



SECTOR PROFILE: **Professional and Technical Services**

September 2025

PREPARED FOR:
State of Maine DECD
59 State House Station
Augusta, ME 04333

MAINE.
ECONOMIC & COMMUNITY
DEVELOPMENT

 **camoin**
associates



PROJECT OVERVIEW

Report Purpose

This report provides an in-depth analysis of the Professional and Technical Services Sector in Maine, including its domestic trade activity.

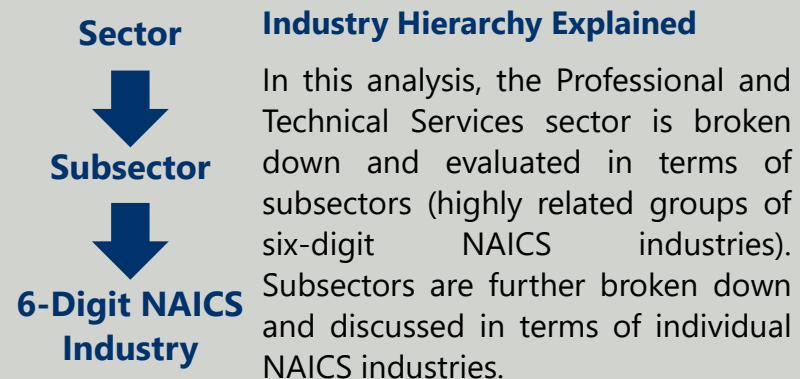
Industry classification ranges from 2-digit industries (most broad) to 6-digit industries (most specific) under the North American Industry Classification System (NAICS). This report focuses on the 4-digit industry level and provides a detailed analysis of Maine's activity in the Professional and Technical Services sector.

Project Funding

This project is commissioned by the Office of Business Development and is funded by the Maine Jobs & Recovery Plan.

Data and Methodology

The most recent year of data in this report is 2024. Five-year growth rates refer to changes from 2019-2024, and five-year projections refer to 2024-2029, unless otherwise specified. As a note, the domestic trade data uses 2023, which is the most recent year available through our data source, IMPLAN. The following analysis examines the performance of Maine's Professional and Technical Services sector overall as well as each of the subsectors and industries when appropriate.



SECTOR, SUBSECTORS, AND INDUSTRIES

North American Industry Classification System (NAICS) code 54 Professional, Scientific, and Technical Services is used as the definition for Maine's Professional and Technical Services Sector. NAICS 54 is made up of nine 4-digit subsectors and 48 6-digit industries. In the table below, grey rows indicate subsectors which are referenced throughout the report to provide concise comparisons.

NAICS	Description
5411	Legal Services
541110	Offices of Lawyers
541191	Title Abstract & Settlement Offices
541199	All Other Legal Services
5412	Accounting, Tax Preparation, Bookkeeping, & Payroll Services
541211	Offices of Certified Public Accountants
541213	Tax Preparation Services
541214	Payroll Services
541219	Other Accounting Services
5413	Architectural, Engineering, & Related Services
541310	Architectural Services
541320	Landscape Architectural Services
541330	Engineering Services
541340	Drafting Services
541350	Building Inspection Services
541360	Geophysical Surveying & Mapping Services
541370	Surveying & Mapping (exc. Geophysical) Services
541380	Testing Laboratories & Services
5414	Specialized Design Services
541410	Interior Design Services
541420	Industrial Design Services
541430	Graphic Design Services
541490	Other Specialized Design Services
5415	Computer Systems Design and Related Services
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541513	Computer Facilities Mgmt. Services
541519	Other Computer Related Services
5416	Mgmt., Scientific, and Tech. Consulting Services

NAICS	Description
541611	Administrative Mgmt. & General Mgmt. Consulting Services
541612	Human Resources Consulting Services
541613	Marketing Consulting Services
541614	Process, Physical Distribution, & Logistics Consulting Services
541618	Other Mgmt. Consulting Services
541620	Environmental Consulting Services
541690	Other Scientific & Tech. Consulting Services
5417	Scientific Research & Development Services
541713	R&D in Nanotech.
541714	R&D in Biotechnology (exc. Nanobiotech.)
541715	R&D in the Physical, Engineering, & Life Sciences (exc. Nanotech. & Biotech.)
541720	R&D in the Social Sciences & Humanities
5418	Advertising, Public Relations, & Related Services
541810	Advertising Agencies
541820	Public Relations Agencies
541830	Media Buying Agencies
541840	Media Representatives
541850	Indoor & Outdoor Display Advertising
541860	Direct Mail Advertising
541870	Advertising Material Distribution Services
541890	Other Services Related to Advertising
5419	Other Professional, Scientific, & Tech. Services
541910	Marketing Research & Public Opinion Polling
541921	Photography Studios, Portrait
541922	Commercial Photography
541930	Translation & Interpretation Services
541940	Veterinary Services
541990	All Other Professional, Scientific, & Tech. Services

Source: NAICS, Camoin Associates

Data Definition: A North American Industry Classification System (NAICS) code is a number used by businesses and government agencies to classify industries in the US, Canada, and Mexico. NAICS codes follow a hierarchical structure, with two-digit codes being the broadest and six-digit codes being the most specific.

KEY FINDINGS: MAINE'S PROFESSIONAL AND TECHNICAL SERVICES SECTOR

- In 2024, Maine's Professional and Technical Services sector employed **41,249 workers**, with the largest subsectors being Management, Scientific & Technical Consulting (8,169 jobs), Computer Systems Design (7,537 jobs), and Architectural & Engineering Services (7,509 jobs).
- Job growth in Maine's Professionals and Technical Service sector (+20%) outpaced sector growth in the US (+13%)
- Although relatively small (1,397 jobs), **Specialized Design Services was the most concentrated subsector** and the only subsector with a location quotient (LQ) above 1.0 (1.09).
- Most subsectors in Maine are classified as emerging (positive job growth, but $LQ < 1$). Legal Services is the only lagging subsector, with job losses since 2019 and an $LQ < 1$.
- **Maine businesses met about 60% of its \$11.7 billion total demand in 2024**, with 40% imported from other states.
- Architectural & Engineering Services (81% met locally) and Other Professional, Scientific & Technical Services (85% met locally) demonstrate **strong in-state capabilities** compared to other subsectors.
- The civilian federal government is Maine's largest customer of professional services (\$314M, 7% of in-region sales).¹ Other major buyers include hospitals (\$235M, 6%) and corporate/regional managing offices (\$175M, 4%).
- Since 2019, Maine's Professional and Technical Services sector has **attracted nearly \$91 million in direct investment**. Real estate and software/IT services are the dominant areas of investment.
- Since 2019, Maine's Professional and Technical Services Companies have raised more than \$376 million through debt financing, post-IPO debt and equity, and venture capital.

¹ According to the US Office of Personnel Management employment data, Maine's federal civilian labor force is primarily composed of the Department of the Navy, Department of Veterans Affairs, and Department of Homeland Security. These make up 81% of civilian federal employment in Maine as of March 2025.

NATIONAL TRENDS



Jobs (2024)
14.7 Million



Job Growth
2019-2024: 12%
2024-2029: 10%



Establishments (2024)
5.1 Million



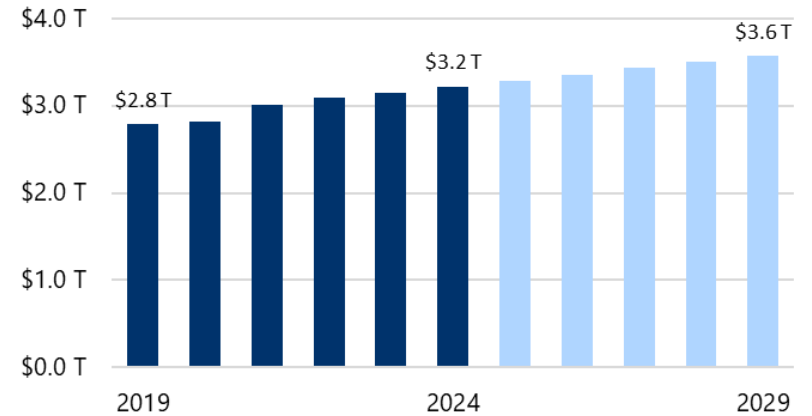
Avg. Wages (2024)
\$86,776



Domestic Demand (2024)
\$3.2 Trillion

The national trade trends for the Professional and Technical Services Sector show that revenue grew steadily from \$2.8 trillion in 2019 to \$3.2 trillion in 2024, and it is projected to reach \$3.6 trillion by 2029. This consistent upward trend highlights ongoing demand and expansion within the industry, with moderate but reliable growth expected over the next five years.

