

MAINE STATE OF DOMESTIC TRADE

Annual Update

March 2026

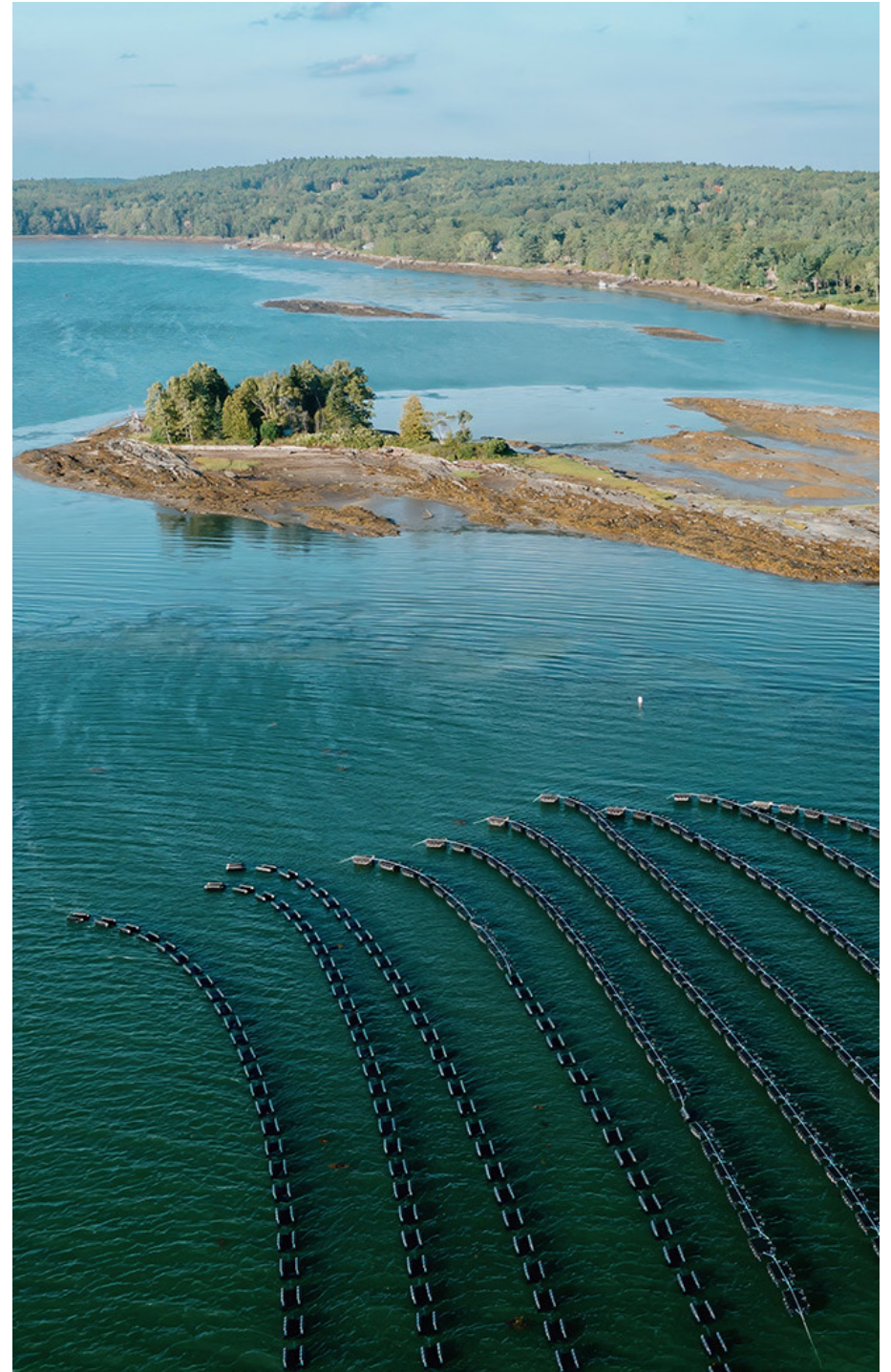
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Report Overview

Maine State of Domestic Trade Report Purpose

The Maine State of Domestic Trade Report¹ provides an annual update to the domestic trade tracking metrics used for progress reporting. It is intended to give a **high-level overview of Maine's trade activity**. Under the North American Industry Classification

System (NAICS), industry classification ranges from 2-digit industries (most broad) to 6-digit industries (most specific). This report focuses on the 2-digit industries to provide an overview of Maine's domestic and foreign trade on a macroeconomic level.

Introduction to Domestic Trade

Domestic trade refers to the trade Maine businesses engage in with other states in the United States. While other studies focus on foreign trade and the sales made to entities in other countries, **Maine's domestic trade efforts work to support the participation of Maine businesses in trade between other states.** Domestic trade is important to grow Maine's economy, support entrepreneurship, create jobs, and improve infrastructure for a higher quality of life for all.

Demand

Demand refers to the amount of goods and services required by the state. This includes the amount of industry purchases across the nation. It quantifies the value of goods and services purchased by Maine businesses that are used to produce goods and services.

Demand is either met by businesses located in Maine ("demand met in-region") or imported from businesses outside of Maine ("demand met by imports"). In this report, demand met by imports refers to purchases made from entities outside of Maine but located within the United States (i.e., excluding foreign imports).

¹ This project is commissioned by the Office of Business Development and is funded by the Maine Jobs and Recovery Plan.

DEMAND

Businesses in Maine **need** goods and services.



Sales

Sales refers to the total annual sales that Maine businesses make both to other industries and to consumers. **Maine businesses make sales to other entities within Maine (in-region sales) or to businesses and consumers outside of the state (exported sales).** In this report, exported sales refer to sales made to entities outside of Maine but located within the United States (i.e., excluding foreign exports).

SALES

Businesses in Maine **are selling** goods and services.



Executive Summary

Economic Context



Between 2019 and 2024, **Maine's employment base grew, adding 31,306 jobs (+4%)**. This growth is on par with the national economy, which also grew by 4% during the same period.



Similarly, **Maine's Gross Regional Product (GRP) growth is on par with that of the US**. Between 2023 and 2024, it increased from \$84.5 billion to \$89.7 billion, a 6.1% increase.² The US Gross Domestic Product (GDP) grew by 6.1% in the same period.



Several of Maine's most concentrated industries also experienced employment growth.³

- Shellfish Fishing (LQ 74.8) remains one of the most concentrated industries and continues to grow, increasing by 119 jobs during the study period.
- In advanced manufacturing, Guided Missile and Space Vehicle Propulsion Unit and Parts Manufacturing (LQ 24.0) expanded, adding more than 1,200 jobs since 2019.
- Ship Building and Repairing (LQ 13.6) added 405 jobs during the period.
- Other concentrated industries showing jobs growth include In-Vitro Diagnostic Substance Manufacturing (LQ 9.7, +875 jobs) and Hunting and Trapping (LQ 9.9, +117 jobs).



² GRP measures the final market value of all goods and services produced in the region and indicates the state's overall productivity. At the national level, this is referred to as the GDP.

³ 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.

Trade



Domestic trade remains a major driver of Maine's economy. In 2024, total sales reached **\$197.2 billion**, up from \$184.5 billion in 2023. Of this amount, **\$108.9 billion (55.2%)** was exported outside Maine. Domestic markets continue to dominate export activity: \$105.8 billion of Maine's exported sales went to buyers in other states, growing 6.1% over the year. By comparison, foreign exports increased 4.8%. This highlights the opportunity to focus on scaling existing industries, expanding into adjacent markets, and capturing more value within current domestic trade flows.



Maine's ability to meet its own demand has also continued to improve. With \$102.1 billion of statewide demand now met by in-state producers (+8% since 2023), Maine is gradually reducing its reliance on imports. For the second consecutive year, Maine ranked 30th among all states in the share of demand met locally. While the ranking remained unchanged from the previous year, it represents an improvement from 34th in 2019. This steady rise suggests that Maine's supply chains are strengthening and that more of the state's demand is being met by Maine-based companies.



Maine's top ten domestically exported commodities accounted for 38% of the state's domestic commodity exports in 2024. These top commodities were:

- 1 Ships
- 2 Paper from pulp
- 3 Dimension lumber
- 4 Pharmaceuticals
- 5 Sanitary paper products
- 6 Bottled and canned soft drinks and water
- 7 Boats
- 8 Asphalt paving mixtures and blocks
- 9 Semiconductors and related devices
- 10 Aircraft engines and engine parts



Key Statistics for Maine



JOBS

746,173

jobs in 2024

4%

job growth,
2019-2024

Compared to ...

4%

job growth in the
national economy



SALES

\$197.2 billion

in total sales in 2024



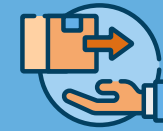
\$108.9 billion

in exported sales
(55.2% of total sales)



\$105.8 billion

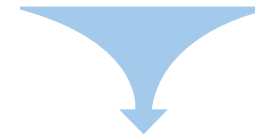
exported to domestic
trade partners
(53.6% of total sales)



DEMAND

\$198.9 billion

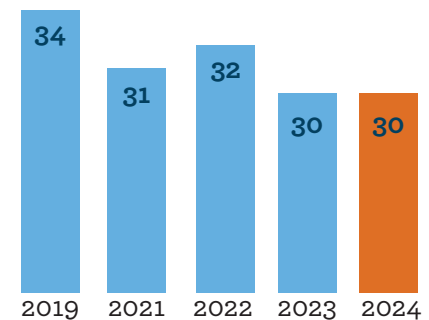
in total demand in 2024



\$102.1 billion

met by **Maine-made**
goods and services
(50.7% of total sales)

Maine's Rank for Demand Met In-State



Change from 2021 to 2024

Year-Over-Year Change: Sales

Since 2023, total sales have grown from \$184.5 billion to over \$197.2 billion, an increase of 6.9%.

The value of **sales exported out of state** grew by 6.1%, from \$102.7 billion in 2023 to \$108.9 billion in 2024, representing 55.2% of total sales. Of Maine's exported sales, \$105.8 billion went to other states, a 6.1% increase from 2023. Meanwhile, the value of sales to foreign entities increased by a smaller margin of 4.8%.

Sales within Maine also increased, growing by 8.0% from **\$81.8 billion in 2023 to \$88.3 billion in 2024**. Since 2021, the share of total sales occurring within the state has gradually increased. This trend likely reflects a combination of factors, including stronger in-state business-to-business activity, increased consumer spending at local businesses, and incremental improvements in Maine's in-region supply chains. While exports remain the dominant sales channel overall, the growth in in-state sales suggests Maine companies are now capable of capturing a larger share of local demand.

Year-Over-Year Change: Demand

Since 2023, total demand has grown from \$186.3 billion to over \$198.9 billion, an increase of 6.8%.

