



Attention all accommodations members: Are you taking advantage of the Cape Cod Chamber's online reservation system? If not, what are you waiting for? The Cape Cod Chamber offers all of its accommodations members in good standing access to the online availability search on our website, www.CapeCodChamber.org, free of charge. This software gives visitors the ability to search for and book Cape Cod accommodations online.

In 2005, this feature generated **60,522 user searches** and **64,978 click-throughs** to participating member properties. The only way to take advantage of these free online leads is to sign up today! Visit www.getdors.com, click "Sign up for Entry Dors" and follow the simple instructions for inputting your availability.

To receive a PDF manual for setting up your EntryDORS account, email Kristen@capecodchamber.org.



Are you receiving the weekly Cape Cod Chamber e-newsletter? It's a great way to stay connected with the Chamber and happenings in the community. Receive updates on upcoming events, Chamber news and a weekly report from Chamber CEO Wendy Northcross. Visit www.ecapechamber.com and register for the e-news right on the homepage. It's free and easy!

Report for your "Spring Training" at the third annual BizWiz Conference & Marketplace, set for Tuesday, March 14, 2006 at the Four Points by Sheraton Hyannis Resort!



Highlights of this year's event will include interactive workshop clinics, a marketplace of over 50 business exhibitors and a keynote speech by Dr. Charles Steinberg, Executive Vice President of Public Affairs for the **Boston Red Sox**. A new feature at this year's event will be Hospitality Industry Outlook 2006, sponsored by the Cape Cod Hospitality Marketing Association and Massachusetts Lodging Association.

"Just as the Red Sox gear up for each season with spring training, local businesses must also re-energize themselves every year with new ideas and strategies for building their business," said Wendy Northcross, CEO of the Cape Cod Chamber. "BizWiz is a great opportunity to grow your business to the next level of success."

To register to attend the 2006 BizWiz event, call 508-362-3225, x518 or 515 or email sonia@capecodchamber.org. Cost is \$25 for members and affiliates; \$35 for non-members.

Proud sponsors include the Cape Cod Chamber, Coastal Community Capital, the county's Cape Cod Economic Development Council, Cape Cod Times, WQRC/CapeCod.com/OCEAN 104 & Eye Health Services.

- Mark your calendar -

Thursday, February 16

2006 Economic Forecast Breakfast, featuring Maureen Kelliher, Senior VP, Investments, Citizens Bank
Time: 7:30 a.m.

Location: Chatham Bars Inn

Cost: \$25 for Cape Cod Chamber members, \$35 for affiliates & non-members

RSVP: 508-362-3225, x532 or amy@capecodchamber.org

Tuesday, February 28

February Member to Member breakfast event

Time: 7:30 to 8:30 a.m.

Location: Radisson Hotel Hyannis

Cost: \$5 for Cape Cod Chamber members, \$10 for affiliates & non-members

RSVP: 508-362-3225, x537 or bonnie@capecodchamber.org

Tuesday, March 14

3rd Annual BizWiz Conference & Marketplace

Location: Four Points by Sheraton Hyannis

Cost: \$25 for Cape Cod Chamber members & affiliates, \$35 for non-members

RSVP: 508-362-3225, x518 or 515 or via email to sonia@capecodchamber.org

Save the date! The Cape Cod Chamber invites you to join us for the **2006 Economic Forecast Breakfast**, scheduled for 7:30 a.m. on Thursday, February 16 at the Chatham Bars Inn. The guest speaker at the breakfast will be Maureen Kelliher, Senior Vice President, Investments, Citizens Bank. Cost is \$25 for members and \$35 for affiliates and non-members (breakfast is included). To RSVP, call 508-362-3225, x532 or email amy@capecodchamber.org.

Meet the Chamber team

Meet the Chamber staff in this new monthly series, helping you to get to know the people dedicated to serving you!

Bonnie Coutu joined the Cape Cod Chamber in September 2005 as research associate, and now shares in the responsibilities of membership services coordination.



Bonnie Coutu

Bonnie previously worked for several local banks, retiring in 2004 after 16 years. She attended New England College of Finance, Cape Cod Community College and graduated in 2001 from the School for Financial Studies at Babson College.

She is currently assisting with the production of the new guidebook "Arts & Artisans Trails of Cape Cod, Martha's Vineyard and Nantucket," due for publication in March 2006. She is also responsible for maintaining membership database input, soliciting new members and servicing existing members.

Bonnie has lived in Centerville with her husband, Ron, for 29 years. They have three grown children and a newborn grandchild.

The Chamber is again partnering with *The Boston Globe* to produce a special **Spring Calendar of Events** insert!

The 2006 Calendar, a pull-out section in the Wednesday, April 12th edition of *The Boston Globe* and *Worcester Telegram & Gazette*, will feature Cape Cod events from mid-April through the end of June. By participating as an advertiser, your message will reach over 2 million readers, 54% of whom visited Cape Cod in the past year.

For information, please call *The Boston Globe*: Travel/Accommodations members should call Peter at 617-929-2520. Retail members should call Ann at 781-826-1020.

Chamber News & Notes

- We are working with [Suffolk University](#) to create a new tool for forecasting economic growth and job opportunities.
- We are happy to welcome [Amy Johnson](#) as a full-time employee of the Chamber as Sales Assistant.
- The Chamber board of directors met in January with staff from the Cape Cod Commission to discuss updates to the [Regional Policy Plan](#). An ad hoc committee has been formed to shape further comment. The Regional Policy Plan public hearings will be held in coming months, with adoption by County officials anticipated by late 2006.
- The [Secretary of Economic Development](#) has enlisted our support in a new state initiative that will work to attract companies to relocate or grow in Massachusetts.
- Sending W-2s and 1099 income tax forms to international workers? Be sure to include the Chamber's [Seasonal Health Insurance Program](#) flyer, too. It explains in easy-to-understand English how international workers can secure inexpensive health and life insurance for next season, prior to coming to the U.S. A PDF version of the flyer is available at www.ecapechamber.com/SHIP2.pdf.
- Partner with us to make the 2006 [Cape Cod Maritime Days](#) a success! Submit Maritime Days [lodging packages](#) for the time period of May 13-21 to kristen@capecodchamber.org. Specials will be posted on the event website at www.CapeCodMaritimeDays.com, currently under re-design.
- [The Whale Trail](#), which made its debut in southeastern CT during the summer of 2005, is coming to Cape Cod this May! A local Advisory Board has been formed, and the board's goal is for about 100 of these decorated whales to be installed in various locations throughout the Cape and Islands from mid-May through September. Interested in sponsoring one of the 6' fiberglass whales? Contact John at John@TheWhaleTrail.com or 860-437-8025, x304.

February
newsletter
inside!

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CHAMBER OF COMMERCE
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