

## Webinar series on 501(r) regulations

Baker Newman Noyes will offer a two-part webinar series on the operational requirements of the 501(r) treasury regulations relating to financial assistance policies, amounts generally billed and extraordinary collection activities, noon-1 p.m. Wednesday, Feb. 24.

Compliance with these regulations is required to maintain a hospital's tax-exempt status and is pertinent to chief financial officers, finance directors, controllers, revenue cycle directors, patient access and patient account managers, financial counselors and compliance officers. Participants are eligible to earn up to one continuing professional development credit.

For more information and to register, visit [bnnpcpa.peachnewmedia.com/store/seminar/seminar.php?seminar=54574](http://bnnpcpa.peachnewmedia.com/store/seminar/seminar.php?seminar=54574).

## Madison area job fair slated for Feb. 24

MADISON — The Skowhegan CareerCenter, Backyard Farms, KVCAP, Somerset Abbey and the Madison Business Alliance will host a Madison area job fair with 18 employers 3-6 p.m. Wednesday, Feb. 24, at Somerset Abbey, 98 Main St.

Several local businesses will be on hand, including Addison Point Agency, Assistance Plus, Backyard Farms, Care and Comfort, Fine Line Paving, Genesis HCC, Cedar Ridge, Hannaford Supermarkets, Hearth & Home Realty, Kennebec Behavioral Health, Kennebec Valley Community College, Maine Behavioral Health Organization, Mainely Elder Care, Riverview Psychiatric Center, Securitas Inc., Spurwink, U.S. Border Patrol, the U.S. Department of Agriculture's Natural Resources Service Center and Collaborative Waterville!

The cancellation date due to inclement weather, if needed, will be March 2 at the same time and location.

CareerCenters, part of the Maine Department of Labor, offer services to help people find employment or upgrade skills. Each center provides public-access computer workstations with Microsoft Office software, resume writing and cover letter software, Internet access and O'Net software for skills assessment. All CareerCenter services are free of charge.

Call 474-4950 (TTY users call Maine Relay 711). Information also is available at [mainecarecenter.com](http://mainecarecenter.com).

## Land trust seeks votes in grant award contest

BANGOR — In April, the Bangor Savings Bank Foundation will give a total of \$100,000 to local nonprofit organizations.

A total of 68 grants will be awarded, including organizations listed on the ballot and the top 20 write-in vote recipients (at least two write-ins per region). The top vote-getting organizations in each region, including write-ins, each will receive \$5,000. The remaining 60 organizations will receive \$1,000 each.

Bangor Land Trust is a write-in. To vote, stop in at Bangor Savings Bank or go to [bangor.com/Community-Support/Community-Matters-More.aspx](http://bangor.com/Community-Support/Community-Matters-More.aspx). Voting ends at 11:59 p.m. Monday, Feb. 29.

## Brewers

Continued from Page C1

Asian, 1 percent Native American and 4 percent multiracial.

"The more people who are down here producing, the more people will be drawn here," Cayer said. "When we were the first people here for the first two years, it was like pulling teeth to get people down here. Now people just show up because they're already at Rising Tide or Bunker or at the coffee producers here."

UFF operates in 10,000 square feet, including 6,000 square feet for production, 2,000 square feet for the tasting room and performance area and another 1,500 square feet for the art gallery and hallway.

"The performance space can be used for anything. We have open mic nights and people can rent it for weddings," said Cayer. "The nice thing is they can try our products and we can get feedback at our events."

The space hosts a craft market on Saturdays and UFF also plans to sponsor a

5K in the spring from its parking lot through the Maine Trails near it and to the narrow gauge train depot and back.

While UFF initially had a winery license for its fermented cider and kombucha, it now has a brewery license and plans to soon offer gruit (pronounced "grew it," an herb flavoring for beer) and Braggot (mead made with honey and barley malt).

"We are focused on the local side of things and are doing things other people aren't," said Cayer, who co-owns UFF with Reid Emmrich. "In a place where there's a ton of craft breweries, people aren't going to be doing what we're doing for a while. We've diversified so we have many different draws to our space."

Distinguishing your brand is getting more important as the craft brewing market continues to grow. Maine already ranks fifth nationwide in the number of craft breweries per capita, with 37 as of 2012. And while only a handful of craft brewers opened up in the state in the past six months, Sean Sullivan, executive director of the Maine Brew-

ers' Guild, expects the pace to pick up this year, with at least 13 craft breweries on tap to open in the first half of 2016.

One, Northern Maine Brewing Co. in Caribou, will be the first in Aroostook County in a long while.

LeGassey of Fore River says there's no issue with market saturation of craft brewers now, and with neighborhood brewers coming back into fashion, there's plenty of room for growth.

"Breweries are starting to have different things like sours and are using other types of bacteria and wild ingredients, like UFF's different fermentables and gruit," he said. Fore River makes three beers: John Henry, which is an oatmeal stout, plus Irish Red TimberHitch and Lygonia IPA.

