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## Cape Cod Chamber of Commerce eNewsletter

eNews

April 30, 2010

### Greetings!

#### From the CEO's Desk:

- Congratulations to the winners of this year's Cape Cod Chamber Business Excellence Awards, which were conveyed at this year's SBA Recovery Expo hosted by Coastal Community Capital. Read the full story below!
- This week's SBA Recovery Expo featured the regional and state organizations who offer counseling and access to capital for small business. We are posting a list of these agencies and others on [www.eCapeChamber.com](http://www.eCapeChamber.com) for handy reference.
- We are still registering travelers for our trip to China. The group is going to be a fun and dynamic bunch to travel with, so please consider joining us! For more information, you are invited to stop by the Chamber office on Monday, May 10th at 4:30 p.m. to see photos of the sites (and hotel rooms), hear more about this exciting adventure and to have your questions answered! To save a seat, just let me know at [wendy@capecodchamber.org](mailto:wendy@capecodchamber.org).
- We have been in meetings this week with the Cape Cod Commission staff as the annual report for the Comprehensive Economic Development Strategy is prepared for the EDA. A convening of the business community and economic entities in the region is set for May 12th at Spaulding Rehab Hospital of the Cape & Islands at 8 a.m. to review last year's achievements and discuss next year's projects. Two examples of projects in the strategy that have been significantly moved along by this process are the OpenCape broadband initiative and the Cape Cod Fisheries Trust (to help fishermen purchase permits.)
- The License Plate marketing committee is planning a summer customer appreciation promotion that is looking like a lot of fun. Stay tuned for details!
- The coaches & mentors conducted a debriefing of the Entrepreneurs' Weekend and discussed ways to improve the experience for EW3. Eight teams presented business plan ideas that were shaped and finalized

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during the weekend and presented "venture capital pitch style" to our panel of judges. [Click here](#) to see more details of this year's event.

- We are so proud of Siobhan Magnus for her magnificent run on American Idol. She has certainly launched a career in show biz! WQRC is offering fans a way to leave a voice message for Siobhan by calling 508-771-1224 ext. 124. Call over the weekend and they will compile the good wishes of Cape Codders to share with our rising star, Siobhan Magnus!

Wendy K. Northcross, IOM, CCE

### *Cape Cod Chamber Annual Meeting*

The Board of Directors of the Cape Cod Chamber invite you to the **89th Annual Meeting** on **Wednesday, June 9th**, with the theme "One if by Land, Two if by Sea!" Join us for a lively sunset cruise to Provincetown aboard **Hyannis Whale Watcher Cruises**. The boat will leave Barnstable Harbor promptly at 5:45 p.m. (please arrive to register between 5-5:30 p.m.), and there will be plenty of fun & delicious food on board, as well as the induction of new directors. After arriving at Provincetown's MacMillan Wharf, **Art's Dune Tours** will provide transportation to the **Pilgrim Monument**, for tours and a toast to the Monument's upcoming 100th anniversary on August 5, 2010. We will depart Provincetown at 8 p.m. and return to Barnstable Harbor at approximately 9 p.m.

The cost to attend the Annual Meeting is \$50 for members, \$65 non-members for both Land & Sea. The cost to attend just the Provincetown celebration (Land, not Sea) is \$15 members, \$25 non-members. [Click here](#) to register online now! The Annual Meeting is sponsored by Comcast Business Class and co-sponsored by Hyannis Whale Watcher Cruises, Art's Dune Tours and Provincetown Chamber of Commerce.

### *Business Excellence Awards*



Congratulations again to the 2010 recipients of the Chamber's Business Excellence Awards, who were recognized at yesterday's SBA Cape & Islands Small Business Recovery Expo at the Cape Codder Resort in Hyannis!



First launched in the mid 1990s, the Business Excellence Awards are bestowed upon Cape Cod Chamber members and their employees or associates for demonstrating excellence in public service, professional contributions, community commitment, customer service, workplace innovation, leadership, job creation, perseverance, or any other special achievements that can be documented. In 2009, the Board created the Jack Gay Ambassador Award to honor the late Jack Gay, chairman of the Cape Cod Chamber Ambassadors for many years.



