



Food Product Manufacturing Export Profile Domestic and Foreign

Office of Business Development
Maine Department of Economic
and Community Development
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Food Product Manufacturing Exports

(Note that exports for this analysis include any sales outside of the state of Maine, including domestic and foreign).

The tables on the following page summarize food manufacturing sales (in-state and exported) for the New England states. Key findings related to Maine are highlighted below.

- ◆ In 2020, 24% of Maine's nearly \$1.8 billion in food manufacturing sales occurred within the state, while the other 76% of sales were exported to consumers outside Maine.
- ◆ Among the six New England state Maine has the third highest percentage of food manufacturing exports, at 76% of total industry sales.
- ◆ Maine ranks in the middle of the New England states in terms of total food sales per capita, at \$1,302. This is greater than Connecticut, New Hampshire, and Rhode Island but less than Massachusetts and Vermont. Maine ranks only behind Vermont in terms of food sales per GDP.

New England Food Manufacturing Sales, 2020

State	Total Sales	In-State Sales	Exported Sales	% of Sales In-State	% of Sales Exported	% Exported Sales Rank
Maine	\$1,773,578,722	\$426,815,938	\$1,346,762,784	24%	76%	3
Connecticut	\$3,073,306,004	\$1,162,929,977	\$1,910,376,027	38%	62%	5
Massachusetts	\$9,848,448,688	\$4,635,484,627	\$5,212,964,060	47%	53%	6
New Hampshire	\$1,404,611,372	\$255,614,434	\$1,148,996,938	18%	82%	2
Rhode Island	\$1,138,431,524	\$299,162,765	\$839,268,759	26%	74%	4
Vermont	\$2,987,267,900	\$470,328,004	\$2,516,939,895	16%	84%	1

Source: Emsi

Note: Food Manufacturing is defined as NAICS 311.

Food Manufacturing Sales per Capita and per GDP

State	Total Sales	2020 Population	Sales Per Capita	2020 GDP	Sales Per 2020 GDP
Maine	\$1,773,578,722	1,362,280	\$1,302	\$69,271,800,000	\$0.03
Connecticut	\$3,073,306,004	3,600,260	\$854	\$276,422,900,000	\$0.01
Massachusetts	\$9,848,448,688	7,022,220	\$1,402	\$582,476,800,000	\$0.02
New Hampshire	\$1,404,611,372	1,377,848	\$1,019	\$87,621,000,000	\$0.02
Rhode Island	\$1,138,431,524	1,096,229	\$1,038	\$60,556,300,000	\$0.02
Vermont	\$2,987,267,900	642,495	\$4,649	\$33,435,000,000	\$0.09

Source: Emsi; US Census Bureau; Bureau of Economic Analysis

Note: Food Manufacturing is defined as NAICS 311.

Food Manufacturing Jobs

To provide additional industry context the following tables compare food manufacturing jobs, as defined by NAICS 311 - Food Manufacturing, across all 50 states. Below is a summary of key findings related to industry jobs in Maine.

- ◆ Maine's food manufacturing industry accounted for 5,687 jobs in 2020 - a decrease of 1% (58 jobs) from its total employment in 2015. The industry is projected to grow 2% (92 jobs) by 2026.
- ◆ Food manufacturing jobs were 0.8% of Maine's total employment in 2015 and 2020. Food manufacturing is projected to be 0.9% of total employment in Maine in 2026. Maine ranks 30th among all states in food manufacturing's share of overall jobs in the state, and second in New England behind Vermont. Maine has improved its ranking one place, from 31st, in 2015. Maine is expected to continue to rank 30th through 2026, given current economic trends.
- ◆ Maine's food manufacturing industry job losses of 4% due to COVID (2019-2020) are in line with losses experienced by other states.

