



Maine Maritime Academy Board of Trustees

COMMITTEE OF THE WHOLE MEETING MINUTES

February 23, 2023, 9:00am
Remote Meeting Via Zoom

Members Present: Jason Oney, Kitt Watson, Bob Somerville, John Webb, Miles Theeman, Anne Devine, Katy Longley, John King, John Webb, Ted Dey, Doug Wellington, Morten Arntzen, Paul Mercer, Alaina Adams

Also in attendance: VP Haley, VP Williamson, COO Craig Johnson, VP Rosen, VP Reilly, Bob Bower, Bill Full

Other members of the MMA staff and faculty were also present.

- **Chairman's Introduction:** Chairman Oney thanked everyone for coming and opened the meeting at 9:00am. He started by welcoming Bob Bower, MMA's new attorney covering Derek Langhauser's position. He also mentioned that it was decided to hold the meeting remotely due to inclement weather conditions. He noted that this is the first meeting since the accident and wanted to make a note of how heavily it is weighing on all our minds and that the healing process is ongoing.
- **President's Report:** President Paul thanked the three trustees whose terms are up, Trustees Anne Devine, Doug Wellington and Ted Dey. Trustee Oney also thanked them for the time and valuable experience and contributions that they gave to the board. He noted that the new members will be confirmed next month.

President's Report

- Update on Accident - continuing to offer support to all students, the response was handled appropriately and the internal team did a great job. There will be more on this topic in the coming weeks, given the nature of the event in regards to Maine State Police and the DA's office. There will be a separate communications team ready to address that if necessary. We have an additional group that has convened to address the factors of travel on the Castine Road.
- Commencement – Senator Susan Collins has agreed to be our Commencement speaker this year. It is a big year for us and her office as it relates to the new training ship. We are in regular communications with her office regarding NSMV. She has been incredibly supportive.

- Update on Legislative Session. We are making good progress in Augusta. We put forth the most aggressive request for base increase in State funding in the Academy's history. The Governor increased our base by 4.4% with an additional 2.9M to our base. President Paul has been meeting regularly with key members of the legislators.
 - Appropriations – we are taking a historic level approach to seeking more funding from the federal government. Dr. Williamson procured two federal grants. We just put in a request to our Senators that is north of 30M. 25M in programmatic and 5M in facilities.
- Update on Federal Governmental Affairs – We are working diligently to support the needed funds for the new training vessel as well as the necessary renovations to the waterfront.
- Working Groups - there are 12 separate working groups that have begun work. Some examples are the deficit reduction group, CPMD, The Bowdoin group and the expansion of our yacht donation program. Another group is development in nuclear propulsion and power, in keeping in line with trending energy resources. ABS is one of the partners we have established to assist in that area. We are also renewing our yacht club to give students the opportunity to spend more recreational time on the water.
- Pending Topics
 - NSMV – we are making progress with the current gant chart. We will press forward to get the contract awarded in time. Permitting is also taking some time as we work with the Town of Castine and moving through land use projects. We have secured counsel for land use to ensure that concerns from the public are addressed. The keel laying ceremony has been scheduled for May when the current TSSOM is in port at the Philly Shipyard during this summer's cruise. It will likely be attended by at least one Senator and possibly the Governor. Rhonda or Craig will send more information as it becomes solidified. Oct 8, 2024 is still the official date of delivery, it may be sooner and we are working to be ready if that is the case.
 - Football + Wrestling – we are making progress on football, and just announced the new head football coach to our team. Calvin Powell joins us in March. Steve Peed added that Calvin Powell is tailor made for the roll. His background is ideal, and we already have 10 firm commitments of students to enroll with more expected soon. There is a lot of excitement surrounding our new Coach. President Paul added that we are in compliance with the Alfond gift. Wrestling is going to be a full NCAA sport, to include Maine's only women's wrestling team. Early response looks to fill a full roster the first season. The club team is doing very well so far. Many may qualify for the nationals in Puerto Rico later this Spring.
 - CPMD [Craig] – We are focusing on relationships with companies that hire our graduates and take our cadets. We are working on MOU's with many companies including Hornbeck, and asking for a portion of their training budget to help cover costs. These companies see us as partners rather than competition. President Paul added that he has been accessing Craigs list of contacts and making cases for those companies who enjoy the benefit of our product. Craig is projecting a gain from 500K of income to 1.2M in income from these relationships.

- MME & Cadet Maintenance – this is the Maine Maritime Edge, coming from conversations and suggestions that the historical difference between an MMA 3rd and other maritime academy 3rd is not what it used to be. This group is working to get back our competitive edge including a need to modernize the hands-on piece and maintenance that has always been part of our brand.
- Foundation – President Paul updated that we have a bill in the house and senate and it's been very well supported so far. They are happy that we are willing to raise funds for ourselves and if the bill passes, we will go through a process to put the infrastructure in place for that foundation. Chris Haley, President Paul and Larry Burrill attended a conference in San Antonio and made good connections there, including with Mr. George Watt from AGB.
- Alum Chapters – there is a need to provide additional support for alumni chapters to build their network or build new networks, specifically in SE Florida. Craig and Chris's team are working on building that chapter.
- Admiral's Dinner – we are looking at hosting this new event, not to be confused with Night by the Bay. Craig noted that we have chosen a location in Houston and looking for corporate sponsorship. Hoping for 150 for this first event. We already have verbal commitments from some big companies. MMA looks to exceed the profits seen by Mass Maritime's similar event and stay on the cutting edge of what industry is looking for. President Paul added that we are developing strategies to make a significant campaign to increase the number of persons who have included MMA in their planned giving. This is now called the "Legacy Society". We are also looking to significantly boost the dollars that support scholarships and seek more donors for more scholarships as well. The Major Gifts team is a working group that is working closely on this effort.
- EMBARC – this is associated with sexual harassment on ships. A huge focus with pressure on all the SMA's is on MARAD and is being recognized by members of congress to adjust and adapt to a host of protections to ensure safe seas for our cadets. We are in the midst of synchronizing their proposals with what we have already been doing. It's a major issue on a national level.
- Bowdoin – we have hired a full time Captain, Alex Peacock. The Bowdoin working group includes him and five other captains that are looking ahead to arctic expeditions and raising funds to support those. We are planning to go to the Arctic in 2025. In 2024 there will be an initial cruise to Newfoundland. The State of Maine provides \$50K per year for expenses and President Paul has asked for half of the cost of the next two expeditions. We are optimistic about the governor accepting that request.
- COVID – the MCCS came out with the decision to eliminate the vaccine mandate effective immediately. The UMaine system has not done that yet. We have made an adjustment for not mandating the booster, except for the training ship and the Bowdoin, based on the contributions of doctors, and our internal team, which will be lifted on May 11th.

