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Cape Cod Chamber of Commerce eNewsletter

eNews

January 25, 2008

Greetings!**From the CEO's Desk:**

- Members of the Chamber have met with representatives of the Commonwealth of Mass. Department of Employment & Training, including their chief economist, to discuss our seasonal workforce labor shortages.
- The Chamber has transmitted an outline of the H-2B visa issues to Senator Kennedy's office, including the population changes that are adding to the shortages. It is our goal to get some exclusionary language in economic stimulus packages that Congress is debating this week that will allow former H-2B guest workers to return to the Cape this summer.
- A presentation to Speaker of the House DiMasi was finalized this week for a meeting with the Speaker next week on tourism, arts and culture funding. The Cape Cod Chamber is on the committee preparing this presentation.
- The Governor released his budget plan for FY-09 and has recommended a level funding of tourism programs.
- MOTT will help defray expenses for one overseas sales mission this year and we are working with our Cultural Coast partners to coordinate so we may take advantage of at least five of the six planned missions. This will allow us a greater presence at more missions.
- We will be utilizing the services of American Distribution to distribute the Cape Cod Travel Guide to key locations on the Cape this summer.
- The B&B committee met this week and has finalized a survey to B&B owners about services and programming needs from the Chamber and their committee.
- We received a complete copy of the DEIS on Cape Wind, if any interested parties would like to view it at our offices.
- We are designing a new "lure brochure" to supplement fulfillment and trade show marketing. This piece will feature stunning views of Cape Cod and we are planning on printing at least 100,000 copies. When available, members may find these helpful in their own promotional sales kits, as these will be advertising free!
- The first meeting of the Barnstable marketing committee was held yesterday and a final recommendation list of trade shows will be ready next week.
- The Workforce Investment Board met this week and reported that the Cape's winter unemployment rates no longer spike as they did in prior years. In fact, our rates are in line with the state and nation's at this time of year.
- Career Opportunities has relocated into a brand new building in the downtown Hyannis area. The building is now owned by the operator of the Career Center and will be at this site for some time to come. Active marketing of the new address will begin shortly.

Wendy K. Northcross, IOM, CCE

Power Networking with the Cape Cod Chamber

Please join us on Tuesday, February 26th as the Cape Cod Chamber hosts a Power Networking event, from 7:30 to 9 a.m. in The Terrace Room at Hyannis Golf Club. Cost for the networking event is \$5 members and \$15 non-members. Reservations are required, along with a description of the types of businesses you are looking to network with. This will assist in our matching process. Bring a friend! Email mike@capecodchamber.org or [click here](#) to register online.

Join us for the February Member to Member

Register now for our February member to member event, set for Wednesday, February 13th from 5:30 to 7 p.m. at the new Heather Restaurant in Mashpee! Enjoy fine food, great networking opportunities and exciting raffle prizes. Co-sponsored with the Mashpee Chamber of Commerce.

Cost to attend is \$5 members, \$15 non-members. [Click here](#) to register online now!



The Cape Cod Chamber has once again acquired tickets for two Red Sox Games this summer: the Tuesday, July 29th 7:05 p.m. game versus the L.A. Angels at Fenway. Seats are in the right field, Box 87, and also in The CVS Family Section in section 32. The other game is Friday August 21st 7:05 p.m. game versus Oakland A's. Seats are in the grandstand section 24, and also the rooftop section 35. If you are interested, contact Patti Lloyd at sales@capecodchamber.org or call 508-362-9351.

Register now for the Governor's Conference on Travel & Tourism

It's all here!

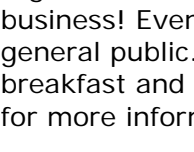
Save the date for the 21st Annual Governor's Conference on Travel & Tourism, set for February 28-29, 2008 in Boston. More than 500 industry professionals - representing hotels, attractions, and cultural institutions from across the state - are expected to attend to learn from nationally-known keynote speakers and take part in interactive workshops. [Click here](#) for event information, to register, and for sponsorship opportunities!

