

[<Back](#) [Print](#)

Cape Cod Chamber of Commerce eNewsletter

eNews

April 9, 2010

Greetings!

From the CEO's Desk:

- Congratulations to the Town of Barnstable for another rousing and inspiring State of the Town event! We especially liked the coverage of the naming of Patti Page Way by the Town!
- By the way - our official mailing address has NOT CHANGED (yet!) We are working with the fire district and post office to make that change permanent, but for now, please keep the 5 Shootflying Hill Road, Centerville address in your contacts.
- It is not too late to sign up for the trip to China! Members and non-members are welcomed to go. The dates are coming up quickly, however, for filing VISA applications and booking airline seats, so don't hesitate! Just do it! This is similar to the trip I experienced last fall and I'd be happy to answer any questions at wendy@capecodchamber.org. Or read more about the trip in the article below.
- The Regional Tourism Councils met in Boston this week and continued to work on our strategy for adequate funding for tourism marketing and promotion. If you have not yet sent your letter to our elected officials, please do so quickly, as the budget is being shaped now! [Click here](#) for a sample letter to send.
- We met with Mass Cultural Council staffers Chrisitna Hogan and Meri Jenkins to discuss the continued marketing and promotion of the new *Sourcebook of Architectural Elements*. Our goal is to get it in the hands of architects, designers, homebuilders and others who work with homeowners and commercial developers. If you have any ideas or suggestions, we'd love to hear them!
- The Ambassadors have met and selected award recipients for the Chamber's annual business excellence awards and the brand new Jack Gay Ambassador Award, which will be given to a Cape Coder who has shown exemplary enthusiasm for promoting Cape Cod businesses

in this issue

- SBA Cape & Islands Small Business Recovery Expo
- Find new customers with ChamberMail!
- April Member to Member
- It's not too late to sign up for the trip to China!
- Coastal Community Capital/Cape Cod Chamber Workshops
- Still time to register for April 16th Legislative Breakfast
- Participate in Quahog Day 2010!
- Sagamore Bridge construction update
- MOTT Spring Value Program - Mass99!
- Sing it Siobhan!
- Welcome New Members
- Wage and Hour Seminar on April 30th
- March 2010 Accommodations Survey
- Participate in Smart Transportation Week
- Meetings & Groups Phone-a-thon
- The Hundred
- CCYP new "Perks" Program
- NECVA/ECAC Tournament starts today in Hyannis
- Hospitality Job Fair
- Exhibitor opportunities at Summer Entertaining Expo
- News from our Members
- Interested in membership?

and more. These awards will be presented on April 29th at the SBA Cape & Islands Small Business Recovery Expo event. Don't miss it!

- We were saddened at the passing of Gary Sheehan's father, Mark, co-founder of Cape Medical Supply. The family has created a foundation in his memory. To learn more, [click here](#).

Recent press activity on Cape Cod included the following:

["Senate cuts big agencies down to size"](#) *Cape Cod Times*, April 9, 2010

["East Coast State of Mind in the US"](#) *Birmingham Post*

["Car-free savings on Cape Cod"](#) *The Examiner*, March 30, 2010

["Government Reform"](#) *Cape Cod Times*, March 27, 2010

Wendy K. Northcross, IOM, CCE

SBA Cape & Islands Small Business Recovery Expo

The **SBA Cape & Islands Small Business Recovery Expo** will be held **Thursday, April 29th** from 7:30 to 11:30 a.m. at the Cape Codder Resort in Hyannis. Since the Recovery Act, the SBA has provided over \$22 billion in supported lending to over 52,000 small businesses. Meet the people who can help you survive challenging economic conditions! Also learn about low interest rate financing, free small business mentoring procurement, technical and export assistance and more. Registration and networking begin at 7:30 a.m., followed by the presentation of the Cape Cod Chamber's Business Excellence Awards at 8 a.m., an Expert Panel Presentation from 8:30 to 10 a.m., and one-on-one with lenders from 10 to 11:30 a.m. To register for this free event, contact Chris Carter at 617-565-5560 or christine.carter@sba.gov. This event is planned in partnership with Coastal Community Capital and the Cape Cod Chamber of Commerce.

