410	11.9%
California	\$40,482	\$44,634	10.3%	New Jersey	\$10,574	\$11,651	10.2%
Colorado	\$6,251	\$6,882	10.1%	New Mexico	\$1,644	\$1,824	11.0%
Connecticut	\$4,515	\$4,793	6.1%	New York	\$25,264	\$27,396	8.4%
Delaware	\$1,245	\$1,369	9.9%	North Carolina	\$7,833	\$8,649	10.4%
Florida	\$20,349	\$22,986	13.0%	North Dakota	\$575	\$620	7.9%
Georgia	\$10,188	\$11,278	10.7%	Ohio	\$11,524	\$12,545	8.9%
Hawaii	\$1,916	\$2,136	11.5%	Oklahoma	\$3,257	\$3,715	14.0%
Idaho	\$1,182	\$1,321	11.7%	Oregon	\$3,378	\$3,728	10.3%
Illinois	\$15,160	\$16,494	8.8%	Pennsylvania	\$12,411	\$13,435	8.3%
Indiana	\$5,013	\$5,469	9.1%	Rhode Island	\$1,166	\$1,266	8.6%
Iowa	\$2,559	\$2,765	8.0%	South Carolina	\$3,746	\$4,077	8.8%
Kansas	\$2,401	\$2,611	8.7%	South Dakota	\$648	\$716	10.6%
Kentucky	\$3,442	\$3,816	10.9%	Tennessee	\$5,459	\$5,987	9.7%
Louisiana	\$5,800	\$6,223	7.3%	Texas	\$28,079	\$31,155	11.0%
Maine	\$1,010	\$1,080	7.0%	Utah	\$2,576	\$2,905	12.7%
Maryland	\$6,803	\$7,221	6.1%	Vermont	\$507	\$532	5.0%
Massachusetts	\$8,005	\$8,814	10.1%	Virginia	\$10,671	\$11,914	11.6%
Michigan	\$9,990	\$10,959	9.7%	Washington	\$7,232	\$8,059	11.4%
Minnesota	\$6,589	\$7,295	10.7%	West Virginia	\$1,155	\$1,260	9.1%
Mississippi	\$1,899	\$2,018	6.3%	Wisconsin	\$5,418	\$5,922	9.3%
Missouri	\$5,972	\$6,456	8.1%	Wyoming	\$432	\$481	11.4%

Sources: U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, U.S. Patent and Trademark Office, Fortune Magazine, and U.S. Department of Homeland Security. Statistics produced for the Coalition of Service Industries by Content First, LLC

4. Aside from incomplete and limited data on state service exports in the 1997 and 2002 Economic Census, there have been no comprehensive, systematic attempts to calculate exports of services by state to date. However, using a methodology developed by the Public Policy Institute of California, CSI has derived the estimates above. For a detailed explanation of the methodology, see footnote 5.

5. Data are estimates derived by computing each state's share of national economic activity in each of the detailed services trade categories. These shares are then multiplied by the official figure for the service exports in that economic category. The result is estimated to be a state's service export for that sector. This technique was developed by Dr. Howard Shatz during his tenure as a research fellow at the Public Policy Institute of California. Dr. Shatz has produced a handbook with detailed descriptions on how to estimate services exports at the state level. For more information, see <http://edq.sagepub.com/cgi/reprint/20/1/3>.



Foreign Investment in Services (in the U.S. and Abroad) Supports U.S. Jobs

Sales of services through direct investments in a market account for the largest share of global trade in services. US sales of services through companies' affiliates in foreign markets are even greater than crossborder exports of services; such sales totaled \$489 billion in 2004, up from \$413 billion in 2000. These operations are crucial to US companies' competitiveness in the global marketplace. Moreover, these companies' presence in foreign markets has contributed strongly to productivity growth in the United States, and thus to higher living standards.⁶

Economic activity abroad by US firms complements domestic activity. According to the Council of Economic Advisors, each dollar of additional foreign capital spending is associated with \$3.50 of additional domestic capital spending. Further, US firms' expansion of employment abroad is associated with expanded employment in the United States.⁷ It is often assumed that US companies are "exporting jobs" when they hire workers in foreign countries; but the historical data show the opposite. In other words, when US companies expand their employment abroad, they also tend to expand

6. Economic Report of the President, February 2007, p. 168.

7. Ibid., p. 184.



domestically. Viewed over the longer term, the data demonstrate that, rather than being substitutes for one another, the domestic and foreign operations of US companies have been complementary.⁸

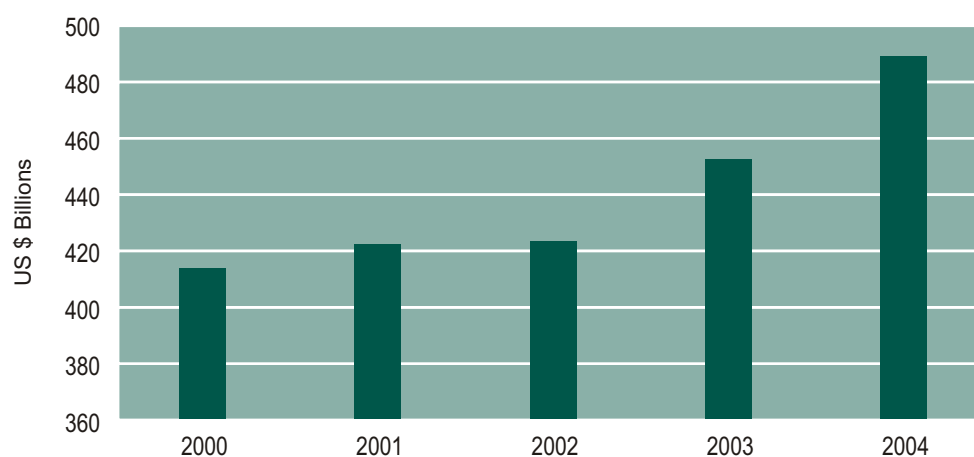
On the flip side, *services related* foreign investment constitutes the bulk of total foreign investment in the US. Such investment supported 3.3 million American jobs in 2004, or about 66% of all jobs supported by foreign investment in the United States. In 40 of the 50 states, the majority of foreign-investment-related jobs are in the service sector.

Inward foreign direct investment (FDI) contributes to productivity growth, provides a source of financing for the current account deficit, and generates high-paying jobs for American workers.

Foreign investors participate in a wide variety of services activities in the United States. Among the 50 states, the top destinations for services-related foreign investment are California, New York, Texas, Florida, New Jersey, Illinois, Massachusetts, and Pennsylvania.

Both inward and outward FDI contribute to higher levels of productivity and jobs in the United States.

CHART 4 - SALES OF SERVICES BY US AFFILIATES ABROAD



Source: U.S. Bureau of Economic Analysis

8. Ibid., pps. 185-6.

The table below shows the numbers of jobs in each of the 50 states that are supported by foreign investment in services, manufacturing, and other industries.

TABLE 5

Employment Supported by Foreign Investment By State and Industry Sector, 2004 (Thousands of Employees)							
	Total Jobs Supported by Foreign Investment	Manufacturing	% of Total	Services	% of Total	Agriculture and others	% of Total
Alabama	70.6	31.7	44.9	37.0	52.3	1.9	2.8
Alaska	11.3	2.0	17.7	8.8	78.2	0.5	4.1
Arizona	62.9	12.7	20.2	47.7	75.8	2.5	4.0
Arkansas	32	18.3	57.2	13.0	40.7	0.7	2.1
California	547.0	126.1	23.1	399.9	73.1	21.0	3.8
Colorado	71.4	14.4	20.2	54.2	75.8	2.9	4.0
Connecticut	102.7	26.3	25.6	72.6	70.7	3.8	3.7
Delaware	26.1	8.8	33.7	16.4	63.0	0.9	3.3
Florida	238.4	34.7	14.6	193.5	81.2	10.2	4.3
Georgia	175.9	59.3	33.7	110.8	63.0	5.8	3.3
Hawaii	31.6	0.7	2.2	29.4	92.9	1.5	4.9
Idaho	12.9	4.5	34.9	8.0	61.9	0.4	3.3
Illinois	235.6	71.0	30.1	156.4	66.4	8.2	3.5
Indiana	132.53	80.8	61.0	49.1	37.1	2.6	2.0
Iowa	36.2	19.6	54.1	15.8	43.6	0.8	2.3
Kansas	32.2	13.5	41.9	17.8	55.2	0.9	2.9
Kentucky	84.7	47.4	56.0	35.4	41.8	1.9	2.2
Louisiana	49.9	15.4	30.9	32.8	65.7	1.7	3.5
Maine	29.0	7.9	27.2	20.0	69.1	1.1	3.6
Maryland	101.1	13.9	13.7	82.8	81.9	4.4	4.3
Massachusetts	182.9	35.4	19.4	140.1	76.6	7.4	4.0
Michigan	201.0	84.3	41.9	110.9	55.2	5.8	2.9
Minnesota	83.2	21.5	25.8	58.6	70.5	3.1	3.7
Mississippi	25.5	13.2	51.8	11.7	45.8	0.6	2.4
Missouri	84.2	38.6	45.8	43.3	51.4	2.3	2.7
Montana	6.4	0.6	9.4	5.5	86.1	0.3	4.5
Nebraska	20.0	7.3	36.5	12.1	60.3	0.6	3.2
Nevada	27.0	4.2	15.6	21.7	80.2	1.1	4.2
New Hampshire	41.0	17.1	41.7	22.7	55.4	1.2	2.9
New Jersey	219.7	51.6	23.5	159.7	72.7	8.4	3.8
New Mexico	12.6	1.7	13.5	10.4	82.2	0.5	4.3
New York	377.0	53.6	14.2	307.2	81.5	16.2	4.3
North Carolina	198.0	78.4	39.6	113.6	57.4	6.0	4.0
North Dakota	68.0	2.8	4.1	61.9	91.1	3.3	4.8
Ohio	203.6	95.0	46.7	103.2	50.7	5.4	2.7
Oklahoma	31.7	11.2	35.3	19.5	61.4	1.0	3.2
Oregon	47.6	10.7	22.5	35.1	73.6	1.8	3.9
Pennsylvania	225.6	81.3	36.0	137.1	60.8	7.2	3.2
Rhode Island	26.1	3.2	12.3	21.8	83.4	1.1	4.4
South Carolina	121.7	60.7	49.9	58.0	47.6	3.1	2.5
South Dakota	5.5	3.3	60.0	2.1	38.0	0.1	2.0
Tennessee	126.9	67.0	52.8	56.9	44.8	3.0	2.4
Texas	341.2	92.6	27.1	236.2	69.2	12.4	3.6
Utah	30.9	8.0	25.9	21.8	70.4	1.1	3.7
Vermont	10.8	1.9	17.6	8.5	78.3	0.4	4.1
Virginia	133.7	37.8	28.3	91.1	68.1	4.8	3.6
Washington	83.4	19.8	23.7	60.4	72.4	3.2	3.8
West Virginia	19.0	9.3	48.9	9.2	48.5	0.5	2.6
Wisconsin	86.9	39.6	45.6	44.9	51.7	2.4	2.7
Wyoming	8.5	1.5	17.6	6.7	78.2	0.4	4.1
Total	5,116.4	1,574.2	30.8	3,365.1	65.8	177.1	3.5

Totals may not match sum of the 50 states due to suppression of some data.
Source: U.S. Bureau of Economic Analysis, Interactive Data Tables



Service Sector Compensation Levels, and Employment Growth

Service sector jobs include a wide range of activities and skill levels. While the service sector includes some low-skill jobs, many other service jobs require high levels of skills or advanced education to perform complex tasks in the information economy.

Service sector jobs have been negatively stereotyped as low-paying, low-benefit. This simply ignores the professionals, scientists, financial executives, business managers, IT workers, real estate agents and others who generate so much economic activity. And it unfortunately fuels an inaccurate perception of the current state of, and prospects for, the US economy.

Services jobs paid an average of \$51,045 annually in 2005⁹, and in many service sectors, the average compensation levels are much higher as the table below shows.

TABLE 6

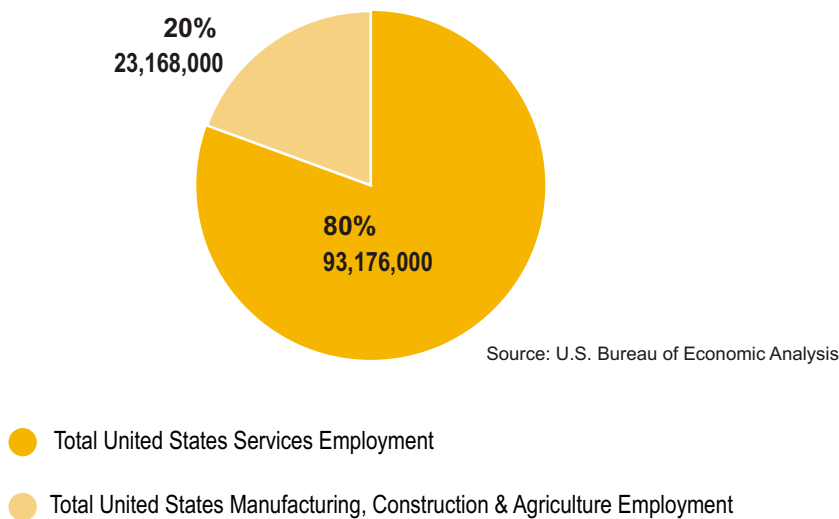
Service Industry by Sector	Average Compensation (2005)
Management of Companies & Enterprises	\$101,100
Utilities	\$99,500
Finance and Insurance	\$88,400
Information	\$78,000
Professional and Technical Services	\$76,800
Wholesale Trade	\$66,400
Transportation and Warehousing	\$51,300
Real Estate and Leasing	\$46,300
Health Care and Social Assistance	\$44,100
Arts, Entertainment and Recreation	\$34,100

Source: U.S. Bureau of Economic Analysis

9. This number represents data for full-time equivalent employees. See <http://www.bea.gov>, Interactive Data Tables.

Between 1993 and 2005, services added 22.7 million new US jobs, and virtually all new employment in the US over the next half-decade will be in services. The 93.2 million employees in the service sector represented 80 percent of all private sector employment in the United States in 2005, while 20 percent of all jobs were in manufacturing, construction, and agriculture.

CHART 5 - TOTAL UNITED STATES EMPLOYMENT





Services GDP, Services Jobs: The Link with International Trade

US companies doing business internationally have increased employment, have a higher survival rate, and pay higher average wages than those only doing business domestically. Between 1993 and 2000, firms that traded internationally increased employment by 9.8 million workers, and the share of the American workforce employed by firms engaged in trade increased from 40% to approximately 42%. One study found that, during the same period, firms that trade internationally had a higher survival rate (65%) than the average for all firms in the country (53%).¹⁰

The U.S. government does not systematically produce data that links trade in services to employment; it is therefore not possible to quantify the precise number of US jobs tied to US trade in services. This paper does not attempt to do so. Nonetheless, it is clear that substantial numbers of American jobs are created and supported by international trade in services.

It is also clear that many of the more highly-paid services jobs are those in which there are significant US exports. According to the Council of Economic Advisors, wages in services firms that export are an average of 13% higher than those in their counterparts of the same size that operate only domestically.¹¹

10. Council of Economic Advisors, Economic Report of the President, February 2007, p. 169.

11. Ibid.

Some fast-growing and high-wage service occupations such as information technology, professional services such as legal and accounting services, software, financial services, insurance, and others, are especially suited to being sold abroad.

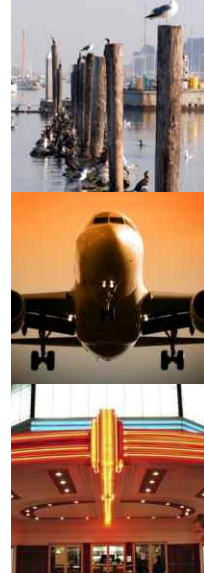
Looking Ahead

The potential for further growth in international trade services is much more pronounced than that in other sectors of the economy such as agriculture and industrial goods, for two main reasons.

First, it is in the service sector where the barriers in foreign markets are among the highest. In contrast to tariffs, quotas, and other barriers that affect goods trade (which have been addressed to a very significant extent through previous trade rounds), the barriers to trade in services are generally high and extensive in many dynamic developing economies. Thus, there is greater potential gain from further liberalization in services, relative to goods and agriculture.

One estimate indicates that service sector liberalization could yield a welfare gain for developing countries of US\$6 trillion from 2005-2016, four times more than goods liberalization. Another economic model shows a potential global welfare gain of \$1.7 trillion from free trade in services, more than double the potential gain from goods liberalization, and 31 times the gain from agricultural liberalization.

Second, the US service industry, despite its impressive international record, is not nearly as internationally engaged as it could be. The United States exports over 20% of the goods it produces. In contrast, while services exports have grown steadily, only 5% of US output in services is exported.¹² This reinforces the need for a Doha Round that provides new commercial opportunities for US services exporters.



12. Bednarzik, Robert and Brett Theodos. "US Services Trade, Employment, and Competitiveness." National Bureau of Asian Research, December 2006, Page 14.



Employment in Services: A Look by Congressional District

Nationally, services comprise about 80% of private sector employment. The same holds true at the state level, and even at the level of each Congressional district, services account for the bulk of employment.

According to data derived from Census Bureau surveys, the service sector is the largest employer in every US Congressional district. In 387 districts, between 70-89% of the workforce is employed in the service sector, while in 11 districts, the figure is 90% or greater. Thirty-seven districts have fewer than 70% of the workforce in services, but in no district is the figure less than 61%.

TABLE 7

Service Sector Employment as a Percentage of the Workforce, by Congressional District, 2005

% of the Workforce	# of Districts
60 - 69%:	37
70 - 79%:	220
80 - 89%:	167
90% or Higher:	11

Source: U.S. Census Bureau, 2005 American Community Survey

The table below lists all members of the 110th Congress alphabetically, along with the percentage of workers in their district in agriculture (including hunting, forestry, fisheries and mining), construction, manufacturing, and services. The CSI website (<http://www.uscsi.org>) provides more detailed employment profiles for each of the 435 districts.

US Employment by Congressional District:

Services employment compared with agriculture, construction, and manufacturing

For more Congressional District Data, see <http://www.uscsi.org>

Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Abercrombie	HI 1st	289,000	0.4	5.6	3.8	90.3
Ackerman.	NY 5th	300,374	0.1	6.7	5.2	88.0
Aderholt	AL 4th	276,045	3.9	8.6	22.3	65.2
Akin	MO 2nd	361,511	0.4	7.5	12.3	79.8
Alexander	LA 5th	250,677	5.0	6.9	8.6	79.5
Allen	ME 1st	344,679	1.4	7.9	9.7	80.9
Altmire	PA 4th	303,734	0.3	6.1	11.6	82.0
Andrews	NJ 1st	320,107	0.1	7.3	9.4	83.1
Arcuri	NY 24th	295,964	2.2	5.7	13.4	78.7
Baca	CA 43rd	285,121	1.0	10.6	15.4	73.0
Bachmann	MN 6th	383,712	0.9	9.3	17.6	72.2
Bachus	AL 6th	341,304	1.3	8.1	10.1	80.5
Baird	WA 3rd	338,145	2.2	9.0	11.2	77.7
Baker	LA 6th	299,239	1.0	9.3	10.3	79.4
Baldwin	WI 2nd	385,429	2.2	6.3	13.1	78.4
Barrett	SC 3rd	305,378	1.1	8.5	21.2	69.2
Barrow	GA 12th	273,020	1.0	7.2	11.2	80.6
Bartlett	MD 6th	361,817	1.2	9.2	8.9	80.7
Barton	TX 6th	349,259	1.8	7.9	14.4	75.9
Bean	IL 8th	343,093	0.3	6.9	20.1	72.7
Becerra	CA 31st	273,138	0.3	9.9	14.6	75.2
Berkley	NV 1st	360,834	0.1	14.7	3.3	81.9
Berman	CA 28th	303,256	0.1	10.6	10.8	78.4
Berry	AR 1st	287,628	5.3	6.9	17.3	70.5
Biggert	IL 13th	383,501	0.3	6.0	11.2	82.5
Bilbray	CA 50th	342,805	0.9	6.2	11.6	81.3
Bilirakis	FL 9th	330,868	0.6	8.0	7.5	84.0
Bishop, Rob	UT 1st	392,711	1.3	7.5	13.6	77.6





Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Bishop Jr., Sanford	D. GA 2nd	251,265	5.0	6.8	13.7	74.6
Bishop, Timothy	NY 1st	328,504	0.4	8.6	6.7	84.3
Blackburn	TN 7th	333,666	1.0	6.0	14.7	78.4
Blumenauer	OR 3rd	347,076	1.3	7.2	11.3	80.2
Blunt	MO 7th	318,237	2.5	7.1	13.2	77.1
Boehner	OH 8th	305,129	1.0	6.3	22.5	70.2
Bonner	AL 1st	284,472	1.9	8.3	12.5	77.4
Bono	CA 45th	317,047	2.2	11.1	7.4	79.3
Boozman	AR 3rd	342,970	2.3	9.5	17.1	71.1
Boren	OK 2nd	289,760	4.8	8.3	15.5	71.5
Boswell	IA 3rd	321,611	2.1	6.5	12.3	79.1
Boucher	VA 9th	272,844	3.8	7.8	17.6	70.7
Boustany	LA 7th	275,171	7.7	8.3	7.5	76.4
Boyd	FL 2nd	304,722	1.8	10.0	4.6	83.6
Boyda	KS 2nd	328,227	2.5	8.0	11.9	77.6
Brady, Kevin	TX 8th	315,285	3.8	10.6	12.0	73.6
Brady, Robert	PA 1st	230,969	0.2	4.8	8.6	86.4
Braley	IA 1st	292,903	3.4	7.0	17.6	71.9
Brown, Corinne	FL 3rd	270,164	1.1	10.4	6.9	81.7
Brown, Henry	SC 1st	364,057	0.3	9.8	7.3	82.6
Brown-Waite	FL 5th	324,629	1.1	12.6	5.5	80.8
Buchanan	FL 13th	302,834	2.4	12.0	6.8	78.8
Burgess	TX 26th	372,372	0.8	7.8	10.7	80.7
Burton	IN 5th	375,813	1.0	6.7	17.7	74.6
Butterfield	NC 1st	248,971	3.2	7.4	16.2	73.2
Buyer	IN 4th	353,408	1.5	7.4	16.6	74.6
Calvert	CA 44th	371,224	0.6	10.3	12.9	76.2
Camp	MI 4th	298,804	2.3	8.0	16.6	73.1
Campbell	CA 48th	345,176	0.3	6.5	12.6	80.7
Cannon	UT 3rd	401,268	1.8	8.3	12.4	77.5
Cantor	VA 7th	368,796	1.1	9.4	7.2	82.2
Capito	WV 2nd	270,421	3.5	8.1	11.2	77.2



