

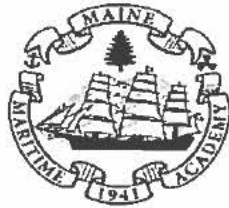
MAINE STATE LEGISLATURE

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**MAINE MARITIME ACADEMY
CASTINE, MAINE 04420**



January 26, 2021

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

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

Dear President Jackson 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 Maritime Academy due by February 1, 2021.

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

Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "Alice Herrick".

Alice Herrick
Director of Fiscal Operations for Maine Maritime Academy

Encl(1)

CC:

Dr. William J. Brennan, President of Maine Maritime Academy
Earle A. Cianchette, Chairman of the Maine Maritime Academy Board of Trustees
Jason Oney, Vice Chairman of the Maine Maritime Academy Board of Trustees
Miles Unobsky Theeman, Treasurer of the Maine Maritime Academy Board of Trustees
Morten Arntzen, Maine Maritime Academy Board of Trustees

Maine Maritime Academy**Vendor Payments for Fiscal Year 2020: July 1 2019 to June 30, 2020****Sole Source Purchases in Excess of \$10,000**

Vendor	Total Payments	# of Pymts	Description of Purchases
Agile Sports Technologies, Inc.	11,449.00	2	The Academy uses Agile Sports Technologies as a student athlete recruiting tool. This is unique software designed to meet the needs of an Academy of our size. The North Atlantic Conference chose this for their members to use for recruitment.
Blackbaud, Inc.	19,983.39	1	The Academy uses Raizer's Edge software for its fundraising activities. Raizer's Edge requires the Academy to use Blackbaud, Inc., a unique vendor, for maintenance and support of their system.
Cayosoft Inc.	17,186.58	1	The Cayosoft Administrator Suite software is used for the Academy's active directory and contains all account maintenance, mailing lists, group populations, and password self-service. This software is important for the protection of all Academy data. The original software was purchased via an RFP. This expense covers annual maintenance and updates.
Civil Engineering Services	20,054.05	1	The Academy contracted with Civil Engineering Services for unique permitting for the new fire training facility that is to be constructed at the Bucksport, Maine site. Civil Engineering Services was uniquely qualified due to their experience with the current site and proposed site improvements already in progress at the prior paper mill location.
Coaches Corner	11,505.00	1	Coaches Corner is the only vendor that offers the Dollarmur wrestling mat system that is compatible with the existing mat system used by Academy athletes. This system has further expanded the system available for team use.
The College Board	28,149.05	3	This vendor provides maintenance and upgrades to the PowerFaid's Support Software used by the Academy Financial Aid Dept.
EBSCO	10,325.00	2	This vendor provides important magazine subscription services for student use that are industry specific that can't be found elsewhere.

Ellucian Support Inc	89,309.25	6	The Academy uses Power Campus software for our student billing, financial aid, etc. The maintenance agreement with Power Campus stipulates that support be provided by the unique vendor Ellucian Support Inc.
Elsevier Science	20,250.49	1	This unique vendor provides Science Direct online subscription services for library use.
Envoy Marine Diesel Services, Inc.	25,335.96	3	The donated vessel <i>Mistie</i> was donated to the Academy while at this boatyard. Necessary repairs were completed at this site rather than moving the vessel to another distant facility that would have added significant transportation costs to the projects.
Front Street Shipyard	42,251.40	12	Front Street Shipyard has the capability to handle major repairs for two of the Academy's large program vessels that is not available in other area boatyards. The <i>Friendship</i> received \$17,367.25 in necessary repairs and yearly maintenance; The <i>Pentagoet</i> needed new bilge piping that totaled \$24,884.15.
Griffon Security Technologies, Inc.	60,733.65	10	The Academy purchased via an RFP process a card system for building door entries for critical areas on campus. Subsequent add-ons have been purchased from the same vendor to ensure compatibility. The system also requires regular yearly maintenance agreements. The system is unique to this vendor and is integrated into the Academy's computer network system.
Higher One Payments	24,599.63	1	The Academy uses Cashnet for processing online payments. Higher One Payments is the only company that supports Cashnet. Higher One Payments was formerly known as BlackBoard, Inc.
Informatica	35,400.00	1	This company provides a unique data mapping tool that was designed to allow all disparate software based systems on campus to interconnect with each other so that data warehousing could be performed, to allow for consistent data and for improved reporting for users.
Instructure, Inc.	32,290.02	1	This vendor provides Canvas, the subscription used for the Academy's on-line learning opportunities for our undergraduates, grad students, and continuing education participants. This expense covers the yearly maintenance and required updates of the software.
International Business Machines Corp. (IBM)	11,406.73	1	IBM is the sole provider of SPSS training software that is integral to our Ocean Studies program.

