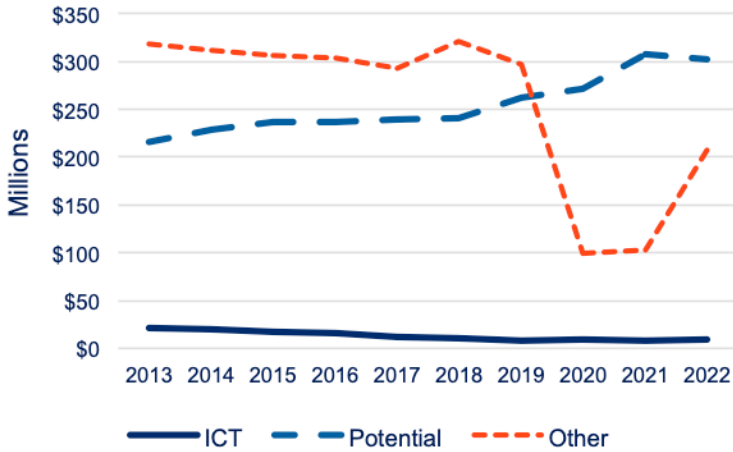




Michigan's 8th and Digital Trade

MI-8 Services Exports, 2013-2022



ICT services exports fell from \$21 million in 2013 to \$9.6 million in 2022 (-54%), but still supported 22 direct and 18 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$216 million to \$302 million (40%), supporting 960 direct and 713 indirect jobs in 2022.

Exports of other services declined from \$319 million in 2013 to \$296 million in 2019 (-7%), and then fell sharply due to Covid-19. They have not yet fully recovered.

Michigan's 8th district's digitally tradeable services exports supported 982 direct and 732 indirect American jobs in 2022.

Top Markets for Digitally Tradeable Services from MI-8, 2022 (\$M)

| Country | ICT | Potential | Total |
|----------------------------|-------|-----------|-------|
| Europe | \$3.8 | \$166 | \$170 |
| Asia & Pacific (ex. China) | \$2.2 | \$58 | \$60 |
| North America | \$1.5 | \$30 | \$31 |
| Central & South America | \$1.6 | \$21 | \$23 |
| China | \$0.4 | \$17 | \$17 |
| Middle East & Africa | \$0.2 | \$9.0 | \$9.2 |

Europe was Michigan's 8th district's top market for digitally tradeable services, followed by Asia & Pacific (ex. China).

Michigan's 8th district's exports of potentially ICT-enabled services to Ireland grew from \$15 million in 2013 to \$41 million (+169%) in 2022.

The "Digital Dozen" accounted for \$108 million out of Michigan's 8th district's \$311 million in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from MI-8, 2022 (\$M)

| Type (ICT in bold) | Total |
|--|-------|
| Royalties from Industrial Processes | \$100 |
| Misc. Business, Professional, and Technical Services | \$53 |
| Business Management and Consulting Services | \$33 |
| Payments for Trademarks | \$29 |
| Research and Development and Testing Services | \$16 |
| Other | \$80 |

Computer software services are the top ICT services export, but fell from \$6.6 million in 2013 to \$5.2 million in 2022 (-21%).

Royalties from industrial processes are Michigan's 8th district's top potentially ICT-enabled services export, growing from \$65 million in 2013 to \$100 million in 2022 (55%).