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Capps	CA 23rd	296,627	5.6	9.0	9.9	75.5
Capuano	MA 8th	295,442	0.1	4.8	6.4	88.7
Cardoza	CA 18th	259,792	6.5	10.6	12.5	70.4
Carnahan	MO 3rd	313,270	0.4	9.1	11.7	78.8
Carney	PA 10th	287,940	2.2	7.8	15.1	74.9
Carson	IN 7th	291,004	0.1	6.7	12.3	80.9
Carter	TX 31st	315,997	1.7	7.9	12.3	78.1
Castle	DE At Large	405,078	1.4	8.1	10.8	79.7
Castor	FL 11th	308,155	0.4	9.6	7.1	83.0
Chabot	OH 1st	282,007	0.2	6.0	12.6	81.2
Chandler	KY 6th	332,954	2.7	7.0	15.7	74.6
Clarke	NY 11th	295,650	0.1	5.1	3.3	91.5
Clay	MO 1st	266,645	0.0	5.2	10.2	84.6
Cleaver	MO 5th	299,452	0.4	6.5	9.2	84.0
Clyburn	SC 6th	257,151	1.7	8.0	15.6	74.7
Coble	NC 6th	321,137	1.1	8.0	20.6	70.3
Cohen	TN 9th	268,076	0.2	4.9	9.3	85.6
Cole	OK 4th	333,991	4.0	6.3	9.4	80.3
Conaway	TX 11th	293,063	10.3	8.6	8.4	72.8
Conyers	MI 14th	221,434	0.1	3.5	17.7	78.7
Cooper	TN 5th	309,185	0.1	8.4	8.6	82.9
Costa	CA 20th	224,205	20.8	7.3	7.4	64.5
Costello	IL 12th	283,226	1.9	6.3	10.8	80.9
Courtney	CT 2nd	357,221	0.6	5.7	15.8	77.9
Cramer	AL 5th	298,503	1.0	6.5	18.2	74.2
Crenshaw	FL 4th	328,175	1.1	9.2	6.9	82.8
Crowley	NY 7th	296,383	0.0	7.4	5.7	86.9
Cubin	WY At Large	265,249	12.2	8.2	3.6	76.0
Cuellar	TX 28th	292,851	1.7	10.6	7.2	80.5
Culberson	TX 7th	387,210	3.8	5.7	9.6	80.9
Cummings	MD 7th	280,181	0.1	4.9	6.2	88.8
Davis, A.	AL 7th	237,550	1.8	7.1	13.2	77.9



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Davis, Danny	IL 7th	264,070	0.2	2.0	7.4	90.3
Davis, David	TN 1st	313,830	0.7	7.5	15.3	76.5
Davis, Geoff	KY 4th	330,955	1.9	7.8	14.7	75.6
Davis, Jo Ann	VA 1st	351,860	0.9	10.4	7.2	81.5
Davis, Lincoln	TN 4th	279,108	2.3	9.0	22.8	65.9
Davis, Susan	CA 53rd	281,712	0.3	6.9	7.4	85.4
Davis, Tom	VA 11th	373,634	0.1	6.9	3.0	89.9
Deal	GA 9th	354,673	1.1	11.0	22.8	65.1
DeFazio	OR 4th	316,606	3.3	7.8	14.1	74.8
DeGette	CO 1st	306,224	0.4	9.0	4.9	85.7
Delahunt	MA 10th	332,099	0.6	9.9	4.7	84.7
DeLauro	CT 3rd	337,089	0.3	5.8	12.1	81.7
Dent	PA 15th	332,014	0.6	6.2	16.3	77.0
Diaz-Balart, Lincoln	FL 21st	313,846	0.5	7.8	8.3	83.5
Diaz-Balart, Mario	FL 25th	345,742	1.6	10.9	4.6	82.9
Dicks	WA 6th	289,433	1.5	7.8	10.7	80.0
Dingell	MI 15th	315,026	0.4	5.0	18.3	76.3
Doggett	TX 25th	279,317	2.8	11.5	6.0	79.7
Donnelly	IN 2nd	311,645	1.1	6.0	25.9	67.0
Doolittle	CA 4th	334,139	1.3	11.3	6.9	80.5
Doyle	PA 14th	263,140	0.2	4.6	7.2	88.0
Drake	VA 2nd	289,708	0.5	6.7	6.7	86.1
Dreier	CA 26th	327,958	0.4	6.9	10.5	82.2
Duncan	TN 2nd	317,803	0.7	7.3	14.3	77.7
Edwards	TX 17th	312,356	3.0	8.6	11.6	76.8
Ehlers	MI 3rd	332,106	1.1	6.1	21.9	70.9
Ellison	MN 5th	314,606	0.3	4.3	10.3	85.1
Ellsworth	IN 8th	311,436	2.6	7.2	19.1	71.1
Emanuel	IL 5th	328,599	0.1	6.1	10.6	83.1
Emerson	MO 8th	267,075	4.0	8.1	16.5	71.4
Engel	NY 17th	289,291	0.1	5.5	5.5	88.9
English	PA 3rd	286,954	1.8	6.1	19.8	72.3



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Eshoo	CA 14th	312,713	0.8	6.1	17.4	75.7
Etheridge	NC 2nd	293,062	2.4	11.3	14.5	71.8
Everett	AL 2nd	279,559	2.1	7.2	15.5	75.2
Fallin	OK 5th	321,204	2.6	7.8	7.6	82.0
Farr	CA 17th	286,252	9.4	7.7	7.6	75.3
Fattah	PA 2nd	233,503	0.3	3.2	5.6	90.8
Feeney	FL 24th	356,358	0.7	9.7	7.2	82.5
Ferguson	NJ 7th	328,117	0.3	5.1	13.2	81.4
Filner	CA 51st	260,555	2.5	7.6	8.6	81.3
Flake	AZ 6th	399,208	0.4	9.9	11.6	78.1
Forbes	VA 4th	324,116	0.9	8.9	11.7	78.5
Fortenberry	NE 1st	311,561	3.7	7.7	12.6	76.1
Fossella	NY 13th	299,723	0.0	7.0	4.2	88.8
Foxx	NC 5th	316,535	2.1	8.1	20.1	69.8
Frank	MA 4th	303,983	0.5	6.6	10.3	82.5
Franks	AZ 2nd	355,330	0.8	10.2	6.7	82.2
Frelinghuysen	NJ 11th	333,392	0.2	5.9	12.6	81.3
Gallegly	CA 24th	316,333	2.3	6.8	11.4	79.6
Garrett	NJ 5th	325,768	0.6	6.3	10.4	82.7
Gerlach	PA 6th	349,813	0.8	6.2	14.0	79.0
Giffords	AZ 8th	310,605	0.9	6.9	8.1	84.1
Gilchrest	MD 1st	353,335	1.9	10.6	8.5	79.0
Gillibrand	NY 20th	334,182	1.7	8.5	9.9	79.9
Gillmor	OH 5th	312,016	2.5	6.5	29.4	61.6
Gingrey	GA 11th	298,277	0.8	10.4	17.0	71.8
Gohmert	TX 1st	289,622	5.4	7.2	14.1	73.4
Gonzalez	TX 20th	268,983	0.2	9.9	6.2	83.7
Goode	VA 5th	294,497	2.5	8.6	15.1	73.7
Goodlatte	VA 6th	306,814	1.8	8.7	15.7	73.7
Gordon	TN 6th	343,850	1.5	9.1	19.4	70.0
Granger	TX 12th	353,158	1.7	10.1	13.7	74.5
Graves	MO 6th	322,174	2.5	6.7	13.1	77.7



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Green, Al	TX 9th	313,656	1.1	10.0	8.2	80.7
Green, Gene	TX 29th	256,287	0.8	20.9	11.9	66.4
Grijalva	AZ 7th	301,983	3.0	11.0	7.9	78.1
Gutierrez	IL 4th	288,037	0.0	8.7	22.2	69.1
Hall, John	NY 19th	331,024	0.8	8.7	7.1	83.3
Hall, Ralph	TX 4th	329,952	2.9	9.1	14.3	73.7
Hare	IL 17th	287,877	3.1	7.0	14.3	75.6
Harman	CA 36th	335,969	0.1	5.0	13.7	81.2
Hastert	IL 14th	387,142	0.8	7.9	17.3	74.0
Hastings, Alcee	FL 23rd	292,255	0.9	11.8	4.5	82.7
Hastings, Doc	WA 4th	312,979	12.0	6.6	9.3	72.1
Hayes	NC 8th	290,443	1.0	8.8	14.1	76.2
Heller	NV 2nd	361,796	3.9	11.3	7.4	77.4
Hensarling	TX 5th	307,051	1.9	9.8	10.5	77.8
Herger	CA 2nd	287,435	6.3	9.5	7.2	77.0
Herseth	SD At Large	389,188	7.1	7.2	9.8	75.9
Higgins	NY 27th	289,902	1.0	5.7	12.8	80.6
Hill	IN 9th	322,962	1.9	7.5	23.9	66.7
Hinchey	NY 22nd	312,389	1.1	6.7	9.7	82.5
Hinojosa	TX 15th	262,886	5.2	9.0	6.9	78.9
Hirono	HI 2nd	293,731	2.2	10.2	3.0	84.6
Hobson	OH 7th	299,294	1.4	5.8	13.4	79.4
Hodes	NH 2nd	334,515	1.2	8.1	14.7	76.0
Hoekstra	MI 2nd	315,992	1.8	6.7	25.8	65.8
Holden	PA 17th	312,704	1.9	5.7	16.3	76.1
Holt	NJ 12th	326,139	0.1	5.3	9.1	85.5
Honda	CA 15th	311,996	0.2	5.4	24.1	70.2
Hooley	OR 5th	338,584	3.8	7.8	12.5	75.9
Hoyer	MD 5th	371,915	0.5	8.2	3.7	87.6
Hulshof	MO 9th	307,617	2.9	8.7	13.9	74.5
Hunter	CA 52nd	310,201	0.4	9.0	8.8	81.7
Inglis	SC 4th	327,496	0.8	8.4	21.0	69.7



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Inslee	WA 1st	359,174	0.9	7.8	11.5	79.8
Israel	NY 2nd	324,954	0.4	7.0	9.7	83.0
Issa	CA 49th	297,666	1.5	11.2	11.8	75.4
Jackson, Jesse	IL 2nd	270,143	0.1	4.1	10.6	85.2
Jackson Lee	TX 18th	273,251	1.7	12.7	10.2	75.4
Jefferson	LA 2nd	251,787	1.1	5.3	5.4	88.2
Jindal	LA 1st	305,769	1.6	7.5	9.4	81.5
Johnson, Eddie	TX 30th	276,610	0.2	15.2	9.9	74.7
Johnson, Henry	GA 4th	321,725	0.1	8.7	7.3	83.8
Johnson, Sam	TX 3rd	408,779	0.3	6.7	12.5	80.5
Johnson, Timothy	IL 15th	315,887	3.4	6.1	14.2	76.3
Jones, Stephanie Tubbs	OH 11th	232,510	0.1	3.4	11.3	85.3
Jones, Walter B.	NC 3rd	277,500	2.8	9.8	9.1	78.2
Jordan	OH 4th	293,723	1.9	6.5	26.5	65.1
Kagen	WI 8th	355,018	2.9	7.7	21.1	68.3
Kanjorski	PA 11th	296,012	0.4	6.3	14.5	78.8
Kaptur	OH 9th	282,822	0.3	5.7	17.7	76.3
Keller	FL 8th	355,559	0.3	10.2	5.4	84.1
Kennedy	RI 1st	250,318	0.5	6.1	13.2	80.2
Kildee	MI 5th	276,737	0.7	6.0	18.9	74.4
Kilpatrick	MI 13th	209,245	0.1	6.0	16.0	78.0
Kind	WI 3rd	363,865	5.1	7.6	17.1	70.2
King, Pete	NY 3rd	303,193	0.1	7.2	7.1	85.7
King, Steve	IA 5th	287,565	6.1	6.9	16.7	70.3
Kingston	GA 1st	276,751	2.9	9.1	12.1	75.9
Kirk	IL 10th	307,737	0.2	5.7	13.9	80.2
Klein	FL 22nd	321,307	0.3	9.4	5.0	85.4
Kline	MN 2nd	385,917	1.4	6.4	14.7	77.5
Knollenberg	MI 9th	333,068	0.0	5.2	19.6	75.2
Kucinich	OH 10th	289,540	0.1	5.2	14.9	79.8
Kuhl	NY 29th	303,035	2.3	5.9	17.4	74.4
LaHood	IL 18th	306,086	2.3	6.3	14.1	77.2



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Lamborn	CO 5th	303,607	0.7	8.5	8.3	82.5
Lampson	TX 22nd	397,611	2.0	8.5	11.2	78.3
Langevin	RI 2nd	267,360	0.5	7.2	13.3	79.0
Lantos	CA 12th	304,597	0.2	5.3	8.0	86.4
Larsen	WA 2nd	303,675	2.6	9.4	16.0	71.9
Larson	CT 1st	338,070	0.1	6.1	11.4	82.4
Latham	IA 4th	301,447	5.8	6.3	16.3	71.7
LaTourette	OH 14th	322,794	0.8	5.6	21.2	72.4
Lee	CA 9th	285,328	0.1	5.9	7.2	86.8
Levin	MI 12th	305,708	0.1	6.0	19.6	74.4
Lewis, Jerry	CA 41st	296,447	0.9	11.2	7.4	80.6
Lewis, John	GA 5th	322,539	0.4	6.8	6.0	86.8
Lewis, Ron	KY 2nd	320,009	2.4	8.8	19.8	69.0
Linder	GA 7th	402,422	0.4	9.4	10.5	79.7
Lipinski	IL 3rd	283,178	0.1	8.0	11.7	80.2
LoBiondo	NJ 2nd	314,620	1.7	7.2	7.7	83.5
Loebsack	IA 2nd	303,745	2.5	5.6	17.7	74.2
Lofgren	CA 16th	288,965	0.2	7.7	19.3	72.8
Lowey	NY 18th	312,741	0.1	6.5	4.5	88.8
Lucas	OK 3rd	311,330	8.8	6.9	10.8	73.5
Lungren	CA 3rd	343,659	0.6	7.7	5.8	86.0
Lynch	MA 9th	305,936	0.1	5.7	7.1	87.1
Mack	FL 14th	335,958	0.7	16.6	4.0	78.7
Mahoney	FL 16th	303,518	4.2	12.2	5.3	78.4
Maloney	NY 14th	368,005	0.1	2.9	4.5	92.5
Manzullo	IL 16th	347,527	1.4	7.4	20.0	71.2
Marchant	TX 24th	390,627	0.3	5.6	11.1	83.0
Markey	MA 7th	311,628	0.1	5.2	8.1	86.5
Marshall	GA 8th	254,383	3.3	7.3	13.6	75.9
Matheson	UT 2nd	383,526	2.0	8.3	7.2	82.5
Matsui	CA 5th	291,823	0.4	9.3	5.5	84.7
McCarthy, Carolyn	NY 4th	315,314	0.1	5.5	5.5	89.0



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
McCarthy, Kevin	CA 22nd	297,453	6.3	8.6	6.3	78.8
McCaul	TX 10th	404,104	3.7	8.1	11.3	76.8
McCollum	MN 4th	294,015	0.3	3.8	13.5	82.3
McCotter	MI 11th	345,186	0.1	6.3	21.8	71.9
McCrery	LA 4th	257,586	4.3	7.0	9.4	79.3
McDermott	WA 7th	351,248	0.3	4.3	8.7	86.6
McGovern	MA 3rd	315,338	0.2	7.4	13.9	78.5
McHenry	NC 10th	297,291	0.9	7.0	26.0	66.1
McHugh	NY 23rd	279,335	3.5	7.4	10.9	78.2
McIntyre	NC 7th	295,599	2.6	12.4	11.6	73.3
McKeon	CA 25th	299,009	1.2	9.0	10.4	79.4
McNerney	CA 11th	345,711	2.3	7.7	11.4	78.6
McNulty	NY 21st	314,037	0.3	5.8	7.2	86.7
Meehan	MA 5th	319,401	0.3	5.7	16.2	77.7
Meek	FL 17th	275,228	0.2	8.2	5.9	85.7
Meeks	NY 6th	289,805	0.0	5.3	4.7	89.9
Melancon	LA 3rd	275,017	7.2	9.7	11.4	71.8
Mica	FL 7th	344,180	0.9	11.0	6.7	81.4
Michaud	ME 2nd	310,249	3.4	9.0	10.9	76.8
Vacant (formerly Millender-McDonald)	CA 37th	278,352	0.5	5.7	14.6	79.3
Miller, Brad	NC 13th	329,515	0.6	9.4	13.5	76.5
Miller, Candice	MI 10th	334,079	1.0	8.9	24.0	66.1
Miller, Gary	CA 42nd	322,353	0.2	5.5	15.1	79.2
Miller, George	CA 7th	293,532	0.5	9.7	7.3	82.4
Miller, Jeff	FL 1st	281,943	0.6	11.0	6.1	82.3
Mitchell	AZ 5th	356,673	0.2	6.7	8.6	84.5
Mollohan	WV 1st	255,143	3.8	6.4	11.0	78.7
Moore, Dennis	KS 3rd	379,333	0.4	6.0	9.3	84.4
Moore, Gwen	WI 4th	263,638	0.5	5.1	17.2	77.2
Moran, Jerry	KS 1st	321,272	10.4	5.9	14.6	69.2
Moran, Jim	VA 8th	363,945	0.1	6.5	2.6	90.9
Murphy, Christopher	CT 5th	347,534	0.8	8.3	13.7	77.2



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Murphy, Patrick	PA 8th	337,706	0.3	7.7	13.6	78.4
Murphy, Tim	PA 18th	315,164	0.5	7.0	11.1	81.5
Murtha	PA 12th	262,925	2.3	7.8	13.1	76.8
Musgrave	CO 4th	338,916	5.2	9.3	12.0	73.5
Myrick	NC 9th	370,156	0.1	9.2	11.0	79.7
Nadler	NY 8th	344,562	0.0	3.5	4.2	92.3
Napolitano	CA 38th	267,831	0.6	8.0	18.0	73.4
Neal	MA 2nd	315,306	0.5	6.7	13.4	79.3
Neugebauer	TX 19th	278,858	8.0	7.5	7.7	76.8
Vacant (formerly Norwood)	GA 10th	304,199	1.7	9.7	26.4	62.3
Nunes	CA 21st	288,455	12.3	7.0	7.7	73.0
Oberstar	MN 8th	306,773	2.8	9.8	11.3	76.1
Obey	WI 7th	345,918	4.4	7.5	20.5	67.6
Olver	MA 1st	306,396	0.9	7.3	14.8	77.0
Oritz	TX 27th	262,007	2.6	8.2	6.6	82.6
Pallone	NJ 6th	321,522	0.1	7.2	9.9	82.8
Pascrell	NJ 8th	299,048	0.1	4.6	15.2	80.1
Pastor	AZ 4th	289,568	0.4	20.7	9.8	69.1
Paul	TX 14th	317,307	3.4	10.8	13.7	72.1
Payne	NJ 10th	275,835	0.0	4.6	9.0	86.4
Pearce	NM 2nd	253,338	7.9	8.5	4.5	79.1
Pelosi	CA 8th	324,257	0.1	4.4	5.6	89.9
Pence	IN 6th	300,212	1.9	6.8	22.9	68.4
Perlmutter	CO 7th	319,707	0.7	10.6	7.9	80.8
Peterson, Collin	MN 7th	309,754	7.0	8.6	15.4	69.0
Peterson, John	PA 5th	278,608	3.0	7.2	17.4	72.4
Petri	WI 6th	343,658	3.0	6.8	27.4	62.8
Pickering	MS 3rd	318,595	3.3	8.0	12.6	76.1
Pitts	PA 16th	324,943	3.7	8.4	17.1	70.8
Platts	PA 19th	345,553	0.9	7.2	17.0	75.0
Poe	TX 2nd	311,495	2.7	8.1	10.9	78.4
Pomeroy	ND At Large	332,555	8.4	6.9	8.8	76.0



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Porter	NV 3rd	438,520	0.1	9.5	3.7	86.7
Price, David	NC 4th	361,029	0.4	6.8	9.3	83.6
Price, Tom	GA 6th	388,428	0.3	6.4	8.8	84.5
Pryce	OH 15th	315,652	0.3	5.2	9.7	84.8
Putnam	FL 12th	321,165	3.3	10.8	7.4	78.5
Radanovich	CA 19th	317,551	5.2	8.7	8.9	77.1
Rahall	WV 3rd	219,158	7.4	7.5	6.3	78.9
Ramstad	MN 3rd	340,851	0.3	5.2	15.6	78.9
Rangel	NY 15th	270,217	0.1	2.4	5.1	92.4
Regula	OH 16th	304,797	1.8	6.9	18.7	72.5
Rehberg	MT At Large	466,509	6.8	9.1	5.3	78.8
Reichert	WA 8th	360,779	0.3	6.3	13.7	79.6
Renzi	AZ 1st	266,385	4.3	11.6	5.6	78.5
Reyes	TX 16th	253,026	0.5	6.6	10.3	82.6
Reynolds	NY 26th	309,434	1.6	5.3	16.9	76.2
Rodgers	WA 5th	304,192	3.5	6.3	8.2	82.0
Rodriguez	TX 23rd	322,198	2.9	7.5	4.9	84.7
Rogers, Harold	KY 5th	233,788	8.5	7.4	11.6	72.5
Rogers, Mike	AL 3rd	266,834	1.5	7.5	19.6	71.4
Rogers, Mike	MI 8th	344,564	0.8	6.4	16.2	76.7
Rohrabacher	CA 46th	320,570	0.2	5.6	13.8	80.4
Roskam	IL 6th	337,015	0.1	7.2	15.4	77.4
Ros-Lehtinen	FL 18th	290,491	0.6	10.5	3.6	85.2
Ross	AR 4th	276,141	4.3	8.3	19.2	68.3
Rothman	NJ 9th	323,399	0.0	5.7	9.5	84.8
Roybal-Allard	CA 34th	258,847	0.1	9.0	19.1	71.9
Royce	CA 40th	321,107	0.5	9.1	14.4	76.0
Ruppersberger	MD 2nd	338,808	0.1	7.3	7.8	84.7
Rush	IL 1st	243,983	0.1	5.6	8.0	86.4
Ryan, Paul	WI 1st	352,756	1.1	7.5	21.7	69.8
Ryan, Tim	OH 17th	281,206	0.7	5.8	20.3	73.2
Salazar	CO 3rd	315,225	4.9	12.2	4.4	78.5



