

## Cianbro to buy building for training center

BY DARREN FISHELL  
BDN STAFF

Cianbro Corp. has expanded its footprint in Pittsfield, with plans to renovate the former United Technologies Corp. Tech Center building that closed earlier this year to use as an employee training center.

Andi Vigue, Cianbro's president, said Monday the company's demand for training space has risen be-

cause of the company getting more work and to workers retiring.

"There's a lot of skill leaving the industry that's been here for years, and there are more people that are exiting our industry than entering," Vigue said.

The company has signed a lease for the former UTC building, which is owned by the nonprofit Pittsfield Economic Expansion Corp. Next year, Cianbro plans to

buy the building located at 129 Hunnewell Ave., near the company's headquarters.

Vigue said the new building will expand its current space for training workers.

The technology center building, about a half mile from UTC's shuttered manufacturing center, previously served as office and lab space. Cianbro said that it plans to renovate the

building to meet its training needs, adding classrooms, office space for instructors, space for larger trainings and a fitness center.

UTC announced in March 2014 that it would close its Pittsfield facilities as it consolidated production at three facilities, in Lincoln, North Carolina, and overseas in Mexico and China.

Vigue said the company

has hired about 500 employees so far this year, with hiring demand driven half by new work and half from retirements.

And he said the company expects to take on more construction projects in each of the major segments it serves next year.

That includes the company's work in institutional buildings, industrial buildings, fossil fuel and chemical processing, transporta-

tion infrastructure and electricity generation and transmission lines.

"We're seeing growth all across the board," Vigue said.

The property has been listed and marketed since earlier this year, with a sale price of \$575,000. Cianbro did not specify the terms of its lease or sale agreement with the local economic development agency.

## Nonprofit groups get Google help

Did you know that Google offers programs designed specifically for nonprofit organizations? This is worth checking out if your nonprofit organization could use a marketing boost and has a limited budget.

The Google for Nonprofits program offers tools specifically designed to help nonprofit organizations promote themselves, reach potential donors and volunteers, and monitor the effectiveness of their online presence.

The best part is that these services are free, once you are accepted into the program.

To be eligible, your organization must be recognized by the IRS as a tax-exempt 501(c)(3) organization formed for charitable, educational, religious, literary, scientific or other tax-exempt purposes.

Government entities and organizations, hospitals and health care organizations, schools, child care centers, academic institutions and universities are not eligible. If you are part of an educational institution, be sure to check out Google for Education.

To apply for the Google for Nonprofits program, simply complete the online application and wait for an approval from Google. According to Google's website, approvals can take just seconds or up to several days if additional information is required.

Here is an overview of the products Google offers nonprofits:

### Google Apps for Nonprofits

You will have free access to Google products including Gmail, Google Calendar, Google Drive and apps designed specifically for use by nonprofits, schools and government agencies.

You can store documents in the cloud with 30 GB of storage across Gmail and Google Drive so you can securely access data from anywhere.

You can access 24/7 support from Google with no hardware or updates required.

### One Today App

Your group can sign up to be part of this app, which makes it easy for anyone to donate \$1 to nonprofit organizations of their choosing simply by downloading the app. You can find it in the Google app store as "One Today."

### Google Ad Grants

Your group could qualify for \$10,000 worth of in-kind advertising every month from AdWords. These ads can be targeted to your audience and will appear in Google search results.

### YouTube Nonprofit Program

You will be able to access premium branding capabilities on YouTube channels, select custom thumbnail images, add call-to-action overlay on your videos and increase your video uploading capacity.

