



MAINE STATE OF DOMESTIC TRADE ANNUAL REPORT

March 2024

MAINE.
ECONOMIC & COMMUNITY
DEVELOPMENT

 camoin
associates



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REPORT OVERVIEW

Macro Report Purpose

The Macro Overview report¹ provides an annual update to the 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 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).



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).



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

EXECUTIVE SUMMARY: KEY FINDINGS (2022)

Trade

Maine industries saw a total of **\$173.2 billion in sales in 2022**, dominated by the **Manufacturing industry**.

In total, \$97.7 billion (57%) was exported outside of Maine, only \$3.4 billion of which went to foreign partners. Together, the sales and trade data indicate that domestic trade makes up a significant portion of all sales and trade in Maine.

Maine ranks relatively middle of the pack among all states in terms of its **demand met by imports**, at 49.9% in 2022. Maine ranks 32nd among all states and DC.

Compared to 2021, Maine fell one spot from 31st but is still ahead of its 2019, 34th place ranking. This suggests that the state, overall has kept up with national trends in recent years.

There is room for growth in exports. Between 2021 and 2022, eight sectors saw their share of sales that were exported shrink, while Professional, Scientific, and Technical Services remained flat.

Conversely, **Information and Real Estate and Rental and Leasing saw rising shares of exported sales.**

Maine relies heavily on imports to meet the demand for fossil fuels. Purchases of fossil fuels, specifically **Petroleum Products**, have the highest percentage of demand met by purchases from out-of-state entities and represent Maine's most-imported products by dollar value.

Meanwhile, **Paper Products and Pulp are key exports** in the state's foreign and domestic trade.

Overall Economic Context

Economy-wide, the state added more than 18,000 jobs from 2017-2022, growing by 3%. This is slightly behind the national economy, which grew by 4% during this time period.

About half of Maine's highly concentrated sectors have a positive competitive effect (growth that exceeds national and industry expectations), indicating that some of Maine's strongest sectors (LQ>1) also have a unique competitive advantage in the state while others may be underperforming. Agriculture, Forestry, Fishing and Hunting; Management of Companies and Enterprises; and Retail Trade are three such sectors that are concentrated in Maine and have a unique competitive advantage in the region.



TOTAL DEMAND

\$174.5 billion
in 2022

50.1%
met by Maine-made
goods and services

TOTAL SALES

\$173.2 billion
in 2022

56.5%
is exported out of Maine

JOBS

721,731
jobs in 2022

3%
growth from 2017-2022

EXECUTIVE SUMMARY: CHANGES FROM 2021 TO 2022

Data Note on Tracking Gross Regional Product (GRP)

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. These figures are regularly updated by the Bureau

of Labor Statistics and the Bureau of Economic Analysis. As a result, the 2021 values reported in the table BELOW may differ from the values reported in preceding versions of the report.

Maine's High-Level Industries by Change in GRP Value, 2021-2022

NAICS	Description	2021 GRP	2022 GRP	Change 2021-2022	Maine % Change	US % Change
62	Health Care and Social Assistance	\$8,753,272,202	\$9,533,959,057	\$780,686,855	9%	10%
72	Accommodation and Food Services	\$3,014,391,567	\$3,756,026,910	\$741,635,343	25%	29%
51	Information	\$1,621,878,815	\$2,292,741,220	\$670,862,405	41%	4%
31	Manufacturing	\$8,301,305,382	\$8,934,235,928	\$632,930,546	8%	12%
44	Retail Trade	\$6,929,178,302	\$7,506,058,905	\$576,880,603	8%	5%
56	Administrative and Support and Waste Management and Remediation Services	\$2,181,725,170	\$2,744,194,050	\$562,468,880	26%	15%
54	Professional, Scientific, and Technical Services	\$4,606,928,378	\$5,150,233,255	\$543,304,877	12%	10%
42	Wholesale Trade	\$4,683,011,039	\$5,157,340,673	\$474,329,634	10%	12%
90	Government	\$8,975,743,711	\$9,449,316,198	\$473,572,486	5%	6%
52	Finance and Insurance	\$5,858,158,183	\$6,242,181,670	\$384,023,487	7%	5%
23	Construction	\$4,048,452,832	\$4,416,816,272	\$368,363,440	9%	12%
53	Real Estate and Rental and Leasing	\$2,430,105,870	\$2,699,419,049	\$269,313,179	11%	14%
55	Management of Companies and Enterprises	\$1,946,193,368	\$2,125,311,205	\$179,117,837	9%	10%
48	Transportation and Warehousing	\$1,603,215,636	\$1,772,517,670	\$169,302,034	11%	15%
22	Utilities	\$980,340,454	\$1,141,543,165	\$161,202,711	16%	7%
11	Agriculture, Forestry, Fishing and Hunting	\$1,630,976,218	\$1,781,886,213	\$150,909,995	9%	14%
71	Arts, Entertainment, and Recreation	\$684,891,314	\$833,892,558	\$149,001,244	22%	25%
81	Other Services (except Public Administration)	\$1,547,720,142	\$1,696,293,103	\$148,572,961	10%	11%
61	Educational Services	\$1,106,222,169	\$1,199,055,021	\$92,832,852	8%	9%
21	Mining, Quarrying, and Oil and Gas Extraction	\$103,532,303	\$105,181,319	\$1,649,015	2%	10%
Total, All Industries		\$76,869,674,550	\$85,838,134,226	\$8,968,459,676	12%	10%

Note: GRP figures are regularly updated and that historical figures in this report may differ from what was previously reported in preceding versions of the report

Source: Lightcast

Maine's nominal GRP was \$85.8 billion in 2022, growing by over \$8.9 billion (12%) since 2021.

All major sectors experienced growth during the study period.

Healthcare and Social Assistance grew the fastest, increasing its GDP by over \$780 million, or 9%, between 2021 and 2022.

Healthcare and Social Assistance GRP growth was led by General Medical and Surgical Hospitals (+\$173.8 million) and Specialty (except Psychiatric and Substance Abuse) Hospitals (+\$87.2 million).

Accommodations and Food Services also experienced significant GRP growth, increasing by more than \$740 million between 2021 and 2022, an increase of 25%.

GRP growth was dominated by Full-Service Restaurants, which added \$208 million in GRP from 2021-2022, along with Hotels (except Casino Hotels) and Motels (+\$164 million).

Maine's total sales grew from \$157.6 billion in 2021 to \$173.2 billion in 2022, a 9.9% increase.



The total value of **sales exported out of state** grew by 7.3%, from \$91.1 billion to \$97.7 billion in 2022. This represented 56.5% of total sales in 2022, a slight decrease from 2021.

The total value of **domestic sales** grew 7.2%, from \$88.0 billion in 2021 to \$94.3 billion in 2022. Domestic sales represent the sales that went to other states in the US, therefore excluding foreign exports.

During the same period, **foreign export values** grew 11.5% from \$3.1 billion to \$3.4 billion. Foreign exports represented 2.0% of total sales in both years. Nationally, the share of foreign exports also remained steady accounting for 3.9% of all sales in 2021 and 2022.

Maine's total demand grew from \$155.9 billion in 2021 to 174.5 billion in 2022, an 11.9% increase.



The total value of **demand met in-region** grew by 15%, from \$76.1 billion in 2021 to \$87.5 billion. This represented a 1.3% increase in total sales from 2021 (48.8%).

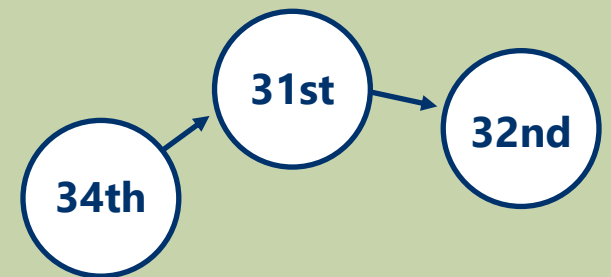
The value of **domestic imports** grew 7.3%, from \$73.4 billion in 2021 to \$78.8 billion in 2022. Domestic imports represent the imports to Maine that came from other states in the US, therefore excluding foreign imports.

During the same period, **foreign import values** increased from \$6.4 billion to \$8.2 billion, a 28.3% increase. Foreign imports represented 4.7% of total demand in 2022, an increase from 4.1% in 2022.

Sales & Demand Summary, 2021-2022

		2021	2022	% Change
1	Total Sales	\$ 157,587,272,359	\$ 173,166,599,249	9.9%
2	In-region	\$ 66,474,881,281	\$ 75,390,052,058	13.4%
3	Exported Out of State	\$ 91,112,391,078	\$ 97,776,547,191	7.3%
4	Percent Exported Out of State (3÷1)	57.8%	56.5%	-1.4 percentage points
5	Foreign Exports	\$ 3,105,221,687	\$ 3,462,621,290	11.5%
6	Estimated Domestic Exports (3 - 5)	\$ 88,007,169,391	\$ 94,313,925,901	7.2%
7	Total Demand	\$ 155,908,110,316	\$174,517,725,952	11.9%
8	Met in-region	\$ 76,095,755,797	\$87,499,929,892	15.0%
9	Share of Demand Met In-Region (8÷7)	48.8%	50.1%	1.3 percentage points
10	Met by imports	\$ 79,812,354,519	\$87,017,796,060	9.0%
11	Foreign Imports	\$ 6,387,776,430	\$8,197,231,071	28.3%
12	Estimated Domestic Imports (10 - 11)	\$ 73,424,578,089	\$ 78,820,564,989	7.3%

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



Maine has moved from 34th (2019) to 31st (2021) to 32nd (2022) place among all states for share of **demand met in-region**, indicating that the state is keeping up with national trends in B2B activity.

1.8%
job growth

The number of jobs in Maine increased by 1.8% between 2021 and 2022. The state's job growth fell behind national growth which increased by 3.9% during the same period.

