

MAINE STATE LEGISLATURE

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January 31, 2024

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, 2024.

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 blue circular scribble.

Brian Whitney
President

Enclosure



Memo

To: The Maine Legislature
From: Maine Technology Institute
Date: January 23, 2024
Re: Report to the Legislature under Title 5, Chapter 379, Section 12023

Fiscal Year 2023

The Maine Technology Institute submits the following report related to its fiscal year ending June 30, 2023 (“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:

Advocate Media USA, Inc.	\$ 10,000.00	Annual costs related to advertising promoting MTI as a partner to those in the innovation ecosystem.
Blackbaud, Inc.	\$ 96,267	Annual Licensing cost related to MTI’s grants management software to support award programs and provide a portal for awardee submissions.
C & P Management Services, LLC	\$ 138,143	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 specializing in guiding companies to develop and submit competitive federal proposals.
Colleen McCracken	\$ 18,178	E-Resident - Contractor is an independent service provider with skills and executive expertise in delivering strategic business advisory and coaching services to a diverse set of clients in both large corporate and small entrepreneurial businesses.

Elizabeth R. Butler	\$ 75,733	Attorney selected based on specialized institutional knowledge and deep practice experience in the Maine Innovation Ecosystem.
Innovative Natural Products Group	\$ 55,561	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.
Janet Anne Knight	\$ 26,738	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	\$ 10,448	TAP Team member - Contractor has 25+ years of federal government service with broad knowledge of the NIH Program. She brings extensive experience in virtually all aspects of the NIH SBIR/STTR programs and processes.
John D. Karp	\$ 21,945	E-Resident - Contractor with advanced skills and expertise in strategic planning for growth and development, innovation engineering, technology, business planning, enterprise formation, marketing, intellectual property, accessing capital.
KMA Human Resource Consulting LLC	\$ 10,138	High-level Human Resources Consulting.
Mainebiz	\$ 27,302	Annual costs related to advertising promoting MTI as a partner to those in the innovation ecosystem.
Matthew Hoffner	\$ 92,434	E-Resident - Contractor is a successful entrepreneur and an independent contractor with advanced skills and expertise in assisting businesses to develop from a startup 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	\$ 13,674	E-Resident - Contractor knowledgeable in entrepreneurial and institutional roles at inception and growth stages. Skilled manager of businesses and projects through interim C suite-level and collaborative, hands-on leadership. Emphasis on emerging market opportunities and innovative products.
Providentia Group PLLC	\$ 37,594	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.
Stanton W. Gavitt, Jr.	\$ 12,600	TAP Team member - Contractor has nearly 40 years' experience in government accounting. He provides expert knowledge in compiling company indirect cost rates, developing budgets, and responding to audit inquiries.
Transformative Knowledge Group	\$ 41,170	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	\$ 39,000	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 –

Bioscience Association of Maine	\$ 17,000	Conference Sponsorship – The Bioscience Association of Maine (BioME) is a trade organization that promotes the industry’s steady growth, interprets its benefits to the public, and influences pertinent public policy. BioME aims to advance economic growth and opportunities within the life sciences community in Maine.
Central Maine Growth Council	\$ 5,000	Event Sponsorship - Better Maine Conference
Coalition of EPSCoR States	\$ 37,500	Program Dues - The Established Program to Stimulate Competitive Research (EPSCoR) is a federal-state partnership program designed to enhance the capabilities of designated states and territories to conduct sustainable and nationally competitive R&D.
Economic Development Council of Maine	\$ 5,000	Conference Sponsorship - EDCM was founded in 1956 as the Industrial Development Council of Maine. Program meetings on various economic development topics including the annual legislative update, an annual summer seminar, and other networking and training related events provide a variety of opportunities to meet and interact with individuals involved in economic development throughout the state.
Educate Maine	\$ 1,250	Event Sponsorship - Girls Who Code Summer Camp at TechPlace on Brunswick Landing
Entrepreneurship for All	\$ 55,000	Program Sponsorship - EforAll will establish their program in Maine, hire local experts, cultivate local partnerships, host pitch contest, launch a business accelerator program, and host networking events.

Environment & Energy Tech Council of ME	\$ 13,000	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 within the sector, and the encouragement and support of individual entrepreneurs and businesses within the State of Maine toward sustainable economic growth.
Greenlight Maine Fund, Inc.	\$ 50,000	Program Sponsorship - Greenlight Maine promotes businesses in a televised pitch competition where they are awarded thousands of dollars to scale and create jobs in Maine. GLM is a collaboration with the public and private center entities in Maine to shine a spotlight on the growing ecosystem in Maine, create jobs, celebrate diversity, and attract business to Maine.
Happy Planet Capital, LLC	\$ 5,000	Program Sponsorship - Podcast that celebrates innovation in Maine.
Inclusion Maine L3C	\$ 5,000	Conference Sponsorship – Calling on businesses & rural communities to adopt practices that help attract and retain an inclusive workforce within Maine.