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Sali	ID 1st	352,084	4.0	10.0	11.3	74.7
Sanchez, Linda	CA 39th	286,898	0.2	7.7	19.1	72.9
Sanchez, Loretta	CA 47th	272,314	0.4	9.8	20.0	69.8
Sarbanes	MD 3rd	346,001	0.2	6.7	5.9	87.2
Saxton	NJ 3rd	326,188	0.4	6.3	7.1	86.2
Schakowsky	IL 9th	297,501	0.1	4.6	8.4	87.0
Schiff	CA 29th	297,918	0.1	5.0	8.0	86.9
Schmidt	OH 2nd	308,018	0.7	6.7	15.1	77.5
Schwartz	PA 13th	300,968	0.1	6.0	13.4	80.5
Scott, David	GA 13th	357,499	0.2	10.5	8.9	80.4
Scott, Robert	VA 3rd	274,332	0.3	7.5	12.7	79.6
Sensenbrenner	WI 5th	366,634	0.9	6.0	19.0	74.1
Serrano	NY 16th	215,425	0.0	6.0	7.1	86.9
Sessions	TX 32nd	321,393	0.4	11.0	9.6	79.0
Sestak	PA 7th	326,031	0.3	5.2	9.4	85.1
Shadegg	AZ 3rd	350,120	0.5	9.0	6.8	83.8
Shays	CT 4th	323,514	0.2	7.7	10.3	81.8
Shea-Porter	NH 1st	349,706	0.6	8.8	13.0	77.5
Sherman	CA 27th	320,020	0.2	8.6	9.3	81.9
Shimkus	IL 19th	310,118	3.8	6.3	13.9	75.9
Shuler	NC 11th	297,284	1.3	12.2	13.4	73.1
Shuster	PA 9th	295,542	3.8	9.3	15.5	71.4
Simpson	ID 2nd	319,432	7.2	9.0	9.6	74.2
Sires	NJ 13th	304,343	0.0	7.4	11.9	80.6
Skelton	MO 4th	287,950	3.5	10.1	13.9	72.5
Slaughter	NY 28th	257,994	0.3	4.4	13.6	81.6
Smith, Adam	WA 9th	318,597	0.6	7.8	11.8	79.8
Smith, Adrian	NE 3rd	286,153	11.0	6.8	12.9	69.3
Smith, Chris	NJ 4th	314,762	0.5	7.3	8.7	83.5
Smith, Lamar	TX 21st	380,235	0.7	6.2	8.8	84.3
Snyder	AR 2nd	325,539	1.4	6.7	11.0	80.9
Solis	CA 32nd	267,609	1.1	7.7	18.2	73.0



Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Souder	IN 3rd	337,743	1.3	6.1	30.3	62.3
Space	OH 18th	284,989	3.2	8.4	19.7	68.7
Spratt	SC 5th	300,939	1.5	8.1	23.4	66.9
Stark	CA 13th	295,972	0.2	6.0	16.5	77.3
Stearns	FL 6th	324,910	1.2	9.2	6.1	83.5
Stupak	MI 1st	285,967	3.4	8.9	12.9	74.7
Sullivan	OK 1st	340,532	1.5	6.9	11.7	79.8
Sutton	OH 13th	310,626	0.2	5.7	17.1	77.0
Tancredo	CO 6th	385,321	1.0	6.6	6.0	86.3
Tanner	TN 8th	277,002	1.6	7.7	20.8	70.0
Tauscher	CA 10th	320,690	0.6	9.6	6.9	82.9
Taylor	MS 4th	304,274	3.3	8.5	13.6	74.5
Terry	NE 2nd	299,820	0.4	6.1	8.0	85.5
Thompson, Bennie	MS 2nd	259,588	3.7	5.4	14.0	76.9
Thompson, Mike	CA 1st	310,217	4.4	8.9	7.9	78.8
Thornberry	TX 13th	288,381	7.1	8.6	10.1	74.2
Tiahrt	KS 4th	327,135	2.7	6.6	20.9	69.7
Tiberi	OH 12th	341,059	0.4	5.7	9.6	84.2
Tierney	MA 6th	313,496	0.3	7.7	11.6	80.5
Towns	NY 10th	255,982	0.1	5.8	3.3	90.9
Turner	OH 3rd	296,466	0.7	6.0	16.7	76.6
Udall, Mark	CO 2nd	364,593	1.1	9.7	9.6	79.6
Udall, Tom	NM 3rd	289,320	4.5	9.3	4.8	81.4
Upton	MI 6th	307,983	1.7	6.3	22.9	69.1
Van Hollen	MD 8th	359,161	0.3	7.6	3.3	88.8
Velazquez	NY 12th	267,139	0.0	7.9	8.2	83.9
Visclosky	IN 1st	313,830	0.7	7.5	15.3	76.5
Walberg	MI 7th	313,116	1.8	6.6	20.9	70.6
Walden	OR 2nd	334,023	5.9	9.3	11.9	72.9
Walsh	NY 25th	313,306	1.0	5.8	13.0	80.3
Walz	MN 1st	327,220	5.4	6.9	17.5	70.2
Wamp	TN 3rd	294,171	0.9	8.5	18.9	71.7



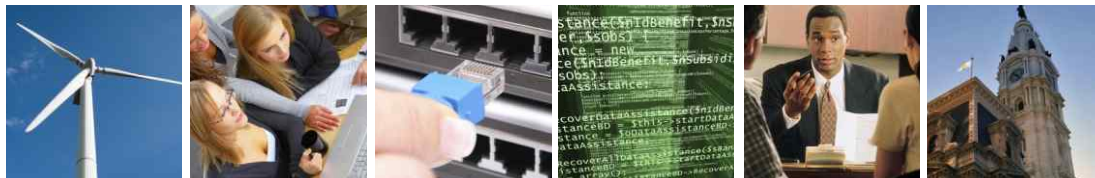
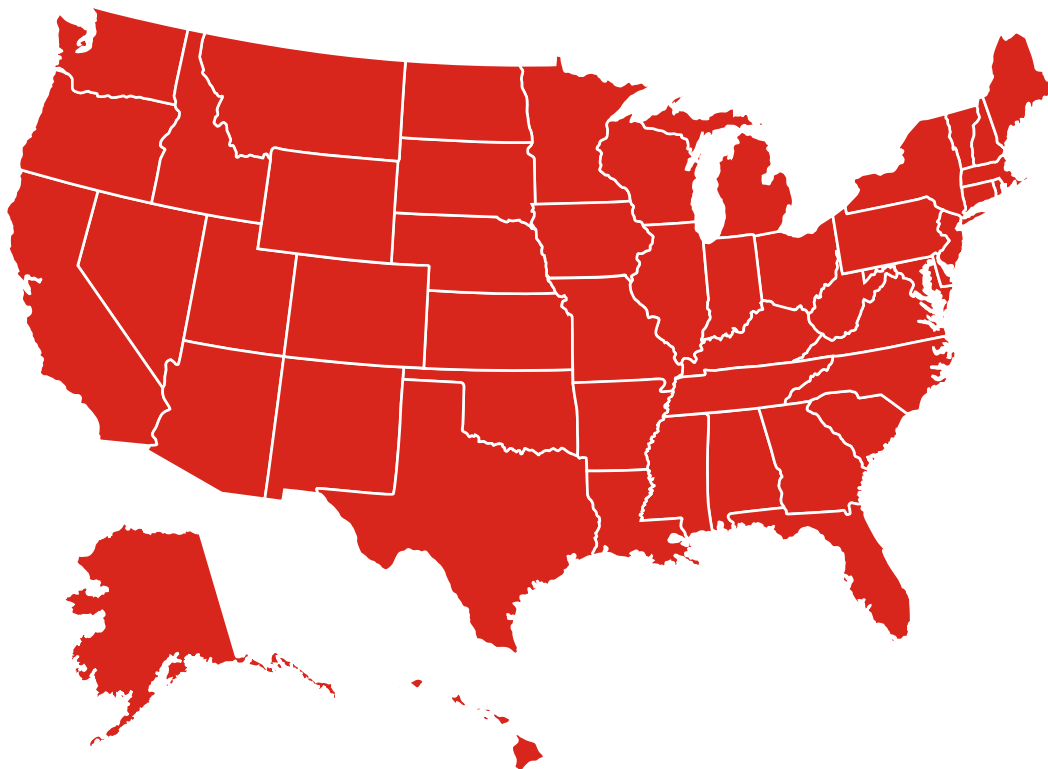
Member	District	Total Employment	As a % of total district employment			
			Agriculture	Construction	Manufacturing	Services
Wasserman Schultz	FL 20th	340,652	0.2	5.8	6.1	87.9
Waters	CA 35th	279,793	0.1	7.8	14.2	77.9
Watson	CA 33rd	294,194	0.3	5.0	6.6	88.1
Watt	NC 12th	296,895	0.2	7.6	15.2	77.0
Waxman	CA 30th	332,662	0.1	3.2	5.8	90.8
Weiner	NY 9th	275,283	0.1	6.2	5.3	88.4
Welch	VT At Large	325,080	2.3	8.8	12.4	76.5
Weldon	FL 15th	326,649	0.6	10.6	9.0	79.8
Weller	IL 11th	343,017	1.7	8.9	14.7	74.7
Westmoreland	GA 3rd	361,115	0.4	9.4	11.1	79.2
Wexler	FL 19th	304,984	0.3	9.8	4.9	85.0
Whitfield	KY 1st	279,887	4.8	7.9	21.8	65.4
Wicker	MS 1st	331,912	1.3	7.2	21.9	69.6
Wilson, Charles	OH 6th	259,720	2.0	7.0	14.7	76.3
Wilson, Heather	NM 1st	308,163	0.6	8.7	6.5	84.2
Wilson, Joe	SC 2nd	340,889	0.9	8.4	9.2	81.4
Wolf	VA 10th	408,333	1.0	9.3	6.1	83.6
Woolsey	CA 6th	303,090	1.3	7.8	8.4	82.5
Wu	OR 1st	376,837	1.4	6.4	16.4	75.7
Wynn	MD 4th	348,523	0.1	6.3	3.1	90.5
Yarmuth	KY 3rd	318,470	0.4	6.2	11.9	81.5
Young, C. W. Bill	FL 10th	292,358	0.1	7.6	9.4	82.9
Young, Don	AK At Large	302,307	3.7	9.7	2.2	84.4

Source: U.S. Census Bureau, 2005 American Community Survey

THE SERVICE SECTOR: A Look at the State Level

The following section shows the importance of the service sector to each of the 50 states. It examines the composition of each state's economy and services exports. The analysis reveals that the service sector accounts for both the majority of economic output and employment in every state. Additionally, this section examines average compensation levels in the leading service occupations and demonstrates that the service sector is generating new jobs in every state. Examples of selected service industry employers and exporters are also provided.

Additional details on the role of the service sector in the economies of the 50 states are available on the Coalition of Service Industries website at <http://www.uscsi.org>.



AL



Alabama

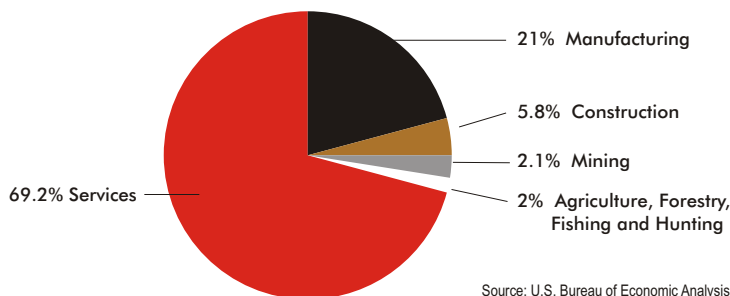
WHY SERVICES ARE IMPORTANT TO ALABAMA

A LEADING SERVICES EXPORTER

In 2005, Alabama exported \$4.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

ALABAMA ECONOMY



SERVICES SNAPSHOT

69.2% of Alabama's GDP is generated by the service sector

74% of Alabama's employment is in the service sector

37,000 Jobs in Alabama are supported by foreign investment in services

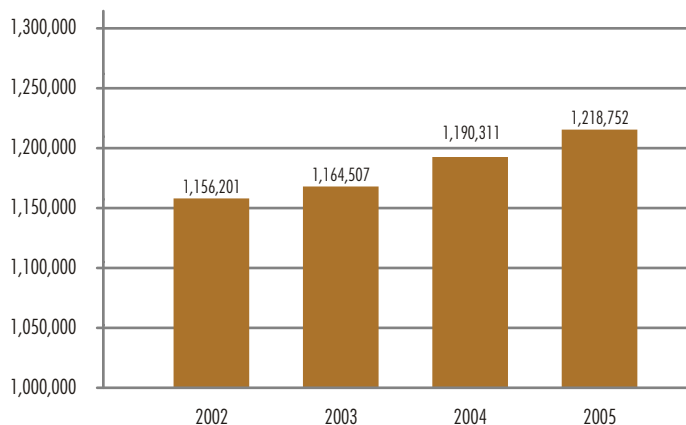
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$106,200
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$77,400
Finance and Insurance	\$63,200
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$63,100
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$57,100

Source: U.S. Bureau of Economic Analysis

ALABAMA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

AT&T Inc.
FedEx Corp.
Science Applications Intl.
UPS
Wal-Mart Stores Inc.

Source: Dun & Bradstreet and company data

AK



Alaska



SERVICES SNAPSHOT

57.1% of Alaska's GDP is generated by the service sector

82% of Alaska's employment is in the service sector

9,000 Jobs in Alaska are supported by foreign investment in services



Selected Services Employers and Exporters

Alaska Airlines Inc.
AT&T Inc.
FedEx Corp.
Swissport USA Inc.
Wells Fargo & Co.

Source: Dun & Bradstreet and company data

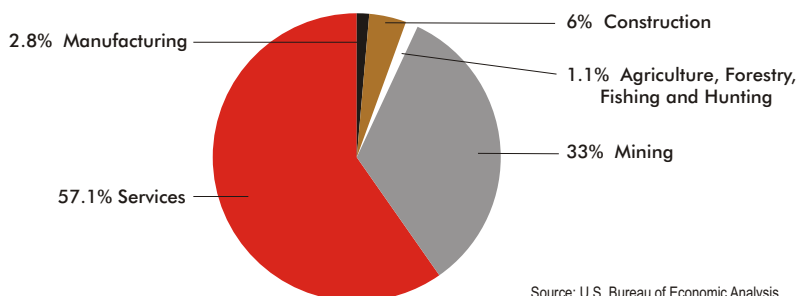
WHY SERVICES ARE IMPORTANT TO ALASKA

A LEADING SERVICES EXPORTER

In 2005, Alaska exported \$1.5 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

ALASKA ECONOMY



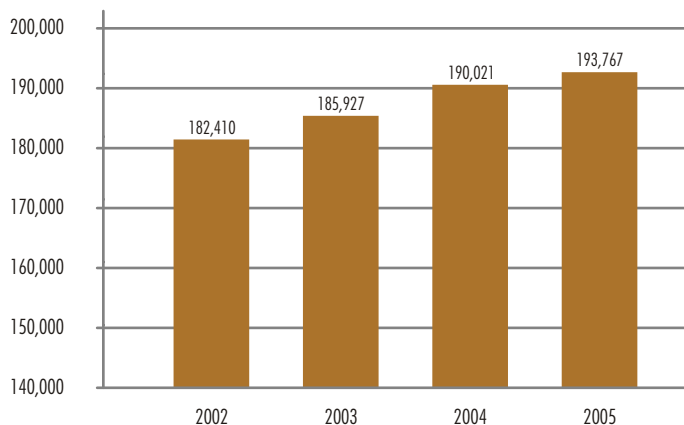
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$82,200
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$75,400
Transportation and Warehousing	\$62,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$61,600
Finance and Insurance	\$61,400

Source: U.S. Bureau of Economic Analysis

ALASKA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



AZ



Arizona



SERVICES SNAPSHOT

79.4% of Arizona's GDP is generated by the service sector

80% of Arizona's employment is in the service sector

48,000 Jobs in Arizona are supported by foreign investment in services



Selected Services Employers and Exporters

American Express Co.
Avnet
Citigroup Inc.
FedEx Corp.
Marriott International Inc.
UPS

Source: Dun & Bradstreet and company data

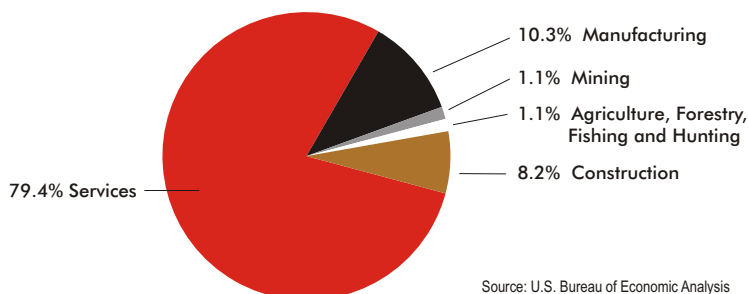
WHY SERVICES ARE IMPORTANT TO ARIZONA

A LEADING SERVICES EXPORTER

In 2005, Arizona exported \$6.6 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

ARIZONA ECONOMY



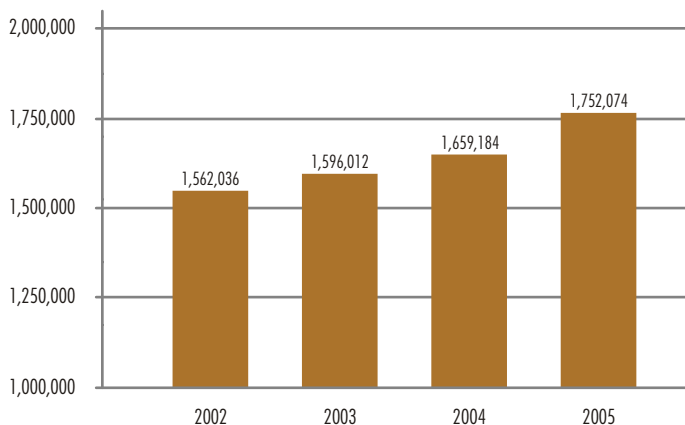
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$96,000
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$74,800
Finance and Insurance	\$69,400
Wholesale Trade	\$66,400
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$64,400

Source: U.S. Bureau of Economic Analysis

ARIZONA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



AR



Arkansas



SERVICES SNAPSHOT

68% of Arkansas' GDP is generated by the service sector

73% of Arkansas' employment is in the service sector

13,000 Jobs in Arkansas are supported by foreign investment in services



Selected Services Employers and Exporters

Alltel Corp.
FedEx Corp.
Fidelity Information Services
Propak Logistics Inc.
UPS
Wal-Mart Stores Inc.

Source: Dun & Bradstreet and company data

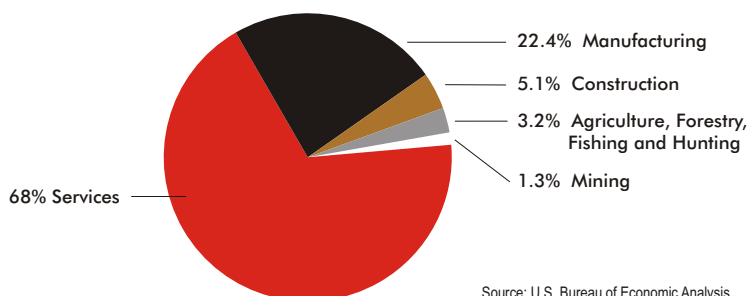
WHY SERVICES ARE IMPORTANT TO ARKANSAS

A LEADING SERVICES EXPORTER

In 2005, Arkansas exported \$2.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

ARKANSAS ECONOMY



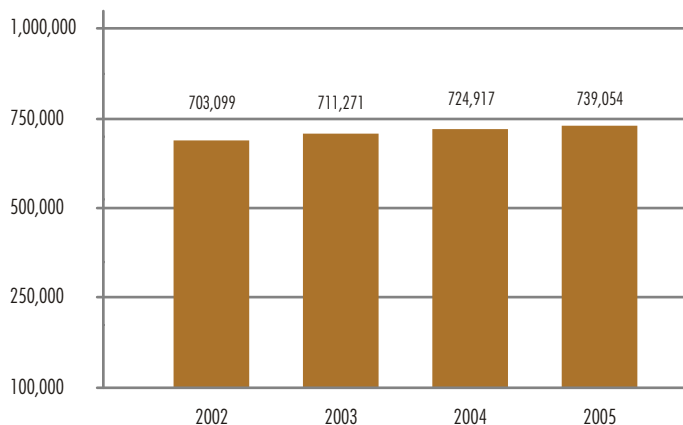
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$83,800
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$78,800
Wholesale Trade	\$54,200
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$52,400
Finance and Insurance	\$52,200

Source: U.S. Bureau of Economic Analysis

ARKANSAS' SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



CA



California

WHY SERVICES ARE IMPORTANT TO CALIFORNIA



CALIFORNIA REPUBLIC

SERVICES SNAPSHOT

81.5% of California's GDP is generated by the service sector

80% of California's employment is in the service sector

400,000 Jobs in California are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
Citigroup Inc.
Disney
FedEx Corp.
Hewlett Packard
IBM
Oracle Systems
TimeWarner
United Airlines
Universal GE
UPS
Verizon
Visa
Wells Fargo

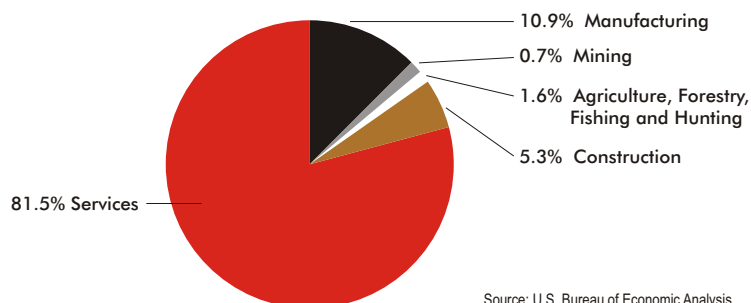
Source: Dun & Bradstreet and company data

THE LEADING SERVICES EXPORTER

In 2005, California exported \$44.6 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

CALIFORNIA ECONOMY



Source: U.S. Bureau of Economic Analysis

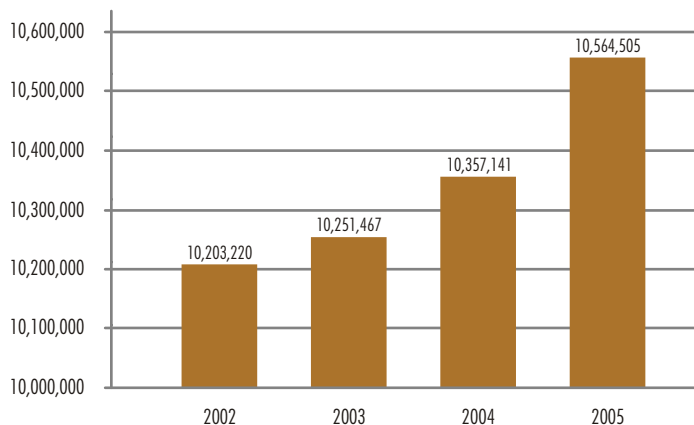
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$113,800
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$102,800
Finance and Insurance	\$101,500
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$93,500
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$87,100

Source: U.S. Bureau of Economic Analysis

CALIFORNIA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

CO

Colorado



SERVICES SNAPSHOT

80.1% of Colorado's GDP is generated by the service sector

82% of Colorado's employment is in the service sector

54,000 Jobs in Colorado are supported by foreign investment in services



Selected Services Employers and Exporters

Aon Corp.
Citigroup Inc.
Continental Airlines
FedEx Corp.
First Data Corp.
IBM
J.P. Morgan Chase & Co.
Qwest Communications
United Airlines
Wells Fargo & Co.