Health Insurance Update

Reminders for 2007 Tax Filings: Massachusetts employers who provide group health insurance are responsible for ensuring that insurance carriers provide employees with HC 1099 forms for 2007 tax filings. If your insurance carrier has not provided these HC 1099s by January 31, 2008, contact the Customer Service Department of your insurance carrier. It's also important to know that effective with the 2007 tax year, imputed income resulting from the Health Care Reform Law's expansion of insurance coverage for dependents until age 26 or two years after loss of dependent status (per IRS code) will be exempt from Massachusetts personal income tax for most residents. Employers should consult with tax/legal counsel or see DOR's recent bulletin if they have questions about their self-insurance or out of state insurance as well as the federal tax treatment of this expanded dependent health insurance coverage. [Click here](#) for a link to the DOR bulletin.

BNI Region Hosts Breakfast with Dr. Ivan Misner

The Southeastern Mass and Rhode Island BNI Region is hosting a special Big Breakfast with BNI Founder and Chairman, Dr. Ivan Misner, in recognition of International Networking Week on Tuesday, February 5th at the Cape Codder Resort and Spa in Hyannis. Experience referral networking from the largest business networking organization in the world and learn how BNI is changing the way the world does business! Event will run from 7 to 9:30 a.m. and is open to BNI members and the general public. Tickets must be purchased in advance for \$ 30; price includes breakfast and New York Times bestseller "Masters of Sales." Contact 508-431-0212 for more information.

December 2007 Accommodations Survey

The Cape Cod Chamber of Commerce is looking 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.

[Click here](#) to fill in the December 2007 survey. Thank you in advance!

SCORE "Successful Small Business" course

SCORE's highly popular "Successful Small Business" course will begin January 22nd at Cape Cod Community College. The course will be held at 7 p.m. each Tuesday night for seven weeks and will cover a wide range of topics useful to business people and to those contemplating starting a business. The fee for the course is \$95. Reservations may be made by calling 508-375-4012 and requesting course WGB075.

The course is taught by experienced former executives and entrepreneurs and will cover business planning, financing, sales & marketing, e-commerce, web design, accounting practices, tax strategies and other topics. For more information, visit www.scorecapecod.com.

Welcome New Members

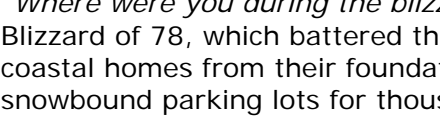
The Cape Cod Chamber would like to welcome the following new members:

- Alan N. Trebat, Esq., Forestdale
- [The Oil Express Energy](#), East Falmouth
- Silhouettes by Joy Anne, Yarmouthport
- Success in Color, South Dennis

CCNS commemorates 30th anniversary of the Blizzard of 1978

"Where were you during the blizzard?" 2008 marks the 30th anniversary of the Blizzard of 78, which battered the Cape Cod shoreline with a severe nor'easter, tore coastal homes from their foundations, and transformed off-Cape highways into snowbound parking lots for thousands of stranded drivers.

On February 16th, Cape Cod National Seashore will commemorate the anniversary of the February 6-7, 1978 storm. Through presentations and remembrances, this dramatic weather event will be brought to life again for seashore residents and visitors. All activities will be held free-of-charge at Salt Pond Visitor Center in Eastham. The commemoration is being jointly sponsored by the National Park Service and Eastern National, the seashore's education partner. Between 12:30 and 3 p.m., presentations will be held about the blizzard and community members are invited to come to the visitor center to share their local experiences with other residents and visitors. Tables will be set up in the lobby for the display of photographs and other memorabilia. People wishing to staff a table should call Ranger Sue Haley at 508-255-3421, ext. 15.

