



Waterville Creates! expands the city's focus on art

New period of development underway

BY NATE TOWNE
Marketing Manager, Waterville Creates!
Special to Waterville on the Kennebec

The arts have had a treasured place in Waterville history since 1902, when the Waterville Opera House was christened during a massive centennial celebration that brought tens of thousands of celebrants to this fair city on the banks of the mighty Kennebec River. Since those years, much has changed here in Waterville, but the arts remain a constant and vital part of the fabric that weaves through our community.

The exciting growth that gripped Elm City at the turn of the century is once again energizing Waterville as the downtown revitalization effort is well underway, with the metamorphosis of some of our most beloved yet deteriorated landmarks making way for the next period of development.

It's quite romantic in a way, this cycle of change. Though many of us only remember the revered Levine's Building at 9 Main Street, the site previously housed The Crescent Hotel — one of Waterville's finest lodging establishments. Now, plans call to recreate history by developing a boutique hotel on that site once again, somewhat easing the pain of loss brought upon by the demolition of one of Waterville's most hallowed institutions.

These exciting changes occurring in downtown Waterville are not limited to the city's modest skyline — exciting changes also are taking place in the city's arts and cultural resources. Waterville Creates! is at the forefront of this transformation, along with its partners in the arts, notably the Colby Museum of Art, the Maine Film Center, Waterville Main Street, the Waterville Opera House and the Waterville Public Library.

A nonprofit organization on a mission to promote, support and grow arts and cultural events in greater Waterville, Waterville Creates! focuses on enhancing many of the city's trademark events, including the Maine International Film Festival, Harvest on the Square, Kringleville and the newly-launched Waterville Rocks! Summer Concert series held in Castonguay Square. Waterville Creates! also champions the city as a regional arts and cultural destination in collaboration with organizations that include Mid Maine Chamber of Commerce, Central Maine Growth Council, Kennebec Valley Tourism Council and City of Waterville.

Progress continues to be made on the development of a Cultural Blueprint for Waterville, a roadmap to elevating the city's creative economy and diversity of arts. Meetings and listening sessions with the community were held this past summer with the expectation that the final plan will be presented in early 2017.

The seeds of change are sprouting at The Center Building at 93 Main Street

— once the home of Sterns Department Store and now owned and managed by Waterville Creates!. The front windows overlooking Main Street — where mannequins in Dunham's and Hathaway Shirt Factory creations once greeted passersby — now display the enthusiastic artworks of the community's children that were created during weekly afterschool Art and Clay Camps.

Every Wednesday these windows come alive once more with artists practicing their crafts — painting, drawing and sculpting still-life tableaus, themed costumed models, and the occasional nude.

Monthly "Paint with Us!" nights and "Bead with Us!" workshops continue to provide lively and entertaining programs for aspiring artists of all ages who seek something different to do with their friends or who are looking for a night of family-friendly recreation away from the television.

Where there once were business suits for sale, there is now a beautiful and spacious Common Street Arts art gallery

displaying the works of some of Maine's finest artists. Currently the gallery features the creations of our state's most accomplished clay and ceramics artists and printmakers. Plans for future exhibitions include Maine metal craft and Waterville's unique relationship with water, fostered by Waterville's proximity to the Kennebec River.

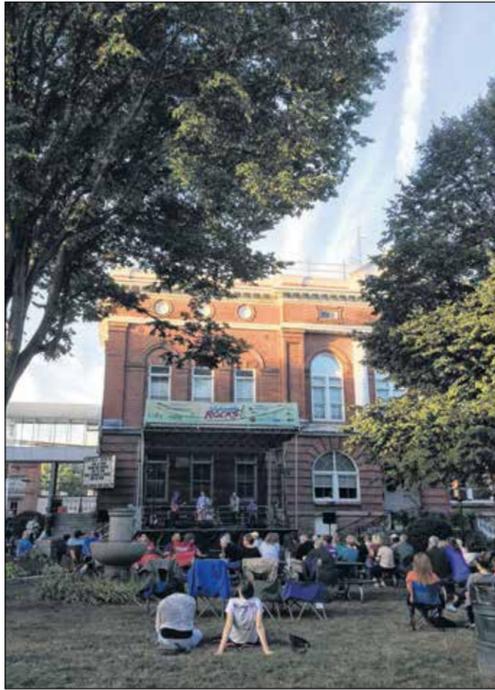
What was the children's department is now home to a new ceramics studio classroom, which will soon begin offering ceramics classes and open studio time for clay artists.

