

MAINE STATE LEGISLATURE

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January 30, 2026

The Honorable Matthea Daughtry
President of the Senate
3 State House Station
Augusta, Maine 04333

The Honorable Ryan Fecteau
Speaker of the House
2 State House Station
Augusta, Maine 04333

Dear President Daughtry and Speaker Fecteau:

Pursuant to 5 M.R.S.A., Section 12023, please consider this the letter of transmittal for the required report from the Maine Technology Institute (MTI) due by February 1, 2026.

Please do not hesitate to contact me if you have any questions or need additional information.

Thank you.

Sincerely,

A handwritten signature in blue ink, appearing to read "B. WHITNEY".

Brian Whitney
President

Enclosure



Memo

To: The Maine Legislature
From: The Maine Technology Institute
Date: January 30, 2026
Re: Report to the Legislature under Title 5, Chapter 379, Section 12023

Fiscal Year 2025

The Maine Technology Institute submits the following report related to its fiscal year ending June 30, 2025 ("the reporting period"), as required under the provisions of subsection 2 of the Maine Revised Statute referenced above.

A. Procurements exceeding \$10,000 during the reporting period for which competitive procurement was waived under the policies adopted pursuant to section 12022, subsection 3, including procurements exceeding \$10,000 that were made under contracts previously entered for which competitive procurement was not required – these consist of:

Benjamin Chesler	25,930	E-Resident - Independent contractor with skills and expertise in assisting businesses to improve performance, implement complex projects and establish quality assurance and quality control systems.
Blackbaud, Inc.	142,313	Annual licensing cost related to MTI's grant management software is used to support award programs and provide a portal for awardee submissions.
C & P Management Services, LLC	81,338	Technical Assistance Program (TAP) Team Member - Contractor is the founder of C & P Management Services, LLC, with over 25 years' experience in the SBIR/STTR program and deep program knowledge specializes in guiding companies to develop and submit competitive federal proposals.

C. J. Talbot Services	47,303	TAP Team member - Contractor has deep knowledge of business strategy and customer development, providing tailored guidance to companies for developing a strong commercialization strategy.
Colleen McCracken	46,897	E-Resident - Independent service provider with skills and executive expertise in delivering strategic business advisory and coaching services to a diverse set of clients in both large corporate and small entrepreneurial businesses.
Coursera	40,000	MTI's new MERC AI Training Program - Free AI Training for Maine Businesses. Artificial intelligence (AI) is changing how businesses work across every industry. That is why MTI is now offering free access to Coursera's AI training catalog—specifically curated for small businesses in Maine. Coursera is the world's top online learning platform, trusted by over 100 million learners and leading organizations. Eligible businesses can apply for up to three licenses, each providing four months of full access to Coursera's Generative AI courses.
Elizabeth R. Butler	66,630	Attorney selected based on specialized institutional knowledge and deep practice experience in the Maine innovation ecosystem.
FAME	13,875	Provides tailored financial reviews for select projects.
FOCUS ME	10,000	Consultation for the development of the RFP for the Maine Life Sciences Incubator program
Grace Chen	25,372	E-Resident, Independent service provider who has experience building technology products and businesses. She has developed products for consumers, small businesses, and enterprise companies at several tech companies, including Google, Meta, and Square.
JoAnne Goodnight	23,000	TAP Team member - Contractor has 25+ years of federal government service with extensive knowledge of the NIH Program. She brings experience in virtually all aspects of the NIH SBIR/STTR programs and processes.
John D. Karp	22,890	E-Resident - Contractor with advanced skills and expertise in strategic planning for growth and development, innovation engineering, technology, business planning, enterprise formation, marketing, and intellectual property.

