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Cape Cod Chamber of Commerce eNewsletter

eNews

November 7, 2008

Greetings!

From the CEO's Desk:

- Many thanks to Carolyn O'Connor of ISO New England, Chris Sherman of the New England Power Generators Association and John Regan of Associated Industries of Mass. (AIM) for an engaging and enlightening discussion about the region's power demand and the future of renewable energy generation at this week's Issues & Answers forum. Copies of handouts are available by [clicking here](#). Bottom line: New England's power demand is growing, even in a slower economic climate, and our stringent environmental legislation requires clean fuels, which increases pricing. Large renewable generator projects are more likely to be sited in Canada, but transmission is a barrier at this time. It is AIM's impression that the new administration under Obama will increase the environmental requirements in the other 48 states and bring them in line with the rates Massachusetts companies now face.
- Attorney General Martha Coakley just launched a new Energy Blog as a forum to continue the discussion of her four regional winter heating energy roundtables across the state, and she invites posts and comments.
- The Hyannis Area Chamber is hosting a breakfast forum on deepwater and tidal energy alternatives on 11/12/08 at 7:30 p.m. at Mid Cape Home Centers' Complete Home Concepts, Route 132, Hyannis.
- Next month's Issues & Answers Forum will focus on case studies of local companies that have found ways to promote energy efficiency or utilize renewable energy on site. Stay tuned for more details of the event, set for 12/4/08.
- Many thanks to Cape Cod Hospital for sponsoring a flu clinic for Chamber staff who meet & greet the traveling public.
- Congratulations to two Cape Chamber board members who received recognition at this year's Philanthropy Day: Maggie Van Sciver received the volunteer of the year award and Gary Sheehan/Cape Medical Supply received the business of the year award.
- There have been changes to the state's health care laws that affect employers. A free seminar is being hosted on 12/9/08 at the Hyannis Golf Club and we recommend your attendance!
- The Cape Cod Chamber board met this week and adopted an amended budget for the rest of this fiscal year (ending 6/30/09). Our tourism marketing grant fared quite well, given the economic constraints, and this was due to strong tax receipts and an aggressive marketing plan.

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Wendy Northcross

Wendy K. Northcross, IOM, CCE

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Register Now: 11/14 Economic Summit



The Cape Cod Chamber of Commerce invites you to join us next Friday, November 14th for an important **Economic Summit** on "What's Next: A Focus on Cape Cod's Economic Future," to be held at Cape Cod Community College's Tilden Theatre in West Barnstable.

It's been a year since the demographic data was released from the first Economic Summit - so what's next and how can you get involved? Come hear updates and join the conversation about sharing resources and keeping our region economically sound. Hear about tools used elsewhere in the state and find out what's worked here in the past, what our towns are working on right now, and what some of them (and those of you in the audience) see as possible for the future. Share your thoughts about strengthening our region while maintaining the uniqueness of each of our 15 towns. Be a part of the conversation. Be a part of the solution.

Cost to register is \$30 and includes plenty of food all morning long. [Click here](#) to register online, or contact jane@capecodchamber.org or 362-3225 x 513. For more information about the summit, [click here](#). Sponsored in part by Cape Cod Media Group.

Note: For municipal/government employees/elected officials, the cost to attend is \$15. If you need a scholarship to attend, please call Michele at 508-362-3225, ext. 510.

November "Artist Showcase" Member to Member



Do you want to get some holiday shopping out of the way and enjoy great networking at the same time?

Join us this **Wednesday, November 12th** as the Cape Cod Chamber hosts a special "**Artist Showcase**" **Member to Member Networking Event** from 5:30 to 7 p.m. at The Resort and Conference Center at Hyannis. Enjoy hors d'oeuvres,

networking and great raffle prizes. Also, get a head start on your holiday shopping! Over a dozen artists from throughout the region - including potters, jewelers and basketweavers - will display and sell small works for that special person, such as the jewelry pictured at left, by Bonnie Perry of Fire and Wire.

Cost to attend is \$5 members and \$15 non-members. [Click here](#) to register online today! Or call 508-362-3225, ext. 528.

MOTT presents Tourism U

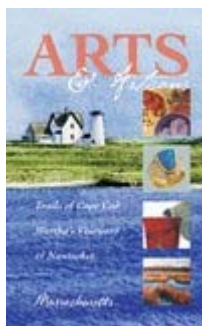


On Wednesday, November 12th, the Massachusetts Office of Travel & Tourism will hold **Tourism U**, a roundtable discussion/workshop to enhance the tourism industry's awareness of programs offered through MOTT in collaboration with your Regional Tourism Council. Culinary Tourism, International, MA Film Industry and GLBT Marketing are just a few of the workshops/roundtables that will be offered. The Cape & Islands morning and afternoon session will be held at the Cape Codder Resort in Hyannis. For complete details and registration information, [click here](#).

Cape Cod Chamber Tourism Mini-Grant Program

The Cape Cod Chamber is now accepting applications for our FY-09 tourism mini-grant program. Grants are open to all DMOs and organizers of Cape-wide festivals and events. Grants will be awarded to promote special events and festivals that draw visitors to the Cape; the marketing of that event must be off-Cape marketing (at least 50 miles away from Cape Cod) to potential visitors. Grant application deadline is December 3, 2008 and grant approvals will be given on or before December 15, 2008. A total of \$15,000 in grants is available. [Click here](#) for the FY-09 guidelines. [Click here](#) for the application. For more information, email kristen@capecodchamber.org.