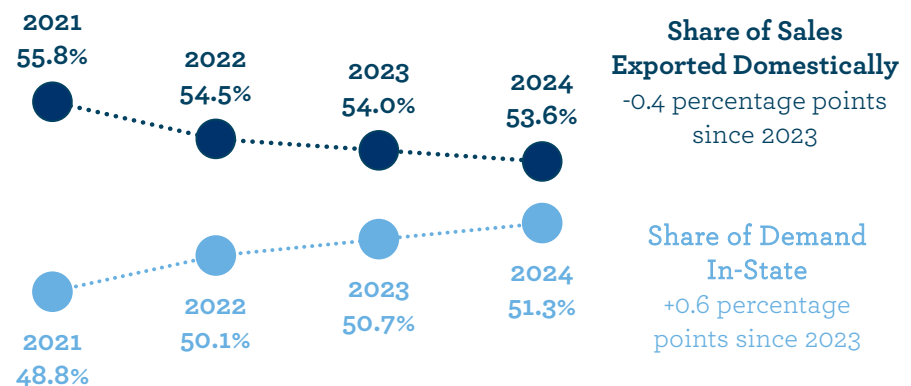
The value of **demand met by imports** increased from \$91.7 billion in 2023 to \$96.8 billion in 2024, a 5.5% increase. This increase was entirely driven by domestic imports.⁴ The value of **demand met within the state** increased from \$94.5 billion in 2023 to \$102.1 billion in 2024, an 8% increase. Since 2021, Maine entities have been able to meet more in-region demand, an indicator of strong business to business sales activity.

Sales and Demand Summary, 2021-2024

	2021	2022	2023	2024	2023-2024 % Change
Total Sales	\$157.6B	\$173.2B	\$184.5B	\$197.2B	6.9%
Sales In-State	\$66.5B	\$75.4B	\$81.8B	\$88.3B	7.96%
Sales Exported Out of State	\$91.1B	\$97.8B	\$102.7B	\$108.9B	6.05%
Foreign Exports	\$3.1B	\$3.5B	\$3.0B	\$3.1B	4.8%
Estimated Domestic Exports	\$88.0B	\$94.3B	\$99.7B	\$105.8B	6.09%
Total Demand	\$155.9B	\$174.5B	\$186.3B	\$198.9B	6.8%
Demand Met In-State	\$76.1B	\$87.5B	\$94.5B	\$102.1B	8.04%
Demand Met by Imports	\$79.8B	\$87.0B	\$91.7B	\$96.8B	5.5%
Foreign Imports	\$6.4B	\$8.2B	\$7.3B	\$6.8B	(7.1%)
Estimated Domestic Imports	\$73.4B	\$78.8B	\$84.5B	\$90.0B	6.6%

Source: Lightcast, US Census Bureau, Camoin Associates

Share of Sales Exported Domestically and Demand In-State, 2021-2024



Source: Lightcast

⁴ Maine saw a year-over-year decrease in foreign imports by customs value for many commodities.

High-Level Sector Summary

Between 2019 and 2024, Maine’s employment base grew, adding 31,306 jobs — a 4% increase. This growth is on par with the national economy, which also grew by 4% during the same period.

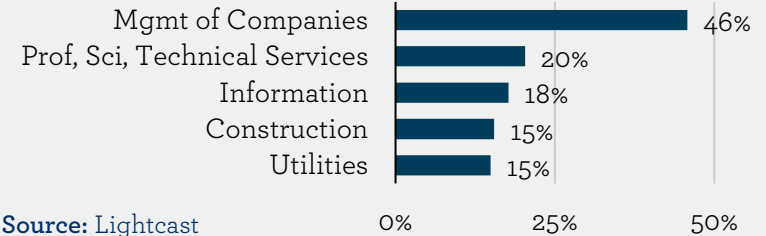
High Growth Sectors | Maine’s job growth between 2019 and 2024 was driven by the **Construction** and **Professional, Scientific, and Technical Services** sectors, which grew by 7,037 jobs (+15%) and 6,977 jobs (+20%), respectively. The state’s fastest-growing sector was Management of Companies and Enterprises, adding 5,550 jobs (+46%).⁵

Four sectors, Manufacturing, Administrative Support and Waste Management, Other Services, and Wholesale Trade, contracted between 2019 and 2024.⁶

Large Sectors | In 2024, Maine’s largest sector by employment was **Health Care and Social Assistance**, accounting for 117,309 jobs. **Government** is Maine’s second largest sector, accounting for 106,439 jobs.⁷ The third largest sector is **Retail Trade**, accounting for 86,956 jobs.

High Output Sectors | In 2024, Maine’s two largest sectors, **Health Care and Social Assistance** and **Government** each added around \$10.8 billion to the state’s Gross Regional Product (GRP). Though **Manufacturing** ranks fifth in size, it was the fourth largest contributor to Maine’s GRP, adding \$8.7 billion.

Maine’s Fastest Growing Sectors | Job Growth (%), 2019-2024



Source: Lightcast

Maine’s Largest Sectors | Total Jobs, 2024



Source: Lightcast

Maine’s Highest Output Sectors | Nominal GRP, 2024



Source: Lightcast

⁵ The Management of Companies and Enterprises sector includes holding companies and/or corporate, subsidiary, and regional management offices (for example, a company’s headquarters). These establishments primarily engage in management activities and/or hold the securities or financial assets of companies and enterprises.

⁶ The Other Services sector includes establishments that provide various services, such as equipment and machinery repair, grantmaking, advocacy, laundry services, or other personal care services.

⁷ The Government sector includes all public administration and government institutions, including federal, state, and local government entities, public K-12 and postsecondary schools, public prisons, and federal military and civilian facilities.

Competitive Advantage

Five sectors, Agriculture, Forestry, Fishing and Hunting, Management of Companies and Enterprises, Retail Trade, Construction, and Arts, Entertainment, and Recreation, are concentrated (LQ >1) and have a positive competitive effect, indicating a strong competitive advantage. While Health Care and Social Assistance and Educational Services also have an LQ >1, these sectors grew more slowly in Maine compared to the nation.

Agriculture, Forestry, Fishing, and Hunting |

This remains Maine's most concentrated sector, with an LQ of 2.04, which is more than double the national concentration. The sector added 1,842 more jobs than expected based on national trends, reflecting a strong and sustained competitive advantage.

Management of Companies and Enterprises |

This sector had the largest competitive advantage between 2019 and 2024 (+4,506). It is also highly concentrated, with an LQ of 1.58.

Information + Professional, Scientific, and Technical Services |

Both sectors remain less concentrated in Maine (LQs of 0.70 and 0.79, respectively); however, they each have a positive competitive effect (+1,144 in Information, +2,557 in Professional and Technical Services). This faster-than-expected growth relative to national and industry trends points to growing momentum in Maine's knowledge-based economy.

The overall competitive effect across all sectors is -405, suggesting that job growth in Maine lagged national industry trends by roughly 405 jobs.



ABOUT THE DATA

Both the location quotient and the competitive effect help to illustrate what makes a region unique.

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.

Competitive effect illustrates how much change in an industry is not explained by national economic or industry trends. A positive competitive effect means that the region has unique characteristics giving it a competitive advantage in that respective industry. However, a negative competitive effect indicates that an industry is either not growing as quickly or shrinking faster than national industry trends for the US.

Competitive Advantage by Sector in Maine

NAICS	Description	2024 Location Quotient	2019-2024 Competitive Effect
11	Agriculture, Forestry, Fishing and Hunting	2.04	1,842
55	Mgmt. of Companies and Enterprises	1.58	4,506
44	Retail Trade	1.26	2,786
23	Construction	1.21	3,422
62	Health Care and Social Assistance	1.17	(6,357)
61	Educational Services	1.13	(933)
71	Arts, Entertainment, and Recreation	1.03	163
72	Accommodation and Food Services	1.00	(88)
90	Government	0.98	(775)
31	Manufacturing	0.97	(1,368)
81	Other Services (except Public Administration)	0.89	193
52	Finance and Insurance	0.87	(1,311)
54	Professional, Scientific, and Technical Services	0.79	2,557
56	Administrative and Support and Waste Mgmt. and Remediation Services	0.77	(765)
53	Real Estate and Rental and Leasing	0.75	(238)
42	Wholesale Trade	0.74	(1,027)
22	Utilities	0.74	115
51	Information	0.70	1,144
48	Transportation and Warehousing	0.61	(3,142)
21	Mining, Quarrying, and Oil and Gas Extraction	0.10	57
Total	All Sectors		(405)

Note: Unclassified Industry is not shown in the table, but still contributes to the total competitive effect

Source: Lightcast

Concentrated Industries

This analysis highlights Maine’s ten most concentrated industries at the six-digit NAICS level, offering a detailed look at the state’s niche areas of specialization. Although these industries each represent a small share of total statewide employment, they reflect areas where Maine has a unique, competitive strength.

Shellfish Fishing remains Maine’s most specialized industry, with an LQ of 74.8, meaning employment in this industry is nearly 75 times more concentrated in Maine than in the nation overall. Despite accounting for only 3,771 jobs (about 0.5% of statewide jobs), this concentration underscores the state’s long-standing specialization in coastal resource-based industries.

Several of Maine’s most concentrated industries experienced job growth during the study period. **Guided Missile and Space Vehicle Propulsion Unit Manufacturing grew by 1,276 jobs (+170%) and has**

an LQ of 24.0, underscoring Maine’s expanding role in aerospace and defense manufacturing. Ship Building and Repairing added 405 jobs (+7%) and maintains a high LQ of 13.6. In-Vitro Diagnostic Substance Manufacturing also grew by 508 jobs (+76%) and has an LQ of 9.7, reflecting continued momentum within Maine’s life sciences sector. In contrast, six of the top ten industries lost employment between 2019 and 2024, including Footwear Manufacturing, Paper Mills, Pulp Mills, Finfish Fishing, and Biomass Electric Power Generation. These declines are largely tied to national trends affecting legacy manufacturing and natural resource-based industries.

These trends suggest that while several traditional manufacturing and natural resource-dependent industries are contracting, Maine’s specialization is increasingly shaped by a mix of marine-based industries, defense and aerospace manufacturing, and emerging biotechnology niche.

Most Concentrated Industries in Maine, 2024 | Ordered from highest to lowest 2024 LQ

Industry Description	High-Level Sector Description	2024 Jobs	2019 - 2024 Change	2019 - 2024 % Change	2024 Location Quotient
Shellfish Fishing	Agriculture, Forestry, Fishing and Hunting	3,771	119	3%	74.81
Guided Missile and Space Vehicle Propulsion Unit and Propulsion Unit Parts Manufacturing	Manufacturing	2,026	1,276	170%	24.03
Footwear Manufacturing	Manufacturing	1,142	(275)	(19%)	20.62
Finfish Fishing	Agriculture, Forestry, Fishing and Hunting	1,007	(42)	(4%)	19.52
Ship Building and Repairing	Manufacturing	6,340	405	7%	13.64
Paper Mills	Manufacturing	2,261	(502)	(18%)	10.48
Biomass Electric Power Generation	Utilities	107	(4)	(4%)	10.14
Hunting and Trapping	Manufacturing	281	117	71%	9.85
Pulp Mills	Manufacturing	190	(390)	(67%)	9.73
In-Vitro Diagnostic Substance Manufacturing	Manufacturing	1,174	508	76%	9.65

Source: Lightcast

Industry Mix

Maine's jobs are concentrated in several major sectors, with the three largest sectors, Health Care and Social Assistance, Government, and Retail Trade, accounting for more than 40% of all jobs in 2024.

Health Care and Social Assistance is the largest sector in Maine, employing 117,309 workers in 2024. The sector has an LQ of 1.17, indicating a slightly higher concentration than the national average. Between 2019 and 2024, the sector added 4,853 jobs (+4.3%), reflecting steady demand for health services, particularly given Maine's aging population. The sector generated \$10.8 billion in GRP and reported average earnings of \$78,022 per job, above the statewide average of \$73,835.

