

# MAINE STATE LEGISLATURE

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**MAINE MARITIME ACADEMY  
CASTINE, MAINE 04420**



January 25, 2023

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

Honorable Rachel Talbot Ross  
Speaker of the House  
2 State House Station  
Augusta, Maine 04333

Dear President Jackson and Speaker Talbot Ross:

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, 2023.

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', written in a cursive style.

Alice Herrick  
Director of Fiscal Operations for Maine Maritime Academy

Encl(1)

CC:

Jerald Paul, President of Maine Maritime Academy  
Jason Oney, Chairman of the Maine Maritime Academy Board of Trustees  
Wayne A. Norton, 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 2022: July 1, 2021 to June 30, 2022

Sole Source Purchases in Excess of \$10,000

Vendor	Total Payments	# of Pymts	Description of Purchases
ACE Marine Diesel Inc.	140,855.71	4	The donated vessel <i>Bullwinkle</i> was donated to the Academy and needed major engine repairs. Ace Marine Diesel, Inc. was the only Caterpillar service facility in the Vero Beach, Florida area where the boat was stored; moving the vessel to a distant facility for these repairs would have added significant additional costs to the project.
Advanced Recruiting Intelligence, Inc.	15,200.00	1	The Academy uses SLATE for recruiting purposes. This application is used by Admissions and Athletics to track applications in SLATE and allows the athletics related recruits to be integrated in SLATE. This is the only athletics related recruiting application that integrates into the SLATE application.
Agile Sports Technologies, Inc.	10,565.08	1	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.
Armada Yacht Management	45,697.15	6	The donated vessel <i>Hermie Louise</i> was donated to the Academy while at the yard owned by 1 <sup>st</sup> Liberty Management Inc in Lakeworth, Florida. This vendor completes work on vessels in this yard. 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 project.
Atlantis Marine Air Conditioning	26,700.00	1	The donated vessel <i>Cordina</i> was donated to the Academy and the air conditioning system was found to be beyond repair. This vendor completes work on vessels in this yard in Miami, Florida. Moving this vessel to a distant facility for another service vendor would have added significant transportation costs to the project.

<b>Axway, Inc.</b>	21,431.10	1	This vendor supplies a spam filtering appliance that is unique to the Academy's needs and is the only vendor that provides this software.
<b>Blackbaud, Inc.</b>	26,500.45	7	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.
<b>Cayosoft Inc.</b>	30,949.47	2	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.
<b>Connecticut Diesel &amp; Marine</b>	20,000.00	1	The donated vessel <i>Cordina</i> was donated to the Academy and the generator was found to be beyond repair. This vendor completes work on vessels in this yard in Miami, Florida. Moving this vessel to a distant facility for another service vendor would have added significant transportation costs to the project.
<b>The College Board</b>	37,955.00	3	This vendor provides maintenance and upgrades to the PowerFails Support Software used by the Academy Financial Aid Dept.
<b>EBSCO</b>	29,927.00	2	This vendor provides important magazine subscription services for student use that are industry specific that can't be found elsewhere.
<b>Ellucian Support Inc</b>	60,484.00	2	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.

<b>Front Street Shipyard</b>	49,072.18	3	Front Street Shipyard has the capability to handle major repairs for several of the Academy's large program vessels that is not available in other area boatyards. The <i>Friendship</i> received \$10,873.29 in necessary repairs and yearly maintenance; The <i>Pentagoet</i> received necessary repairs that totaled \$28,448.41; The <i>Bowdoin</i> received necessary repairs that totaled \$5,458.76; the <i>Clark</i> received necessary repairs that totaled \$4,291.72.
<b>FSH Yachting</b>	11,204.00	1	The donated vessel <i>Valerian</i> was donated to the Academy and needed general repairs. This vendor completes work on vessels in this yard in Massachusetts. Moving this vessel to a distant facility for another service vendor would have added significant transportation costs to the project.
<b>Griffon Security Technologies, Inc.</b>	63,385.82	7	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.
<b>Instructure, Inc.</b>	33,900.86	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 covered the yearly maintenance and updates of the software.
<b>Johnson Controls, Inc.</b>	99,998.84	8	\$53,333.75 represents an installation of a fire control monitoring system in the ABS Building. This system is to be used by students to track systems efficiencies for instructional purposes. This system is unique to the Academy system and had to be sole sourced to work with the 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.