- Communications & Marketing – President Paul had previously requested a supplemental budget for communications and marketing and included in that was funding to hire a communications director and marketing coordinator. That process was not successful. President Paul used those funds to hire on a contract basis Mrs. Kate Noel who has been a tremendous help in the President’s office. In addition, we hired Sutherland Weston, of Bangor to help with marketing. A significant percentage of their time will be spent on enrollment.
 - Management Data Set – we have data here and are making some progress but would like to move to a more sophisticated data warehouse, SMS has been very helpful with that process.
 - International – If we want to say we are ranked as the #1 college in the world, we have to be in the world more. We are looking at regenerating some of our programs such as international students, faculty, and possibly host the IAMU conference in 2025 or 2026. Mass Maritime was chosen to host in 2024. The last time MMA hosted was in 2002.
 - Planning Grant – we are at a stage where we need to look 30-50 years into the future to see what we will be and how will we get there. President Paul met with other college presidents to produce some models for proposals. The cost for these is significant and we would need to seek a grant to assist in paying for the phases of that project.
 - Reg Manual – President Paul noted that we are speaking in terms of an effort called regimental excellence to maintain our continuous improvement for our regiment itself, including a component to reassemble the regimental manual, and update it. President Paul attended the change of command ceremony and was impressed by how they looked, but on a day-to-day basis there are some improvements we can make. The outgoing RC and incoming RC are working together to make some of the changes necessary.
 - Town & Gown – President and Mrs. Paul have immersed themselves in the town and have gotten to know many people in town on a personal level and are making good progress.
 - Yacht Club – the importance of getting to enjoy the resources of being on the water needs to be expanded. We have many vessels from the Yacht Donation Program, but are also working on finding boats that we can keep here for the students to utilize.
- Opened for questions:
 - Alaina asked President Paul to elaborate on what Senator Collins priorities are looking forward and how can we look ahead. He responded that her top three priorities are: NSMV, NSMV and NSMV, followed by Bucksport. She is also interested in seeing more marketing and MMA in the media. Senator Collins loves MMA and loves to hear that we are Maine’s leadership college and wants it recognized more.
 - Building relationships with her staff members is one thing we can do. They love our goal of being #1 in the world.
 - Morten asked about the timeline for waterfront and the financial challenges. How will this impact our ability to go out to bid. President Paul answered it is difficult. It’s a daily focus for him, several trustees and VP’s to try and close the timing gap. This funding is on a reimbursable basis and we don’t have those funds on hand yet.

- Miles asked about the two earmarks received. What are those for and can that offset an expense? President Paul deferred to Dr. Williamson, who responded that yes, we can offset some costs with that earmark.

Educational Policy Committee/TSSOM Update [Dr. Williamson]

Dr. Williamson thanked Chairman Oney and President Paul for the care and commitment of the MMA community. He is grateful for the compassion demonstrated and thanked Dean Davis and her team in providing grief counseling to the students as the semester began.

Some key points are cruise planning, which is well underway. It's a full ship, we signed with Texas for our overflow. Forty-eight students will be sailing with them. Most of the training officers we need have been identified at this point. We will be providing summer maintenance sessions this summer. It's a very important part of our curriculum.

We are planning for ABET engineering and technology. We are on the final stretch of our USCG audit, thanks to our team for preparation assistance. The process is having quality standard systems which is part of continuous improvement process.

The first time pass rate for coast guard exams has created a fluctuation in our pass rate. We have a core team looking into the exam and indicators that tell them how they are doing. The exam prep class task force has done a survey among the students who took the exams and are putting together strategies for improvement. One of the big challenges is with the chart plot portion. The coast guard developed new chart plot exams and all of the academies have been challenged by them.

We have been experiencing high turnover of faculty members. Retention is becoming more of a challenge. We are implementing a center for teaching excellence to help address this issue.

Offshore Wind – Trustee Mercer reported that off the island of Monhegan and off the coast of Portland have been chosen as potential locations. Pinetree offshore wind has been selected. The R&D initiative is a great opportunity and provides resources to reinvest in our infrastructure. The Maine DOE grant was awarded for micro credentials and digitization. It's a shift in terms of hands on education, digitized hands on and using that intelligence to create operational efficiencies.

Financial Update [Richard Rosen]

Morten noted the finance committee met and reported that after a tough last year, our endowment level is back up. They had a detailed discussion of the waterfront project, and they approved the second quarter of 2023 financials.

Richard Rosen reviewed the mid-year financials which show the key indicators are all tracking on target. Expenses to date are running slightly under budget.

Information Technology

No update

Facilities, Safety & Security [Richard Rosen]

Curtis Hall renovations are in the planning phase. We are encouraged by the response to our bid requests and are on track to put the last piece out to secure the full 33M needed to complete the project. President Paul added that VP Rosen has attended multiple events at the Capitol and has been very influential due to his long-standing relationships with the legislature.

Operations Committee – [Trustee Mercer]

Trustee Mercer has been on campus several times regarding operations. The pier design team is fulfilling their scope of work. Sometime in early April, if we don't have the funding plan in place the schedule will start to slip. Funding of the Pier needs to be a top priority. Trustee Mercer is very concerned about the timeline and the amount of work that still needs to be done.

VP Rosen confirmed the challenges and timeline constraints that Trustee Mercer pointed out. He also noted in terms of other projects, we are going out to bid for the boat storage facility on the Penobscot property. There are some other onsite project underway such as replacement of windows in Dismukes and the auditorium renovations.

Enrollment Management/Student Affairs Committee [Kim Reilly, Deidra Davis, Steve Peed]

Trustee Dey – turned the floor over to VP Reilly, Dean Davis and AD Peed.

VP Reilly started with an update on deposits. We are up 81 applications from this time last year. The new team has been working hard to build new processes. Ryan French is working on financial aid and getting packets out in a timely manner. Beth Simms is our graduate enrollment specialist and has gotten the program up and running in slate. Jeff Cockburn is doing great things with the new Blue and Gold program. Marc Gousse has been on the road a lot, bringing more visitors to campus starting with elementary students. Ross recently had two-hundred boy scouts on campus and Zach had a number of women and STEM students here as well.

The Enrollment Team is working with academics to assist students in finding the appropriate programs from the start to help improve retention. There is a specific working group for graduate enrollment and marketing.

VP Reilly noted that there are many students who are waiting for the COVID-19 vaccine mandate to be rolled back before accepting their offers to attend. Bill Full echoed that concern.

Athletics Update [AD Peed]

AD Peed gave a quick update on the search for men and women's wrestling program coaches. Toney Demiro was named the Swimming and Diving Coach of the Year. Craig Dagan was named the Women's Basketball Coach of the Year. Women's basketball will be hosting the NAC championship this Saturday, which will be the last game on the old gym floor. New construction is beginning in the Spring.

AD Peed talked a little about football, we have 10 deposits and looking for a group of about 35 people who want to begin football immediately.

Student Services Report [Dean Davis]

Dean Davis mentioned the efforts utilized to assist the students with trauma and grief counseling at the start of the semester were highly successful. We have five active COVID-19 cases and are dealing with those by isolating students and staff if necessary. Residential life is continuing to provide many activities for the students on and off campus.

The Women of Distinction panel will be held in March. There are upcoming vacancies in student services. Victoria Blackwood is retiring in May and Eve Toomey will be leaving in March. They are starting the search for a new counselor as soon as possible. Chairman Oney asked how the students are feeling in general and Dean Davis responded that it comes in waves. The three survivors were all in the same department and are dealing with many different emotions. Her team is paying particular attention to roommates and those who were first on scene. The renovations to Curtis hall will likely impact the students quality of life in a negative way.

Advancement Committee [VP Haley]

Trustee Watson gave a good report about alumni participation, we are up from last year. (see attached Advancement report)

Governance Committee [Trustee Wellington, President Paul]

Trustee Wellington noted he enjoyed his 10 years on the board. He started an initiative updating the bylaws, and will submit a report to chair on progress of that initiative. He gave the floor to President Paul for comment about the strategic plan. President Paul noted that it's a living document that we continually track. We continue to manage to it and may update it with additional language but it's currently tracking.

This concluded the Committee Meetings. Our Board of Trustees meeting will begin at 11:30am.