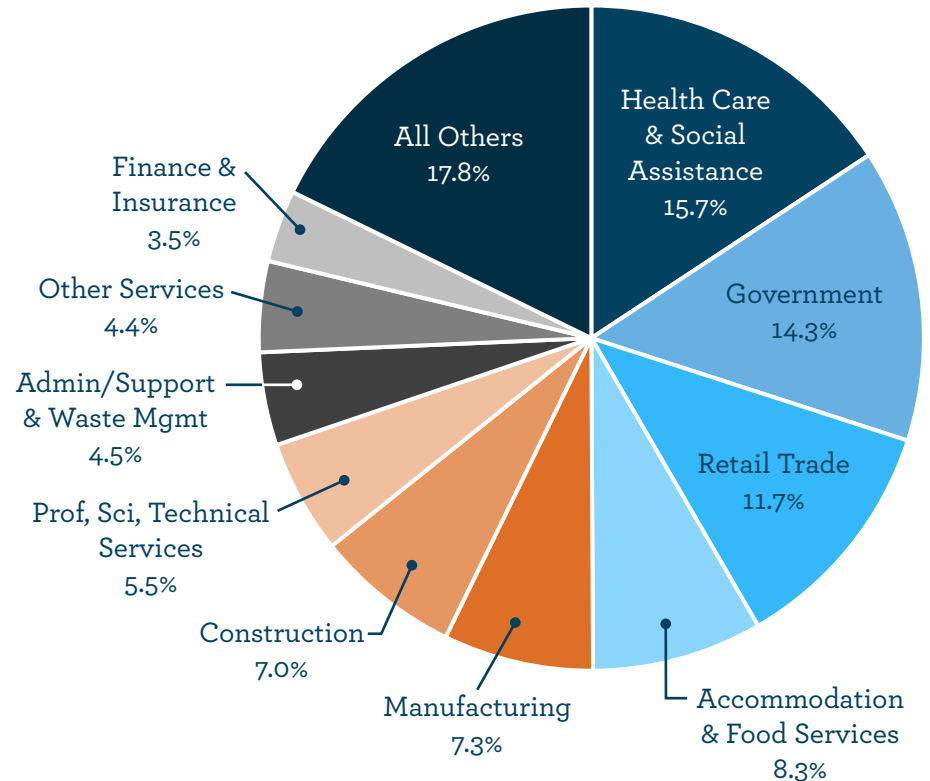
Government is the second-largest sector, supporting 106,439 jobs in 2024. With an LQ of 0.98, employment levels closely match national patterns. The sector added 1,635 jobs (+1.6%) between 2019 and 2024. Average earnings reached \$85,057 per job, and the sector generated \$10.8 billion in GRP. This category includes federal, state, and local government employment, including public education.

Retail Trade is Maine's third-largest sector, employing 86,956 workers in 2024. The sector is relatively specialized (LQ 1.26), reflecting its role in serving both residents and visitors. Retail added 2,291 jobs (+2.7%) between 2019 and 2024. Average earnings were \$47,958 per job, below the statewide average, while the sector generated \$9.4 billion in GRP.

Several mid-sized sectors also play important roles in Maine's economy. Accommodation and Food Services (61,787 jobs), Manufacturing (54,449 jobs), and Construction (52,483 jobs) together account for around 23% of statewide employment.

Accommodation and food services supports Maine's tourism economy but has experienced minimal growth since 2019 (+398 jobs). Manufacturing remains a major production sector, contributing \$8.7

Distribution of Jobs by Sector in Maine, 2024



Source: Lightcast

Note: Only the top 10 largest industries are displayed

billion in GRP, though employment declined by 1,228 jobs (-2.2%) over the period.⁸ In contrast, Construction experienced growth, adding 7,037 jobs (+15.5%).

Multiple sectors provide professional services, financial activity, and operational support that enable economic activity across the state. Professional, Scientific, and Technical Services (41,325 jobs) has grown, adding 6,977 jobs (+20.3%) since 2019. The sector offers high average earnings (\$111,257 per job) but remains less concentrated in Maine than nationally (LQ 0.79).

Other service-oriented sectors include Administrative and Support and Waste Management Services (33,782 jobs) and Other Services (32,958 jobs), which provide essential operational support to businesses and households. Finance and Insurance (26,177 jobs) contributes high-wage employment with average earnings of \$122,865 per job, among the highest of any sector in the state. All Others, account for 17.8% of jobs, reflecting a diverse set of smaller employment sectors.⁹



⁸ Job losses in manufacturing were primarily driven by declines in the Aircraft Engine and Engine Parts Manufacturing (-927), Paper Mills (-502), Machine Shops (-405), Pulp Mills (-309) and Commercial Printing (-304).

⁹ Agriculture, Forestry, Fishing, and Hunting account for about 2.4% of jobs; however, this sector's jobs are significantly underreported. For more information on this sector see Maine's Food Sector Industry Profile Link: <https://www.maine.gov/decd/sites/maine.gov/decd/files/inline-files/Final%20Report%20-%20Master%20Food%20Sector%20-%20DECD.pdf>.

Gross Regional Product

Maine's nominal GRP increased from \$84.5 billion in 2023 to \$89.7 billion in 2024, a gain of \$5.2 billion (6.14%). This closely mirrors the national growth rate of 6.06%, indicating that Maine's economy generally kept pace with the US overall. All major sectors recorded increases in GRP during this period.

Government recorded the largest absolute gain, increasing by \$841.4 million (8.5%), followed by Health Care and Social Assistance, which grew by \$734.2 million (7.3%). Construction (\$500.9 million, 9.9%) and Professional, Scientific, and Technical Services (\$478.6 million, 8.1%).

Several sectors in Maine grew faster than their national counterparts, including Government (8.5% vs. 7.1%), Construction (9.9% vs. 7.2%),

Professional, Scientific, and Technical Services (8.1% vs. 6.0%), Retail Trade (4.6% vs. 2.7%), Information (10.8% vs. 9.9%), Management of Companies and Enterprises (12.1% vs. 12.0%), Utilities (13.2% vs. 9.1%), Other Services (6.7% vs. 4.8%), Educational Services (7.6% vs. 5.8%), and Mining, Quarrying, and Oil and Gas Extraction (7.7% vs. 5.2%).

At the other end of the spectrum, Administrative and Support and Waste Management and Remediation Services experienced the smallest GRP increase, rising by \$7.7 million (0.3%) between 2023 and 2024. However, this modest gain follows a 6.6% decline in the sector's GRP in the previous year, suggesting the sector stabilized and began to recover in 2024.



Maine's High-Level Industries by Change in GRP Value, 2023-2024

Ordered by largest to smallest 2023-2024 change

NAICS	Description	2023 GRP	2024 GRP	2023-2024 Change	Maine % Change	US % Change
90	Government	\$ 9,936,599,474	\$ 10,777,950,195	\$ 841,350,721	8.5%	7.1%
62	Health Care and Social Assistance	\$ 10,032,268,888	\$ 10,766,441,180	\$ 734,172,292	7.3%	7.5%
23	Construction	\$ 5,078,581,520	\$ 5,579,506,382	\$ 500,924,861	9.9%	7.2%
54	Professional, Scientific, and Technical Services	\$ 5,880,083,154	\$ 6,358,718,210	\$ 478,635,056	8.1%	6.0%
44	Retail Trade	\$ 8,978,637,168	\$ 9,390,916,043	\$ 412,278,875	4.6%	2.7%
52	Finance and Insurance	\$ 6,702,040,452	\$ 7,052,966,061	\$ 350,925,609	5.2%	5.6%
51	Information	\$ 2,611,241,491	\$ 2,892,499,048	\$ 281,257,557	10.8%	9.9%
55	Management of Companies and Enterprises	\$ 2,295,632,164	\$ 2,573,455,057	\$ 277,822,893	12.1%	12.0%
72	Accommodation and Food Services	\$ 3,902,232,810	\$ 4,123,634,595	\$ 221,401,785	5.7%	5.7%
31	Manufacturing	\$ 8,470,818,496	\$ 8,666,892,773	\$ 196,074,277	2.3%	5.6%
53	Real Estate and Rental and Leasing	\$ 3,558,390,684	\$ 3,749,584,977	\$ 191,194,293	5.4%	5.4%
22	Utilities	\$ 1,338,647,955	\$ 1,514,855,764	\$ 176,207,808	13.2%	9.1%
81	Other Services (except Public Administration)	\$ 1,905,048,946	\$ 2,032,470,225	\$ 127,421,279	6.7%	4.8%
61	Educational Services	\$ 1,252,552,045	\$ 1,347,840,933	\$ 95,288,888	7.6%	5.8%
42	Wholesale Trade	\$ 4,908,626,281	\$ 4,996,906,234	\$ 88,279,953	1.8%	4.0%
48	Transportation and Warehousing	\$ 1,946,378,619	\$ 2,025,191,297	\$ 78,812,679	4.0%	7.5%
11	Agriculture, Forestry, Fishing and Hunting	\$ 2,074,231,159	\$ 2,138,875,438	\$ 64,644,280	3.1%	5.0%
71	Arts, Entertainment, and Recreation	\$ 944,473,521	\$ 996,676,150	\$ 52,202,629	5.5%	6.9%
21	Mining, Quarrying, and Oil and Gas Extraction	\$ 130,812,215	\$ 140,941,503	\$ 10,129,289	7.7%	5.2%
56	Administrative and Support and Waste Management and Remediation Services	\$ 2,528,865,483	\$ 2,536,584,444	\$ 7,718,961	0.3%	1.0%
Total		\$ 84,476,162,527	\$ 89,662,906,510	\$ 5,186,743,983	6.14%	6.06%

Note: GRP figures are regularly updated and historical figures in this report may differ from figures in previous versions of the report.

Source: Lightcast



ABOUT THE DATA:

Gross Regional Product (GRP) measures the final market value of all goods and services produced in the region and indicates the state's overall productivity. The GRP figures on this page refer to nominal GRP, meaning they have not been adjusted for inflation. The US Bureau of Labor Statistics and the US Bureau of Economic Analysis regularly update these figures.

