



MAINE.
ECONOMIC & COMMUNITY
DEVELOPMENT

DOMESTIC TRADE GUIDE

2026

Presented By:






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DOMESTIC TRADE GUIDE

PURPOSE OF THE GUIDE

This Domestic Trade Guide provides an overview of resources available to businesses, technical assistance providers, and economic development partners developed through the Domestic Trade Pilot Program (2023-2026).

The goal of this guide is to make it easy for users to quickly understand *what resources exist, what questions they answer, and when to use them.*

PANDEMIC IMPACTED INDUSTRIES

-  Advanced Machinery & Metals Manufacturing
-  Agriculture, Seafood, & Food Manufacturing
-  Biomedical Manufacturing
-  Clean Energy
-  Construction
-  Forestry & Forest Products
-  Information Technology
-  Logistics, Transportation, & Warehousing
-  Manufacturing
-  Retail Trade

YOU MAY BE ENGAGED IN DOMESTIC TRADE IF YOUR BUSINESS...

- Sells products or services to customers outside of Maine (even occasionally)
- Ships products to other states or fulfills online orders across the U.S.
- Is exploring new markets beyond your local or regional customer base
- Works with distributors, retailers, or partners located in other states
- Is looking to grow revenue by expanding into new U.S. markets

If any of these apply, this guide is for you!

MAINE'S DOMESTIC TRADE ACTIVITIES IN 2024

746K Total Jobs

\$105.8B Domestic Sales

\$102.1B Demand Met by Maine-made goods and services

[Check out the Report Here](#)

Additional Domestic Trade Baseline Reports by Year

[2025](#)

[2024](#)

[2023](#)

[2020 – 2021](#)

(Summary of Changes)



Business Resources & Tools

The following section is a collection of Maine DECD tools that businesses can use to expand market reach and domestic trade.



MARKET DATA RESOURCES

The “[Market Data](#)” page on the Maine DECD Domestic Trade website connects you to tools and data that help you understand demand, identify high-growth industries, and pinpoint where to expand across the US. Use these resources to move beyond guesswork, so you can focus your time, energy, and investment on the markets with the strongest potential.

Submit a Free Market Data Request Form and the Maine DECD team will send you industry data and can help you interpret what it means. [Click Here](#)

LOOKING FOR WHERE THE BIGGEST MARKET OPPORTUNITIES ARE?

[Domestic Trade Industry Market Analysis \(2023\)](#) | This report provides a big-picture view of Maine’s economy, including how key industries are performing and where new market opportunities exist across the US. It combines economic trends, industry data, and domestic trade analysis to highlight which sectors are growing and where demand is strongest.



HOW TO USE IT

- Use it to understand which industries are growing and where demand is increasing across the US
- Identify which regions (e.g., Northeast, Mid-Atlantic, South) offer the strongest opportunities for expansion
- Apply these insights to help businesses or communities prioritize target markets and focus growth strategies

WANT TO EXPLORE BUT ONLY HAVE 5 MINUTES?

Check out the [Maine Industry Data Snapshot Tool \(2024\)](#) | This tool is an interactive, step-by-step guide that helps businesses understand where demand exists for their products and how to identify new markets across the US. It walks users through key data points, such as customer demand, industries that purchase your product, domestic imports, and regional market opportunities, to support business growth decisions.

[Maine Supply Chain Business Database](#) | Not sure who to partner with or where your business fits in the supply chain? This tool is designed to help. Use it to explore connections across industries, identify potential partners, and better understand how your business can grow within Maine’s broader economy.

MARKETING & BRANDING & TRADE SHOWS

LOOKING TO CONNECT WITH NEW CUSTOMERS AND GROW YOUR BUSINESS BEYOND MAINE?

[Tips & Tricks for Attending Trade Shows as Business Owners \(2024\)](#) | This resource highlights how trade shows can help businesses showcase their products, meet buyers, and build relationships with customers, suppliers, and partners. It also outlines the different ways to participate, whether exhibiting or attending, and how each approach can support your goals.

