



WHY SERVICES ARE IMPORTANT TO 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

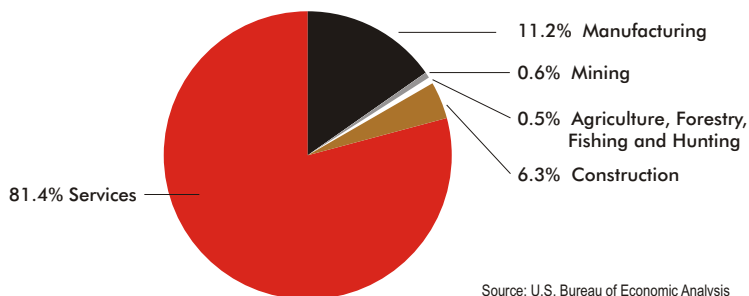
91,000 Jobs in Virginia are supported by foreign investment in services

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



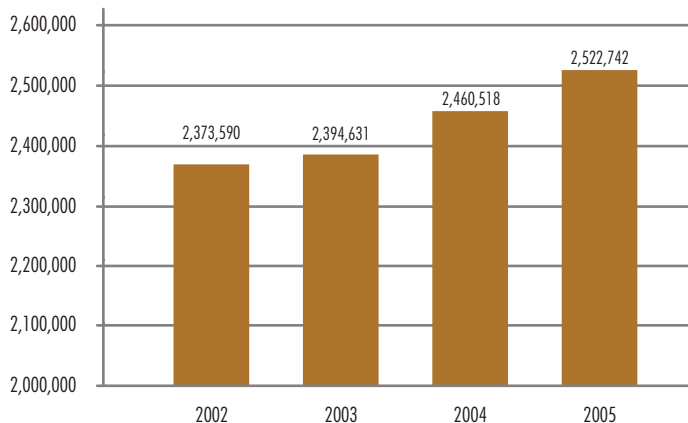
MANY SERVICES JOBS PAY WELL

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



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