Matthew Hoffner	94,298	E-Resident - Contractor is a successful entrepreneur and an independent contractor with advanced skills and expertise in assisting businesses to improve performance, implement complex projects, and establish quality assurance and control systems. Leads our team of E-Residents.
Merritt Carey	76,050	Contractor with expertise in seafood marketing and communications, in depth knowledge of state and regional fisheries and stakeholders.
New England Business Media, LLC	14,032	Annual costs related to Mainebiz marketing and events that promote MTI's services.
One Ten Digital	12,225	MERC Digital Consultant
Patricia Pinto	17,983	Contractor skills include strategic and business planning, and product development. Also provides mentoring and collaboration knowledge and support.
Providentia Group PLLC	96,488	E-Resident - Results-driven business executive and practicing attorney with deep experience in leading cross-functional teams and developing enterprise-wide strategies and processes that achieve global business goals and is a trusted advisor and organizational change agent.
Sally DelGreco	17,600	Contractor is a consultant and project manager with extensive grant writing experience. She developed the state's proposals for the Forest Bioproducts Advanced Manufacturing Tech Hub award(s).
Sasha Breus	50,475	TAP Team member - Contractor has deep knowledge of business strategy and customer development, providing tailored guidance to companies for developing a strong commercialization strategy.
Stanton Gavitt	10,740	TAP Team member - Contractor has deep knowledge of business strategy and customer development, providing tailored guidance to companies for developing a strong commercialization strategy.
Transformative Knowledge Group	17,594	TAP Team member - Contractor has deep knowledge of business strategy and customer development, providing tailored guidance to companies for developing a strong commercialization strategy.

B. A list of all persons to which the entity made contributions greater than \$1,000 in the reporting year and the total amount contributed to each

(As a reminder, in Title 5, Section 15302, MTI's purpose is described as "encouraging, promoting, stimulating and supporting R&D activity leading to the commercialization of new products and services" within the state's seven targeted technology sectors. Those sectors include Biotechnology, Composites, Environmental, Forestry & Agriculture, Information Technology, Marine & Aquaculture, and Precision Manufacturing. Other key components of MTI's statutory mandate can be found in Title 5, Section 15303, where it notes that we "shall ensure that a complementary system of support services including incubators, business assistance, technology transfer, market research and other services are available" to entrepreneurs and companies. MTI uses sponsorships -- what the Quasi report would consider contributions -- to foster this complementary system of support services and to support programs and infrastructure that encourage innovation. We work collaboratively with partners across Maine to support programs and initiatives designed to assist entrepreneurs and small businesses, and to promote and celebrate Maine's culture of ingenuity and its vibrant startup community).

Ateklo	25,000	The inaugural Founder Discovery Weekend offers an unparalleled opportunity to engage with brilliant minds from diverse backgrounds. Entrepreneurs and academic researchers will converge to share innovative ideas, collaborate on groundbreaking solutions, and address pressing global challenges.
Bioscience Association of Maine	25,000	Conference Sponsorship - Bioscience Association of Maine (BioME) is a trade organization which promotes the industry's steady growth, interprets its benefits to the public, and influences pertinent public policy. BioME aims to advance economic growth and opportunities within the life sciences community in Maine by allocating equal involvement in life sciences advocacy, education, economic development, workforce development, and attracting out-of-state business.
Central Maine Growth Council	5,000	Sponsorship for Dirigo Labs' three-year project, utilizing CMGC's Hub and Spoke Innovation framework Incubator, Dirigo Model (Finance), and Accelerator programs.
ClimateWork Maine	5,000	ClimateWork Maine's 3rd Annual Summit on Maine's Economy & Climate Change. Companies are offered the opportunity to have exhibition booths at the Summit, while others may participate in panels or as sponsors. All will be encouraged to network, meet with partners, or otherwise promote their ideas and innovations.