HOW TO USE IT

- Use it to decide whether to attend as an exhibitor or participant based on your goals, budget, and capacity
- Identify opportunities to meet new customers, generate leads, and explore new markets through in-person connections
- Apply the tips to plan ahead, make the most of your time at events, and follow up with contacts to turn connections into sales

[ACCESS THE
INTERACTIVE
TRADE SHOW
DATABASE
HERE](#)

[Brand Expansion Checklist \(2025\)](#) | This checklist is designed to break down what it takes to expand your brand into new market buy outline the process into clear, manageable steps so you can evaluate your readiness, strengthen your approach, and take the next step toward growth.



[Free Marketing Trainings Online](#) | Check out Maine DECD's Marketing Resources webpage that brings together free, trusted training resources to help you build your brand, improve your strategy, and expand your reach beyond Maine. Use these tools to sharpen your approach and turn marketing efforts into real business growth.

[Guide to Sustainable Packaging Suppliers](#) | This guide funded by the Northeast Dairy Business Innovation Center has a focus on suppliers that cater to small and medium-sized producers.

WANT TO SELL YOUR PRODUCTS ONLINE BUT NOT SURE WHERE TO START?

This tool helps you choose the right e-commerce platform by comparing features like payments, shipping, and marketing tools. It shows what each platform can do so you can match it to how your business sells. Use it to set up or improve your online store and reach customers beyond Maine.

Check out the easy guide [E-Ecommerce Platform Features](#) or take the [Quiz](#) Today!



[The Maine Brand](#) | This webpage is designed to help businesses learn how consumers view Maine-made products, where your brand has an advantage, and how to use that insight to strengthen your marketing and expand beyond Maine.

Industry Overview Profiles

The following section includes links to detailed reports to dig into a specific industry.



WANT TO KNOW MORE ABOUT AN INDUSTRY?

The Industry Profiles on the following pages are one of the core resources in this guide and provide a clear overview of how each industry operates in Maine. They include information on key businesses, where activity is concentrated, how goods or services move to market, and how each industry connects to domestic trade. As you move through this guide, use these profiles to better understand where your business or community fits and how it can grow.

HOW TO USE THE PROFILES

STEP 1. START WITH YOUR INDUSTRY

Use the relevant Industry Profile to understand how your industry is structured, where activity is happening, and how businesses are reaching customers.

STEP 2. IDENTIFY WHERE OPPORTUNITIES EXIST

Look for insights on growing subsectors, supply chain gaps, and how products or services are moving to markets outside of Maine.

STEP 3. CONNECT TO OTHER RESOURCES IN THE GUIDE

Use what you learn to explore additional tools in this guide, such as market data, trade shows, or technical assistance, to take the next step toward business growth in new markets.



ADVANCED MACHINERY & METALS MANUFACTURING

This sector includes businesses that produce precision parts, fabricated metals, machinery, and equipment used in other industries.



[Advanced Manufacturing: Machinery, Metals, and Aerospace Industry Profile \(2023\)](#) | This report focuses on high-precision manufacturing, including machinery, fabricated metals, and component production. It provides detailed insight into how these businesses operate within supply chains and support other industries.

BIOMEDICAL MANUFACTURING & LIFE SCIENCES

This industry includes companies involved in developing, producing, and supporting medical products such as devices, diagnostics, and biopharmaceuticals, as well as research and lab-based activities.



[Biomedical Manufacturing: Industry Profile \(2023\)](#) | This report focuses on the manufacturing side of the life sciences sector, including medical devices, diagnostics, and production activity. It is best used to understand how products are made and how companies fit into supply chains.

[Sector Profile: Bio and Life Sciences \(2025\)](#) | This report provides a broader view of the life sciences ecosystem, including research, innovation, and commercialization. It is best used to understand how ideas move from research to market and how organizations are connected.