Maine Maritime Academy Board of Trustees

ANNUAL BOARD MEETING AGENDA

**February 23, 2023, 11:36am
Remote via Zoom**

The meeting commenced at 11:36 a.m.

Chairman Oney introduced the first order of business.

RESOLUTION #1

MINUTES OF THE NOVEMBER 10, 2022, MEETING

On a MOTION by Trustee Morten and seconded by Trustee Mercer, the Board unanimously voted to accept the minutes of the meeting of November 10, 2022, as presented.

Chairman Oney's remarks

Chairman Oney gave welcome and thanked President Paul and the MMA team for their hard work and dedication and for being available for the call. He is always impressed by the amount of work that goes on every day and is encouraged by the open communication, candor and support for each other.

President Paul thanked Chairman Oney and commented that during the committee meeting, he walked through key items of focus and opened the floor for questions. There being none, Chairman Oney moved on to Bill Full, President of the Alumni Association for an update.

ALUMNI ASSOCIATION REPORT

President Full reported that the Association has been staying active and are focused on financial support. They have been rebuilding the class ambassador's participation rate. Finding people who want to do fundraising is not an easy task.

They are engaged in the Blue and Gold Program with over one hundred alumni participating and are looking into an alumni outreach program. Craig Dagan has some golf outings planned, which will be new for Florida and Yacht donations continue to help expand budget.

Jason thanked Bill for his leadership as President of the Alumni Association.

COMMITTEE REPORTS

Education Committee Report [Trustee Adams]

Trustee Adams offered a resolution for Emeritus Designation status for Professor Richard Miller and Professor Mark Shaughnessy.

RESOLUTION #2 presented by Dr. Williamson

On a MOTION by Trustee Theeman and seconded by Trustee Arntzen, the Board voted unanimously to accept the resolution as set forth above.

FINANCE & AUDIT COMMITTEE REPORT

Trustee Arntzen gave a quick recap of his committee report. The committee is working diligently on issues to raise money for waterfront improvements. Regarding the resolution presented concerning an increase in fees was not discussed at the finance committee meeting, so he deferred to President Paul for comment.

President Paul noted that this increase was a topic of discussion at a recent VP meeting. His view is that organizations that cannot or will not pass on inflationary costs and other rising costs to their customer will fail. He looked at the budget and determined that our fees need to be increased to account for our rising costs, including energy. There have not been substantial increases to our fees consistent with inflation in recent years.

RESOLUTION #3 presented by President Paul

Resolution Concerning an Increase in Fees

BE IT RESOLVED by the Board Of Trustees of the Maine Maritime Academy that the Academy administration is authorized to amend the current schedule of tuition rates and fees, notwithstanding prior resolutions, to the extent necessary to ensure a balanced operating budget for the 2023-2024 academic year and in doing so:

- Shall not increase tuition rates.
- Will limit the rate of increase in fees above the current established levels by no more than 6.4% and
- Shall limit the rate of increase in Room and Board above the current established levels by no more than 6.4%

On a MOTION by Trustee Longley and seconded by Trustee Arntzen, the Board voted unanimously to accept the resolution as set forth above.

OPERATIONS COMMITTEE REPORT

Trustee Mercer recapped the discussion on operations in the committee meeting and reiterated the need for funds.

ENROLLMENT COMMITTEE REPORT

Ted Dey thanked everyone and said he enjoyed serving on the board. Thanked President Paul for the opportunity to work at one of the gems of Maine. The Enrollment report is that we are ahead in deposits and will do our best to be sure that we get those students. Great report from AD Peed and their accomplishments including the return of football. Hats off to Deidra and her team for their student body accomplishments in the face of tragedy.

ADVANCEMENT COMMITTEE REPORT

VP Haley on behalf of Trustee Watson, reported that philanthropic support is up over 543,000 over last year. The annual fund is up over 846,000, primarily due to a successful football campaign and 174 more donors than last year for unrestricted estate gifts. Alumni participation is up. The committee reported on some upcoming events including an alumni class challenge for May, the Senior BBQ, and others. Advancement has received 170K to our endowment fund. Joe Lobley continues to make the Yacht Donation Program bigger and better. Pam Dewell, from Advancement will be stepping down from her position and Seth Brown has been hired as our new major gifts officer. VP Haley has three resolutions to present to the board.

RESOLUTION #4 presented by VP Haley

Resolution to Accept Gifts, Grants and Donated Property

BE IT RESOLVED that the Board of Trustees of Maine Maritime Academy accepts the gifts, grants, and donated property as listed below. (see attached)

On a MOTION by Trustee Theeman and seconded by Trustee Arntzen, the Board voted unanimously to accept with gratitude the gifts, grants, and donated property as listed above.

RESOLUTION #5 presented by VP Haley

Resolution to Establish the MMA Core Value Award

BE IT RESOLVED that the Board of Trustees of Maine Maritime Academy that the MMA Core Value Award as described below is hereby established. (see attached)

On a MOTION by Trustee Theeman and seconded by Trustee Mercer, the Board voted unanimously to approve the MMA Core Value Award as set forth above.

RESOLUTION #6 presented by VP Haley

Resolution to Establish the David '86 & Jill Cross Endowment Scholarship Fund

BE IT RESOLVED that the Board of Trustees of Maine Maritime Academy that the David '86 and Jill Cross Endowed Scholarship Fund, as described below is hereby established. (see attached)

On a MOTION by Trustee Theeman and seconded by Trustee King, the Board voted unanimously to accept the resolution as set forth above.

GOVERNANCE COMMITTEE REPORT

Trustee Wellington stated that he will supply a report to the chair on the process of updating the board bylaws that he had been working on. He thanked the board and noted that he has enjoyed being a member and is grateful to have had the opportunity to serve.

President Paul noted that we are continually working toward the goals in the strategic plan. It is a living document and will continue to be referred to as we move forward.

Chairman Oney noted that there would not be an executive committee meeting and asked if there was any other business. There being none, Chairman Oney asked for a motion to adjourn the meeting.

On a MOTION by Trustee Longley and seconded by Trustee Mercer, the Board voted unanimously to adjourn.

The meeting concluded at 12:21pm.

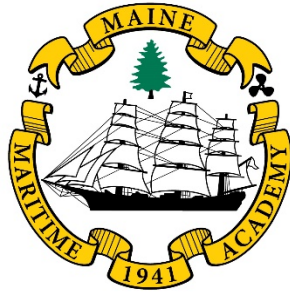


Maine Maritime Academy Board of Trustees

RESOLUTION

Resolution to Approve the Minutes of the November 2022 Meeting

BE IT RESOLVED that the Board of Trustees of Maine Maritime Academy approves the minutes of the November 2022 board meeting.