Coalition of EPSCoR States	37,500	Program Dues - The U.S. Department of Energy's Established Program to Stimulate Competitive Research (DOE EPSCoR) is a federal-state partnership program designed to enhance the capabilities of designated states and territories to conduct sustainable and nationally competitive energy-related research.
Downtown Westbrook Coalition	2,500	Sponsorship of annual entrepreneurial pitch contest for local entrepreneurs. A panel of judges scored the pitches based on feasibility, innovation, scalability, and presentation.
Educate Maine	10,000	Event Sponsorship - Girls Who Code Summer Camp
Entrepreneurship for All	100,000	Program Sponsorship - EforAll will establish their program in Maine, hire local experts, cultivate local partnerships, host pitch contest, launch a business accelerator program, and host networking events.
Environment & Energy Tech Council of ME	25,000	Cooperative Agreement - The Maine Technology Institute (MTI) and the Environmental and Energy Technology Council of Maine (E2Tech) share common goals, including the development of a diverse and talented cohort of subject matter experts within MTI's Environmental Technology Board, more quality MTI deal flow within the sector, and the encouragement and support of individual entrepreneurs and businesses within the State of Maine toward sustainable economic growth.
Forest Resources Association	\$1,400	The Forest Resources Association is a 501.c.3 trade association, that convenes monthly dinner meetings for members of the forest industry supply chain (landowner, foresters, loggers, wood-using industries, etc.). These events have become an excellent way for the state's forest industry to network, learn about new opportunities, and develop entrepreneurial connections that lead to business expansion and new business.
Greenlight Maine Fund, Inc.	62,500	Program Sponsorship - Greenlight Maine promotes and invests in innovation, entrepreneurship, and growing Maine's economy by promoting businesses in a televised pitch competition where they are awarded thousands of dollars to scale and create jobs in Maine.

Gulf of Maine Research Institute	2,500	Sponsorship of the annual Blue Venture Investment Summit in Portland. This year's investor-focused program is expected to draw a diverse audience, including local and regional investors (funds and angels), founders, corporations, and NGOs with a keen interest in this sector. The summit will focus on emerging opportunities and challenges in ocean data and artificial intelligence, alongside discussions on broader market conditions.
Inclusion Maine L3C	5,000	Conference Sponsorship - Maine-based conference convened to help businesses & rural communities adopt practices that help attract and retain a diverse workforce.
Junior Achievement of Maine	12,500	Sponsorship of Junior Achievement Career Speaker Series on Entrepreneurship
Kennebec Valley Community College	2,000	KVCC's business entrepreneurship program is an incubator-like training to develop start-ups and idea-stage businesses through a cohort model of 20 businesses over the course of 4 months.
The Landing School	2,500	Sponsorship of the Landing School Industry Day, a premier gathering designed to strengthen connections between students, alumni, and industry leaders in the marine trades. This annual event serves as a hub for workforce development, career exploration, and industry collaboration, bringing together employers, educators, and policymakers to address challenges and opportunities in the field.
Maine & Company	20,000	Annual Dues - Maine & Co. provides free and confidential consulting services to businesses looking to relocate to Maine or expand within Maine. Their services include real estate site searches, data collection and analysis, incentives identification and valuation, site visit coordination, workforce analysis, and financing coordination.
Maine Aquaculture Innovation Center	46,388	Sponsorship of various aquaculture entrepreneurial events that bring together producers, service providers, vendors, researchers, students, and managers from across Maine to discuss pressing issues and relevant research on aquaculture.