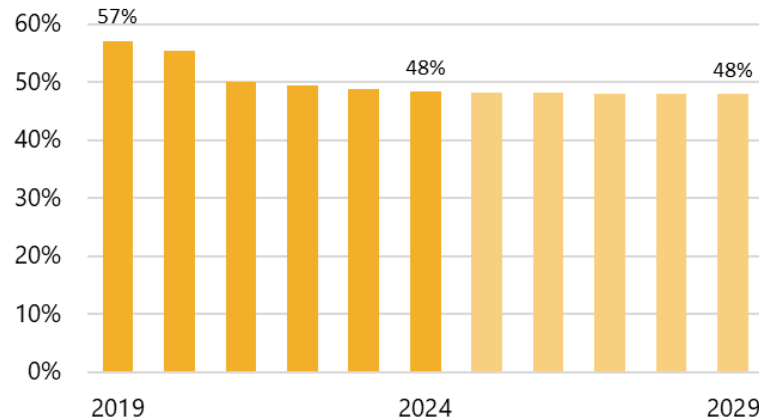
Revenue



Source: IBISWorld

In 2019, value-added activities made up 57% of industry revenue, but by 2024, this share had declined to 48%. The shift indicates that a smaller portion of revenue is being generated from value-added activities such as labor or innovation, and a larger share now comes from intermediate inputs like raw materials and purchased services.

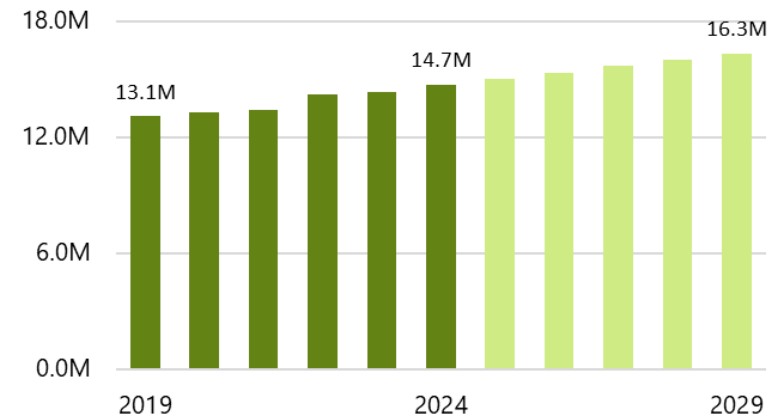
Value Added Share of Revenue



Source: IBISWorld

Industry employment increased from 13.1 million jobs in 2019 to 14.7 million in 2024, with further growth projected to reach 16.3 million by 2029. This steady rise reflects consistent labor demand and suggests that the industry will continue to expand its workforce over the next five years.

Employment



Source: IBISWorld

NATIONAL TRENDS

Compound Annual Growth Rate of Key Indicators

	Revenue	Value Added	Employment
2019-2024	2.9%	2.1%	2.4%
2024-2029	2.1%	2.2%	2.1%

Source: IBISWorld

From 2019 to 2024, the Professional and Technical Services sector grew steadily, with revenue increasing at a 2.9% annual rate and employment rising by 2.4% annually. Growth is expected to slow slightly between 2024 and 2029, with revenue projected to expand at 2.1% per year and employment at 2.1%, while value added holds slightly stronger at 2.2%. This outlook suggests the sector will remain stable, though its pace of expansion will be more moderate compared to the previous five years.

In 2024, the sector generates revenue from a wide range of services, led by Other Services (238.0B) Custom Services (\$230.4B), Strategic Management Consulting (\$216.8B), and Commercial Law (\$179.7B). Other major contributors include Computer Systems Development (\$126.8B) and Technical Consulting (\$114.1B)

Key Product and Services Definitions

* The Other Services line includes products/services produced by market researchers, photographers, translators, veterinarians, credit counselors, surveyors, appraisers, etc.

** Custom Services refers to service offerings that are highly tailored to each client's unique needs. For example, custom software development, architectural designs, individualized consulting, or tailored research projects.

*** All Other Services includes highly specialized services that don't fit under any broader categories. This line includes offerings such as marine surveyor services, patent broker services (i.e., patent marketing services), pipeline or power line inspection (i.e., visual) services, handwriting analysis services, etc.

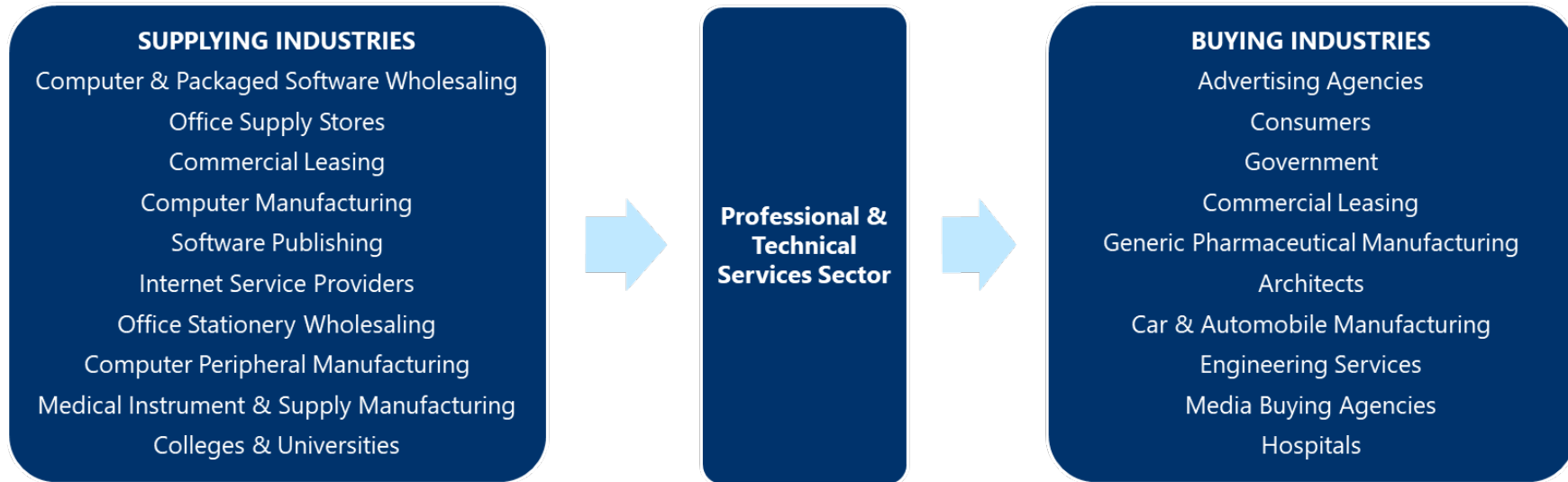
Top 20 Products and Services of the Professional and Technical Services Sector, 2024

Product/Service	2024 Revenue
Other services*	\$238.0 B
Custom services**	\$230.4 B
Strategic management consulting, and consulting combined with implementation	\$216.8 B
Commercial law services	\$179.7 B
Computer systems development	\$126.8 B
Technical consulting	\$114.1 B
Industrial, commercial and institutional projects	\$87.2 B
Medical and health sciences	\$85.3 B
Life sciences	\$84.1 B
Marketing management consulting, and consulting combined with implementation	\$80.7 B
Technical support	\$80.5 B
Criminal law, civil negligence and personal injury	\$70.2 B
Consulting and project management	\$69.6 B
IT infrastructure	\$67.1 B
Physical and engineering sciences	\$57.6 B
Transportation projects	\$55.9 B
Financial auditing	\$53.2 B
Bundled creative and placement services	\$39.8 B
Real estate law	\$36.8 B
All other services***	\$35.4 B

Source: IBISWorld

NATIONAL TRENDS

Professional and Technical Services Supply Chain, US, 2024



Source: IBISWorld

In the US, the Professional and Technical Services sector relies on inputs from industries such as software, computer manufacturing, medical instruments, and higher education, highlighting its dependence on both technology and knowledge-based suppliers. Its services flow into a broad range of buyers, from healthcare and engineering to government, automotive, and consumer markets, showing its cross-industry importance. Some services may go through this process multiple times.

The industry is highly fragmented, with the top firms such as Deloitte, Accenture, and Bechtel each capturing less than 1% of the market.