MANUFACTURING

Maine's manufacturing sector is a broader sector and includes businesses that produce goods such as wood products, food, textiles, machinery, and other materials.



[Manufacturing: Industry Profile \(2023\)](#) | This report provides a broad, statewide view of Maine's manufacturing sector, including major industries, employment, and how goods are produced and distributed. It is best used to understand the overall structure of manufacturing and how the sector contributes to domestic trade.

[Textiles: Industry Profile \(2024\)](#) | This report focuses specifically on Maine's textile and apparel sector, including niche producers and specialized manufacturing. It provides deeper detail on one subsector, including its products, market positioning, and opportunities for growth.

AGRICULTURE, SEAFOOD, & FOOD MANUFACTURING

This industry includes farms, fisheries, aquaculture operations, and businesses that process and package food and beverage products.



[Maine's Food Sector: Industry Profile \(2023\)](#) | This report provides a full overview of Maine's food system, covering the entire value chain from production through processing and distribution. It is best used to understand how different parts of the food industry connect and where value is created.

TAKE A DEEPER DIVE INTO THE DATA WITH SPECIALTY REPORTS IN AGRICULTURE, SEAFOOD, & FOOD/BEVERAGE MANUFACTURING.

[The State of Food & Beverage Processing in Maine \(2025\)](#) | This report focuses specifically on food processing capacity, infrastructure, and gaps across Maine. It is best used to understand where processing limits exist and how they affect the ability to scale production and reach markets.

[Statewide Shared-Use Food Production Facility Opportunity in Maine \(2025\)](#) | This report focuses on shared-use kitchens and co-processing facilities available to businesses. It is most useful for understanding access to production space, especially for small or growing food businesses.

SPECIALTY BUSINESS REPORTS PROVIDED BY MAINE CENTER FOR ENTREPRENEURS (MCE)

Specialty Food Reports were created to help Maine businesses better understand their product markets and target new markets in the US. Data in these reports is intended to provide greater detail on consumer purchasing trends for specific product categories.

REPORTS

- [Retail Shelf Stable Baking Mixes, Ingredients, & Flour \(May 2024\)](#)
- [Frozen Fruits & Vegetables \(August 2024\)](#)
- [Fresh Produce \(September 2024\)](#)
- [Refrigerated Salsas & Dips \(January 2025\)](#)
- [Shelf Stable Condiments, Dressing, & Marinade \(June 2025\)](#)
- [Shelf Stable Pasta & Pizza Sauce \(July 2025\)](#)
- [Shelf Stable Crackers & Crispbreads \(September 2025\)](#)
- [Shelf Stable Coffee & Hot Cocoa \(October 2025\)](#)

WHAT DATA IS INCLUDED IN THESE REPORTS?

- Size of Markets
- Growth of Market (Opportunities)
- Top 10 Brands in the Northeast (Market Competition)
- Average Retail Price in the Top 10 Brands
- Much more!

CLEAN ENERGY

Maine's clean energy sector includes businesses involved in renewable energy (such as wind, solar, and hydropower), energy efficiency, and related technologies.



[Clean Energy: Industry Profile \(2023\)](#) | This report provides an overview of Maine's clean energy sector, including renewable energy production, energy services, and emerging technologies. It is best used to understand the structure of the industry and where activity is occurring.

CONSTRUCTION

The construction industry includes businesses that build and maintain residential homes, commercial buildings, and infrastructure projects, including contractors and specialty trades.



[Construction: Industry Profile \(2023\)](#) | This report provides a statewide view of construction activity, including residential, commercial, and infrastructure development. It is best used to understand where projects are happening and how the industry supports broader economic growth.

FORESTRY & FOREST PRODUCTS

This industry includes activities relating to a range of forestry and forest products like timber harvesting, logging, sawmills, paper production, and businesses that manufacture wood-based products.