Where there was a cosmetics department, there is now an 80-seat "Black Box" experimental theater available for community use, which already has hosted performances by the Recycled Shakespeare Company and other talented local troupes.

In addition to creating programming downtown, Waterville Creates! endeavors to increase access and develop diverse programs for all audiences. Working to expand youth access to the arts, Waterville Creates! is partnering with organizations, including the Alford Youth Center, the South End Neighborhood Association and the Snow Pond Center for the Arts, to provide more music, theater and artistic opportunities for underserved communities.

The Youth Art Month (YAM) exhibition at Common Street Arts continues to be one of the gallery's largest annual draws. In the coming years, there is expected to be greater emphasis placed on bringing the arts to the people where they gather, collaborating with recreational anchors such as Quarry Road Trails and the soon-to-be-developed Riverwalk along Head of Falls downtown, to help expose outdoor enthusiasts to the arts while further elevating the beauty of these already scenic locations.

Collaborating with regional arts and



Waterville Rocks! Concert in Castonguay Square in front of City Hall. Performances were held each Thursday.



Umbrellas adorn a tree in Castonguay Square in anticipation of "Mary Poppins," a performance at the Waterville Opera House.

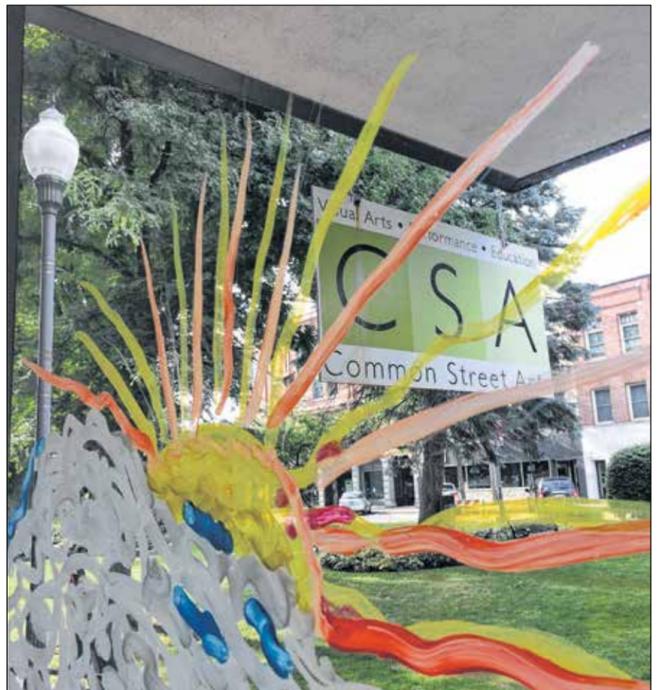
These exciting changes occurring in downtown Waterville are not limited to the city's modest skyline — exciting changes also are taking place in the city's arts and cultural resources.

culture institutions and their supporters, an effort is being made to strengthen the community as a vibrant arts destination, increase access to creative opportunities for all, and advance community and economic development by shining a spotlight on greater Waterville's deep cultural heritage and diverse art scene.

The transformation sweeping through downtown Waterville this harvest season is just the tip of the iceberg. While at times this change may appear tumultuous, the plan is to persevere and reap a reward for the effort. The arts and cultural institutions that call Waterville home are ready and willing to do their part to help foster a creative economy that benefits all of greater Waterville's citizens, who can look forward to the coming years with much anticipation.



"Skowhegan at 70: A Place in Time" exhibition on the Skowhegan School of Painting & Sculpture display from this past August and September.



The Common Street Arts window with a sunrise painting looking out from the gallery onto the street and sidewalk on Main Street in Waterville.

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Youth center impacts youth at home and abroad

Leaders eye program connection with China

BY WANDA CURTIS
Correspondent

One of Waterville's favorite hangouts for young people is the Harold and Bibby Alfond Youth Center — also known as the Waterville Boys and Girls Clubs and YMCA. Throughout the school year, young people of all ages gather there after school and on weekends for fun-filled and educational activities and classes. During the summer, they branch out to enjoy Camp Tracy and the one-of-a-kind replica of Fenway Park in Oakland.

