



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES  
**DIVISION OF PROCUREMENT SERVICES**  
 STATE OF MAINE

## PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

*INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services intranet site (Forms page) for additional instructions.*

PART I: OVERVIEW			
Department Office/Division/Program:		IFW/Resource Management/Wildlife Diversity Section	
Department Contract Administrator or Grant Coordinator:		Danielle D'Auria and Diana Harper	
(If applicable) Department Reference #:			
Amount: (Contract/Amendment/Grant)	\$ 66,303.00	Advantage CT / RQS #:	CT09A-20240410*2797
CONTRACT	Proposed Start Date:	<b>5/20/2024</b>	Proposed End Date: 7/31/2024
AMENDMENT	Original Start Date:		Effective Date:
	Previous End Date:		New End Date:
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Air Data Solutions LLC 502 Airport Rd, Natchitoches, LA 71457	
Brief Description of Goods/Services/Grant:		Acquisition and georeferencing of aerial photography of Seabird Nesting Islands off the coast of Maine, for the Atlantic Flyway Colonial Waterbird Survey.	

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Check the box below for the justification(s) that applies to this request. (Check all that apply.)			
<input type="checkbox"/>	A. Competitive Process	<input type="checkbox"/>	G. Grant
<input type="checkbox"/>	B. Amendment	<input type="checkbox"/>	H. State Statute/Agency Directed
<input checked="" type="checkbox"/>	C. Single Source/Unique Vendor	<input type="checkbox"/>	I. Federal Agency Directed
<input type="checkbox"/>	D. Proprietary/Copyright/Patents	<input type="checkbox"/>	J. Willing and Qualified
<input type="checkbox"/>	E. Emergency	<input type="checkbox"/>	K. Client Choice
<input type="checkbox"/>	F. University Cooperative Project	<input type="checkbox"/>	L. Other Authorization

Please respond to ALL of the questions in the following sections.

### PART III: SUPPLEMENTAL INFORMATION

1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.

Maine is participating in the Atlantic Flyway Colonial Waterbird Survey in 2024, which requires surveys for nesting pairs of Double-crested Cormorants, Herring Gulls, and Great Black-backed Gulls. These three species collectively nest on over 250 islands off the coast of Maine. The most efficient way to obtain nesting pair numbers for these three species on these coastal islands is to first acquire aerial imagery of the islands, and then count the nesting pairs from the images either manually or by using automated methods. Maine typically conducts a similar survey every 5-6 years. Past surveys were completed in 2008, 2013, and 2019. These surveys aim to: 1) contribute scientifically-defensible management practices and associated permitting for managed species such as gulls and cormorants; 2) identify declining species needing conservation actions in order to preempt the need for listing; and 3) provide information for evaluating trends of colonial nesting species' population sizes and distribution, habitat losses and gains, and other common parameters across broad geographic area.

Due to the nesting phenology of cormorants and gulls in Maine, the imagery must be acquired via aircraft between May 20, 2024, and June 3, 2024. For each island, one georeferenced image will be produced (by creating a mosaic in tif or img format if necessary). The digital images need to be 1.0 cm resolution and of sufficient clarity to allow identification of nesting seabirds to individual species. They must cover the entire island, at least to the high tide line. Spatial reference will be NAD 83 UTM Zone 19, and misalignment between frames shall be no more than one foot. The collection of images and files will be delivered on an external hard drive by July 31, 2024.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the RFP number, if applicable.

We have not found any other vendors who can provide the required quality of imagery for this large of a study area. Air Data Solutions is uniquely outfitted for this type of work. The company, Resource Mapping Hawaii, which is now a subsidiary of Air Data Solutions, was used to acquire and georeference the imagery for the 2013 survey. In other years, we were able to rely on the USFWS to collect the imagery; however, due to budget and staffing cuts, the USFWS is unable to do so this year.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

The quoted cost for this work is reasonable, especially considering the vast spatial scope, the technical equipment required, and the specific and limited timeframe of the project. It is also comparable to the cost that USFWS would charge.

4. Describe the plan for future competition for the goods or services.

When possible, we prefer to rely on our USFWS partners to acquire the imagery for this survey. If that is not possible, we prefer a vendor such as Air Data Solutions, who has previous experience and the necessary expertise and equipment to efficiently capture the imagery required by this survey.

**PART IV: AMERICAN RESCUE PLAN ACT (ARPA) / MAINE JOBS & RECOVERY PLAN (MJRP)**

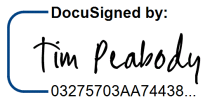

Does this request utilize ARPA/MJRP funds?

 Yes, MJRP funds (023) – If Yes, please attach the approved Business Case(s). Yes, ARPA funds (025) – If Yes, please be aware of the requirements from awarding federal agencies. No – If No, proceed to Part V.**PART V: CONFLICTS OF INTEREST (COI); CONTRACT WITH THE STATE**

Does the requesting Department signatory understand and acknowledge Maine's COI Statute?

 Yes, the requesting Department understands and acknowledges [MRS Title 5, §18-A, 2.](#)**PART VI: APPROVALS**

The signatures below indicate approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	 <small>DocuSigned by: Tim Peabody 03275703AA74438...</small>		
Typed Name:	Timothy Peabody	Date:	4/16/2024
Signature of DAFS Procurement Official:	 <small>DocuSigned by: Kathy Paquette 41C2BA36FAF44CD...</small>		
Typed Name:	Kathy Paquette	Date:	4/22/2024