[Forestry & Forest Products: Industry Profile \(2023\)](#) | This report provides an overview of Maine's forest economy, including harvesting, processing, and manufacturing of wood products. It is best used to understand how raw materials move through the value chain.

[Updated Sector Summary: Forestry & Forest Products Industry Profile \(2025\)](#) | This is an updated comparison of the industry in 2021 and in 2024 to see how the industry has changed over time.

[2024 Statewide Economic Contribution of Maine's Forest Products Sector](#) | This report quantifies the economic contribution of the forest products industry, including jobs, output, and economic impact. It is best used to understand the scale and importance of the industry.

LOGISTICS, TRANSPORTATION, & WAREHOUSING

This industry includes businesses that move, store, and distribute goods, such as trucking companies, warehouses, and logistics providers. It plays a central role in helping Maine businesses reach suppliers and customers in other states.



[Logistics, Transportation, and Warehousing: Industry Profile \(2023\)](#) | This report provides a detailed look at logistics-related businesses, industry activity, and trends across the state. It is best used to explore specific subsectors, understand how logistics providers operate, and identify potential partners within the supply chain

TAKE A DEEPER DIVE INTO THE DATA WITH SPECIALTY REPORTS IN INDUSTRIAL REAL ESTATE NEEDS, & TRANSPORTATION, WAREHOUSING, & DISTRIBUTION INDUSTRY

[The State of Transportation, Logistics, and Distribution in Maine \(2025\)](#) | This report provides a high-level overview of how goods move into, out of, and within Maine, including key transportation modes, major corridors, and logistics activity. It is best used to understand the overall structure of the system and how efficiently businesses can reach suppliers and customers.

[Industrial Real Estate Needs of Maine's Production Economy \(2026\)](#) | This report examines Maine's industrial real estate landscape, including available space, site readiness, and infrastructure capacity. It is best used to understand where suitable facilities exist and where gaps in space, utilities, or site readiness may affect business expansion.

[Transportation, Warehousing, and Logistics Workforce Analysis \(2026\)](#) | This report focuses specifically on workforce needs within the transportation, warehousing, and logistics sector, including key occupations, hiring challenges, and training gaps. It is best used to understand labor availability and how workforce constraints may impact business operations and the ability to move goods.



INFORMATION TECHNOLOGY & PROFESSIONAL & TECHNICAL SERVICES

This sector includes businesses that provide digital, technical, and specialized services such as software development, cybersecurity, engineering, and consulting. These services can be delivered remotely, allowing Maine-based firms to serve clients across the country.



[Information Technology: Industry Profile \(2023\)](#) | This report focuses on Maine's IT sector, including software, cybersecurity, and digital services. It is best used to understand the structure and capabilities of the technology industry.

[Sector Profile: Professional and Technical Services \(2025\)](#) | This report covers a broader range of service-based industries, including engineering, consulting, and scientific services. It is best used to understand how these services support other industries and the growth it has recently seen in Maine's economy.

RETAIL TRADE

The retail sector includes businesses that sell goods directly to consumers through storefronts, online platforms, and specialty shops. Increasingly, retailers are reaching customers beyond Maine through e-commerce and direct-to-consumer sales.



[Retail Trade Industry Profile \(2023\)](#) | This report provides an overview of Maine's retail sector, including store types, consumer trends, and geographic patterns. It is best used to understand how retail activity is structured.

[Consumer Spending on Personal Care Products \(2025\)](#) | This report focuses on a specific retail and manufacturing niche, including personal care and wellness products. It is best used to explore opportunities within this product category in Maine (e.g., consumer spending by product in Maine).

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 DECS 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

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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](#).

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Service Lines



Strategic &
Organizational
Planning



Real Estate Development
Analytics & Advisory



Prospecting &
Business Attraction



Workforce Development
& Talent Retention



Economic & Fiscal
Impact Analysis



Housing Needs
Assessment



Target Industry
Analytics & Strategy



Entrepreneurship
& Innovation