EMERITUS RESOLUTION

BE IT RESOLVED that the Board of Trustees confers emeritus professor status upon:

Professor Richard K. Miller

Professor Mark M. Shaughnessy



Maine Maritime Academy Board of Trustees

RESOLUTION

Resolution Concerning an Increase in Fees

BE IT RESOLVED by the Board Of Trustees of the Maine Maritime Academy that the Academy administration is authorized to amend the current schedule of tuition and fees, notwithstanding prior resolutions, to the extent necessary to ensure a balanced operating budget for the 2023-2024 academic year and in doing so:

1. Shall not increase tuition rates.
2. Will limit the rate of increase in fees above the current established levels by no more than 6.4% and
3. Shall limit the rate of increase in Room and Board above the current established levels by no more than 6.4%

Advancement

BE IT RESOLVED

that the Board of Trustees of Maine Maritime Academy
accepts the gifts, grants, and donated property as listed below

July 1, 2022 - January 31, 2023

Gifts and grants given of \$1,000 and above in this period

Capt. and Mrs. Brian A. Gebo '92	Class of 1992 Gray Ghost 5.15 Endowed Scholarship Fund	\$1,000
Capt. and Mrs. Christopher P. Mercer '88	Men's Football Fund	\$1,000
Capt. and Mrs. Jeffery S. Riedel '86	Annual Fund 2023	\$1,000
Capt. and Mrs. John D. Ingram, Jr. '79	Annual Fund 2023	\$1,000
Capt. and Mrs. John W. Murray '79	Annual Fund 2023	\$1,000
Capt. and Mrs. Michael J. Ames '77	Annual Fund 2023	\$1,000
Capt. and Mrs. Michael J. Ames '77	Class of 1977 Memorial Endowed Scholarship Fund	\$1,000
Capt. and Mrs. Winfred H. Bulger '59	Men's Football Fund	\$1,000
Capt. Kaveh Hagherdar '77 and Capt. Elizabeth McMull	President's Discretionary Fund	\$1,000
Capt. Robert W. Lawlor '66	Annual Fund 2023	\$1,000
Cmdr. and Mrs. Chad F. Shimunek '93	Annual Fund 2023	\$1,000
Cmdr. and Mrs. Edward A. Harmes '64	Class of 1964 Regimental Endowed Scholarship Fund	\$1,000
Cmdr. and Mrs. Edward A. Harmes '64	Class of 1964 Regimental Endowed Scholarship Fund	\$1,000
Dr. and Mrs. William J. Brennan	Men's Football Fund	\$1,000
Mr. and Mr. Gary Golembeske	Men's Lacrosse Fund	\$1,000
Mr. and Mrs. Chester T. Manuel '67	Class of 1967 Endowed Regimental Scholarship Fund	\$1,000
Mr. and Mrs. David H. Bolster '86	Men's Football Fund	\$1,000
Mr. and Mrs. David R. Knapp '86	Men's Football Fund	\$1,000
Mr. and Mrs. Earle A. Cianchette '77	Women's Basketball Fund	\$1,000
Mr. and Mrs. Edward E. Bulmer '66	Edward E. Bulmer Endowed Scholarship Fund	\$1,000
Mr. and Mrs. Everett A. Cooper '58	Men's Football Fund	\$1,000
Mr. and Mrs. Greg Tuerff	Men's Basketball Fund	\$1,000
Mr. and Mrs. J. Michael Brennan '62	Campus Beautification Project	\$1,000
Mr. and Mrs. James D. Brown '83	Men's Football Fund	\$1,000
Mr. and Mrs. James F. Dyer	Women's Basketball Fund	\$1,000
Mr. and Mrs. Jason A. Oney '96	The Captain William F. Brennan USN (Ret) '43 and Dr. William J. Brennan Endowed Scholarship Fund	\$1,000
Mr. and Mrs. Jason A. Oney '96	Women's Basketball Fund	\$1,000
Mr. and Mrs. John R. Hilton '62	Comprehensive Campaign Waterfront Fund	\$1,000
Mr. and Mrs. John S. Paulsen '86	Women's Basketball Fund	\$1,000
Mr. and Mrs. M. Shawn Longfellow '86	Annual Fund 2023	\$1,000
Mr. and Mrs. Mark E. Armstrong '85	Bowdoin Future Endowment Fund	\$1,000
Mr. and Mrs. Mark E. Armstrong '85	Men's Football Fund	\$1,000
Mr. and Mrs. Mark E. Thomas '95	Men's Football Fund	\$1,000
Mr. and Mrs. Michael R. Fulton '59	Men's Football Fund	\$1,000
Mr. and Mrs. Patrick D. Welch '92	Class of 1992 Gray Ghost 5.15 Endowed Scholarship Fund	\$1,000
Mr. and Mrs. Paul E. Mercer '73	Annual Fund 2023	\$1,000
Mr. and Mrs. Paul E. Mercer '73	Men's Football Fund	\$1,000
Mr. and Mrs. Richard B. Nadeau '77	Annual Passthrough Scholarships	\$1,000
Mr. and Mrs. Richard C. Holt, Jr. '86	Men's Football Fund	\$1,000
Mr. and Mrs. Robert F. Chiarello '62	Alumni Reunions Current Fees	\$1,000
Mr. and Mrs. Robert F. Vagt	Annual Fund 2023	\$1,000
Mr. and Mrs. Robert L. Scott	Bowdoin Operating Fund	\$1,000
Mr. and Mrs. Roland A. Morin '72	Class of 1972 Endowed Scholarship	\$1,000
Mr. and Mrs. Stephen E. Peed	Men's Football Fund	\$1,000
Mr. and Mrs. W. Tom Sawyer	Annual Fund 2023	\$1,000
Mr. and Ms. Neil Odams	Men's Football Fund	\$1,000
Mr. Bradley R. Reed '15	Men's Football Fund	\$1,000
Mr. Bruce A. Campbell '73	Annual Fund 2023	\$1,000
Mr. Cody J. O'Brien '18	Men's Football Fund	\$1,000
Mr. Craig H. Johnson '91	Yodak TV Sponsorship Fund	\$1,000
Mr. David Johnson	The Captain William F. Brennan USN (Ret) '43 and Dr. William J. Brennan Endowed Scholarship Fund	\$1,000