Like Fore River, Bear Bones is the first brewery in its neighborhood in Lewiston. The two owners were born in Lewiston and met in middle school on the cross-country ski team. They started the brewery in 2013, and experimented with recipes out of their home until they found their current location.

## Unions

Continued from Page C1

"Whether it's the ongoing drive of pharmacists or paralegals or lobstermen, there is a strong sense across the state that this economy is out of balance and there is organization across different sectors of the economy," he said.

A group of lobstermen voted to form a union in 2013 and pharmacists at Shaw's locations around Maine voted to organize last year.

The distance to close that income inequality gap appears to be smaller in

Maine. A 2015 study by the Economic Policy Institute ranked Maine 46th for the disparity between the average income of the top 1 percent of earners to the bottom 99 percent.

The recession did lead to a period of the fastest decline in total wages in a decade, but that trend reversed sharply in 2014 with a tightening labor market, according to Glenn Mills, chief economist at the Maine Department of Labor's Center for Workforce Research and Information.

In a presentation to the Legislature at the end of January, Mills indicated wages in 2015 showed the fastest growth in more than

10 years in 2015.

As organized labor searches for the industries and sectors where it will stake its future, Schlobohm said he sees broader petitions to the government, including the 2016 statewide referendum to raise the state minimum wage to \$12.

"All of these kinds of campaigns for raising wages are another way to bargain on behalf of thousands of workers," Schlobohm said.

### Maine in context

Maine is about in the middle of the pack for its share of public and private union-represented workers in 2015, and for the degree

The name for their brewery came from Tuuri telling Dingman that he was ready to start a brewery and wanted to keep it minimalist, or bare bones.

"We wanted to keep things simple. Everything we can reuse we do," Tuuri said of the brewery's emphasis on kegs and refillable growlers and minimal waste, with no disposable bottles or cans. He blew the glass for the light fixtures, and the two reused wood and other construction materials found in their building and elsewhere.

Even the carriers for the growlers — available for \$50 each — were made by a local woodworker from the old wood lath that was used in the past to hold plaster on walls. They salvaged an industrial stainless sink for \$250, and refinished the inside of the tasting room and brewery themselves, a process that took more than a year.

"We want to be small and sustainable and grow with the community," Dingman says. "There's no other place in town where you can fill up a growler."

The goal was to be thrifty in their two-stage build-out,

and make a comfortable space where everyone could come and drink beer or their homemade Halal ginger soda.

"There's a mosque down the street, so we'll have Halal soda on tap at all times," says Dingman. "We made a point to make this an inclusive space for all ages."

And while both men like the popular IPA ales, when they did taste-testings in their neighborhood, they discovered they were not popular. "So we listened to our customers," Dingman adds.

The brewery is making Double C.R.E.A.M., Old Smokey pale ale, plus a hoppy seasonal ale and rye brown ale.

The plan is to get people in the door to both taste their beers and then buy and take them home in growlers. And the men welcome other breweries in the area.

"This street is vivacious," says Dingman, referring to the three restaurants and other businesses on the block. "Hopefully we'll get more brewers here. The more we build up the community, the better."

## Forum

Continued from Page C1

A New York Times blog half a dozen years ago contained some winning tips for getting good wireless deals, which you can read about at [bucks.blogs.nytimes.com/2009/11/18/how-to-negotiate-a-lower-cellphone-bill/?\\_r=2](http://bucks.blogs.nytimes.com/2009/11/18/how-to-negotiate-a-lower-cellphone-bill/?_r=2).

Among the hints: Act nice, play dumb, take good notes and, most importantly, say you're prepared to switch to another carrier. You might call around first to see what other companies are prepared to offer; then you'll have ammunition when

you are ready to strike your best deal.

Similar advice comes from the website [fivecentnickel.com](http://fivecentnickel.com). One writer advises consumers to talk about the fact that money is tight and ask, "What can you do to help me?"

Asking for a favor sometimes bring unexpected results; at a minimum, it sets you up for the follow-up question, "Is there anyone else — say, a supervisor — who could do any more to help me?"

If your research involves more nuts-and-bolts info — such as the difference between 3G and 4G — you might want to visit [pcmag.com](http://pcmag.com). The publication prints

an annual story on which mobile networks are the fastest.

For Consumer Reports' ratings and recommendations plus a buying guide, visit [consumerreports.org](http://consumerreports.org) and search "cellphone."

Consumer Forum is a collaboration of the Bangor Daily News and Northeast CONTACT, Maine's all-volunteer, nonprofit consumer organization. For assistance with consumer-related issues, including con-

sumer fraud and identity theft, or for information, write Consumer Forum, P.O. Box 486, Brewer, ME 04412, visit <http://necontact.wordpress.com> or email [contactexdir@live.com](mailto:contactexdir@live.com).

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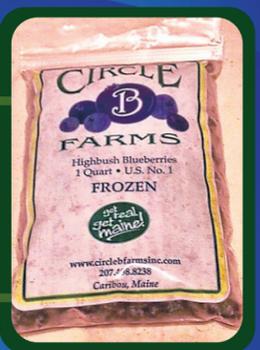


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