

# MAINE STATE LEGISLATURE

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**FINANCE AUTHORITY OF MAINE  
94 STATE HOUSE STATION  
AUGUSTA, MAINE 04332**

January 26, 2017

Honorable Sara Gideon  
Speaker of the House  
2 State House Station  
Augusta, Maine 04333

Honorable Michael D. Thibodeau  
President of the Senate  
3 State House Station  
Augusta, Maine 04333

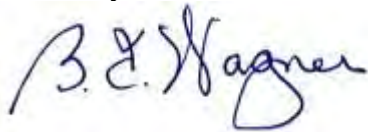
Dear Speaker Gideon and President Thibodeau:

Pursuant to 5 M.R.S.A. § 12023, please consider this the letter of transmittal for the required report from the Finance Authority of Maine due February 1, 2017.

Please contact me if you have any questions or need additional information.

Thank you.

Sincerely,

A handwritten signature in blue ink that reads "B. E. Wagner". The signature is written in a cursive style with a large, looped "W" at the end.

Bruce Wagner  
Chief Executive Officer

Encl.

**FINANCE AUTHORITY OF MAINE**  
**CONTRIBUTIONS GREATER THAN \$1,000**  
**Fiscal Year 2016 (7/1/2015 - 6/30/2016)**

ITEM	COST	JUSTIFICATION
Greenlight Maine	\$ 30,000	Participating as a sponsor for the Greenlight Maine television program (an exclusive sponsorship for our category) allows FAME to support entrepreneurship in the state, promote FAME as a resource for funding start-up and early-stage businesses. We also gain additional value with 160 accompanying television spots.
MaineCAN Staffing Partnership Syntiro	\$ 27,000	Allows FAME to execute its strategic initiative to identify partnership opportunities to expand our work while leveraging limited financial resources. MaineCAN partner, Syntiro, upon receipt of a federally funded GEAR UP grant is able to partially fund a College Access Project Coordinator for MaineCAN. The Project Coordinator will do the work of MaineCAN specifically related to programmatic and operational initiatives: work that up until now has relied upon member volunteers to accomplish. Syntiro and FAME in support of the need for this MaineCAN position will each provide \$27,000 to assist funding salary and benefits for one year. Other MaineCAN member partners will be funding the cost of travel and equipment.
NextGen® Sports Sponsorship: Maine Red Claws	\$ 16,000	Participating in these sponsorships helps make Maine citizens aware of Maine's 529 college savings program. There are many promotional elements that also specifically encourage students to do well in school and go onto higher education. Promotional sponsorships allow us to interact with target audiences we can't target and reach on our own, such as families who attend sporting events and local school children and their schools.
NextGen® Sports Sponsorship: Portland Seadogs	\$ 6,000	As the administrator of the Federal Family Education Loan Program (FFELP), as well as need-based grants, serving as a not for profit servicer of federal student loans and looking to establish a role in private student loans, membership in NCHELP allows Maine access to valuable information, training and networking with similar organization throughout the nation to learn best practices and collaboration and provides an inexpensive means to keep abreast of evolving national policy affecting higher education loan programs.
National Council on Higher Education Resources (NCHER) Annual Dues	\$ 12,800	Allows FAME critical access to regulatory information, training and networking with national colleagues who administer 529 college savings plans.
National Association of State Treasurers (NAST)-Membership for College Savings Plan Network	\$ 6,000	Participating in this sponsorship helps make Maine citizens aware of Maine's 529 college savings program. There are many promotional elements that also specifically encourage students to do well in school and go onto higher education. Promotional sponsorships allow us to interact with target audiences we can't target and reach on our own, such as families who attend sporting events and local school children and their schools.
University of Maine Black Bears - sponsorship	\$ 5,300	Provides FAME an opportunity to highlight our financial education services and collaborate with approximately 125 Maine educators regarding financial education initiatives in the state.
Financial Literacy Summit - Jump Start	\$ 3,500	As the administrator of Maine's economic development finance programs, membership in CDFA allows Maine access to valuable information, training and networking with similar organization throughout the nation to learn best practices and provides an inexpensive means to keep abreast of national policy affecting economic development programs.
Council of Development Finance Agencies (CDFA) - Annual Dues	\$ 2,625	Participating in this sponsorship allows FAME to build brand and program awareness with Maine businesses and entrepreneurs. It is important for FAME to be an active participant at events where intense networking and learning about growing Maine businesses and jobs is occurring.
Maine Association of Student Financial Aid Administrators (MASFAA) Annual Conference	\$ 2,000	Summer conference with Maine's financial aid administrators.

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**Fiscal Year 2016 (7/1/2015 - 6/30/2016)**

ITEM	COST	JUSTIFICATION
Scholarships - NextGen®	\$ 2,000	This is part of an advertising sponsorship that helps make Maine citizens aware of Maine's 529 college savings program and encourages young people to aspire to higher education by entering and winning a scholarship to open a Maine 529 account for future use during their postsecondary education.
National Association of State Financial Aid Administrators (NASFAA) Annual Dues	\$ 1,749	Provides FAME much-needed access to information and networking with national colleagues who administer higher education financing programs, as well as college access and student loan debt management initiatives.
Maine State Credit Union League	\$ 1,500	This sponsorship allows FAME to build relationships with another key set of core customers: credit unions that do business with us on student and business loans.
Maine International Trade Day	\$ 1,500	Allows FAME to meet with approximately 300 Maine citizens that may need to utilize our business financing programs.
Maine Bankers Convention	\$ 1,400	Allows FAME to participate in the Financial Institutions Insurance Trust through which FAME purchases its medical and other insurances. Also allows FAME to participate in events with its core customers, Maine's community banks, including meeting with committees and CEOs and participating in webinars on specialized subjects regarding financing.
Maine State Chamber	\$ 1,030	Participating as a member in Maine's largest chamber of commerce provides FAME access that includes opportunities to learn best practices, collaborate on new policy directions for Maine business growth, and opportunities to increase Maine businesses awareness of FAME programs.

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CONTRIBUTIONS GREATER THAN \$1,000  
Fiscal Year 2016 (7/1/2015 - 6/30/2016)**

<b>ITEM</b>	<b>COST</b>	<b>JUSTIFICATION</b>
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**FINANCE AUTHORITY OF MAINE  
PROCUREMENTS EXCEEDING \$10,000 (NO BID)  
Fiscal Year 2016 (7/1/2015 - 6/30/2016)**

<b>ITEM</b>	<b>COST</b>	<b>JUSTIFICATION</b>
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Lafayette Inn By The Bay (Holiday Inn)	\$ 16,337	Rental fee for annual meeting and dinner/awards banquet. FAME has determined over the years that this Portland hotel is the most appropriate venue for our annual meeting needs.
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