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Cape Cod Chamber of Commerce eNewsletter

eNews

August 8, 2008

Greetings!

From the CEO's Desk:

- The Chamber's board of directors met this week and made several important votes, including electing officers for the coming year, adopting the 2008-09 Program of Work, and approving the 2009 tourism marketing plan.
- The Chamber board discussed our policy statement and comment on the draft Regional Policy Plan and is preparing written comment for the Commission. The deadline for comment has been extended, partly due to the request of the Cape Cod Chamber for more time to review and comment.
- Two new open houses to discuss the draft 2008 Regional Policy Plan are set for August 12 at 9 a.m. and August 21 at 9 a.m. Both will be held in rooms 11/12 of the Superior Courthouse in Barnstable Village until 1 p.m. Topics will center on affordable housing, heritage preservation & community character, agriculture and DRI mitigation.
- It was 47 years ago yesterday (Thursday 8/7) that President Kennedy signed a bill creating the Cape Cod National Seashore.
- The Chamber's staff and chairman of our workforce development committee, Matt Lee, met with Congressman Delahunt's staff to discuss potential regulatory improvements to the H2B process.
- In another meeting in Quincy with Delahunt's staff, Chamber staff convened a meeting to discuss transportation linkages in southeastern mass and the potential of growing the Smart Guide website / printed marketing pieces to include Boston and points north.
- The Chamber is helping to plan a Legislative Reception in the Capitol Building in DC in September in conjunction with TIA's Travel Leadership Summit. For more information, visit www.tia.org/TLS. The goal of the summit is to communicate important issues facing the travel industry in the US.
- We hosted a very successful networking event with the CC Young Professionals at Cape Cod Community College with David Kirkpatrick from Plymouth Rock Studios presenting. Many thanks to Casual Gourmet and Cape Business Magazine for their support of this event.
- We are seeing strong inbound FAMs, which has kept Arthur very busy. Patti is on the road for the next few weeks promoting meetings and group business for the Cape.
- The Chamber's annual report will once again be published in *Cape Business Magazine* this fall.
- [Click here](#) to read last week's Chamber column in the Barnstable Patriot regarding "stay-cations."

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- Finally, we can't say thank you enough to the volunteers who labored over a year to plan and execute the wildly successful low number license plate auction. The results exceeded all our expectations! Look for the thank you ad in Sunday's Cape Cod Times. Chamber proceeds will be set aside for a special purpose yet to be finalized.

Wendy Northcross

Wendy K. Northcross, IOM, CCE

This enews is sponsored by The Steamship Authority

Chamber Board elects 2008-09 Officers



The Cape Cod Chamber of Commerce board of directors elected officers for the coming year at Wednesday's meeting of the directors (pictured at left). Elected to serve until the end of the next fiscal year in June 2009 are Richard W. Neitz of Neitz Real Estate as Chairman of the Board; William Zammer of Cape Cod Restaurants as Vice Chairman; Anne-Marie Litchfield, Esq. of Litchfield & Litchfield PC as Treasurer; Dorothy Savarese of Cape Cod Five Cents Savings Bank as Assistant Treasurer; Kevin M. Howard of Wise Living as Clerk of the corporation. Officers at large are

Charles Ritch of Ritch Financial Solutions, Fred O'Regan of International Fund for Animal Welfare and Howie Onik of The Mariner Motor Lodge and the Dockside Group.

Also seated for their first meeting of the board of directors this week were newly elected directors Richard Angelini of Wianno Grille, Dr. Gary Borisy of Marine Biological Laboratory, Richard Cawley of Rectrix Aerodrome, Joe Forgione of Transaction Resources Inc., Jamie Regan of Century 21 Regan Realtors, Dr. Kathleen Schatzberg of Cape Cod Community College, Gary Sheehan of Cape Medical Supply, Carol Sim of Rehabilitation Hospital of the Cape & Islands.

