

MAINE STATE LEGISLATURE

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

January 30, 2020

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

Honorable Troy Jackson
President of the Senate
3 State House Station
Augusta, Maine 04333

Dear Speaker Gideon and President Jackson:

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, 2020.

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

Thank you.

Sincerely,



Bruce Wagner
Chief Executive Officer

Encl.

FINANCE AUTHORITY OF MAINE
CONTRIBUTIONS, SPONSORSHIPS, & MEMBERSHIPS > \$1,000
Fiscal Year 2019 (7/1/2018 through 6/30/2019)

ITEM	FY 2019 Actuals	JUSTIFICATION
Maine State Chamber -- membership dues	\$ 1,030	Provides FAME with opportunities to learn best practices, collaborate on new policy directions for Maine business growth, and increase Maine business's awareness of FAME programs.
Maine & Company -- dues	\$ 5,000	Dues payment made in continued support of economic growth in Maine.
Council on Development Finance Authorities (CDFA) -- dues	\$ 2,625	As the administrator of Maine's economic development financing programs, membership in CDFA allows Maine access to valuable information, training and networking with similar organizations throughout the nation to learn best practices and provides an inexpensive means to keep abreast of national policy affecting economic development programs
Maine Bankers Assoc. -- dues	\$ 1,450	Allows FAME to participate in the Financial Institutions Insurance Trust through which FAME purchases its medical and other insurances. Also permits FAME to participate in events with its core customers, Maine's community banks, including meeting with committees and CEOs and to participate in webinars on specialized subjects regarding financing.
Maine International Trade Day	\$ 1,500	Allows FAME to meet with approximately 300 Maine people/businesses that may need to utilize our business financing programs
Synergent -- trade show sponsorship	\$ 1,500	This sponsorship allows FAME to get in front of the leadership of credit unions to promote our services, including our commercial loan insurance program.
Startup Maine 2019 -- sponsorship	\$ 2,500	In support of Creative Portland Corp Startup Maine 2019 initiative.
National Council on Higher Education Resources (NCHER) -- dues	\$ 12,800	As the administrator of the Federal Family Education Loan Program (FFELP), as well as need-based grants, and serving as a not-for-profit servicer of federal student loans and seeking to establish a role in private student loans, membership in NCHER allows FAME access to valuable information, training and networking with similar organizations 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) -- voluntary special assessment	\$ 2,500	This voluntary assessment was used to help NCHER make up an unexpected budget shortfall, allowing the organization to continue its current operations and to achieve strategic initiatives.
Jumpstart Coalition -- Financial Literacy Summit	\$ 3,500	Provides FAME an opportunity to highlight our financial education services and collaborate with approximately 125 Maine educators regarding financial education initiatives in the state.
Jumpstart Coalition -- conference booth fee	\$ 1,250	Allows participation in the National Jump\$tart Conference where having a booth exposes us to thousands of educators and stakeholders in financial education for the purpose of promoting our Claim Your Future program.
National Association of State Treasurers (NAST) -- membership for College Savings Plan Network (CSPN) (NextGen™)	\$ 4,000	Allows FAME critical access to regulatory information, training and networking with national colleagues who administer 529 college savings plans.
NextGen 529™ Sweeps -- prize scholarships	\$ 20,000	FAME awarded one grand prize of \$20,000 to help celebrate NextGen's 20th anniversary. This scholarship prize will raise awareness of and generate excitement about NextGen 529.
NextGen Invest in ME Kindergarten grants	\$ 6,000	Grants to 12 schools awarded through the Invest in ME Kindergarten campaign. These grants generate excitement about the campaign and encourage other schools to get involved and spread the word about aspirations for higher ed and college savings.
NextGen -- Portland Seadogs sponsorship	\$ 6,000	Advertising sponsorship that helps make Maine citizens aware of Maine's 529 college savings program and encourages young people to aspire to higher education.
National Association of State Financial Aid Administrators (NASFAA) --dues	\$ 1,599	Allows 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 School Counselors Association (MESCA) Trade Show	\$ 1,200	Provides FAME an opportunity to meet and collaborate with approximately 300 education professionals from the Maine Principal's Association to help Maine students pursue postsecondary education through college access and financial education programs.
Free Application for Federal Student Aid (FAFSA) Completion (CGM) Scholarships	\$ 2,000	These scholarships encourage students to attend FAFSA completion events throughout the state to complete their student aid application on time. Completing the FAFSA is critical since statistics show that 90% of all students who complete the FAFSA attend postsecondary education within one year of FAFSA completion.