Source: Dun & Bradstreet and company data

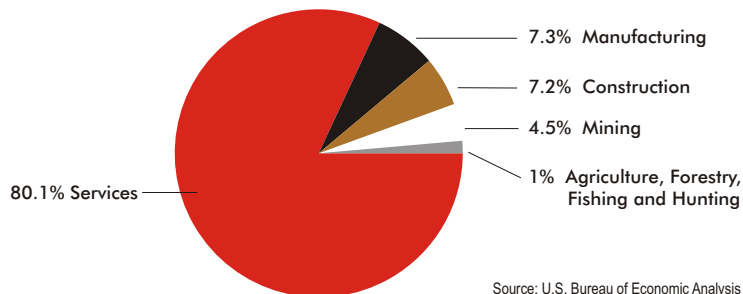
WHY SERVICES ARE IMPORTANT TO COLORADO

A LEADING SERVICES EXPORTER

In 2005, Colorado exported \$6.8 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

COLORADO ECONOMY



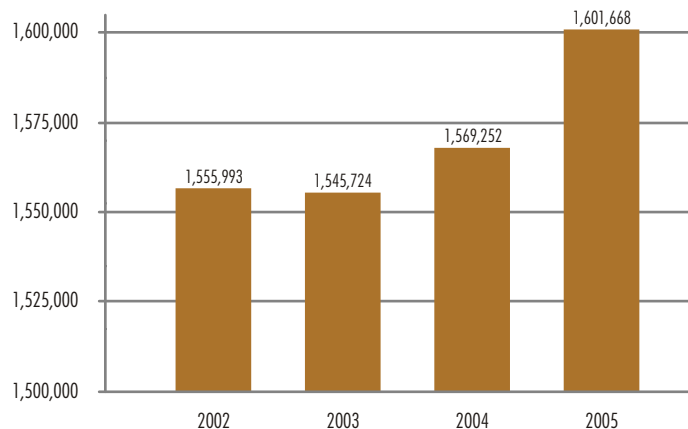
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$117,700
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$94,900
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$85,500
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$79,500
Finance and Insurance	\$75,600

Source: U.S. Bureau of Economic Analysis

COLORADO'S SERVICES EMPLOYMENT IS GROWING

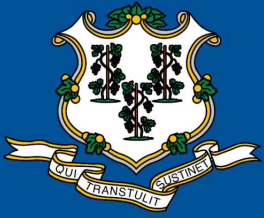
Number of service sector employees, 2002 - 2005



CT



Connecticut



SERVICES SNAPSHOT

83.4% of Connecticut's GDP is generated by the service sector

82% of Connecticut's employment is in the service sector

73,000 Jobs in Connecticut are supported by foreign investment in services



Selected Services Employers and Exporters

Aetna Inc.
Aramark Corp.
AT&T Inc.
CIGNA Corp.
Citigroup Inc.
St Paul Travelers Co's Inc.

Source: Dun & Bradstreet and company data

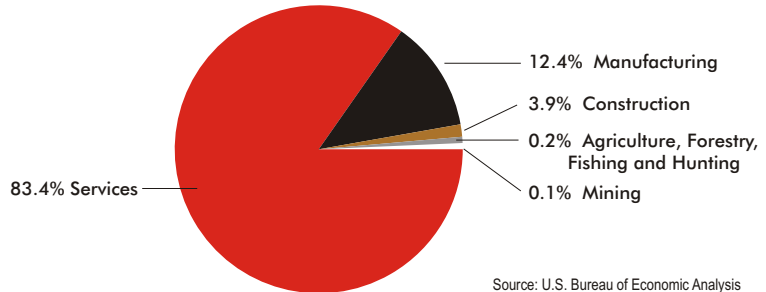
WHY SERVICES ARE IMPORTANT TO CONNECTICUT

A LEADING SERVICES EXPORTER

In 2005, Connecticut exported \$4.8 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

CONNECTICUT ECONOMY



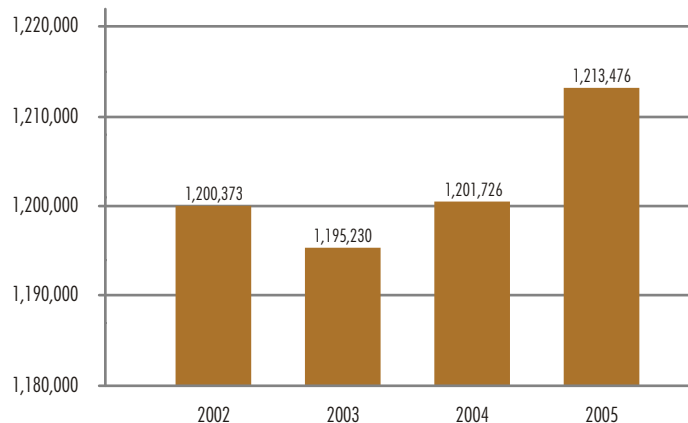
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Finance and Insurance	\$152,800
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$152,700
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$116,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$89,300
Wholesale Trade	\$86,600

Source: U.S. Bureau of Economic Analysis

CONNECTICUT'S SERVICES EMPLOYMENT IS GROWING

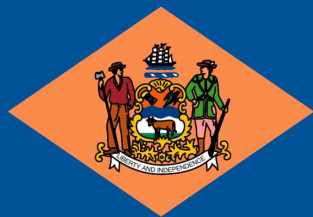
Number of service sector employees, 2002 - 2005



DE



Delaware



SERVICES SNAPSHOT

86.8% of Delaware's GDP is generated by the service sector

83% of Delaware's employment is in the service sector

16,000 Jobs in Delaware are supported by foreign investment in services



Selected Services Employers and Exporters

AIG
Bank of America Inc.
Citigroup Inc.
HSBC Bank USA
JP Morgan Chase & Co.
PNC Financial
Services Group

Source: Dun & Bradstreet and company data

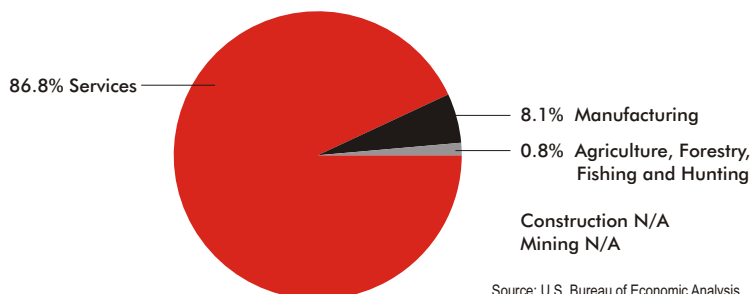
WHY SERVICES ARE IMPORTANT TO DELAWARE

A LEADING SERVICES EXPORTER

In 2005, Delaware exported \$1.4 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

DELAWARE ECONOMY



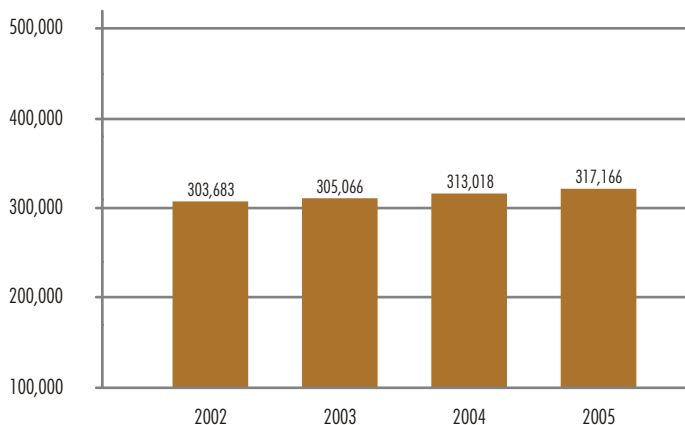
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$106,600
Finance and Insurance	\$99,600
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$85,100
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$79,900
Wholesale Trade	\$76,200

Source: U.S. Bureau of Economic Analysis

DELAWARE'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



FL



Florida



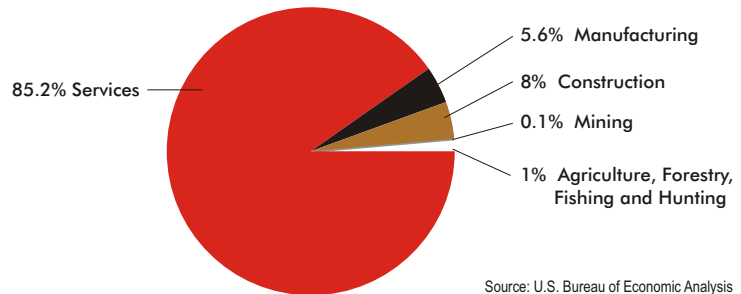
WHY SERVICES ARE IMPORTANT TO FLORIDA

A LEADING SERVICES EXPORTER

In 2005, Florida exported \$22.9 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

FLORIDA ECONOMY



SERVICES SNAPSHOT

85.2% of Florida's GDP is generated by the service sector

85% of Florida's employment is in the service sector

194,000 Jobs in Florida are supported by foreign investment in services

MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

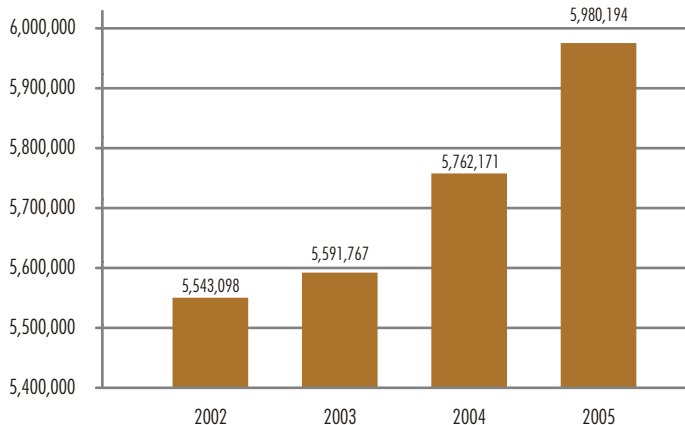
Compensation (2005)

Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$95,500
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$88,600
Finance and Insurance	\$71,900
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$65,500
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$65,500

Source: U.S. Bureau of Economic Analysis

FLORIDA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

American Airlines Inc.
Citigroup Inc.
FedEx Corp.
UPS
Verizon Inc. (MCI & Cellco)
Walt Disney Co.

Source: Dun & Bradstreet and company data

GA



Georgia



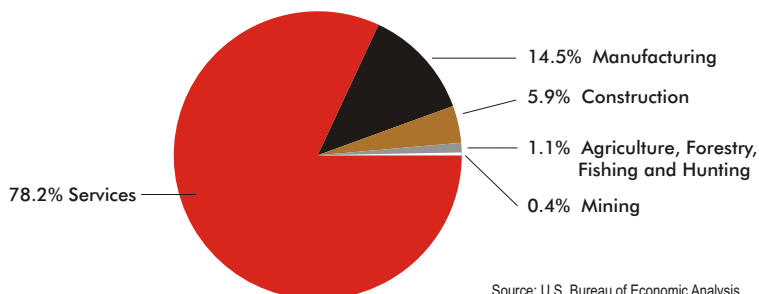
WHY SERVICES ARE IMPORTANT TO GEORGIA

A LEADING SERVICES EXPORTER

In 2005, Georgia exported \$11.3 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

GEORGIA ECONOMY



SERVICES SNAPSHOT

78.2% of Georgia's GDP is generated by the service sector

80% of Georgia's employment is in the service sector

111,000 Jobs in Georgia are supported by foreign investment in services

MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

Compensation (2005)

Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$105,800
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$95,300
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$81,300
Finance and Insurance	\$76,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$72,500

Source: U.S. Bureau of Economic Analysis

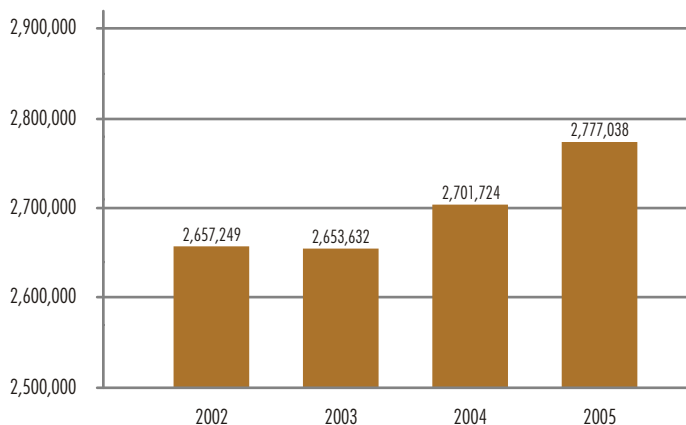
Selected Services Employers and Exporters

AIG
AT&T (BellSouth and Cingular) Inc.
Automatic Data Processing Inc.
Cox Enterprises Inc.
Delta Air Lines Inc.
IBM
Time Warner Inc.
UPS
Verizon Inc.
(Cellco and MCI)

Source: Dun & Bradstreet and company data

GEORGIA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



HI

Hawaii

WHY SERVICES ARE IMPORTANT TO HAWAII

SERVICES SNAPSHOT

89.5% of Hawaii's GDP is generated by the service sector

90% of Hawaii's employment is in the service sector

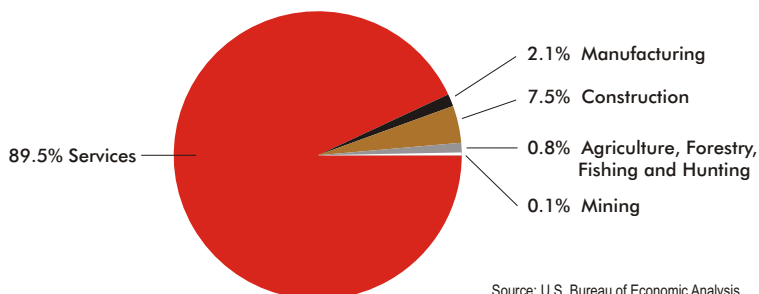
29,000 Jobs in Hawaii are supported by foreign investment in services

A LEADING SERVICES EXPORTER

In 2005, Hawaii exported \$2.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

HAWAII ECONOMY



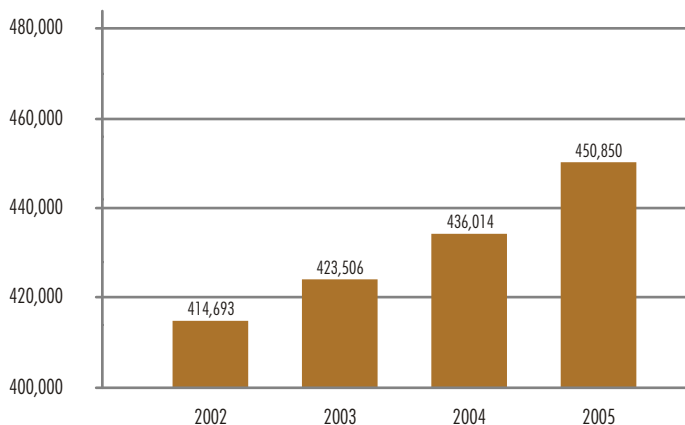
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$95,700
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$85,500
Finance and Insurance	\$67,300
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$65,400
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$59,600

Source: U.S. Bureau of Economic Analysis

HAWAII'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

Bank Of Hawaii Corp.
Buyco Inc.
CompUSA Inc.
Oahu Transit Services Inc
Starwood Hotels & Resorts

Source: Dun & Bradstreet and company data

ID



Idaho



SERVICES SNAPSHOT

71.8% of Idaho's GDP is generated by the service sector

76% of Idaho's employment is in the service sector

8,000 Jobs in Idaho are supported by foreign investment in services



Selected Services Employers and Exporters

Citigroup Inc.
EDS
Hagadone Investment Co.
Hewlett-Packard Co.
Hilton Hotels Corp.
IDACORP Inc.
Trace Inc.
Washington Group International Inc.

Source: Dun & Bradstreet and company data

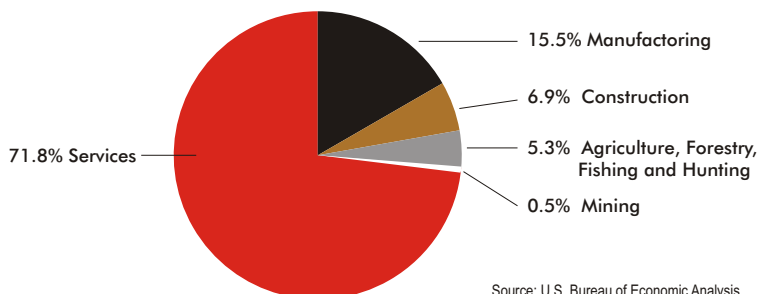
WHY SERVICES ARE IMPORTANT TO IDAHO

A LEADING SERVICES EXPORTER

In 2005, Idaho exported \$1.3 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

IDAHO ECONOMY



Source: U.S. Bureau of Economic Analysis

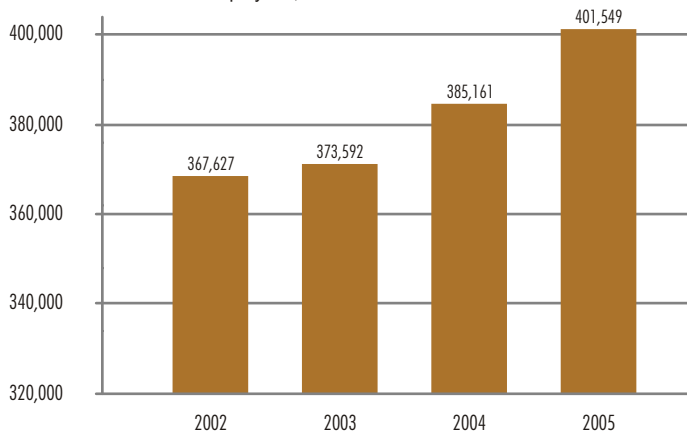
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$79,600
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$70,700
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$54,600
Finance and Insurance	\$52,100
Wholesale Trade	\$46,800

Source: U.S. Bureau of Economic Analysis

IDAHO'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis



SERVICES SNAPSHOT

79.3% of Illinois' GDP is generated by the service sector

81% of Illinois' employment is in the service sector

156,000 Jobs in Illinois are supported by foreign investment in services



Selected Services Employers and Exporters

Allstate Insurance
Aon Corp.
Aramark Management
AT&T Inc.
Citigroup Inc.
FedEx Corp.
General Electric Co.
J.P. Morgan Chase & Co.
(Bank One)
United Airlines
UPS

Source: Dun & Bradstreet and company data

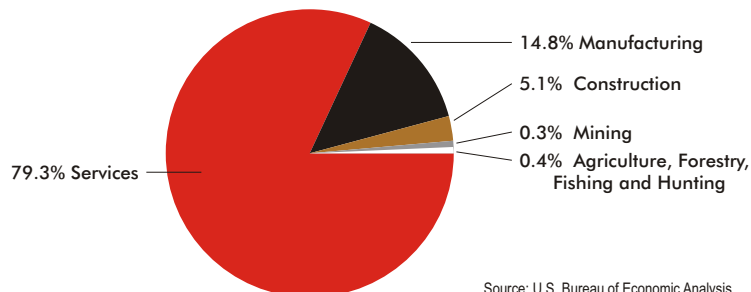
WHY SERVICES ARE IMPORTANT TO ILLINOIS

A LEADING SERVICES EXPORTER

In 2005, Illinois exported \$16.5 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

ILLINOIS ECONOMY



Source: U.S. Bureau of Economic Analysis

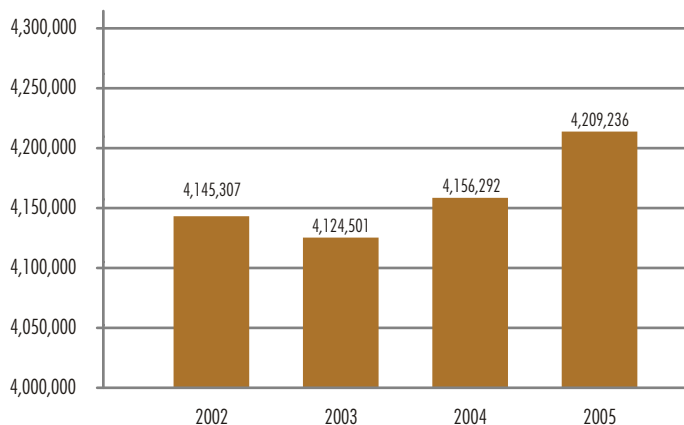
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$117,900
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$117,800
Finance and Insurance	\$92,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$85,100
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$73,700

Source: U.S. Bureau of Economic Analysis

ILLINOIS' SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

IN



Indiana

WHY SERVICES ARE IMPORTANT TO INDIANA



SERVICES SNAPSHOT

62.7% of Indiana's GDP is generated by the service sector

72% of Indiana's employment is in the service sector

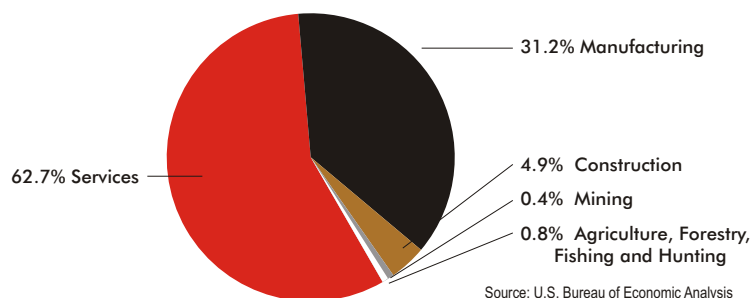
49,000 Jobs in Indiana are supported by foreign investment in services

A LEADING SERVICES EXPORTER

In 2005, Indiana exported \$5.5 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

INDIANA ECONOMY



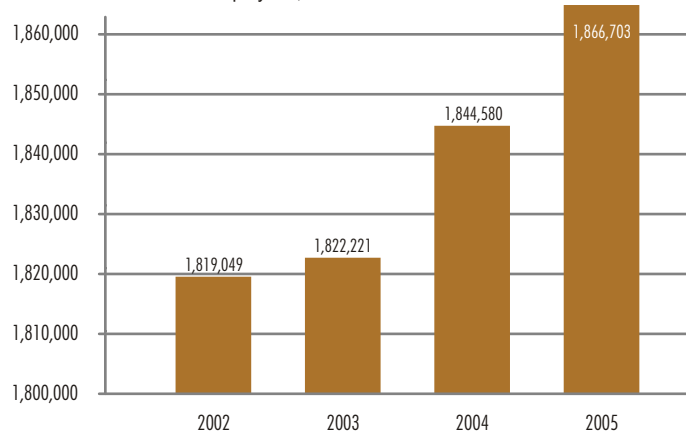
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$85,500
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$85,000
Finance and Insurance	\$60,200
Wholesale Trade	\$56,900
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$55,500

Source: U.S. Bureau of Economic Analysis

INDIANA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

AIG
AT&T Inc. (Ameritech)
Conseco Inc.
Duke Energy Corp.
FedEx Corp.
Lincoln National Corp.
Verizon Inc.