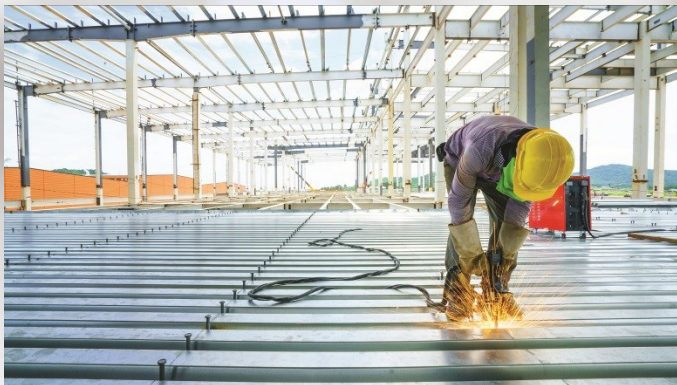
INDUSTRY SUMMARY

In 2022, Maine's largest industry by employment was Health Care and Social Assistance, accounting for nearly 109,000 jobs throughout the state and adding \$9.5 billion to the state's Gross Regional Product (GRP).²

The fastest-growing industry in Maine from 2017-2022 was Professional, Scientific, and Technical Services, adding 7,288 jobs (+23%) during the five-year period. Construction ranked second, adding 5,527 jobs (13%) during the same period.

Other sectors contracted during our study period. Jobs in Accommodation and Food Services declined by about 2,000 in the five-year period ending 2022. Although still the state's top employing industry, jobs in Health Care and Social Assistance fell by 2,646 or (2%). Additionally, jobs in the Government sector declined, falling by around 2,000 jobs.

Economy-wide, the state added more than 18,000 jobs between 2017-2022, growing by approximately 3%. This was slightly behind the national economy, which grew by 4% during the same period.



² Gross Regional Product (GRP) measures the total value of goods and services produced in a region.

This chart includes an overview of Maine's 2-digit NAICS Industries, providing context for the state's trade activity. Information on data and definitions is included in the Appendix.

High-Level Industry Summary, Maine

NAICS	Description	2017 Jobs	2022 Jobs	2017 - 2022 Change	2017 - 2022 % Change	2022 Payrolled Business Locations	Avg. Earnings Per Job	Location Quotient	2022 GRP
11	Agriculture, Forestry, Fishing and Hunting	15,718	17,464	1,746	11%	1,737	\$53,444	2.06	\$1,781,886,213
21	Mining, Quarrying, and Oil and Gas Extraction	210	267	56	27%	37	\$79,599	0.11	\$105,181,319
22	Utilities	1,682	1,763	81	5%	122	\$150,129	0.73	\$1,141,543,165
23	Construction	43,257	48,784	5,527	13%	6,073	\$65,250	1.18	\$4,416,816,272
31	Manufacturing	53,418	57,051	3,633	7%	1,897	\$80,889	1.02	\$8,934,235,928
42	Wholesale Trade	20,376	20,091	(285)	(1%)	3,094	\$96,327	0.77	\$5,157,340,673
44	Retail Trade	85,470	85,104	(365)	(0%)	5,962	\$45,430	1.23	\$7,506,058,905
48	Transportation and Warehousing	19,698	19,894	195	1%	1,422	\$67,438	0.63	\$1,772,517,670
51	Information	8,175	8,830	655	8%	1,259	\$90,073	0.64	\$2,292,741,220
52	Finance and Insurance	25,397	26,512	1,115	4%	2,297	\$111,077	0.89	\$6,242,181,670
53	Real Estate and Rental and Leasing	9,057	9,773	716	8%	1,999	\$67,164	0.77	\$2,699,419,049
54	Professional, Scientific, and Technical Services	31,801	39,089	7,288	23%	8,702	\$96,838	0.76	\$5,150,233,255
55	Management of Companies and Enterprises	10,477	15,261	4,783	46%	2,089	\$123,792	1.42	\$2,125,311,205
56	Administrative and Support and Waste Management and Remediation Services	35,585	34,808	(776)	(2%)	3,858	\$58,208	0.77	\$2,744,194,050
61	Educational Services	20,219	20,036	(184)	(1%)	794	\$50,738	1.13	\$1,199,055,021
62	Health Care and Social Assistance	111,439	108,793	(2,646)	(2%)	5,062	\$74,422	1.18	\$9,533,959,057
71	Arts, Entertainment, and Recreation	12,161	11,884	(277)	(2%)	960	\$37,113	1.00	\$833,892,558
72	Accommodation and Food Services	59,697	57,689	(2,008)	(3%)	4,338	\$34,745	0.98	\$3,756,026,910
81	Other Services (except Public Administration)	32,635	31,559	(1,077)	(3%)	3,931	\$38,712	0.89	\$1,696,293,103
90	Government	106,104	104,107	(1,996)	(2%)	3,058	\$75,990	1.01	\$9,449,316,198
99	Unclassified Industry	1,020	2,973	1,953	192%	3,360	\$106,358	2.36	Insf. Data
Total, All Industries		703,597	721,731	18,134	3%	62,049	\$68,260		\$85,838,134,226

Note: The Government Industry includes public education.

Source: Lightcast

COMPETITIVE ADVANTAGE

Agriculture, Forestry, Fishing, and Hunting remain the most concentrated high-level sector in Maine, with a Location Quotient of 2.06 up from 2.01 in 2021, meaning it has twice the concentration of jobs than would be expected given the size of Maine’s economy. It also had a Competitive Effect of over 1,900 jobs, meaning the sector outperformed expectations given national and industrial trends. It is important to note that employment in this sector is often underreported.

Competitive Advantage Metrics, All Sectors in Maine (2022)

Description	Location Quotient	Competitive Effect
Agriculture, Forestry, Fishing and Hunting	2.06	1,923
Management of Companies and Enterprises	1.42	3,749
Retail Trade	1.23	1,314
Health Care and Social Assistance	1.18	(8,651)
Construction	1.18	1,332
Educational Services	1.13	(583)
Manufacturing	1.02	1,971
Government	1.01	(668)
Arts, Entertainment, and Recreation	1.00	(168)
Accommodation and Food Services	0.98	(1,156)
Finance and Insurance	0.89	(579)
Other Services (except Public Administration)	0.89	208
Real Estate and Rental and Leasing	0.77	(14)
Administrative and Support and Waste Management and Remediation Services	0.77	(2,589)
Wholesale Trade	0.77	(486)
Professional, Scientific, and Technical Services	0.76	2,182
Utilities	0.73	71
Information	0.64	(60)
Transportation and Warehousing	0.63	(5,106)
Mining, Quarrying, and Oil and Gas Extraction	0.11	79
Unclassified Industry	2.36	1,604
Total, All Industries	--	(5,625)

Source: Lightcast

Five out of the nine highly concentrated sectors have a positive competitive effect. Health Care and Social Assistance; Educational Services; Government; and Arts, Entertainment, and Recreation lost jobs due to competitive forces. These sectors have a strong concentration (LQ ≥ 1.0), however, they are underperforming given national and industrial trends.

Professional, Scientific, and Technical Services stands out among sectors with low concentration; while its LQ is only 0.76 it is up from 0.75 in 2021. The sector has a strong competitive effect and may present future opportunities for growth.

Transportation and Warehousing is a sector in which Maine lags behind national trends. This sector is less concentrated and less competitive in the state than it is on a national level.

Glossary of Terms

Location Quotient and Competitive Effect: 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.

The **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.

INDUSTRY MIX

Healthcare and Social Assistance is the largest sector in Maine, with 108,793 jobs in 2022. Its Location Quotient (LQ) is 1.18, indicating a stronger concentration in the sector than would be expected for a region of Maine's size. The sector, however, has been struggling in recent years. From 2017 to 2022, the number of industry jobs declined by around 2%. It contributed \$9.5 billion to the State's GRP in 2022. The average earnings per job was \$75,422 in 2022, higher than the State's average.

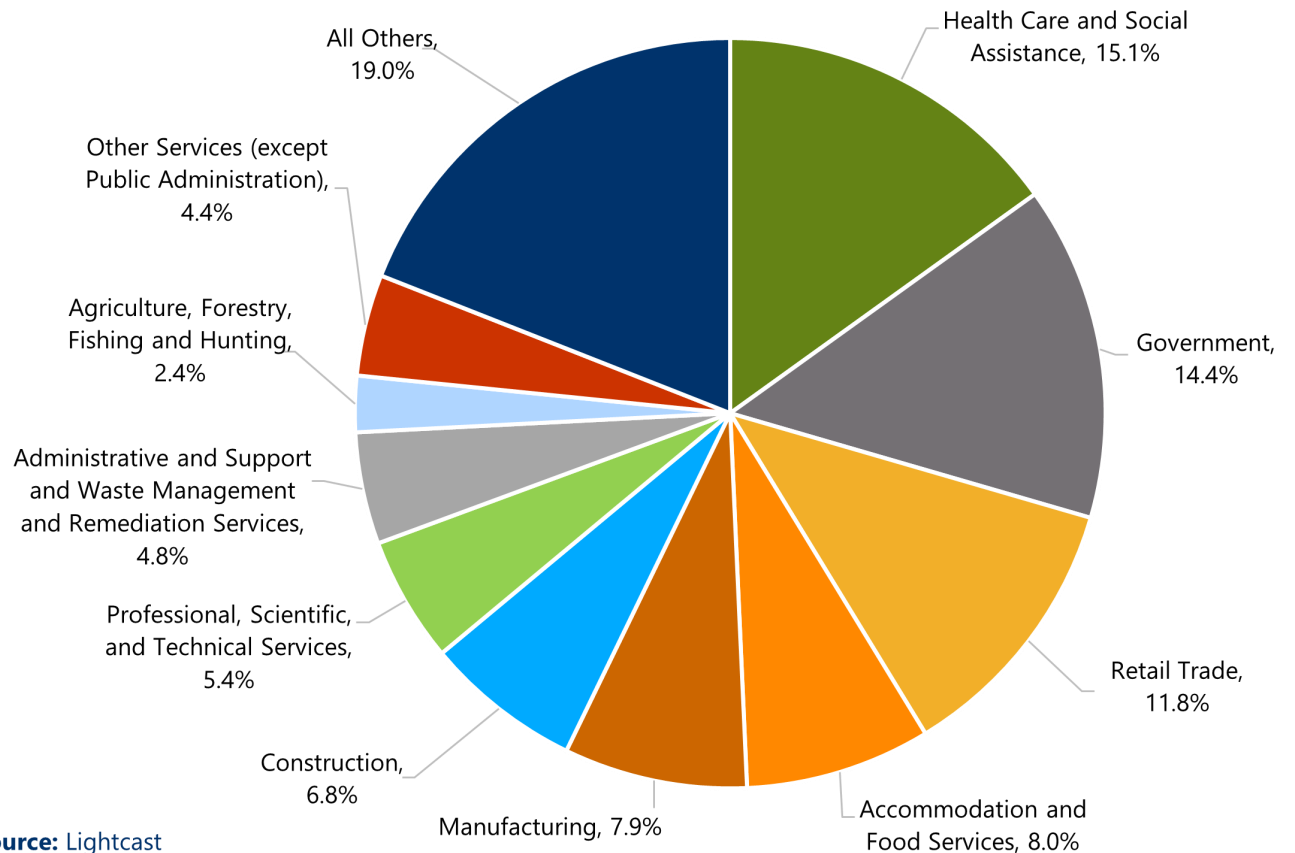
Government is the second largest sector, with 104,107 jobs in 2022. Its LQ is 1.01, indicating that it is almost exactly as concentrated as expected. Over the last five years, the sector has declined by 2% and is down by a total of 1,996 jobs. The sector's average earnings per job was \$75,990 in 2022, higher than the State's average. The sector contributed \$9.4 billion to GRP in 2022.

