

MAINE STATE LEGISLATURE

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January 31, 2025

The Honorable Matthea Daughtry
President of the Senate
3 State House Station
Augusta, Maine 04333

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

Dear President Daughtry 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 Technology Institute (MTI) due by February 1, 2025.

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 light blue circular scribble.

Brian Whitney
President

Enclosure



Memo

To: The Maine Legislature
From: The Maine Technology Institute
Date: January 31, 2025
Re: Report to the Legislature under Title 5, Chapter 379, Section 12023

Fiscal Year 2024

The Maine Technology Institute submits the following report related to its fiscal year ending June 30, 2024 (“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:

Benjamin Chesler	10,211	E-Resident - Independent contractor with skills and expertise in assisting businesses to improve performance, implement complex projects and establish quality assurance and quality control systems.
Blackbaud, Inc.	104,846	Annual licensing cost related to MTI’s grant management software used to support award programs and provide a portal for awardee submissions.
C & P Management Services, LLC	34,361	Technical Assistance Program (TAP) Team Member - Contractor is the founder of C & P Management Services, LLC, with over 25 years' experience in the SBIR/STTR program and deep program knowledge specializes in guiding companies to develop and submit competitive federal proposals.
C. J. Talbot Services	37,382	TAP Team member - Contractor has deep knowledge of business strategy and customer development, providing tailored guidance to companies for developing a strong commercialization strategy.

Camoin Associates, Inc	40,445	Economic Development consulting firm engaged to assess the existing technology sectors used at MTI for relevance, primarily through the analysis of trends in industry.
Colleen McCracken	44,022	E-Resident - 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	60,672	Attorney selected based on specialized institutional knowledge and deep practice experience in the Maine innovation ecosystem.
FAME	37,000	Provides tailored financial reviews for select projects.
Forest City, LLC	25,000	Contractor provided support for Maine Accelerates Growth and ecosystem partnerships
Innovative Natural Products Group	28,596	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	12,652	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	15,120	TAP Team member - Contractor has 25+ years of federal government service with extensive knowledge of the NIH Program. She brings experience in virtually all aspects of the NIH SBIR/STTR programs and processes.
John D. Karp	21,430	E-Resident - Contractor with advanced skills and expertise in strategic planning for growth and development, innovation engineering, technology, business planning, enterprise formation, marketing, and intellectual property.

Matthew Hoffner	81,064	E-Resident - Contractor is a successful entrepreneur and an independent contractor with advanced skills and expertise in assisting businesses to improve performance, implement complex projects, and establish quality assurance and control systems. Leads our team of E-Residents.
Merritt Carey	33,090	Contractor with expertise in seafood marketing and communications, in depth knowledge of state and regional fisheries and stakeholders.
New England Business Media, LLC	21,870	Annual costs related to MaineBiz marketing and events that promote MTI's services.
Patricia Pinto	31,343	Contractor skills include strategic and business planning, and product development. Also provides mentoring and collaboration knowledge and support.
Providentia Group PLLC	38,142	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.
Rebel Global Security, LLC	16,000	Cyber Security Consultant for status review and recommendations (Tech Hub).
Sally DelGreco	16,280	Contractor is a consultant and project manager with extensive grant writing experience. She is adept at managing complex, multi-stakeholder projects and synthesizing and manipulating data.
Transformative Knowledge Group	69,221	TAP Team member - Contractor has deep knowledge of 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 –

Abundance Works, LLC	10,000	The Profit Decoder Masterclass, in collaboration with Maine Center for Entrepreneurs (MCE), is aimed at addressing one of the biggest pain points for innovators and entrepreneurs in Maine's innovation ecosystem - profitability. Understanding profitability is crucial for success, yet it remains a challenge for the vast majority of businesses. This masterclass gives participants the tools and knowledge they need to engage with their financials without complex spreadsheets, math, or accounting.
Bioscience Association of Maine	10,000	Conference Sponsorship - Bioscience Association of Maine (BioME) is a trade organization which 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 by allocating equal involvement in life sciences advocacy, education, economic development, workforce development, and attracting out-of-state business.
Central Maine Growth Council	5,000	Event Sponsorship - Better Maine Conference
Clean Flame Thermal Solutions	1,400	Cleantech Open Northeast Participation
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 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.