Johanson Boatworks LTD	40,063.57	9	The donated vessel <i>Duette</i> was donated to the Academy while at this marina. Necessary repairs were completed at this site rather than move the vessel to another distant facility that would have added significant transportation costs to the project.
Johnson Controls, Inc.	127,356.43	17	\$62,540.87 represents an upgrade to the Smith Alexander fire alarm system. The remainder represents misc. projects about campus and annual testing, cleaning, and maintenance services campus-wide. For safety reasons, the campus is standardized to one fire control system and the Academy contracts with Johnson Controls, Inc. because they are the only vendor in the area that is certified to work on the system in place.
K&L Gates LLP	225,452.04	13	The Academy serves as the Secretariat of the Consortium of State Maritime Academies. As such, it receives funds from each of the member institutions to pay representative fees for addressing federal U.S. Coast Guard and Maritime Administration regulatory and management matters. (See also section B, Consortium of State Maritime Academies.)
Marlink Inc.	13,392.67	2	This unique vendor provides specialized communication technology used by oceangoing vessels for Broadband and Iridium satellite communication.
Modo Labs	31,296.00	1	Modo Labs software was purchased via an RFP in a prior year. This software provides integrated campus mobile solutions and this purchase covers the yearly required maintenance and updates.
N2N Services, Inc.	15,000.00	1	This represents that renewal of Illuminate, a software platform used to allow students to complete online registration via the Academy's mobile app.
National Association of College Admissions Counselors	21,300.00	5	This is a unique service that allows our Admissions Dept. staff to attend virtual admissions fairs across the country. This also includes a list of student names who also attend the fair virtually with contact information for the Admissions staff to follow up on.

NRCCUA, LLC – National Research Center for College & University Admissions Inc.	19,900.00	1	This is an annual contract that provides student search services for admissions related activity. They are not the only vendor that provides student search capabilities, but they are the only vendor that provides the unique service of compiling names of possible admissions candidates through a survey system distributed within high schools that is not based mostly on test scoring.
Neponset Controls, Inc.	13,380.59	2	The Academy has a METEL Lab that was built via a grant from the US DOT that is used in testing fuels, etc. The equipment is unique and this company provided the flow meters that are used with the liquid flow controllers for the diesel motor that is part of this lab. This is the only vendor that can provide this necessary equipment.
PlatformQ Education, Inc.	12,337.50	1	This unique vendor offers virtual website visits for prospective students to tour campus and to view different aspects of campus programming.
Seaside Boat Repairs Inc.	16,000.00	2	The donated vessel <i>Rainmaker</i> was donated to the Academy while at this marina. Necessary repairs were completed at this site rather than move the vessel to another distant facility that would have added significant transportation costs to the project.
StarRez, Inc.	40,592.75	5	StarRez Software was purchased via an RFP in FY2018 and is used for Academy fundraising. This covers annual maintenance and upgrades.
Technology Management Concepts	34,773.00	3	Technology Management Concepts provides support and maintenance for the Great Plains software that the Academy has used for the past 13 years for Finance and Human Resources areas. They are the exclusive vendor with rights to the Great Plains software. The vendor was previously known as Dynamic Methods.
Technolutions	30,000.00	2	Slate is a recruiting tool purchased via an RFP in a prior fiscal year. This covers the yearly maintenance and upgrades for the software.
Thycotic Software Inc.	24,057.89	3	This vendor offers the unique software called PAM. PAM is used to regulate user administration privileges so that user needs are easily identified without having to give excess user rights in a time where the Academy has to be vigilant in the era of hacking and malware. This software further protects the Academy in these areas while giving users the user rights that they need in their appropriate areas.

