

IT firm sees 200 jobs for Waterville

BY DARREN FISHELL
BDN STAFF

PORTLAND — A Massachusetts information technology consultant has plans to open an office in downtown Waterville early next year, bringing on 20 employees in January with hopes of eventually growing to a projected 200 positions.

John Williams, the chief strategy officer for Collaborative Consulting, said in a telephone interview Wednesday that the company plans to grow to between 50 and 75 employees by the end of 2016, keeping a similar pace over the next few years.

That pace in future years depends on how business goes and how easy it is for the company to recruit and train new employees, but Williams said the projection of growing to 200 in two to three years “feels like a reasonable growth pattern.”

The company, Collaborative Consulting, on Wednesday announced its plan to move into space in the Hathaway Creative Center, a commercial and residential redevelopment of the city’s historic Hathaway Mill. It will operate in Waterville as Collaborative Waterville.

Williams said his company had eyed Maine generally for an expansion, settling on Waterville because of the offer to partner with Colby College, offering internships, faculty and staff training, and other opportunities for professional development.

“We decided on Waterville in large part because of the opportunity to work closely with Colby College,” Williams said.

Williams, who will lead the company’s expansion, said Collaborative is working on getting



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WILLIAM ROBICHAUD, CEO, COLLABORATIVE CONSULTING

state economic development incentives, which he said put Maine on par with other states the company considered for expansion.

“They weren’t a tipping point for us like Colby was, but they level the playing field with states that have similar programs,” Williams said.

William Robichaud, the company’s founder and CEO, said in a news release that the company also plans to work with Thomas College and Kennebec Valley Community College to provide

technology and business skills education for students.

“Waterville is an ideal fit for us because of its dynamic community, exceptional workforce and impressive educational infrastructure focused on innovation,” Robichaud said in a news release.

The company headquartered in Burlington, Massachusetts, said it has about 450 consultants along the East Coast. It offers consulting for businesses seeking help with data, analytics and other technology needs.

Natural gas utilities agree to pay safety fines

MPUC resolves problems with Southern Maine firms

BY DARREN FISHELL
BDN STAFF

PORTLAND — Utilities regulators approved agreements Tuesday to resolve likely safety violations by two southern Maine natural gas utilities.

Through a stipulation with the Maine Public Utilities Commission, natural gas utility Unitil agreed to pay a \$7,500 penalty and make changes to its inspection process for critical valves on its natural gas distribution pipelines.

Maine Natural Gas agreed to pay a \$5,000 penalty for not keeping records of gas leak surveys in seven southern Maine communities from 2012 to 2014.

Maine Natural Gas self-reported the missing records in July, including two consecutive years of missing records for any gas leak surveys in Freeport and Pownal. The Iberdrola subsidiary was also missing some records for Gorham, Windham, Brunswick, Topsham and Bath for that period.

In addition to the penalty, the PUC approved the company’s plan to create a checklist for completing its gas leak surveys, including steps for properly keeping related records.

For Unitil, an inspector from the PUC’s Gas Safety Division wrote in a report that a random review found Unitil had not properly maintained certain “critical valves” on its pipelines in the greater Portland area.

The company agreed to take steps to correct its inspection program and record keeping and fixed problems the inspector found.

Some of the valves were not able to open and close, and one was paved over and inaccessible without removing asphalt that covered it.

The company in a letter Nov. 30 outlined planned fixes for those problems and its overall inspection program.

The three-member PUC approved stipulations resolving those likely violations for both companies on Tuesday.

Wall St. falls on fears of oil’s multi-year low

BY MARCUS E. HOWARD
REUTERS

U.S. stocks closed sharply lower on Friday, with the S&P 500 ending its worst week since August, as plunging crude oil prices compounded investor nervousness on expectations for the first U.S. interest rate hike in nearly a decade.

Oil dragged down market as a whole, as investors worried whether a weakness in commodities signaled a broader slowdown.

Furthermore, investors were worried about declines in China’s yuan and in high-yield debt markets.

“Positioning has been clearly along the lines of taking risk exposure off,” said Michael James, managing director of equity trading at Wedbush Securities in Los Angeles.

