

MAINE STATE LEGISLATURE

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January 31, 2023

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

The 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 Technology Institute (MTI) due by February 1, 2023.

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 "Brian Whitney", is written over a white background.

Brian Whitney
President

Enclosure



Memo

To: Brian Whitney
From: Greg Lee
Date: January 31, 2023
Re: Report to the Legislature under Title 5, Chapter 379, Section 12023

Fiscal Year 2022

The Maine Technology Institute submits the following report related to its fiscal year ending June 30, 2022 (“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 into for which competitive procurement was not required – these consist of:

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| Allen Agency | \$ 11,849 | Insurance broker providing multiple business line coverages, including employee health benefits, director & officer insurance, and cyber security coverage. |
| Blackbaud, Inc. | \$ 79,360 | Annual licensing cost related to grants management software used to support award programs and provide a portal for awardee submissions. |
| C & P Management Services, LLC | \$ 141,361 | Technical Assistance Program (TAP) Team Member - Contractor is the founder of C & P Management Services, LLC, with over 23 years' experience in the SBIR/STTR program and deep program knowledge in guiding companies to develop and submit competitive federal proposals. |
| Elizabeth R. Butler | \$ 48,798 | Attorney selected based on specialized institutional knowledge of MTI and deep practice experience in the Maine Innovation Ecosystem. |
| FAME | \$ 14,000 | Partner organization selected to conduct financial reviews due to finance knowledge related to evaluation and lending processes. |
| Innovative Natural Products Group | \$ 41,691 | E-resident - Contractor selected due to specialized skills and expertise in assisting businesses to improve performance, implement complex projects and establish quality assurance and quality control systems. |

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| Janet Anne Knight | \$ 27,113 | TAP Team member - Contractor is the president of Bancroft Information Services, LLC and selected due to specialized skills as a market and business research consultant 'providing insight to entrepreneurs from start-ups to grown-ups' and has worked in almost all industry segments. |
| JoAnne Goodnight | \$ 19,005 | TAP Team member - Contractor has 25+ years of federal government service with extensive knowledge of the NIH Program. She brings extensive experience in virtually all aspects of the NIH SBIR/STTR programs and processes. |
| John D. Karp | \$ 25,661 | E-resident - Contractor with advanced skills and expertise in Strategic planning for growth and development, innovation engineering, business planning, enterprise formation, marketing, intellectual property, and accessing capital. |
| Mainebiz | \$ 14,020 | Annual costs related to advertising promoting MTI as a partner and resource to those in the innovation ecosystem. |
| Matthew Hoffner | \$ 104,265 | E-resident - Contractor is a successful entrepreneur and an independent contractor with advanced skills and expertise in assisting businesses to develop from a start-up, as well as improve performance, implement complex projects and establish quality assurance and quality control systems. Leads our team of E-Residents. |
| Pavan Enterprises LLC | \$ 19,904 | E-resident - Contractor knowledgeable in entrepreneurial and institutional roles at inception and growth stages. Skilled manager of businesses and projects through interim C-level and collaborative, hands-on leadership. Emphasis on emerging market opportunities and innovative products in traditional markets. |
| Providentia Group PLLC | \$ 40,640 | 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. |
| Stanton W. Gavitt, Jr. | \$ 10,421 | TAP Team member - Contractor has over thirty-nine years of experience in government accounting with large prime contractors and in industry. Provides expert knowledge in compiling company indirect cost rates, developing budgets, and responding to audit inquiries. |

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| State 23 Media, LLC | \$ 10,000 | Annual costs related to advertising promoting MTI as a partner and resource to those in the innovation ecosystem. |
| Transformative Knowledge Group | \$ 20,571 | TAP Team member - Contractor has deep knowledge in business strategy and customer development, providing tailored guidance to companies for developing a strong commercialization strategy. |
| Village Capital Inc | \$ 78,000 | Licensing related to program management tools used to evaluate the development level of applicants. |

