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# **Creating Opportunities, Opening Markets: The Role of Services Associations in Facilitating the Development of Services Trade in US**

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**International Seminar on Trade in Services**

*Ministry of Commerce*

October 16, 2008

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## What is the CSI?

- The Coalition of Service Industries (CSI) represents the interests of the American service economy
  - 80% of the workforce
  - 3/4 of national economic output
- Created greater public awareness of the major role services play in the U.S. economy
- Shape domestic and international economic policies on behalf of the services sector.

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# CSI Is

- Member driven
  - Members decide policies and actions
  - Members participate in committees and activities
- Privately funded
- Government's Principal Private Sector Advisor on Services Trade
- A Representative of Members Interests

# Who is CSI?

- Some CSI members are:
  - ❑ ACE INA
  - ❑ American Bankers Association
  - ❑ American Council of Life Insurers
  - ❑ American Express Company
  - ❑ American Insurance Association
  - ❑ American International Group
  - ❑ Discovery Communications
  - ❑ FedEx
  - ❑ MetLife
  - ❑ Microsoft
  - ❑ New York Life International
  - ❑ Oracle
  - ❑ Time Warner
  - ❑ UPS
  - ❑ Visa International
- Total global CSI member sales: US\$1.5 trillion
- Total global CSI member employment: 5 million

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# CSI Working Groups

- China
- Financial Services
- Service Trade & Investment
- Legal Services Committee
- Logistics & Trade Facilitation
- Telecoms, Media & E-Commerce

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## CSI Goals

- Liberalize cross-border trade
- Obtain rights to establish and National treatment
- Promote transparency and best practices in domestic regulation
- Improve freedom of movement of key business personnel
- Improve understanding of importance of services economy

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# Benefits of Services Liberalization

- Trade and investment liberalization benefits all providers, but mostly the liberalizing country
  - Elimination of services trade barriers would result in a \$1.7 trillion gain in global welfare\*
  - Services are a major contributor to infrastructure and economic development

\* Brown, Drusilla, Kozo Kiyota, and Robert Stern. *Computational Analysis of the Free Trade Area of the Americas (FTAA)*. University of Michigan. [updated February 5 2005; cited September 30 2008]. Available from <http://fordschool.umich.edu/rsie/workingpapers/wp.html>

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## Choices of Action

- Discuss objectives with working level government officials
- Meet with, write letters to senior officials
- Work with Congress
- Discuss with media
- Work with foreign services associations

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## Relationship with Government

- Principal Private Sector Advisor on Services Trade Negotiations
- Government Calls on CSI, but
- More Often CSI is Pro-Active
  - Giving Advice
  - Ensuring that priorities are addressed
- Provide Research and Information
  - CSI Research and Education Foundation

# China's Services Trade Associations

- CSI welcomes establishment of the China Association for Trade in Services (CATIS) and the Beijing Association for Foreign Trade in Services (BAFTS)
  - Important that China's service sector speaks with one voice
- Need China's engagement in opening the services sector
- CSI looks forward to cooperation with CATIS and BAFTS
  - To expand China's services sector