Mr. Edward H. Deroche '69	Annual Fund 2023	\$1,000
Mr. Eugene C. Fetteroll, Jr.	Fetteroll Endowed Scholarship Fund	\$1,000
Mr. Jay A. Gagne '92	Men's Football Fund	\$1,000
Mr. John H. King, Esq.	Annual Fund 2023	\$1,000
Mr. John O. Lontine '72	Class of 1972 Passthrough Scholarship Fund	\$1,000
Mr. Jon J. Fortier '86	Men's Football Fund	\$1,000
Mr. Joshua W. Reeks '20	Men's Soccer Fund	\$1,000
Mr. Lawrence W. Brown '72	Men's Football Fund	\$1,000
Mr. Mark B. Panza '74 and Mrs. Mary Claffey	Men's Football Fund	\$1,000
Mr. Matthew T. Stein '09	Annual Fund 2023	\$1,000
Mr. Michael C. Rand '06 and Mrs. Ashley T. Rand '07	Men's Football Fund	\$1,000
Mr. Philip J. Cohen '82	Men's Football Fund	\$1,000
Mr. Philip J. Cohen '82	Men's Football Fund	\$1,000
Mr. Richard L. MacLean '50	Annual Passthrough Scholarships	\$1,000
Mr. Robert Asselin	The Susan B. Mitchell Endowed Scholarship Fund	\$1,000
Mr. Robert D. Somerville '65	Annual Fund 2023	\$1,000
Mr. Robin W. Marchitello '96	Men's Football Fund	\$1,000
Mr. Ryan G. Armstrong '14	Campus Beautification Project	\$1,000
Mr. Ryan G. Armstrong '14	Men's Football Fund	\$1,000
Mr. Steven Fairbanks	Men's Football Fund	\$1,000
Mr. Thomas B. Littlefield '68	Annual Fund 2023	\$1,000
Mr. William A. Peddie '90	Men's Football Fund	\$1,000
Mr. William Hoffman	The Captain William F. Brennan USN (Ret) '43 and Dr. William J. Brennan Endowed Scholarship Fund	\$1,000
Mrs. Alyssa S. Fortin '08 and Mr. Tony Fortin	Women's Basketball Fund	\$1,000
Mrs. Margaret J. Fenderson	Annual Fund 2023	\$1,000
Mrs. Margaret J. Fenderson	Men's Football Fund	\$1,000
Ms. Carolyn Brodsky	Bowdoin Arctic Voyage Fund	\$1,000
Ms. Martha Bullock	Commander William C. Bullock, Sr. Regimental Endowed Scholarship Fund	\$1,000
Ms. Michelle Brescia	Development Gifts Suspense	\$1,000
RADM and Mrs. Mark R. Whitney '84	Men's Soccer Fund	\$1,000
Schwab Charitable	Anne Marie Samway Endowed Scholarship	\$1,000
Chas. Kurz & Co. Inc.	Annual Fund 2023	\$1,000
Klopp Marine Services, LLC	Annual Fund 2023	\$1,000
MMA Alumni Assoc. Seacoast Chapter	Annual Fund 2023	\$1,000
Ralph and Anita Leonard Donor Advised Fund	Annual Fund 2023	\$1,000
General Electric Foundation	Class of 1992 Gray Ghost 5.15 Endowed Scholarship Fund	\$1,000
The Donnelley Foundation	Commander William C. Bullock, Sr. Regimental Endowed Scholarship Fund	\$1,000
Mr. Charles T. Treadway III	Commander William C. Bullock, Sr. Regimental Endowed Scholarship Fund	\$1,000
Novartis U.S.	Eric B. Norton Memorial Endowed Scholarship Fund	\$1,000
Foss Maritime Company	Mariner Classic Golf Fees	\$1,000
R&P Technologies	Mariner Classic Golf Fees	\$1,000
Association of Maryland Pilots	Mariner Classic Golf Sponsorship	\$1,000
Foss Maritime Company	Mariner Classic Golf Sponsorship	\$1,000
R&P Technologies	Mariner Classic Golf Sponsorship	\$1,000
Eisenhour Industrial Solutions	Men's Football Fund	\$1,000
Mr. Nathan H. Odams	Men's Football Fund	\$1,000
Rollie's Bar and Grill	Men's Football Fund	\$1,000
Charities Aid Foundation of America	Waterfront Operations	\$1,000
Norton Consulting Services, LLC	Women's Basketball Fund	\$1,000
Leadbetter's Super Stops	Yodak TV Sponsorship Fund	\$1,000
Mr. James G. Shirley III '87	Annual Fund 2023	\$1,200
Mr. Nicholas A. Depatsy '20	Men's Basketball Fund	\$1,200
Captain and Mrs. Larry Burrill Charitable Fund	Mariner Classic Golf Fees	\$1,200
Mr. and Mrs. Gerald W. Harris, Jr. '73	Development Gifts Suspense	\$1,250
Mr. and Mrs. Gerald W. Harris, Jr. '73	Development Gifts Suspense	\$1,250
Mr. and Mrs. Gerald W. Harris, Jr. '73	Development Gifts Suspense	\$1,250
Mr. William W. Scott II '92	Annual Restricted Athletics Fund	\$1,250
Mr. William W. Scott II '92	The Scott Pass-Through Scholarship Fund	\$1,250
Ms. Ashley E. Douglass '07	The Ashley E. Douglass '07 Women in Business Pass-Through Scholarship Fund	\$1,250
Mr. and Mrs. Frederick J. Haley, Jr. '65	Annual Fund 2023	\$1,500
Mr. and Mrs. Jeffrey W. LePage '90	Margaret Chase Smith Gymnasium Renovation	\$1,500

Mr. Matthew C. Stupinski '06	Annual Fund 2023	\$1,500
Mr. Robert Campbell and Mrs. Kristen E. Caverly	Annual Fund 2023	\$1,500
Wawenock Squadron, US Power Squadron	Wawenock Squadron, U.S. Power Squadron Passthrough Scholarship Fund	\$1,500
Mr. and Mrs. Raymond E. Jackson '87	Men's Football Fund	\$1,946
Capt. and Mrs. Jeffery S. Riedel '86	Barbara Ridel Pass-Through Scholarship Fund	\$2,000
Capt. and Mrs. Jeffery S. Riedel '86	Class of 1986 Regimental Endowed Scholarship Fund	\$2,000
Capt. and Mrs. Jeffery S. Riedel '86	John Rouselle Pass-Through Scholarship	\$2,000
Capt. and Mrs. Jeffery S. Riedel '86	Men's Football Fund	\$2,000
Capt. and Mrs. Thomas P. Macdonald '83	Men's Football Fund	\$2,000
Mr. and Mr. Gary Golembeske	Men's Lacrosse Fund	\$2,000
Mr. and Mrs. David W. Decrow '72	Class of 1972 Endowed Scholarship	\$2,000
Mr. and Mrs. J. Michael Brennan '62	Comprehensive Campaign Waterfront Fund	\$2,000
Mr. and Mrs. Mark R. Johnson '76	Men's Football Fund	\$2,000
Mr. and Mrs. Michael S. Cook '94	Men's Football Fund	\$2,000
Mr. and Mrs. Perry A. Mattson '64	Perry and Pearl Mattson Regimental Endowed Scholarship Fund	\$2,000
Mr. Craig H. Johnson '91	Annual Restricted Athletics Fund	\$2,000
Mr. Daniel Burgess	Men's Football Fund	\$2,000
Mr. Erik A. Cote '00	Men's Football Fund	\$2,000
Mr. Jacob W. Silva '18	Men's Football Fund	\$2,000
Mr. Lester Joseph Clark Jr.	Men's Football Fund	\$2,000
Mr. Mark B. Panza '74 and Mrs. Mary Claffey	Annual Fund 2023	\$2,000
Mr. Timothy R. Gingrow '74	Men's Football Fund	\$2,000
Mr. William W. Scott II '92	Class of 1992 Gray Ghost 5.15 Endowed Scholarship Fund	\$2,000
Mrs. Ann Doe	The Louise M. and Bruce R. Kelley Memorial Pass-Through Scholarship Fund	\$2,000
Ms. Marilyn M. Murdock	Annual Fund 2023	\$2,000
Ms. Therese L. Biggie	Men's Football Fund	\$2,000
Thermal Solutions	Annual Fund 2023	\$2,000
Corinthians Association	Bowdoin Arctic Voyage Fund	\$2,000
MMA Alumni Assoc. Casco Bay Chapter	Casco Bay Chapter Pass-Through Scholarship Fund	\$2,000
Atlantic Technical Management	Mariner Classic Golf Sponsorship	\$2,000
Seiden Krieger Associates, Inc.	Mariner Classic Golf Sponsorship	\$2,000
Attorney and Mrs. John S. Webb, Esq. '83	The Dirigo Regimental Pass-Through Scholarship Fund	\$2,500
Capt. and Mrs. Winfred H. Bulger '59	Bulger Family Regimental Endowed Scholarship Fund	\$2,500
Capt. Sherri L. Hickman '85	Annual Fund 2023	\$2,500
Dr. and Mrs. William B. Eisenhardt	Annual Fund 2023	\$2,500
Mr. and Mrs. Craig W. Burpee '86	The Dirigo Regimental Pass-Through Scholarship Fund	\$2,500
Mr. and Mrs. Eugene J. Silva '64	E. Silva and E. Silva Endowed Scholarship Fund	\$2,500
Mr. and Mrs. Eugene J. Silva '64	Eugene J. Silva Regimental Award Pass-Through	\$2,500
Mr. and Mrs. Miles U. Theeman	Annual Fund 2023	\$2,500
Mr. and Mrs. Timothy S. Jackson '97	Annual Fund 2023	\$2,500
Mr. and Mrs. Wayne A. Norton '86	The Dirigo Regimental Pass-Through Scholarship Fund	\$2,500
Mr. Edward B. Scott '89	The Dirigo Regimental Pass-Through Scholarship Fund	\$2,500
Mr. Frederick C. Dey	Annual Fund 2023	\$2,500
Mr. Herbert Prem Jr.	The Susan K. Loomis Center for Teaching Excellence	\$2,500
Mr. Marc D. Bizier '75	Annual Fund 2023	\$2,500
RADM and Mrs. Mark R. Whitney '84	Annual Fund 2023	\$2,500
Webb Law Firm LLC	Annual Fund 2023	\$2,500
Core Group Resources	The Core Group Resources Pass-Through Scholarship Fund	\$2,500
Eisenhour Industrial Solutions	The Dirigo Regimental Pass-Through Scholarship Fund	\$2,500
Valve Solutions	The Dirigo Regimental Pass-Through Scholarship Fund	\$2,500
J.W. Herrick & Son	The J.W. Herrick & Son of Blue Hill Passthrough Scholarship Fund	\$2,500
Capt. and Mrs. Jeffery S. Riedel '86	Men's Football Fund	\$3,000
Capt. and Mrs. Laurence H. Whittaker '78	Men's Football Fund	\$3,000
Mr. and Mr. Gary Golembeske	Men's Lacrosse Fund	\$3,000
Mr. Chester R. Tweedie '53	Annual Fund 2023	\$3,000
Mr. Daniel R. O'Neil '87	Men's Football Fund	\$3,000
Mr. Lawrence W. Brown '72	Class of 1972 Endowed Scholarship	\$3,000
Mr. Thomas R. MacDonald '87	Men's Football Fund	\$3,000
Mrs. Margaret J. Fenderson	Capt. G. David Fenderson '56 and Margaret Fenderson Endowed Scholarship Fund	\$3,000
Ms. Lindsay M. Smith '00	Women's Basketball Fund	\$3,000
Capt. and Mrs. John T. Lyons '77	Phyllis Tenney/APO Endowed Scholarship	\$3,500

