



DEPARTMENT OF ADMINISTRATIVE AND FINANCIAL SERVICES
OFFICE OF STATE PROCUREMENT SERVICES
 STATE OF MAINE

PROCUREMENT JUSTIFICATION FORM (PJF)

This form must accompany all contract requests and sole source requisitions (RQS) over \$10,000 submitted to the Office of State 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 Procurement Services intranet site (Forms page) for additional instructions.

PART I: OVERVIEW			
Department Office/Division/Program:		DACF / Maine Geological Survey	
Department Contract Administrator or Grant Coordinator:		Ryan Gordon	
(If applicable) Department Reference #:			
Agency Department Code:	01A	Advantage CT / RQS #:	CT 01A 20251003*0725
Amount: (Contract/Amendment/Grant)	\$29,905 (contract)		
CONTRACT	Proposed/Original Start Date:	11/1/2025	Proposed/Most Recent End Date: 12/31/2025
AMENDMENT	New Effective Date:		New End Date (if Applicable):
GRANT	Project Start Date:		Grant Start Date:
	Project End Date:		Grant End Date:
Vendor/Provider/Grantee Name, City, State:		Maine Imaging, 10 Water Street, Richmond ME 04537	
Brief Description of Goods/Services/Grant:		Oblique geotagged aerial imagery for multiple coastal Maine sites	

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. Higher Education 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.

MGS is responsible for mapping/remapping Maine coastal bluffs as part of the Resilient Maine project/CRRC grant. MGS depends on oblique aerial imagery (photos taken by plane or helicopter at an angle to the land surface) to characterize coastal bluff stability and erosion issues. Without this imagery it will be nearly impossible for the State to complete mapping objectives for the CRRC grant. Unfortunately, many locations on the Maine coast have no imagery available, making it impossible to complete this objective of Resilient Maine. MGS is therefore proposing use of funds to contract a pilot and photographer to collect oblique imagery along large unmapped portions of the coast. The following specifications are required of the selected vendor:

Specifications shared with vendors for MGS coastal imaging project

- Images must be taken before end of December 2025. Images must be taken after tree leaf-off to allow for visibility of coastal bluffs. Flights avoiding high tide time are preferred but not required.
- Image angle must be oblique, taken from 500-1000 feet altitude with unobstructed view of the shore and land within the shoreland zone, possibly requiring helicopter.
- Ability to identify coastal features less than 1/2 foot in size from resolution of images taken, likely requiring 30-50 megapixel camera.
- Multiple sequential images covering long flight paths identified in attached maps.
- Images must be geotagged and direction of image should be generally interpretable from a map. Image file names must include numbers that are sequential according to the flight paths selected by the vendor.
- Raw images transferred to MGS using a secure file sharing service or a physical drive.

2. Provide a brief justification for the selected vendor to supplement the response in Part II. Reference the solicitation (RFP/RFA/RFQ) number if applicable.

Maine Imaging was selected after a thorough internet search of aerial photo vendors and discussion with MEGIS and Maine Geo Library on potentially using their past imagery providers. Multiple vendors were identified, but only Maine Imaging met our project specifications. Evidence of this search for vendors will be included as an attachment, including email correspondence and notes from meetings/calls. In summary, Maine Imaging is the only cost-effective vendor who can collect geotagged photos to cover contiguous sections of coastline at the required resolution, along designated flight paths at the preferred altitude, within the required specifications and timeline (month of November 2025). Other vendors MGS has reached out to do not structure their services in a way that meets these specifications at the scale required for this project. For example, services that depend on drones or base their services around single sites or price per image are unable to cover our required flight paths, and other vendors are cost-prohibitive. See attached documentation.

MGS discussed working through a pre-existing contract with Vexcel, managed by the Geo Library. Unfortunately this provider does not meet the specifications listed in this PJF (does not provide oblique imagery for all of the areas of interest, does not ensure images were taken after leaf-off) and so MGS felt that a new provider was warranted.

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

PART III: SUPPLEMENTAL INFORMATION

MGS compared the quote from Maine Imaging to other flight-hour based rates provided by other vendors. Maine imaging has provided the most reasonable quote on that basis. For example, their cost per flight-hour for helicopter (\$800/hour) includes the flight and photography, while the estimate from Maine Forest Service (\$890/hour now, but \$2000/hour with pending price increase) includes only the flight and would require MGS staff with a less powerful camera to join all of the flights. Other vendors do not offer flight hour estimates but offer price per photos taken for a single site or smaller number of sites. This is not a workable cost model for MGS because we require hundreds of photos to be taken along lengthy flight paths, giving more priority to the flight-hour cost model. These other vendors also do not offer helicopter services which is less desirable because it adds flight hours and reduces photo quality due to limited maneuverability and a higher altitude limit, reducing the usefulness of their products.

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

In the future, MGS is interested in diversifying the source of aerial imagery through taking better advantage of volunteer entities (such as Civil Air Patrol and LightHawk) and through taking a limited number of flights with Maine Forest Service in situations where contracting is difficult/impossible. MGS has reached out to Civil Air Patrol but they are currently unable to meet our specifications. LightHawk has not responded to our request. MGS will continue to seek quotes for aerial imagery services in the future, if required, especially if additional vendors become available.

Civil Air Patrol: <https://www.mewg.cap.gov/>

LightHawk: <https://www.lighthawk.org/>

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

Maine law contains Conflict of Interest statutes directed to State Departments, State Officers, and Employees Generally under MRS [Title 5, §18](#) and [§18-A](#), in harmony with MRS [Title 17, §3104](#).

The requesting department’s signatory affirms, understands, and acknowledges Maine’s Conflict of Interest statutes and, in accordance with those statutes and to the best of their knowledge, has determined that no conflict of interest exists at the time of this contract, renewal, or amendment.

PART VI: APPROVALS

Governor/Department Commissioner or Designee

1. The signature below indicates approval of this procurement request.

Signature of requesting Department's Commissioner (or designee):	DocuSigned by: <i>Amanda Beal</i> <small>20AE3A2882BB4AA</small>		
Typed Name:		Date:	10/16/2025

2. Additional signature required **ONLY if box E (Emergency) is selected in PART II**. The signature below indicates approval by the Department's Commissioner, or the designee specifically authorized to approve emergency procurement requests.

Signature of requesting Department's Commissioner (or designee):			
Typed Name:		Date:	

****OSPS Section Only****

Signature of DAFS Procurement Official:	Signed by: <i>John Spier</i> <small>2A1D91BCA418470...</small>		
Typed Name:	John Spier	Date:	10/21/2025