Call for Artists



The Cape Cod Chamber of Commerce and its partners announce the creation of the second edition *Arts and Artisans Trails of Cape Cod, Martha's Vineyard and Nantucket*. This four-color guide provides travelers with driving and walking itineraries throughout the region, and is marketed to our visitors and residents. Artists with open studios who are looking to increase traffic to their sites can call Bonnie at 508-362-3225, ext. 537 for more information on how to participate.

EntreCenter 2008-09 Workshop Series



The EntreCenter presents its 2008-09 workshop series for businesses, sponsored by Coastal Community Capital and the Cape Cod Chamber of Commerce. All workshops are \$35 and will be held at the Hyannis Holiday Inn from 7:30 to 10 a.m., unless otherwise

noted. For a full list of workshops, visit CoastalCommunityCapital.org. Upcoming workshops include:

November 12th EFFECTIVE MARKETING MESSAGES: Don't waste your precious advertising dollars! Gain what you need to know before placing an ad. Presenters include Erin Madden of Cape Cod Broadcasting, Corinne Egan of Comcast Spotlight, Sean Randall of Cape Cod View, and Kristen Mitchell of the Cape Cod Chamber of Commerce.

November 19th TIRED OF LEASING?: For just 10% down, you can own your commercial location instead of renting. Understand the commercial financing process and all your options. Presented by Jeannine Marshall, Coastal Community Capital.

Mass. Health Care Reform Seminar

Join us for "**Mass. Health Care Reform, Phase II Seminar**" on Tuesday, December 9th from 9 to 11:30 a.m. at Hyannis Golf Club. Representatives from the Commonwealth Health Insurance Connector Authority and Associated Industries of Massachusetts (AIM) will provide an update on Mass. Health Care Reform; explain the revised Minimum Creditable Coverage regulations; discuss changes to the Fair Share Contribution compliance tests and new quarterly filing requirement; and share practical information and advice on other issues. A question and answer period will follow.

There is no charge for this seminar, but registration is required. To register, [click here](#). Presented by the Cape Cod Chamber, along with many local chambers (Cape Cod Canal Region, Hyannis, Harwich, Provincetown, and Yarmouth); Coastal Community Capital; Community Development Partnership (formerly Lower Cape CDC); AIM; and the the Connector.

Welcome New Members

The Cape Cod Chamber would like to welcome the following new members:

- ADPG Luxury Waterfront Home Rentals, Thompson, CT
- [Secure Networks for Small Business](#), Centerville
- [Total Peak Performance](#), Plymouth

Upcoming Webinar from the Cape Cod Chamber

The Cape Cod Chamber's 2008-09 Seminar Series will be webinar style. This is the first series of seminars delivered through the Cape Cod Chamber to your home, office, or our friendly partners near you. You'll just log on from 9 to 10 a.m. on workshop days.

*Next up in the Webinar series: "**Everything is Negotiable**" on Friday, November 21st.* Presented by Ernie Oliviera, a master negotiator who brings to the Cape his experience at General Electric in the procurement division, involved in negotiating the purchasing of over \$500 million in goods for the company. He's sharing an hour session to get you in the flow of negotiating from a workshop designed with Xavier University used by all GE personnel involved in any level of negotiation. Locally, he's taught procurement at Northeastern and Suffolk University. It will help you understand the need to negotiate, and an opportunity to observe or practice yourself basic negotiation skills, with feedback from a real pro. To register, email christina@coastalcommunitycapital.org.

We have two webinars recorded at our Hello World site, so if you missed either the Employment Law or Energy Savings webinars, you can still see them free of charge by [clicking here](#).

News from our Members

The following announcements are provided for the enews by member businesses.

The **Barnstable Senior Center** Red Hat Society presents "Fall Fashion Extravaganza" in conjunction with the Cape Cod Hospital Thrift Shop on Wednesday, November 12th at 1:30 pm. The senior center is located at 825 Falmouth Road in Hyannis. Free and open to the public; event is handicapped accessible.

Intrax Career Development provides companies in the U.S. with international university students for seasonal employment. Intrax is a U.S. Department of State official J-1 visa sponsor and have successfully placed more than 300,000 students from over 80 countries. Please contact Michael Mohit, Director of Business Development at mmohit@intraxinc.com or 415 434-5572 for more information.

The **Alliance to Protect Nantucket Sound** is hosting a fundraiser featuring tickets to the World Champion Boston Celtics from the luxury of an Executive Suite at TD Banknorth Garden. There are just a few tickets left for the November 20th game against the Detroit Pistons. Dinner and drinks will begin at 7 p.m., and the game kicks off at 8 p.m. Donation: \$1,500; \$2,500 per couple. All proceeds benefit the [Alliance to Protect Nantucket Sound](#). Please reserve by Monday, November 10th with Sara Anton at 508 775-9767 or at santon@SaveOurSound.org.

Leo Fein, general manager of **Cape Cod Mall**, has been named honorary chairman of the **Salvation Army's** 2008 Kettle Campaign. He will be formally introduced as chairman when the Hyannis Corps Bell Ringer season kicks off on Friday, November 14th at noon at Cape Cod Mall.

email: news@capecodchamber.org
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