Ken Walsh, chief executive officer, explained recently that the youth center is the only one of its kind in the U.S. Walsh said that the Waterville youth center is the only one where a Boys and Girls Club has merged to better meet the needs of the community. He said that the center could not exist without the tremendous volunteer effort demonstrated by this community. In return, he said, they seek to meet needs that exist within the community.

Tim Lecrone, chief operating officer, said that one example of a program established to meet a need within the community is the licensed after school program. He said that 12 school districts in the greater Waterville area provide transportation for children to attend the program, which is free to families who qualify for the free and reduced school lunch program. He said that it meets a need for many families and especially single parents. He said that the program staff serve a hot, nutritious meal to the children who attend that program each afternoon.

According to Walsh, they also feed those children on weekends through the backpack program, which came into existence as the result of concern expressed by a local couple about what happened to the children on weekends. Children from more than 70 families now carry home backpacks stuffed with healthy foods to help ensure that those children are able to access healthy



Contributed photo

CEO Ken Walsh helped to initiate a foreign exchange program for students from China to attend Camp Tracy.

foods over the weekend.

Walsh said that while much of the food is provided through generous donations, some of the food in those backpacks comes from raised gardens planted by youth during the summer. He said that they hope to soon build a large greenhouse that will not only teach young people how to grow plants and vegetables, but also provide another source of food.

In addition to gardening skills, the full-time and volunteer staff at the youth center seeks to equip youth with other skills to help them succeed in life. They learn how to make arts and crafts, how to swim and how to use computers. They also can enroll in martial arts classes and a variety of sports programs.

Camp Tracy is an extension of the youth center in the summer. Senior program director Patrick Guerette said that hundreds of children from the greater Waterville area are transported by bus to attend the various programs offered there, including sports camps.



Children make lifelong friends at the youth center.

Children from as far away as California and Colorado have attended the sports camps.

Several years ago, Walsh helped initiate a foreign exchange program for students from China to attend the sports camps. This fall, he will travel to Beijing at the request of their Superin-

tendent of Schools, who would like to create a program for Maine students to visit their country. Walsh, a native of the Bronx, believes lasting international relationships can be built during childhood that could later in life impact world affairs.

He said that some Chinese students who traveled to the sports camps now have pen pals here in the U.S.

In addition to youth programs, members of the staff have developed programs for adults including adult fitness classes, adult swimming classes and adult athletics. The youth center has also made its facilities available to local hospitals for wellness classes.

Programs offered by the youth center are made possible by grants and by generous donations from individuals, businesses and organizations. Walsh said that the goal of the youth center is for every child to be able to participate in the activities and programs offered there regardless of economic status. He said that the many donations of money and materials the center has received

"It's better to build boys and girls, than mend men and women."

— A SLOGAN OF HAROLD AND BIBBY ALFOND YOUTH CENTER, ALSO KNOWN AS THE WATERVILLE BOYS AND GIRLS CLUBS AND YMCA

has enabled leaders to meet that goal. He stressed again, however, that it's not just those donations that have made the youth center what it is today. He said that they could never have met the needs of so many children and families without the thousands of hours of time and also skills donated by volunteers.

An upcoming event that is staffed largely by volunteers is the annual Thanksgiving dinner open to residents of the greater Waterville area. There is no charge for the meal, which is provided through the generous donations of caring individuals and organizations. This year that event will be held from 4 p.m. to 7 p.m. on Nov. 16.

The mission of the Waterville Boys and Girls Clubs and YMCA through the Harold and Bibby Alfond Youth Center is "to inspire and enable all young people and their families to realize their full potential as healthy, productive, responsible and caring citizens," according to Walsh. One of the Club's slogans is: "It's better to build boys and girls, than mend men and women."

Kennebec Savings Bank shows steady growth

BY VALERIE TUCKER
Correspondent

In 1870, not long after the end of the Civil War, Governor Joshua Chamberlain signed an act to incorporate Kennebec Savings Bank to offer a savings outlet for citizens in its capital city of Augusta.

Those early bank records reported \$410 in total deposits for the day. Total assets at the end of 1870 were \$84,571. In the 21st century — 146 years later — Kennebec Savings Bank has served generations of Maine families and businesses. The institution continues its steady growth and reliable delivery of services to a much broader part of the state.

In 1995, that growth included the merger with Waterville Savings and Loan Association at 226 Main Street.

"The Waterville community has been very welcoming to Kennebec Savings Bank," said Andrew Silsby, president and CEO of the Bank. "When we first merged with Waterville Savings and Loan, the branch had assets of \$35 million. Today, that branch holds well over \$175 million."