Food Manufacturing Employment by State

State	2015 Jobs	2019 Jobs	2020 Jobs	2026 Jobs	COVID- Related Job Change, 2019-2020	Historic Job Change, 2015-2020	Historic % Job Change, 2015-2020	Projected Job Change, 2015-2026	Projected % Job Change, 2015-2026
Alabama	31,422	33,728	32,734	32,110	(3%)	1,312	4%	2%	687
Alaska	10,642	9,744	8,703	8,611	(11%)	(1,939)	(18%)	(19%)	(2,031)
Arizona	13,449	16,328	15,700	16,989	(4%)	2,251	17%	26%	3,540
Arkansas	43,878	49,458	49,767	51,666	1%	5,889	13%	18%	7,788
California	159,179	166,113	158,888	156,304	(4%)	(290)	(0%)	(2%)	(2,875)
Colorado	22,131	24,290	24,117	26,755	(1%)	1,985	9%	21%	4,624
Connecticut	7,976	8,573	8,097	8,336	(6%)	121	2%	5%	360
Delaware	9,224	9,929	9,457	9,004	(5%)	233	3%	(2%)	(220)
District of Columbia	153	345	220	219	(36%)	67	44%	43%	66
Florida	31,643	35,640	35,113	37,512	(1%)	3,470	11%	19%	5,868
Georgia	65,553	66,399	65,898	69,587	(1%)	344	1%	6%	4,033
Hawaii	6,824	6,611	5,414	4,815	(18%)	(1,410)	(21%)	(29%)	(2,009)
Idaho	16,973	19,346	19,329	19,772	(0%)	2,356	14%	16%	2,799
Illinois	79,629	85,254	83,421	86,054	(2%)	3,792	5%	8%	6,425
Indiana	38,193	40,933	41,135	44,239	0%	2,942	8%	16%	6,047
Iowa	51,825	58,769	59,434	64,103	1%	7,610	15%	24%	12,278
Kansas	31,706	34,370	35,254	37,514	3%	3,548	11%	18%	5,808
Kentucky	27,364	29,180	28,810	31,108	(1%)	1,446	5%	14%	3,745
Louisiana	16,011	16,496	16,252	17,122	(1%)	241	2%	7%	1,111
Maine	5,745	5,917	5,687	5,836	(4%)	(58)	(1%)	2%	92
Maryland	15,386	17,685	17,475	20,002	(1%)	2,090	14%	30%	4,616
Massachusetts	25,163	26,502	24,551	25,094	(7%)	(611)	(2%)	(0%)	(68)
Michigan	35,218	38,954	37,841	38,627	(3%)	2,623	7%	10%	3,408
Minnesota	46,385	47,040	46,159	45,791	(2%)	(227)	(0%)	(1%)	(595)
Mississippi	22,953	24,596	24,266	23,967	(1%)	1,313	6%	4%	1,013
Missouri	39,168	42,288	42,491	44,985	0%	3,324	8%	15%	5,818
Montana	2,556	2,648	2,663	2,719	1%	106	4%	6%	162
Nebraska	34,825	38,043	38,418	39,867	1%	3,593	10%	14%	5,042
Nevada	5,963	6,855	6,482	7,025	(5%)	520	9%	18%	1,063
New Hampshire	2,654	2,898	2,857	3,031	(1%)	203	8%	14%	377
New Jersey	32,143	37,489	35,922	39,524	(4%)	3,780	12%	23%	7,381
New Mexico	5,863	6,522	6,470	7,138	(1%)	608	10%	22%	1,275
New York	56,071	58,706	54,131	54,730	(8%)	(1,940)	(3%)	(2%)	(1,341)
North Carolina	54,175	59,243	58,635	61,931	(1%)	4,460	8%	14%	7,756
North Dakota	4,938	4,948	4,945	5,021	(0%)	7	0%	2%	83
Ohio	59,450	60,857	60,326	62,246	(1%)	877	1%	5%	2,796
Oklahoma	17,383	18,220	18,472	20,693	1%	1,089	6%	19%	3,310
Oregon	28,573	30,337	28,441	28,882	(6%)	(132)	(0%)	1%	309
Pennsylvania	71,130	74,716	72,803	74,154	(3%)	1,673	2%	4%	3,024
Rhode Island	3,343	3,256	3,496	3,850	7%	153	5%	15%	507
South Carolina	18,770	19,416	18,865	19,745	(3%)	94	1%	5%	975
South Dakota	8,856	10,687	10,862	11,726	2%	2,006	23%	32%	2,870
Tennessee	34,095	36,681	36,850	39,800	0%	2,755	8%	17%	5,706
Texas	90,489	102,136	101,802	110,429	(0%)	11,313	13%	22%	19,940
Utah	16,087	18,403	19,055	21,366	4%	2,968	18%	33%	5,280
Vermont	5,706	5,420	5,423	5,681	0%	(283)	(5%)	(0%)	(25)
Virginia	30,168	32,137	31,274	32,468	(3%)	1,106	4%	8%	2,300
Washington	37,233	40,220	38,495	37,885	(4%)	1,261	3%	2%	651
West Virginia	3,574	3,227	3,111	3,008	(4%)	(463)	(13%)	(16%)	(566)
Wisconsin	65,204	75,252	75,720	81,621	1%	10,516	16%	25%	16,418
Wyoming	758	696	677	706	(3%)	(81)	(11%)	(7%)	(52)

Source: Emsi

Note: Food Manufacturing is defined as NAICS 311.