Top 10 Companies in the Professional and Technical Services Sector in the US, 2024

Company	Approximate Market Share
Deloitte Touche Tohmatsu	0.89%
Accenture Plc	0.77%
Bechtel Corporation	0.64%
Jacobs Engineering Group Inc.	0.62%
Intuit Inc.	0.57%
Aecom	0.51%
Tata Consultancy Services Ltd	0.43%
Automatic Data Processing, Inc.	0.32%
Mayo Clinic	0.28%
Booz Allen Hamilton Inc.	0.22%

Source: IBISWorld

SECTOR SUMMARY: MAINE'S PERFORMANCE

Professional and Technical Services Sector Summary

Jobs: 41,249

- Data for 2024
- About 6.0% of the state's total Jobs

Job Growth Rate: +20%

- Data compares 2019-2024
- Sector growth in Maine outpaced sector growth in the US (+13%)

Concentration: 0.79

- Data for 2024
- Maine falls below the national average in terms of jobs concentration

Competitive Effect: +2,860

- Data compares 2019-2024
- A positive competitive effect means that, after accounting for national conditions and industry trends, sector performance is beating expectations in the region

Productivity: \$153,664

- Data for 2024
- Just behind the US rate of \$190,704 GRP per worker

Source: Lightcast

Job Growth: 6,901

- Data compares 2019-2024
- Job gains are around 23% of all Maine job gains during the study period

Average Earnings: \$111,147

- Data for 2024
- Higher than the State's Average earnings for all sectors (\$73,909) but lower than the US rate for this sector (\$139,112)

Establishments: 11,080

- Data for 2024
- The average firm size of 3.7 jobs makes it lower than Maine's average for all sectors 11.4

Gross Regional Product: \$6.3 Billion

- Data for 2024
- 7.1% of Maine's total GRP (just below the US where this sector accounts for 8.9% of the total)

Total Sales: \$9.2 Billion

- Data for 2024
- 23% of sales exported out of state



Key Terms

Competitive Effect: Measure of how much of the job change is due to regional competitive advantages. It is a component of shift-share analysis.

Total Demand: The total market demand for goods and services the specified industry or sector produces.

Earnings: Industry earnings are the total industry wages, salaries, supplements, and proprietor income in the region, divided by the number of jobs in the region.

Gross Regional Product (GRP): Measures the final market value of all goods and services produced in the region of study.

Jobs: A job is any position in which a worker provides labor in exchange for monetary compensation.

Location quotient: A measure of the concentration of a particular industry in a region compared to a larger geographic area, such as the nation. A location quotient greater than 1 indicates a higher concentration in the region.

Source: Lightcast Knowledge Base

SUBSECTOR PERFORMANCE

Key Summary Statistics for Subsectors in the Professional and Technical Services Sector, Maine

NAICS	Description	2019 Jobs	2024 Jobs	Change 2019-2024	Pct. Change 2019-2024	Avg. Earnings Per Job	2024 LQ	Competitive Effect	2024 Bus. Locations	2024 GRP
5411	Legal Services	4,480	4,235	(245)	(5%)	\$112,679	0.71	(772)	819	\$859.8 M
5412	Accounting, Tax Prep., Bookkeeping, & Payroll Services	4,008	4,305	297	7%	\$82,719	0.75	(313)	896	\$451.5 M
5413	Architectural, Engineering, & Related Services	6,310	7,509	1,198	19%	\$112,745	0.98	566	1,226	\$1109.2 M
5414	Specialized Design Services	927	1,397	470	51%	\$53,783	1.09	547	279	\$105.1 M
5415	Computer Systems Design & Related Services	6,364	7,537	1,173	18%	\$151,792	0.68	583	2,729	\$1310.4 M
5416	Mgmt., Scientific, & Tech. Consulting Services	5,008	8,169	3,161	63%	\$118,749	0.86	2,860	3,935	\$1179.2 M
5417	Scientific R&D Services	2,594	2,723	128	5%	\$112,840	0.68	(806)	281	\$378.7 M
5418	Advertising, Public Relations, & Related Services	1,499	1,651	152	10%	\$75,348	0.69	91	396	\$263.1 M
5419	Other Professional, Scientific, & Tech. Services	3,157	3,723	566	18%	\$76,247	0.84	(32)	519	\$681.2 M
Total Professional & Tech. Services, ME		34,348	41,249	6,901	20%	\$111,147	0.79	2,589	11,080	\$6.3 B
Total Economy, ME		714,866	745,129	30,263	4%	\$73,909	NA	-28,913	65,244	\$89.7 B
Total Professional & Tech. Services, US		10,817,534	12,203,343	1,385,809	13%	\$139,112	NA	NA	1,735,927	\$2.3 T
Total Economy, US		167,058,412	174,314,326	7,255,914	4%	\$86,714	NA	NA	12,097,525	\$26.2 T

Note: Summary information for all industries in the Professional and Technical Services Sector is included in the appendix of this report.

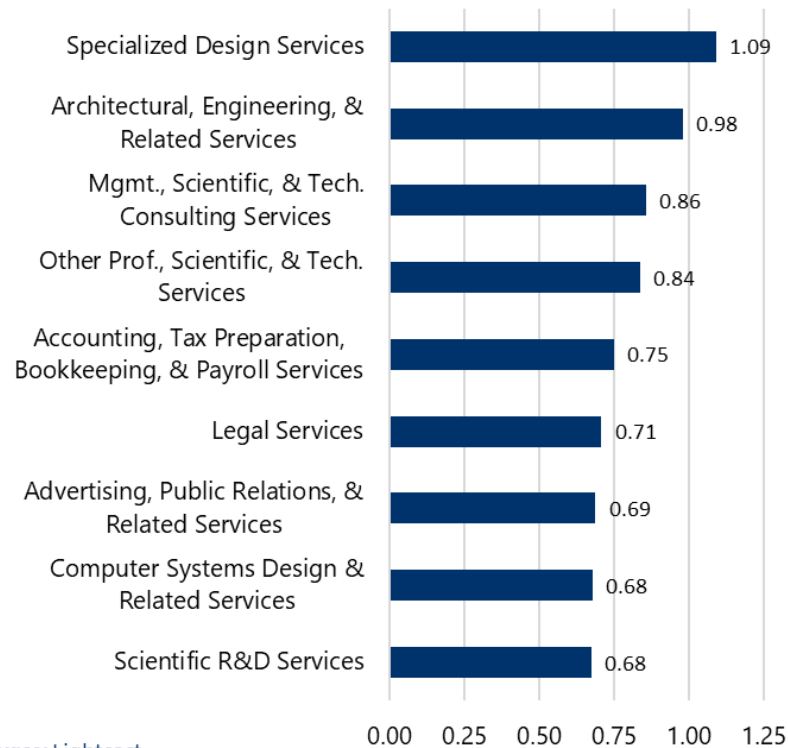
Source: Lightcast

SUBSECTOR PERFORMANCE

In 2024, Maine had 41,249 jobs in the Professional and Technical Services Sector

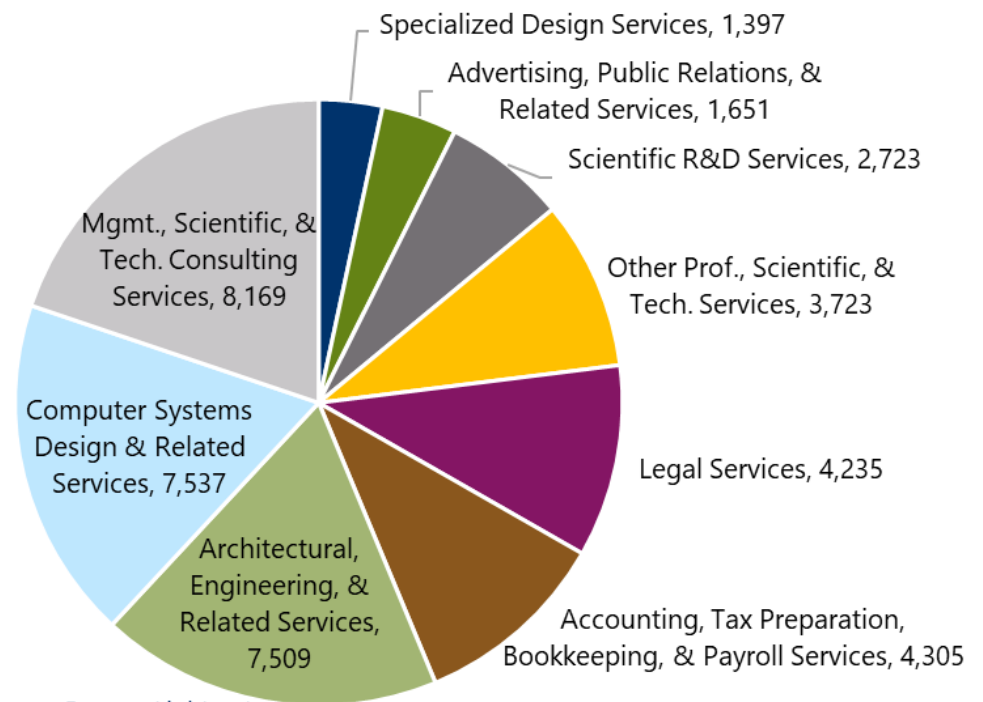
- Management, Scientific, & Technical Consulting Services leads with 8,169 jobs, followed closely by Computer Systems Design & Related Services (7,537 jobs) and Architectural, Engineering & Related Services (7,509 jobs).
- Specialized Design Services is the only subsector with a location quotient above 1.0 (1.09), indicating a slightly higher-than-average regional employment compared to the US overall. However, this subsector only accounts for 1,397 jobs.
- Architectural, Engineering & Related Services (0.98) and Management, Scientific, & Technical Consulting Services (0.86) are near average, suggesting competitive presence.