In 2016, Independent Banker Magazine named Kennebec Savings Bank as one of the Top 75 Community Banks nationwide. The magazine noted its "impressive record of success in granting consumer/mortgage loans and supporting individuals

and families."

"We experienced a strong year in 2015, but 2016 is proving to be even stronger, with one in every three mortgages written in Kennebec County being written at Kennebec Savings Bank," Silsby said.

The financial institution's commercial loan business already is up by 8 percent through the first nine months of 2016, and Silsby expects that percentage to continue to grow.

"We are excited with what we see happening in Waterville, and we look forward to being part of all the ongoing efforts in the community, including the downtown's renaissance," he said.

Shortly after the 1995 merger with Waterville Savings and Loan, bank administrators determined the location wasn't large enough to handle all the new business it generated. Offices underwent significant expansion and renovations throughout the Main Street Office, with expectations for continued growth.

These days, the bank maintains a sharp focus on its retail, commercial and investment services. Kennebec Wealth Management provides financial advice to clients, including investment, wealth management and brokerage options.

"As Kennebec Wealth Management has grown, it has expanded to occupy the entire second floor of KSB's Waterville Main Street office," Silsby said.

A new addition to the organization is Gail Conley, director of Investment Services and regional vice president. Conley brings significant depth in financial planning to the operation.

"Gail's expertise allows her to complement traditional banking services and portfolios with tailored investment and planning solutions," Silsby said. "This allows customers to find all the services they need under one roof."

David Roy and David Grenier are two members of the Senior Leadership team working out of the Waterville Office.

"I am thankful for the leadership shown by both these bank officers," Silsby said. "They have made many important contributions towards the Bank's continued success in the Waterville area."

For the past 26 consecutive years, Kennebec Savings Bank has completed 107 quarters as a Bauer Financial Five-Star Bank. This rating recognizes the financial strength and security of the bank, according to Silsby.

"Just four percent of banks nationwide have achieved this rating over this period of time," he said.

Countywide, Kennebec Savings Bank is in strong condition, Silsby said, with a 6 percent asset growth over the past 12 months. With \$853 million in assets and 120 employees, the bank is well-positioned to continue serving both existing and new customers.



Contributed photo
Operating successfully for 146 years, Kennebec Savings Bank has served several generations of Maine families and businesses. KSB branches continue their steady growth and reliable delivery of services to a much broader part of the state. In 1995, that growth included a merger with Waterville Savings and Loan Association at the 226 Main Street location.



Create with us at Common Street Arts in downtown Waterville!



Have you stopped by the new Common Street Arts Gallery and Classroom Studio at 93 Main Street? From our new beginner ceramic classes to our popular "Create with Us!" nights, there's plenty of art and family-friendly fun happening at our location at The Center in downtown Waterville. For our full schedule of classes, workshops and special events, visit our website!

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Central Maine Motors is led by third generation

Businesses sit on 14 acres on KMD

BY WARREN WATSON
Correspondent

Chris Gaunce is a third-generation Waterville auto dealer, leading and inspiring an expanding Central Maine Motors Auto Group much like his father before him and his grandfather before that.

The auto group, a fixture today on Kennedy Memorial Drive with its line of Chrysler products, Chevrolets and, more recently, a line of Toyotas has been synonymous with Waterville since 1935, when grandfather Charles began selling Pontiacs and Cadillacs on College Avenue.

Chris's dad, Charlie, joined his father in the 1960s, as the axis of the family business shifted to the current KMD location.

Today, Central Maine Motors Auto Group is one of the state's largest auto dealers with 14 acres, more than 1,000 cars and trucks, and six buildings devoted to sales, service and other automotive work.

"It's an ever-changing and evolving business," said the 46-year-old Chris Gaunce, the company's general manager. "In the 1930s, this was a simpler business and simpler times."

Now, Gaunce looks out at the renovated showrooms and service areas that include 185 full- and part-time employees and eight brands of autos, including Chevrolet, Toyota, Chrysler, Dodge, Buick, Fiat, Jeep and Scion. The auto complex also features



"The business makes you nimble and quick. You have to think ahead to new developments."

— CHRIS GAUNCE,
GENERAL MANAGER
CENTRAL MAINE MOTORS AUTO GROUP

centers for collision work and detailing.