Sales (Revenue)

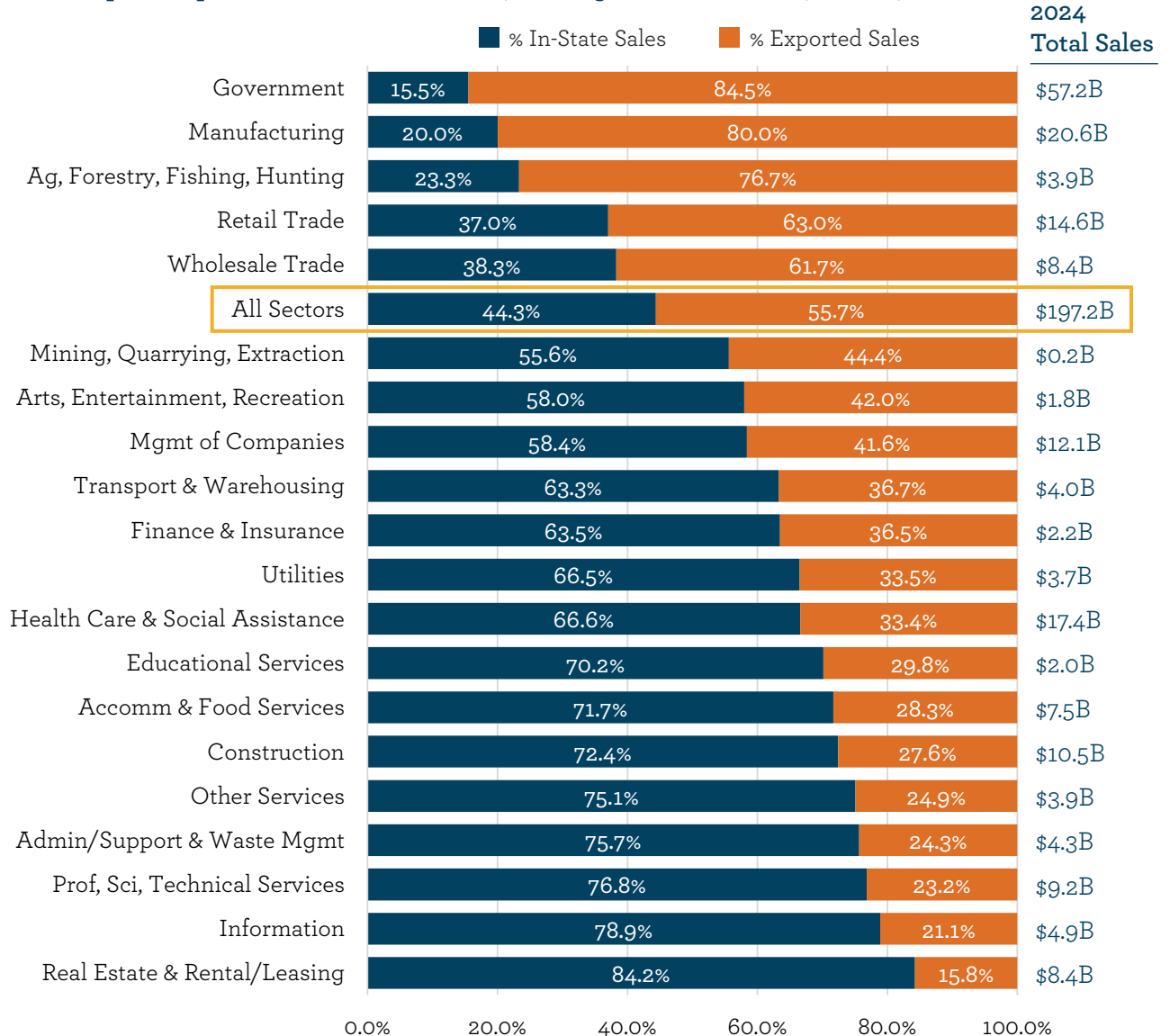
In 2024, total sales (revenues) across all sectors in Maine was \$197.2 billion.

Exported sales, both domestic and international, are important to the economy because they are associated with value-added production. These sales bring new revenue into the state and connect Maine's economy to national and global supply chains, creating opportunities across a wide range of industries.

In 2024, total sales (revenues) across all sectors in Maine was \$197.2 billion. Of these sales, 45% (\$88.3 billion) were sales to entities within Maine (in-state), while 55% (\$108.9 billion) were sales made to entities outside of Maine (exported sales). Exported sales include domestic sales and foreign sales.

In the private sector, Manufacturing has the greatest export sales volume. Exported sales in Manufacturing totaled approximately \$16.4 billion in 2024, accounting for around 80% of total sales. Other sectors with high export sales include Agriculture, Forestry, Fishing, and Hunting and Retail Trade.

Sales Split: Exported vs. In-State Sales, All High-Level Sectors, Maine, 2024



Source: Lightcast

Change in Sales

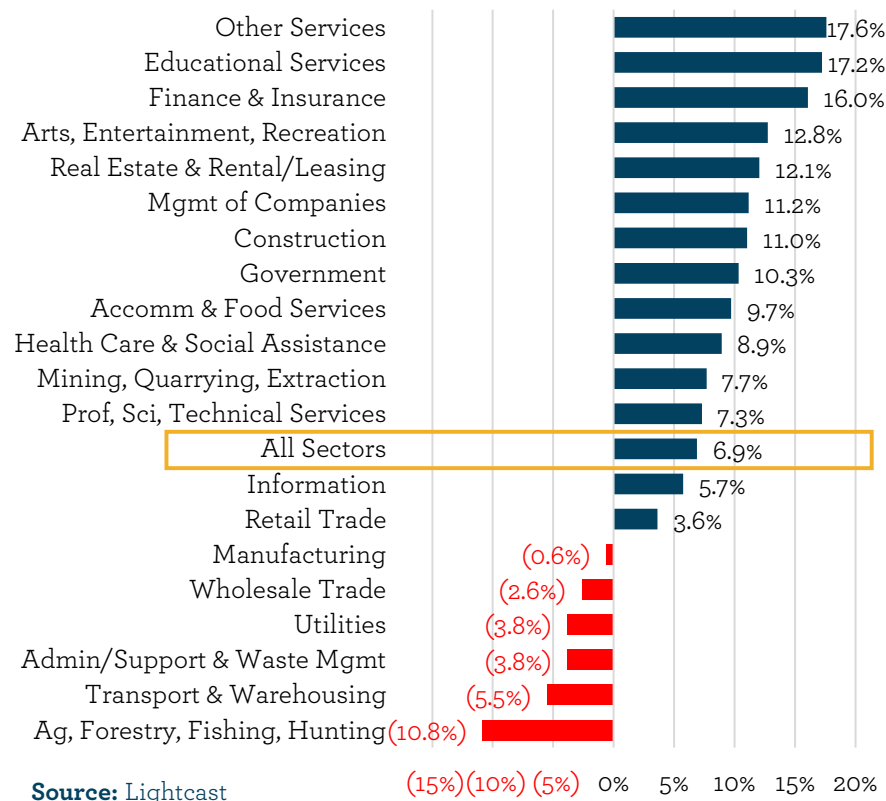
Between 2023 and 2024, total sales in Maine increased by 6.9%, reflecting growth across 14 sectors.¹⁰ Other Services had the highest growth rate at 17.6%, followed by Educational Services (17.2%) and Finance and Insurance (16.0%).¹¹

In dollar terms, sales growth was led by the public sector and several large service-based industries. Government sales increased by \$5.4 billion. Finance and Insurance recorded the second largest gain at \$1.7

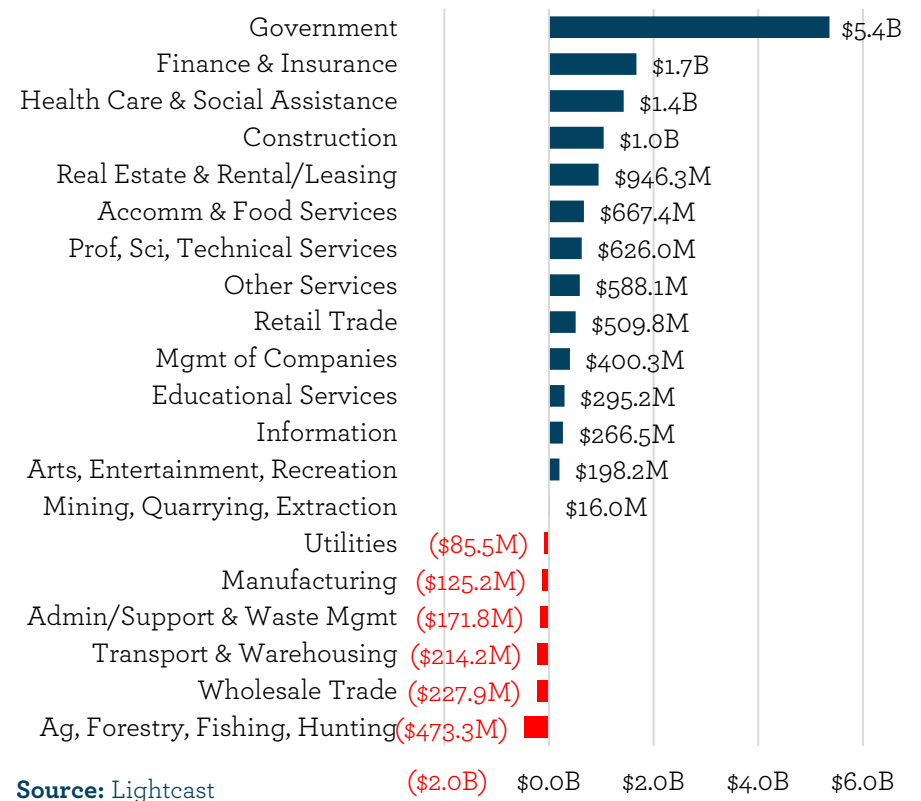
billion, followed by Health Care and Social Assistance with \$1.4 billion in additional sales.

While most sectors increased, six experienced declines in total sales. Agriculture, Forestry, Fishing, and Hunting had the largest decline at \$473.3 million, followed by Wholesale Trade (-\$227.9 million) and Transport and Warehousing (-\$214.2 million).

Percent Change in Total Sales by Sector, Maine, 2023-2024



Change in Total Sales by Sector, Maine, 2023-2024



¹⁰ Total sales values were not adjusted for inflation.

¹¹ The Other Services sector includes establishments that provide various services, such as equipment and machinery repair, grantmaking, advocacy, laundry services, or other personal care services.

Change in Exported Sales

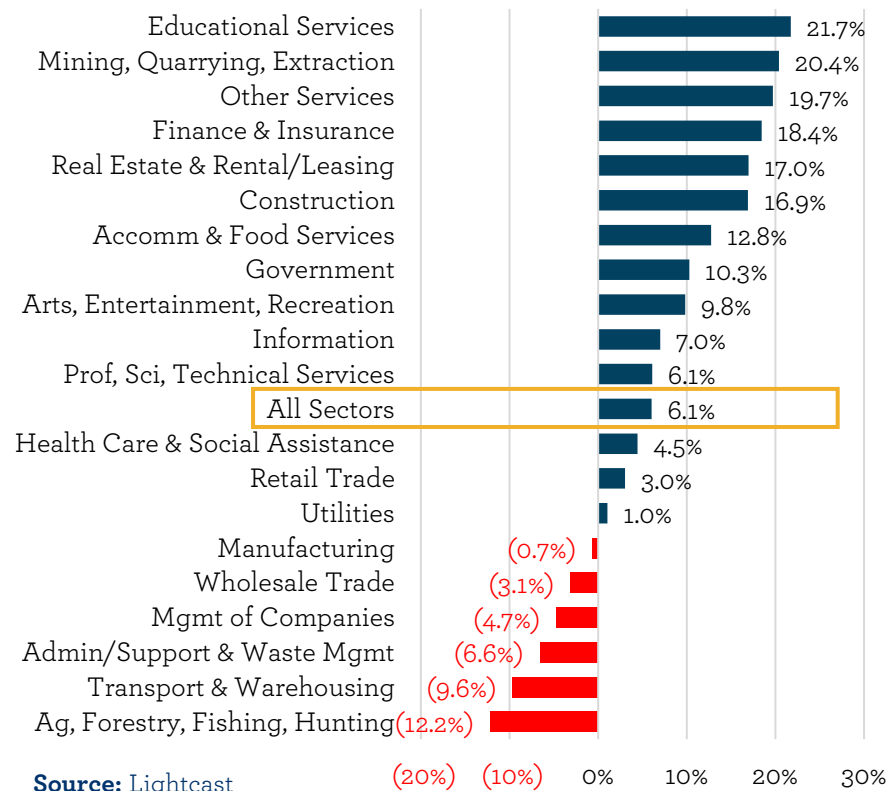
Exported sales in Maine grew by 6.1% from 2023 to 2024, but total sales grew even faster, causing the overall exported share of sales to decline slightly. This indicates that Maine is becoming more dependent on in-state demand.