<b>K&amp;L Gates LLP</b>	170,000.00	10	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.)
<b>Marlink Inc.</b>	94,462.82	10	This unique vendor provides specialized communication technology used by oceangoing vessels for Broadband and Iridium satellite communication; services were greatly expanded for FY22 to meet needs of students, faculty, and staff.
<b>Modo Labs</b>	34,278.00	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.
<b>Roosevelt Carpentry</b>	15,502.87	2	The donated vessel <i>Cordina</i> needed floor and internal door replacements. The Florida yard where this vessel was stored worked with this vendor to make necessary flooring and internal door repairs/upgrades. 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.
<b>StarRez, Inc.</b>	21,795.24	2	StarRez Software was purchased via an RFP in FY2018 and is used for Academy fundraising. This covers annual maintenance and upgrades.
<b>Technolutions</b>	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.
<b>Talaria Company, LLC</b>	60,145.49	3	The <i>Cordina</i> was moved to the Talaria Company in Maine for storage and to commission for chartering; storage costs and repairs incurred for the vessel; fuel systems, etc. were repaired and upgraded in anticipation of chartering. Moving vessel to another repair facility would have added significant costs to the vessel.
<b>Tidewater Yacht Marina</b>	43,124.44	1	The donated vessel <i>Dream Ont</i> was donated to the Academy and docked at this marina in Virginia. Dockage fees and related storage fees were charged while the vessel was stored here.

<b>Wallace Events</b>	15,804.14	1	The Academy routinely bids out event related expenses. This event was not put out to bid and violated the purchasing policy. This vendor was hired for the stage and seating supplies for the graduation ceremony by an employee that is aware of the policy, but assumed that this vendor would be hired because they are the only vendor that submits bids for events like this. This violation was addressed by the employee's supervisor and the employee was retrained regarding the purchasing policy by the Purchasing Department.
<b>Wartsila</b>	68,739.00	3	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.
<b>Zimmerman Marine</b>	13,409.13	5	The donated vessel <i>MyCat</i> was donated to the Academy while at this marina in Virginia. Storage fees and 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.
<b>TOTALS:</b>	1,291,087.49	91	
<b>Total Procurement Over \$10K</b>	22,805,310.70		
<b>Total Reportable</b>	1,291,087.49		



**Maine Maritime Academy****Vendor Payment for Fiscal Year 2022: July 1, 2021 to June 30, 2022****Memberships in Excess of \$1,000**

Vendor	Total Payments	# of Pymts	Description of Purchases
<b>Association for the Advancement of Sustainability in Higher Education</b>	1,390.00	1	Membership in AASHE allows the Academy to be involved in networking to advance sustainability in higher education in North America. The platform allows for self-reporting frameworks to measure on-going sustainability performance and also allows for continuous professional development professional development workshops and webinars.
<b>American Boat &amp; Yacht Council</b>	1,330.00	1	Membership in the American Boat & Yacht Council provides the Academy with essential technical information for the international marine industry. This includes product safety standards, credentialing, education, training, and other tools essential for the maritime industry. This council's mission is to make boating safer.
<b>Castine Golf Club</b>	1,225.00	1	Membership required to enable the Academy's Intercollegiate Golf Team to practice and host tournaments at the local golf course.
<b>College and University Professional Association for Human Resources</b>	1,265.00	1	Membership provides learning opportunities and leadership skill training in higher ed HR. Membership allows for involvement in an online community for higher ed HR professionals.
<b>The Common Application</b>	2,500.00	1	This non-profit organization represents 900+ higher education institutions and connects potential students with an institution's applications, financial aid, and scholarship information.
<b>Consortium of State Academies</b>	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.
<b>Encoura LLC</b>	19,900.00	1	This data platform is a data science and analytics technology platform that provides colleges and universities the information and capabilities required to create a data-enabled enrollment office. This service creates important connections between students and the Academy to help the Academy achieve enrollment goals.

<b>International Accreditation Council for Business Education</b>	1,590.00	1	This important accreditation tool is required for the Academy's business major program. Membership benefits include tools to help the Academy business program to remain competitive in the current market as well as professional development, the ability to network with colleagues, and the ability to share best practices.
<b>International Association of Maritime Universities</b>	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.
<b>National Association of College and University Attorneys</b>	1,110.00	1	This organization is a valuable resource of information on legal developments facing colleges and universities.
<b>National Association of Student Financial Aid Administrators</b>	2,429.00	1	This organization provides current information in the area of student financial aid, professional development, information dissemination, legislative and regulatory analysis related to Title IV student financial aid programs and encourages student access and success in higher education.
<b>National Collegiate Athletic Association</b>	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.
<b>New England Commission of Higher Education (NECHE)</b>	13,499.00	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.
<b>North Atlantic Conference</b>	18,360.00	1	The NAC is the league within which most of the Academy's intercollegiate athletic programs operate.
<b>TOTALS:</b>	<b>89,210.00</b>	<b>14</b>	