Toyota has been in the company spotlight lately. Gaunce said he and sales manager Luxy LeClerc and Toyota manager Jeff LeClerc have 450 Toyotas currently in stock, close to half of the vehicles in the entire group. The showroom and service areas were recently renovated.

In addition to learning the tricks of the trade from his father and grandfather, Chris Gaunce even went to school in 1988-92 to private Michigan-based Northwood University to learn about auto marketing and free enterprise.

That prepared him for a macro view of the national car business in jobs in Kansas, Oregon and Wisconsin, he said. It also prepared him to step into the family business when the time was right.

"I learned about the importance of taking a long view," Chris said. "When I came back to Maine, it was a time for us to look into a new line of vehicles. That became Toyota, and we also looked to diversify into more kinds of cars and trucks."

"The business makes you nimble and quick. You have to think ahead to new developments," he said.

Even the day-to-day operations are more complicated for his sales and service teams, right down to pricing and paperwork.

"Customers are smarter. They understand financing and rebates," Gaunce said.

The family plays together in summer and in winter. Wife Linanne and teenage sons CJ, 19 and Dan, 15, are often out on the Belgrade Lakes in their Four Winns Bowrider boat. In winter, the family goes on ski trips to



Central Maine Motors' Toyota lot, located off the Airport Road, is brimming with various models.

Sunday River, Sugarloaf and Jay Peak and other ski areas.

There is always the pull of family. In fact, Gaunce works alongside his wife, who is in charge of community outreach and functions for Central Maine Motors.

Will there be a fourth generation auto dealer from the Chris Gaunce family? Possibly. Possibly not. Hard to tell at this point. CJ is off to college, while his brother is at Waterville High

School.

The Gaunce teenagers are ski buffs who already are an enterprising lot, constructing snow guns that turn the family backyard into a makeshift ski slope. It could be that the ski business is in their respective futures.

Central Maine dealerships are located off Airport Road and Kennedy Memorial Drive in Waterville with showrooms open until 7 p.m. Phone: 1-888-720-9525.

Warren Watson photos

Contributed photo

In Waterville, the KSW Credit Union branch offers an occasional "Soup and More Day." Employees prepare a luncheon they serve to members who drop by, according to president and CEO Deseree Gilman. KSW Credit Union also offers all the latest social media and online services. Standing, from left: Nicole York, loan officer; Deseree Gilman, president/CEO; Renee Pellerin, loan officer/social responsibility committee chair and Jean Myrick, volunteer.



KSW Federal Credit Union grows from 1954 start

Monty Moose accounts popular

BY VALERIE TUCKER
Correspondent

Until the mid-1800s, United States had few options to secure loans or save money. The concept of member-owned credit unions made its way from Europe to American workers, and President Franklin Delano Roosevelt approved the legislation that recognized them as financial institutions. The National Bankers Association tried unsuccessfully to limit eligibility of membership to these increasingly popular alternatives. Nationally, credit union members united to show their support, and Congress voted to allow them to expand their membership.

In Maine, employees at the former Keyes Fibre Company in Waterville organized their own company credit union and, in 1954, they opened the doors to their first tiny office on College Avenue.

The company's employees could become members with a \$5 deposit. The first loan granted was for \$100. The new credit union quickly outgrew several office spaces over the next two decades. In 1980, they moved into a building next to the mill, which provided better access, a drive-through station and a night depository.

Maine mills were booming, and Keyes Fibre Company employed as many as 1,400 people during those years. The credit union continued to grow by expanding membership to employees of other companies.

In 1983, they opened their second location in Belfast for members of the Penobscot Poultry Company; that location also grew quickly.

Credit unions always have paid monthly dividends on members' share accounts. To continue that service, directors voted in 1988 to increase its \$5 membership share to \$25. They also encouraged the next generation of investors with a new savings plan for members' children. Starting in 1994, children from birth through age 12 could join the Monty Moose Savers club with a \$5 deposit. At 13, they could

continue as adult members with the \$25 share deposit.

In 2001, Keyes Fibre directors began merger plans with the KeSo Federal Credit Union in Fairfield, which opened membership to people in Kennebec and Somerset Counties.

This new KSW Federal Credit Union includes members in the three counties and holds annual meetings to choose a board of directors and a supervisory committee.

KSW Credit Union employees know that their success comes from strong community businesses and individuals, and they return that loyalty with their volunteer efforts. Some form of community service is asked, but not required, of KSW employees, according to President and CEO Deseree Gilman. Opportunities for the Waterville and Belfast branches to serve their communities are fun and rewarding, she said.

