

MAINE STATE LEGISLATURE

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**MAINE MARITIME ACADEMY
CASTINE, MAINE 04420**



January 26, 2024

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 S. 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 2023: July 1, 2022 to June 30, 2023****Sole Source Purchases in Excess of \$10,000**

Vendor	Total Payments	# of Pymts	Description of Purchases
Atlantic Boat Company	42,742.47	5	The donated boat <i>Wizard</i> is stored at this boat yard and restrictions are in place regarding who can work on vessels within the yard. Necessary system repairs were completed here because moving the vessel to a distant facility to possibly use a different vendor would have added significant transportation 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.	10,449.00	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.
Atlantis Marine Air Conditioning	20,921.00	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.
Axway, Inc.	22,716.94	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.
Bio-Rad Laboratories	31,951.99	7	This purchase was directed by a grant and was specific to the purchase of a QPCR Thermocycler that is only produced by this vendor

Cable Marine	83,134.16	2	The donated vessel <i>Sondra D</i> was donated to the Academy and several systems needed repairs in order to offer the vessel for charter. This vendor completes work on vessels in this yard Florida. Moving this vessel to a distant facility for another service vendor would have added significant transportation costs to the project.
CampusESP Inc	25,750.00	1	The Academy purchased this software in FY22 via an RFP. This software provides a platform for parent involvement that impacts student success. This expense covers annual maintenance and updates.
Cayosoft Inc.	31,896.58	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 the Academy data. The original software was purchased via an RFP. This expense covers annual maintenance and updates.
Clear Channel Airports	28,945.80	1	The Academy decided to advertise the Academy to increase Admissions inquiries and application within Maine airports. This vendor has the contract to provide that advertising.
The College Board	23,810.86	1	This vendor provides maintenance and upgrades to the PowerFaid's Support Software used by the Academy Financial Aid Dept.
Crayon Software Experts LLC	89,277.70	1	The Academy contracts with this vendor to supply Microsoft Products for our campus. This is a sole source because Microsoft directs MMA to purchase directly from this vendor without additional options.
EBSCO	30,932.00	2	This vendor provides important magazine subscription services for student use that are industry specific that can't be found elsewhere.
Ellucian Support Inc	64,114.00	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.
Front Street Shipyard	56,795.20	10	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>Pentagoet</i> received necessary repairs that totaled \$21,694.66; The <i>St Roque</i> received necessary repairs that totaled \$11,070.40; the <i>Clark</i> received necessary repairs that totaled \$24,030.14

Governmentjobs.com, Inc	24,944.38	2	This is an important source for employment applicants that has greatly helped the Academy to improve hiring of qualified staff and faculty. The Academy acquired this service via an RFP in a prior year and this expense covers the annual subscription and maintenance. This vendor allows the Academy access to applicants that can't necessarily be found elsewhere.
Griffon Security Technologies, Inc.	67,013.47	5	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.
Instructure, Inc.	67,801.72	2	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.
Johnson Controls, Inc.	32,028.76	6	This system is unique to the Academy system and had to be sole sourced to work with the system. The expense 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.
JSTOR	10,550.00	1	The Academy subscribes to JSTOR for critical library subscriptions used in many areas of study for students. This is the only vendor that provides these important subscription services.
LapWare, LLD	10,164.00	1	The Academy subscribes to LaPWare to provide necessary materials for deck students. This is necessary for these students to succeed and acquire necessary licenses within their programs. This is the only vendor that provides this important subscription service.
Lyman Morse Boatbuilding	14,122.68	1	The donated vessel, <i>Stellaluna</i> , is stored at this boatyard. The boatyard requires that major repairs be completed in this yard. These expenses covered multiple vessel system repairs necessary to be completed before chartering the vessel.