The sell-off gained ground ahead of the close as investors took profits on stocks such as Amazon.com, which had performed well this year, said Dennis Dick, head of markets structure at Bright Trading LLC in Las Vegas.

“If you had a large oil position you need to raise cash, probably from some of your winners,” he said.

The Dow Jones industrial average fell 309.54 points, or 1.76 percent, to 17,265.21 with every component in the index ending down. The S&P 500 lost 39.86 points, or 1.94 percent, to 2,012.37 and the Nasdaq Composite dropped 111.71 points, or 2.21 percent, to 4,933.47.

For the week, the S&P 500 fell 3.8 percent in its worst week since Aug. 21. The Dow fell 3.3 percent and Nasdaq dropped 4.1 percent for the week.

Small caps sold off as well. The Russell 2000 index fell 5.1 percent for the week, its biggest weekly percentage decline since May 2012.

The continued plunge in oil prices added to investor uncertainty ahead of the Federal Reserve’s expected rate hike after the U.S. central bank’s Dec. 15-16 meeting.

Market Review

Consolidated Stocks							
	Close	Chg	Div		Close	Chg	Div
3M Co	154.83	-2.69	4.1	IntlBsch	25.36	-1.10	0.6
ABB Ltd	17.78	-0.26		JPMorgCh	64.07	-1.54	1.8
AbtVie	54.04	-1.74	2.3	Kohls	46.24	-1.94	1.8
AbtLab	44.36	-0.95	1.0	LillyEli	83.29	-1.62	2.0
AEP	54.56	-0.32	2.2	Loews	36.92	-0.88	0.3
Aerospotl	0.40	+0.02		Loews	75.01	-1.16	1.1
Aetna	104.91	+0.09	1.0	McDnlds	116.08	-1.12	3.6
ALFAC	59.71	-1.38	1.6	Merck	52.15	-1.54	1.8
AK Steel	2.20	-0.24	0.0	MetLife	47.12	-1.75	1.5
ALCATEL LUCENT	37.75	-0.07		Microsoft	54.06	-1.21	1.4
Allergan	302.07	-3.63		Mondelez	42.73	-1.25	0.7
Allstate	61.47	-1.01	1.2	Monsanto	93.63	-2.46	2.2
Altria	56.46	-0.72	2.3	MorgStan	32.08	-1.34	0.6
AMOVill	14.43	-0.31	0.5	NewellRub	45.28	-1.94	0.8
Anadarko	49.55	-1.68	1.1	NextEraEn	97.41	-0.19	3.1
Apache	42.92	-3.27	1.0	NipponTT	37.08	-0.63	0.8
ApldMatl	18.32	-0.43	0.4	NokiaCp	6.90	-0.12	0.2
Apple	113.18	-2.99	2.1	NorthropG	186.02	-1.44	3.2
AT&T Inc	33.17	-0.50	1.9	OneokPrs	24.24	-2.15	3.2
Autodesk	61.10	-2.14	0.0	Oracle	37.21	-0.98	0.6
AviTech	6.58	-0.17		Orange	16.30	-1.02	0.7
BcoSantSA	4.97	-0.11	0.3	Penn Gmng	15.62	-0.20	
BestBuy	29.79	-0.53	0.9	Pennney	7.34	-0.14	0.0
BkNYMel	40.77	-1.50	0.7	PeppcoHold	26.14	...	1.1
BkofAm	16.73	-0.47	0.2	PepsiCo	97.78	-1.12	2.8
Boeing	144.62	-1.79	3.6	Pfizer	32.06	-0.30	1.1
BP PLC	30.79	-1.01	2.4	PhilipMor	86.32	-1.41	4.1
BrlkldAs	31.59	-0.85	0.5	PPL	32.71	-0.22	1.5
BrMysqll	67.62	-1.32	1.5	Praxair	105.30	-1.38	2.9
Caterpillar	65.43	-0.95	3.1	ProctGam	77.78	-0.01	2.7
CBS B	46.84	-1.69	0.6	Prudentl	44.36	-0.55	1.2
CenterPnt	16.69	+0.55	1.0	QstDiag	67.48	-0.71	1.5
Chevron	86.44	-2.86	4.3	Rayonier	22.70	-0.28	1.0
Citigroup	51.11	-1.54	0.2	Raytheon	126.20	-1.20	2.7
CocaCola	42.27	-0.49	1.3	ReynAmer	44.56	-0.42	1.4
Corning	18.68	+0.99	0.5	RylCarb	91.91	-2.32	1.5
Deere	77.16	-1.44	2.4	Schwab	31.77	-1.49	0.2
Disney	108.04	-2.72	1.4	SearsHdgs	22.15	+0.45	0.0
DowChm	53.37	-1.54	1.8	Sherwin	261.88	-4.66	2.7
DowEnrg	67.84	-0.41	3.3	SiderunNac	1.12	-0.06	0.1
DuPont	31.32	-0.50	1.9	Siemens	98.00	...	3.8
EconomiMtl	74.34	-1.35	2.9	SonyCp	24.34	-0.29	0.1
Facebook	102.12	-3.30		Starbucks	59.62	-2.05	0.8
FedExCp	144.26	-4.23	1.0	SwstAiri	42.34	-1.83	0.3
FidInFrp	34.34	-0.94	0.8	Symantec	19.65	-0.29	0.6
FidNatInfo	61.20	-1.68	1.0	Target	71.84	-0.53	2.2
FrontierCm	4.57	-0.31	0.4	Tectron	40.86	-0.74	0.1
GenElec	30.26	-0.39	0.9	TimeWarn	180.50	-3.01	3.0
GlaaSkn	39.31	-0.61	2.4	Toyota	123.67	-1.22	3.6
GoldmanS	176.56	-5.55	2.6	Travelers	109.76	-1.23	2.4
Google	738.87	-10.59		UPS B	97.46	-2.99	2.9
Hershey	87.43	+0.66	2.3	ValeroE	67.51	-3.87	2.0
HewlettP	12.21	-0.15	0.5	Vodafone	31.51	-0.59	1.7
Hitachi	58.54	...	1.0	WalterEn	0.03	...	0.0
HomeDep	130.44	-2.10	2.4	Waste Mng't	51.34	-0.68	1.5
Honda	31.40	-0.66		WellsFargo	53.31	-1.03	1.5
IBM	134.57	-2.21	5.2	Yahoo	32.91	-1.72	
Intel	34.27	-0.50	1.0	Zimmer	98.96	-1.01	0.9

