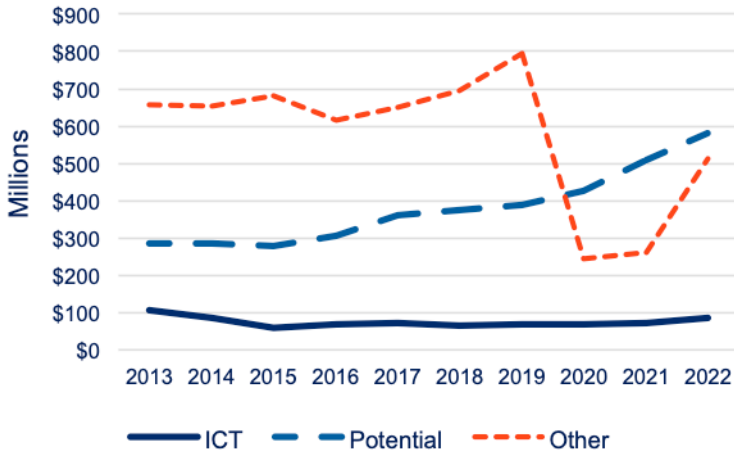




Vermont and Digital Trade

Vermont 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 digitally tradeable services exports supported 2,366 direct and 1,550 indirect American jobs in 2022.

Top Markets for Vermont Digitally Tradeable Services, 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 top market for digitally tradeable services, followed by Asia & Pacific (ex. China).

Vermont 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 \$669 million in exports of digitally tradeable services in 2022.

Top Digitally Tradeable Services Exports from Vermont, 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 top potentially ICT-enabled services export, growing from \$78 million in 2013 to \$249 million in 2022 (220%).