Source: Dun & Bradstreet and company data



SERVICES SNAPSHOT

66.6% of Iowa's GDP is generated by the service sector

76% of Iowa's employment is in the service sector

16,000 Jobs in Iowa are supported by foreign investment in services

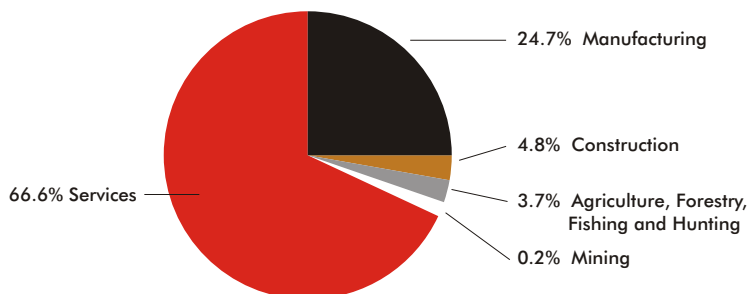
WHY SERVICES ARE IMPORTANT TO IOWA

A LEADING SERVICES EXPORTER

In 2005, Iowa exported \$2.8 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

IOWA ECONOMY



Source: U.S. Bureau of Economic Analysis

MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

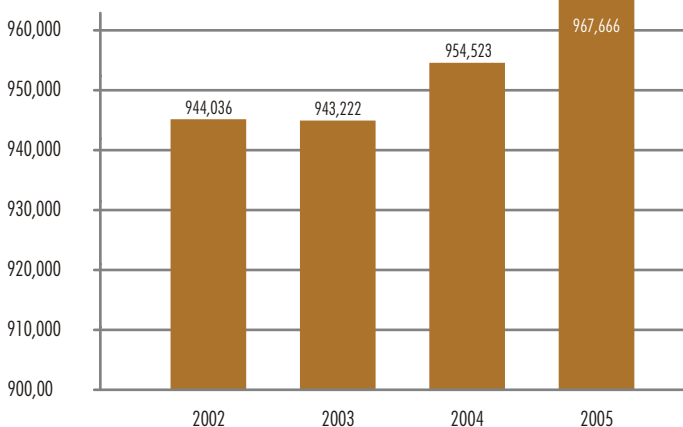
Compensation (2005)

Utilities (electric power generation, natural gas, water, sewage, and related services)	\$89,000
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$72,700
Finance and Insurance	\$61,100
Wholesale Trade	\$52,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$51,100

Source: U.S. Bureau of Economic Analysis

IOWA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

Selected Services Employers and Exporters

Aegon USA Investment Management
Berkshire Hathaway
Citigroup Inc.
Communications Data Services Inc.
Principal International Inc.
UPS
Wells Fargo & Co.

Source: Dun & Bradstreet and company data

KS



Kansas



KANSAS

SERVICES SNAPSHOT

72.8% of Kansas' GDP is generated by the service sector

77% of Kansas' employment is in the service sector

18,000 Jobs in Kansas are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
Black & Veatch Holding Co.
Swiss Reinsurance
Royal Caribbean Cruises Ltd.
Sprint Nextel Corp.
United International Union
YRC Worldwide Inc.

Source: Dun & Bradstreet and company data

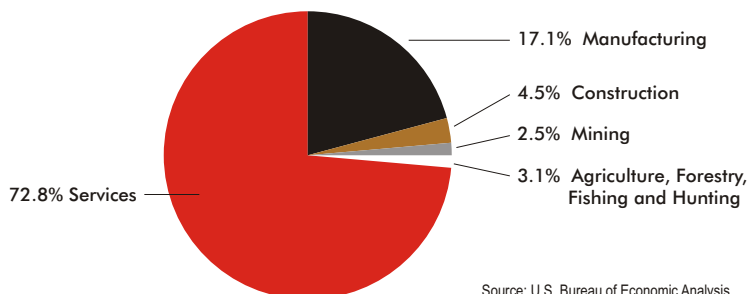
WHY SERVICES ARE IMPORTANT TO KANSAS

A LEADING SERVICES EXPORTER

In 2005, Kansas exported \$2.6 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

KANSAS ECONOMY



Source: U.S. Bureau of Economic Analysis

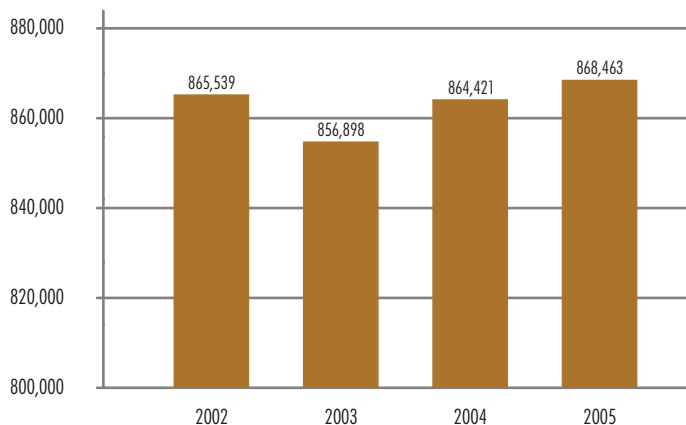
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$85,400
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$76,600
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$70,700
Finance and Insurance	\$59,300
Wholesale Trade	\$58,100

Source: U.S. Bureau of Economic Analysis

KANSAS' SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis



Kentucky



SERVICES SNAPSHOT

67.7% of Kentucky's GDP is generated by the service sector

75% of Kentucky's employment is in the service sector

35,000 Jobs in Kentucky are supported by foreign investment in services



Selected Services Employers and Exporters

Bank of America
Merchant Services
Citigroup Inc.
Eon AG (Kentucky Utilities)
J.P. Morgan Chase & Co.
L-3 Communications Corp.
Thomas & King of
Arizona Inc
UPS

Source: Dun & Bradstreet and company data

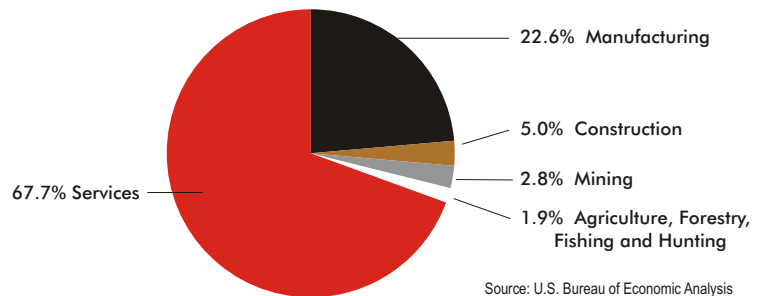
WHY SERVICES ARE IMPORTANT TO KENTUCKY

A LEADING SERVICES EXPORTER

In 2005, Kentucky exported \$3.8 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

KENTUCKY ECONOMY



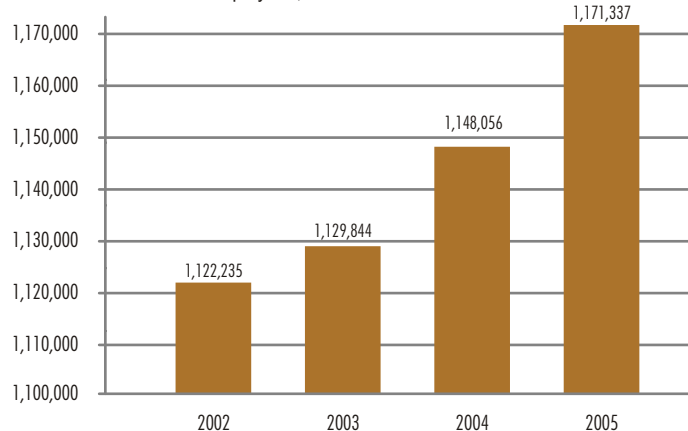
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$95,700
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$79,500
Finance and Insurance	\$58,400
Wholesale Trade	\$55,900
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$54,500

Source: U.S. Bureau of Economic Analysis

KENTUCKY'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





SERVICES SNAPSHOT

61.7% of Louisiana's GDP is generated by the service sector

79% of Louisiana's employment is in the service sector

33,000 Jobs in Louisiana are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
FedEx Corp.
JP Morgan Chase & Co.
Northrop Grumman Corp.
Southwest Airlines Co.

Source: Dun & Bradstreet and company data

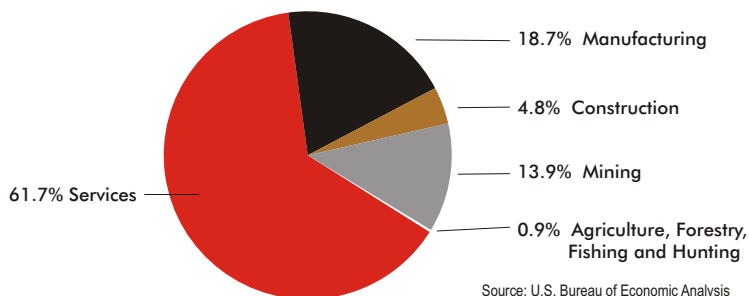
WHY SERVICES ARE IMPORTANT TO LOUISIANA

A LEADING SERVICES EXPORTER

In 2005, Louisiana exported \$6.2 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

LOUISIANA ECONOMY



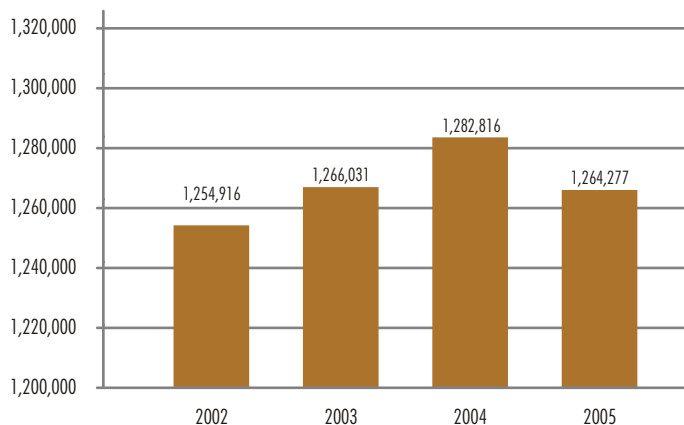
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$83,800
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$68,700
Finance and Insurance	\$54,800
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$53,600
Wholesale Trade	\$53,600

Source: U.S. Bureau of Economic Analysis

LOUISIANA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



ME



Maine



SERVICES SNAPSHOT

79.1% of Maine's GDP is generated by the service sector

81% of Maine's employment is in the service sector

20,000 Jobs in Maine are supported by foreign investment in services



Selected Services Employers and Exporters

Aetna Life Insurance Co Inc.
General Dynamics Corp.
National Fia Card Services
Time Warner Inc.
Toronto-Dominion Bank
UnumProvident Corp.
Verizon Communications Inc.

Source: Dun & Bradstreet and company data

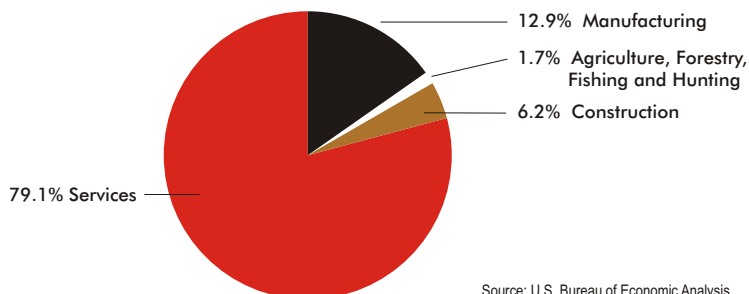
WHY SERVICES ARE IMPORTANT TO MAINE

A LEADING SERVICES EXPORTER

In 2005, Maine exported \$1.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MAINE ECONOMY



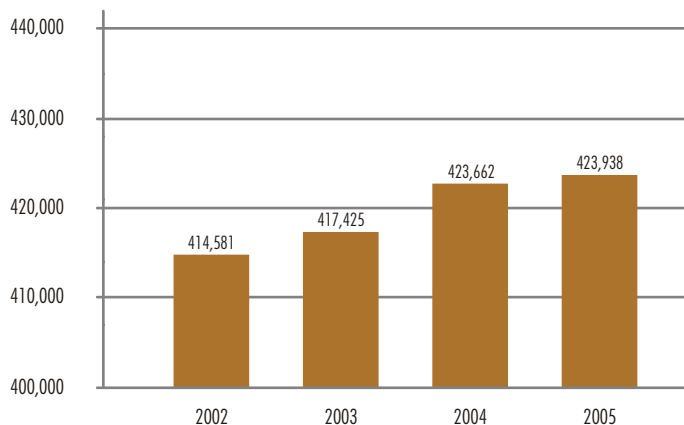
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$78,000
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$70,600
Finance and Insurance	\$59,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$55,100
Wholesale Trade	\$54,300

Source: U.S. Bureau of Economic Analysis

MAINE'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



MD



Maryland



SERVICES SNAPSHOT

85.6% of Maryland's GDP is generated by the service sector

84% of Maryland's employment is in the service sector

83,000 Jobs in Maryland are supported by foreign investment in services



Selected Services Employers and Exporters

Allegis Group Inc.
Citigroup Inc.
Computer Sciences Corp.
Discovery Communications
DLA Piper US LLP
Johns Hopkins Medicine
International LLC
Marriott
Science Applications Intl.
Southwest Airlines Co.
Verizon Inc.

Source: Dun & Bradstreet and company data

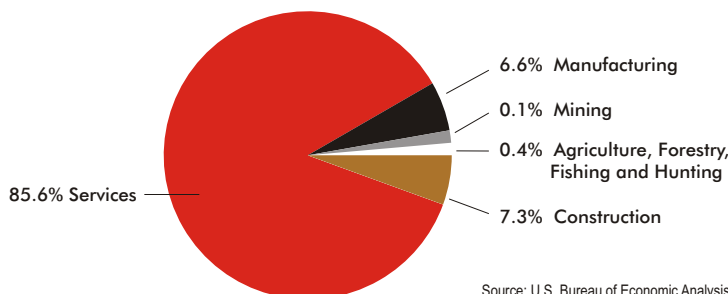
WHY SERVICES ARE IMPORTANT TO MARYLAND

A LEADING SERVICES EXPORTER

In 2005, Maryland exported \$7.2 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MARYLAND ECONOMY



Source: U.S. Bureau of Economic Analysis

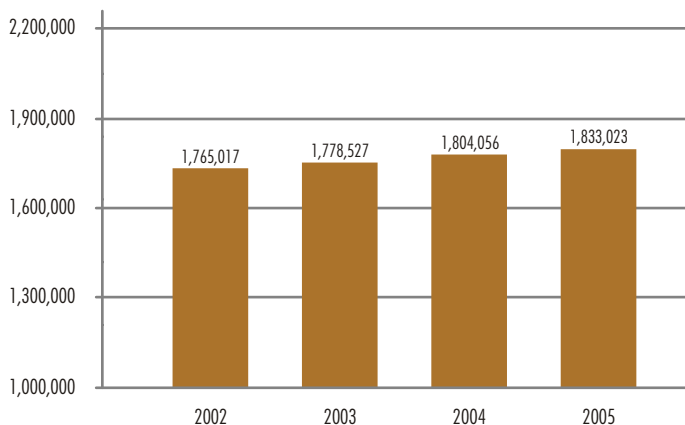
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$117,800
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$93,200
Finance and Insurance	\$87,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$81,100
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$76,900

Source: U.S. Bureau of Economic Analysis

MARYLAND'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis



SERVICES SNAPSHOT

83.8% of Massachusetts' GDP is generated by the service sector

84% of Massachusetts' employment is in the service sector

140,000 Jobs in Massachusetts are supported by foreign investment in services



Selected Services Employers and Exporters

Fidelity Investments
John Hancock Financial
Liberty Mutual
Putnam Investments MMC
State Street Bank & Trust Co.
Verizon Inc.

Source: Dun & Bradstreet and company data

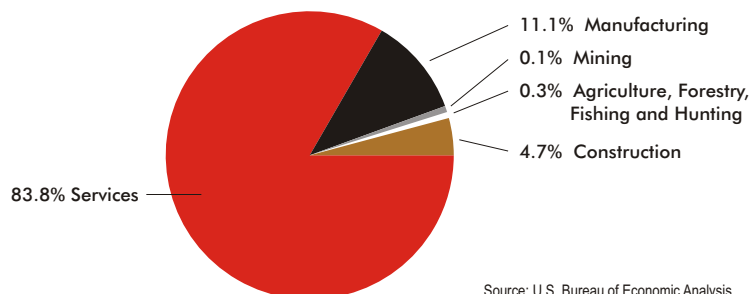
WHY SERVICES ARE IMPORTANT TO MASSACHUSETTS

A LEADING SERVICES EXPORTER

In 2005, Massachusetts exported \$8.8 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MASSACHUSETTS ECONOMY



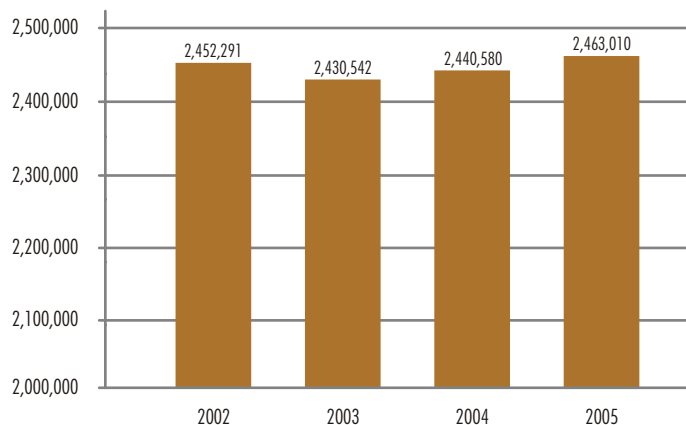
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Finance and Insurance	\$118,500
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$115,500
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$98,200
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$96,400
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$95,700

Source: U.S. Bureau of Economic Analysis

MASSACHUSETTS' SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





SERVICES SNAPSHOT

73.6% of Michigan's GDP is generated by the service sector

77% of Michigan's employment is in the service sector

111,000 Jobs in Michigan are supported by foreign investment in services



Selected Services Employers and Exporters

Affinia Group Holdings Inc.
Alticor Inc. (Amway)
Citigroup Inc.
EDS
FedEx Corp.
Ford Motors (service jobs)
General Motors (service jobs)
UPS

Source: Dun & Bradstreet and company data

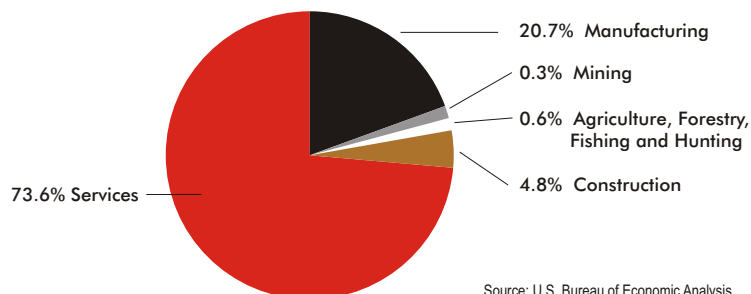
WHY SERVICES ARE IMPORTANT TO MICHIGAN

A LEADING SERVICES EXPORTER

In 2005, Michigan exported \$10.9 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MICHIGAN ECONOMY



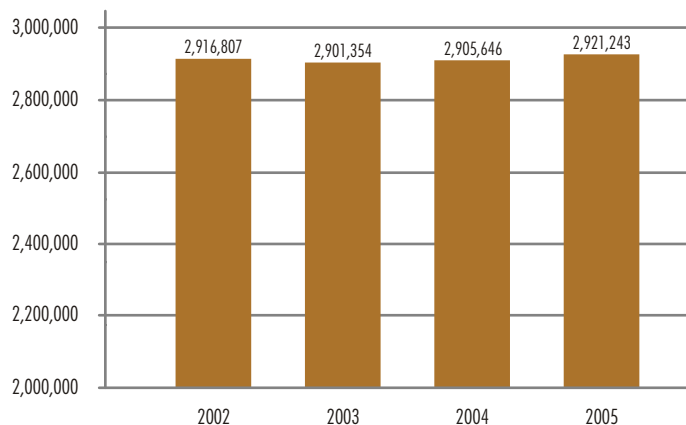
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$112,300
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$99,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$78,600
Wholesale Trade	\$69,100
Finance and Insurance	\$66,200

Source: U.S. Bureau of Economic Analysis

MICHIGAN'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





SERVICES SNAPSHOT

77.5% of Minnesota's GDP is generated by the service sector

79% of Minnesota's employment is in the service sector

59,000 Jobs in Minnesota are supported by foreign investment in services



Selected Services Employers and Exporters

American Express Co.
Mayo Clinic
Northwest Airlines
RBC Capital Market
St. Paul Travelers Co's Inc.

Source: Dun & Bradstreet and company data

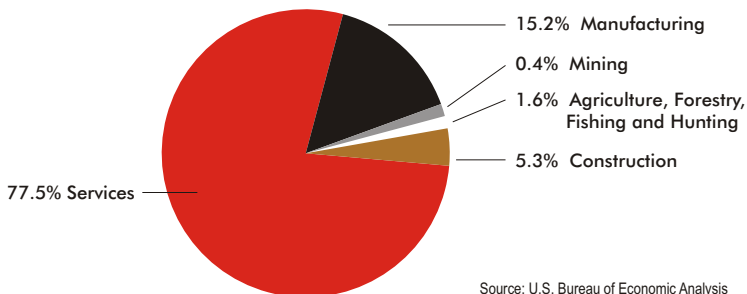
WHY SERVICES ARE IMPORTANT TO MINNESOTA

A LEADING SERVICES EXPORTER

In 2005, Minnesota exported \$7.3 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MINNESOTA ECONOMY



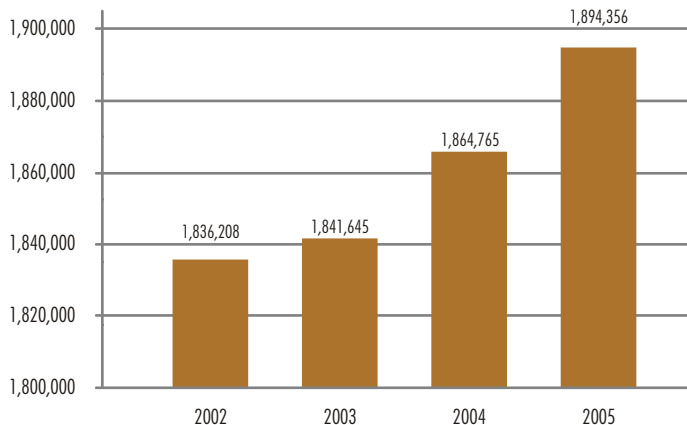
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$109,100
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$100,200
Finance and Insurance	\$83,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$74,100
Wholesale Trade	\$71,300

Source: U.S. Bureau of Economic Analysis

MINNESOTA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



MS



Mississippi



SERVICES SNAPSHOT

69.7% of Mississippi's GDP is generated by the service sector

73% of Mississippi's employment is in the service sector

12,000 Jobs in Mississippi are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
Colony Capital LLC
UPS
Verizon Inc. (Skytel Corp.)