Retail Trade is the third-largest sector in Maine, with 85,104 jobs in 2022. The sector is relatively specialized, with an LQ of 1.23. The sector lost a small number of jobs (365) during the five-year study period and has average earnings well under the State's average (\$45,430). It contributed \$7.5 billion to Maine's GRP in 2022.

Manufacturing currently makes up roughly 8% of Maine's total employment, accounting for 57,051 jobs in 2022. The sector has seen growth over the last five years, gaining more than 3,600 jobs (+7%). Its LQ is 1.02, meaning the sector is slightly specialized in Maine. The average earnings per job in the sector are high, at \$80,889. Manufacturing's GRP in 2022 was \$8.9 billion.

Maine's Distribution of Jobs by Industry, 2022

Total Jobs: 721,731



Source: Lightcast

Agriculture, Forestry, Fishing, and Hunting represent about 2.4% of jobs; however, this sector's jobs are significantly underreported. More information on this sector can be found in *Maine's Food Sector: Industry Profile*.²

² <https://www.maine.gov/decd/sites/maine.gov/decd/files/inline-files/Final%20Report%20-%20Master%20Food%20Sector%20-%20DECD.pdf>

SALES (REVENUE)

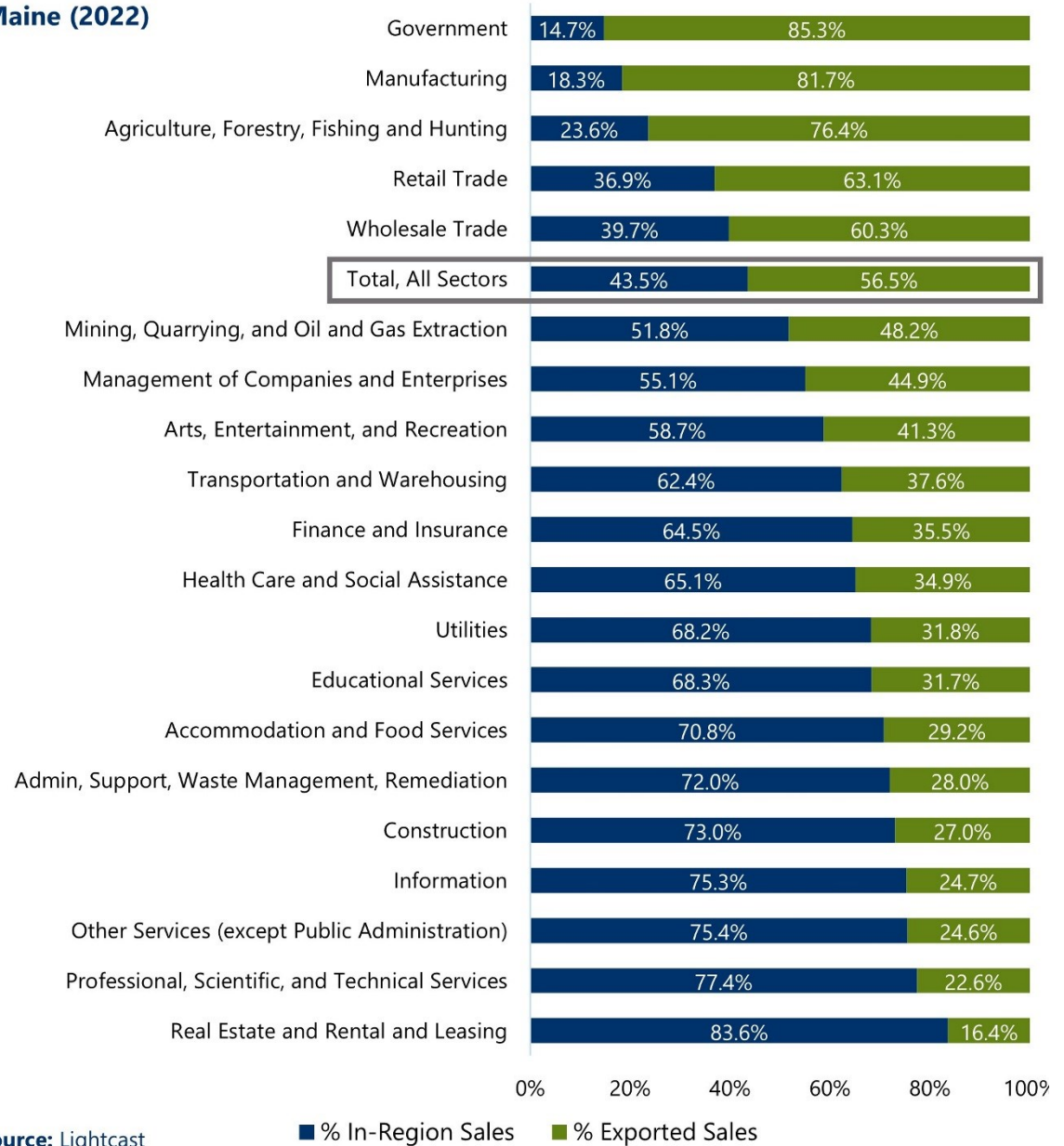
Exported sales (domestic and foreign) are important to the economy because they correlate with value-added production, bringing in wealth to the state and connectedness of the economy to national and global supply chains creating opportunities across multiple sectors and subsectors.

In 2022, total sales (revenues) in all industry sectors in Maine equaled \$173.2 billion. Of these sales, 44% (\$75.4 billion) were sales to entities within Maine (in-region) while 56% (\$91.1 billion) were sales made to entities outside of Maine (exported sales). These exported sales include domestic sales as well as foreign sales.

In the private sector, Manufacturing dominates the export market in terms of sales volume. Exported sales in Manufacturing totaled more than \$16.2 billion in 2022, accounting for 81.7% of total sales in the industry. Other industries with high exported sales include Agriculture, Forestry, Fishing, and Hunting with 76.4% of sales, as well as Retail Trade, at 63.1% of sales.

Of the \$97.7 billion of sales exported out of Maine in 2022, \$3.4 billion was exported to foreign entities, accounting for 2.0% of total sales. During the same period, the United States, exported around 4.2% of total sales to foreign entities. This indicates that domestic sales have a stronger role in Maine's trade landscape compared to the United States.

Sales Split: Exported vs. In-State Sales, All High-Level Sectors, Maine (2022)



Source: Lightcast

Change in Sales

Since 2021, total sales have grown to over \$173 billion, an increase of 10%.³ The total value of exported sales has grown by around 7%, up from \$91.1 billion in 2021 to \$97.7 billion in 2022. In total, the share of sales exported decreased by about one percentage point, from 57.8% to 56.5%.

In the private sector, Utilities, Information and Arts, Entertainment, and Recreation experienced the largest growth rates in total sales.

Information saw the largest increase in its exported share, growing from 13.8% to 24.7% of sales being exported out of state. The information sector includes industries related to publishing, motion picture and sound recording, broadcasting, telecommunications, and data processing.

About half of the sectors saw their exported shares drop between 2021 and 2022. For example, while Wholesale Trade saw a 17% increase in total sales, its exported share of sales fell by approximately one-half of a percentage point. Government was the only sector to experience a decrease in sales from 2021-2022.