The 2010 Award Recipients include:

**Shawn DeLude of Nauset Disposal** - Jack Gay Ambassador Award (photo at top)

- **Cape & Islands United Way** - Business Excellence in non-profit category (second photo from top)
- **Staff of Cape Medical Supply** - Business Excellence in health care category (third photo from top)
- **Mac's Seafood** - Business Excellence in hospitality category (fourth photo from top)
- **OpenCape** - Chairman of the Board's award for Business Excellence (bottom photo)

[Click here](#) for the full text about each of our award recipients. Special thanks to Bob Kahn of [Bob Kahn Photography](#) for taking photos of this year's award winners, including those at left.

### *May Member to Member*



Please join us at the May Member to Member Event on **May 12th** at **Mid-Cape Home Centers Design Showroom** on Route 132 in Hyannis. The event will be co-hosted by **Panera Bread**. Enjoy plenty of networking opportunities, fantastic raffles and delicious Panera Bread goodies! Cost to attend the networking event is \$5 members, \$15 non-members. [Click here](#) to register now!

### *Find new customers with ChamberMail*



Find new customers with **Cape Cod ChamberMail**, a powerful marketing tool offered to members through the Cape Cod Chamber! This upscale direct-mailer targets the #1 buying market of all time - new residents, on Cape Cod and beyond. With Chamber credibility given to advertising members, these new residents need your products and services after their move. Let Cape Cod ChamberMail guide them where to go - to you! [Click here](#) for more information.

### *17th Annual Cape Cod Maritime Days*



The **17th Annual Cape Cod Maritime Days** will be celebrated throughout the entire month of **May 2010** across the Cape, and include a wide and diverse array of nautical activities. Nearly 65 events are expected to be held during the 2010 Cape Cod Maritime Days, from lighthouse & walking tours, nautical art exhibits and lectures on maritime lore to village festivals and guided kayaking excursions.

For a full schedule of Maritime Days events and for Maritime Days accommodations packages, please visit [CapeCodMaritimeDays.com](http://CapeCodMaritimeDays.com). Cape Cod Maritime Days is sponsored by the Cape Cod Chamber of Commerce, Cape

Cod Commission and Arts Foundation of Cape Cod.

### *Cape Cod Chamber Trip To China*



Join the Cape Cod Chamber on our first trip to China in September! The combination business/tourism trip, from **September 27- October 5, 2010**, includes stops in Beijing & Shanghai and will last nine days. Your journey will include round trip airfare, 4-5 star hotels, land transportation, three full meals of gourmet food each day, deluxe tour buses, English-speaking tour guide and admission tickets for all attractions.

Tours include the Forbidden City, Tian An Men Square, Great Wall, Lingyin Temple and World Expo! The cost for this once-in-a-lifetime trip is \$1,999 per person, based on double occupancy, and \$160 for a visa. Passport required to apply for a visa. [Click here](#) to learn more!

### *Public input sought on Regional Transportation Plan*

The Cape Cod Commission (CCC) is updating the Regional Transportation Plan (RTP) and needs your input. The RTP is a long-range planning effort - identifying needed improvements for roads, public transportation, bicycling and many other modes for travel to, from, and within Cape Cod into the future (from present to the year 2035).

If your group has a regularly scheduled meeting, or would like to schedule a special event, CCC staff would like to attend to make a brief presentation and hear your concerns about transportation problems and potential solutions. To schedule a CCC presentation with your group, please contact Lev Malakhoff at 508-744-1229. Information & background on the RTP is [available here](#). Please fill out the Online Questionnaire!

### *We are so proud of you, Siobhan!*



Cape Codder **Siobhan Magnus** made Cape Cod so proud during her run on season nine of **American Idol**, which we (and thousands of others) felt ended way too early this week. We can't wait to welcome Siobhan home...she will always be OUR American Idol!

### *Business Book Club Event*

The Cape Cod Chamber will host the first of a series of business book discussions (with other partners to be announced) geared to entrepreneurs and business managers. The first event is scheduled for May 19th at 5 p.m. and will be facilitated by Chamber CEO Wendy Northcross, along with Bev Ryle, Career Counselor and Business Consultant. The site will be the conference room of the Cape Cod Chamber of Commerce at 5 Shootflying Hill Road, Centerville (junction of Route 132 & Route 6). The featured book

is "Outliers-the Story of Success" by Malcolm Gladwell ([www.gladwell.com](http://www.gladwell.com)). There is no fee to attend and you may reserve a seat by emailing [wendy@capecodchamber.org](mailto:wendy@capecodchamber.org). Join us for a lively discussion of the best practices to achieve success!