Fourteen sectors increased their exported sales value, with the fastest growth in Educational Services, Mining, and Other Services. Several

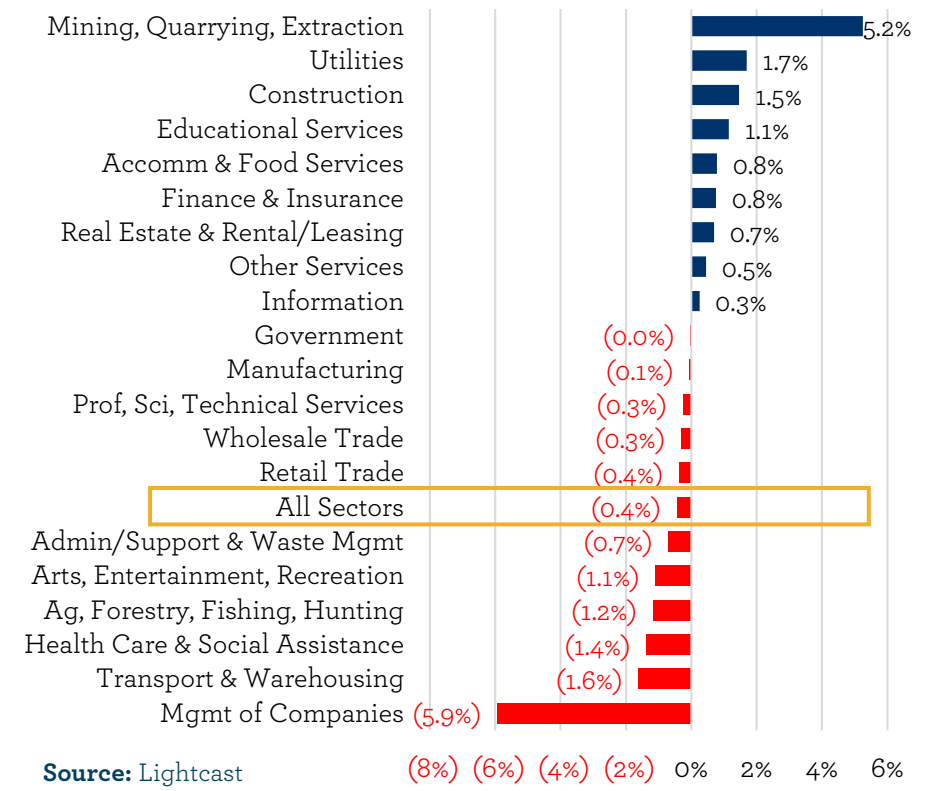
major industries, including Construction, Finance and Insurance, and Accommodation and Food Services, also saw strong gains.

However, 12 sectors saw a decline in their exported share of sales. This includes industries like Manufacturing, Retail Trade, and Government, which still brought in new revenue from outside the state but relied more heavily on local sales growth.

Percent Change in Exported Sales by Sector, Maine, 2023-2024



Percentage Point Change in Exported Share of Sales by Sector, Maine, 2023-2024



Demand (Purchases)

In 2024, Maine entities purchased \$198.9 billion in inputs, products, and services.

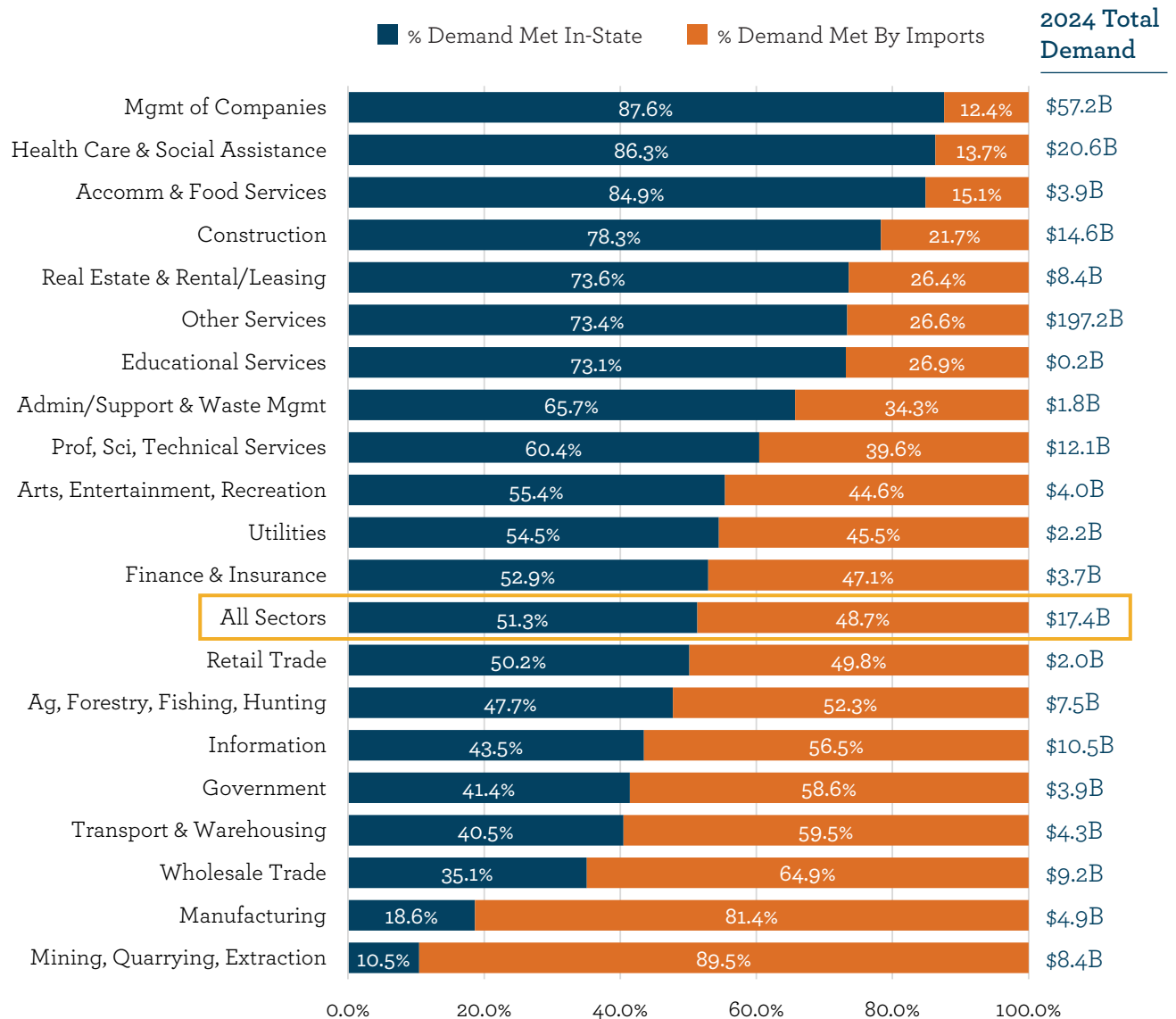
Demand met by imports signifies opportunities to increase sales for Maine companies by assisting them with in-state business-to-business sales and entering supply chains for other Maine companies.

In 2024, Maine entities purchased \$198.9 billion in inputs, products, and services. Of this demand, \$102.1 billion (51.3%) was purchased from Maine entities (in-region), while \$96.8 billion (48.7%) was met by imports (purchases from entities outside of Maine, both foreign and domestic).

Government had the largest total demand in 2024, with \$55 billion in purchases. Manufacturing had the greatest demand volume within the private sector, with \$22.1 billion in purchases. Other sectors with high demand volumes include Finance and Insurance (\$14.3 billion) and Health Care and Social Assistance (\$13.7 billion).

The industries with the highest percentage of demand met by imports include Mining, Quarrying, Oil, and Gas (89.5%, up from 80.0% in 2023), and Manufacturing (81.4% an increase from 76.7% in 2023).

Demand Split: Exported vs. In-State Sales, All High-Level Sectors, Maine, 2024



Source: Lightcast

State Comparison

In 2024, Maine ranked 30th in the nation for demand met in-state, compared to 30th in 2023, 32nd in 2022, 31st in 2021, and 34th in 2019.

The share of demand met in-state is an important indicator of in-state business-to-business sales activity. While Maine’s ranking remained unchanged from last year, the longer-term improvement since 2019 suggests a gradual increase in in-state sales among Maine-based companies.

This trend may reflect a more diversified state economy, stronger regional supply chains, greater consumer support for local businesses, and/or the state’s ability to keep pace with national economic trends.

The state with the greatest share of demand met in-region was California at 71.2%. California’s high share of in-region purchases is likely due to the size of the state’s economy. The same is likely true for Texas and Florida, which rank 2nd and 3rd, respectively, for share of demand met in-state.

By contrast, the District of Columbia relies primarily on imports, with only 32.8% of demand met in-region.

Demand Met In-Region vs. Out of Region by State, 2024

Ordered by highest to lowest share of demand met in-region

Rank	State	% Demand Met In-State	% Demand Met by Imports	Rank	State	% Demand Met In-State	% Demand Met by Imports	Rank	State	% Demand met In-State	% Demand met by Imports
1	California	71.2%	28.8%	18	Pennsylvania	56.9%	43.1%	35	Oklahoma	49.8%	50.2%
2	Texas	67.2%	32.8%	19	Nevada	56.4%	43.6%	36	Alabama	49.2%	50.8%
3	Florida	65.1%	34.9%	20	Tennessee	56.2%	43.8%	37	Iowa	48.9%	51.1%
4	Colorado	63.4%	36.6%	21	Connecticut	55.8%	44.2%	38	New Mexico	48.8%	51.2%
5	Arizona	63.0%	37.0%	22	Wisconsin	54.7%	45.3%	39	Delaware	48.7%	51.3%
6	New York	62.8%	37.2%	23	Missouri	54.6%	45.4%	40	Virginia	48.2%	51.8%
7	Massachusetts	62.2%	37.8%	24	Nebraska	52.8%	47.2%	41	Montana	47.3%	52.7%
8	Illinois	62.2%	37.8%	25	New Hampshire	52.6%	47.4%	42	Kentucky	47.2%	52.8%
9	Utah	62.0%	38.0%	26	Hawaii	52.4%	47.6%	43	Arkansas	46.6%	53.4%
10	Washington	61.3%	38.7%	27	Idaho	52.2%	47.8%	44	Alaska	46.1%	53.9%
11	Minnesota	61.0%	39.0%	28	South Carolina	52.0%	48.0%	45	Vermont	45.7%	54.3%
12	Georgia	59.7%	40.3%	29	Rhode Island	51.8%	48.2%	46	North Dakota	45.6%	54.4%
13	North Carolina	59.2%	40.8%	30	Maine	51.3%	48.7%	47	South Dakota	45.2%	54.8%
14	Ohio	58.7%	41.3%	31	Louisiana	51.0%	49.0%	48	Mississippi	42.7%	57.3%
15	Michigan	58.4%	41.6%	32	Kansas	50.9%	49.1%	49	Wyoming	41.2%	58.8%
16	New Jersey	57.7%	42.3%	33	Indiana	50.6%	49.4%	50	West Virginia	39.3%	60.7%
17	Oregon	57.4%	42.6%	34	Maryland	50.1%	49.9%	51	DC	32.8%	67.2%

Source: Lightcast




Demand, Sales, and Trade Summary

Sales and Exports

Maine's total sales (revenue) amounted to \$197.2 billion in 2024. Of this total, \$108.9 billion is exported out of state, representing 55.2% of total sales. Most of Maine's exported sales are traded domestically. The state's foreign export value is estimated at \$3.1 billion, accounting for 1.6% of total sales. By this measure, Maine lags the nation, which exported 3.7% of total sales to foreign entities in 2024.