Indexes										
	52-Wk High	52-Wk Low	Close	Chg	Chg%	Yr	Mo	Qtr	1 Yr	Chg%
Dow Jones indus.	18351	15370	17265.21	-309.54	-1.76	▼	▼	▼	▲	-1.88
Dow Jones Transport	9257	7453	7524.64	-146.83	-1.91	▼	▼	▼	▼	-15.71
Dow Jones Utility	657	540	551.13	-1.43	-0.26	▼	▼	▼	▼	-8.69
Nasdaq composite	5232	4292	4933.47	-111.71	-2.21	▼	▼	▼	▲	+4.79
NYSE AMEX composite	2556	2105	2105.01	-53.44	-2.48	▼	▼	▼	▼	-12.88
NYSE composite	11255	9510	9976.65	-195.39	-1.92	▼	▼	▼	▼	-6.67
S&P 500	2135	1867	2012.37	-39.86	-1.94	▼	▼	▼	▼	-1.13
S&P Mid cap 400	1551	1345	1389.16	-22.21	-1.57	▼	▼	▼	▼	-2.28
Wilshire 5000	22537	19619	20823.36	-431.56	-2.03	▼	▼	▼	▼	-2.42
Russell 2000	1296	1079	1123.61	-25.42	-2.21	▼	▼	▼	▼	-3.71