Packaging opportunity for Wellness Expo

Attention accommodations members: Create your own special R&R promotion in conjunction with the Cape & Islands Wellness Expo on March 8-9 in Hyannis! For just \$50, you can become a participating Hotel, B&B or Guesthouse.* Along with a complimentary listing on CapeExpo.com, you'll receive five admission tickets good for both Saturday and Sunday at the Wellness Expo! To participate, contact David at 508-896-7117 or david@capehealingarts.com.

Find out more about the Wellness Expo at CapeExpo.com. Pre-register for workshops, read about keynote speaker and author Bernie Siegel, MD, and check out exhibitors.

Grants available from Arts Foundation

Applications are now available for the Arts Foundation of Cape Cod spring grants cycle, which has a deadline of March 7, 2008. The grants program provides cash awards to local artists and cultural organizations that are engaged in projects that help create a strong, stable, and diverse arts and culture industry on Cape Cod, and contribute positively to the quality of life and economic vitality of the region. Preference is given to specific program initiatives, particularly those enhancing the arts education of learners of all ages, and to collaborative efforts within the arts community. Grant funds are made possible by the support of the Arts Foundation's annual TD Banknorth Pops by the Sea concert.

Guidelines and application materials are available on the AFCC website at www.artsfoundation.org or by calling 508-362-0066. The AFCC will hold a grants information workshop for interested applicants on Tuesday, February 13th at 5:30 p.m. at its offices in Centerville. Space may be reserved by calling the AFCC at 508-362-0066 or emailing info@artsfoundation.org.

CCHRA January Meeting

The Cape Cod Human Resources Association will hold its January Breakfast meeting on Thursday, January 31st from 7:30 am to 9 a.m. at The Holiday Inn in Hyannis. This month's speaker will be Charlotte Kells, who will discuss "Designing Employee Orientation & Training Programs". Kells is a seasoned organizational consultant and group facilitator specializing in creative problem solving, leadership development, and executive coaching. Advanced registration is \$15 for members, \$20 for non-members and walk-ins. To reserve a seat, email Laura at ljohnson@shepleywood.com.

News from our Members

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

Exit Strategies Group, LLC invites you to attend one of its complimentary breakfast seminars on Thursday, February 7th from 8 to 9 a.m. in the NY Life Conference Room, Hyannis. The seminar will lead attendees through a seven-step proven process that allows you to exit your business in style and receive maximum value for your efforts. Receive complimentary planning materials and the ability to interact with other entrepreneurs that are facing similar challenges. Exit Strategies Group specializes in working with businesses to set exit objectives, determine value/price, convert business value to cash, sell the business for a note, contingency planning and wealth preservation planning. To make a reservation, please RSVP to Michael at marnhelter@eaglestrategies.com or call Lois at 508-362-8168.

Lawn Technicians are needed at **Scotts Lawn Service** (under new management) in Sagamore Beach and South Dennis. If you are a self motivated, hard working individual committed to quality, then this may be the opportunity for you. \$1,000 sign-on bonus for Licensed Lawn and Tree Technicians. Scotts is an EEO employer, committed to a culturally diverse, drug free work place. Apply at www.scottslawnservice.com or call Nicole at 508-888-2052.

Mattacheese Middle School in West Yarmouth will host a Silent Auction and Pastry & Cheese Tasting on Tuesday January 29th. Auction is open from 6 p.m. to 7 p.m. Cost is \$5 per person/ \$20 maximum per family. Proceeds benefit the Wixon-Mattacheese Québec City Trip in May.

The Fanciful Fete offers princess tea and girly birthday parties, as well as photography. Owner Heather Arrascue is looking to partner with someone to host a series of events: either like to rent a room to host a Valentines party, or have an inn or restaurant that wanted to host the event offering the food and she the entertainment. For more information, call 508-362-2326 or visit www.thefancifulfete.com.

email: news@capecodchamber.org
phone: 508-362-3225
web: <http://www.eCapeChamber.com>

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