



**MAINE TURNPIKE AUTHORITY
MEETING**

January 23rd, 2025

1. Pursuant to notice, a meeting of the Maine Turnpike Authority was held at 9 a.m. on January 23rd, 2025.

The following were present:

Michael Cianchette, Chair
Jane Lincoln, Vice Chair
Nina Fisher, Member
Thomas Zuke, Member
Dale Doughty, for Bruce Van Note, MaineDOT Commissioner

2. Chairman Michael Cianchette called the meeting to order.
3. On motion of Nina Fisher, seconded by Jane Lincoln, and with unanimous approval of the members present, it was voted to approve the minutes of the board's December 19th meeting.
4. John Sirois, Chief Financial Officer and Treasurer, reported on traffic and revenue. He said that 2024 had been a "banner year", with approximately 99.9 million transactions and \$169.5 million in projected net revenue. Mr. Sirois said that the E-Z Pass department was only two days behind on image review, partly because of improved software. He said that the MTA's annual audit was starting in three weeks.
5. Chairman Michael Cianchette asked how the MTA's food concessionaire, Applegreen, was performing. Mr. Sirois said that staffing had improved but sales were not increasing at the rates they had in the past. He said that he believed this was largely due to the fact that Applegreen continued to charge much higher prices than is charged for comparable food off the highway. Interim Executive Director Peter Merfeld said that he met once a week with Applegreen and felt that their largest difficulty was taking advantage of the busy summer season when long lines due to staffing issues deterred customers. He said he did not expect that to change from what he had seen so far.
6. On motion of Thomas Zuke, seconded by Nina Fisher, with unanimous approval of the members present, it was voted to approve investments of money to the credit of Maine

Turnpike Authority funds made during the month of December, 2024, as detailed on a report submitted to this meeting by Bangor Savings Bank, dated January 17th, 2025.

7. James Calpin of Bank of America gave a presentation to the board on possible refunding opportunities, a copy of which presentation is attached to these minutes and incorporated herein. Michael Cianchette asked whether cost of issuance was included in the projected savings presented and Mr. Calpin answered that yes, the projected savings were net savings after those costs.
8. John Sirois asked about potential timing. Mr. Calpin said that the MTA would not need consultant studies prior to marketing the refunding, but would simply need to compile the offering and go to the rating agencies with it. He said he estimated the process would take from 8 to 10 weeks, though the issuance couldn't take place until after the MTA's audit was completed, so the earliest time frame would be sometime in April. He said that he believed there would be a better market for the bonds in May or into the early summer, however.
9. On motion of Thomas Zuke, seconded by Nina Fisher, and with unanimous approval of the members present, it was voted to authorize MTA staff to take the necessary steps to initiate the process of preparing a 2025 refunding of existing MTA bonds as outlined in the presentation delivered to the board by James Calpin of Bank of America; said refunding to include either or both of the MTA's Series 2014 Special Obligation Bond and the MTA's Series 2015 Turnpike Revenue Bonds.
10. John Sirois presented a proposed service agreement with Public Resources Advisory Group (PRAG). Mr. Sirois explained that the MTA had previously utilized PRAG's services, but that its previous contract with the MTA had expired in 2023. He said that he wanted to award this contract on a sole source basis in order to engage PRAG's services for this year's potential refunding, but that the intent of MTA staff was to competitively procure both financial advisor and underwriter services before the MTA's next scheduled bond issuance in 2028.
11. On motion of Nina Fisher, seconded by Thomas Zuke, and with unanimous approval of the members present, it was voted to authorize MTA staff to enter into a contract with PRAG for financial advisory services in substantially the same form as the contract presented to the Authority, and, it was further resolved, that MTA staff was authorized and directed to take all necessary steps to conduct a competitive procurement of these services for future bond issuances.
12. Interim Executive Director Peter Merfeld reported to the board on various matters. Mr. Merfeld shared some images of the aftermath of an MTA patron's recent collision with the rear of an MTA crash attenuator, which he said was the third such hit in as many months. He mentioned that MTA staff had shown legislators the effects of another recent hit during the recent legislative orientation at West Gardiner. He said that every recent hit would have involved one or more fatalities if an attenuator had not been present. He also described a pilot program staff was considering to allow a selected MTA contractor to use