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 –

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| Bioscience Association of Maine | \$ 5,000 | Conference Sponsorship - Bioscience Association of Maine (BioME) is a trade organization that aims to advance economic growth and opportunities within the life sciences community in Maine. |
| 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. |
| EDCM | \$ 5,000 | Conference Sponsorship - EDCM is the Economic Development Council of Maine. It provides quarterly trainings and information to support economic development practitioners throughout the state. |
| Environmental & Energy Tech Council of ME2 | \$ 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 now within the sector, and the encouragement and support of individual entrepreneurs and businesses within the State of Maine toward sustainable economic growth. |

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| <p>Greenlight Maine Fund, Inc.</p> | <p>\$ 50,000</p> | <p>Program Sponsorship - Greenlight Maine promotes and encourages innovation, entrepreneurship and growing Maine's economy by promoting businesses in statewide televised pitch competitions. Its original televised pitch competition has been augmented in recent years with a college edition and an Elevating Voices series. GLM is a collaboration with the public and private entities in Maine to help shine a spotlight on the growing innovation ecosystem in Maine, create jobs, celebrate diversity, and attract business to Maine.</p> |
| <p>Gulf of Maine Research Institute</p> | <p>\$ 5,000</p> | <p>Sponsorship - The Maine Aquaculturist has become a go-to resource for Maine's aquaculture industry and provides tools for new and veteran growers, both new growers and veterans give the site high-praise. Veterans are drawn to the job board, regulatory/legislative updates, and resource database pages most frequently; and will send new growers seeking advice to the site saving them time. New users utilize the getting started and resource database page most frequently.</p> |
| <p>Inclusion Maine L3C</p> | <p>\$ 3,500</p> | <p>Conference Sponsorship - Overview: Diversity, Equity, and Inclusion Conference based in Maine calling on businesses & rural communities to adopt practices that help attract and retain a racially diverse workforce within Maine.Challenge: Rural communities struggle to attract and retain people from racially diverse backgrounds to address workforce challenges.Call to action: Adopt practices within Maine businesses & rural communities that help attract and retain a racially diverse workforce and community.</p> |

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| 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 & Co is the one-stop shop for business relocation or expansion. Whether business needs are driven by specific real estate requirements, labor force availability, incentive maximization, or any other criteria, Maine & Co. can help clients select the business location that best meets their needs. Maine & Co. is a private, non-profit corporation with members and a board comprised of senior executives from Maine's top businesses, the president of the Maine State Chamber of Commerce and the commissioner of Maine's Department of Economic & Community Development. |
| Maine Center for Entrepreneurs (V) | \$ 65,000 | Program Sponsorship - 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 through the use of the right tools, resources, and related mentorship. MCE has taken the time to develop strong business partnerships and to acquire loyal sponsorships which allow us to provide Maine entrepreneurs with the programing, mentorship, training, and knowledge they need to grow and succeed. |
| Maine Development Foundation | \$ 2,650 | Annual Membership & Sponsorship of Annual Meeting - The theme of MDF's 43rd Annual Meeting is "Maine Rising" to celebrate and highlight the many ways Maine individuals and businesses are driving the state's economic recovery and the systemic changes necessary for equity and inclusion. MDF attracted a combined in-person and virtual audience of 250 cross-sector leaders from business, nonprofit, education, and philanthropy, including MDF members, leadership program alumni, and guests. |