Woman's Seamen's Friend Society of Connecticut, Inc.	Annual Fund 2023	\$3,500
First National Bank Bar Harbor	Men's Football Fund	\$4,000
MMA Alumni Assoc. Seacoast Chapter	Seacoast Chapter Pass-Through Scholarship	\$4,000
Jewish Federation of Cleveland	The MMA Alumni Chapters of Delaware Valley and DC Pending Scholarship	\$4,000
Mr. and Mrs. David R. Cross '86	David Cross Passthrough Scholarship - name pending	\$4,407
Attorney and Mrs. John S. Webb, Esq. '83	Men's Football Fund	\$5,000
Capt. and Mrs. Jeffery S. Riedel '86	Wyman House Restricted Fund	\$5,000
Capt. and Mrs. John N. Gandy '92	Class of 1992 Gray Ghost 5.15 Endowed Scholarship Fund	\$5,000
Capt. Michael R. Perkins USCG	Annual Fund 2023	\$5,000
Mr. and Mrs. Charles A. Lechman '65	Annual Fund 2023	\$5,000
Mr. and Mrs. Earle A. Cianchette '77	Cianchette Regimental Endowed Scholarship Fund	\$5,000
Mr. and Mrs. Keith W. Clardy '93	Men's Football Fund	\$5,000
Mr. and Mrs. Kenneth E. Brown	Annual Restricted Athletics Fund	\$5,000
Mr. and Mrs. Kenneth E. Brown	The Lynn and Kenneth Brown Pass-Through Scholarship Fund	\$5,000
Mr. and Mrs. Morten Arntzen	Annual Fund 2023	\$5,000
Mr. and Mrs. Wayne A. Norton '86	Men's Football Fund	\$5,000
Mr. and Mrs. Wayne A. Norton '86	The Diane Cavanagh Endowed Scholarship Fund	\$5,000
Mr. Edward B. Scott '89	Men's Football Fund	\$5,000
Anonymous	The Thomas (Tom) E. Smith '69 Endowed Scholarship Fund	\$5,000
Mr. Thomas H. Story	Annual Fund 2023	\$5,000
Mrs. Annette Oliver	Annual Fund 2023	\$5,000
Ms. Carolyn Brodsky	Annual Fund 2023	\$5,000
Ms. S. Catherine Longley, J.D.	Annual Fund 2023	\$5,000
Schrader Fund	Annual Fund 2023	\$5,000
Thornedge Foundation	Bowdoin Operating Fund	\$5,000
Mrs. Irene Pouliot	Annual Fund 2023	\$5,959
Mrs. Doris M. Russell	Dr. Robert F. and Doris M. Russell Endowed Scholarship Fund	\$6,000
Mrs. Doris M. Russell	Dr. Robert F. and Doris M. Russell Endowed Scholarship Fund	\$6,000
Maine Army National Guard RRB	Annual Restricted Athletics Fund	\$7,500
Capt. Daniel M. Weamer '11	Men's Football Fund	\$10,000
Mr. and Mrs. Daniel Kress	Men's Football Fund	\$10,000
Mr. and Mrs. Jason A. Oney '96	Annual Fund 2023	\$10,000
Mr. and Mrs. Leonard H. Tyler, Jr.	Men's Football Fund	\$10,000
Mr. and Mrs. Thomas W. Lord '87	Men's Football Fund	\$10,000
Arthur K. Watson Charitable Trust	Annual Fund 2023	\$10,000
Maine Community Foundation	Jean P. Hough Schoodic Passthrough Scholarship Fund	\$10,000
Starlight Express	Mariner Classic Golf Sponsorship	\$10,000
Moran Towing Corporation	Men's Football Fund	\$10,000
Pepsi Bottling Group, Inc.	Men's Football Fund	\$10,000
R&P Technologies	Men's Football Fund	\$10,000
Capt. and Mrs. Stephen W. Dick '71	Men's Football Fund	\$12,000
MMA Alumni Association	MMA Alumni Homecoming Pass-through Scholarship	\$12,000
Portland Marine Society	Portland Marine Society Pass-Through Scholarship	\$12,000
Fidelity Charitable Gift Fund	Full Family Endowed Scholarship Fund	\$15,000
The Scarlett Family Foundation	Annual Fund 2023	\$19,602
Capt. and Mrs. Larry D. Burrill '77	Men's Football Fund	\$20,000
Mr. and Mrs. Harry O. Kline, Jr.	Harry O. Kline III Memorial Endowed Scholarship Fund	\$20,000
Mr. and Mrs. Richard C. Whittier '56	Annual Fund 2023	\$20,000
Mr. Charles E. Raymond '65	The Charles E. Raymond Pass-Through Scholarship Fund	\$20,000
Woman's Seamen's Friend Society of Connecticut, Inc.	Annual Fund 2023	\$20,000
Marine Society at Salem	Marine Society of Salem Pass-Through Scholarship	\$20,000
Boston Port & Seamen's Aid Society	Mrgs. of Boston Port & Seamen's Aid Society Pass-Through Scholarship	\$20,000
Strategic Maintenance Solutions	Men's Football Fund	\$25,000
Ms. Elizabeth Cushman	The Cushman Family Endowed Scholarship Fund	\$25,130
Mr. Charles E. Raymond '65	Men's Football Fund	\$30,000
Mrs. Sheila M. Daniel (Mrs. Richard B. Friberg '61)	Men's Football Fund	\$30,000
Mrs. Sheila M. Daniel (Mrs. Richard B. Friberg '61)	The Kirsten J. Friberg Pass-Through Scholarship Fund	\$30,000
Mrs. Betty L. Goff	Annual Fund 2023	\$39,683
Mrs. Sheila M. Daniel (Mrs. Richard B. Friberg '61)	Kirsten J. Friberg Memorial Endowed Scholarship Fund	\$40,000
Orange County Community Foundation	The TK Foundation Maritime Pass-Through Scholarship Fund	\$40,000
Anonymous	Development Gifts Suspense	\$50,000