LQ by Subsector, Maine, 2024



Source: Lightcast

Job Distribution by Subsector, 2024



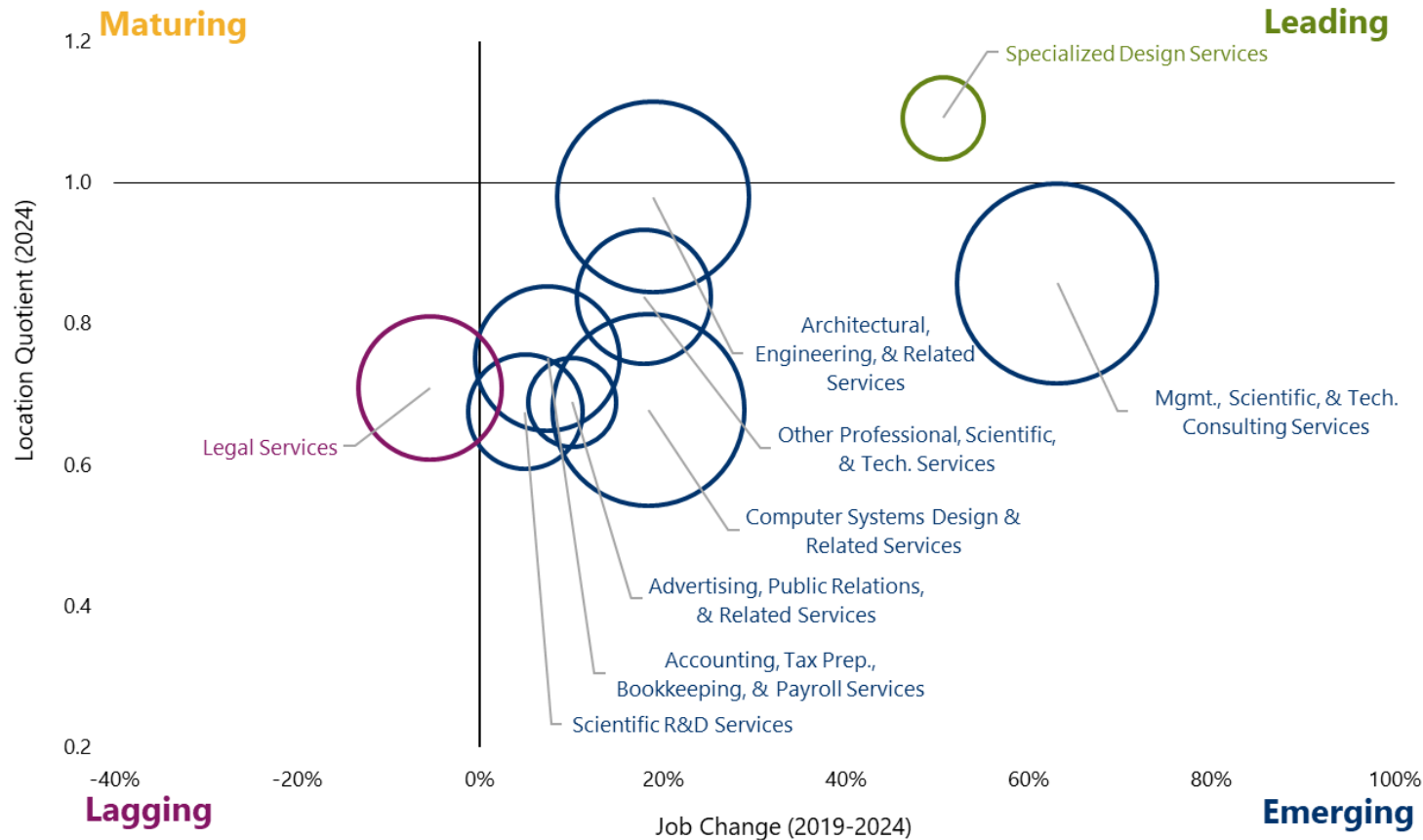
Source: Lightcast

DATA DEFINITION: Location quotient (LQ) is a measure of industry concentration within a region. An LQ of 1.0 means that an industry is as concentrated within the region as it is on a national level. An LQ greater than 1.0 indicates that an industry is more concentrated in a region than at the national level.

SUBSECTOR PERFORMANCE

Key Industry Metrics

Bubble size indicates 2024 job count



Source: Lightcast

Key Leading Industries: The Specialized Design Services subsector is concentrated (LQ > 1) and experienced job growth between 2019 and 2024.

Growth in Emerging Segments: The majority of Maine's Professional and Technical Services subsectors are considered to be emerging. Notably, Architectural, Engineering & Related Services is on the line between emerging and leading with positive job growth during the study period and an LQ of 0.98.

Maturing High-Concentration Industries: None of Maine's Professional and Technical Services Subsectors are classified as maturing.

Lagging Industries Facing Decline: Legal Services is the only subsector showing job decline since 2019 and has a below-average concentration, indicating reduced competitiveness locally.

This chart displays how these sectors compare. Each sector is classified as **leading**, **emerging**, **maturing**, or **lagging**.

Leading industries experienced job growth over the last five years and have a location quotient greater than 1.

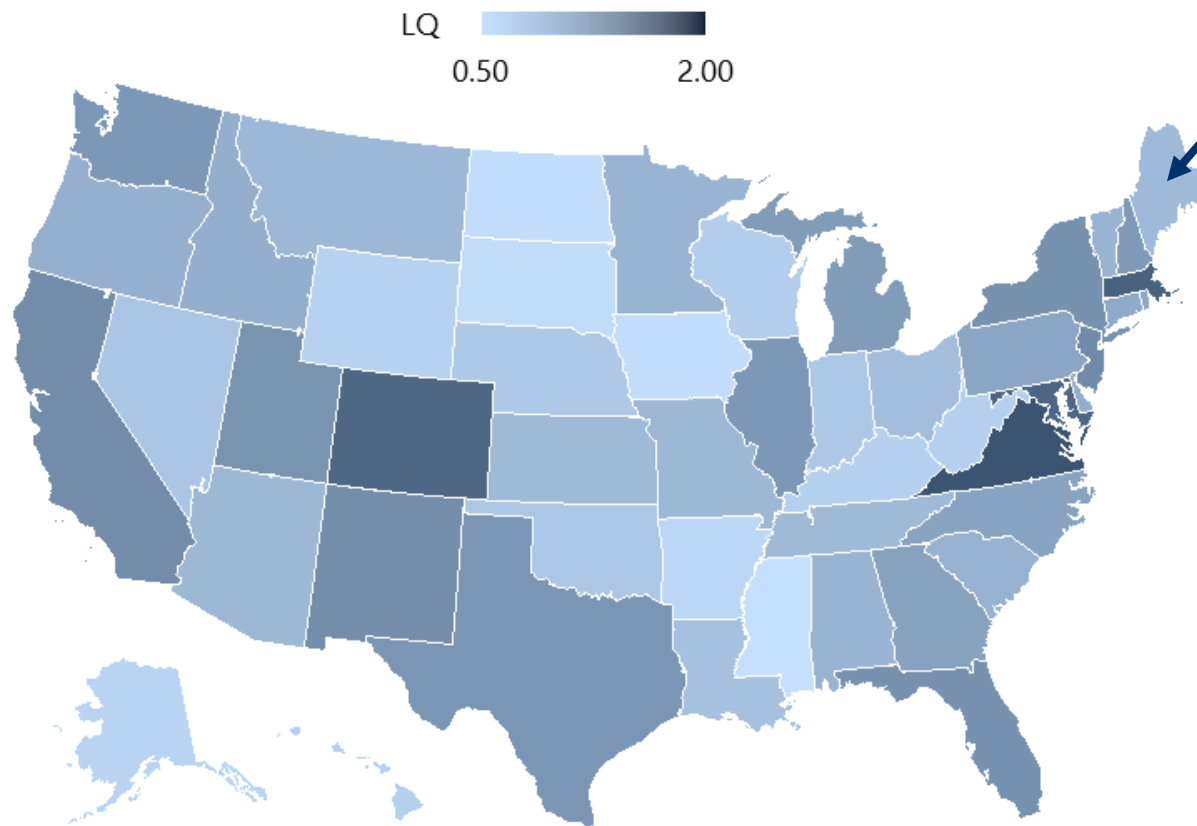
Emerging industries saw positive job growth over the last five years but have a location quotient of less than 1.