Find new customers with ChamberMail!



Find new customers with Cape Cod ChamberMail, a powerful marketing tool launching in just a few weeks! 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.

April Member to Member



Please join the Cape Cod Chamber of Commerce at our Member to Member event next **Wednesday, April 14th** from 5:30 to 7 p.m. at **Kenmark Office Systems on Route 130 in Mashpee**. Enjoy plenty of networking opportunities, fantastic raffles and delicious hors d'oeuvres. Cost to attend

the networking event is \$5 members, \$15 non-members. [Click here](#) to register now!

It's not too late to sign up for the 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!

Coastal Community Capital/Cape Cod Chamber Workshops

"Quickbooks Budgeting and Advanced Reporting" Tuesday, April 13th: 9 to 11 a.m. at the Cape Cod Center for Business, 5 Shoot Flying Hill Road, Centerville. Having mastered the basics, owners/managers will learn to use QuickBooks to manage their business more effectively during these difficult economic times. The primary tools to be demonstrated include the budgeting and advanced reporting features. Both features will enable the owner/manager to dig deeply into their QuickBooks data, to go beyond the standard Profit and Loss and Balance Sheet, and to be able to isolate and intelligently analyze out of control expenses or sagging sales. Presented by Frank Guinan, MBA Babson College, Owner, Integrity Business Solutions, an accounting and systems consulting firm since 1992.

Cost is \$5 if you RSVP prior to the event; \$10 at the door. RSVP to mgaudet@coastalcommunitycapital.org, call 508-362-3367 or register online at www.coastalcommunitycapital.org. Cape Cod Five is a generous sponsor of the workshop series, which is presented by Coastal Community Capital, in partnership with the Cape Cod Chamber.

Still time to register for April 16th Legislative Breakfast

The Cape Cod Chamber of Commerce and Community Action Committee of Cape Cod & the Islands (CACCI) invite you to join us for next week's interactive **Legislative Breakfast!**

Date: Friday, April 16, 2010

Location: Coonamessett Inn, 311 Gifford Street, Falmouth

Registration and continental breakfast will begin at 8:30 a.m., followed by opening remarks from Massachusetts Senate President Therese Murray at 9 a.m. and a Q&A

period with elected officials, including: Senator Robert O'Leary, Rep. Tim Madden, Rep. Matt Patrick, Rep. Jeff Perry, Rep. Demetrius Atsalis, Rep. Cleon Turner, Rep. Sarah Peake, Cape & Islands District Attorney Michael O'Keefe, and Barnstable County Commissioners Mary Pat Flynn, Sheila Lyons & William Doherty.

Cost to attend the breakfast is \$15. [Click here](#) to register online now! The Legislative Breakfast is in affiliation with the Falmouth Chamber of Commerce, Sandwich Chamber of Commerce and Mashpee Chamber of Commerce

Participate in Quahog Day 2010!



The **Second Annual Cape Cod Quahog Day** has been set for **Monday, June 21st** at Sandwich Boardwalk! Once again, the Cape's official Quahog (aptly named "Doug") will come out of hiding for the official "Quahog Prognostication." Speaking the secret bi-valve language, he will give word to the Secretary General of Quahog Republic on how many weeks of Cape Cod beach weather lie ahead. The ceremony will be followed by a Quahog Day bash at Hemisphere in Sandwich.

But it doesn't end there! This year, Quahog Day will kick off a week's worth of Quahog-related activities Cape-wide. And we need your help! If you would like to get involved in the week-long Quahog Day celebration - from Tuesday, June 22 through Sunday, June 27 - simply send us your Quahog-themed event and we will list it on the [Quahog Day website](#), which will be promoted via an aggressive PR campaign, on our visitor websites, social networking channels and in our spring destination marketing. Ideas could include a Quahog Day sale at your retail store, a Quahog Day accommodations package at a hotel or B&B, a Quahog Day rate at your museum or attraction, or a Quahog Day special on the menu at local restaurants.

To participate, just email your idea to Kristen at kristen@capecodchamber.org.

