



WHY SERVICES ARE IMPORTANT TO MASSACHUSETTS



SERVICES SNAPSHOT

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

84% of Massachusetts' employment is in the service sector

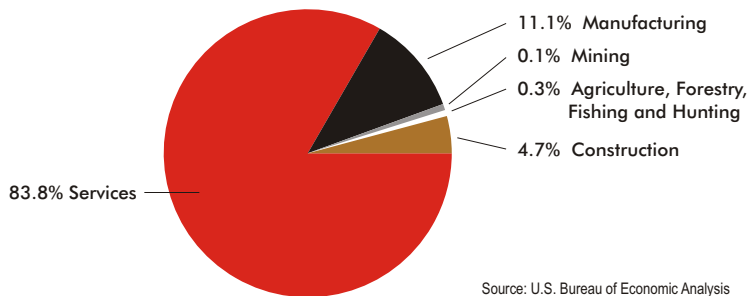
140,000 Jobs in Massachusetts are supported by foreign investment in services

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



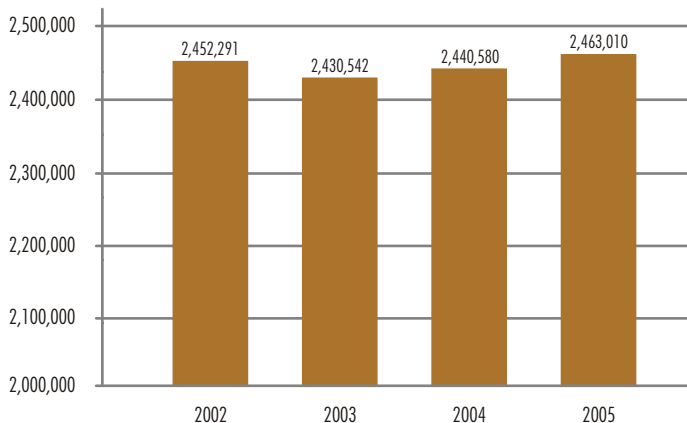
MANY SERVICES JOBS PAY WELL

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



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