



WHY SERVICES ARE IMPORTANT TO KANSAS



KANSAS

SERVICES SNAPSHOT

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

77% of Kansas' employment is in the service sector

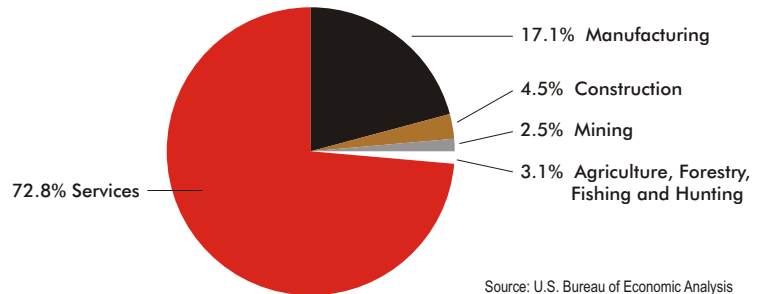
18,000 Jobs in Kansas are supported by foreign investment in services

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



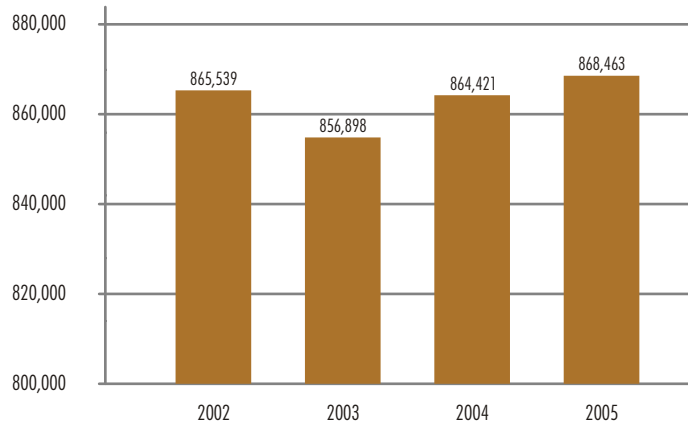
MANY SERVICES JOBS PAY WELL

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



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