"We volunteer for Special Olympics, the Children's Cancer Fund, the Maine Children's Home and food drives to address hunger," she said. "We give our time to those in our communities, and this volunteer service always has been a part of who we are."

Through a unique KSW savings account program, children earn Monty Moose Bucks for deposits of \$5 or more. They can redeem them for toys, puzzles, and art supplies

available at both branches.

"Any child opening a new Monty Moose account will receive a \$1 Monty Moose Buck, a piggy bank and a club wallet," she said. "Members also receive a birthday postcard, \$5 in Moose Bucks and an invitation to special contests and events during our annual Youth Week Celebration."

Gilman said students interested in becoming more involved should consider joining their Young Ambassador Program.

"These young adults who participate receive a financial education in a friendly environment where their opinions matter," she said.

Participants commit to attending quarterly meetings for a year and receive a certificate of completion. The Young Ambassador Program can be a great asset, especially when they apply to colleges or for employment, Gilman said.

Ming Lee restaurant serves up an extensive menu

In business nearly 12 years

BY NANCY GALLAGHER
Correspondent

Lee means "good luck in business" in Chinese, said Mei Chen, co-owner of Ming Lee Chinese Restaurant in Waterville. So Mei and her husband, Ming Xie, added this wish for good fortune to Ming's first name in choosing a name for their restaurant, she said.

Mei and Ming sharpened their operational skills — he in the kitchen, she in the front of the house — by first working in other area restaurants.

In the nearly 12 years since opening Ming Lee, head chef Ming has refined and expanded his repertoire of personal recipes. Freshness is paramount. With the exception of soy sauce, every sauce served is made from scratch, as are the cooked dishes, Mei said. With nearly 200 menu selections available, General Tsao's Chicken and Szechuan Spicy Chicken made from Ming's own recipes top the list of customer favorites, according to Mei. The restaurant also features a service bar for adult beverages.

In an age of allergies and other dietary concerns, Ming Lee seeks to resolve these concerns wherever possible, according to Mei. Prefer to avoid MSG? Just ask. Dealing with allergies? Explaining them to the wait staff. Want it gluten free? Again, just ask, she said.

The restaurant seats 90. Groups of 20 are common, often celebrating a business event such as retirement, or a person-



Nancy Gallagher photo

Owner Mei Chen displays a red satin "good luck in business" wall hanging at Ming Lee Chinese Restaurant on Main Street in Waterville.

"They are so nice, and they respect you. Happy come, happy go."

— MEI CHEN

come, happy go."

Many customers have told her that they always choose Ming Lee for Chinese food. She said she appreciates their many years of support.

One of those long-time supporters, Scott Fletcher, says that "the food is consistent, very delicious. The atmosphere is very good. The wait staff does an awesome job, and just to come see Mei is a treat, too."

Mei knows her customers, and goes out to greet them, Fletcher said. "She does have a following. Just look at the repeat business she gets here," he said.

Ming Lee Chinese Restaurant, 365 Main Street in Waterville, is open from 10:30 a.m. to 9 p.m.

Sunday through Thursday and 10:30 a.m. to 10 p.m. Friday and Saturday. Telephone is 873-2828.

Website is mingleerestaurant.com.

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<p>2017 CHEVROLET TRAVERSE LS AWD #HG0024, V-6, Auto., Third Row Seat, All Wheel Drive, Back Up Camera, Rear Spoiler, Keyless Entry, Steering Wheel Controls MSRP \$34,445</p> <p>SALE PRICE \$28,499 OR LEASE FOR \$225 MO. *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$8,783.19. Residual \$19,633.65. \$2,500 down plus tax, title and 1st payment.</p>	<p>NEW 2016 CHEVROLET SILVERADO DOUBLE CAB LT #GG0548, 5.3L V-8 Auto., Satellite Radio, Cd Player, Onboard Communications System, Trailer Hitch, Aluminum Wheels, Privacy Glass, Keyless Entry, Steering Wheel Controls, Heated Mirrors MSRP \$45,690</p> <p>\$13,000 OFF MSRP OVER 30% OFF MSRP SALE PRICE \$32,362 OR LEASE FOR \$272 MO. *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$10,623. Residual \$26,500.20. \$2,500 down plus tax, title and 1st payment.</p>	<p>NEW 2017 CHEVROLET EQUINOX LT AWD #HG0053, All Wheel Drive, Back Up Camera, Aluminum Wheels, Keyless Entry, Steering Wheel Controls, Heated Mirrors MSRP \$29,530</p> <p>SALE PRICE \$24,199 OR LEASE FOR \$199 MO. *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$7,782. Residual \$16,241.50. \$2,500 down plus tax, title. 1st payment included.</p>	