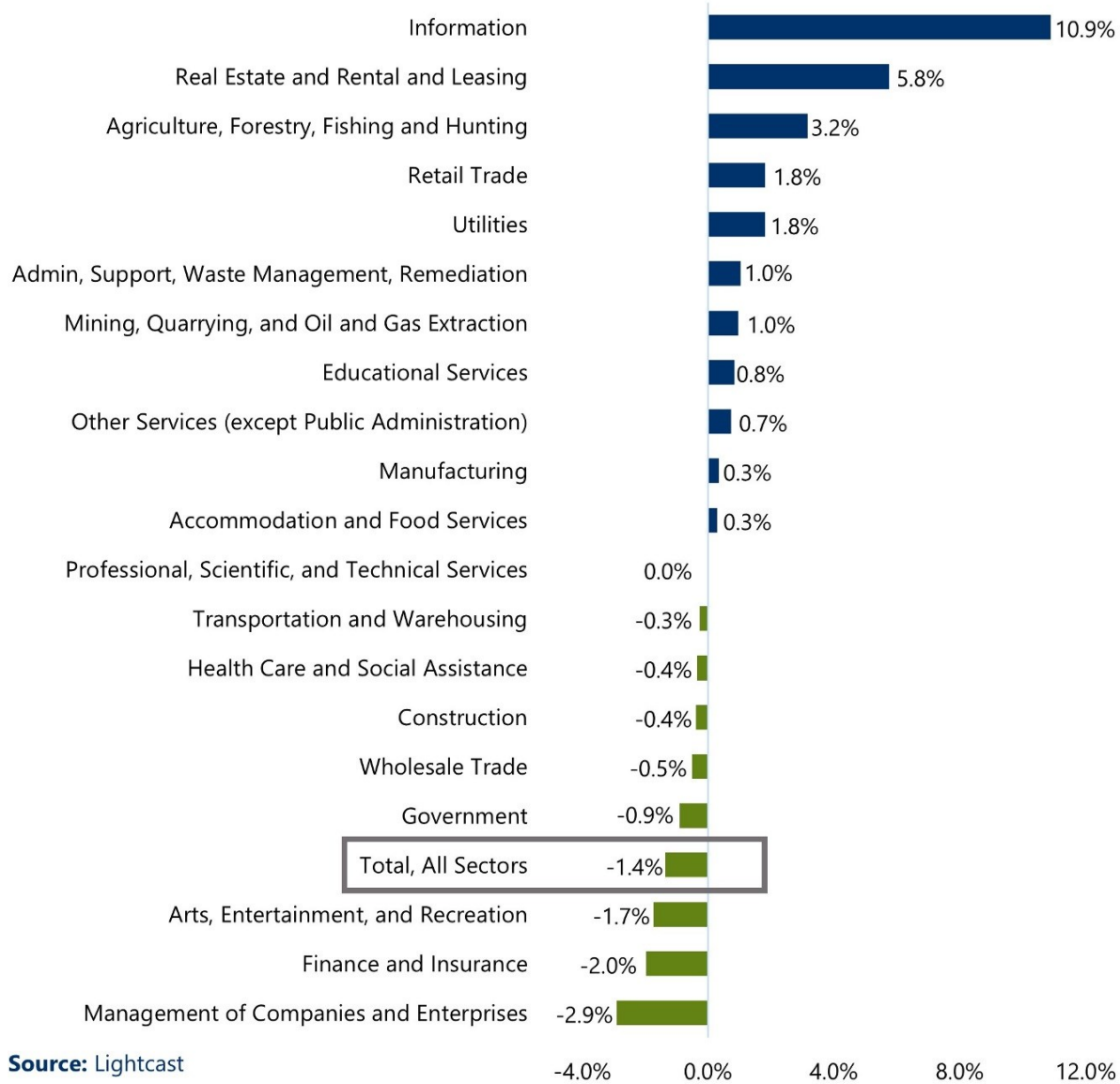
Percent Change in Total Sales by Sector, Maine (2021-2022)



Source: Lightcast

³ Total sales values were not adjusted for inflation.

Percentage-Point Change in Exported Share of Sales in Maine (2021-2022)



Source: Lightcast

DEMAND (PURCHASES)

Demand met by imports signifies opportunities to increase sales for Maine companies by assisting other Maine companies with in-state B2B sales and entering supply chains for other Maine companies. In comparison to other states, **Maine ranks 32nd highest** in terms of demand met by imports. Compared to the previous volumes of this report, Maine has improved from 34th place in 2019 but slipped one position from 2021, when it ranked 31st.

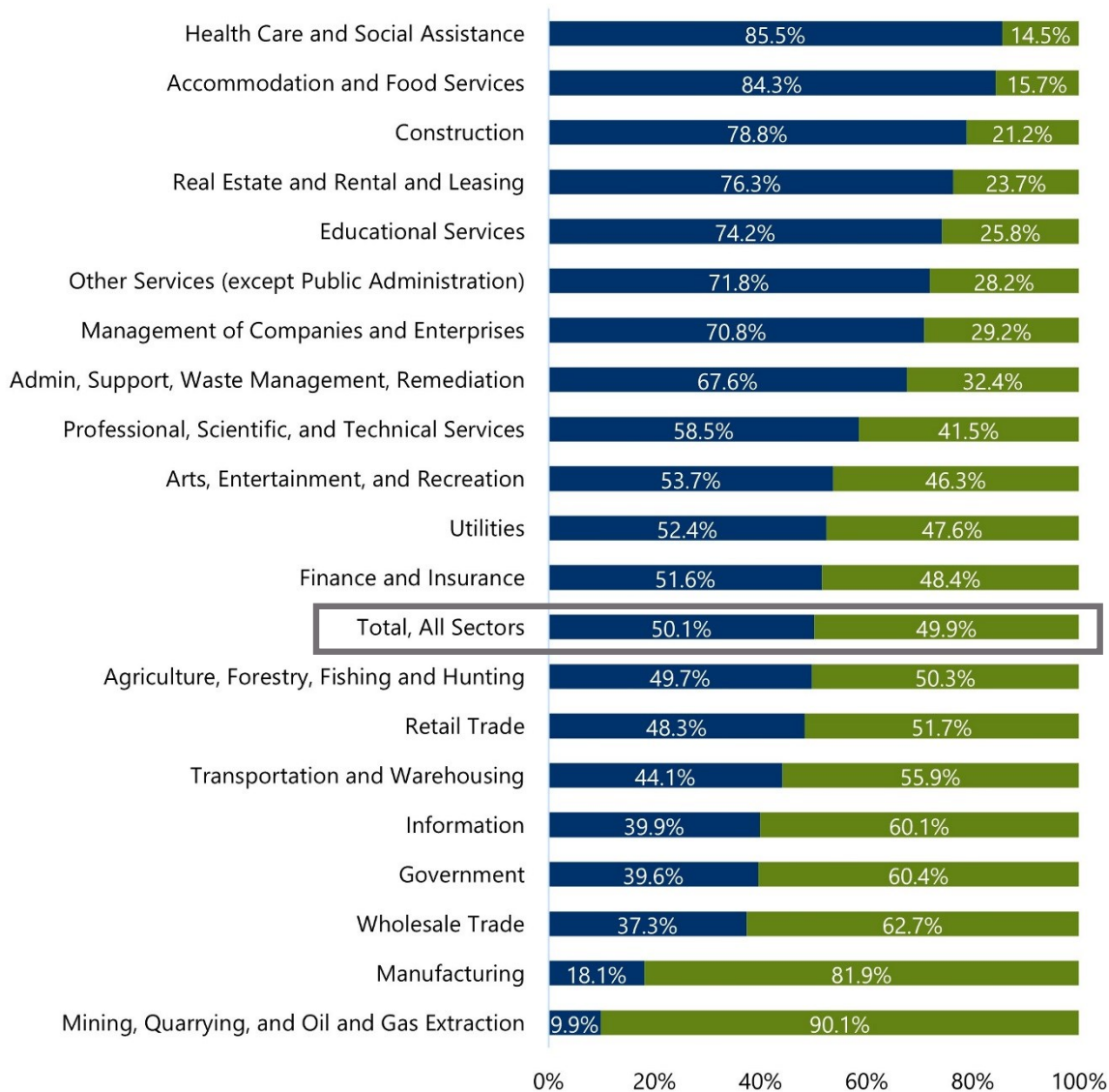
In 2022, Maine entities purchased \$174.5 billion in inputs, products, and services. **Of this demand, \$87.5 billion (50.1%) was met within the State of Maine (purchased from Maine entities)** while \$87.0 billion (49.9%) was met by imports (purchases from entities outside of Maine, both foreign and domestic).

In terms of major industry sectors, Government had the largest total demand in 2022, with \$47.4 billion in purchases. This was followed by Manufacturing (\$20.1 billion), Finance and Insurance (\$12.9 billion), Health Care and Social Assistance (\$11.8 billion), and Professional, Scientific, and Technical Services (\$10.5 billion).

The industries with the highest percentage of demand met by purchases from out-of-state entities include Mining, Quarrying, Oil and Gas (90.1%), Manufacturing (81.9%), and Wholesale Trade (62.7%).

The state with the greatest share of demand met in-region is California at 71.9%. California's dominance of in-region demand is largely due to the nature and size of its economy. Meanwhile, the District of Columbia relies on imports the most, with only 30.3% of demand met in-region.

Demand Split: Imported vs. In-Region Demand, All High-Level Sectors, Maine (2022)



Source: Lightcast

■ % Demand met In-Region ■ % Demand met by Imports

State Comparison

In 2022, Maine ranked **32nd in the nation for demand met in-region**, compared to 31st in 2021 and 34th in 2019. The share of demand met in-region is an important indicator of in-state B2B sales activity. Maine's overall

steady ranking indicates that the state has kept up with national trends in recent years.