Environment & Energy Tech Council of ME	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 flow 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.	75,000	Program Sponsorship - Greenlight Maine promotes and invests in innovation, entrepreneurship, and growing Maine's economy by promoting businesses in a televised pitch competition where they are awarded thousands of dollars to scale and create jobs in Maine.
Inclusion Maine L3C	5,000	Conference Sponsorship - Maine-based conference convened to help businesses & rural communities adopt practices that help attract and retain a diverse workforce.
Junior Achievement of Maine	5,000	Junior Achievement Career Speaker Series: Entrepreneurship
Kennebec Valley Community College	3,000	KVCC's business entrepreneurship program is an incubator-like training to develop start-ups and idea-stage businesses through a cohort model of 20 businesses over the course of 4 months.
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 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 Innovation Center	5,900	Sponsorship of the biennial Northeast Aquaculture Conference & Exposition (NACE) was created in 1998 by the Maine Aquaculture Innovation Center with the goal of bringing together producers, service providers, vendors, researchers, students, and managers from across the northeast region to discuss pressing issues and relevant research on aquaculture.
Maine Center for Entrepreneurs	117,500	Program Sponsorship - The 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.
Maine Development Foundation	2,500	Annual membership & sponsorship of annual meeting
Maine Discovery Museum	7,500	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 inception, 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 and being used in Maine.
Maine Fisherman's Forum	5,000	The Maine Fishermen's Forum hosts fishermen, gear suppliers, scientists, government, and other stakeholders to collaborate on markets, resource status, regulations, the latest in technology, the environment, and more.
Maine International Trade Center	11,500	Maine International Trade Day brings together members and community partners to recognize our award winners and highlight a specific topic in global trade.

Maine Mathematics & Science Alliance	25,000	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 Public Relations Council	1,000	The MPRC conference features inspiring keynote speakers, an engaging media panel, and cutting-edge breakout sessions that educate professionals and entrepreneurs.
Maine SBDC - Admin Office	50,000	Program Sponsorship - MTI provides Maine SBDC with funding to assist its mission of advising and supporting Maine's entrepreneurs and small business owners, especially in the technology clusters.
Maine Space Grant Consortium	7,500	Funding to support pitch competition at the 2nd Annual Maine Space Conference in October 2024.
Maine State Chamber of Commerce	5,555	Green Crab survey, education, and giveaway.
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 all across the state of Maine. This symposium poses an 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.
NECEC Institute	1,000	Event Sponsorship - CleanTech Open
Owls Head Transportation Museum	2,500	STEM Fest is an event that focuses on bringing awareness of STEM fields and careers to the students and communities of Maine.
Scratchpad Accelerator	5,000	Scratchpad Business Accelerator - Scratchpad Accelerator stands at the intersection of innovation and opportunity, providing a fertile ground for high-growth companies to thrive.
Service Corps of Retired Executives	50,000	Program Sponsorship - MOU 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 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 are judged by a panel of Maine investors and entrepreneurs.
Startup Maine Inc.	25,000	Sponsorship for Startup Maine's Startup Week 2024.
State Science and Technology Institute	5,000	Annual Dues for membership.
The Jackson Laboratory	10,000	The Maine Biomedical Innovation and Technology conference (BIT) is a program focused on current and emerging biomedical research and how these activities advance the Maine economy in line with the state's 10-year economic development plan.
The Third Place, Inc.	2,500	Bangor area festival bringing together immigrants north of Southern Maine interested in entrepreneurship.
University of Maine	24,500	Various Sponsorships including the Innovate for Maine summer fellowship, symposiums, and summits.

UpStart Maine, Inc.	22,500	Event Sponsorships – Greater Bangor region sponsorship of events like Big Gig, Blitz, Maine Innovation Nights, and Virtual Mentor Nights.
Westbrook School Dept	1,000	Event Sponsorship - The Final Pitch is a school-specific local event held in Portland where teams of student entrepreneurs in the business program at WRVC pitch their product or service idea to a panel of judges.

- 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 2024