Local Stocks										
	52Wk Hi	52Wk Lo	Close	Chg	Chg%	Yr	Mo	Qtr	YTD%	P/E Div
Bank of America (BAC)	18.48	14.60	16.73	-0.47	-2.73	▼	▲	▲	-6.48	12.7 0.2
Bar Harbor (BHB)	37.98	28.97	32.50	-0.76	-2.29	▼	▼	▲	...	13.6 1.0
Camden Nat'l (CACC)	47.49	35.81	44.18	-0.10	-0.23	▼	▼	▲	+10.89	13.1 1.2
Cisco (CSCO)	30.31	23.03	26.16	-0.61	-2.28	▼	▼	▲	-5.95	14.3 0.8
Delhaize (DEG)	25.14	17.15	24.05	-0.31	-1.27	▼	▼	▲	+32.73	31.6 0.4
Domtar (UFS)	48.30	35.20	37.83	-0.12	-0.32	▼	▼	▲	-5.94	15.6 1.6
Dover (DOV)	78.21	55.50	61.74	-2.04	-3.20	▼	▲	▲	-13.92	16.3 1.7
Fairchild SC (FCS)	21.71	12.22	20.65	-0.15	-0.72	▲	▲	▲	+22.33	0.0
General Dynamics (GD)	153.76	130.91	137.84	-2.16	-1.54	▼	▼	▼	+0.16	15.8 2.8
General Electric (GE)	30.99	19.37	30.26	-0.39	-1.27	▼	▲	▲	+19.75	95.9 0.9
HCA Holdings (HCA)	95.49	43.91	66.30	-2.13	-3.11	▼	▼	▼	-9.66	14.3
Idexx Labs (IDXX)	168.51	61.58	68.45	-0.60	-0.87	▼	▼	▼	-7.67	37.6
ImmuCell (ICCC)	11.40	4.67	7.36	-0.08	-1.13	▼	▼	▲	+51.36	22.2
International Paper (IP)	57.90	37.11	38.13	-0.63	-1.63	▼	▼	▼	-28.84	18.1 1.8
KeyCorp (KEY)	15.70	12.04	12.74	-0.27	-2.08	▼	▼	▼	-8.35	12.2 0.3
Kimberly-Clark (KMB)	122.97	103.04	119.20	-1.13	-0.94	▼	▼	▲	+3.17	80.9 3.5
Lake Sunapee Bank (LSBG)	16.35	13.51	13.51	-0.14	-1.03	▼	▼	▼	-13.51	11.8 0.6
Northeast Bancorp (NBN)	11.02	8.86	10.10	-0.21	-2.04	▼	▼	▼	+4.77	13.6 0.0
People's United Fin (PBCT)	16.95	13.97	15.99	-0.24	-1.48	▼	▼	▲	+5.34	19.2 0.7
Pine Creek Timber (PCL)	51.63	36.95	47.83	-0.80	-1.65	▼	▼	▲	+11.78	36.9 1.8
PNC (PNC)	106.52	81.84	92.37	-1.98	-2.10	▼	▲	▲	+1.25	12.7 2.0
RR Donnelley (RRD)	20.22	14.19	14.87	-0.34	-2.24	▼	▼	▼	-11.51	31.2 1.0
Sappi Limited (SAPPVJ)	4.53	2.67	4.09	▲	▲	▲	...	0.0
State Street (STT)	81.26	63.97	66.12	-2.93	-4.24	▼	▼	▼	-15.77	16.2 1.4
Sysco (SYS)	42.03	35.45	40.91	-0.20	-0.49	▼	▼	▲	+3.07	37.7 1.2
The First Bancorp (FNLC)	22.56	16.20	19.91	-0.88	-4.23	▼	▲	▲	+10.06	14.1 0.9
United Technologies (UTX)	124.45	85.50	93.30	-0.57	-0.61	▼	▼	▼	-18.87	14.3 2.6
Unum Group (UNM)	38.15	29.81	33.95	-1.17	-3.33	▼	▲	▲	-2.67	24.0 0.7
Verizon Comm (VZ)	50.86	38.06	44.82	-0.50	-1.10	▼	▲	▲	-4.19	18.8 2.3
WalMart (WMT)	90.97	56.30	59.36	-0.20	-0.34	▼	▼	▼	-30.88	12.8 2.0