Demand Met In-Region vs. Out of Region by State (2022)

Rank	State	Demand met In-Region	% Demand met In-Region	Demand met by Imports	% Demand met by Imports
1	California	\$4,395,704,420,180	71%	\$1,803,492,980,510	29%
2	Texas	\$2,735,339,164,980	66%	\$1,394,074,080,640	34%
3	Florida	\$1,767,318,717,870	64%	\$982,260,658,117	36%
4	Colorado	\$561,249,090,607	63%	\$332,993,689,800	37%
5	New York	\$2,062,146,779,200	63%	\$1,233,121,790,810	37%
6	Arizona	\$538,739,211,632	63%	\$322,410,914,883	37%
7	Massachusetts	\$731,358,751,874	62%	\$449,409,973,806	38%
8	Illinois	\$1,130,764,091,850	62%	\$701,483,490,895	38%
9	Washington	\$780,425,823,252	61%	\$491,640,430,087	39%
10	Minnesota	\$496,832,673,209	60%	\$325,930,422,236	40%
11	Utah	\$273,989,887,594	60%	\$182,339,341,581	40%
12	Georgia	\$820,007,962,729	59%	\$572,529,686,459	41%
13	North Carolina	\$756,268,290,594	58%	\$537,234,577,419	42%
14	Ohio	\$885,742,241,801	58%	\$633,931,499,488	42%
15	Michigan	\$716,660,159,367	58%	\$518,543,724,789	42%
16	New Jersey	\$828,226,122,608	57%	\$621,476,356,724	43%
17	Oregon	\$315,913,955,852	57%	\$238,046,008,439	43%
18	Pennsylvania	\$959,381,021,205	56%	\$745,079,237,981	44%
19	Connecticut	\$325,900,877,870	56%	\$259,217,033,361	44%
20	Tennessee	\$495,091,672,100	55%	\$405,547,229,711	45%
21	Nevada	\$224,602,949,153	54%	\$188,666,348,664	46%
22	Missouri	\$411,490,094,565	54%	\$353,854,539,497	46%
23	Wisconsin	\$415,550,158,273	54%	\$359,216,321,795	46%
24	Hawaii	\$110,170,965,725	52%	\$101,418,379,808	48%
25	New Hampshire	\$103,256,112,645	51%	\$97,273,193,609	49%
26	Nebraska	\$149,866,586,266	51%	\$142,114,810,065	49%

Rank	State	Demand met In-Region	% Demand met In-Region	Demand met by Imports	% Demand met by Imports
27	Rhode Island	\$74,318,151,308	51%	\$70,897,602,225	49%
28	South Carolina	\$304,156,819,917	51%	\$292,881,981,585	49%
29	Idaho	\$112,200,419,211	51%	\$108,471,707,206	49%
30	Louisiana	\$283,799,152,636	50%	\$278,456,670,886	50%
31	Kansas	\$197,067,823,776	50%	\$195,900,877,918	50%
32	Maine	\$87,499,929,892	50%	\$87,017,796,060	50%
33	Oklahoma	\$233,388,263,729	50%	\$234,954,206,112	50%
34	Indiana	\$426,852,998,018	50%	\$434,940,128,848	50%
35	Delaware	\$72,455,026,993	49%	\$75,443,827,176	51%
36	New Mexico	\$118,085,919,131	49%	\$124,810,876,839	51%
37	Alabama	\$281,845,843,582	48%	\$301,174,983,816	52%
38	Maryland	\$489,713,326,001	48%	\$523,489,283,321	52%
39	Iowa	\$209,272,702,391	48%	\$230,042,673,107	52%
40	Virginia	\$622,100,986,707	47%	\$692,629,522,661	53%
41	Montana	\$66,942,155,272	47%	\$76,520,268,739	53%
42	Kentucky	\$246,620,609,680	47%	\$282,797,897,888	53%
43	Arkansas	\$154,446,334,326	46%	\$183,362,994,686	54%
44	Alaska	\$53,424,977,367	46%	\$63,716,813,400	54%
45	Vermont	\$38,857,846,269	45%	\$47,156,090,299	55%
46	North Dakota	\$56,214,305,218	45%	\$68,853,006,471	55%
47	South Dakota	\$59,283,825,067	45%	\$73,904,060,744	55%
48	Mississippi	\$129,406,789,357	42%	\$177,137,961,044	58%
49	Wyoming	\$37,501,352,864	41%	\$55,068,604,121	59%
50	West Virginia	\$73,892,006,356	39%	\$116,897,178,099	61%
51	District of Columbia	\$116,694,085,323	30%	\$267,322,958,671	70%

Source: Lightcast

DEMAND, SALES, AND TRADE SUMMARY

Sales and Exports

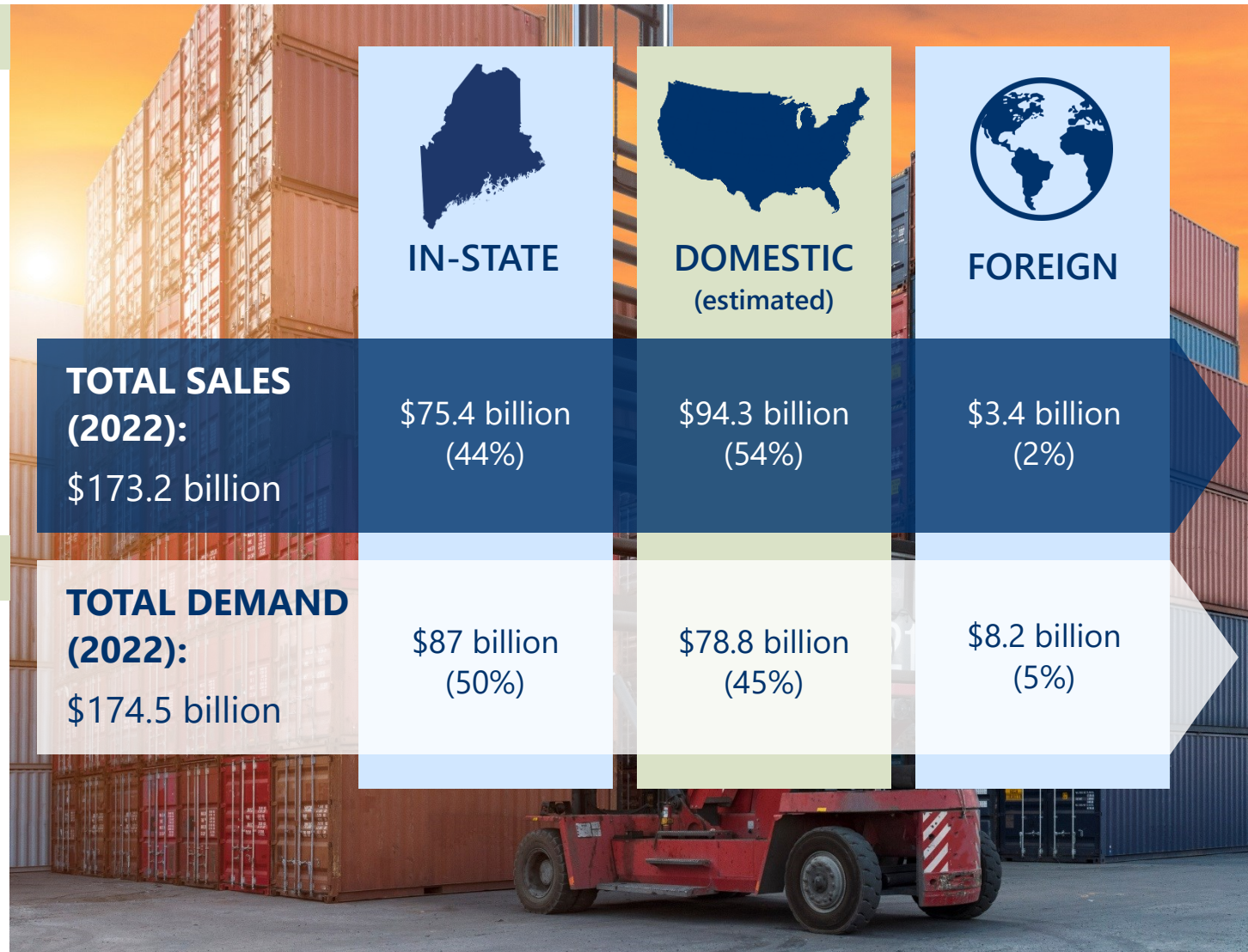
Maine's total sales and exports (domestic and foreign) are displayed in the table to the right. Of Maine's \$173.2 billion in total sales, **\$97.7 billion is exported out of state, representing 56.5% of total sales.**

The foreign export value is estimated at \$3.4 billion for the State of Maine, accounting for 2% of total sales. By this measure, Maine slightly lags the nation, which exports 3.9% of total sales to foreign entities. That said, domestic trade makes up a significant portion of all sales and trade in Maine.

Demand and Imports

Total demand (purchases) in Maine amounted to nearly \$174.5 billion in 2022. Of this total demand, \$87 billion, or 49.9% is met by imports from out of state.

Foreign import value is estimated at \$8.2 billion, or 4.7% of total demand. The United States imported about \$3.2 trillion of goods in 2022, accounting for 8.6% of total demand.



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 Imports by Customs Value (2022)

Commodity	Total Import Value
Petroleum Products	\$3,544,652,673
Pulp, Paper & Paperboard Mill Products	\$448,884,507
Other Special Classification Provisions	\$350,163,416
Apparel	\$277,150,572
Fish, Fresh/chilled/frozen & Other Marine Products	\$245,961,400
Sawmill & Wood Products	\$242,973,698
Plastics Products	\$237,068,595
Goods Returned (exports For Canada Only)	\$209,137,046
Footwear	\$187,169,662
Oil & Gas	\$151,872,439
Farmed Fish And Related Products	\$137,085,083
Aerospace Products & Parts	\$120,364,336
Basic Chemicals	\$103,207,746
Ag & Construction & Machinery	\$97,441,740
Other General Purpose Machinery	\$93,382,924
Navigational/measuring/medical/control Instrument	\$89,446,798
Beverages	\$73,715,030
Fruits & Veg Preserves & Specialty Foods	\$70,074,026
Converted Paper Products	\$65,191,237
Textile Furnishings	\$57,297,606
Other Wood Products	\$56,449,946
Architectural & Structural Metals	\$55,922,141
Veneer, Plywood & Engineered Wood Products	\$55,552,337
Resin, Syn Rubber, Artf & Syn Fibers/fil	\$52,745,882
Boilers, Tanks & Shipping Containers	\$45,887,355

Note: Petroleum products imports also include a small proportion of coal products (0.3%)

Source: US Census Bureau

Top Foreign Imports

Petroleum Products account for 43% of foreign imports into the state, by far the most imported product.

Pulp, Paper, and Paperboard Mill Products comes in second place, with more than \$448 million imported in 2022.

Overall, Maine's top 25 foreign imports account for 86% of total imports into the state, indicating a highly concentrated set of imported products.