Wartsila	115,024.50	5	This vendor provides upgrades and maintenance for the simulators used for instructional purposes; specialized simulators were built for campus by Transas/Wartsila and have to be maintained by them.
World Surface Inc.	12,130.00	4	The donated vessel <i>Voyager</i> was donated to the Academy while at this marina. Necessary repairs were completed at this site rather than move the vessel to another distant facility that would have added significant transportation costs to the project.
Yankee Marina, Inc.	17,483.38	2	The donated vessel <i>Mistie</i> was donated to the Academy while at this marina. Necessary repairs were completed at this site rather than move the vessel to another distant facility that would have added significant transportation costs to the project.
TOTALS:	1,269,769.52	125	
Total Procurement Over \$10K	23,278,984.45		
Total Reportable	1,269,769.52		
% of Total Procurement:	5.45 %		

Memberships in Excess of \$1,000

Vendor	Total Payments	# of Pymts	Description of Purchases
Castine Golf Club	2,625.00	1	Membership required to enable the Academy's Intercollegiate Golf Team to practice and host tournaments at the local golf course.
Colleges of Distinction	2,160.00	1	This important membership evaluates member colleges and connects students to the colleges that fit the student's desired profile.
The Common Application	1,750.00	1	This non-profit organization represents 900+ higher education institutions and connects potential students with an institution's applications, financial aid, and scholarship information.
Consortium of State Academies	34,000.00	1	This consortium, financially administered by a secretariat, represents the interest of the six state academies with respect to federal U.S. Coast Guard and Maritime Administration regulatory and management matters.
Council for Advancement and Support of Education	2,215.00	1	CASE offers publications and conferences; updates on education issues and trends; research on advancement compensations and capital campaigns and an online document library. Membership also includes discounts on conferences, books, and online job postings and resume search capabilities.
International Association of Maritime Universities	1,000.00	1	IAMU is a global network of leading maritime higher education institutions that provides information on the ever-changing area of globalization within the industry including areas of safety and security.
National Association of College and University Attorneys	1,245.00	1	This organization is a valuable resource of information on legal developments facing colleges and universities.
National Association of College and University Business Officers	3,253.00	1	This organization is a valuable resource of information on finance and accounting related information for colleges and universities.

National Collegiate Athletic Association	2,000.00	1	The NCAA represents more than 1,200 institutions of higher learning and includes a three-division structure to create a fair playing field while providing the chance to participate in 89 championship events. The NCAA develops rules for its members and criteria to remain within a particular sport division.
New England Commission of Higher Education (NECHE)	12,912.00	1	NECHE is the nationally recognized accrediting body that enables the Academy to grant degrees. Membership in an accrediting body is essential for an institution of higher education.
New England Women's and Men's Athletic Conference, Inc.	5,000.00	1	The NEWMAC is an important conference for the Academy's football team to participate in.
North Atlantic Conference	18,000.00	1	The NAC is the league within which most of the Academy's intercollegiate athletic programs operate.
Women Leaders in College Sports	1,050.00	1	This organization is a nationally recognized collegiate professional membership organization whose mission it is to enhance and promote opportunities for women in intercollegiate athletics administration
Tudor Collegiate Strategies	2,000.00	1	This membership helps to maximize enrollment strategies by offering valuable resources to enhance email and letter campaigns and provides training for admissions staff to be more effective recruiters.
TOTALS:	89,210.00	14	