These new directors are elected for a three-year term and join seated directors David Augustinho of the Workforce Investment Board, William Catania, Catania Hospitality, Richard Delaney of Provincetown Center for Coastal Studies, Jack Gay of Yellow Pages of N.E., Matthew Lee, Esq. of Tocci, Goss & Lee, Spyro Mitrokostas of Dennis Chamber of Commerce, Tom Moore of Red Jacket Resort, Kevin Pepe of Commercial Realty Advisors,

Joe Perkins of Communications Management Inc., Tony Shepley of Shepley Wood Products, Greg Stone of the Lighthouse Inn, Maggie Van Sciver of Whitebriar Financial and David Willard of Cape Cod Five Cents Savings Bank.

August Member to Member a success

The Member to Member Event this week at Cape Cod Community College was a great success! Partnering with the Cape Cod Young Professionals and Cape Business Magazine was a great opportunity. Thank you to everyone for attending, Casual Gourmet for the wonderful food, and all the staff at the college for hosting the event. Lastly, thank you to David Kirkpatrick and the Plymouth Rock Studios team for bringing Hollywood East!

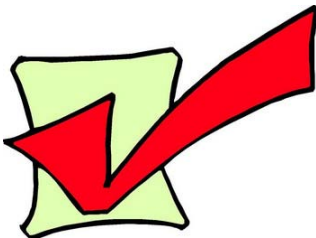
We look forward to seeing you all at next month's Member to Member "Network and Nine" event on September 9th at the Brookside Club in Bourne. The golf portion will tee off at 4 p.m., with regular networking to start at 5:30 p.m. Cost to attend the networking event is \$5 members, \$15 non-members. Cost to golf is \$40 per person and \$140 if you book a foursome. [Click here](#) to register!

New Arts Tower



New at the Cape Cod Chamber's Welcome Center in Hyannis is a beautiful glass "arts" tower, featuring some of our artist members who are on the arts trail. For this initial display, we have items on loan from McDermott Glass, Mill Stone Pottery/Gail Turner, Fire and Wire/Bonny Perry, Susan Davies Tile and Fine Art, and, of course, the arts guide. Sales of the arts guide at the Center have immediately increased, and the tower itself looks wonderful. The artists will be rotated monthly. Stop by and see it!

July 2008 Accommodations Survey



The Cape Cod Chamber is trying to get a snapshot as to how the season is progressing through a short, monthly online survey. Information will be kept confidential and reported in the aggregate only. The survey takes less than 5 minutes to complete. Response has been low to the monthly surveys, so please participate!

[Click here](#) to take the July 2008 Accommodations Survey.

If you would like to review the results from previous surveys, as well as other tourism statistics, [click here](#).

Business Connect 2008

Save the date for **Business Connect 2008**, set for October 16th at the Resort &

Conference Center in Hyannis! Business Connect 2008 will feature an exhibit hall with 80 companies and brands, including pavilions dedicated to health, technology, the model office, Plymouth County and the emerging Green economy. Also, presentations on how your business can attract women and baby boomers, 2009 Economic forecast, The Seven Stages of Small Business Success, Succession and Transition planning, Planning your Health Care Costs for 2009, and more! Pre-register now at www.businesconnector.biz. Presented by Cape Business Publishing. Premium sponsors are Cape Cod Chamber of Commerce, Best Buy, Cape Cod Broadcasting, Comcast, Eastern Bank, Mid-Cape Home Center and Tufts Health Plan.

Use the Chamber Logo in your marketing materials



Help strengthen the Cape Cod brand! Post the Cape Cod Chamber logo in your print ads and other communication materials. Not only will this help reinforce our powerful brand, but you're showing your customers your business is a proud member of the Cape Cod Chamber. In addition, linking customers to our website - www.CapeCodChamber.org - also provides a great resource for both residents and visitors, with updated information on events and things to do and see. For more information, email kristen@capecodchamber.org.