Maine's Top 25 Exports by Customs Value (2022)

Commodity	Total Export Value
Oil & Gas	\$504,137,552
Aerospace Products & Parts	\$450,971,442
Fish, Fresh/chilled/frozen & Other Marine Products	\$375,681,816
Pulp, Paper & Paperboard Mill Products	\$289,212,104
Semiconductors & Other Electronic Components	\$235,791,683
Farmed Fish And Related Products	\$126,761,742
Timber & Logs	\$123,242,576
Pharmaceuticals & Medicines	\$106,689,285
Navigational/measuring/medical/control Instrument	\$95,619,844
Converted Paper Products	\$91,941,490
Other Special Classification Provisions	\$67,300,708
Foods, Nesoi	\$60,932,675
Sawmill & Wood Products	\$55,543,094
Waste And Scrap	\$50,546,409
Motor Vehicle Bodies & Trailers	\$48,535,038
Fruits & Veg Preserves & Specialty Foods	\$48,050,012
Plastics Products	\$46,001,405
Ag & Construction & Machinery	\$45,660,083
Other Fabricated Metal Products	\$44,409,291
Other General Purpose Machinery	\$43,166,755
Industrial Machinery	\$35,245,168
Engines, Turbines & Power Transmsn Equip	\$33,484,876
Electrical Equipment	\$26,707,457
Computer Equipment	\$26,515,666
Other Animals	\$21,334,660

Source: US Census Bureau



Maine's Domestic Imports and Exports

Maine's Top 25 Domestic Imports by Value (2022)

Commodity	Total Import Value
Refined petroleum products	\$3,302,272,796
Pharmaceuticals	\$1,062,660,177
Automobiles	\$848,862,507
Natural gas distribution	\$525,739,704
Light trucks and utility vehicles	\$491,430,552
Electricity	\$435,864,395
Support activities for oil and gas operations	\$430,564,343
Meat processed from carcasses	\$418,144,889
Iron and steel and ferroalloy products	\$406,816,780
Other plastics products	\$381,203,685
Semiconductors and related devices	\$353,517,802
Cigarettes, cigars, smoking and chewing tobacco, and reconstituted	\$331,225,926
Electronic computers	\$324,891,614
Processed poultry meat products	\$319,273,658
Paperboard containers	\$307,187,391
Meat (except poultry) produced in slaughtering plant	\$303,541,329
Bread and bakery products, except frozen	\$295,164,466
Aircrafts	\$283,276,978
Search, detection, and navigation instruments	\$281,664,803
Oil and gas wells	\$229,918,607
Aircraft engines and engine parts	\$220,907,071
Machined products	\$217,824,923
All other food products	\$217,218,876
Other nonmetallic minerals services	\$215,572,831
Other basic organic chemicals	212894304.6

Source: IMPLAN

Top Domestic Imports

Overall, Maine's domestic import commodities are less concentrated compared to the state's foreign imports.

Refined Petroleum Products accounts for the largest share of Maine's domestic commodities imports at 11.6%.

Overall, Maine's top 25 domestic imports account for about 44% of total domestic imports into the state

Maine's Top 25 Domestic Exports by Value (2022)

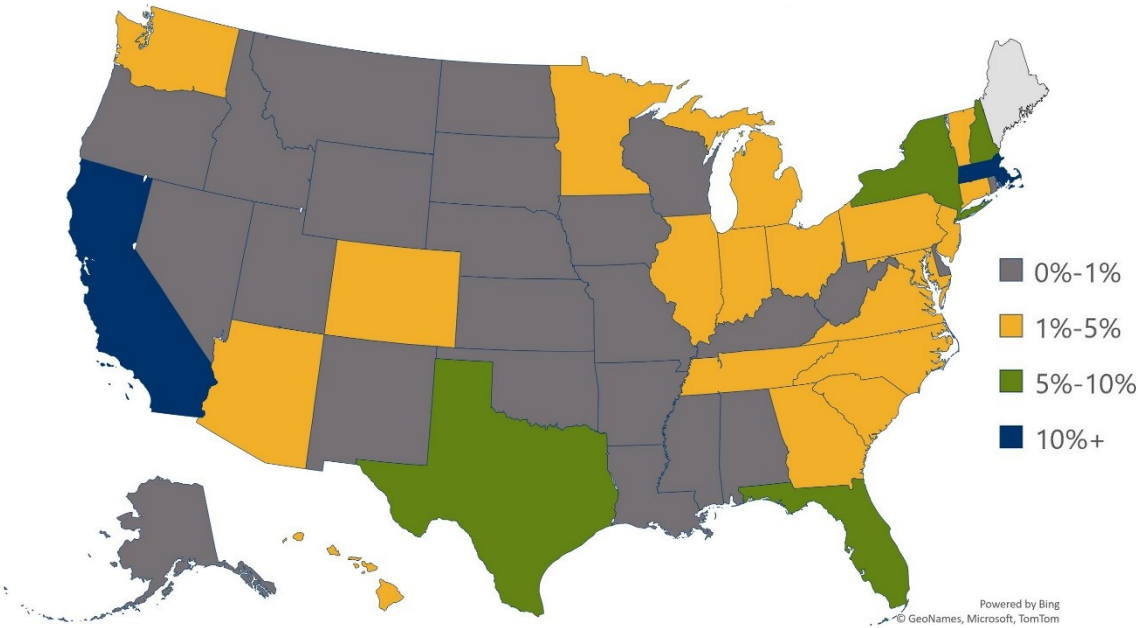
Commodity	Total Export Value
Ships	\$1,697,212,825
Paper from pulp	\$1,456,714,420
Pharmaceuticals	\$735,436,545
Dimension lumber	\$623,938,925
Sanitary paper products	\$456,234,831
Other plastics products	\$455,672,309
Bottled and canned soft drinks and water	\$437,203,104
Semiconductors and related devices	\$419,224,981
Surgical appliance and supplies	\$398,795,037
Asphalt paving mixtures and blocks	\$386,462,510
Boats	\$367,123,534
Seafood products	\$359,619,867
Beer, ale, malt liquor and nonalcoholic beer	\$344,874,067
Medicines and botanicals	\$325,411,389
Bread and bakery products, except frozen	\$323,998,307
Distilled liquors except brandies	\$318,080,261
Machined products	\$317,964,303
In-vitro diagnostic substances	\$317,710,035
Aircraft engines and engine parts	\$297,712,073
Frozen fruits, juices and vegetables	\$294,961,396
Canned fruits and vegetables	\$266,010,297
Aircrafts	\$263,812,833
Fish	\$252,374,975
Reconstituted wood products	\$240,086,056
Printed materials	199879712.9

Source: IMPLAN



Domestic Imports and Exports by State

State Share of Maine's Total Domestic Exports, 2022



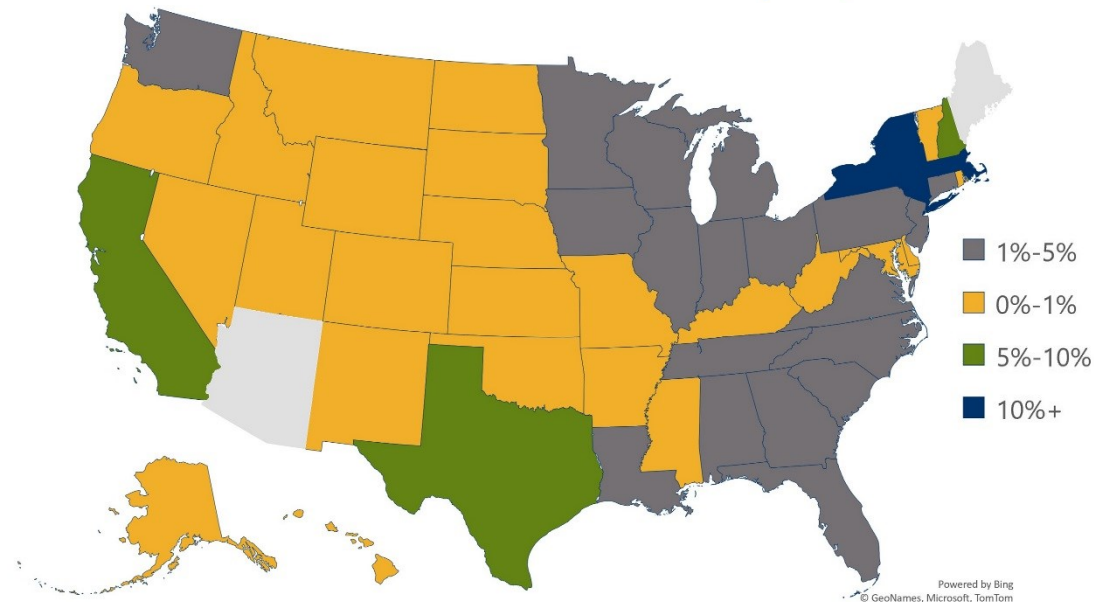
Domestic Exports

Massachusetts received 13% of Maine's domestic exports in 2022, which was the largest share received by a single state.

California was Maine's second largest export partner, receiving 10% of the state's product.

Additionally, **New York** and **New Hampshire** received 9% and 7% of the state's exports, respectively.

State Share of Maine's Total Domestic Imports, 2022



Domestic Imports

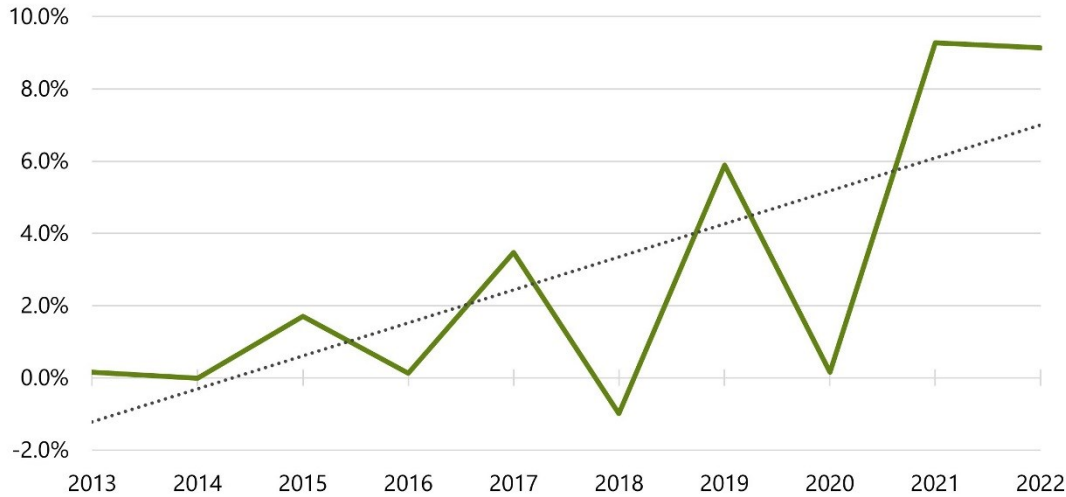
In 2022, **Massachusetts** supplied Maine's largest share of domestic imports (16%).