Mr. and Mrs. David R. Cross '86	Development Gifts Suspense	\$100,000
Fidelity Charitable Gift Fund	The Collins Family Endowed Scholarship Fund	\$100,000
Mrs. Betty L. Goff	Annual Fund 2022	\$130,000
Gerald A. Davis Trust	W. Keith Davis Memorial Endowed Scholarship Fund	\$141,701
Harold Alfond Foundation	Men's Football Fund	\$250,000
William M. Wood Foundation	The William M. Wood Scholarship Fund	\$250,000



RESOLUTION

THE MMA CORE VALUE AWARD

BE IT RESOLVED: by the Board of Trustees of the Maine Maritime Academy that **THE MMA CORE VALUE AWARD**, as described below, is hereby established.

THE MMA CORE VALUE AWARD

Originally established in 2014 as an annual award, this will be a permanently endowed trust fund established in 2023 by a generous gift from Elaine S. Potoker, Ph.D. in memory of Dr. Wallace S. Reed; said fund (est. \$25,000) to be used to provide a \$1,000 award, annually, to a Loeb-Sullivan School (LSS) student whose work exemplifies the institutional mission of Maine Maritime Academy.

The award guidelines stipulate:

- A minimum GPA of 3.0.
- Must be a LSS undergraduate senior, or graduate student who demonstrates the qualities of the MMA mission statement.
- Beyond these qualities, the senior LSS undergraduate or graduate student will have also reached beyond his/her own program major to integrate other disciplines such as Marine Transportation, Engineering, Arts & Sciences, and/or Marine Sciences, as demonstrated through project works and other activities.
- Selection will be by LSS full-time faculty in accordance with these guidelines, honoring the memory of Dr. Reed, and inviting input from other departments. Consultation with donor or her representative is also encouraged.
- An interdisciplinary major or dual major is also eligible for the award.
- Entering students at MMA should be informed about this award and others as part of orientation.

All of the income and an undetermined amount of the realized and unrealized capital appreciation of said Fund, as the Trustees of Maine Maritime Academy may from time to time direct, may be expended for the purposes specified by *The MMA Core Value Award*. However, at no time shall the current market value of said Fund be reduced by reason of such expenditures below the aggregate amount of all gifts and bequests to the Fund, and any future amounts which may be added to said Fund by gift or bequest shall be administered in the same manner.


In the administration of the authority herein granted, the Trustees and any person or persons whom they employ as investment advisors shall exercise ordinary business care and prudence under the facts and circumstances prevailing at the time of the action or decision, and in so doing they shall consider long- and short-term needs of the Academy in carrying out its educational purposes, its present and anticipated financial requirements, expected total return on its investment, price level trends, and general economic conditions.

If in future years at the discretion of the Trustees, altered circumstances make it impractical to use the Fund for the purpose originally intended, the Academy, by vote of its Trustees, and in consultation with donor (Dr. Elaine Potoker) or her representative (daughter, Kristen Aimée Potoker) may use the principal and/or income of the Fund for such purpose or purposes as, in the opinion of the Trustees and donor (or her representative) will then most nearly fulfill the wishes of the donor as stated above.

Date: _____

Date: Feb 24, 2023

Donor(s)


Secretary, Board of Trustees



RESOLUTION
THE DAVID '86D AND JILL CROSS ENDOWED SCHOLARSHIP FUND

BE IT RESOLVED: by the Board of Trustees of the Maine Maritime Academy that **THE DAVID '86 AND JILL CROSS ENDOWED SCHOLARSHIP FUND**, as described below, is hereby established.

THE DAVID '86D AND JILL CROSS ENDOWED SCHOLARSHIP FUND

A permanently endowed trust fund established in 2022 by a generous gift from David '86D and Jill Cross; said fund to be used to provide scholarship assistance to deserving student(s). (David "Surfdog" Cross as a graduate has had the good fortune to sail as a ships officer with Maersk Line Limited, one of the first Americans in the Maersk Operational training program, taught logistics as a Deputy Director for Costco in Beijing, China , was instrumental in developing the conversion of shipping containers from instruments of trade to instruments of construction in the US Building Market, featured on Bob Vila and other television shows for advancements in cargo container work. Jill Cross a graduate of Washington College has worked extensively in the redevelopment of properties in various states of neglect and resurrected over 100 of these dwellings to their former glory). Opportunities abound at home, afloat, and abroad, they are limitless, and we firmly believe Maine Maritime Academy then, now, and in the future will continue to turn out graduates who truly can change the world (because let's face it, MMA were the few who went out and actually saw the world)!

Preference will be given to:

- Students entering their Sophomore, Junior, or Senior year;
- Open to all majors;
- A 2-3 paragraph essay is required answering the question, "How can you make the world a better place upon graduating from Maine Maritime Academy?"
- A focus on students with a Grade Point Average between 2.0- 3.0;
- This scholarship is in the amount of \$2,500 and is intended for 2 students per year
- While this is open to all students according to the above, needs base applicants may receive preferential consideration.

All of the income and an undetermined amount of the realized and unrealized capital appreciation of said Fund, as the Trustees of Maine Maritime Academy may from time to time direct, may be expended for the purposes specified by *The David '86 and Jill Cross Endowed Scholarship Fund*. However, at no time shall the current market value of said Fund be reduced by reason of such expenditures below the aggregate amount of all gifts and bequests to the Fund, and any future amounts which may be added to said Fund by gift or bequest shall be administered in the same manner.

In the administration of the authority herein granted, the Trustees and any person or persons whom they employ as investment advisors shall exercise ordinary business care and prudence under the facts and circumstances prevailing at the time of the action or decision, and in so doing they shall consider long- and short-term needs of the Academy in carrying out its educational purposes, its present and anticipated financial requirements, expected total return on its investment, price level trends, and general economic conditions.

If in future years at the discretion of the Trustees, altered circumstances make it impractical to use the Fund for the purpose originally intended; the Academy, by vote of its Trustees, may use the principal and/or income of the Fund for such purpose or purposes as, in the opinion of the Trustees, will then most nearly fulfill the wishes of the donor as stated above.

Date: _____

Donor(s)

Date: _____

Secretary, Board of Trustees

Advancement Division Quarterly Report

DEVELOPMENT

Philanthropic giving to Maine Maritime Academy is up \$534,567 compared to the same period last fiscal year; the Academy received \$2,163,883 in new gifts and pledge payments from July 1, 2022 to January 31, 2023 versus \$1,629,316 during the same time period in FY2022.

