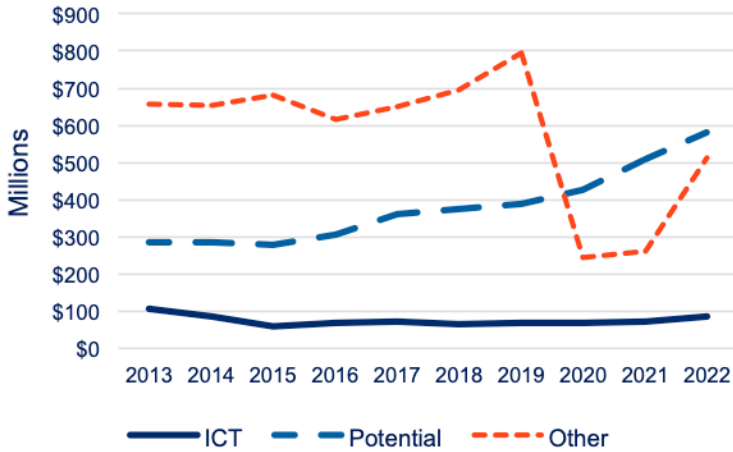




Vermont's At-Large and Digital Trade

VT-AL Services Exports, 2013-2022



ICT services exports fell from \$105 million in 2013 to \$86 million in 2022 (-18%), but still supported 258 direct and 185 indirect jobs in 2022.

Potentially ICT-enabled services exports grew from \$286 million to \$583 million (104%), supporting 2,108 direct and 1,364 indirect jobs in 2022.

Exports of other services grew from \$656 million in 2013 to \$795 million in 2019 (21%), before falling sharply due to Covid-19. They have not yet fully recovered.

Vermont's At-Large district's digitally tradeable services exports supported 2,366 direct and 1,550 indirect American jobs in 2022.

Top Markets for Digitally Tradeable Services from VT-AL, 2022 (\$M)

| Country | ICT | Potential | Total |
|----------------------------|-------|-----------|-------|
| Europe | \$35 | \$318 | \$352 |
| Asia & Pacific (ex. China) | \$23 | \$108 | \$131 |
| North America | \$14 | \$65 | \$80 |
| Central & South America | \$8.1 | \$52 | \$60 |
| China | \$4.2 | \$20 | \$24 |
| Middle East & Africa | \$1.7 | \$19 | \$21 |

Europe was Vermont's At-Large district's top market for digitally tradeable services, followed by Asia & Pacific (ex. China).

Vermont's At-Large district's exports of potentially ICT-enabled services to Ireland grew from \$22 million in 2013 to \$96 million (+329%) in 2022.

The "Digital Dozen" accounted for \$259 million out of Vermont's At-Large district's \$669 million in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from VT-AL, 2022 (\$M)

| Type (ICT in bold) | Total |
|---|-------|
| Business Management and Consulting Services | \$249 |
| Computer Software Services | \$72 |
| Royalties from Industrial Processes | \$50 |
| Insurance Services | \$45 |
| Research and Development and Testing Services | \$37 |
| Other | \$216 |

Computer software services are the top ICT services export, growing from \$19 million in 2013 to \$72 million in 2022 (271%).

Business management and consulting services are Vermont's At-Large district's top potentially ICT-enabled services export, growing from \$78 million in 2013 to \$249 million in 2022 (220%).