New York was the state's second-largest supplier, providing 13% of domestic imports.

Texas and **California** are also important import partners, supplying 10% and 7% of Maine's total domestic imports, respectively.

Maine's Domestic Import and Export Trends

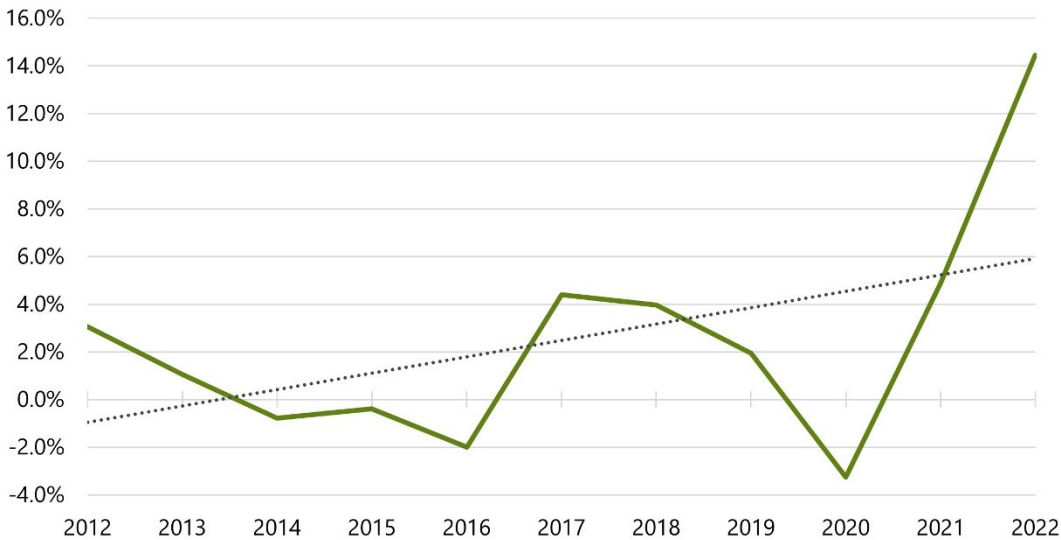
Year-Over-Year Growth in Domestic Exports From Maine



Source: IMPLAN Data Library

Note: Data is adjusted for inflation and is presented in 2023 Dollars

Year-Over-Year Growth in Domestic Imports Into Maine



Source: IMPLAN Data Library

Note: Data is adjusted for inflation and is presented in 2023 Dollars.

Export Trends

Between 2013 and 2022, growth in Maine's domestic exports varied greatly from year to year. Peaks occurred in 2015, 2017, 2019, and 2021 followed by no growth or negative growth in 2016, 2018, and 2020.

For 2021 and 2022, year-over-year growth remained fairly steady at around 9%. This steady growth may be the result of the economy reopening after the COVID-19 pandemic.

Import Trends

Between 2013 and 2016, growth related to Maine's imports decreased. From 2016-2017, however, domestic imports increase by 4.4% to \$41.9 billion.

Import growth declined between 2019 and 2020, before dramatically increasing in 2021 and 2022. This increase may be the result of the economy reopening after the COVID-19 pandemic.

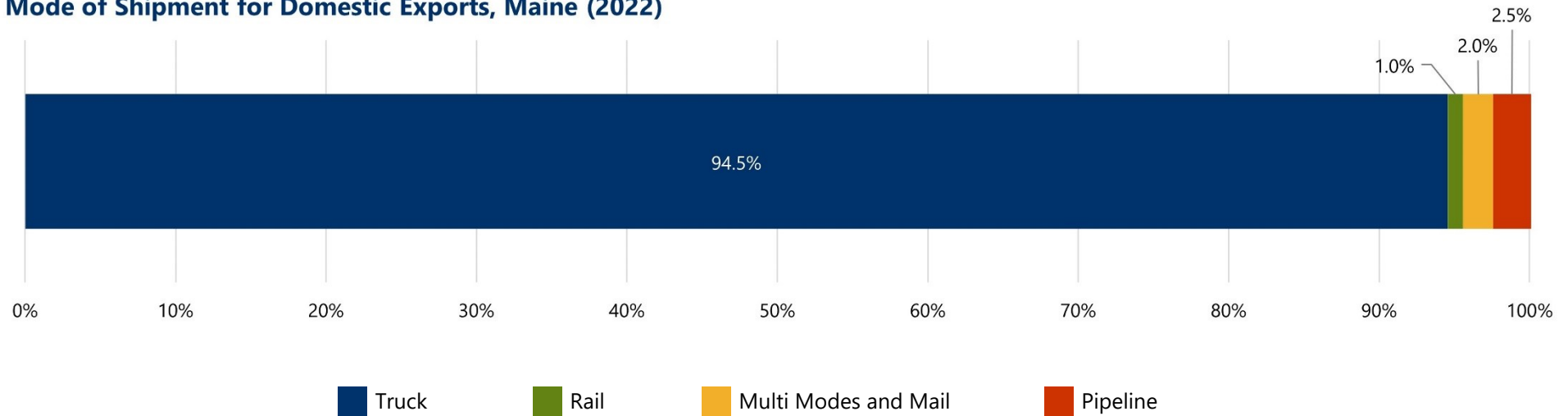
SUPPLY CHAIN

Freight Analysis

In 2022, the vast majority of Maine's domestic exports (94.5%) were transported by truck. Pipeline was the second most common mode of transportation used in the state and was responsible for 2.5% of domestic

shipments.⁴ Multi-Modes and Mail account for 2% of shipments while rail is only responsible for transporting around 1% of Maine's domestic exports.

Mode of Shipment for Domestic Exports, Maine (2022)

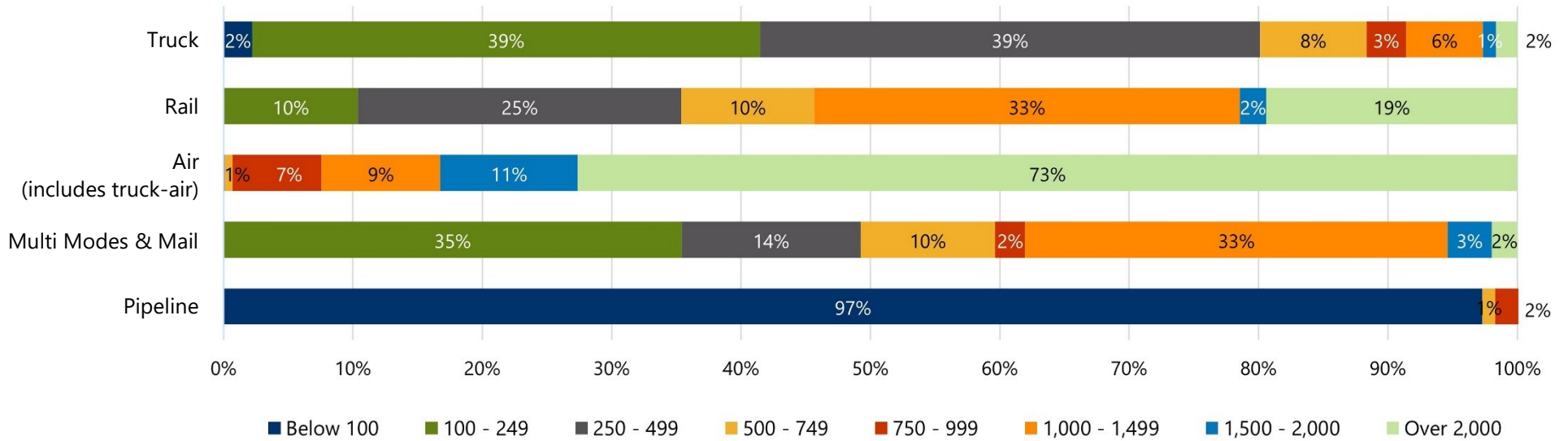


Source: Bureau of Transportation Statistics, Freight Analysis Framework 5

Note: Based on tons of goods shipped

⁴ According to the Freight Analysis Framework, Pipeline transportation "includes crude petroleum, natural gas, and product pipelines. Note: It also includes pipeline flows from offshore wells to land, which are counted as Water moves by the US Army Corps of Engineers. Does not include pipeline that is part of Multiple Modes and Mail."

Average Distance in Miles of Domestic Shipments by Transportation Type, Maine (2022)



Source: Bureau of Transportation Statistics, Freight Analysis Framework 5

Note: Distances are measured in miles

Distance by Shipping Type

PIPELINE

In 2022, 97% of shipments transported by pipeline traveled less than 100 miles to their destination.

TRUCK

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

AIR

73% of air (including truck-air) shipments were sent over 2,000 miles.

RAIL

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

MULTI MODES & MAIL

Around 35% of shipments sent using multi modes and mail traveled 100-249 miles, while 33% of shipments using this transportation type traveled 1,000-1,499 miles.