### *Cape Cod Life Seaside Living Expo*



The **Cape Cod Life Seaside Living Expo** will be held tomorrow and Sunday at the Hyannis Youth & Community Center! Enjoy exhibits of home builders, pools & spas, landscape designers, boat displays, biking, golf, outdoor furniture, leisure activities, fishing gear, travel and more!

Cape Light Compact brings a strong "Energy Efficiency" message to the Seaside Living Expo, with a significant area designated the "Cape Light Compact Energy Efficiency Zone." Additionally, there will be a "turn-in" event where visitors can turn in inefficient air conditioners and dehumidifiers free of charge! Also, you can enter to win free electricity supply for the summer (up to \$200 value courtesy of Con Edison Solutions), plus many other great energy-saving products..

Admission to the show is free, and show hours are 10 a.m. to 6 p.m. on Saturday and 10 a.m. to 4 p.m. on Sunday. [Click here](#) for more information. And be sure to look for our booth promoting the new *Sourcebook of Architectural & Design Elements* and the Cape & Islands License Plate!

### *A Conversation with Paul Kirk*

Join the JFK Hyannis Museum Foundation for its Speaker Series featuring "**A Conversation with Paul Kirk**" on May 17th from 6 to 7:30 p.m. at the Federated Church-Fellowship Hall, 320 Main Street in Hyannis. Kirk served as a United States Senator from Massachusetts from 2009 to 2010, having been appointed to fill the vacancy created by the death of the late Edward M. Kennedy. Paul Kirk served as chairman of the Democratic National Committee (DNC), co-founded the Commission on Presidential Debates, and was the chairman of the board of directors of the John F. Kennedy Library Foundation. Tickets are free. The cost for a pre-event speaker reception is \$25. Advance reservations are required. Buy tickets at [www.jfkhyannismuseum.org](http://www.jfkhyannismuseum.org) or at Puritan Clothing on Main Street in Hyannis. Sponsored by Comcast Business Class.

### *Passport to the Arts now available*



The 2010/2011 **Passport to the Arts** - offering a 50% discount on admission to 48 Cape Cod theaters, museums, historical sites, and performances - was launched last night at the Spring Grant Awards Ceremony at Provincetown Art Association and Museum! Now in its seventh year, the Passport to the Arts has evolved from a small group of eight organizations to its current roster of 48 cultural organizations, representing the very best of the arts and culture of Cape Cod. The Passport is a beautifully designed, souvenir-quality booklet

with information about each participating organization.

Passport holders will be able to receive a 50% discount on admission to select events at each participating venue once during the course of the year. Each member venue sets its own restrictions and rules of use, so Passport holders must call venues in advance to ensure availability. The Passport to the Arts, which is produced by the Arts Foundation of Cape Cod, is available for purchase online at [www.artsfoundation.org](http://www.artsfoundation.org).

### *Upcoming Restaurant Weeks on Cape Cod*

**Cape Cod Restaurant Week's** Spring 2010 edition is presented by Nantucket's own Triple Eight Distillery on May 17-23! During this week, participating local restaurants are each offering a special 3-course exhibition menu for your dining pleasure. The cost of dining from any of these special menus will be fixed at a low price of just \$25 or \$35 (tax & gratuity not included). [Click here](#) for more information and participating restaurants.

**Sandwich Restaurant Week** will be held May 16-21 at participating restaurants across Sandwich! Restaurant goers of all tastes and pocketbooks are invited to experience new summer menu creations being introduced this week, with savings of up to 25% off selected menu items at some restaurants and specially priced three course dinners at other venues. [Click here](#) for more information and for participating restaurants.

From May 21-27, enjoy the **Provincetown Spring Restaurant Week & Gallery Stroll!** The week will feature 3-course prix fixe dinners at \$25 or \$35. [Click here](#) for more information and participating restaurants.