Demand and Imports

Maine's total demand (purchases) were approximately \$198.9 billion in 2024. Of this total demand, \$96.8 billion, or 48.7%, is met by imports from out of state. The value of foreign imports is estimated at \$6.8 billion, or 3.4% of total demand. The United States imported about \$3.3 trillion of goods in 2024, accounting for 6.2% of total demand.

	 IN-STATE	 ESTIMATED DOMESTIC	 FOREIGN
TOTAL SALES (2024): \$197.2 billion	\$88.3 billion (44.8%)	\$105.8 billion (53.6%)	\$3.1 billion (1.6%)
TOTAL DEMAND (2024): \$198.9 billion	\$102.1 billion (51.3%)	\$90 billion (45.3%)	\$6.8 billion (3.4%)

Source: Lightcast, US Census Bureau

Note: Totals may not sum exactly due to rounding. Domestic trade values are estimated based on a combination of Lightcast data and US Census Bureau foreign trade data.

Key Traded Commodities

Maine's Foreign Imports and Exports

Maine's Top 25 Foreign Imports by Customs Value, 2024

Commodity	Import Value
Petroleum & Coal Products	\$ 2,765,193,551
Pulp, Paper & Paperboard Mill Products	\$ 334,831,788
Apparel	\$ 269,694,204
Fish, Fresh/Chilled/Frozen & Other Marine Products	\$ 231,631,907
Other Special Classification Provisions	\$ 219,032,468
Goods Returned (exports For Canada Only)	\$ 197,953,306
Sawmill & Wood Products	\$ 159,374,251
Farmed Fish & Related Products	\$ 152,668,121
Industrial Machinery	\$ 138,556,965
Footwear	\$ 122,625,991
Oil & Gas	\$ 111,111,944
Aerospace Products & Parts	\$ 110,148,997
Plastics Products	\$ 100,638,995
Basic Chemicals	\$ 99,056,048
Other General Purpose Machinery	\$ 88,651,724
Engines, Turbines & Power Transmsn Equip	\$ 78,484,161
Navigational/Measuring/Medical/Control Instrument	\$ 76,839,435
Ag & Construction & Machinery	\$ 73,878,948
Other Wood Products	\$ 63,766,944
Animal Foods	\$ 63,300,123
Nonferrous (exc Alum) & Processing	\$ 59,353,089
Fruits & Veg Preserves & Specialty Foods	\$ 58,845,000
Resin, Syn Rubber, Artf & Syn Fibers/fil	\$ 58,616,381
Motor Vehicles	\$ 51,092,018
Converted Paper Products	\$ 49,714,308

Source: US Census Bureau

Top Imports

In 2024, Maine's top 25 foreign imports account for 84.9% of total imports into the state. Petroleum and Coal Products was the state's largest imported product.



Maine's Top 25 Foreign Imports by Customs Value, 2024

Commodity	Export Value
Pulp, Paper & Paperboard Mill Products	\$ 373,080,964
Aerospace Products & Parts	\$ 355,345,698
Fish, Fresh/Chilled/Frozen & Other Marine Products	\$ 350,920,187
Semiconductors & Other Electronic Components	\$ 247,522,764
Pharmaceuticals & Medicines	\$ 228,989,703
Oil & Gas	\$ 121,356,114
Timber & Logs	\$ 117,084,387
Navigational/Measuring/Medical/Control Instrument	\$ 115,895,137
Farmed Fish & Related Products	\$ 88,347,439
Other Special Classification Provisions	\$ 74,761,074
Other Fabricated Metal Products	\$ 68,755,804
Waste & Scrap	\$ 68,003,391
Foods, Nesoi	\$ 54,075,931
Fruits & Veg Preserves & Specialty Foods	\$ 48,625,860
Other General Purpose Machinery	\$ 43,327,534
Motor Vehicle Parts	\$ 42,706,142
Motor Vehicle Bodies & Trailers	\$ 42,704,584
Sawmill & Wood Products	\$ 40,203,413
Engines, Turbines & Power Transmission Equip	\$ 39,577,055
Electrical Equipment	\$ 38,606,533
Beverages	\$ 38,598,921
Industrial Machinery	\$ 37,460,114
Other Animals	\$ 30,181,589
Plastics Products	\$ 29,871,534
Ag & Construction & Machinery	\$ 29,289,451

Source: US Census Bureau

Top Exports

In 2024, the top 25 foreign exports accounted for 87.6% of the total. Maine's largest exported product was Pulp, Paper & Paperboard Mill Products.



Maine's Domestic Import and Export Trends

Top Domestic Exports

In 2024, Ships was Maine's largest domestically exported commodity, representing 8.6% of all domestic exports. This marks a shift from 2023, when paper from pulp ranked first and ships ranked second.

In 2024, paper from pulp ranked second, followed by dimension lumber as the third-largest export.

Maine's top 25 domestic exports accounted for 59% of total domestic commodity exports, consistent with 2023 and suggesting a moderately concentrated export base.



Maine's Top 25 Domestic Exports by Value, 2024

Commodity	Export Value
Ships	\$ 1,914,520,680
Paper from pulp	\$ 1,766,357,152
Dimension lumber	\$ 757,625,939
Pharmaceuticals	\$ 722,182,609
Sanitary paper products	\$ 638,071,692
Bottled and canned soft drinks and water	\$ 567,813,101
Boats	\$ 555,349,037
Asphalt paving mixtures and blocks	\$ 552,261,909
Semiconductors and related devices	\$ 468,042,814
Aircraft engines and engine parts	\$ 436,845,501
Other plastics products	\$ 417,094,650
Frozen fruits, juices and vegetables	\$ 403,004,002
Bread and bakery products, except frozen	\$ 382,135,825
Seafood products	\$ 379,784,216
Fish	\$ 373,820,514
Beer, ale, malt liquor and nonalcoholic beer	\$ 362,241,629
Distilled liquors except brandies	\$ 320,459,805
Machined products	\$ 311,357,526
Reconstituted wood products	\$ 281,081,325
Canned fruits and vegetables	\$ 278,114,481
Propulsion units and parts for space vehicles and guided missiles	\$ 247,379,053
Fabricated structural metal products	\$ 241,558,336
Automotive repair and maintenance, except car washes	\$ 237,735,102
Medicines and botanicals	\$ 225,738,676
Printed circuit assemblies (electronic assemblies)	\$ 224,599,489

Note: Total value adjust to 2025 dollars. List excludes service commodities

Source: IMPLAN

Top Domestic Imports

Refined petroleum products represent the largest share of Maine’s domestic commodity imports at 9.6%. This was also the top category in 2023 with a share of 9.5%.

Automobiles and pharmaceuticals follow as the second- and third-largest import categories.

Altogether, Maine’s top 25 domestic imports make up about 44% of the state’s total domestic imports, a proportion similar to 2023.



Maine’s Top 25 Domestic Imports by Value, 2024

Commodity	Import Value
Refined petroleum products	\$ 2,941,097,700
Automobiles and light duty motor vehicles	\$ 2,013,073,581
Pharmaceuticals	\$ 985,646,306
Semiconductors and related devices	\$ 745,353,877
Electricity	\$ 462,495,435
Meat processed from carcasses	\$ 443,960,544
Iron and steel and ferroalloy products	\$ 410,721,546
Natural gas distribution	\$ 407,575,525
Other plastics products	\$ 406,290,031
Support activities for oil and gas operations	\$ 381,610,685
Processed poultry meat products	\$ 367,452,153
Meat (except poultry) produced in slaughtering plant	\$ 344,608,798
Paperboard containers	\$ 337,578,206
Search, detection, and navigation instruments	\$ 315,539,866
Bread and bakery products, except frozen	\$ 314,063,845
Aircraft engines and engine parts	\$ 308,336,198
Cigarettes, cigars, smoking, chewing, and reconstituted tobacco	\$ 303,950,168
Other basic organic chemicals	\$ 293,703,061
All other food products	\$ 275,521,384
Aircrafts	\$ 267,756,156
Plastics materials and resins	\$ 265,830,415
Dog and cat food	\$ 249,184,605
Printed materials	\$ 246,524,791
Cheese	\$ 223,507,095
Surgical and medical instruments	\$214,189,738.09

Note: Total value adjust to 2025 dollars. List excludes service commodities

Source: IMPLAN

Domestic Imports and Exports by State

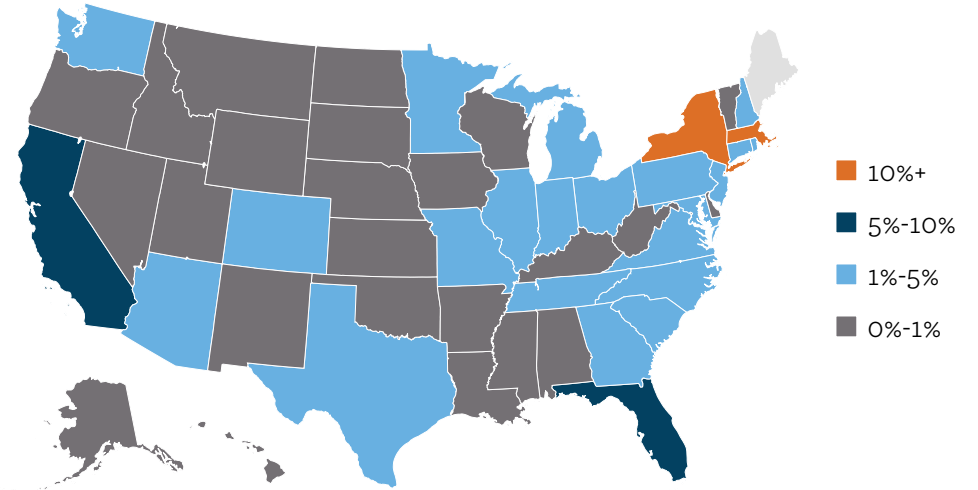
Domestic Exports

Massachusetts accounted for the largest share of Maine's domestic exports in 2024 (12.2%), down slightly from 12.5% in 2023.

New York ranked second, purchasing 10.6% of Maine's domestic exports, up from 10.2% in 2023.

California was third, accounting for 9.6% of domestic exports, compared to 9.4% in 2023.

