

## Support for Saint Lucia to Implement the Gender-Responsive National Strategy for the Development of the Four Priority Services Sub-Sectors

# TRADECOM II PROGRAMME



BUILDING ACP TRADE CAPACITY  
RENFORCER LES CAPACITÉS COMMERCIALES DES ACP

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## Market Pointer – Exporting “Professional” Services to the United States

### Demand

United States import demand for professional and management consulting services continues to increase from \$52.5Bn. USD in 2018 to \$55.7Bn. USD in 2019 or a rate of growth of 6.1%. Moreover, that growth trend has been strong even in the previous period (2017 to 2018) during which imports increased from \$47.1Bn. in 2017 to \$52.5Bn. in 2018 or by 11.5%. Therefore, there is a strong demand trend for professional services in the United States that portends significant opportunity for Saint Lucian professional services providers. Closely related to this is the trend in Technical, trade-related, and other business services, which grew from \$20.5Bn. in 2018 to \$24.1Bn. in 2019 or by 17.6%.

Aspects of Accounting and Management Consulting can be delivered to firms in the United States by Saint Lucian firms through outsourcing or *Mode 1*. Saint Lucian professionals can also avail themselves of *Mode 4* delivery of these same services in the United States given some flexibility in the visa regime. American firms can also be an export destination for Saint Lucian Engineering and Architectural Services via *Mode 2*. Photography could also be a great opportunity for Saint Lucian firms to export their services to American individuals who visit Saint Lucia for tourism.

Market entry requirements

One way to immigrate to the United States as an accountant or engineer is through an H1B Visa which is a nonimmigrant visa. This is a popular option for foreigners who obtain a degree in the accounting field. However, with qualifying experience, it is possible to immigrate through an H1B Visa without a degree.

An O1 visa is a nonimmigrant option for foreigners with extraordinary skills and abilities. Unlike other work visas, to qualify for an O1 visa a job offer and ability demonstration are required. The O1 visa has two subcategories, the O1A and O1B. An accountant or engineer would apply for the O1A category.<sup>1</sup>

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<sup>1</sup> <https://www.visaplace.com/blog-immigration-law/how-to-immigrate-to-the-us-as-an-accountant/>