### *2nd Annual New England Xpo for Business*



Join more than 10,000 business professionals from across the region for the **2nd Annual New England Xpo for Business at Boston** on May 18th at the Boston Convention & Exhibition Center! This event, to run from 8:30 a.m. to 5 p.m., is free to attend and will feature over 300 exhibits. Complimentary education will also be offered throughout the day, including 36+ quality information sessions covering sales, marketing, advertising, social media, best practices, business

development, finance, management, international trade and more! Identify the latest products and services to meet your competitive challenges, network with the region's driving business leaders and discover the keys to financial success and stability. [Click here](#) to pre-register today! Exhibitor opportunities still exist, so please call 866-443-8368 for more information. Mention that you are a member of the Cape Cod Chamber to receive a special exhibitor discount.

### *Family Members Paid as Caregivers*

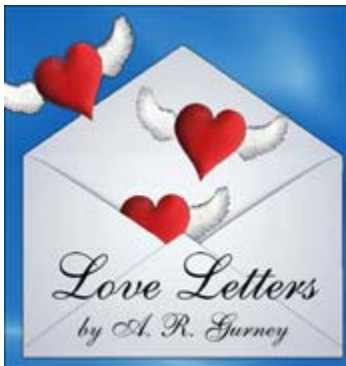
Under a new state funded program, family caregivers can be paid up to \$16,000 annually for caring for an elder or adult disabled family member, over the age of 16, at home. This income is a stipend and therefore not taxable. Caregiver Homes, a Massachusetts approved Enhanced Adult Foster Care Program, is now accepting referrals for the program jointly funded by the Massachusetts Office of Elder Affairs and MassHealth. The program pays family caregivers, with the exception of a spouse or legally responsible relative. For more information, visit [www.caregiverhomes.com](http://www.caregiverhomes.com)

or contact the Program Manager for Cape Cod and the Islands, Marleen Spengler MBA, RNC, CMC, at 617- 981-9171.

### *Impact of Immigrant Entrepreneurs and Workers in Leisure and Hospitality Businesses*

Please join a free presentation on May 12th from 9:30 to 11:30 a.m. of the research study "**The Impact of Immigrant Entrepreneurs and Workers in Leisure and Hospitality Businesses: Massachusetts and New England**" at Career Opportunities, 372 North Street in Hyannis. Find out what role immigrant entrepreneurs and workers play in this vital business sector across the state and on the Cape & Islands. This presentation is a collaboration of the Cape and Islands Workforce Investment Board and The Immigrant Learning Center, Inc.

### *Cotuit Center for the Arts presents "Love Letters"*



Cotuit Center for the Arts and Director Melinda Gallant will bring to the Center's intimate stage three one-time command performances of the popular play "**Love Letters**" on **April 30th, May 1st and May 2nd** as a benefit for the American Cancer Society and the Center. The play will be performed by three different Cape Cod celebrity couples: Cape Cod Chamber CEO **Wendy Northcross** and **Van Northcross**, Marketing & Community Relations Director for Cape Cod Healthcare will perform tonight at 8 p.m. Tomorrow, **Maggie Van Sciver**, President of the Arts Foundation of Cape Cod, and **William Zammer**, President of Cape Cod Restaurants, Inc. and local philanthropist, will perform at 8 p.m. Sunday, May 2nd will feature well known NPR celebrity **Mindy Todd** and **Senator Robert O'Leary** of the Massachusetts State Senate at 2 p.m. Tickets are \$30 for the show only, or \$50 for the show and a cocktail reception with the stars following each performance. Sponsored by South Cape Village and Cape Cod Five. To purchase tickets, visit [www.cotuitcenterforthearts.org](http://www.cotuitcenterforthearts.org) or call the Box Office at 508-428-0669.

### *Regional Life Sciences Forum*

The Massachusetts Life Sciences Center invites you to a **Regional Life Sciences Forum** at 11:30 a.m. on **May 14th** at UMASS Dartmouth's Advanced Technology & Manufacturing Center in Fall River. Join leaders from Southeastern Massachusetts, the SouthCoast and the Cape & Islands to learn about the Massachusetts Life Sciences Center's programs and how to access these resources. In these challenging economic times, this will be an important conversation among Massachusetts' companies, economic development officials and academic institutions that are preparing the workforce of the future for jobs in the life sciences. RSVP to [arodricks@masslifesciences.com](mailto:arodricks@masslifesciences.com)! The forum is co-hosted by Representative Michael J. Rodrigues.