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<p>NEW 2016 TOYOTA YARIS 5DR L LIFTBACK #GT0460, 4 Cyl., Auto., A/C, CD, Bluetooth, Power Windows & Locks, Floor Mats</p> <p>MSRP \$17,010 Rebate \$500 PURCHASE FOR \$16,065</p>	<p>NEW 2016 TOYOTA COROLLA LE #GT1069, 4 Cyl., CVT, Climate Control, Power Pkg., Back Up Camera, Mats MSRP \$19,795 Rebate \$1,500 PURCHASE FOR \$17,122 Or Lease for \$198/mo.</p> <p><small>*36 Month, 36,000 Mile Lease. Total of Payments \$7,128. Net Cap Cost \$18,696. Purchase Price At Lease End \$11,877. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax and Title Included \$0 Security Deposit. \$198 Due At Lease Inception. Includes \$1,000 TFS subvention cash. Lease Program Expires 10/31/16.</small></p>	<p>NEW 2016 TOYOTA PRIUS C PKG. TWO #GT1030, 4 Cyl. Hybrid, Power Windows & Locks, Cruise Control, Keyless Entry and Floor Mats MSRP \$21,420 Rebate \$1,000 PURCHASE FOR \$19,439 Or Lease for \$281/mo.</p> <p><small>*36 Month, 36,000 Mile Lease. Total of Payments \$10,116. Net Cap Cost \$21,475. Purchase Price At Lease End \$11,353. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax and Title Included \$0 Security Deposit. \$281 Due At Lease Inception. Includes \$150 TFS subvention cash. Lease Program Expires 10/31/16.</small></p>	<p>NEW 2017 TOYOTA CAMRY LE #HT0004, 4 Cyl., Auto., A/C, CD, Power Pkg., Back Up Camera & Floor Mats MSRP \$24,129 Rebate \$2,000 PURCHASE FOR \$20,437 Or Lease for \$259/mo.</p> <p><small>*36 Month, 36,000 Mile Lease. Total of Payments \$9,324. Net Cap Cost \$23,574. Purchase Price At Lease End \$14,236. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax and Title Included \$0 Security Deposit. \$259 Due At Lease Inception. Includes \$250 TFS subvention cash. Lease Program Expires 10/31/16.</small></p>
<p>NEW 2016 TOYOTA TACOMA 4X2 ACCESS CAB SR5 #GT0583, 4 Cyl., Auto., A/C, Back Up Camera, Scout Navigation, All Weather Mats</p> <p>MSRP \$26,503 PURCHASE FOR \$25,227 Or Lease for \$316/mo.</p> <p><small>*36 Month, 36,000 Mile Lease. Total of Payments \$11,376. Net Cap Cost \$26,469. Purchase Price At Lease End \$18,287. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax and Title Included \$0 Security Deposit. \$316 Due At Lease Inception. Includes \$0 TFS subvention cash. Lease Program Expires 10/31/16.</small></p>	<p>NEW 2016 TOYOTA RAV4 LE AWD #GT0678, Auto., All Wheel Drive, Power Windows & Locks, Cruise Control, Floor Mats MSRP \$26,965 Rebate \$750 PURCHASE FOR \$24,846 Or Lease for \$276/mo.</p> <p><small>*36 Month, 36,000 Mile Lease. Total of Payments \$9,936. Net Cap Cost \$26,385. Purchase Price At Lease End \$16,449. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax and Title Included \$0 Security Deposit. \$276 Due At Lease Inception. Includes \$400 TFS subvention cash. Lease Program Expires 10/31/16.</small></p>	<p>NEW 2016 TOYOTA AVALON XLE PREMIUM #GT1251, V6, Auto., Dual Zone Climate Control, Dual Power Heated Leather Seats, Navigation, Moonroof, XM Radio, Backup Camera, Carpet & Floor Mats</p> <p>MSRP \$36,915 Rebate \$2,500 PURCHASE FOR \$31,263</p>	<p>NEW 2017 TOYOTA TACOMA 4X4 DOUBLE CAB SR5 SPORT #HT0163, V-6, Auto., A/C, Tow Pkg., Back Up Camera, Alloy Wheels, Scout Navigation, All Weather Mats, Mudguards</p> <p>MSRP \$34,693 PURCHASE FOR \$32,587 Or Lease for \$356/mo.</p> <p><small>*36 Month, 36,000 Mile Lease. Total of Payments \$12,816. Net Cap Cost \$33,904. Purchase Price At Lease End \$25,326. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax and Title Included \$0 Security Deposit. \$356 Due At Lease Inception. Includes \$0 TFS subvention cash. Lease Program Expires 10/31/16.</small></p>