Lufthansa VIP explores Cape Cod



Bill DeSousa-Mauk of MPDC Ltd, the Cape Cod Chamber's PR firm, extended a "Herzlich Willkommen" ("hearty welcome") this week on behalf of Cape Cod to Lufthansa Regional Sales Director Bernard Brauneder and his family (pictured at left) on behalf of the Cape Cod Chamber and The Cultural Coast. The Brauneder family, which resides in Vienna, Austria, stayed at Ocean Edge Resort in Brewster for five nights. DeSousa-Mauk arranged an itinerary of activities and experiences on Cape Cod for the

Brauneder family and hosted them at a farewell lunch in Orleans.

Mr. Brauneder is responsible for product development and sales for Austria and southern Germany. Part of his visit was to experience Boston/Cape Cod with an eye towards developing some tour operator programs in concert with DER, TUI, Thomas Cook and other major operators in Germany and Austria. Mr. Brauneder was referred to MPDC by Dörte Buss, whose firm, Buss Consulting of Starnberg, Germany, represents both Massachusetts Office of Travel & Tourism and Discover New England in Germany.

Welcome New Members

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

- [Cape Card](#), Marstons Mills
- [Gallery at 20 Pearl Street](#), Hyannis
- [Marine Specialties](#), Provincetown

- [Whitten Landscaping, Inc.](#), South Yarmouth

SCORE Successful Small Business Courses

SCORE's highly popular "Successful Small Business" courses will begin September 9 at Cape Cod Community College. The course will be held at 7 p.m. each Tuesday night for seven weeks and also at a number of other dates and locations. It will cover a wide range of topics useful to business people and to those contemplating starting a business. This Fall's courses will include tips on managing in an economic downturn. The fee for the course is \$95. Reservations for the CCCC course may be made by calling 508-375-4012 and requesting course WGB075. For other times and locations, visit www.scorecapecod.com.

News from our Members

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

Great Introductory offer for new Business Members at the **Sam's Club** at 300 Colony Place in Plymouth! Basic Business Membership: \$ 35.00. \$10 Gift Card with every new Business Membership. Fax-n- pull/click-n-pull available to expedite your order. Our Business Plus Membership is an additional \$ 65.00 Get an Extra \$ 15, for signing up as a Business Plus. Receive \$100 Travel Voucher from Expedia good towards travel packages. Plus other numerous benefits, please feel free to inquire when you come in. \$100 gets you all the above benefits, and many more. For more information, call 508-747-2047.

Freedom Boat Club in West Dennis is now offering a Mid Summer Price Break! Get out on the water this year instead of waiting to 2009. While it may be almost August, some of the best boating is still ahead of us. Pay half the entry fee now, half next spring. Pay only \$3000 this year and if you choose to stay on for next season, pay the balance of the entry fee (\$2900) anytime before April 1, 2009. In addition, the \$279 monthly membership dues would not start until September 1st, so get the month of August free! There is no way to get into boating for less than this. Plus, lock in 2008 prices versus potentially higher pricing in 2009. Contact Matt Carrick at 508-398-3221

Elements Theatre Company (formerly Stages Theatre Company) provides a dynamic American backdrop to a collection of scenes from some of Shakespeare's most well-loved plays August 15, 16 & 17 and 22, 23 & 24. "From Whence We Come" explores the hopes, dreams, misunderstandings and miscommunication of family relationships set in a patchwork of contemporary America. Saturday nights include a Dinner Theatre with a fabulous meal hosted in the new Paraclete Retreat House at the **Community of Jesus**, Rock Harbor, Orleans. Fridays & Sundays - 7:30 p.m.; Saturdays Dinner Theatre - 6:00 p.m.; Performance 7:30 p.m. Tickets: \$30 General; \$25 Seniors; Free 18 & under; Dinner Theatre - add \$18 including youth. Reservations: 508-240-2400.

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