Food Manufacturing Jobs as a Share of Total State Employment

State	2015 Share of Employment	2015 Rank	2020 Share of Employment	2020 Rank	2026 Share of Employment	2026 Rank
Alabama	1.5%	13	1.5%	13	1.4%	15
Alaska	2.7%	4	2.4%	5	2.4%	6
Arizona	0.5%	45	0.5%	44	0.5%	43
Arkansas	3.3%	1	3.7%	1	3.6%	2
California	0.8%	30	0.8%	31	0.8%	34
Colorado	0.8%	32	0.8%	33	0.8%	33
Connecticut	0.4%	47	0.5%	45	0.5%	44
Delaware	1.9%	8	2.0%	9	1.8%	10
District of Columbia	0.0%	51	0.0%	51	0.0%	51
Florida	0.3%	49	0.4%	49	0.4%	49
Georgia	1.4%	15	1.3%	18	1.3%	19
Hawaii	0.9%	28	0.8%	35	0.7%	39
Idaho	2.2%	5	2.2%	7	2.1%	8
Illinois	1.2%	18	1.4%	17	1.4%	16
Indiana	1.2%	19	1.3%	19	1.3%	18
Iowa	3.0%	3	3.5%	2	3.6%	1
Kansas	2.0%	7	2.3%	6	2.4%	5
Kentucky	1.3%	16	1.4%	14	1.5%	13
Louisiana	0.7%	35	0.8%	34	0.8%	31
Maine	0.8%	31	0.8%	30	0.9%	30
Maryland	0.5%	42	0.6%	41	0.7%	40
Massachusetts	0.7%	38	0.7%	40	0.7%	41
Michigan	0.8%	33	0.9%	29	0.9%	29
Minnesota	1.5%	12	1.5%	12	1.5%	12
Mississippi	1.8%	10	1.9%	10	1.8%	9
Missouri	1.3%	17	1.4%	15	1.4%	14
Montana	0.5%	43	0.5%	43	0.5%	45
Nebraska	3.1%	2	3.5%	3	3.5%	3
Nevada	0.4%	46	0.5%	46	0.5%	46
New Hampshire	0.4%	48	0.4%	48	0.4%	47
New Jersey	0.7%	34	0.9%	28	0.9%	28
New Mexico	0.6%	39	0.7%	38	0.8%	35
New York	0.6%	41	0.6%	42	0.5%	42
North Carolina	1.1%	20	1.2%	20	1.2%	20
North Dakota	1.0%	26	1.1%	24	1.0%	26
Ohio	1.0%	25	1.1%	25	1.1%	25
Oklahoma	0.9%	27	1.0%	26	1.1%	23
Oregon	1.4%	14	1.4%	16	1.3%	17
Pennsylvania	1.1%	21	1.2%	21	1.2%	21
Rhode Island	0.6%	40	0.7%	39	0.8%	36
South Carolina	0.8%	29	0.8%	32	0.8%	32
South Dakota	1.8%	9	2.2%	8	2.3%	7
Tennessee	1.1%	23	1.1%	23	1.1%	22
Texas	0.7%	37	0.7%	36	0.7%	37
Utah	1.1%	22	1.1%	22	1.1%	24
Vermont	1.6%	11	1.6%	11	1.7%	11
Virginia	0.7%	36	0.7%	37	0.7%	38
Washington	1.0%	24	1.0%	27	1.0%	27
West Virginia	0.5%	44	0.4%	47	0.4%	48
Wisconsin	2.1%	6	2.5%	4	2.6%	4
Wyoming	0.2%	50	0.2%	50	0.2%	50

Source: Emsi

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Data Sources

Economic Modeling Specialists International (EMSI)

To analyze the industrial makeup of a study area, industry data organized by the North American Industrial Classification System (NAICS) is assessed. Camoin Associates subscribes to Economic Modeling Specialists Intl. (EMSI), a proprietary data provider that aggregates economic data from approximately 90 sources. EMSI industry data, in our experience, is more complete than most or perhaps all local data sources (for more information on EMSI, please see www.economicmodeling.com). This is because local data sources typically miss significant employment counts by industry because data on sole proprietorships and contractual employment (i.e. 1099 contractor positions) is not included and because certain employment counts are suppressed from BLS/BEA figures for confidentiality reasons when too few establishments exist within a single NAICS code.