Maturing industries have a location quotient greater than 1 but had negative job growth over the last five years.

Lagging industries have a location quotient of less than 1 and saw negative job growth over the last five years.

KEY NATIONAL PLAYERS

Professional and Technical Services Sector Location Quotient by State



Maine's LQ = 0.79,
Maine ranks 34th out
of all US states

Top 10 States by LQ for the Professional & Technical Services Sector

State	2024 LQ
District of Columbia	2.26
Virginia	1.56
Massachusetts	1.46
Maryland	1.42
Colorado	1.41
New Jersey	1.15
California	1.14
New Mexico	1.13
New York	1.09
Florida	1.09

Source: Lightcast

Note: The District of Columbia is included in this analysis and counted as a state equivalent

Source: Lightcast



Industry Demand and Purchases

Where is Maine's Professional and Technical
Services sector buying from?

DEMAND BY SUBSECTOR

Overall

- In 2024, Maine's Professional and Technical Services sector generated \$11.7B in total demand, of which 60% was met in-region and 40% was imported.
- Total in-region sales were \$9.2B, with 77% sold within Maine and 23% exported to markets outside the state.

Demand and Sales for Subsectors in the Professional and Technical Services Sector, Maine, 2024

NAICS	Description	Pct. Demand met In-Region	Pct. Demand met by Imports	Total Demand	Pct. In-Region Sales	Pct. Exported Sales	Total Sales
5411	Legal Services	62%	38%	\$1.6B	93%	7%	\$1.1 B
5412	Accounting, Tax Preparation, Bookkeeping, and Payroll Services	62%	38%	\$0.9B	90%	10%	\$0.6 B
5413	Architectural, Engineering, and Related Services	81%	19%	\$1.5B	73%	27%	\$1.7 B
5414	Specialized Design Services	65%	35%	\$0.2B	90%	10%	\$0.1 B
5415	Computer Systems Design and Related Services	60%	40%	\$2.6B	86%	14%	\$1.8 B
5416	Management, Scientific, and Technical Consulting Services	74%	26%	\$1.5B	68%	32%	\$1.7 B
5417	Scientific Research and Development Services	23%	77%	\$1.9B	56%	44%	\$0.8 B
5418	Advertising, Public Relations, and Related Services	54%	46%	\$0.6B	86%	14%	\$0.4 B
5419	Other Professional, Scientific, and Technical Services	85%	15%	\$0.8B	70%	30%	\$1.0 B
Total		60%	40%	\$11.7B	77%	23%	\$9.2 B

Source: Lightcast

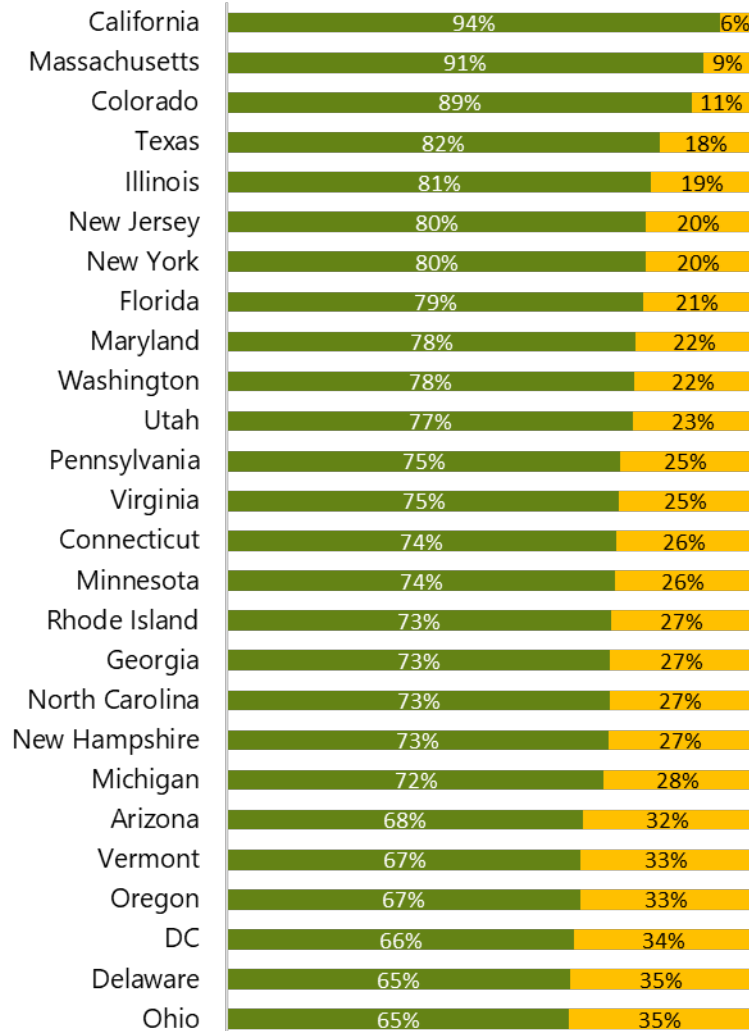
Subsector Performance

- Architectural, Engineering, & Related Services (81%) and Other Professional, Scientific, & Technical Services (85%) capture the largest share of local demand, suggesting strong regional capabilities.
- Scientific R&D Services is the most import-reliant, with 77% of Maine's demand met from outside the state, signaling a local gap in research capacity.
- Advertising & PR (46% imports) and Specialized Design Services (35% imports) also rely on external providers, indicating areas where local growth could further reduce leakage.

DEMAND COMPARISON BY STATE

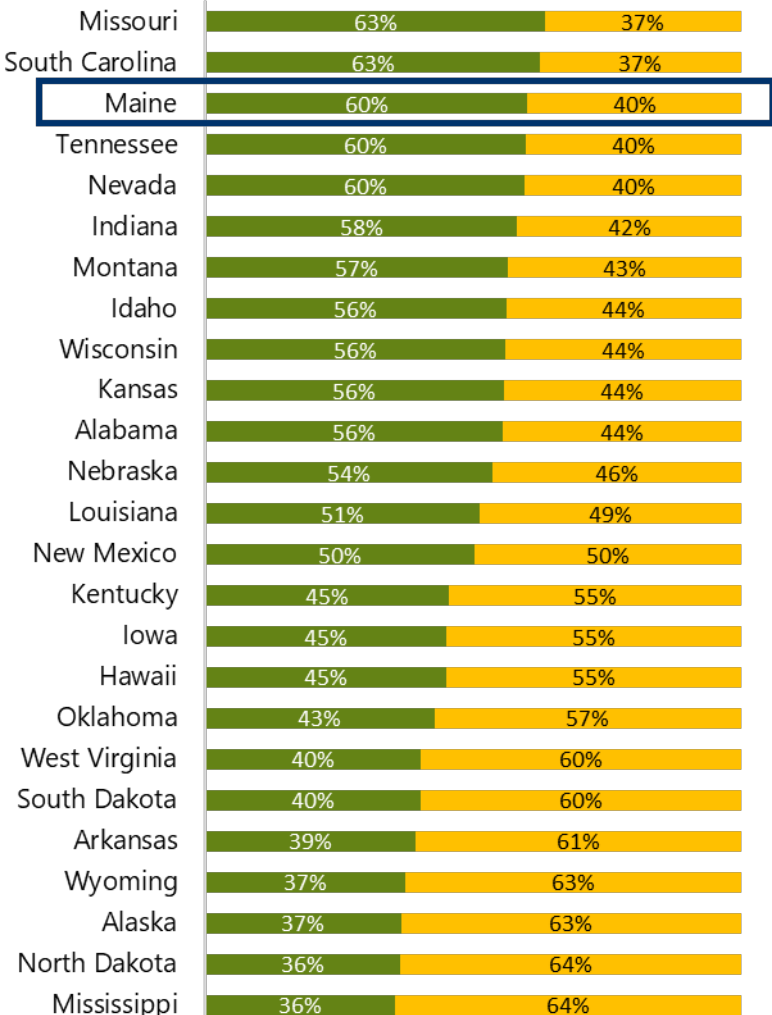
Top 26 States by Share of Professional and Tech. Services Demand Met In-Region, 2024

■ Pct. Demand met in-region ■ Pct. Demand met by imports



Bottom 25 States by Share of Professional and Tech. Services Demand Met In-Region, 2024

■ Pct. Demand met in-region ■ Pct. Demand met by imports



Note: The District of Columbia is included in this analysis and counted as a state equivalent

Source: Lightcast

Maine ranks 29th among all states for total demand met in-region

- California (94%), Massachusetts (91%), and Colorado (89%) lead the nation in meeting their Professional and Technical Services demand locally
- Many rural or less industrialized states (e.g., Mississippi, North Dakota, Alaska, Wyoming, Arkansas) meet less than 40% of their demand internally, which may suggest limited industry presence.
- Maine's Professional and Technical Services sector relies more heavily on imports compared to leading states, highlighting both a vulnerability and a growth opportunity to expand local service capacity and better capture in-state demand.