Marlink Inc.	51,403.30	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.
Modo Labs	35,307.00	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.
PairSoft	28,806.00	1	The Academy used Workplace software for requisitioning materials and services for campus. This is a system that is used campus-wide and was purchased via an RFP several years ago. This expense covers the annual subscription cost and maintenance.
Patenaude Plasterers	13,147.50	1	The Academy made necessary repairs to the pool via an RFP. Once the work was in process, a major leak in the pool decking area was discovered that was causing a safety issue. This was the emergency repair to correct that.
Piney Narrows Yacht Haven	11,340.00	3	The donated vessel, <i>Angelus</i> , was stored at this facility when it was donated to the Academy. The vessel will remain at this mariner until it is chartered. It would be too expensive to cover the cost to move it to another marina/boatyard and this marina's rental agreement is reasonable for the area.
Safe Harbor Great Island	50,845.16	3	The donated vessel, <i>Starshine</i> , is stored at this boatyard. The boatyard requires that major repairs be completed in this yard. These expenses covered multiple vessel system repairs necessary to be completed before chartering the vessel.
Safe Harbor New England Boatworks	33,985.85	5	The donated vessel, <i>Wind Song</i> , is stored at this boatyard. The boatyard requires that major repairs be completed in this yard. These expenses covered multiple vessel system repairs necessary to be completed before chartering the vessel.
Shaw & Tenney	16,028.00	1	The Academy researched vendors that could build custom oars for program vessels. This is the only vendor that met those specifications. The Academy purchased 44 custom oars and associated leather kits that will be used for classes and regimental activities.

Siemens Building Technologies	79,101.01	15	The Academy originally purchased its automation and HVAC control systems from Siemens via an RFP. The repairs and maintenance of these systems have to be purchased from Siemens because they have proprietary rights to these systems.
Starlink	40,638.00	8	Starlink is the premier satellite broadband that is used on the Training Ship, State of Maine. MARAD (a division of the DOT) directed the Academy to purchase these satellite services from Starlink.
StarRez, Inc.	36,339.79	5	StarRez Software was purchased via an RFP in FY2018 and is used for Academy fundraising. This covers annual maintenance and upgrades.
Technolutions	30,645.00	3	Slate is a recruiting tool purchased via an RFP in a prior fiscal year. This covers the yearly maintenance and upgrades for the software.
Trinity Marine	22,523.03	2	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.
Wartsila	115,285.22	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.
Yokogawa Fluid Imaging Technologies Inc	119,955.00	2	This vendor provided a FlowCam Fluid Imaging Cytometer that was specific to a grant award. The grant specified this piece of equipment that can only be provided by this vendor. The equipment can now be used by students in various courses of study.
TOTALS:	1,490,612.57	120	
Total Procurement Over \$10K	19,922,836.02		
% of Total Procurement	7.48%		

Maine Maritime Academy**Vendor Payment for Fiscal Year 2023: July 1, 2022 to June 30, 2023****Memberships in Excess of \$1,000**

Vendor	Total Payments	# of Pymts	Description of Purchases
Association for the Advancement of Sustainability in Higher Education	1,225.00	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.
Association of Governing Board	7,712.50	2	Membership in the AGB allows access to content, resources, and tools for governance. This membership provides tools to the Academy Board of Trustees to help them navigate the challenges that face colleges.
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.
Coalition for College Access	4,500.00	1	Membership provides valuable tools for students to improve access to higher education, helping them to navigate the sometimes overwhelming process, and helping to ensure that students stay on track and successfully graduate on time.
College and University Professional Association for Human Resources	1,910.00	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.
The Common Application	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.
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.
Eastern College Athletics Conference	1,200.00	1	The ECAC is a conference comprising schools that compete in up to 15 sports, specializing in all divisions, covering many state in the eastern part of the United States, affording student athletes with the necessary competition to succeed.

Encoura LLC	25,800.00	1	This data platform is a data science and analytics technology platform that provides colleges and universities with 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.
International Accreditation Council for Business Education	2,650.00	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.
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 Business Officers	3,411.00	1	This organization is a leading source of professional development services for business and financial professionals.
National Association of Student Financial Aid Administrators	4,839.00	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.
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.
National Collegiate Wrestling Association	1,085.00	1	The NCWA allows for the Academy intercollegiate wrestling program to participate throughout many states.

New England Commission of Higher Education (NECHE)	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.
North Atlantic Conference	18,730.00	1	The NAC is the league within which most of the Academy's intercollegiate athletic programs operate.
Professional Golfers Assoc. of America	1,000.00	1	This membership allows for the Academy intercollegiate golf program to participate throughout many states.
Student Exchange Visitor Program	1,250.00	1	This membership allows the Academy to find legitimate foreign students or exchange visitors via the Department of Homeland Security.
TOTALS:	130,936.50	20	