Maine Center for Entrepreneurs	70,000	Program Sponsorship - The Bioscience Cluster Sponsorship & The Top Gun program is designed specifically for the entrepreneur with a desire to grow his/her business and achieve long-term success using the right tools, resources, and related mentorship.
Maine Development Foundation	13,550	Annual membership & sponsorship of annual meeting
Maine Discovery Museum	7,500	Event Sponsorship - The Maine Science Festival (MSF), which launched in 2015, is the first and only science festival in Maine and an independently funded program of the Maine Discovery Museum. Since inception, more than 60,000 people have attended the MSF, where they showcase the science (and technology) happening in Maine, using the format and structure of an arts or music festival.
Maine Fisherman's Forum	5,000	The Maine Fishermen's Forum hosts fishermen, gear suppliers, scientists, government, and other stakeholders to collaborate on markets, resource status, regulations, the latest in technology, the environment, and more.
Maine International Trade Center	10,000	Maine International Trade Day brings together members and community partners to recognize our award winners and highlight a specific topic in global trade.
Maine Mathematics & Science Alliance	25,000	The Maine State Science Fair (MSSF) enables Maine high school students to initiate independent research and engineering projects. MSSF aims to increase the capacity of Maine schools to support student research and encourage careers in STEM occupations.
Maine Office of Outdoor Recreation	3,000	Sponsorship of the Maine Outdoor Economy Summit (MOES). MOES is co-produced by the Maine Office of Outdoor Recreation, as part of the Maine Office of Tourism and the larger Department of Economic and Community Development, and Maine Outdoor Brands. The event is designed to bring together innovators, professionals and stakeholders involved with the outdoor recreation industry in the State of Maine.

Maine SBDC - Admin Office	100,000	MTI provides Maine SBDC with funding to assist its mission of advising and supporting Maine's entrepreneurs and small business owners, especially in the technology clusters.
Maine State Chamber of Commerce	5,530	Sponsorship of Green Crab survey and education.
Main Street Skowhegan	2,000	Sponsorship of the Entrepreneurial Finances Workshop Series. The workshop is meant for entrepreneurs who are ready to solidify their financial plans, learn about their options, and access professionals to answer their questions. The scope of the Workshop series includes sessions on bootstrapping, loans and lines of credit, community capital, crowdfunding, angel investing and venture capital, governmental grants, and programs.
Manufacturers Association of Maine	5,000	Event Sponsorship - The Maine Manufacturing Summit is an annual event that focuses on specific issues, concerns, information, innovation, and celebration of manufacturing in Maine.
Mount Desert Island Biological Laboratory	5,000	The Annual Maine Biological and Medical Sciences Symposium (MBMSS) is a state-wide gathering of scientists and students from all across the state of Maine. This symposium poses an opportunity for like-minded scientists of varying academic and career levels to share research results, exchange ideas, and promote collaboration.
Nexus Maine	2,500	Nexus Maine is a networking group, newsletter, media, and events organization promoting Maine's startup community.
Owls Head Transportation Museum	5,000	STEM Fest is an event that focuses on bringing awareness of STEM fields and careers to the students and communities of Maine.
Portland Museum of Art	5,000	Sponsorship of Mass Timber Maine, a conference that provided an immersive experience filled with short "Timber Talks" by leading experts along with engaging lectures, dynamic discussions, and enlightening field trips with the goals of inspiring stakeholders to think creatively about innovation.
Roux Institute	60,000	Sponsorship of various entrepreneurial and innovation events including the 2025 Maine Summer Business Accelerator.

Scratchpad Accelerator	5,000	Scratchpad Business Accelerator - Scratchpad Accelerator stands at the intersection of innovation and opportunity, providing a fertile ground for high-growth companies to thrive.
Service Corps of Retired Executives	50,000	Program Sponsorship - MOU to support SCORE's efforts to assist individual entrepreneurs and businesses toward sustainable economic growth.
Startup Maine Inc.	30,500	Sponsorship for Startup Maine's Startup Week 2025.
State Science and Technology Institute	5,000	Annual Dues for membership.
University of Maine	82,564	Various Sponsorships including the Innovate for Maine summer fellowship, symposiums, and summits.
UpStart Maine, Inc.	2,500	Event Sponsorships – Greater Bangor region sponsorship of events like Big Gig, Blitz, Maine Innovation Nights, and Virtual Mentor Nights.

C. A description of changes made in the preceding year to the written policies and procedures required by section 12022 or to the procedures used by the governing body to monitor compliance with those policies and procedures –

None – No changes made during FY 2025