Source: Dun & Bradstreet and company data

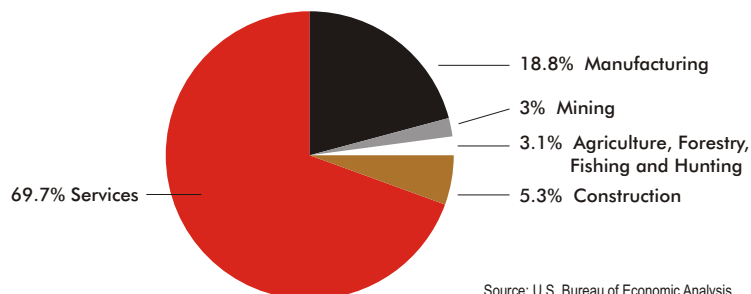
WHY SERVICES ARE IMPORTANT TO MISSISSIPPI

A LEADING SERVICES EXPORTER

In 2005, Mississippi exported \$2 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MISSISSIPPI ECONOMY



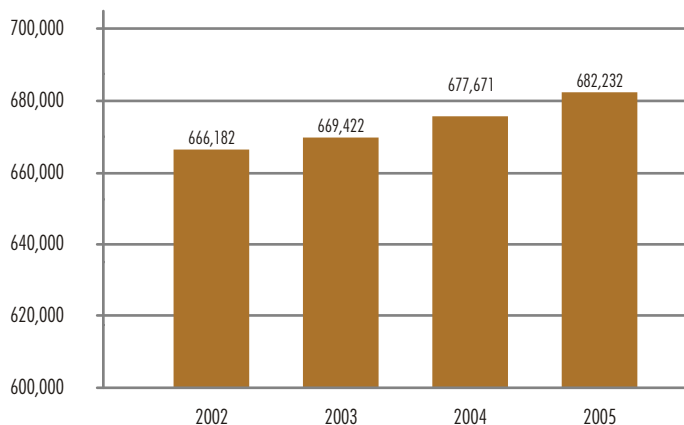
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$78,000
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$65,900
Wholesale Trade	\$50,400
Finance and Insurance	\$49,400
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$48,300

Source: U.S. Bureau of Economic Analysis

MISSISSIPPI'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

MO



Missouri



SERVICES SNAPSHOT

76.1% of Missouri's GDP is generated by the service sector

80% of Missouri's employment is in the service sector

43,000 Jobs in Missouri are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
(Southwestern Bell)
Cerner Corp.
DST Systems Inc.
Emerson Electric Co.
Maritz Inc.
US Bancorp
Verizon Inc.
YRC Worldwide Inc.

Source: Dun & Bradstreet and company data

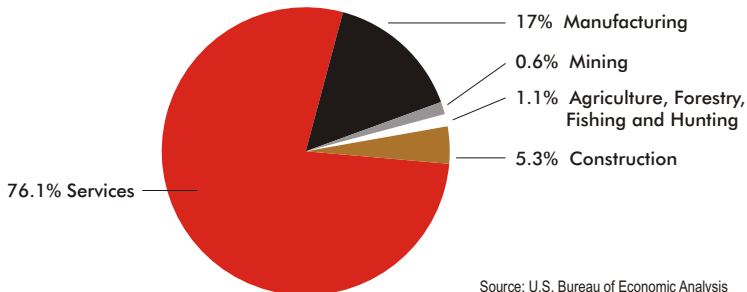
WHY SERVICES ARE IMPORTANT TO MISSOURI

A LEADING SERVICES EXPORTER

In 2005, Missouri exported \$6.5 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MISSOURI ECONOMY



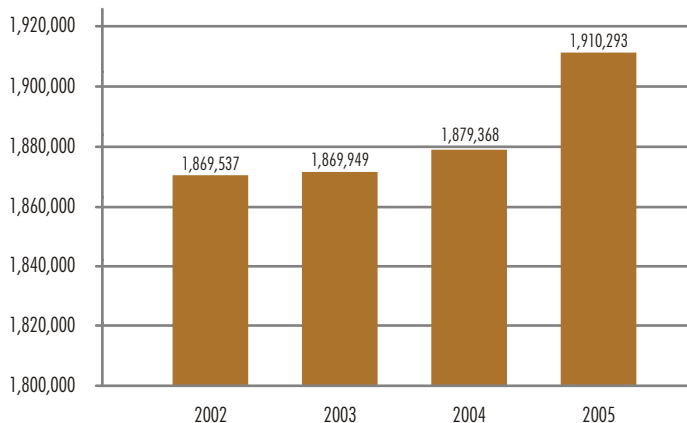
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$90,500
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$84,000
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$66,700
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$62,900
Finance and Insurance	\$62,400

Source: U.S. Bureau of Economic Analysis

MISSOURI'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



MT



Montana

MONTANA



SERVICES SNAPSHOT

76.2% of Montana's GDP is generated by the service sector

83% of Montana's employment is in the service sector

6,000 Jobs in Montana are supported by foreign investment in services



Selected Services Employers and Exporters

Beneficial Corp
Burlington Northern
Santa Fe Railway Co.
EDS
FedEx Corp.
UPS

Source: Dun & Bradstreet and company data

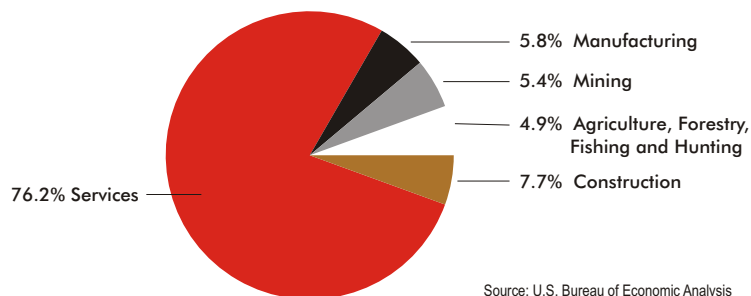
WHY SERVICES ARE IMPORTANT TO MONTANA

A LEADING SERVICES EXPORTER

In 2005, Montana exported \$826 million in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

MONTANA ECONOMY



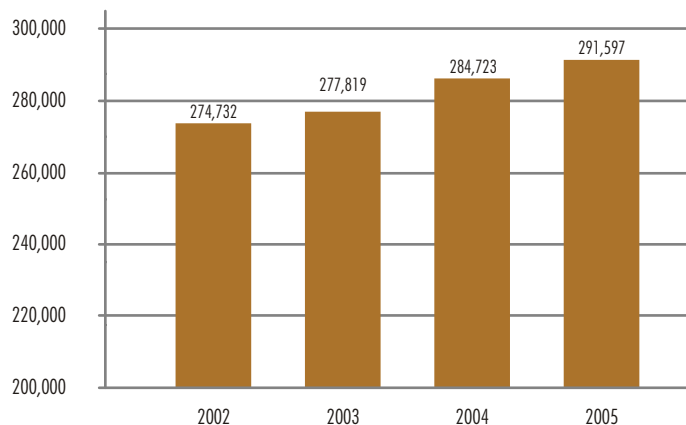
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$81,700
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$56,000
Finance and Insurance	\$50,500
Transportation and Warehousing	\$49,000
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$47,700

Source: U.S. Bureau of Economic Analysis

MONTANA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





SERVICES SNAPSHOT

76.8% of Nebraska's GDP is generated by the service sector

80% of Nebraska's employment is in the service sector

12,000 Jobs in Nebraska are supported by foreign investment in services



Selected Services Employers and Exporters

Burlington Northern
Santa Fe Railway Co.
FedEx Corp.
First Data Corp.
Marriott International Inc.
Omaha Public Power
District
Qwest Corp.
UPS

Source: Dun & Bradstreet and company data

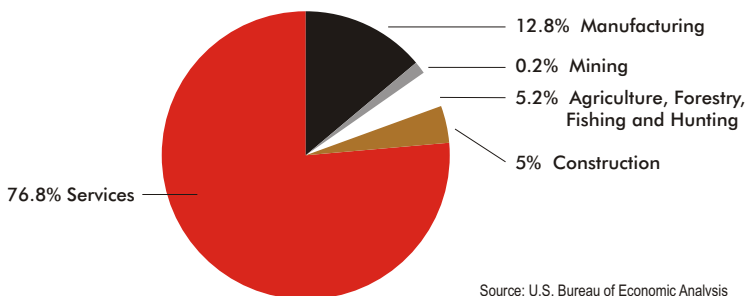
WHY SERVICES ARE IMPORTANT TO NEBRASKA

A LEADING SERVICES EXPORTER

In 2005, Nebraska exported \$2.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NEBRASKA ECONOMY



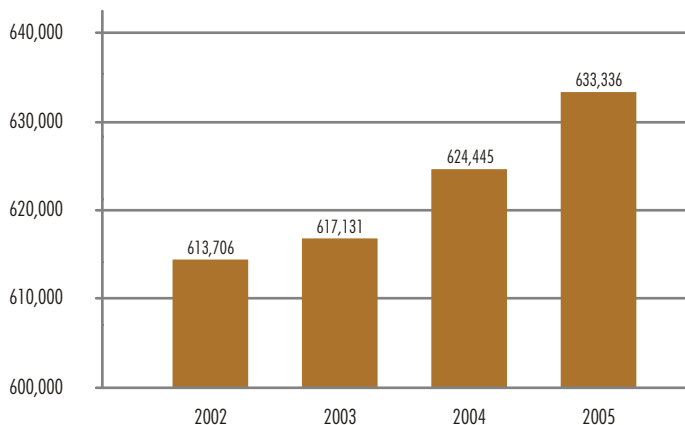
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$108,300
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$76,300
Finance and Insurance	\$57,300
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$56,700
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$56,400

Source: U.S. Bureau of Economic Analysis

NEBRASKA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



NV



Nevada

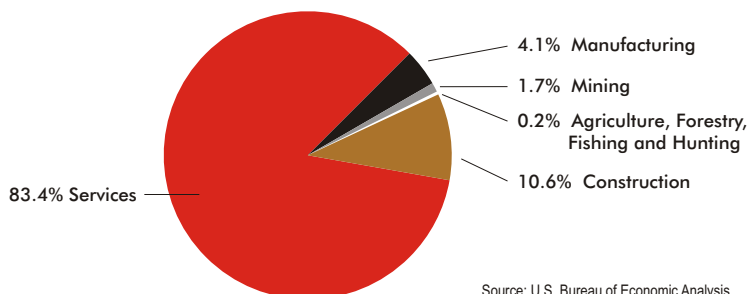
WHY SERVICES ARE IMPORTANT TO NEVADA

A LEADING SERVICES EXPORTER

In 2005, Nevada exported \$4.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NEVADA ECONOMY



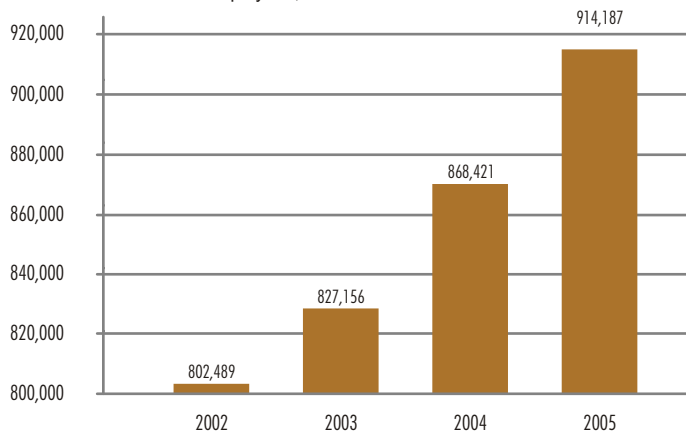
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$173,100
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$107,300
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$71,400
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$69,300
Finance and Insurance	\$69,000

Source: U.S. Bureau of Economic Analysis

NEVADA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



SERVICES SNAPSHOT

83.4% of Nevada's GDP is generated by the service sector

82% of Nevada's employment is in the service sector

22,000 Jobs in Nevada are supported by foreign investment in services



Selected Services Employers and Exporters

Bellagio LLC
Caesars Palace Hotel & Casino
Citigroup Inc.
FedEx Corp.
HSBC Holdings
Las Vegas Sands Inc.
PerkinElmer Inc.
UPS

Source: Dun & Bradstreet and company data

NH



New Hampshire



SERVICES SNAPSHOT

80.7% of New Hampshire's GDP is generated by the service sector

80% of New Hampshire's employment is in the service sector

23,000 Jobs in New Hampshire are supported by foreign investment in services



Selected Services Employers and Exporters

BAE Systems PLC
Berkshire Hathaway Inc.
Dartmouth-Hitchcock
Obligated Group
FedEx Corp.
Liberty Mutual Holding
Co. Inc.
Progress Software Corp.

Source: Dun & Bradstreet and company data

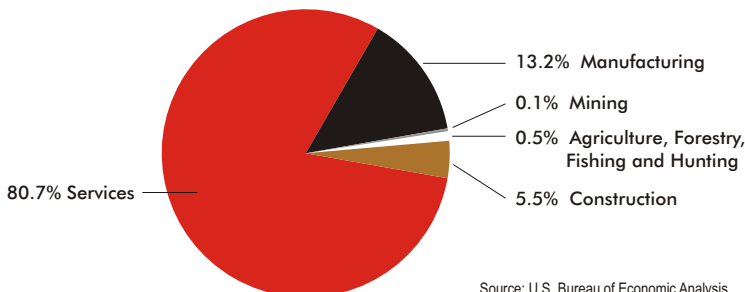
WHY SERVICES ARE IMPORTANT TO NEW HAMPSHIRE

A LEADING SERVICES EXPORTER

In 2005, New Hampshire exported \$1.4 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NEW HAMPSHIRE ECONOMY



MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

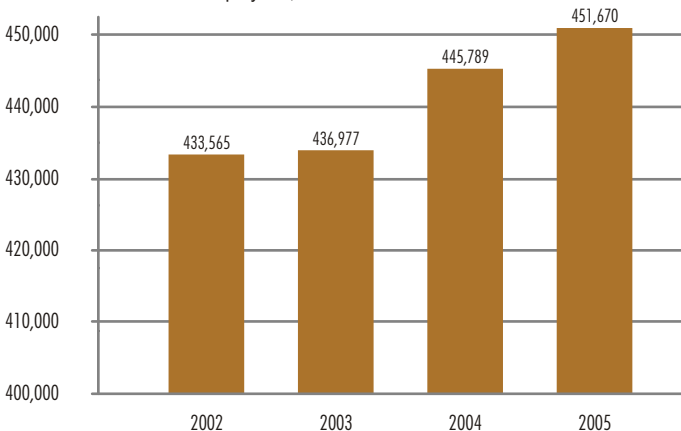
Compensation (2005)

Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$110,200
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$99,000
Finance and Insurance	\$81,100
Wholesale Trade	\$78,700
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$76,900

Source: U.S. Bureau of Economic Analysis

NEW HAMPSHIRE'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





SERVICES SNAPSHOT

84.6% of New Jersey's GDP is generated by the service sector

85% of New Jersey's employment is in the service sector

160,000 Jobs in New Jersey are supported by foreign investment in services



Selected Services Employers and Exporters

AIG
AT&T Inc.
Automatic Data Processing Corp.
Cognizant Technology Solutions
FedEx Corp.
Larsen & Toubro Infotech Limited
PHH Corp.
Prudential Financial Inc.
UPS

Source: Dun & Bradstreet and company data

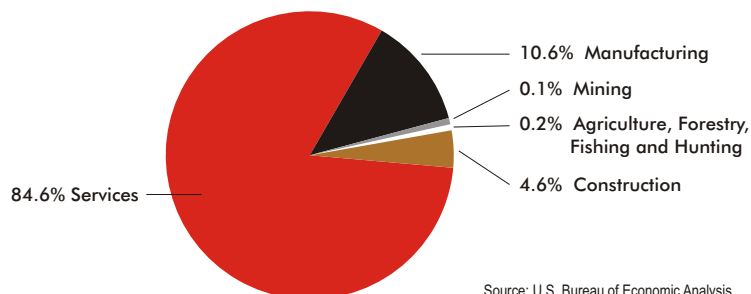
WHY SERVICES ARE IMPORTANT TO NEW JERSEY

A LEADING SERVICES EXPORTER

In 2005, New Jersey exported \$11.7 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NEW JERSEY ECONOMY



Source: U.S. Bureau of Economic Analysis

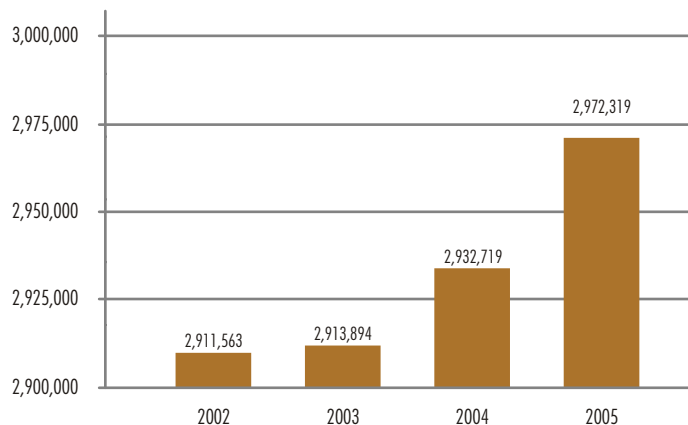
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$132,100
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$111,900
Finance and Insurance	\$105,200
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$89,200
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$88,000

Source: U.S. Bureau of Economic Analysis

NEW JERSEY'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis



SERVICES SNAPSHOT

65.1% of New Mexico's GDP is generated by the service sector

82% of New Mexico's employment is in the service sector

10,000 Jobs in New Mexico are supported by foreign investment in services



Selected Services Employers and Exporters

Bank of America Inc.
Citigroup Inc.
ClientLogic Corp.
Halliburton Delaware Inc.
Honeywell International Inc.
Qwest Corp.
Sandia Corp
Time Warner Inc.
Wells Fargo & Co.

Source: Dun & Bradstreet and company data

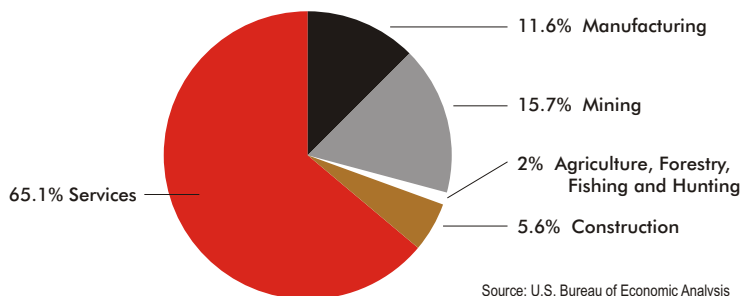
WHY SERVICES ARE IMPORTANT TO NEW MEXICO

A LEADING SERVICES EXPORTER

In 2005, New Mexico exported \$1.8 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NEW MEXICO ECONOMY



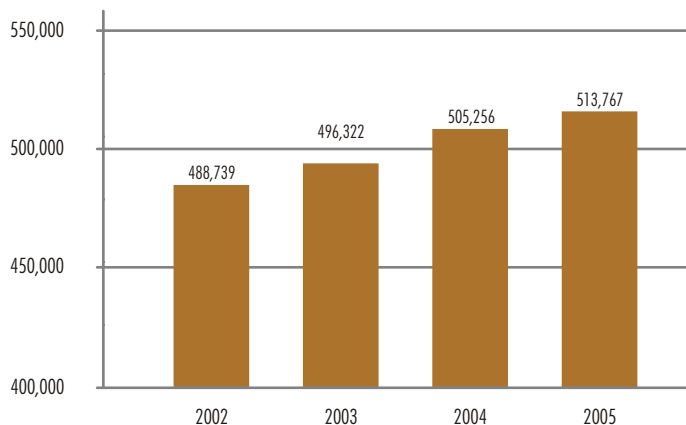
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$78,900
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$66,300
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$58,000
Finance and Insurance	\$51,200
Wholesale Trade	\$49,500

Source: U.S. Bureau of Economic Analysis

NEW MEXICO'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



NY



New York



SERVICES SNAPSHOT

89.1% of New York's GDP is generated by the service sector

87% of New York's employment is in the service sector

307,000 Jobs in New York are supported by foreign investment in services



Selected Services Employers and Exporters

American Express Co.
AIG
Citigroup Inc.
Consolidated Edison Co.
FedEx Corp.
General Electric Co.
IBM
Merrill Lynch
Time Warner Inc.
UPS
Verizon Inc.

Source: Dun & Bradstreet and company data

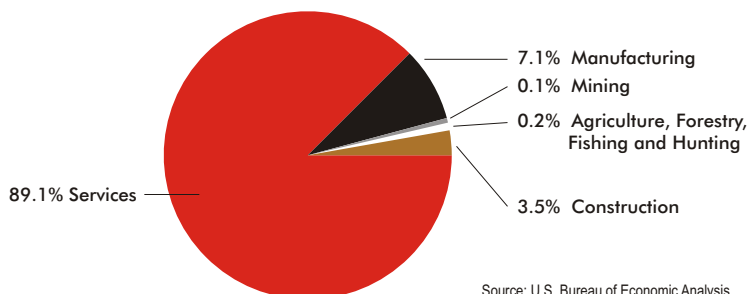
WHY SERVICES ARE IMPORTANT TO NEW YORK

A LEADING SERVICES EXPORTER

In 2005, New York exported \$27.4 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NEW YORK ECONOMY



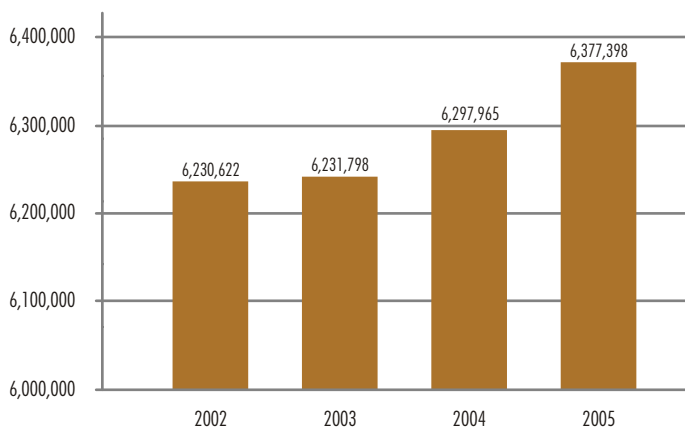
Source: U.S. Bureau of Economic Analysis

MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Finance and Insurance	\$178,100
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$140,800
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$109,800
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$93,300
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$90,600

Source: U.S. Bureau of Economic Analysis

NEW YORK'S SERVICES EMPLOYMENT IS GROWING



Source: U.S. Bureau of Economic Analysis

NC



North Carolina



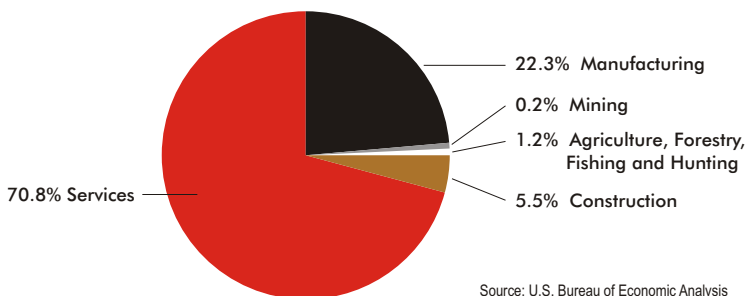
WHY SERVICES ARE IMPORTANT TO NORTH CAROLINA

A LEADING SERVICES EXPORTER

In 2005, North Carolina exported \$8.6 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NORTH CAROLINA ECONOMY



SERVICES SNAPSHOT

70.8% of North Carolina's GDP is generated by the service sector

75% of North Carolina's employment is in the service sector

114,000 Jobs in North Carolina are supported by foreign investment in services



MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

Compensation (2005)

Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$94,000
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$87,800
Finance and Insurance	\$77,800
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$67,600
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$63,000

Source: U.S. Bureau of Economic Analysis

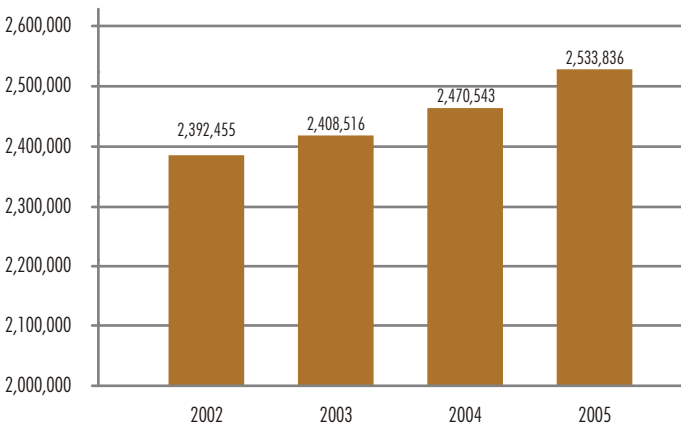
Selected Services Employers and Exporters

American Express Co.
AT&T Inc.
Bank of America Inc.
Duke Energy Corp.
IBM
Progress Energy Corp.
SAS Institute Inc.
Sprint Nextel Inc.
Time Warner Inc.
Verizon Inc.
Wachovia Corp.