Sagamore Bridge construction update

Paving and striping for the Phase II work on the Sagamore Bridge is currently scheduled for Monday, April 12th through Wednesday, April 14th, from noon to 7:30 p.m., subject to weather conditions, according to officials from the U.S. Army Corps of Engineers, New England District. Motorists are encouraged to seek alternative routes to avoid delays during the planned paving operation. All 4 lanes of the Sagamore Bridge will be open and available for traffic during Patriots' Day weekend, Friday, April 16th starting at 6 a.m. through Monday, April 19th.

Restricted travel control measures, one lane in each direction, will resume on Tuesday, April 20th at 10 a.m., in order to complete the remaining repairs for the Sagamore Bridge before Memorial Day. State and local police will be on duty at all times work is being performed to assist the motoring public. Message boards, located at both approaches to the Sagamore Bridge, will keep motorists advised of work efforts. Fixed signage at all approach roads to the Sagamore Bridge will alert motorists to the bridge work and associated travel restrictions. In addition, accessing the [Cape Cod Canal website](#) will inform motorists of the bridge work.

MOTT Spring Value Program - Mass99!



The Massachusetts Office of Travel & Tourism (MOTT) is pleased to announce its Spring Value Program - **Mass99!** MOTT is asking Massachusetts attractions and events to submit deals that are \$99. Submitted deals will be featured on the [state's tourism website](#) on a special Mass99 branded web page.

Offer valid dates are 4/19/10 - 6/27/10 (blackout dates are ok). Deal packages must reflect at least 20% off normal prices (for example, regular price must be at least \$119). MOTT is committing significant advertising support to this program, including TV and online. Please design your packages for 2 or 4 person parties, and you are encouraged to include souvenir items, food, etc. to create a \$99 package.

[Click here](#) to sign-up now! Questions? Please contact: Phyllis Cahaly at 617-973-8509 or phyllis.cahaly@state.ma.us.

Sing it Siobhan!



Cape Coddier **Siobhan Magnus** is doing all of Cape Cod proud on season nine of **American Idol**. This week, she made it to the Final 8 of the competition, and we have a feeling she is going to be going all the way! We have been showing our support on the Cape Cod Chamber's Facebook and Twitter pages, and we are hoping local businesses can join in on showing Siobhan the love. [Click here](#) for a poster supporting Siobhan, which you can print and hang in your business's window (or in any other visible location) throughout the competition. Also, be sure to watch her on FOX TV and cast your vote weekly! See her past performances online at AmericanIdol.com.

Welcome New Members

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

- [Beanstock Coffee Roasters](#), Eastham
- The Blushing Oyster Bed and Breakfast, Yarmouth Port
- [CapeCodWeather.Net](#), Yarmouth Port
- Cavossa Disposal Corporation, East Falmouth
- [CuCina D'Amore Fine Catering](#), Brewster

Wage and Hour Seminar on April 30th

Please join us on April 30th as the Cape Cod Chamber sponsors an educational event for the hospitality industry at the Mid Cape Centers Complete Home Concepts Center on Route 132 in Hyannis from 8:30 a.m. until noon. Matthew Lee, who manages Tocci, Goss & Lee's corporate immigration practice, will discuss the latest employer obligations as they relate to the employment of H-2B workers. George Rioux from the United States Department of Labor's Wage and Hour Division will discuss wage and hour and immigration compliance from the federal enforcement agency perspective

and will also touch on child labor compliance issues. Lauren Goldman from the Office of the Massachusetts Attorney General will discuss wage and hour and child labor compliance from the state enforcement agency perspective. John Tocci, who manages Tocci, Goss & Lee's employment and litigation practice, will address wage and hour and child labor compliance from the employer's perspective.

Each panelist will provide information regarding common areas of non-compliance and will present common sense and cost effective alternatives for compliance in the highly competitive hospitality industry. Panelists will be available to answer audience questions. There is no cost to attend - [register online now!](#)

March 2010 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](#) for the March 2010 survey. We appreciate your participation!

To view results from previous surveys, and other tourism statistics compiled by the Chamber, please [click here](#).