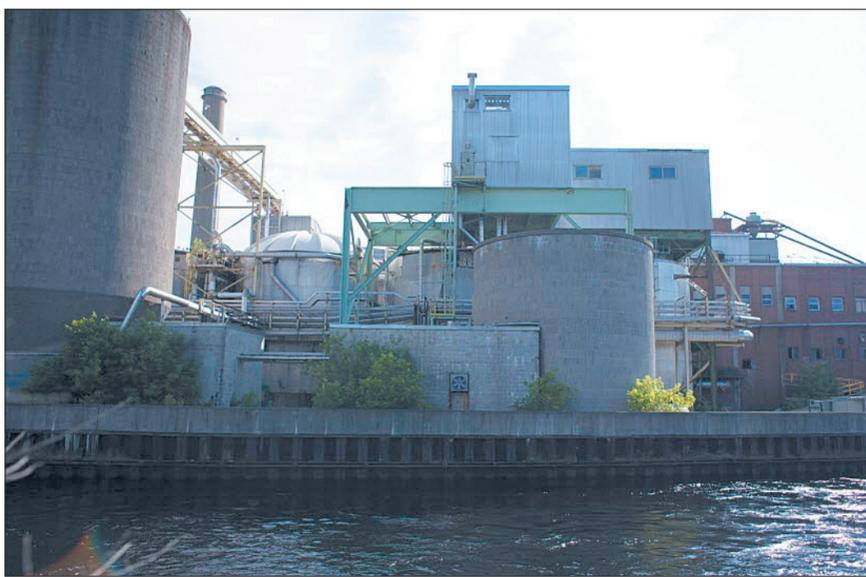
See Neuman, Page C2



DEB NEUMAN  
BACK TO BUSINESS



## UNIQUE CHALLENGES, COMMON GOAL



BDN FILE

A boiler explosion ended on-site pulp production at the Lincoln paper mill (top) and the owner filed for Chapter 11 bankruptcy protection in September. The mill's CEO said buying pulp from others was more costly and ate into its profit margins. The Millinocket paper mill (above) closed in September 2008, idling 150 workers.

## Maine paper industry eyes survival strategy

BY DARREN FISHELL  
BDN STAFF

One challenge looms large over the future of Maine's paper industry: All of the state's mills are different.

The details of each mill's operations can become blurred behind the recent spate of bad news for the paper industry. Work in paper mills has declined sharply in the last few years. Closures, bankruptcies, sales and stock exchange delistings blend together to paint a dire picture.

But each mill is a unique business, with different costs, different mixes of products and markets, and different margins.

"Every mill has its own story," Donna Cassese, chairwoman of the Maine Pulp and Paper Association, said. "They make different products and their costs to produce

those products are different."

Take the recent bankruptcy announcement of Lincoln Paper and Tissue and Expera Old Town's plan to close its pulp mill by year's end.

In Lincoln's case, a boiler explosion ended on-site pulp production. The mill's CEO said buying pulp from others was more costly and ate into its profit margins.

In Expera's case, decreasing pulp prices played into the decision to close.

One mill closes and says, "pulp's too costly," and another says, "pulp's too cheap."

Pardon?

What's missing is basically every other detail about each business that factors into their bottom line.

Some mills are net generators of electricity, some have long-term contracts for wood supply, some are in markets where demand is

See Paper, Page C2



## New bill unleashes collection robocalls

BY RUSS VAN ARSDALE  
EXECUTIVE DIRECTOR NORTHEAST CONTACT

There's probably nothing more annoying than a pre-recorded call (robocall) asking you to buy something.

Unless it's a robocall demanding you pay off a debt you might owe. Congress has just made it possible for some debt collectors to add robocalls to mobile phones to their toolkits.

CONSUMER FORUM

And a number of people and groups are unhappy.

Until passage of the latest federal budget, collectors placing robocalls or sending texts needed advance consent of those receiving such calls. That provision was part of the Telephone Consumer Protection Act of 1991.

Section 301 of the new budget bill repealed the advanced consent requirement for collectors of debt that's owed to or guaranteed by the federal government. The change allows robocalls not only to student loan and mortgage borrowers, farmers, veterans and others with federally backed loans but also to their relatives, references and even unrelated people who get a reassigned cell phone number from such borrowers.

"They sneaked Section 301 in there. Nobody even knows how it got in [the budget bill]," said Tim Marvin of Consumers Union, the policy and action arm of the organization that publishes Consumer Reports.

Consumers Union had launched a campaign in February to pressure phone companies to help curb robocall excesses. When we checked its website, endrobocalls.org, more than 568,000 people had signed an online petition of support.

The outrage of consumers was matched by that of 10 U.S. senators who are co-sponsoring a bill to overturn Section 301. The bill is called the HANGUP (Help Americans Never Get Unwanted Phone calls) Act. Seventeen groups supporting the bill drafted a sample letter consumers can mail to their senators, in an effort to give the bill traction.

Critics say allowing robocalls to mobile phones will flood consumers with nuisance calls, and they contend the calls will generate relatively little in repaid debt. Such calls also offer consumers little recourse if they're targeted unfairly.

See Forum, Page C2

**No business is too small for great service.**  
From business checking and lending to payment processing and payroll, UCU has the resources you need with the personal service you expect!

**Learn more today!**  
ucu.maine.edu | 800.696.8628

Federally Insured by NCUA