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| Maine International Trade Center | \$ 60,000 | Event Sponsorship - Seagriculture USA 2022 - The Seagriculture conference is Europe's largest seaweed conference and has built up a solid reputation as one of the most important events within the industry. The event gathers top speakers, who share their know-how within seaweed for feed, food, offshore cultivation, biorefinery of seaweed, and much more. The Seagriculture conference is a unique opportunity to network with colleagues from all over Europe within industry and research. Past events have been held in Belgium, Ireland, France, Portugal, Norway, and the Netherlands. Maine was selected as the location for this first event because it is recognized as an international leader in seaweed harvesting and value creation. This event showcased and marketed this reality globally to attract investments, technology, and a skilled workforce to our growing industry. |
| Maine SBDC - Admin Office | \$ 50,000 | Program Sponsorship - MTI provides MSBDC with funding upon receipt of semi-annual reports to assist the MSBDC in its mission to assist and support Maine's entrepreneurs and small business owners, especially in the technology clusters. |
| Maine Telecommunications Users Group | \$ 2,200 | Event Sponsorship - The MTUG I.T. Summit has been bringing technology and telecommunications professionals together for 35 years. Maine's largest business technology conference and tradeshow, the MTUG Summit focuses on bringing independent educational workshops and a vibrant tradeshow floor for the benefit of tech professionals at every career stage, in every industry and organization type. In addition, MTUG features its Co-Sponsored Technology Scholarship awardees each year with our scholarship administrator, the University of Maine Foundation, and its corporate scholarship co-sponsors. Scholarship awardees are given free access to the show for themselves and a guest. They also extend a 50% off student discount for all other tech students. |
| Manufacturers Association of Maine | \$ 10,000 | Event Sponsorship - The Maine Manufacturing Summit is an annual event that focuses on specific issues, concerns, information, innovation, and celebration of manufacturing in Maine. |

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| Mount Desert Island Biological Laboratory | \$ 5,000 | Event Sponsorship - The 49th 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 incredible opportunity for like-minded scientists of varying academic and career levels to share research results, exchange ideas, promote collaboration, and network with Maine scientists in a variety of disciplines. |
| SCORE Maine | \$ 49,375 | Program Sponsorship - MOU to support SCORE's efforts to assist individual entrepreneurs and businesses toward sustainable economic growth. |
| Small Enterprise Growth Fund | \$ 5,000 | Event Sponsorship - Support for the 1st Annual Maine Start-up Challenge. Maine Start-up Challenge is a business plan competition for Maine's start-up ecosystem. The Challenge has four tiers: elementary, high school, college, and open, to encourage participation and entrepreneurial thinking across age groups. Business plans will be judged by a panel of Maine investors and entrepreneurs. An in-person recognition event was held in Portland to celebrate the winners in each tier. The event brought together the start-up community and allowed the winners to pitch their ideas! |
| State Science and Technology Institute | \$ 5,000 | Annual Dues for membership |
| The Jackson Laboratory | \$ 10,000 | Event Sponsorship - The Maine State Science Fair (MSSF) enables Maine high school students to initiate, sustain, and complete independent mentored research and engineering projects. MSSF is not just a single, stand-alone, event; it is a sequence of programs that collectively aim to increase the capacity of Maine schools to support student research and encourage higher education and careers in STEM occupations. Utilizing the strengths of the partner organizations, The Jackson Laboratory and the Maine Mathematics and Science Alliance, the MSSF curriculum includes paid teacher professional development and summer coursework, a self-paced online course for students new to research, and a dedicated program advisor who meets with both teachers and students, in-person or online. MSSF provides the systems necessary for research including Institutional Review Board for human subjects studies, and oversight of research involving vertebrate animals or hazardous materials or activities. A major culminating event, the Fair, combines aspects of a scientific conference, a college expo, and an awards ceremony. |

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| UMaine Alumni Association | \$ 5,000 | Event Sponsorship - The Alumni Association's "Innovators of UMaine" initiative showcases the successes of UMaine alumni and students in creating new products, processes, and technologies that contribute to Maine's economy. |
| University of Maine | \$ 79,500 | Various Sponsorships including the Innovate for Maine summer fellowship, symposiums, and summits. |
| University of Southern Maine | \$ 47,500 | MTI will provide MSBDC with funding to be paid in two semi-annual installments upon receipt of semi-annual reports to assist the MSBDC in its mission to assist and support Maine's entrepreneurs and small business owners, especially in the technology clusters. |
| UpStart Maine, Inc. | \$ 12,500 | Event Sponsorships – For the Greater Bangor-region's 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 were made during FY 2022