Top Mutual Funds											
Last	Chg	1Yr Rtn	Fund	Last	Chg	1Yr Rtn	Fund	Last	Chg	1Yr Rtn	
36.79	-0.84	-11.4	FIRST EAGLE				New Era	28.29	-0.8	-12.7	
67.45	-3.64	-2.1	Global A	51.37	-0.69	-0.3	New Inc	9.43	+0.03	+0.6	
			FRANKLIN				SC Stk	42.39	+0.81	+1.1	
21.06	-0.41	+2.3	Cust Inc A	2.08	-0.03	-5.8	SPtm Bd	4.72	unch.	+0.6	
40.90	-0.96	+15.9	Fed TF Inc A	12.37	+0.02	+2.4	Spec Inc	12.06	-0.05	-1.3	
31.46	-0.73	+0.8	HARTFO				TEMPLETON				
9.16	-0.11	+1.1	Cap Appr A	33.73	-3.96	+3.0	GI Bond Adv	11.45	-0.18	-3.6	
97.64	-6.41	+8.3	LORD ABBETT				Growth A	21.58	-0.81	-5.8	
34.35	-0.62	+2.3	Affiliated A	13.92	-0.25	-2.6	World A	15.98	-0.31	-5.2	
49.96	-4.09	-2.4	MFS				VANGUARD				
9.19	-0.03	-0.9	Total Return A	17.67	-0.19	+1.0	500 Index Adm	186.50	-3.67	+3.4	
14.95	-0.14	+0.6	OAKMARK				GNMA Adm	10.70	+0.03	+1.5	
12.21	-0.14	+0.7	Internatl I	22.29	-0.21	-4.3	Health Care Adm	95.14	-1.29	+0.8	
14.85	-0.19	+0.8	OPPENHEIMER				Ins T SiMk Ins+	45.48	-0.9	+2.8	
15.47	-0.27	+1.1	Dev Mkts A	29.67	-0.73	-14.3	Inst Index Inst	184.68	-3.63	+3.4	
8.93	-0.17	+1.1	Main St A	42.69	-0.83	+4.5	Int-Tm TxEAdm	14.27	+0.03	+2.7	
28.41	-0.8	-0.3	PMCO				Morgan Gro Inv	26.66	-0.57	+8.9	
34.42	-3.23	+10.8	All Asset Inst	10.30	-0.14	-9.3	PRIMECAP Inv	103.52	-1.93	+2.9	
11.56	+0.03	+1.3	Tot Rtn Inst	10.50	+0.02	-0.9	SH-Tm Inv Adm	10.61	+0.01	+1.2	
10.39	+0.03	+0.7	PUTNAM				STAR Inv	24.23	-0.27	+0.8	
38.45	-0.66	+3.0	Gro & Inc A	19.42	-0.58	-5.2	T SiMk Idx Inv	50.23	-1.0	+2.7	
47.47	-1.11	+2.7	T ROWE PRICE				Tgt Ret2010 Inv	26.18	+0.13	+0.5	
18.80	-1.84	+6.4	Cap App	27.25	-0.3	+6.6	Tgt Ret2020 Inv	28.02	-0.29	+0.3	
14.63	-0.17	+2.0	Eq Inc	27.99	-2.27	-4.2	Tgt Ret2025 Inv	16.22	-0.2	+0.3	
20.12	-0.36	+3.3	Gro Stk	56.46	-1.3	+13.0	Tot Bd Adm	10.74	+0.04	+0.9	
59.00	-1.17	+2.8	HY	6.19	-0.07	-1.7	Tot I Stk Inv	14.27	-0.28	-5.2	
10.20	-0.05	-0.5	Int NewAsia	14.96	-0.3	-6.3	Wellesley Adm	61.23	-0.24	+1.9	
			Int Gl	13.14	-0.23	-3.9	Wellington Adm	65.83	-0.74	-1.2	
			Int St Sh	15.08	-0.34	-1.6	Windsor II Inv	35.24	-0.63	-1.3	
			MC Gr	79.22	-1.27	+9.8	YACKTMAN				
							Fund	23.50	-0.32	-3.6	