

DRAFT Maine State of Domestic Trade Annual Report Summary

SUMMARY: Changes from 2020 to 2021 reports

APRIL 2023

State of Maine - DECD



**Department of Economic
& Community Development**

PROJECT OVERVIEW

Summary Purpose

This summary provides a brief overview of the changes between the 2020 Macro Overview of the Domestic Trade Market report and the 2021 Macro Overview of the Domestic Trade Market report. The Macro Overview report is an annual update to domestic trade tracking metrics used for progress reporting and is intended to give a high-level overview of Maine's 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 2-digit industry level to give an overview of Maine's domestic trade within the state's macroeconomic context. More detailed analysis on the specific industries within key sectors will be included in the industry reports. The Appendix contains more details about sectors that will be analyzed.

Data

Data in this edition of the Macro Overview report refers to 2021. Historical comparisons in this summary refer to the changes that have occurred since 2019, which was the most recent year of data in the previous edition of the report.

Project Funding

This project is commissioned by the Office of Business Development through the Domestic Trade Pilot Program and is funded in part by the Maine Jobs and Recovery Plan.

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INTRODUCTION TO DOMESTIC TRADE

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).

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, DEMAND, & JOBS

Maine's total sales grew from \$135.6 billion in 2019 to \$157.6 billion in 2021, a 16.2% increase

- The total value of sales exported out of state grew by 18.2%, from \$77.1 billion to \$91.1 billion in 2021. This represented 57.8% of total sales in 2021, an increase from 56.8% in 2019.
- The total value of *domestic* sales grew 18.4%, from \$74.4 billion in 2019 to \$88.0 billion in 2021. Domestic sales represent the sales that went to other states in the U.S., therefore excluding foreign exports.
- During the same time period, foreign export values grew 14% from \$2.7 billion to \$3.1 billion. Foreign exports represented 2.0% of total sales in both years. Nationally, the share of foreign exports fell slightly, from 4.2% in 2019 to 3.9% of all sales in 2021.

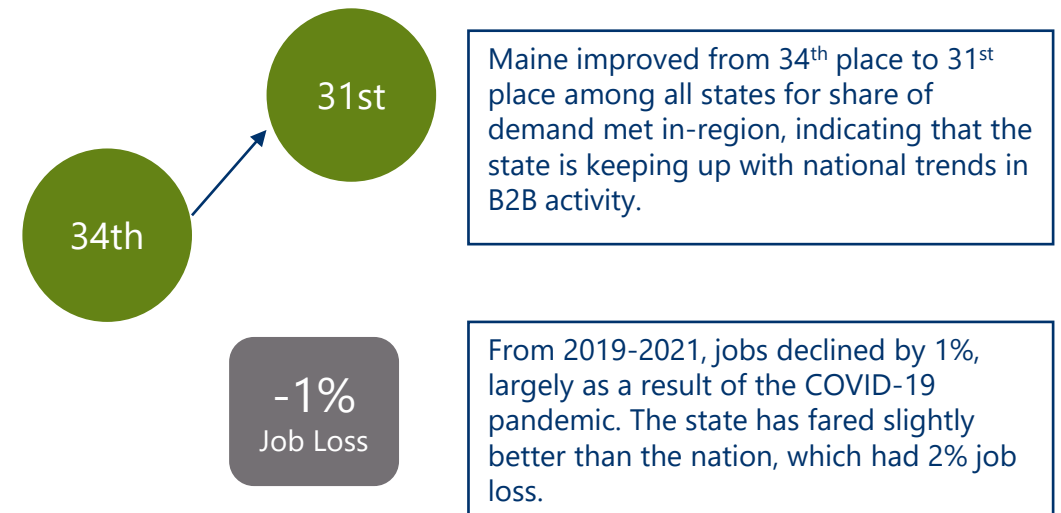
Maine's total demand grew from \$138.8 billion in 2019 to \$155.9 billion in 2021, a 12.3% increase

- The total value of demand met in-region grew by 12.2%, from \$67.8 billion to \$76.1 billion in 2021. This represented 48.8% of total sales in 2021, a minor drop from 2019.
- The value of domestic imports grew 10.7%, from \$66.4 billion in 2019 to \$73.4 billion in 2021. Domestic imports represent the imports to Maine that came from other states in the U.S., therefore excluding foreign imports.
- During the same time period, foreign import values increased from \$4.6 billion to \$6.4 billion, a 37.9% increase. Foreign imports represented 4.1% of total sales in 2021, an increase from 3.3% in 2019.