ABOUT THE DATA: Metrics for sector demand by state indicate the states that have the largest local markets for this type of activity. States whose local demand is met by imports at a high rate are using imports instead of local firms and could be a good target for Maine exports.

PURCHASING INDUSTRIES

Top 25 Industries the Professional and Technical Services Sector Purchased From, Maine, 2024

NAICS	Purchases from	In-region Purchases	Pct. In-region Purchases	Imported Purchases	Pct. Imported Purchases	Total Purchases
561320	Temporary Help Services	\$109.2 M	87%	\$16.6 M	13%	\$125.8 M
551114	Corporate, Subsidiary, & Regional Managing Offices	\$85.6 M	93%	\$6.5 M	7%	\$92.2 M
531110	Lessors of Residential Buildings & Dwellings	\$70.9 M	90%	\$7.8 M	10%	\$78.7 M
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$4.5 M	6%	\$69.1 M	94%	\$73.5 M
541330	Engineering Services	\$61.8 M	88%	\$8.5 M	12%	\$70.3 M
531210	Offices of Real Estate Agents & Brokers	\$53.2 M	80%	\$13.3 M	20%	\$66.5 M
516210	Media Streaming Distribution Services, Social Networks, & Other Media Networks & Content Providers	\$6.7 M	10%	\$58.3 M	90%	\$65.0 M
541110	Offices of Lawyers	\$44.1 M	69%	\$20.1 M	31%	\$64.2 M
541611	Administrative Management & General Management Consulting Services	\$48.5 M	79%	\$12.9 M	21%	\$61.4 M
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, & Related Services	\$27.6 M	47%	\$31.5 M	53%	\$59.1 M
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)	\$51.8 M	95%	\$2.9 M	5%	\$54.7 M
541990	All Other Professional, Scientific, & Technical Services	\$44.8 M	85%	\$7.9 M	15%	\$52.6 M
531390	Other Activities Related to Real Estate	\$35.7 M	72%	\$13.7 M	28%	\$49.4 M
522110	Commercial Banking	\$23.8 M	48%	\$25.5 M	52%	\$49.3 M
561110	Office Administrative Services	\$13.1 M	29%	\$32.3 M	71%	\$45.3 M
513210	Software Publishers	\$28.8 M	63%	\$16.6 M	37%	\$45.3 M
722511	Full-Service Restaurants	\$42.9 M	99%	\$0.6 M	1%	\$43.4 M
541512	Computer Systems Design Services	\$27.5 M	72%	\$10.7 M	28%	\$38.2 M
519290	Web Search Portals & All Other Information Services	\$3.7 M	10%	\$33.1 M	90%	\$36.9 M
721110	Hotels (except Casino Hotels) & Motels	\$31.0 M	93%	\$2.4 M	7%	\$33.5 M
541211	Offices of Certified Public Accountants	\$25.0 M	77%	\$7.6 M	23%	\$32.6 M
561330	Professional Employer Organizations	\$2.8 M	9%	\$29.3 M	91%	\$32.2 M
325412	Pharmaceutical Preparation Manufacturing	\$10.5 M	34%	\$20.2 M	66%	\$30.6 M
531311	Residential Property Managers	\$26.3 M	92%	\$2.3 M	8%	\$28.6 M
325199	All Other Basic Organic Chemical Manufacturing	\$1.3 M	5%	\$26.3 M	95%	\$27.6 M

Source: Lightcast

Maine's Professional and Technical Services sector is anchored locally by real estate, engineering, and corporate services, but it remains dependent on imported digital, pharmaceutical, and chemical inputs

- Several major purchases are heavily import-dependent, with more than 90% imported in areas including Lessors of Nonfinancial Intangible Assets (94%), Web Search Portals (90%), and Basic Organic Chemical Manufacturing (95%).
- Pharmaceutical Preparation Manufacturing shows regional reliance, with 66% imported despite being a top input for Maine's knowledge-based industries.

ABOUT THE DATA: This table gives greater insight into supply chain gaps within the Professional and Technical Services sector. Industries that have low shares of in-region purchases indicate opportunities where Maine relies heavily on imported supply, but where Maine businesses could potentially expand to recapture transactions.



Industry Sales and Exports

Where is Maine's Professional and Technical Services Sector selling to?

INDUSTRY SALES

Top 25 Industries the Professional and Technical Services Sector Sold To, Maine, 2024

NAICS	Sales to	Total In-Region Sales	Pct. of In-Region Sales
901199	Federal Government, Civilian, Excluding Postal Service	\$314,132,252	7%
622110	General Medical and Surgical Hospitals	\$235,036,107	6%
551114	Corporate, Subsidiary, and Regional Managing Offices	\$175,479,011	4%
902999	State Government, Excluding Education and Hospitals	\$130,518,517	3%
901200	Federal Government, Military	\$100,047,515	2%
424210	Drugs and Druggists' Sundries Merchant Wholesalers	\$93,375,188	2%
523940	Portfolio Management and Investment Advice	\$83,222,429	2%
541330	Engineering Services	\$77,850,852	2%
903999	Local Government, Excluding Education and Hospitals	\$72,729,106	2%
524113	Direct Life Insurance Carriers	\$65,691,333	2%
541512	Computer Systems Design Services	\$59,869,388	1%
621111	Offices of Physicians (except Mental Health Specialists)	\$57,062,795	1%
441110	New Car Dealers	\$56,512,859	1%
517112	Wireless Telecommunications Carriers (except Satellite)	\$56,309,380	1%
531110	Lessors of Residential Buildings and Dwellings	\$49,654,912	1%
722513	Limited-Service Restaurants	\$47,861,034	1%
513210	Software Publishers	\$47,545,590	1%
531120	Lessors of Nonresidential Buildings (except Miniwarehouses)	\$46,863,759	1%
522320	Financial Transactions Processing, Reserve, and Clearinghouse Activities	\$45,152,071	1%
561320	Temporary Help Services	\$43,968,471	1%
518210	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	\$41,243,300	1%
722511	Full-Service Restaurants	\$41,166,103	1%
457210	Fuel Dealers	\$40,936,352	1%
531210	Offices of Real Estate Agents and Brokers	\$36,636,676	1%
336611	Ship Building and Repairing	\$36,147,059	1%

Source: Lightcast

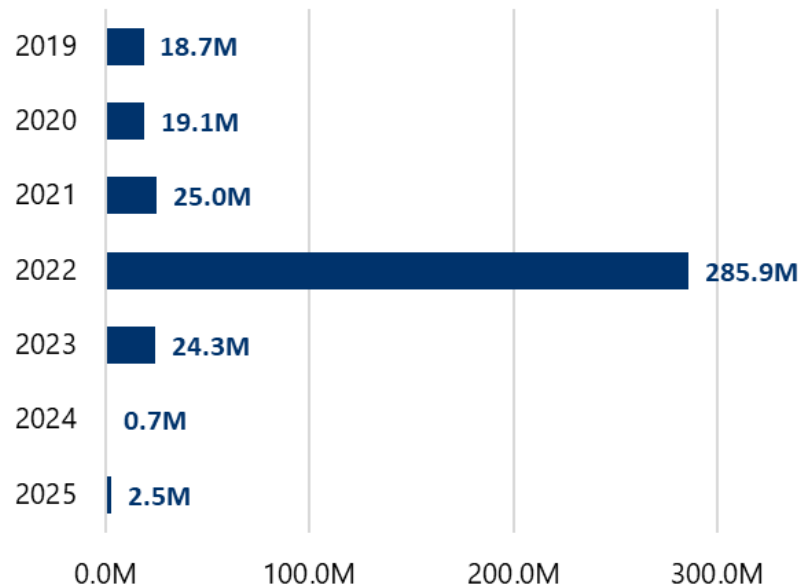
Maine's Professional and Technical Services sector primarily sells to government and healthcare buyers, but also supports a diverse set of industries, from finance and real estate to retail and shipbuilding.