MTA non-revenue E-Z Pass devices instead of cards for contract related travel on the turnpike. Mr. Merfeld said that Ohio had a similar program. He said that the program would be used with just one contract to test it, and that if it were not successful there were other options to explore, such as contractors simply paying the tolls and including the estimated toll costs in their bids. Mr. Merfeld also described a recent agreement between the MTA and MaineDOT to jointly fund the replacement of lighting at the Kittery weigh station and a request from the University of Southern Maine that the MTA sponsor the annual National Science Bowl, which was hosted by the university. He said that unless there were objections, the MTA would agree to sponsor that event, and the cost would be included on the MTA's annual Sponsorships and Memberships budget. There were no objections.

13. Deputy Director of Engineering Kristi Van Ooyen reported that the Employee Policy Committee had reviewed every policy in the employee Policy Manual. She said the committee would summarize its recommendations in a report to the board.
14. Purchasing Manager Nate Carll presented a list of 2024 sole source vendor payments on a document entitled "Sole Sourced Vendor Payments Over \$ 25,000 Not Directly Approved by Vote of the Board", and dated January 21st, 2025.
15. Nina Fisher asked why Cody LLC, a polling service provider, was on the sole source list. Director of Communications Erin Courtney said Cody had done polling for the MTA related to the Gorham Connector project the previous summer. She said that Cody had already been working with the MTA, so it was efficient to ask them to do the polling, which was time sensitive, as well.
16. Chairman Michael Cianchette asked Mr. Carll if there were any material differences in this list from the sole source lists presented in recent years. Mr. Carll answered that about 85 percent of the list was identical from year to year. Nina Fisher asked if it was the MTA's policy to give preference to Maine based companies, given that the comment on some of the list entries was "only provider in Maine", or something similar. Mr. Carll answered that there was no formal policy preference, but a vendor's distance and travel / delivery time were significant factors.
17. On motion of Nina Fisher, seconded by Tom Zuke, and with unanimous approval of the members present, the payments on the list were approved.
18. Director of E-Z Pass Pamela Lambert presented a proposal from W.B. Mason to provide and install office furniture for the renovated customer service space. She shared some layouts of the new space, which included thirteen additional customer service cubes and fifteen additional cubes for image review. She noted that the proposal was to hire W.B. Mason under its existing state contract.
19. On motion of Tom Zuke, seconded by Nina Fisher, MTA staff was authorized to enter into a contract with W.B. Mason, in the not to exceed amount of \$ 338,032.40, to provide and

install office furniture in the MTA's customer service center, in accordance with the proposal presented to the board.

20. Director of ITS Eric Barnes presented a proposal to purchase seven Universal Power Source (UPS) units for MTA toll plazas. He said that these purchases had been approved previously, as part of the overall 2025 toll equipment replacement plan.
21. On motion of Nina Fisher, seconded by Jane Lincoln, and with unanimous approval of the members present, it was voted to approve the purchase of seven UPS units in the amount of \$193,248.30, from Power Solutions, LLC.
22. Director of Maintenance John Cannell presented a proposal for the purchase of a forklift and several variable message signs. Mr. Cannell noted that he was requesting approval of the second lowest bid on the forklift purchase because the low bidder's proposal had not complied with the MTA's requested specifications.
23. On motion of Jane Lincoln, seconded by Tom Zuke, and with unanimous approval of the members present, it was voted to approve the following purchases:
 - One 3,000 lb. capacity forklift, in the amount of \$ 65,800.00, from Crown Lift Trucks.
 - Four compact message boards, in the total amount of \$ 67,800.00, from Ver-Mac
 - Four mini message boards, in the total amount of \$ 62,400.00, from Ver-Mac.
24. Director of Maintenance John Cannell reported on winter maintenance activities. Mr. Cannell said that it had seemed like an easy winter, on the surface, but there had been several incidents. He pointed out that the table showing salt usage in 2022 and 2024 indicated that the use of brine and training in salt application were paying off in more moderate salt application. He said another element contributing to this was that the newer trucks were able to apply more liquid than previous models had been. He said that a lot of this year's weather events had occurred at night, and involved ice rather than snow, so were not as "high profile" as many winter snow storm events can be. He said that maintenance staff had been doing a lot of "non-winter" work during their regular shifts this season, such as collection of litter and guardrail repair.
25. Chairman Cianchette asked if there were any questions or objections related to items on the consent agenda. There were none, and the January Contract Consent Agenda was considered approved.
26. On motion of Jane Lincoln, seconded by Tom Zuke, and with unanimous approval of the members present, it was voted to award the following contracts:

- Contract 2025.03 – Pavement Rehabilitation, Safety Improvements, and Pipe End Repairs, in the amount \$ 6,565,298.00, to Coastal Road Repair.
 - Contract 2025.04 – Bridge Repairs, in the amount of \$ 699,365.64, to CPM Constructors.
27. Project Manager Jamie Mason reported on ongoing construction projects. Mr. Mason said that the contractor on the Saco Interchange Project was working on building interiors, and there had recently been a planning meeting on resumption of this project in the spring. He said that a lot of the pieces of the headquarters renovation project had been completed, though there were still many to go. He said that the rooftop HVAC units still needed to be replaced, and that the current estimate was for the front entrance to be usable again by the end of February. He said that the replacement generator for York maintenance had apparently been damaged in transit a second time, and had been returned. He said the facility was connected to a temporary generator in the meantime. Mr. Mason said that the frame on the new York Maintenance Garage was being erected and that after that the assembling of the walls and roof usually happened quickly. He said that the Concrete Haunch Removal project had gone more quickly than anticipated, with the contractor working through the winter. He said that the clearing project had also gone well, with the frozen ground making work easier in many cases.
28. Erin Courtney, Director of Communications, updated the board on subjects relating to her department. She introduced Sean Paulhus, who had recently been hired as the new Government Relations manager. She said that Mr. Paulhus had worked in the office of the Register of Probate for Sagadahoc and that he had both worked for the legislature and served as a legislator for three terms. Ms. Courtney said that the legislative committee tour had gone well. She said that it had taken place at the MTA's West Gardiner facilities with an overview of the MTA at the maintenance area, followed by a tour of the service plaza and nearby toll facility. She said there had been a lot of good questions and that she expected legislative work to begin in earnest in February, with bill titles expected in the next few days. She said she was close to finishing a revision of the MTA Quick Facts document and the Annual Report. She said that she was setting up municipal meetings for the upcoming year and that one focus of these meetings would be bridge projects and their impact on local traffic. Ms. Courtney said that the MTA /MaineDOT response to questions of the transportation committee posed last year on interagency cooperation and contractor relations was almost finalized and that she would copy the board on the response when it was sent to the committee.
29. Chairman Michael Cianchette asked if there were any members of the public present who wished to speak to the board. There were none.
30. On motion of Andrew McLean seconded by Nina Fisher, and with unanimous approval of the members present, it was voted to enter executive session for the purposes of:

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- Discussion, pursuant to 1 MRSA § 405(6)(A)(1) of succession planning in regard to retirement of MTA employees classified as management or confidential;
- Discussion, pursuant to 1 MRSA § 405(6)(C), of the possible acquisition of property in Scarborough, Maine;
- Discussion, pursuant to 1 MRSA § 405(6)(D) of the MTA with its negotiators regarding its collective bargaining agreement and a proposal recently received from a group of employees covered by that agreement; and
- Discussion, pursuant to 1 MRSA 405(6)(E) of a proposed Memorandum of Agreement with the MaineDOT regarding the MaineDOT's study of potential solutions to traffic issues in the region west of Portland.

The executive session began at 10:30 A.M. and ended at 11:25 A.M.

31. Adjourned at 11:25 A.M.


Jonathan Arey
Secretary
3/10/25
Date