Sales & Demand Summary, 2019-2021

	2019	2021	% Change
1 Total Sales	\$135,640,510,601	\$157,587,272,359	16.2%
2 In-region	\$ 58,559,052,012	\$66,474,881,281	13.5%
3 Exported Out of State	\$ 77,081,458,589	\$91,112,391,078	18.2%
4 Percent Exported Out of State (3÷1)	56.8%	57.8%	1.0 Percentage Point
5 Foreign Exports	\$ 2,723,661,201	\$3,105,221,687	14.0%
6 Estimated Domestic Exports (3 - 5)	\$ 74,357,797,388	\$88,007,169,391	18.4%
7 Total Demand	\$138,781,826,408	\$155,908,110,316	12.3%
8 Met in-region	\$ 67,795,325,724	\$76,095,755,797	12.2%
9 Share of Demand Met In-Region (8÷7)	48.9%	48.8%	-0.1 Percentage Point
10 Met by imports	\$ 70,986,500,684	\$79,812,354,519	12.4%
11 Foreign Imports	\$ 4,635,008,337	\$6,387,776,430	37.8%
12 Estimated Domestic Imports (10 - 11)	\$ 66,351,492,347	\$ 73,424,578,089	10.7%

Source: Lightcast, U.S. Census Bureau, Camoin Associates



GROSS REGIONAL PRODUCT (GRP)

Change in Maine GRP by Industry, 2019-2022

NAICS	Description	2019 GRP	2021 GRP	Change	% Change
31	Manufacturing	\$7,140,812,404	\$8,169,731,918	\$1,028,919,514	14%
44	Retail Trade	\$5,618,609,749	\$6,639,336,090	\$1,020,726,341	18%
52	Finance and Insurance	\$5,082,363,766	\$5,910,950,138	\$828,586,372	16%
90	Government	\$8,327,219,959	\$9,095,052,127	\$767,832,168	9%
62	Health Care and Social Assistance	\$8,044,244,905	\$8,745,208,522	\$700,963,618	9%
23	Construction	\$3,550,231,304	\$4,202,420,382	\$652,189,078	18%
54	Professional, Scientific, and Technical Services	\$3,904,346,790	\$4,453,154,739	\$548,807,949	14%
55	Management of Companies and Enterprises	\$1,368,566,616	\$1,902,416,603	\$533,849,987	39%
42	Wholesale Trade	\$3,923,431,125	\$4,434,091,222	\$510,660,097	13%
11	Agriculture, Forestry, Fishing and Hunting	\$1,378,930,387	\$1,674,738,123	\$295,807,736	21%
56	Administrative and Support and Waste Management and Remediation Services	\$1,928,634,449	\$2,216,704,760	\$288,070,310	15%
72	Accommodation and Food Services	\$2,752,858,066	\$2,955,204,918	\$202,346,852	7%
51	Information	\$1,553,170,577	\$1,721,906,389	\$168,735,812	11%
48	Transportation and Warehousing	\$1,427,280,178	\$1,543,034,958	\$115,754,780	8%
22	Utilities	\$804,345,004	\$919,734,722	\$115,389,717	14%
53	Real Estate and Rental and Leasing	\$2,096,596,334	\$2,202,444,498	\$105,848,164	5%
81	Other Services (except Public Administration)	\$1,498,083,092	\$1,518,202,400	\$20,119,308	1%
21	Mining, Quarrying, and Oil and Gas Extraction	\$75,329,556	\$79,999,195	\$4,669,640	6%
61	Educational Services	\$1,122,944,622	\$1,071,641,285	(\$51,303,337)	(5%)
71	Arts, Entertainment, and Recreation	\$736,095,255	\$575,970,186	(\$160,125,068)	(22%)
Total		\$62,334,094,139	\$76,869,674,550	\$14,535,580,410	23%

Source: Lightcast

Maine's nominal GRP was \$76.9 billion in 2021, growing by over \$14.5 billion (23%) since 2019

- Most major sectors saw significant growth during the period from 2019-2021, while two (manufacturing and retail trade) saw GRP growth by over \$1 billion during this time frame.
- Only two sectors saw declining GRP during the period: Educational Services (-5%) and Arts, Entertainment, and Recreation (-22%).
- Manufacturing grew the fastest, with its GRP growing by over \$1.03 billion from 2019-2021, an increase of 14%. Retail trade grew by almost as much, adding \$1.02 billion—an 18% increase.
 - Manufacturing GRP growth was dominated by Pharmaceutical and Medicine Manufacturing, which added over \$400 million of GRP from 2019-2021, along with Beverage Manufacturing (+\$165 million).
 - Retail Trade GRP growth was led by Automobile Dealers (+\$223 million).

Data Note: The GRP figures on this page refer to *nominal GRP*, meaning that they have not been adjusted for inflation. GRP measures the final market value of all goods and services produced in the region and is an indicator of the state's overall productivity.

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.](#)

Glossary

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

Source: Lightcast Knowledge Base