State Share of Maine's Total Domestic Exports, 2024



Source: IMPLAN

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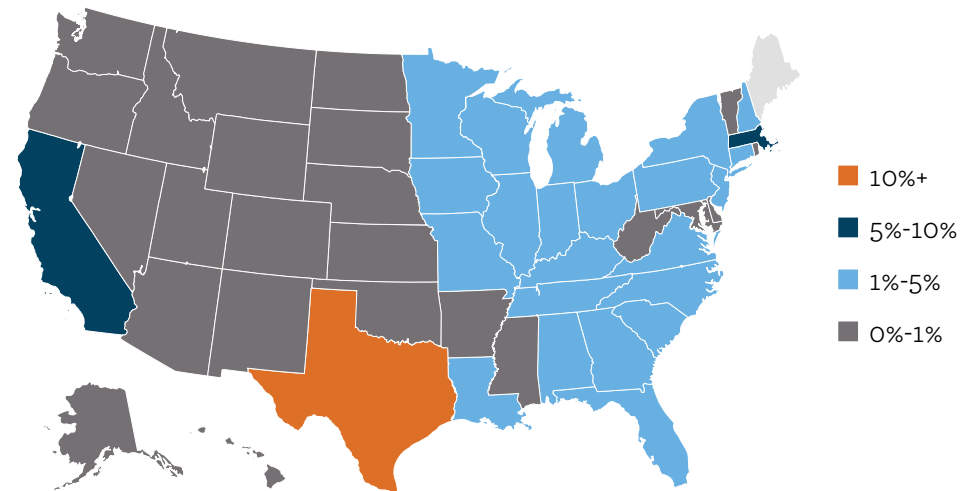
Domestic Imports

Texas was Maine's largest supplier of domestic imports in 2024, representing 13.9% up from 12.9% in 2023.

California ranked second, supplying 7.2%, a slight year-over-year decrease from 7.8% in 2023.

Massachusetts ranks third, supplying 5.4% of Maine's domestic imports during 2024.

State Share of Maine's Total Domestic Exports, 2024



Source: IMPLAN

Powered by Bing
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Supply Chain

Freight Analysis

In 2024, most of Maine's domestic exports were transported by truck (94.9%), consistent with previous years. Pipeline accounted for 2.2% of shipments, down slightly from 2.7% in 2023, while rail increased modestly from 0.9% to 1.0% of domestic exports. Multimodal and mail

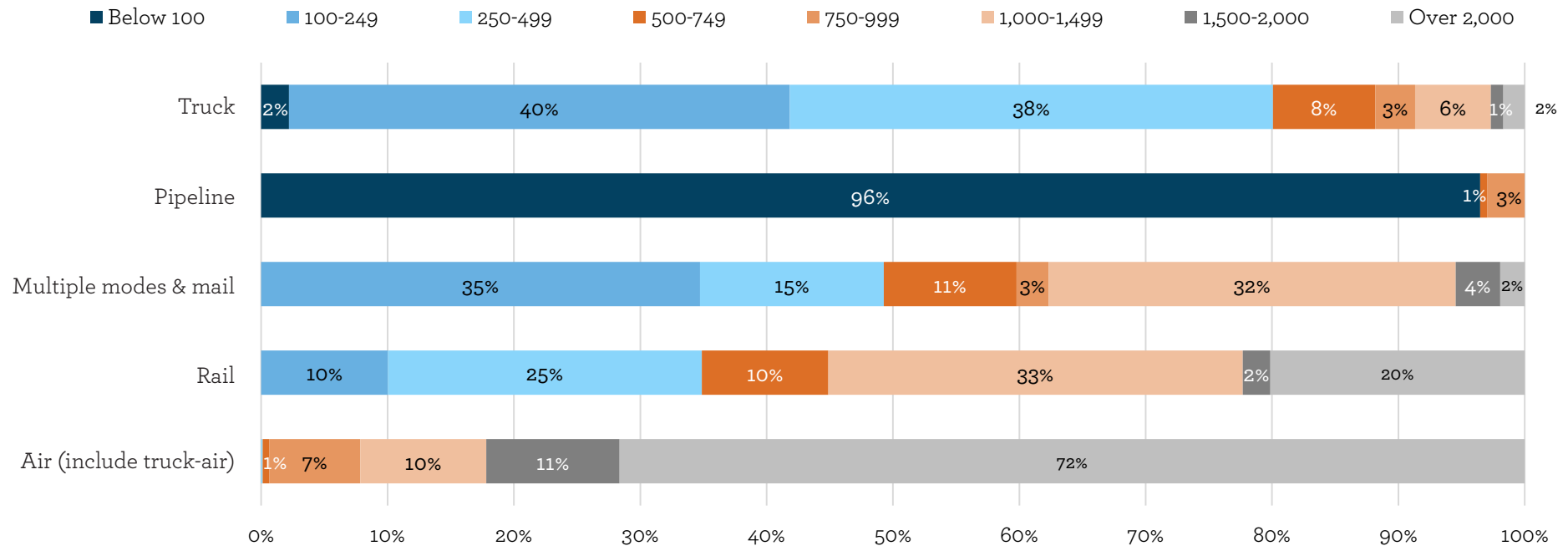
shipments accounted for 1.8% of total exports. While these shifts are small, they indicate a slight increase in the use of rail and a modest decline in pipeline transport.

Share of Domestic Shipments by Mode, Maine, 2024

Truck Pipeline Multiple modes & mail Rail



Share of Domestic Shipments by Transportation Type and Distance Traveled in Miles, Maine, 2024



Note: Distances are measured in miles and shares are based on tons of goods shipped

Source: Bureau of Transportation Statistics, Freight Analysis Framework 5

Distance by Shipping Type



PIPELINE

In 2024, 96% of shipment transported by pipeline traveled less than 100 miles to their destination.

AIR

72% of air (including truck-air) shipments were sent over 2,000 miles.

TRUCK

Approximately 78% of truck shipments were transported between 100 and 499 miles.

RAIL

The largest share of Maine's rail shipments traveled between 1,000 and 1,499 miles.

MULTIPLE MODES & MAIL

Around 35% of shipments sent using multiple modes and mail traveled 100-249 miles, while 32% traveled 1,000-1,499 miles.

Appendix A: Data Tables

High-Level Sector Summary, Maine, 2019-2024 | Ordered from largest to smallest 2024 employment

NAICS	Description	2024 Jobs	2019 - 2024 Change	2019 - 2024 % Change	2024 Payrolled Business Locations	2024 Average Earnings Per Job	2024 Location Quotient	2024 GRP
62	Health Care and Social Assistance	117,309	4,853	4.3%	5,506	\$78,022	1.17	\$10,766,441,180
90	Government	106,439	1,635	1.6%	3,070	\$85,057	0.98	\$10,777,950,195
44	Retail Trade	86,956	2,291	2.7%	6,022	\$47,958	1.26	\$9,390,916,043
72	Accommodation and Food Services	61,787	398	0.6%	4,434	\$36,896	1.00	\$4,123,634,595
31	Manufacturing	54,449	(1,228)	(2.2%)	1,862	\$86,892	0.97	\$8,666,892,773
23	Construction	52,483	7,037	15.5%	6,479	\$74,111	1.21	\$5,579,506,382
54	Professional, Scientific, and Technical Services	41,325	6,977	20.3%	11,104	\$111,257	0.79	\$6,358,718,210
56	Administrative and Support and Waste Management and Remediation Services	33,782	(1,153)	(3.3%)	4,147	\$56,409	0.77	\$2,536,584,444
81	Other Services (except Public Administration)	32,958	(168)	(0.5%)	4,047	\$43,640	0.89	\$2,032,470,225
52	Finance and Insurance	26,177	11	0.0%	2,430	\$122,865	0.87	\$7,052,966,061
61	Educational Services	21,484	27	0.1%	898	\$52,476	1.13	\$1,347,840,933
42	Wholesale Trade	19,837	(346)	(1.7%)	3,090	\$104,589	0.74	\$4,996,906,234
48	Transportation and Warehousing	19,751	448	2.3%	1,379	\$73,027	0.61	\$2,025,191,297
55	Management of Companies and Enterprises	17,678	5,550	45.8%	2,681	\$129,924	1.58	\$2,573,455,057
11	Agriculture, Forestry, Fishing and Hunting	17,605	2,140	13.8%	1,694	\$56,244	2.04	\$2,138,875,438
71	Arts, Entertainment, and Recreation	13,861	1,122	8.8%	1,027	\$40,577	1.03	\$996,676,150
53	Real Estate and Rental and Leasing	9,711	328	3.5%	2,127	\$75,035	0.75	\$3,749,584,977
51	Information	9,348	1,406	17.7%	1,812	\$105,355	0.70	\$2,892,499,048
22	Utilities	1,898	246	14.9%	128	\$170,236	0.74	\$1,514,855,764
99	Unclassified Industry	1,073	(296)	(21.6%)	1,440	\$97,251	1.16	Insf. Data
21	Mining, Quarrying, and Oil and Gas Extraction	262	28	12.1%	36	\$91,543	0.10	\$140,941,503
Total	All Industries	746,173	31,306	4.379%	65,411	\$73,835		\$89,521,965,006

Note: The Government Sector includes public education.

Source: Lightcast

Maine Sales Summary, 2024

NAICS	Description	In-State Sales	% In-State Sales	Exported Sales	% Exported Sales	Total Sales	GRP
11	Ag, Forestry, Fishing, Hunting	\$ 953,939,086	24%	\$ 2,940,059,750	76%	\$ 3,893,998,836	\$ 2,138,875,438
21	Mining, Quarrying, Extraction	\$ 112,776,969	50%	\$ 111,287,954	50%	\$ 224,064,923	\$ 140,941,503
22	Utilities	\$ 1,395,477,248	65%	\$ 758,381,583	35%	\$ 2,153,858,831	\$ 1,514,855,764
23	Construction	\$ 7,480,990,320	71%	\$ 3,059,795,992	29%	\$ 10,540,786,312	\$ 5,579,506,382
31	Manufacturing	\$ 4,127,992,518	20%	\$ 16,428,871,138	80%	\$ 20,556,863,656	\$ 8,666,892,773
42	Wholesale Trade	\$ 3,255,737,215	39%	\$ 5,183,478,298	61%	\$ 8,439,215,513	\$ 4,996,906,234
44	Retail Trade	\$ 5,446,852,837	37%	\$ 9,115,820,014	63%	\$ 14,562,672,852	\$ 9,390,916,043
48	Transport & Warehousing	\$ 2,401,610,463	65%	\$ 1,298,402,478	35%	\$ 3,700,012,941	\$ 2,025,191,297
51	Information	\$ 3,856,412,883	79%	\$ 1,046,870,302	21%	\$ 4,903,283,185	\$ 2,892,499,048
52	Finance & Insurance	\$ 7,589,878,074	63%	\$ 4,513,811,716	37%	\$ 12,103,689,790	\$ 7,052,966,061
53	Real Estate & Rental/Leasing	\$ 7,351,319,129	84%	\$ 1,447,419,939	16%	\$ 8,798,739,068	\$ 3,749,584,977
54	Prof, Sci, Technical Services	\$ 7,085,944,234	77%	\$ 2,105,035,275	23%	\$ 9,190,979,508	\$ 6,358,718,210
55	Mgmt of Companies	\$ 2,561,791,364	64%	\$ 1,421,808,266	36%	\$ 3,983,599,630	\$ 2,573,455,057
56	Admin/Support & Waste Mgmt	\$ 3,298,852,018	76%	\$ 1,021,952,494	24%	\$ 4,320,804,512	\$ 2,536,584,444
61	Educational Services	\$ 1,386,219,379	69%	\$ 622,601,102	31%	\$ 2,008,820,480	\$ 1,347,840,933
62	Health Care & Social Assistance	\$ 11,829,577,990	68%	\$ 5,581,497,884	32%	\$ 17,411,075,874	\$ 10,766,441,180
71	Arts, Entertainment, Recreation	\$ 1,034,520,962	59%	\$ 717,471,470	41%	\$ 1,751,992,432	\$ 996,676,150
72	Accomm & Food Services	\$ 5,342,690,581	71%	\$ 2,193,770,197	29%	\$ 7,536,460,778	\$ 4,123,634,595
81	Other Services	\$ 2,933,700,328	75%	\$ 997,267,554	25%	\$ 3,930,967,882	\$ 2,032,470,225
90	Government	\$ 8,892,530,086	16%	\$ 48,339,316,561	84%	\$ 57,231,846,647	\$ 10,777,950,195
Total		\$ 88,338,813,681	44.8%	\$ 108,904,919,968	55.2%	\$ 197,243,733,649	\$ 89,662,906,510

