



Trade Means Growth for Maine

International trade—exports and imports of goods and services—supports 170,000 jobs in Maine, or about 1 in 5 total jobs in the state.

Key facts about trade and jobs:

- The share of Maine jobs supported by trade has more than doubled since the early 1990s.
- Jobs in export-intensive industries offer compensation that averages about 16 percent higher than other jobs.
- Imports let American families stretch their budgets and help U.S. manufacturers keep costs down and competitiveness up.
- Over 1,800 Maine companies exported in 2022. Nationally, 97% of trading firms are small-and medium sized enterprises.
- Since 2008, companies that import or export goods have accounted for 3 out of 5 new American jobs.

Maine companies exported \$4.8 billion in goods and services in 2023 to nearly 170 markets around the world.

Top Markets for Maine Exports, 2023 (millions of dollars)

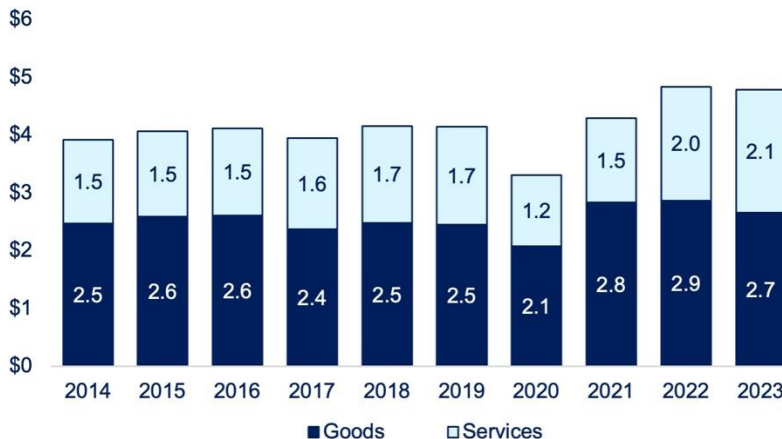
Country	Goods	Services	Total
Canada	\$1,221	\$309	\$1,530
United Kingdom	\$52	\$213	\$265
Mexico	\$100	\$126	\$225
China	\$119	\$96	\$216
Japan	\$80	\$80	\$160
Other	\$1,092	\$1,301	\$2,393

America’s FTA partners account for just 6% of the world’s population but purchased 57% of Maine’s goods exports in 2023.

Maine’s goods exports to South Africa were \$37 million in 2023, an increase of over 600% since 2014.

Canada was the top export market for services exports in 2023 at \$309 million.

Maine Exports, 2014-2023 (billions of dollars)



Maine’s total goods and services exports increased by \$861 million (22%) between 2014 and 2023.

In 2023, Maine exported \$2.7 billion in goods and \$2.1 billion in services — a 10-year high for services.

Most services export growth has been driven by digital trade, which is allowing more Maine companies to reach customers abroad more easily.



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Top Goods and Services Exports from Maine, 2023 (millions of dollars)

Sector	Exports
Travel Services	703
Transportation Equipment	479
Business, Professional & Technical Services	408
Computers & Electronic Products	372
Marine Products	337
Paper Products	329
Other	2,161

Maine's top travel services exports in 2023 were personal travel (\$444 million) and business travel (\$168 million).

Maine's top agricultural exports in 2023 were lobsters and other crustaceans (\$295 million) and fresh Atlantic salmon (\$56 million).

Maine's exports of digitally tradable services reached \$1.1 billion in 2023.

Foreign-headquartered companies directly employ 37,300 Maine workers.

Maine Workers Employed at Foreign-Owned Companies by Sector, 2021

Sector	Jobs
Retail Trade	15,000
Manufacturing	9,000
Finance and Insurance	3,700
Wholesale Trade	1,200
Information	1,200
Professional, Scientific, and Technical Services	700
Other	6,500

Canadian-owned companies employ the most Maine workers (9,300), followed by British-owned companies (2,300).

Each job at a foreign-owned company typically supports three other U.S. jobs indirectly.

In 2021, U.S. affiliates of foreign-owned companies employed 8 million Americans, exported \$412 billion in goods, and spent \$78 billion on R&D.

Data Sources

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Maine FDI data: U.S. Bureau of Economic Analysis, "Activities of U.S. Affiliates of Foreign Multinational Enterprises"; <https://www.bea.gov/international/di1fdiop>.