Source: Dun & Bradstreet and company data

NORTH CAROLINA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



ND



North Dakota

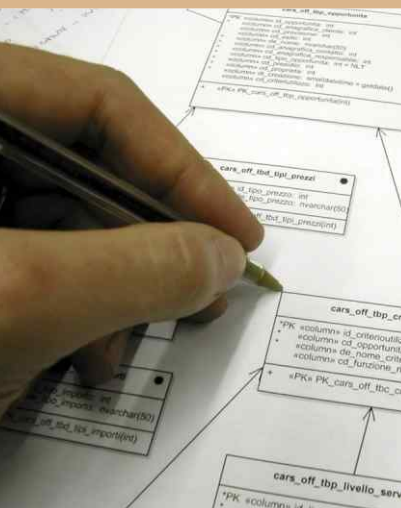


SERVICES SNAPSHOT

72.7% of North Dakota's GDP is generated by the service sector

82% of North Dakota's employment is in the service sector

62,000 Jobs in North Dakota are supported by foreign investment in services



Selected Services Employers and Exporters

American Express Co.
FedEx Corp.
Microsoft Corp.
Reliastar Life Insurance Co.
Sykes Enterprises Inc.
UPS

Source: Dun & Bradstreet and company data

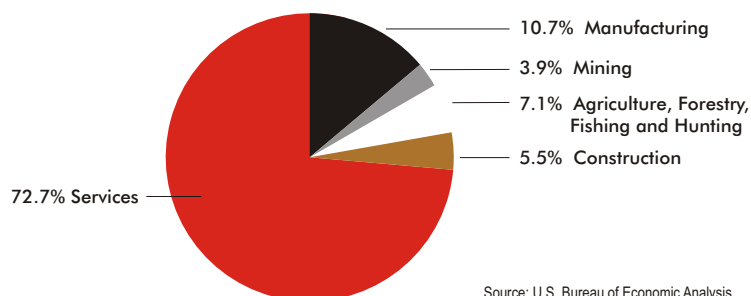
WHY SERVICES ARE IMPORTANT TO NORTH DAKOTA

A LEADING SERVICES EXPORTER

In 2005, North Dakota exported \$622 million in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

NORTH DAKOTA ECONOMY



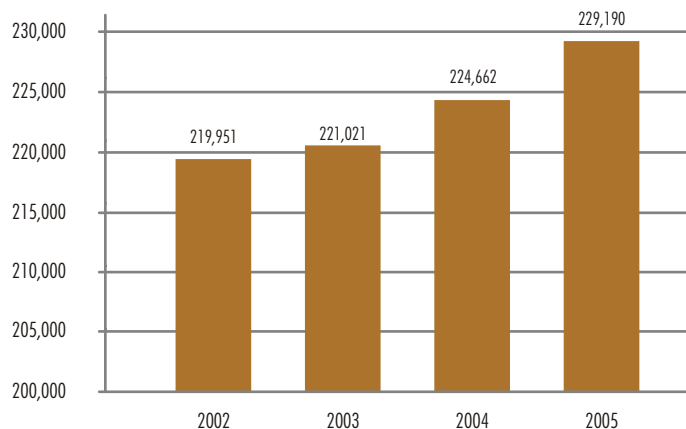
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$91,400
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$59,400
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$51,100
Transportation and Warehousing	\$49,100
Wholesale Trade	\$48,200

Source: U.S. Bureau of Economic Analysis

NORTH DAKOTA'S SERVICES EMPLOYMENT IS GROWING

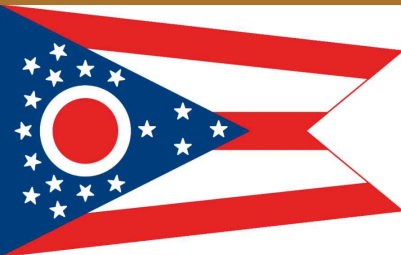
Number of service sector employees, 2002 - 2005



OH



Ohio



SERVICES SNAPSHOT

72.7% of Ohio's GDP is generated by the service sector

82% of Ohio's employment is in the service sector

103,000 Jobs in Ohio are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
Citigroup Inc.
FedEx Corp.
JP Morgan Chase & Co.
National City Corp.
Time Warner Inc.
UPS
US Bancorp

Source: Dun & Bradstreet and company data

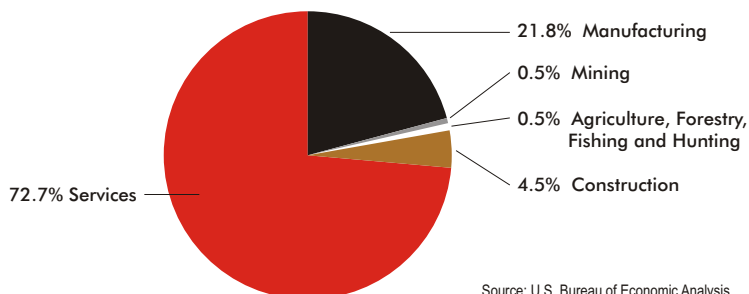
WHY SERVICES ARE IMPORTANT TO OHIO

A LEADING SERVICES EXPORTER

In 2005, Ohio exported \$12.6 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

OHIO ECONOMY



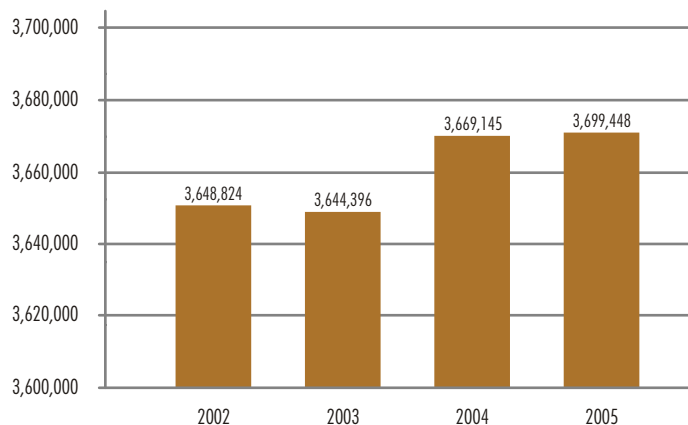
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$100,100
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$93,300
Finance and Insurance	\$65,500
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$63,100
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$62,300

Source: U.S. Bureau of Economic Analysis

OHIO'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



OK

Oklahoma



SERVICES SNAPSHOT

66.4% of Oklahoma's GDP is generated by the service sector

79% of Oklahoma's employment is in the service sector

19,000 Jobs in Oklahoma are supported by foreign investment in services



Selected Services Employers and Exporters

American Airlines Inc.
AT&T Inc. (Cingular Wireless LLC)
Cox Communications Inc.
Hertz Investors Inc.
IBM
Level 3 Communications LLC
Time Warner Inc.
Williams Co.

Source: Dun & Bradstreet and company data

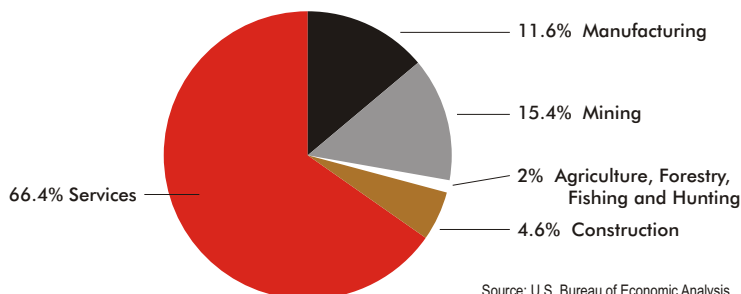
WHY SERVICES ARE IMPORTANT TO OKLAHOMA

A LEADING SERVICES EXPORTER

In 2005, Oklahoma exported \$3.7 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

OKLAHOMA ECONOMY



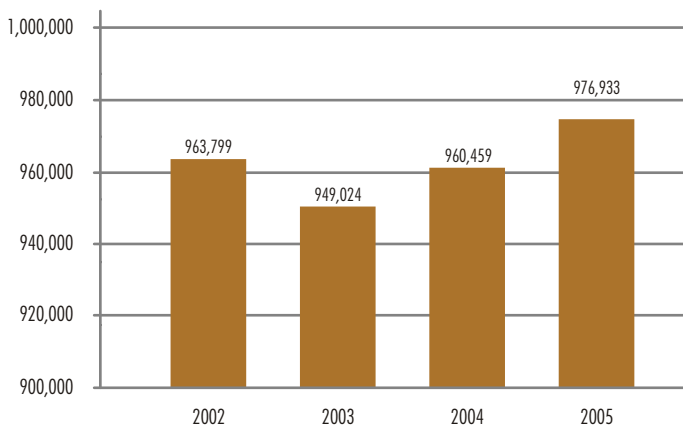
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$85,800
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$69,100
Transportation and Warehousing	\$52,200
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$52,100
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$51,800

Source: U.S. Bureau of Economic Analysis

OKLAHOMA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

OR



Oregon

STATE OF OREGON



SERVICES SNAPSHOT

70.1% of Oregon's GDP is generated by the service sector

77% of Oregon's employment is in the service sector

35,000 Jobs in Oregon are supported by foreign investment in services



Selected Services Employers and Exporters

Automatic Data Processing Inc.
Con-Way Inc.
Mentor Graphics Corp.
Stream International Inc.
US Bancorp
Vanguard Marketing Services Inc.
Wells Fargo & Co.

Source: Dun & Bradstreet and company data

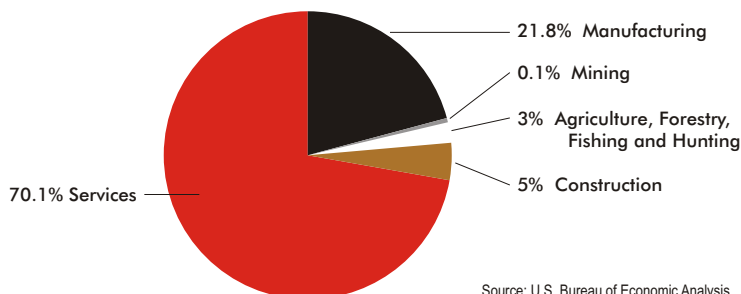
WHY SERVICES ARE IMPORTANT TO OREGON

A LEADING SERVICES EXPORTER

In 2005, Oregon exported \$3.7 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

OREGON ECONOMY



Source: U.S. Bureau of Economic Analysis

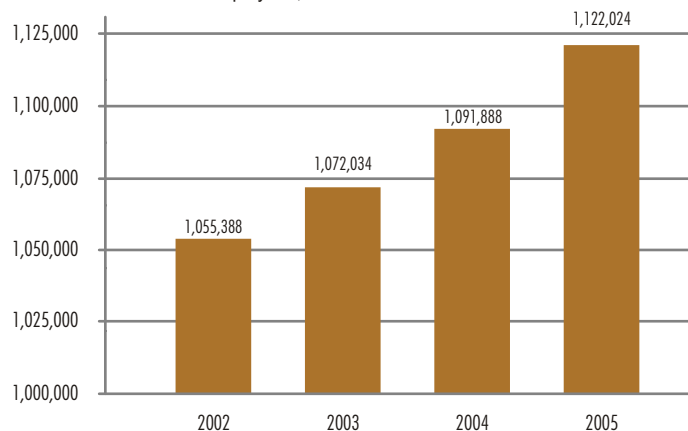
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$91,500
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$82,900
Wholesale Trade	\$67,700
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$67,400
Finance and Insurance	\$66,700

Source: U.S. Bureau of Economic Analysis

OREGON'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis



SERVICES SNAPSHOT

76.8% of Pennsylvania's GDP is generated by the service sector

81% of Pennsylvania's employment is in the service sector

137,000 Jobs in Pennsylvania are supported by foreign investment in services



Selected Services Employers and Exporters

Bank of America Inc.
Citigroup Inc.
FedEx Corp.
Mellon Financial
PPL Corp.
Prudential Financial Inc.
UPS
Verizon Inc.
YRC Worldwide Inc.

Source: Dun & Bradstreet and company data

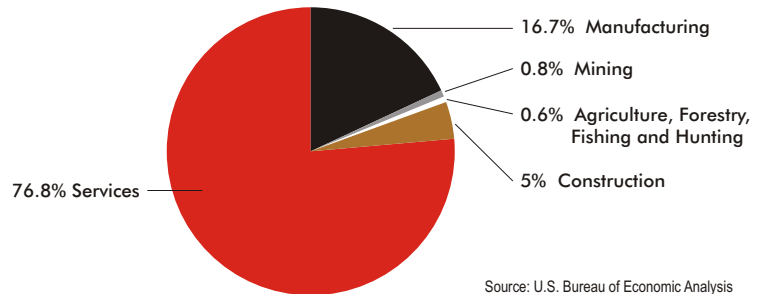
WHY SERVICES ARE IMPORTANT TO PENNSYLVANIA

A LEADING SERVICES EXPORTER

In 2005, Pennsylvania exported \$13.5 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

PENNSYLVANIA ECONOMY



MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

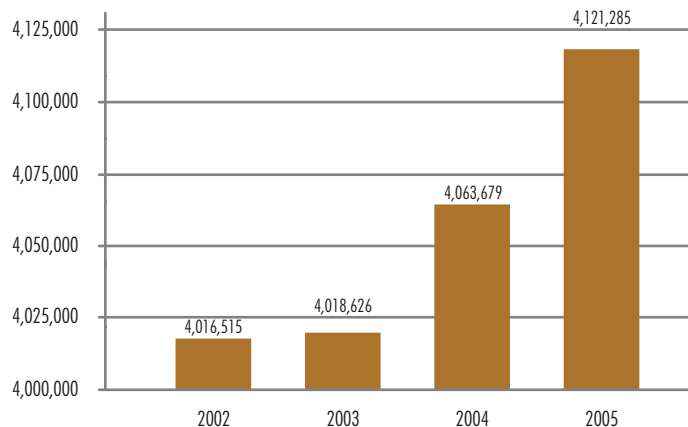
Compensation (2005)

Utilities (electric power generation, natural gas, water, sewage, and related services)	\$115,400
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$97,400
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$76,900
Finance and Insurance	\$76,500
Wholesale Trade	\$66,800

Source: U.S. Bureau of Economic Analysis

PENNSYLVANIA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





Rhode Island



SERVICES SNAPSHOT

82.9% of Rhode Island's GDP is generated by the service sector

82% of Rhode Island's employment is in the service sector

22,000 Jobs in Rhode Island are supported by foreign investment in services



Selected Services Employers and Exporters

Bank of America Inc.
MetLife Inc.
General Dynamics Inc.
Gold Holding Co.
FGX International Inc.
Verizon Inc.

Source: Dun & Bradstreet and company data

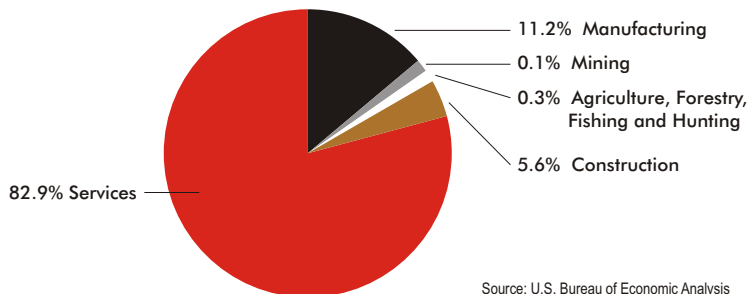
WHY SERVICES ARE IMPORTANT TO RHODE ISLAND

■ A LEADING SERVICES EXPORTER

In 2005, Rhode Island exported \$1.3 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

■ RHODE ISLAND ECONOMY



■ MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

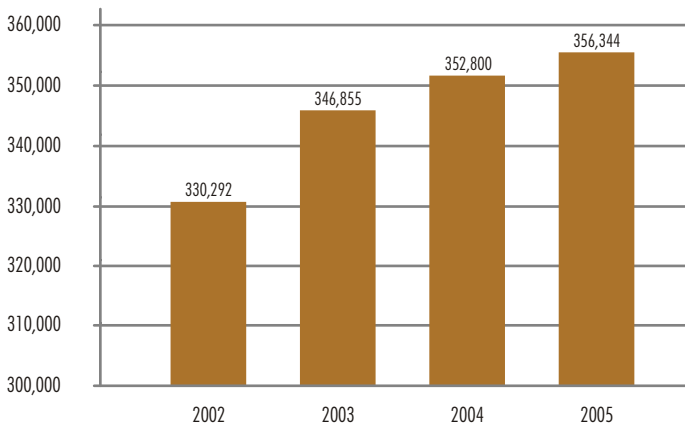
Compensation (2005)

Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$100,600
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$88,100
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$76,400
Finance and Insurance	\$69,200
Wholesale Trade	\$65,400

Source: U.S. Bureau of Economic Analysis

■ RHODE ISLAND'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



SC



South Carolina

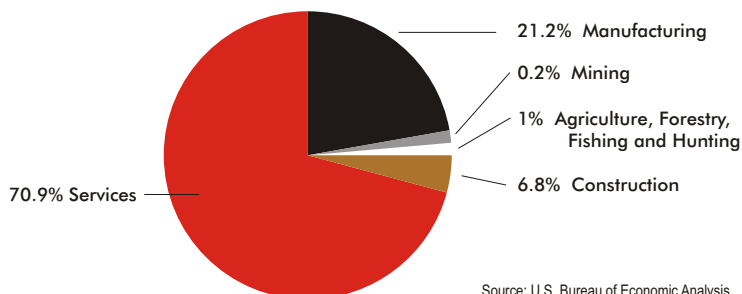
WHY SERVICES ARE IMPORTANT TO SOUTH CAROLINA

A LEADING SERVICES EXPORTER

In 2005, South Carolina exported \$4.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

SOUTH CAROLINA ECONOMY



SERVICES SNAPSHOT

70.9% of South Carolina's GDP is generated by the service sector

75% of South Carolina's employment is in the service sector

58,000 Jobs in South Carolina are supported by foreign investment in services

MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

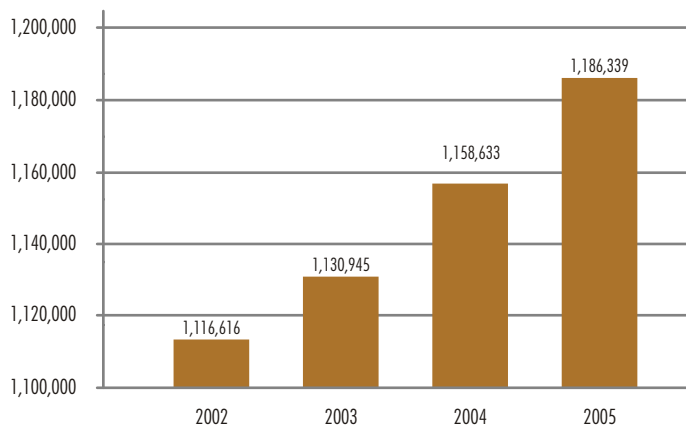
Compensation (2005)

Utilities (electric power generation, natural gas, water, sewage, and related services)	\$84,900
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$65,300
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$58,300
Finance and Insurance	\$56,500
Wholesale Trade	\$56,300

Source: U.S. Bureau of Economic Analysis

SOUTH CAROLINA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

Bechtel Systems & Infrastructure Inc.
Duke Energy Corp.
Interactive Performance Inc.
Lockheed Martin Corp.
TimeWarner Inc.
UPS
Verizon Inc.
Washington Group International

Source: Dun & Bradstreet and company data

SD



South Dakota



SERVICES SNAPSHOT

76.7% of South Dakota's GDP is generated by the service sector

80% of South Dakota's employment is in the service sector

2,000 Jobs in South Dakota are supported by foreign investment in services



Selected Services Employers and Exporters

Citigroup Inc.
FedEx Corp.
Gateway Co. Inc.
UPS
Wells Fargo & Co.

Source: Dun & Bradstreet and company data

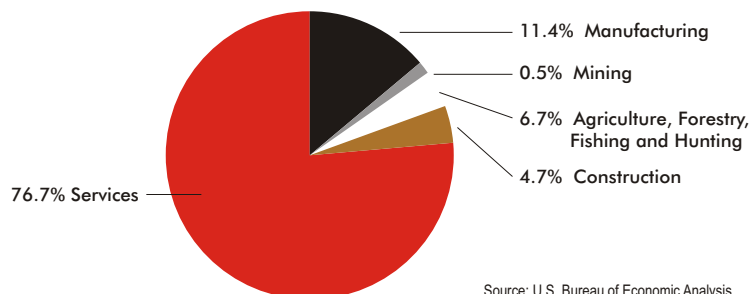
WHY SERVICES ARE IMPORTANT TO SOUTH DAKOTA

A LEADING SERVICES EXPORTER

In 2005, South Dakota exported \$716 million in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

SOUTH DAKOTA ECONOMY



Source: U.S. Bureau of Economic Analysis

MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

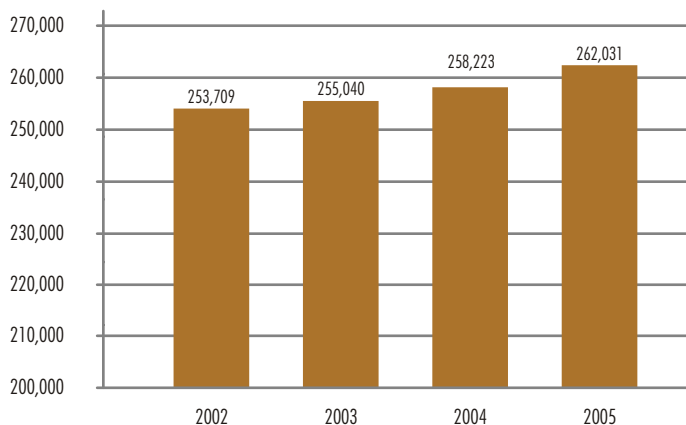
Compensation (2005)

Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$89,200
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$77,500
Wholesale Trade	\$47,600
Finance and Insurance	\$47,300
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$44,500

Source: U.S. Bureau of Economic Analysis

SOUTH DAKOTA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

TN

Tennessee



SERVICES SNAPSHOT

74.3% of Tennessee's GDP is generated by the service sector

77% of Tennessee's employment is in the service sector

57,000 Jobs in Tennessee's are supported by foreign investment in services



Selected Services Employers and Exporters

FedEx Corp.
Ingram Industries Inc.
Security Management System Inc.
Ut-Battelle LLC
YRC Worldwide Inc.