### *News from our Members*

*The following announcements are provided for the eNews by member businesses.*

Is your Mom the best ever? Tell **Mashpee Commons** in 250 words or less what makes your Mom the best ever. The winning entry will be picked on May 4th and the best mom will receive a \$ 500 Mashpee Commons Gift Card just in time for Mother's Day! Entries should be submitted by Monday, May 3rd at 5:00pm to [ldaly@mashpeecommons.com](mailto:ldaly@mashpeecommons.com) or can be dropped off at the Mashpee Commons' Management office at 22 Steeple Street, 2nd Floor Mon-Fri 8:30 a.m. to 4:30 p.m. Please include your name, your contact info and your mom's name. Entries must be 250 words or less. Mashpee Commons is a unique, exciting and growing center with over 75 fine shops and restaurants. More information on Mashpee Commons can be found by visiting [www.MashpeeCommons.com](http://www.MashpeeCommons.com).

Celebrate Mother's Day on Sunday, May 9th with a Ride on the Rails! The **Cape Cod Central Railroad's** elegant dinner train opens for the season with a special 1 p.m. departure. Children of all ages are welcome aboard this three-hour dining experience. Reservations are required. Call 508-771-3800, ext 291 or visit [www.capetrain.com](http://www.capetrain.com). Sunday Brunch trains resume on May 23rd, and the Narrated Scenic Trains begin service Memorial Day Weekend.

With one stop, you can get it all done at **Qwik Pack & Ship**, a family-owned business serving all of Cape Cod! A full-service business service center where you can make copies, fax, notarize, mail or FedEx, get a Passport photo, print business cards & buy your stamps! Qwik Pack & Ship will compare rates and pack for free; they specialize in all forms of art and antiques and have the capability to crate and ship freight anywhere in the world! Locations in Heritage Park Plaza, 280 B Route 130 Ste #2, Sandwich; Enterprise Corners, 11 Enterprise Road #3 Hyannis (behind the Cape Cod Mall); and 4205 State Hwy 6 Eastham (next to the Box Lunch). Open Mon-Fri 8 a.m. to 6 p.m. and Sat 8:30 a.m. to 2 p.m. Visit [www.QPScapecod.com](http://www.QPScapecod.com).

**UMass Amherst** Alum and Cape golf enthusiasts are invited to join the UMass Amherst Cape Cod Alumni Club for its 15th Annual Scholarship Golf Tournament on Friday, June 18th at The Club at Yarmouthport, with an 8:30 a.m. shotgun start. Golf with lunch is \$125 per person and \$27 for lunch only. A portion of the proceeds will go toward the new Andy Knowles Memorial Scholarship which will be awarded to a Cape student majoring in engineering or computer science at UMass. Raffle, auction and tee box sponsors are still needed and are a great way to promote your business. For more details, contact Dick Smith at [jdicksmith@comcast.net](mailto:jdicksmith@comcast.net).

Just in time for Mother's Day, Simon Property Group is pleased to introduce "Mom's Nite Out," which will be held at 12 Simon malls across New England, including **Cape Cod Mall**, on Thursday, May 6th from 4 to 8 p.m. The nationwide event is an evening of free pampering, fun and giveaways for moms and moms- to-be. The event will provide moms with the opportunity to enjoy social networking, fun interactive activities, live demonstrations, signature cocktails, hors d'oeuvres, wine tastings from Mommy's Time Out, shopping incentives and more. Cape Cod Mall is located on Route 132 in Hyannis. For more information, call 508-771-0200 or visit [www.capecodmall.com](http://www.capecodmall.com).

Come celebrate **Shawl Boutique & Consignment's** first year anniversary on Saturday, May 1st, from 10 a.m. to 5 p.m. Refreshments will be served. Shawl Boutique & Consignment - where you can shop both contemporary and vintage women's clothing and accessories! Located at 66 Upper County Road in Dennis Port.

### *Interested in membership?*

If you are interested in learning more about membership in the Cape Cod Chamber of Commerce, please contact Mike Belcher, our Membership Director, at 508-362-3225, ext. 534 or [mike@capecodchamber.org](mailto:mike@capecodchamber.org). Or [click here](#) for a membership application!

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

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