- The Federal Government, Civilian is the single largest customer, purchasing \$314M (7% of in-region sales).
- General Medical and Surgical Hospitals (\$235M, 6%) and Corporate & Regional Managing Offices (\$175M, 4%) are also major purchasers.
- State and local governments together represent around \$200M in sales, highlighting strong public sector demand.

ABOUT THE DATA: The sales in this table do not add up to total in-region sales because it only captures sales to other industries, and not other entities like consumers. The Percent of Total In-Region Sector Sales shows the portion of sales to a given industry as it relates to total sales to *all industries*, not total in-region sales including sales to consumers.

FUNDS RAISED BY MAINE COMPANIES

Funds Raised by Maine Professional and Technical Service Companies, 2019-Present



Source: Crunchbase

Maine's Funding Recipients, 2019-Present

- Arkatechture
- Cambium Enterprises
- Connective Health Strategies
- Fathom Companies
- Fork Food Lab
- ImmuCell
- NBT Solutions
- Orono Spectral Solutions
- ProCanna
- Stroudwater
- Woodard & Curran

Funds Raised

- More than \$376 million since 2019
- The spike in 2022 was driven by Stroudwater, a healthcare consulting firm that secured \$283 million in debt financing.
- The largest funding supply was provided by Debt Financing which was driven by the Stroudwater deal.

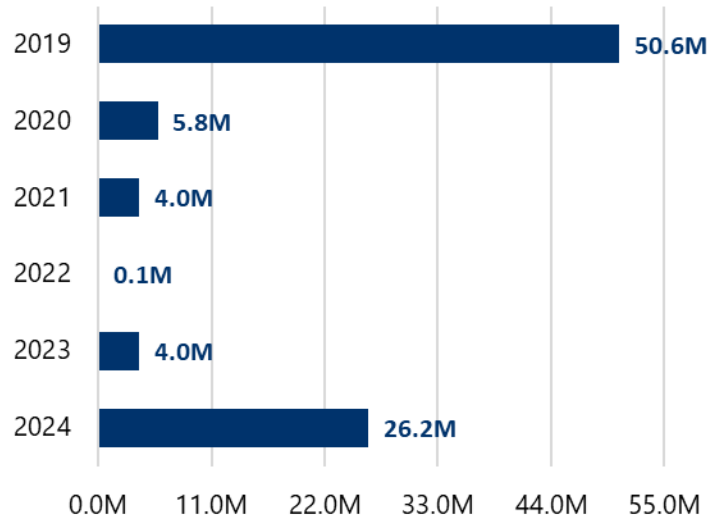
Types of Funding Raised by Maine Professional and Technical Services Companies, 2019-Present

Funding Type	Amount Raised
Debt Financing	303.1M
Post-IPO Debt	17.7M
Post-IPO Equity	17.7M
Seed	1.4M
Venture - Series Unknown	36.3M
Total	376.3M

Source: Crunchbase

SECTOR INVESTMENT

Investment in Maine Professional and Technical Service Sector, 2019-Present



Source: fDi Markets

Since 2019, Maine's Professional and Technical Services sector has attracted nearly \$91 million in direct investment. The sector experienced a peak in 2019 (\$50.6M), followed by smaller inflows during 2020–2023, before rebounding in 2024 with \$26.2M in new investment.

Sources of Investment

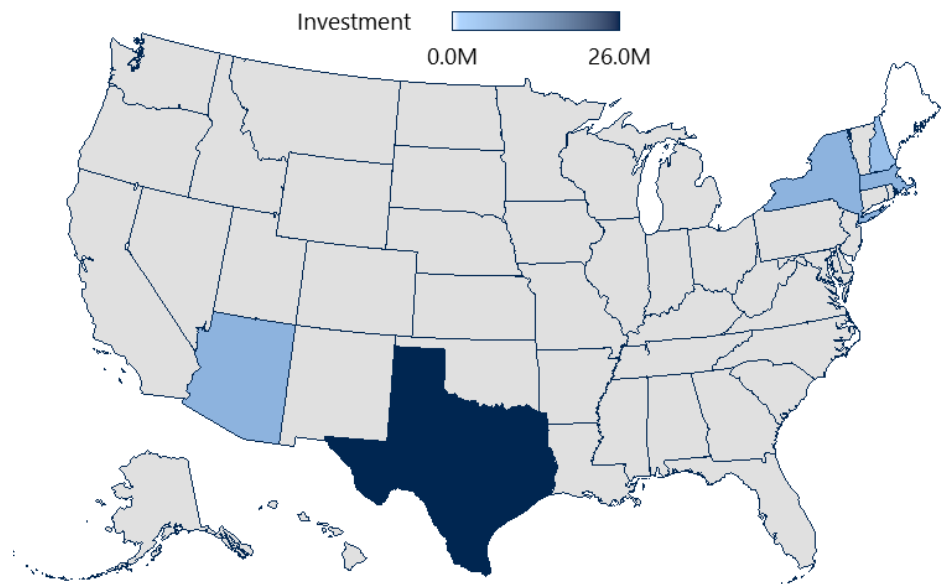
- The majority of investment originated from the US (\$47.4M), though Canada (\$37.2M) is also a major contributor, particularly in real estate projects.
- Switzerland (\$6M) and the United Kingdom (\$0.1M) make smaller contributions.
- Within the US, Texas leads as the top state investor, joined by New Hampshire, Arizona, Massachusetts, and New York.
- By category, real estate (\$41.4M) and software/IT services (\$26M) are the dominant investment areas.

Direct Investment in Maine's Professional and Technical Services Sector by Source, 2019-2025

Country	Business Services	Real Estate	Software & IT services	Total
Canada	\$5.8M	\$31.4M	-	\$37.2M
Switzerland	-	\$6.0M	-	\$6.0M
United Kingdom	\$0.1M	-	-	\$0.1M
United States	\$17.4M	\$4.0M	\$26.0M	\$47.4M
Total	\$23.3M	\$41.4M	\$26.0M	\$90.7M

Source: fDi Markets

State's Investing in Maine's Technical and Professional Services Sector



Source: fDi Markets

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GLOSSARY

Competitive Effect: Competitive effect indicates how much of the job change within a given region is the result of some unique competitive advantage of the region. This is because the competitive effect, by definition, measures the job change that occurs within a regional industry that cannot be explained by broader trends (i.e. the National Growth Effect and the Industrial Mix Effect). It's important to note that this effect can be positive even if regional employment is declining. This would indicate that regional employment is declining *less* than national employment.

Demand: Regional sales demand for sales of Industry

Trade-Weighted Index (TWI): Also known as the real broad index, measures the strength of the US dollar relative to the currencies of the nation's trading partners. Weightings are determined by the share of trade with each country, with the five largest allocated to the Euro, Canadian dollar, Chinese yuan, Japanese yen and Mexican peso. These five currencies account for over two-thirds of the TWI.

Exports: The amount of money that is spent by industries located outside the region in exchange for goods or services produced by an industry located in the region. Exports can be either foreign or domestic.

Earnings: Industry earnings are the total industry wages, salaries, supplements, and proprietor income in the region, divided by the number of jobs in the region.

Gross Regional Product (GRP): Gross Regional Product (GRP) is simply GDP for the region of study. More commonly, GRP is GDP for any region smaller than the United States, such as a state or metro. GRP measures the final market value of all goods and services produced in the region of study. GRP is the sum of total industry earnings, taxes on production & imports, and profits, less subsidies

Jobs: A job is any position in which a worker provides labor in exchange for monetary compensation. This includes those who work as employees for businesses (a.k.a. "wage and salary" employees) and proprietors who work for themselves. Lightcast reports employment as annual averages. Employment averages represent jobs, not workers, since one individual may hold multiple jobs. Due to limitations of source data, both full- and part-time jobs are included and counted equally, i.e., job counts are not adjusted to full-time equivalents. Geographically, payroll jobs are always reported by the place of work rather than the worker's place of residence.

Location quotient: Location quotient (LQ) is a way of quantifying how concentrated a particular industry, cluster, occupation, or demographic group is in a region as compared to the nation. It can reveal what makes a particular region "unique." For example, if the leather products manufacturing industry accounts for 10% of jobs in your area but 1% of jobs nationally, then the area's leather-producing industry has an LQ of 10. So, in your area, leather manufacturing accounts for a larger than average "share" of total jobs—the share is ten times larger than normal.

Payrolled Business Locations: Also referred to as a "Establishments", is a single physical location of some type of economic activity (a business), used for reporting purposes in government data sources. A single company may have multiple establishments.