Main Street Skowhegan	\$ 10,000	Program Sponsorship – Main Street Skowhegan is a nonprofit working to revitalize Skowhegan. They started the Skowhegan Center for Entrepreneurship in April 2022 as part of an implementation plan for bolstering its entrepreneurial ecosystem.
Maine & Company	\$ 20,000	Membership - Maine & Co. provides free and confidential consulting services to businesses looking to relocate to Maine or expand within Maine. 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 Aquaculture Association	\$ 20,000	Program Sponsorship - Maine’s blue economy faces a daunting future with wild-capture fisheries in decline and saturated in-state aquaculture markets. This research proposal seeks to improve our understanding of potential inland and nontraditional markets for Maine-produced aquaculture seafood, including as assessment of the seafood supply chain, which seeks synergies between aquaculture and wild-capture seafood.
Maine Center for Entrepreneurs	\$ 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 them to provide Maine entrepreneurs with the programing, mentorship, training, and knowledge they need to grow and succeed.

Maine Development Foundation	\$ 5,000	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.
Maine Discovery Museum	\$ 10,400	Event Sponsorship - The Maine Science Festival (MSF), which launched in 2015, is the first and only science festival in Maine and an independently funded program of the Maine Discovery Museum. Since conception, more than 60,000 people have attended the MSF, where they showcase the science (and technology) happening in Maine, using the format and structure of an arts or music festival. They produce public science events - forums, workshops, talks, art exhibits, film screenings, and hands-on activities - that focus on the science happening in Maine.
Maine International Trade Center	\$ 62,500	Event Sponsorship - Seagrassiculture USA 2023 - The Seagrassiculture 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. Maine was selected as the location for this first U.S. event because it is recognized as an international leader in seaweed harvesting and value creation. This is an opportunity to showcase and market this reality globally to attract investments, technology, and a skilled workforce to our growing industry.

Maine Mathematics & Science Alliance	\$ 15,000	Event Sponsorship - The Maine State Science Fair (MSSF) enables Maine high school students to initiate, sustain, and complete independent 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, MMSA and the Jackson Laboratory, the MSSF offerings include paid teacher professional development, self-paced online lessons to guide students through the course of their projects, and a dedicated program advisor who meets with both teachers and students in-person or online.
Maine Office of Outdoor Recreation	\$ 1,250	Event Sponsorship - The Maine Outdoor Economy Summit is a two-day forum for the outdoor industry to come together and focus on the shared vision of advancing Maine's outdoor recreation economy. A highlight of the Summit will be the Product Showcase which features a number of outdoor gear and product manufacturers in Maine, some of whom have received assistance from MTI.
Maine Small Business Development Centers (SBDC) - Admin Office	\$ 100,000	Program Sponsorship - MTI provides funding to assist the SBDC in its mission to assist and support Maine's entrepreneurs and small business owners, especially in the technology sectors.
Maine State Chamber of Commerce	\$ 10,000	Program Sponsorship.
Manufacturers Association of Maine	\$ 5,000	Event Sponsorship - The Maine Manufacturing Summit is an annual event that focuses on specific issues, concerns, information, innovation, and celebration of manufacturing in Maine.

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 across 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.
New England Clean Energy Council (NECEC) Institute	\$ 2,800	Event Sponsorship - CleanTech Open
Roux Institute	\$ 50,000	Event Sponsorship - Designed to build community, make connections, and transform ideas into prototypes. The Maine Start Summit is an annual series of hackathons which support collaboration between curious, driven people across Maine. Over the course of three days, participants form teams, develop a unique idea, and learn how to build and pitch a successful business.
SCORE Maine	\$ 50,000	Program Sponsorship – Funding to support SCORE's efforts to assist individual entrepreneurs and businesses toward sustainable economic growth.
Small Enterprise Growth Fund dba Maine Venture Fund	\$ 10,000	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. A panel of Maine investors and entrepreneurs will judge business plans.
State Science and Technology Institute	\$ 5,000	Annual dues for membership
University of Maine	\$ 21,000	Various Sponsorships including the Innovate for Maine summer fellowship, symposiums, and summits.
UpStart Maine, Inc.	\$ 10,000	Event Sponsorships - Big Gig, Blitz, Maine Innovation Nights, and Virtual Mentor Nights

Westbrook School Dept	\$ 2,500	Event Sponsorship - The Final Pitch is a school-specific local event held in Portland where teams of student entrepreneurs in the business program pitch their product or service idea to a panel of judges from the Greater Portland area.
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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 made during FY 2023