APPENDIX A: DATA TABLES

Maine Sales Summary (2022)

NAICS	Description	In-Region Sales	% In-Region Sales	Exported Sales	% Exported Sales	Total Sales	GRP
11	Agriculture, Forestry, Fishing and Hunting	\$831,169,688	24%	\$2,691,911,695	76%	\$3,523,081,383	\$1,781,886,213
21	Mining, Quarrying, and Oil and Gas Extraction	\$97,975,101	52%	\$91,318,782	48%	\$189,293,883	\$105,181,319
22	Utilities	\$1,320,081,487	68%	\$614,619,912	32%	\$1,934,701,399	\$1,141,543,165
23	Construction	\$6,559,118,469	73%	\$2,420,934,131	27%	\$8,980,052,600	\$4,416,816,272
31	Manufacturing	\$3,659,256,841	18%	\$16,292,462,230	82%	\$19,951,719,071	\$8,934,235,928
42	Wholesale Trade	\$3,296,609,364	40%	\$5,000,287,399	60%	\$8,296,896,763	\$5,157,340,673
44	Retail Trade	\$4,593,349,033	37%	\$7,849,802,124	63%	\$12,443,151,157	\$7,506,058,905
48	Transportation and Warehousing	\$2,313,651,271	62%	\$1,396,861,812	38%	\$3,710,513,083	\$1,772,517,670
51	Information	\$3,010,714,332	75%	\$989,045,460	25%	\$3,999,759,793	\$2,292,741,220
52	Finance and Insurance	\$6,665,673,048	64%	\$3,669,508,551	36%	\$10,335,181,599	\$6,242,181,670
53	Real Estate and Rental and Leasing	\$5,532,033,068	84%	\$1,083,306,596	16%	\$6,615,339,663	\$2,699,419,049
54	Professional, Scientific, and Technical Services	\$6,066,412,474	77%	\$1,774,539,689	23%	\$7,840,952,163	\$5,150,233,255
55	Management of Companies and Enterprises	\$1,903,959,197	55%	\$1,553,030,387	45%	\$3,456,989,584	\$2,125,311,205
56	Administrative and Support and Waste Management and Remediation Services	\$3,539,639,300	72%	\$1,376,089,281	28%	\$4,915,728,581	\$2,744,194,050
61	Educational Services	\$1,160,460,543	68%	\$537,723,052	32%	\$1,698,183,595	\$1,199,055,021
62	Health Care and Social Assistance	\$9,999,802,244	65%	\$5,354,839,978	35%	\$15,354,642,222	\$9,533,959,057
71	Arts, Entertainment, and Recreation	\$751,539,565	59%	\$528,678,300	41%	\$1,280,217,865	\$833,892,558
72	Accommodation and Food Services	\$4,812,616,502	71%	\$1,987,992,411	29%	\$6,800,608,912	\$3,756,026,910
81	Other Services (except Public Administration)	\$2,042,872,765	75%	\$664,730,922	25%	\$2,707,603,687	\$1,696,293,103
90	Government	\$7,233,117,766	15%	\$41,898,864,482	85%	\$49,131,982,247	\$9,449,316,198
Total		\$75,390,052,058	44%	\$97,776,547,191	56%	\$173,166,599,249	\$85,838,134,226

Source: Lightcast

Demand Met In Region vs. Out of Region (2022)

NAICS	Description	Demand Met In-Region	% Demand Met In-Region	Demand Met by Imports	% Demand Met by Imports	Total Demand
11	Agriculture, Forestry, Fishing and Hunting	\$843,140,168	49.7%	\$853,876,740	50.3%	\$1,697,016,908
21	Mining, Quarrying, and Oil and Gas Extraction	\$93,835,634	9.9%	\$855,566,802	90.1%	\$949,402,436
22	Utilities	\$1,270,762,288	52.4%	\$1,156,181,583	47.6%	\$2,426,943,871
23	Construction	\$6,653,542,471	78.8%	\$1,791,278,597	21.2%	\$8,444,821,068
31	Manufacturing	\$3,646,155,325	18.1%	\$16,486,091,188	81.9%	\$20,132,246,513
42	Wholesale Trade	\$3,252,944,810	37.3%	\$5,462,736,808	62.7%	\$8,715,681,617
44	Retail Trade	\$4,643,351,342	48.3%	\$4,960,606,233	51.7%	\$9,603,957,575
48	Transportation and Warehousing	\$2,261,165,400	44.1%	\$2,870,160,187	55.9%	\$5,131,325,587
51	Information	\$2,995,708,500	39.9%	\$4,519,956,986	60.1%	\$7,515,665,486
52	Finance and Insurance	\$6,670,432,771	51.6%	\$6,252,795,045	48.4%	\$12,923,227,816
53	Real Estate and Rental and Leasing	\$6,077,217,669	76.3%	\$1,882,610,911	23.7%	\$7,959,828,580
54	Professional, Scientific, and Technical Services	\$6,146,147,470	58.5%	\$4,356,450,510	41.5%	\$10,502,597,979
55	Management of Companies and Enterprises	\$1,881,964,076	70.8%	\$775,974,333	29.2%	\$2,657,938,409
56	Administrative and Support and Waste Management and Remediation Services	\$3,532,843,684	67.6%	\$1,696,252,259	32.4%	\$5,229,095,943
61	Educational Services	\$1,146,482,344	74.2%	\$397,602,425	25.8%	\$1,544,084,770
62	Health Care and Social Assistance	\$10,059,984,214	85.5%	\$1,701,227,666	14.5%	\$11,761,211,880
71	Arts, Entertainment, and Recreation	\$737,011,020	53.7%	\$635,926,221	46.3%	\$1,372,937,241
72	Accommodation and Food Services	\$4,645,678,945	84.3%	\$868,224,702	15.7%	\$5,513,903,648
81	Other Services (except Public Administration)	\$2,178,061,152	71.8%	\$853,773,406	28.2%	\$3,031,834,558
90	Government	\$18,763,500,609	39.6%	\$28,640,503,457	60.4%	\$47,404,004,066
99	Unclassified Industry	Insf. Data	0.0%	Insf. Data	0.0%	Insf. Data
Total		\$87,499,929,892	50.1%	\$87,017,796,060	49.9%	\$174,517,725,952

Source: Lightcast

2021-2022 Change in Sales by Industry Sector, Maine

NAICS	Description	2021 Sales	2022 Sales	Change	% Change	% Exported 2021	% Exported 2022	Change (Percentage Points)
11	Agriculture, Forestry, Fishing, and Hunting	\$3,234,068,226	\$3,523,081,383	\$289,013,157	8.9%	73.2%	76.4%	3.2%
21	Mining, Quarrying, and Oil and Gas Extraction	\$145,339,335	\$189,293,883	\$43,954,548	30.2%	47.3%	48.2%	1.0%
22	Utilities	\$1,387,076,495	\$1,934,701,399	\$547,624,904	39.5%	30.0%	31.8%	1.8%
23	Construction	\$8,150,793,918	\$8,980,052,600	\$829,258,681	10.2%	27.4%	27.0%	(0.4%)
31	Manufacturing	\$17,630,462,527	\$19,951,719,071	\$2,321,256,544	13.2%	81.3%	81.7%	0.3%
42	Wholesale Trade	\$7,117,006,656	\$8,296,896,763	\$1,179,890,107	16.6%	60.8%	60.3%	(0.5%)
44	Retail Trade	\$10,967,976,610	\$12,443,151,157	\$1,475,174,547	13.4%	61.3%	63.1%	1.8%
48	Transportation and Warehousing	\$3,115,503,210	\$3,710,513,083	\$595,009,872	19.1%	37.9%	37.6%	(0.3%)
51	Information	\$2,883,850,646	\$3,999,759,793	\$1,115,909,147	38.7%	13.8%	24.7%	10.9%
52	Finance and Insurance	\$10,067,166,640	\$10,335,181,599	\$268,014,959	2.7%	37.5%	35.5%	(2.0%)
53	Real Estate and Rental and Leasing	\$5,181,654,457	\$6,615,339,663	\$1,433,685,206	27.7%	10.6%	16.4%	5.8%
54	Professional, Scientific, and Technical Services	\$6,499,686,993	\$7,840,952,163	\$1,341,265,170	20.6%	22.7%	22.6%	(0.0%)
55	Management of Companies and Enterprises	\$3,148,604,358	\$3,456,989,584	\$308,385,225	9.8%	47.8%	44.9%	(2.9%)
56	Administrative and Support and Waste Management and Remediation Services	\$3,854,056,772	\$4,915,728,581	\$1,061,671,809	27.5%	27.0%	28.0%	1.0%
61	Educational Services	\$1,491,628,246	\$1,698,183,595	\$206,555,349	13.8%	30.8%	31.7%	0.8%
62	Health Care and Social Assistance	\$14,499,712,253	\$15,354,642,222	\$854,929,968	5.9%	35.2%	34.9%	(0.4%)
71	Arts, Entertainment, and Recreation	\$942,643,102	\$1,280,217,865	\$337,574,764	35.8%	43.0%	41.3%	(1.7%)
72	Accommodation and Food Services	\$5,269,248,222	\$6,800,608,912	\$1,531,360,691	29.1%	28.9%	29.2%	0.3%
81	Other Services (except Public Administration)	\$2,538,583,413	\$2,707,603,687	\$169,020,274	6.7%	23.8%	24.6%	0.7%
90	Government	\$49,462,210,280	\$49,131,982,247	(\$330,228,033)	(0.7%)	86.2%	85.3%	(0.9%)
Total		\$157,587,272,359	\$173,166,599,249	\$15,579,326,890	9.9%	57.8%	56.5%	(1.4%)

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—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 & imports, and profits, less subsidies.

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

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. [Click to learn more.](#)

 **IMPLAN**

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. [Click to learn more.](#)

 **United States
Census
2020**

Conducted every 10 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 enumeration 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)**. [Click to learn more.](#)

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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.

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Analyst

Connor Allen
Analyst

Service Lines



Strategic and
Organizational
Planning



Real Estate
Development
Services



Lead Generation
and Business
Relationships



Business
Attraction
and Retention



Entrepreneurship
and Innovation



Industry and
Workforce
Analytics



Fiscal and Economic
Impact Analysis

MAINE.
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