Source: Lightcast Knowledge Base

DATA SOURCES



Lightcast (formerly Emsi Burning Glass) is a global leader in labor market analytics, offering a data platform that gives a comprehensive, nuanced, and up-to-date picture of labor markets at all scales from national to local. Key components of the platform include traditional labor market information, job postings analytics, talent profile data, compensation data, and skills analytics. Lightcast integrates government data with information from online job postings, talent profiles, and resumes to produce timely intelligence on the state of the labor market. Job and compensation data is available by industry, occupation, educational program, and skill type. [Click to learn more.](#)



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fDi Markets is the most comprehensive online database of cross-border greenfield investments available, covering all countries and sectors worldwide. The fDi Markets database tracks capital expenditures and jobs at the sector and project level for country-to-country foreign direct investment projects as well as domestic state-to-state investment projects. [Click to learn more.](#)

APPENDIX: INDUSTRY SUMMARY

Key Summary Statistics for Industries in the Professional and Technical Services Sector, Maine

NAICS	Description	2019 Jobs	2024 Jobs	Change 2019- 2024	Pct. Change 2019- 2024	Avg. Earnings Per Job	2024 LQ	Competitive Effect	2024 Bus. Locations	2024 GRP
5411	Legal Services	4,480	4,235	(245)	-5%	\$112,679	0.71	(772)	819	\$ 859,828,479
541110	Offices of Lawyers	4,176	3,927	(248)	-6%	\$114,116	0.71	(741)	701	\$ 804,644,043
541191	Title Abstract & Settlement Offices	275	231	(44)	-16%	\$85,466	0.83	(35)	46	\$ 38,861,418
541199	All Other Legal Services	29	77	48	166%	\$121,040	0.39	56	72	\$ 16,323,018
5412	Accounting, Tax Prep., Bookkeeping, & Payroll Services	4,008	4,305	297	7%	\$82,719	0.75	(313)	896	\$ 451,530,514
541211	Offices of Certified Public Accountants	1,505	1,716	211	14%	\$119,510	0.72	26	275	\$ 258,461,831
541213	Tax Preparation Services	427	488	60	14%	\$47,076	0.78	36	120	\$ 30,782,592
541214	Payroll Services	360	280	(80)	-22%	\$91,424	0.28	(286)	38	\$ 31,863,413
541219	Other Accounting Services	1,717	1,822	105	6%	\$56,274	1.05	(8)	463	\$ 130,422,677
5413	Architectural, Engineering, & Related Services	6,310	7,509	1,198	19%	\$112,745	0.98	566	1,226	\$ 1,109,170,902
541310	Architectural Services	895	996	101	11%	\$106,119	1.04	68	183	\$ 135,056,434
541320	Landscape Architectural Services	248	326	78	32%	\$92,125	1.46	105	45	\$ 43,747,053
541330	Engineering Services	4,062	5,012	950	23%	\$122,142	0.97	364	745	\$ 797,178,279
541340	Drafting Services	169	167	(1)	-1%	\$89,629	2.25	12	45	\$ 21,230,704
541350	Building Inspection Services	175	203	28	16%	\$81,067	1.29	7	49	\$ 22,636,642
541360	Geophysical Surveying & Mapping Services	27	30	3	10%	\$75,616	0.45	9	9	\$ 3,537,014
541370	Surveying & Mapping (exc. Geophysical) Services	440	433	(7)	-2%	\$92,466	1.69	(77)	99	\$ 53,193,717
541380	Testing Laboratories & Services	295	341	47	16%	\$72,927	0.45	60	51	\$ 32,591,059
5414	Specialized Design Services	927	1,397	470	51%	\$53,783	1.09	547	279	\$ 105,147,037
541410	Interior Design Services	253	438	185	73%	\$51,916	0.89	206	73	\$ 31,143,418
541420	Industrial Design Services	40	59	19	47%	\$64,715	0.53	21	14	\$ 4,743,802
541430	Graphic Design Services	505	730	224	44%	\$54,925	1.34	309	168	\$ 52,548,950
541490	Other Specialized Design Services	128	170	42	33%	\$49,920	1.28	21	24	\$ 16,710,867
5415	Computer Systems Design & Related Services	6,364	7,537	1,173	18%	\$151,792	0.68	583	2,729	\$ 1,310,442,207
541511	Custom Computer Programming Services	2,392	3,778	1,386	58%	\$162,288	0.76	1,439	1,555	\$ 673,223,553
541512	Computer Systems Design Services	3,574	3,221	(353)	-10%	\$141,452	0.62	(913)	1,065	\$ 546,129,998
541513	Computer Facilities Mgmt. Services	186	322	136	73%	\$137,209	0.88	162	24	\$ 51,076,669
541519	Other Computer Related Services	212	216	4	2%	\$144,125	0.34	(88)	86	\$ 40,011,987
5416	Mgmt., Scientific, & Tech. Consulting Services	5,008	8,169	3,161	63%	\$118,749	0.86	2,860	3,935	\$ 1,179,233,052
541611	Admin. Mgmt. & General Mgmt. Consulting Services	1,762	3,357	1,595	91%	\$122,655	0.78	1,579	1,543	\$ 503,735,247
541612	Human Resources Consulting Services	196	348	152	77%	\$114,022	0.75	169	150	\$ 48,339,603
541613	Marketing Consulting Services	1,142	2,201	1,060	93%	\$133,460	1.29	1,148	1,605	\$ 362,352,208
541614	Process, Physical Distribution, & Logistics Consulting Services	250	308	58	23%	\$109,865	0.40	(4)	169	\$ 36,911,641
541618	Other Mgmt. Consulting Services	340	254	(86)	-25%	\$119,120	0.40	(226)	62	\$ 36,837,516
541620	Environmental Consulting Services	611	796	185	30%	\$91,257	1.54	127	131	\$ 85,983,935
541690	Other Scientific & Tech. Consulting Services	706	904	198	28%	\$97,386	0.79	141	276	\$ 105,072,902

APPENDIX: INDUSTRY SUMMARY

5417	Scientific R&D Services	2,594	2,723	128	5%	\$112,840	0.68	(806)	281	\$	378,706,503
541713	R&D in Nanotechnology	4	12	8	227%	62036	0.11	10	2	\$	1,101,376
541714	R&D in Biotechnology (exc. Nanobiotech.)	1,577	1,495	(83)	-5%	\$109,496	1.20	(1,008)	69	\$	198,311,897
541715	R&D in the Physical, Engineering, & Life Sciences (exc. Nanotech. & Biotech)	825	995	170	21%	\$116,560	0.42	(1)	136	\$	144,454,188
541720	R&D in the Social Sciences & Humanities	189	221	32	17%	\$121,383	0.73	51	74	\$	34,839,042
5418	Advertising, Public Relations, & Related Services	1,499	1,651	152	10%	\$75,348	0.69	91	396	\$	263,136,513
541810	Advertising Agencies	314	471	157	50%	\$95,562	0.46	146	167	\$	96,623,996
541820	Public Relations Agencies	134	208	75	56%	\$119,775	0.60	49	91	\$	67,333,377
541830	Media Buying Agencies	25	28	3	13%	\$106,793	0.34	2	4	\$	5,468,322
541840	Media Representatives	48	58	10	21%	\$78,219	0.65	15	26	\$	8,269,661
541850	Indoor & Outdoor Display Advertising	276	214	(62)	-23%	\$44,200	1.43	(13)	20	\$	16,792,854
541860	Direct Mail Advertising	107	66	(41)	-39%	\$69,953	0.42	(30)	7	\$	10,293,264
541870	Advertising Material Distribution Services	8,73654	10	1	17%	\$37,856	0.12	1	5	\$	587,828
541890	Other Services Related to Advertising	587	596	9	1%	\$54,462	1.31	(12)	78	\$	57,767,210
5419	Other Professional, Scientific, & Tech. Services	3,157	3,723	566	18%	\$76,247	0.84	(32)	519	\$	681,224,530
541910	Marketing Research & Public Opinion Polling	169	165	(4)	-3%	\$105,546	0.51	35	68	\$	25,791,930
541921	Photography Studios, Portrait	166	162	(4)	-3%	\$49,540	0.65	(13)	59	\$	37,046,812
541922	Commercial Photography	65	69	4	6%	\$69,337	0.81	(10)	29	\$	34,472,167
541930	Translation & Interpretation Services	109	113	4	4%	\$50,606	0.57	7	25	\$	16,137,584
541940	Veterinary Services	2,196	2,722	526	24%	\$76,106	1.31	130	212	\$	307,190,396
541990	All Other Professional, Scientific, & Tech. Services	452	493	40	9%	\$82,831	0.33	(223)	127	\$	260,585,641
All Professional & Tech. Services		34,348	41,249	6,901	20%	\$111,147	0.79	2,589	11,080	\$	6,338,419,738
All Sectors, ME		714,866	745,129	30,263	4%	\$73,909		-28,913	65,244	\$	89,676,711,652

Source: Lightcast

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