FINANCE AUTHORITY OF MAINE
CONTRIBUTIONS, SPONSORSHIPS, & MEMBERSHIPS > \$1,000
 Fiscal Year 2019 (7/1/2018 through 6/30/2019)

ITEM	FY 2019 Actuals	JUSTIFICATION
Maine College Access Network (MaineCAN) --staffing partnership with Syntiro	\$ 27,500	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 does the work of MaineCAN specifically related to programmatic and operational initiatives. Up til recently, this work relied upon member volunteers to accomplish. Syntiro and FAME each provide \$27,500 annually to assist funding salary and benefits for a position. Other MaineCAN member partners fund the cost of travel and equipment.
National College Access Network -- dues	\$ 1,500	NCAN membership provides FAME with professional development, networking, benchmarking, tools, and news from the field so we can deliver postsecondary access and success services more effectively and to more students.
Total FY2019 Contributions/Sponsorships > \$1,000	\$ 105,454	

FINANCE AUTHORITY OF MAINE
 PROCUREMENTS EXCEEDING \$10,000 (NO BID)
 Fiscal year 2019 (7/1/2018 through June 30, 2019)

ITEM	COST	JUSTIFICATION
CampusDoor Holdings Inc	\$ 72,900	Due to the unique structure of the Maine Private Education Loan Network (MPELN), FAME is required to use this vendor as the servicer that originates the student loans on behalf of the network lenders.
Creative Imaging Group, Inc	\$ 146,797	As a result of prior experience, FAME selected this vendor for costs associated with the new FAME program, Claim Your Future. Creation of intricate game kits requires specialization, timeliness, and high quality product delivery. Signed Procurement Policy Exception is on file.
Creative Office Pavilion	\$ 11,484	Vendor provides services pertaining to office/workspace layout and furniture. FAME selected this vendor based upon prior experience, as well as the ability of the vendor to match brands with furniture currently in use throughout the FAME space.
David S. Markovchick	\$ 19,605	Vendor selected based upon expertise, prior experience, and FAME program knowledge.
ECMC	\$ 974,837	FFELP loan servicing. FAME has determined that it is cost-prohibitive to change vendors. As of December 1, 2019, FAME has transferred this portfolio to another guaranty agency and thus won't need to procure this service in the future.
Hawkins Delafield & Wood LLP	\$ 29,590	Vendor selected based upon specialization and prior experience.
Lafayette (Holiday Inn) By the Bay	\$ 16,847	FAME has determined over the years that this Portland hotel is the most appropriate venue for our annual meeting needs.
Hyland LLC	\$ 34,286	Proprietary workflow and document management vendor selected by competitive bid process 5 year ago and currently being used by the Authority. FAME has determined that it would be operationally difficult and cost-prohibitive to change vendors.
iGrad Inc.	\$ 36,000	Vendor selected via RFP initially in 2013 and helps FAME administer the SALT program, an online financial education tool. FAME continues to use the vendor as a result of prior experience and specialization provided.
Maine Public Broadcasting Network	\$ 18,096	FAME selected this vendor due to the unique nature of the radio advertisement offerings.
Mainebiz	\$ 19,225	FAME selected this vendor due to the unique nature of the business audience and print advertisement offerings.
National Student Clearinghouse	\$ 13,955	Vendor selected based upon specialization, student demographics, and prior experience.
Navient Solutions, LLC	\$ 140,562	FFELP loan servicing. FAME determined that it is cost-prohibitive to change vendors. This service will no longer be required in the future as (noted above) the FFELP portfolio has been transferred to another agency.
Nelnet	\$ 246,671	Loan servicing and fees vendor in place when the Maine Loan program was assumed from the Maine Educational Loan Authority. FAME has determined that it is cost-prohibitive to change vendors.
Nortridge Software LLC	\$ 14,404	Annual licensing cost pertaining to FAME loan servicing and billing software, selected via RFP process 9 years prior. FAME has determined that it is cost-prohibitive to change proprietary software vendors.
Omnicap Group LLC	\$ 20,000	There are a limited number of vendors with the specialized skills necessary to compute arbitrage liability associated with Maine Loan bond issuances.
Systems Engineering, Inc	\$ 262,249	IT security vendor chosen based upon specialization and prior experience. Services provided include: patch management, system log management, network perimeter security, and several individual maintenance and upgrade projects.
Tacoma Software LLC	\$ 30,263	Vendor selected based upon specialization of skills, as well as extensive FAME program knowledge, to complete contracted work on FAME's Online Answer program.
Troubh Heisler	\$ 87,729	Vendor selected based upon expertise and prior experience related to FAME loan collections.
Tumlin & Tumlin, PLLC	\$ 22,484	Vendor selected based upon specialization and prior experience pertaining to the NextGen 529 TM and Alford Grant programs, as well as securities law.
TOTAL FAME Procurements	\$ 2,217,983	