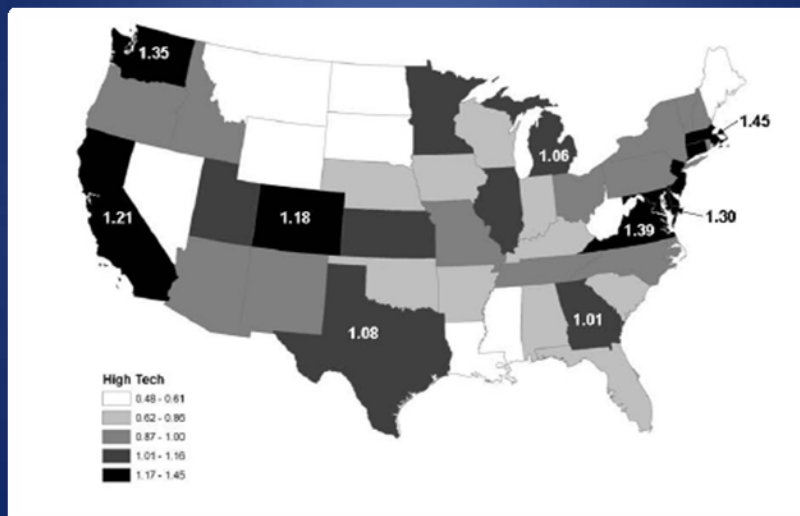


Technology Innovation and Economic Growth

Brad Smith
Microsoft Corporation

Washington Consistently Ranks in Top 5 High-Tech States



How Technology Innovation Impacts the Local Economy



Direct Economic Contribution

| | |
|------------------------------------|------------------------|
| Employee Compensation | |
| Gross wages and benefits | \$5.98 billion |
| Stock compensation | \$1.02 billion |
| Total Employee Compensation | \$7.00 billion |
| Direct In-State Purchases | |
| Goods | \$.378 billion |
| Services | \$1.775 billion |
| Total Purchases | \$2.153 billion |
| TOTAL DIRECT CONTRIBUTION | \$9.153 BILLION |

Microsoft's Impact on Jobs

- Employment in 2008: 39,311 employees
- Employment multiplier effect: 6.81
- Total attributable employment: 267,611
- Since 1990, Microsoft's impact accounted for 28.5 percent of the total gain in state employment

The Future