Annual Fund

The Academy collected \$846,138 more in Annual Giving (contributions made to the unrestricted operating fund, as well as gifts restricted to specific annual operating funds) and had 174 more donors this period than the same in the previous fiscal year. Gifts to restricted accounts, including pass-through scholarships, are up \$651,779 due to the campaign to bring back football, and unrestricted giving to the Annual Fund is up by \$244,478 due, in part, to a \$169,683 unrestricted estate gift. Alumni participation in the Annual Fund is also ahead over the same period last year. The total number of donors to the Academy this year is up 309 compared to this period last year. A mailed appeal will be going to all MMA constituents – current and graduates’ parents, students, staff and faculty, and alumni – encouraging contributions to pass-through scholarships.

The MMA Alumni Class Challenge is planned for May. The upcoming Class of 2023 has set the pace with 22% of our seniors contributing to MMA at a barbeque held for them last November. Approximately 110 members of the senior class attended. A swag bag with a Class of 2023 baseball cap and MMA car magnet was provided to attendees, whether or not they made a voluntary contribution. This was the first time the event was held due to Covid restrictions the past several years.

Endowment

The Academy received endowment gifts of \$169,683, to date, in fiscal year 2023.

Communications and New Initiatives

Planned Giving - A postcard highlighting the Required Minimum Distribution as an opportunity to give to MMA was sent this past November to alumni aged 70 years and older. Another will be sent this Spring with a focus on estate planning to alumni from the classes of 1996 and older. Building on those, a planned giving webinar featuring professional advisors Andrew Strohsahl '05, Troy Malbon '89, and Pete Nicholson '01 is planned for this spring and will feature presentations on the importance of having a will, Required Minimum Distributions, Charitable Remainder Trusts, and Charitable Gift Annuities.

Going forward, MMA will continue to send two planned giving-themed postcards per year and utilize the *Mariner* magazine for testimonials. Finally, MMA will be expanding its recognition of those who have let us know that they have included MMA in their estate planning. We are in the process of changing the name to the Legacy Society (formerly the Mariner Society) to more immediately communicate the recognition it conveys. Announcement of the name change, and a new lapel pin was sent to all current living members with a cover letter from President Paul in mid-February, thanking them for their consideration of the Academy.

Campus Beautification - The paver project, part of the larger campus beautification project, continues to move along. An advertisement was featured in our last *Mariner* magazine, and push emails are being sent to seniors, parents of seniors, and the wider MMA community. Approximately 250 pavers have been purchased.

Endowed Scholarships - A special mailing was sent in November to 140 living donors to MMA's 199 endowed scholarships with letters of thanks from President Paul, and Nathan Pullias, a student recipient. The mailing also included an Impact Report demonstrating the value of their gift, with an update on the current balance, the amount awarded in the current academic years, and the names of the scholarship recipients.

Comprehensive Campaign – President Paul has asked for a review of the case components of the Capital Campaign. An expanded list of needs and opportunities is underway and when finalized and approved by the MMA Board of Trustees, the volunteer Campaign Core Team will resume its work.

ALUMNI RELATIONS

The Alumni Relations office continues working with PCI on an updated alumni directory. The last directory was completed in 2016 as part of MMA's 75th anniversary. There is no cost to the Academy, and we will receive updated and new home and business information.

Regarding communications, the *Mariner* magazine was delivered December 1. The next edition will be mailed June 1. The next *Shipmate*, the alumni e-newsletter, will be sent March 15. The Class Agent Holiday message was sent December 15 and the next Class Agent update will be April 15.

It has been a busy few months of hosting events to engage our alumni and friends. On November 3, the Ned Andrews Alumni chapter (Topsham, ME) met with 10 attendees. On November 7, *The Lucky Few*, the extraordinary story of the USS KIRK and Capt Paul Jacobs '58 was shown during Commandant's Time to 125 midshipmen. A small gathering of five took place in Tampa, FL on November 11 followed by a Seadogs alumni gathering at the Maine Savings Amphitheater in Bangor with 50 guests attending. A reception was held in New Orleans in conjunction with the International Workboat Show on December 1 with 33 guests in attendance. On December 8, 30 alumni and guests attended an event in Houston hosted by Sandy Cameron '83 and 75 joined together to watch the Maine Mariner's Hockey game in Portland on December 9. The Alumni office sent out an invitation to Florida alumni to watch the Lady Mariner's basketball tournament in Naples, FL on December 29 and 30. On January 11, 80 alumni and guests joined together in Ft. Lauderdale, and two days later 24 guests watched the Jax Icemen in Jacksonville, FL. On January 19, 35 attended the Bay State (MA) gathering in Scituate, MA.

Starting again in March, there is plenty of activity to engage our alumni including: March 4 - Annual Skiing trip at Black Mountain of Maine, Rumford; March 15 – Alumni Senior Banquet, Cross Center, Bangor; March 17 - Maine Mariners Hockey, Ice Level Lounge, Cross Arena, Portland; March 24 - Hartford Wolfpack Hockey for CT/RI alumni; April 24 - Texas Golf Outing, Houston, TX; May 17 – TSSOM Port of Call Phila., PA Cruise event, TBD; June 22 - Class of '76 Reunion, South Freeport; June 26 - Maine Golf, Brunswick, ME; July 10-12 - Class of '65 Reunion; July 19-21 - Class of '73 Reunion; July 21 - Sea Dogs Picnic, Baseball, Fireworks (125 people); July 24-26 - Class of '58 Reunion; August 7-9 - Class of '68 Reunion.

The Alumni Relations office has been assisting with bringing speakers to campus. They have been helping Student Business Leaders of America and the Commandant's Staff with identifying and contacting alumni as speakers for the SBLA and Commandant's Time.

This spring, Alumni Relations will be sending 75, 50 and 25 year commemorative coins to alumni.

Homecoming 2023 is scheduled for September 30, 2023.

Yacht Donation Program

The end of the 2022 season was quiet compared to previous years as we would normally receive a lot of inquiries for yacht donations. This was surprising to others as well. We did manage to receive several boats, but not the big ones we look for. This may be due to the political and economic climate and the two hurricanes in Florida, which extended the seller's favorable market since there were many boats lost.

We did receive a CT-56' Ketch (\$420,000 net) and a Rampage 38' Sport Fish (100K net) at the end of the year. We also accepted an Ericson 32' sloop for the waterfront, which is now named *Nimble*. She underwent an impressive refit thanks to the donor. The boat will be made available for sailing through the waterfront team.

This year we will option out nine boats, which will result in approximately \$1.2 million to MMA. Joe is currently in contact with a potential donation of a 95' Intermarine motor yacht that would likely generate a net return of one million dollars. Currently, MMA has 20 boats on charter and 10 boats available for charter or sale. One of the boats due for option is the Westport/ Christiansen 94' which is under charter by a very successful realtor that has put more than a million back into the boat. He may donate it back to us, which is great to hear.

Current projects that the program is involved with, aside from regular business, is the new cradle for the race team's *Temptress*. The vessel's designer, Jim Taylor, has developed the plans and the waterfront will be building the cradle, which may include using the water-jet cutting equipment at Front Street Shipyard. Capt Will McLean is the lead on this program and Jim Taylor is coming to campus to meet the team. We have been enticed by Lyman Morse at Wayfarer to return to the Camden Classic Cup regatta with *Wizard* and an MMA racing team. The team took third place in their class last year. Joe is negotiating with a potential charterer that would allow MMA to use *Wizard* for some time each summer. Finally, we have a donated Duffy 26' that was finished by Elco in New York. *Belle* is an absolute eye-catcher and will be entered into several New England boat shows this summer as a display for the Yacht Donation Program.

Respectfully Submitted,

Christopher Haley
Vice President for Institutional Advancement