Source: Dun & Bradstreet and company data

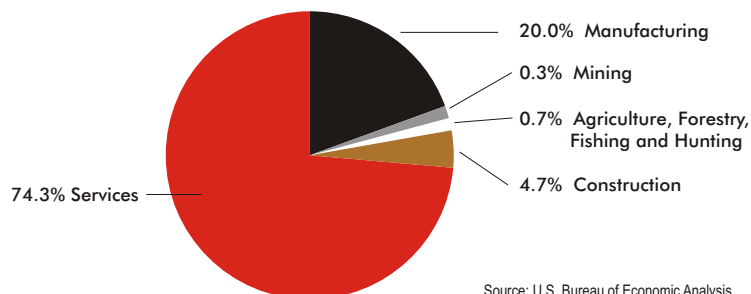
WHY SERVICES ARE IMPORTANT TO TENNESSEE

A LEADING SERVICES EXPORTER

In 2005, Tennessee exported \$5.9 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

TENNESSEE ECONOMY



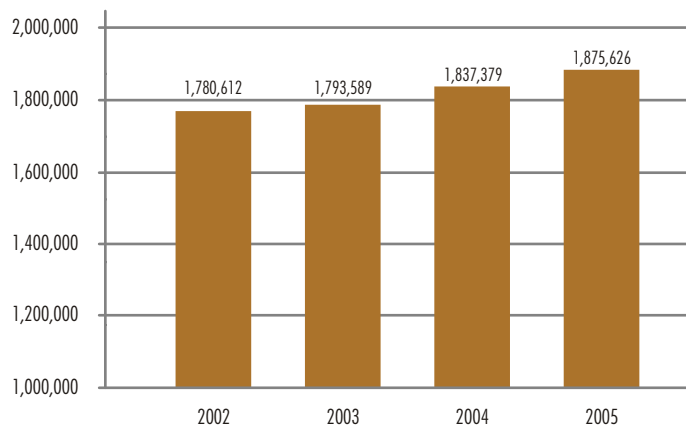
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$73,300
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$67,300
Finance and Insurance	\$67,200
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$61,500
Wholesale Trade	\$59,300

Source: U.S. Bureau of Economic Analysis

TENNESSEE'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

TX



Texas

WHY SERVICES ARE IMPORTANT TO TEXAS

SERVICES SNAPSHOT

69.6% of Texas's GDP is generated by the service sector

80% of Texas's employment is in the service sector

236,000 Jobs in Texas are supported by foreign investment in services



Selected Services Employers and Exporters

AIG
American Airlines
AT&T Inc.
(Southwestern Bell)
EDS
Texas Pacific Group
Time Warner Inc.
UPS
USAA
Verizon Inc.
(Cellco, GTE, & MCI)
Wal-Mart Stores Inc.

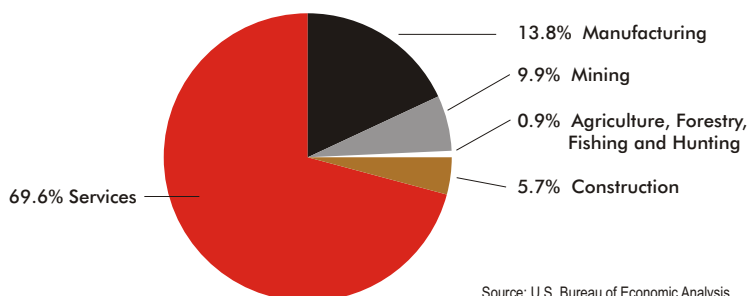
Source: Dun & Bradstreet and company data

A LEADING SERVICES EXPORTER

In 2005, Texas exported \$31.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

TEXAS ECONOMY



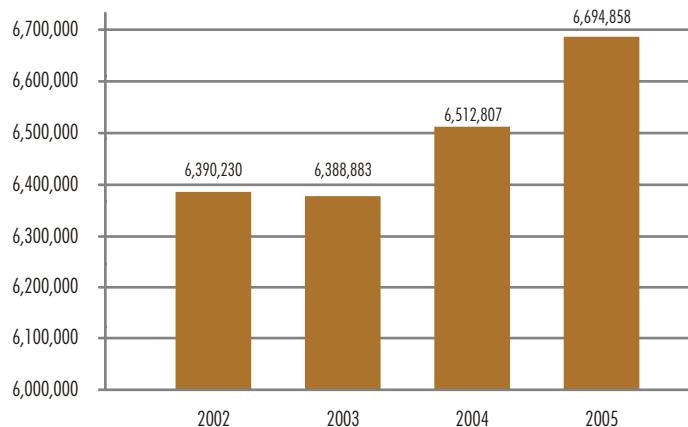
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$102,500
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$100,800
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$76,600
Finance and Insurance	\$72,500
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$70,700

Source: U.S. Bureau of Economic Analysis

TEXAS'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





SERVICES SNAPSHOT

76.9% of Utah's GDP is generated by the service sector

78% of Utah's employment is in the service sector

22,000 Jobs in Utah are supported by foreign investment in services

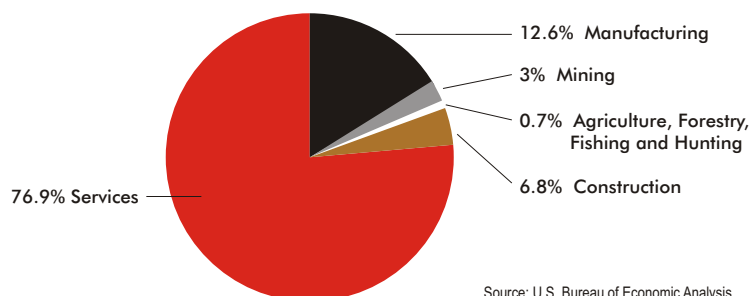
WHY SERVICES ARE IMPORTANT TO UTAH

A LEADING SERVICES EXPORTER

In 2005, Utah exported \$2.9 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

UTAH ECONOMY



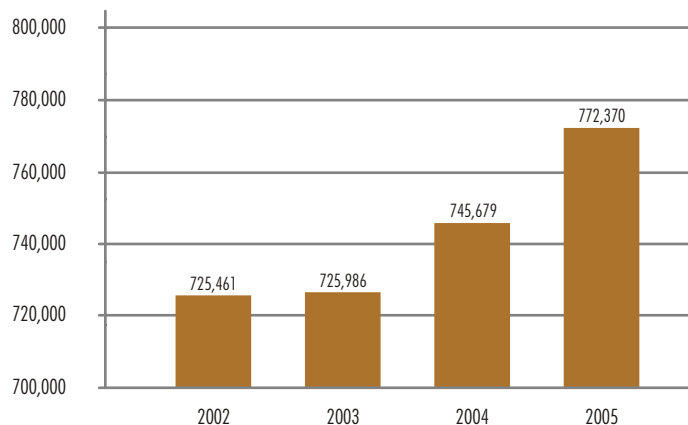
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$93,400
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$64,800
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$59,800
Finance and Insurance	\$57,200
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$57,000

Source: U.S. Bureau of Economic Analysis

UTAH'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

ACS Business Process Solutions Inc.
American Express Co.
Berkshire Hathaway Inc.
Citigroup Inc.
Discover Financial Services
MarketStar Corp.
Skywest Inc.
Tanner Recognition Co.

Source: Dun & Bradstreet and company data

VT



Vermont



SERVICES SNAPSHOT

76.7% of Vermont's GDP is generated by the service sector

79% of Vermont's employment is in the service sector

8,000 Jobs in Vermont are supported by foreign investment in services



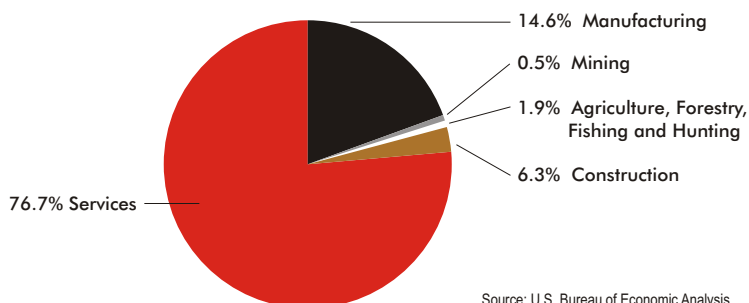
WHY SERVICES ARE IMPORTANT TO VERMONT

A LEADING SERVICES EXPORTER

In 2005, Vermont exported \$532 million in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

VERMONT ECONOMY



MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations

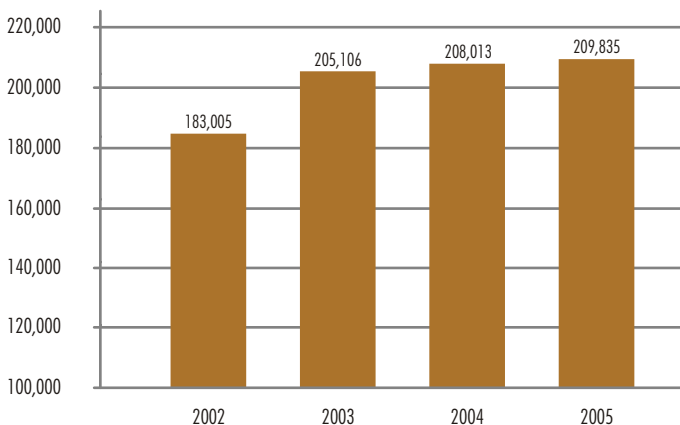
Compensation (2005)

Utilities (electric power generation, natural gas, water, sewage, and related services)	\$107,100
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$75,100
Finance and Insurance	\$66,400
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$61,400
Wholesale Trade	\$55,500

Source: U.S. Bureau of Economic Analysis

VERMONT'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



VA



Virginia



SERVICES SNAPSHOT

81.4% of Virginia's GDP is generated by the service sector

82% of Virginia's employment is in the service sector

91,000 Jobs in Virginia are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
Booz Allen Hamilton Inc.
Citigroup Inc.
Computer Sciences Corp.
General Electric Co.(GNA Corp)
Northrop Grumman
Science Applications Intl.
Time Warner Inc.
UPS
Verizon Inc.(MCI)

Source: Dun & Bradstreet and company data

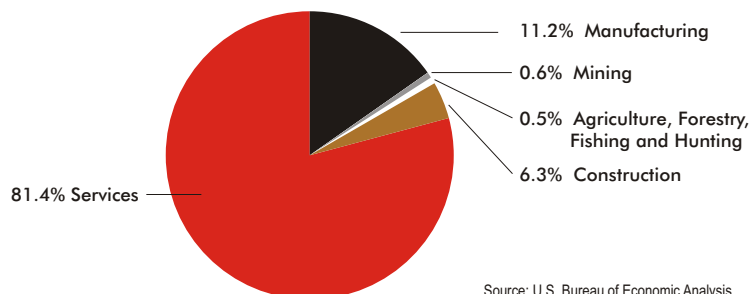
WHY SERVICES ARE IMPORTANT TO VIRGINIA

A LEADING SERVICES EXPORTER

In 2005, Virginia exported \$11.9 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

VIRGINIA ECONOMY



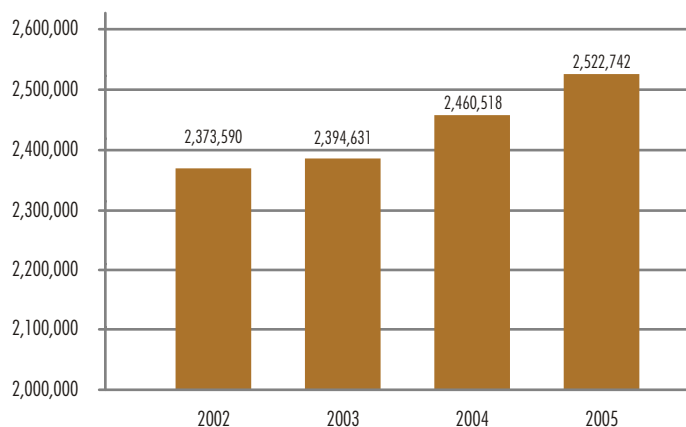
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$101,300
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$99,100
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$92,700
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$87,400
Finance and Insurance	\$84,500

Source: U.S. Bureau of Economic Analysis

VIRGINIA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



WA



Washington



SERVICES SNAPSHOT

80.9% of Washington's GDP is generated by the service sector

79% of Washington's employment is in the service sector

60,000 Jobs in Washington are supported by foreign investment in services

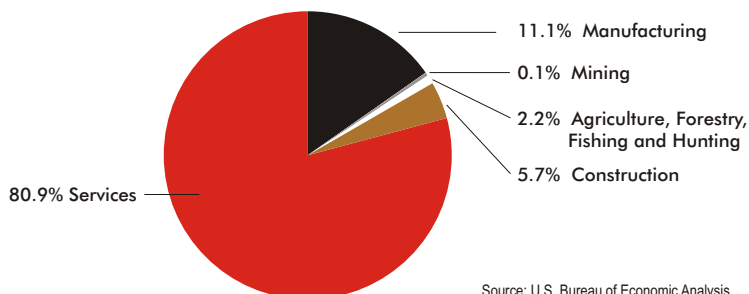
WHY SERVICES ARE IMPORTANT TO WASHINGTON

A LEADING SERVICES EXPORTER

In 2005, Washington exported \$8.1 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

WASHINGTON ECONOMY



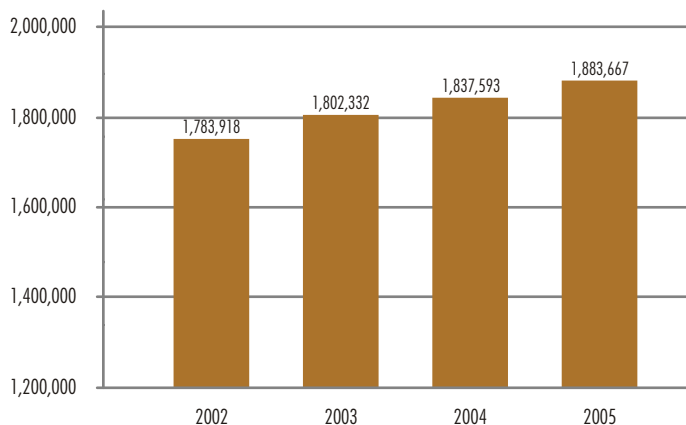
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$111,000
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$90,900
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$86,400
Finance and Insurance	\$76,900
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$74,400

Source: U.S. Bureau of Economic Analysis

WASHINGTON'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Selected Services Employers and Exporters

Boeing Co. (services jobs)
AT&T Inc.
(Cingular Wireless)
FedEx Corp.
Microsoft Corp.
Providence Services

Source: Dun & Bradstreet and company data



SERVICES SNAPSHOT

71.7% of West Virginia's GDP is generated by the service sector

78% of West Virginia's employment is in the service sector

9,000 Jobs in West Virginia are supported by foreign investment in services



Selected Services Employers and Exporters

AT&T Inc.
Dominion Resources Inc.
IntraWest Corp.
United Technologies Corp.
UPS
Verizon Inc.

Source: Dun & Bradstreet and company data

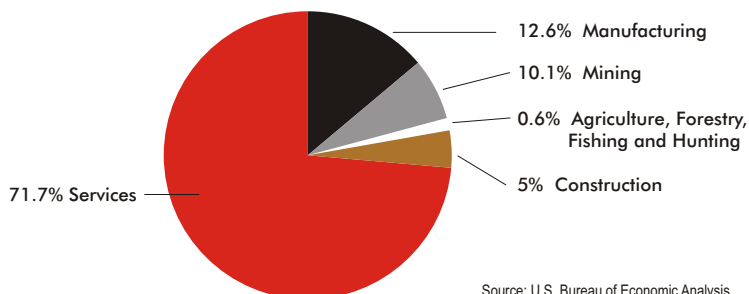
WHY SERVICES ARE IMPORTANT TO WEST VIRGINIA

A LEADING SERVICES EXPORTER

In 2005, West Virginia exported \$1.3 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

WEST VIRGINIA ECONOMY



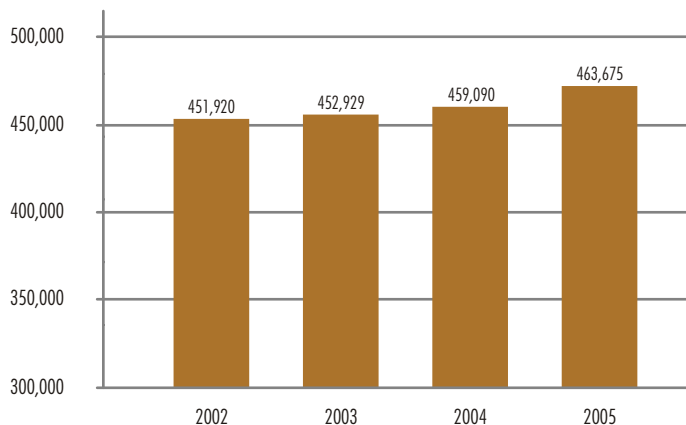
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$86,500
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$65,100
Transportation and Warehousing	\$52,600
Wholesale Trade	\$51,800
Information (publishing, software, broadcasting, telecommunications, IT services, etc.)	\$47,000

Source: U.S. Bureau of Economic Analysis

WEST VIRGINIA'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis

WI



Wisconsin

WISCONSIN



1848

SERVICES SNAPSHOT

69.9% of Wisconsin's GDP is generated by the service sector

74% of Wisconsin's employment is in the service sector

45,000 Jobs in Wisconsin are supported by foreign investment in services



Selected Services Employers and Exporters

Alliant Energy Corp.
CUNA Mutual Insurance Society
FedEx Corp.
Schneider National Inc.
UPS

Source: Dun & Bradstreet and company data

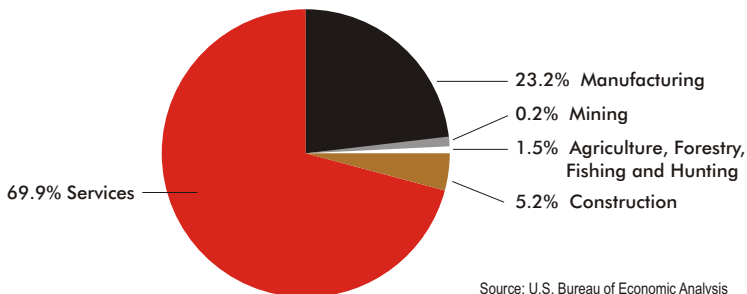
WHY SERVICES ARE IMPORTANT TO WISCONSIN

A LEADING SERVICES EXPORTER

In 2005, Wisconsin exported \$5.9 billion in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

WISCONSIN ECONOMY



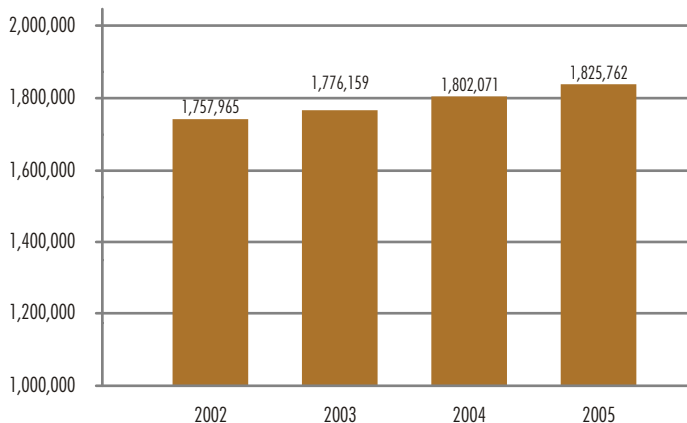
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$94,800
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$88,600
Finance and Insurance	\$60,800
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$60,600
Wholesale Trade	\$58,300

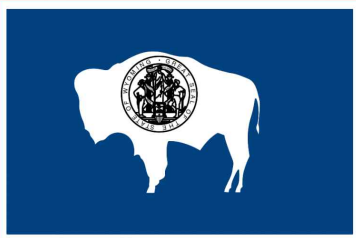
Source: U.S. Bureau of Economic Analysis

WISCONSIN'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005



Source: U.S. Bureau of Economic Analysis



SERVICES SNAPSHOT

52.5% of Wyoming's GDP is generated by the service sector

73% of Wyoming's employment is in the service sector

7,000 Jobs in Wyoming are supported by foreign investment in services



Selected Services Employers and Exporters

Berkshire Hathaway Inc (PacifiCorp)
Burlington Northern Santa Fe Railway Co.
Cendant Corp.
Qwest Corp.
StarTek Inc.
Union Pacific Corp.

Source: Dun & Bradstreet and company data

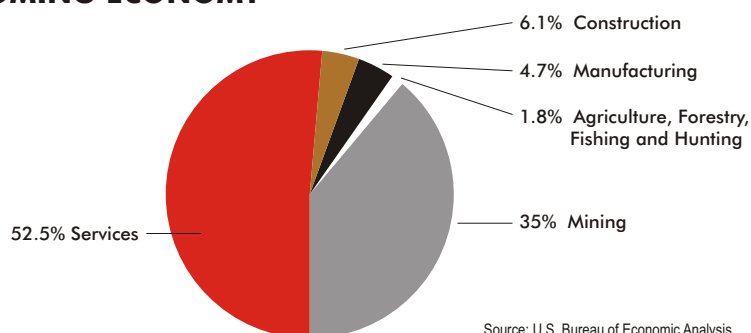
WHY SERVICES ARE IMPORTANT TO WYOMING

A LEADING SERVICES EXPORTER

In 2005, Wyoming exported \$481 million in services including:

- Business, professional, and technical services
- Travel services
- Royalties and license fees
- Transportation services
- Financial services

WYOMING ECONOMY



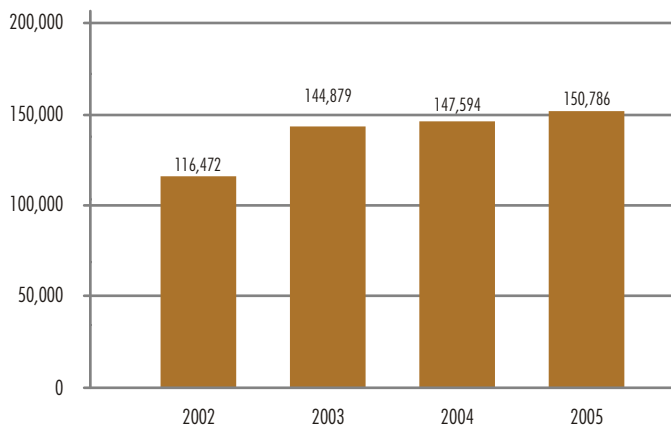
MANY SERVICES JOBS PAY WELL

Highest Paying Services Occupations	Compensation (2005)
Management of Companies and Enterprises (investment management services, private equity firms, etc.)	\$101,000
Utilities (electric power generation, natural gas, water, sewage, and related services)	\$89,100
Transportation and Warehousing	\$56,300
Wholesale Trade	\$51,800
Professional and Technical Services (legal services, accounting, consulting services, research services, advertising, engineering, etc.)	\$48,000

Source: U.S. Bureau of Economic Analysis

WYOMING'S SERVICES EMPLOYMENT IS GROWING

Number of service sector employees, 2002 - 2005





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