*Sale prices on in-stock units only. All sale prices expire on 10/31/16. Tax and title extra. As always, no doc fees. Must present ad for pricing. Price includes Toyota Manufacturer's Rebates and any applicable dealer incentives. 0% APR in lieu of rebates. With Approved Toyota Financial Credit. Cannot be combined with other offers.
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<p>NEW 2016 DODGE DART SXT #GC08321, 2.0L 4 Cyl., Auto., A/C, CD Player, XM Radio, Power Windows & Locks MSRP \$20,685</p> <p>\$3,690 OFF SALE PRICE \$16,995*</p>	<p>NEW 2016 DODGE DURANGO SXT AWD #GC0591, Auto., A/C, Leather Suede Bucket Seats, Blacktop Pkg., Popular Equipment Group, Power Sunroof, Uconnect 8.4 MSRP \$41,925</p> <p>\$5,480 OFF SALE PRICE \$34,445 OR \$335 MO. *42 month lease. 10k miles per year. 25¢ per mile in excess of 35,000. Total of payments \$14,070. Residual \$20,962.50. \$2,999 due at signing. Tax & title extra.</p>	<p>NEW 2017 RAM 1500 EXPRESS QUAD CAB 4X4 #HC0060, Auto., A/C, Alloy Wheels, Popular Equipment Group, Trailer Hitch, Power Windows & Locks, Cruise, Tilt MSRP \$37,955</p> <p>\$4,960 OFF SALE PRICE \$32,995 OR \$282 MO. *36 month lease. 10k miles per year. 25¢ per mile in excess of 30,000. Total of payments \$10,152. Residual \$22,014. \$2,999 due at signing. Includes Chrysler Capital Bonus Cash. Tax & title extra.</p>	<p>NEW 2015 RAM PROMASTER HIGH TOP SHERROD CONVERSION VAN #FC0389, Leather Heated Seats, Apple TV 32" LED HDTV, Power Reclining Couch, Seat Relaxers, Loaded MSRP \$66,405</p> <p>\$16,410 OFF SALE PRICE \$49,995*</p>	
<p>NEW 2017 FIAT SPIDER CLASSICA CONVERTIBLE #HC0031, Auto., A/C, Power Windows & Locks, Cruise, Tilt, 1.4L Multiair Turbo MSRP \$28,825</p> <p>\$2,000 OFF SALE PRICE \$26,635*</p>	<p>NEW 2017 JEEP COMPASS LATITUDE 4X4 #HC0059, 2.4L 4 Cyl., Auto., A/C, Power Windows & Locks, XM Satellite Radio, Heated Seats MSRP \$27,190</p> <p>\$4,667 OFF SALE PRICE \$22,523 OR \$189 MO. *36 month lease. 10k miles per year. 25¢ per mile in excess of 30,000. Total of payments \$6,831.36. Residual \$16,042.10. \$1,500 due at signing. Tax & title included.</p>	<p>NEW 2016 JEEP GRAND CHEROKEE LAREDO 4X4 #GC0568, Auto., A/C, V-6, Power Windows & Locks, Cruise, Tilt MSRP \$33,290</p> <p>22 In Stock \$5,000 OFF SALE PRICE \$28,890*</p>	<p>NEW 2017 JEEP CHEROKEE SPORT 4X4 #HC0018, Auto., A/C, Power Windows & Locks, Cruise, Tilt MSRP \$26,590</p> <p>\$2,595 OFF SALE PRICE \$23,995*</p>	

*Includes all available rebates. Sale prices on in-stock units only. All sale prices expire on 10/31/16. Tax and title extra. Owner Loyalty for current owners of Chrysler Group vehicles. Includes Chrysler Capital Bonus Cash

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