

# International Trade in Services

## Benefits Delaware's Companies and Workers

### IMPORTANCE OF SERVICES TO THE OVERALL U.S. ECONOMY

- **The United States is the world's leading services exporting nation.** International services markets offer huge opportunities for U.S. firms and their employees, accounting today for nearly one-third of total U.S. exports. Total elimination of global barriers to trade in services could raise U.S. annual income by over \$450 billion or \$6,830 per family of four.
- **U.S. services exports have doubled over the past 10 years.** The United States recorded a \$66 billion surplus on exports totaling \$381 billion in 2005. This surplus was 22 percent higher than in 2004. Sales through U.S. services companies operating abroad measured \$477 billion in 2003. These international transactions support high-paying jobs across the United States.

### IMPORTANCE OF SERVICES TO THE DELAWARE ECONOMY

- The services sector represents 75 percent of sales by Delaware businesses, employs 82 percent of the workforce, and pays 81 percent of the state's \$14 billion in wages.<sup>1</sup>
- Services exporters in Delaware employed over 6,500 people and generated \$48 million in export revenues in 2002.<sup>2</sup> For example, publishing industry exporters from Delaware employed 5,400 people and generated \$39 million in export revenues.
- Affiliates of foreign services companies are part of this success. In 2003, they had over \$200 million invested in property, plants, and equipment (PPE) in Delaware and supported over 11,000 jobs.<sup>3</sup>

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<sup>1</sup> U.S. Census Bureau. *2002 Economic Census*. Available online at <http://www.census.gov/econ/census02/>.

<sup>2</sup> *Ibid.*

<sup>3</sup> Bureau of Economic Analysis (BEA). *Foreign Direct Investment in the United States: Operations of U.S. Affiliates of Foreign Companies 2006*. Available online at <http://www.bea.gov/bea/di/di1fdiop.htm/>.