Source: Lightcast

Maine Demand Summary, 2024

NAICS	Description	2024 Demand Met In-Region	2024 % Demand Met In-Region	2024 Demand Met by Imports	2024 % Demand Met by Imports	2024 Total Demand
11	Agriculture, Forestry, Fishing and Hunting	\$ 932,996,211	47.7%	\$ 1,021,077,319	52.3%	\$ 1,954,073,531
21	Mining, Quarrying, and Oil and Gas Extraction	\$ 112,776,969	10.5%	\$ 965,067,660	89.5%	\$ 1,077,844,628
22	Utilities	\$ 1,395,477,248	54.5%	\$ 1,165,849,184	45.5%	\$ 2,561,326,432
23	Construction	\$ 7,480,990,320	78.3%	\$ 2,071,296,148	21.7%	\$ 9,552,286,468
31	Manufacturing	\$ 4,127,877,897	18.6%	\$ 18,008,701,043	81.4%	\$ 22,136,578,940
42	Wholesale Trade	\$ 3,255,737,215	35.1%	\$ 6,023,540,562	64.9%	\$ 9,279,277,777
44	Retail Trade	\$ 5,446,852,837	50.2%	\$ 5,410,943,097	49.8%	\$ 10,857,795,934
48	Transportation and Warehousing	\$ 2,390,713,821	40.5%	\$ 3,515,313,580	59.5%	\$ 5,906,027,401
51	Information	\$ 3,856,412,883	43.5%	\$ 5,009,603,456	56.5%	\$ 8,866,016,339
52	Finance and Insurance	\$ 7,585,119,505	52.9%	\$ 6,749,199,569	47.1%	\$ 14,334,319,074
53	Real Estate and Rental and Leasing	\$ 7,277,932,164	73.6%	\$ 2,612,582,337	26.4%	\$ 9,890,514,501
54	Professional, Scientific, and Technical Services	\$ 7,085,944,234	60.4%	\$ 4,641,183,613	39.6%	\$ 11,727,127,847
55	Management of Companies and Enterprises	\$ 2,561,766,154	87.6%	\$ 362,425,658	12.4%	\$ 2,924,191,812
56	Administrative and Support and Waste Management and Remediation Services	\$ 3,298,852,018	65.7%	\$ 1,722,700,975	34.3%	\$ 5,021,552,993
61	Educational Services	\$ 1,386,219,379	73.1%	\$ 509,004,379	26.9%	\$ 1,895,223,757
62	Health Care and Social Assistance	\$ 11,798,159,565	86.3%	\$ 1,870,658,128	13.7%	\$ 13,668,817,693
71	Arts, Entertainment, and Recreation	\$ 1,034,520,962	55.4%	\$ 833,723,732	44.6%	\$ 1,868,244,694
72	Accommodation and Food Services	\$ 5,342,690,581	84.9%	\$ 952,420,861	15.1%	\$ 6,295,111,441
81	Other Services (except Public Administration)	\$ 2,933,700,328	73.4%	\$ 1,065,776,184	26.6%	\$ 3,999,476,512
90	Government	\$ 22,824,909,593	41.4%	\$ 32,274,771,117	58.6%	\$ 55,099,680,709
Total		\$ 102,129,649,881	51.3%	\$96,785,838,601	48.7%	\$ 198,915,488,482

Source: Lightcast

Change in Sales by Industry Sector, Maine, 2023-2024

NAICS	Description	2023 Sales	2024 Sales	Change	% Change	2023 % Exported	2024 % Exported	Change (Percentage Points)
11	Agriculture, Forestry, Fishing and Hunting	\$ 4,367,345,190	\$ 3,893,998,836	\$ (473,346,354)	(10.8%)	76.7%	75.5%	(1.2%)
21	Mining, Quarrying, and Oil and Gas Extraction	\$ 208,085,829	\$ 224,064,923	\$ 15,979,094	7.7%	44.4%	49.7%	5.2%
22	Utilities	\$ 2,239,341,324	\$ 2,153,858,831	\$ (85,482,493)	(3.8%)	33.5%	35.2%	1.7%
23	Construction	\$ 9,494,042,255	\$ 10,540,786,312	\$ 1,046,744,057	11.0%	27.6%	29.0%	1.5%
31	Manufacturing	\$ 20,682,085,127	\$ 20,556,863,656	\$ (125,221,471)	(0.6%)	80.0%	79.9%	(0.1%)
42	Wholesale Trade	\$ 8,667,091,847	\$ 8,439,215,513	\$ (227,876,335)	(2.6%)	61.7%	61.4%	(0.3%)
44	Retail Trade	\$ 14,052,838,882	\$ 14,562,672,852	\$ 509,833,969	3.6%	63.0%	62.6%	(0.4%)
48	Transportation and Warehousing	\$ 3,914,255,547	\$ 3,700,012,941	\$ (214,242,606)	(5.5%)	36.7%	35.1%	(1.6%)
51	Information	\$ 4,636,768,558	\$ 4,903,283,185	\$ 266,514,626	5.7%	21.1%	21.4%	0.3%
52	Finance and Insurance	\$ 10,429,941,216	\$ 12,103,689,790	\$ 1,673,748,574	16.0%	36.5%	37.3%	0.8%
53	Real Estate and Rental and Leasing	\$ 7,852,413,339	\$ 8,798,739,068	\$ 946,325,729	12.1%	15.8%	16.5%	0.7%
54	Professional, Scientific, and Technical Services	\$ 8,564,967,301	\$ 9,190,979,508	\$ 626,012,208	7.3%	23.2%	22.9%	(0.3%)
55	Management of Companies and Enterprises	\$ 3,583,301,877	\$ 3,983,599,630	\$ 400,297,754	11.2%	41.6%	35.7%	(5.9%)
56	Administrative and Support and Waste Management and Remediation Services	\$ 4,492,620,512	\$ 4,320,804,512	\$ (171,816,000)	(3.8%)	24.3%	23.7%	(0.7%)
61	Educational Services	\$ 1,713,642,882	\$ 2,008,820,480	\$ 295,177,598	17.2%	29.8%	31.0%	1.1%
62	Health Care and Social Assistance	\$ 15,982,151,266	\$ 17,411,075,874	\$ 1,428,924,607	8.9%	33.4%	32.1%	(1.4%)
71	Arts, Entertainment, and Recreation	\$ 1,553,823,830	\$ 1,751,992,432	\$ 198,168,601	12.8%	42.0%	41.0%	(1.1%)
72	Accommodation and Food Services	\$ 6,869,045,216	\$ 7,536,460,778	\$ 667,415,562	9.7%	28.3%	29.1%	0.8%
81	Other Services (except Public Administration)	\$ 3,342,819,495	\$ 3,930,967,882	\$ 588,148,387	17.6%	24.9%	25.4%	0.5%
90	Government	\$ 51,872,017,461	\$ 57,231,846,647	\$ 5,359,829,186	10.3%	84.5%	84.5%	(0.0%)
Total		\$ 184,518,598,955	\$ 197,243,733,649	\$ 12,725,134,694	6.9%	55.7%	55.2%	(0.4%)

Source: Lightcast

Appendix B: Glossary

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, and the share is ten times larger than normal.

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 and imports, and profits, less subsidies.

Competitive Effect

Competitive effect indicates how much of the job change within a given region results from 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.

Appendix C: 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 posting 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. [Learn more.](#)



IMPLAN is an economic impact analysis platform built on data (at the county, state, and national level) on commodities, core competencies, deflators, demographics, employment and wages, environmental factors, industries, occupations, taxes, and trade flows. As a modeling tool and regional economic database, IMPLAN allows for easy comparison across regions, industries, and time. [Learn more.](#)



Conducted every ten years in years ending in zero, the **US Decennial Census of Population and Housing** is a complete count of each resident of the nation based on where they live on April 1 of the Census year. The Constitution mandates the Census be conducted to determine how to apportion the House of Representatives among the states. The latest release of the 2020 Census contains data for a limited number of variables, including total population by race/ethnicity, population under 18, occupied and vacant housing units, and group.

Freight Analysis Framework | US Bureau of Transportation Statistics

The Freight Analysis Framework (FAF) creates a comprehensive picture of freight movement among states and major metropolitan areas by all modes of transportation. The FAF integrates data from a variety of sources. Starting with data from the Commodity Flow Survey (CFS) and international trade data from the Census Bureau, FAF incorporates data from agriculture, extraction, utility, construction, service, and other sectors. The FAF is produced by the Bureau of Transportation Statistics (BTS) with support from the Federal Highway Administration (FHWA). [Learn more.](#)

About Camoin Associates

As the nation's only full-service economic development and lead generation consulting firm, Camoin Associates empowers communities through human connection backed by robust analytics.

Since 1999, Camoin Associates has helped local and state governments, economic development organizations, nonprofit organizations, and private businesses across the country generate economic results marked by resiliency and prosperity.

To learn more about our experience and projects in all of our service lines, please visit our website at www.camoinassociates.com. You can also find us on [LinkedIn](#), [Facebook](#), and [YouTube](#).

The Project Team

Jim Damicis
Project Principal

Tori Conroy
Senior Project Manager

Dawn Hammond
Senior Analyst

Service Lines



Strategic and Organizational Planning



Prospecting and Business Attraction



Industry and Workforce Analysis



Business Retention and Expansion



Real Estate Development Services



Economic and Fiscal Impact Analysis



Economic Resilience-Building



Entrepreneurship and Innovation

Maine Department of Economic & Community Development

Michael Duguay, *Commissioner*

www.maine.gov/decd

DECD and its partners work collaboratively to support business development through available resources that Maine has to offer. From millions of dollars in tax credits, reimbursements, research and development credits, to capital loans and even direct investment. Every year DECD helps Maine communities attract new investment, create jobs, and grow their infrastructure with unique programs.

Maine's Domestic Trade Program

This program supports Maine's entrepreneurs to access or expand into new markets across the country, leveraging market data and business growth tools.

www.maine.gov/decd/domestic-trade