Participate in Smart Transportation Week

Tell us how you will celebrate Smart Transportation Week, being held this year from June 27-July 3! Traditionally, this is the week when all CCRTA trolleys and full summer schedules are in bloom; the goal is to maximize marketing to summer demands matched up with opportunities (CCRTA services, good weather for biking & walking) in a perfect storm of transportation smartness. The Cape Cod Chamber's Smart Guide and companion [SmartGuide.org](#) website were major inspirations for the selection of the name of "Smart" Transportation Week.

We're looking for your ideas to promote SmartGuide and any other activities during Smart Transportation Week. For some background and inspiration, [here's a link](#) to the main page with examples of last year's activities and photos. To include your listing, please email kristen@capecodchamber.org.

Meetings & Groups Phone-a-thon

A team of 10 hospitality professionals representing the Meetings & Incentives and Group Tour markets on Cape Cod conducted a successful Phone-a-thon this week, making calls to meeting, events and group tour clients to promote Cape Cod as a premier destination! Partners included representatives from Wequassett Resort, Ocean Edge Resort, Red Jacket Beach Resort, The Resort and Conference Center at Hyannis, The Clarion Inn, The Dolphin Fleet, The Lobster Claw Restaurant, The Hampton Inn, The Nantucket Inn and The Harborview on MV.

Under the direction of Chamber VP of Sales Patti Lloyd and volunteer Lorraine Janusas, almost 800 phone calls were made and several appointments for face to face visits with meeting professionals along Massachusetts 128 corridor were confirmed for

the Spring in to Action Campaign on April 28th. On this date, a team of 10 will divide and call on these professionals, telling them of all the exciting changes on Cape Cod and why the Cape is the perfect location for upcoming meetings, events and group tours. Thanks to Wequassett Resort for hosting the Phone-a-thon!

The Hundred



"The Hundred" is back for another round! The next drawing will be held at our Member to Member Event on April 14th at Kenmark Office Systems in Mashpee. Must be present to win. Register each week by emailing capecodchambersteve@yahoo.com, with "The Hundred" as the subject line. The drawing to be given away in April is from **Bob Kahn Photography**. Bob will create a Beach Portrait of your family and give you an 11x14 photograph. You can take the picture anytime this year.

This is a \$150 value! For more information on Bob Kahn Photography, visit www.bobkahn.com. A sample of Bob's work is pictured at left.

CCYP new "Perks" Program



The Cape Cod Young Professionals has created a new "perks" program for all of its 250+ members! Starting May 1st, CCYP members will now have a "Perks" card, which will give them discounts or preferential services from local businesses. If you are a local business and are interested in offering anything to CCYP members, let the CCYP know! This is free to you, and there is no obligation other than to provide a standard offering to CCYP members. To participate or find out more, please email maegan@capecodyoungprofessionals.org.

NECVA/ECAC Tournament starts today in Hyannis

Sixteen men's volleyball teams will participate in the Northeast Collegiate Volleyball Association Tournament starting today and continuing through Sunday at the Hyannis Youth & Community Center. The NECVA championship, which is co-hosted by the Centerville-based ECAC and co-sponsored by the Cape Cod Chamber and Massachusetts Sports Partnership, moves from an on-campus site for the first time to the new facility on Cape Cod, bringing business to area hotels and restaurants. Tickets for the NECVA tournament are on sale at the HYCC: A weekend pass for all games is \$15 for adults and \$6 for students and seniors, while a daily pass is \$6 for adults and \$3 for students. There will be a youth clinic Sunday for students ages 12-17 from 9:30 to 11:30 a.m. at the HYCC.

Hospitality Job Fair

Career Opportunities is hosting a Hospitality Job Fair on Wednesday, April 21st from 10 a.m. to 1 p.m. at 372 North Street in Hyannis. If you are in need of help, either for the season or year round, please contact Valerie Jameson at 508-862-6128 or

vjamesone@detma.org to reserve a free table for this event.

Exhibitor opportunities at Summer Entertaining Expo

Cape businesses ranging from hospitality to adventure to retail can now register to exhibit in the first annual Cape Cod Summer Entertaining Expo on Saturday May 29th at The Hyannis Youth Community Center, from 11 a.m. to 4 p.m. The one-day event will have the atmosphere of a party - think live music, cooking demos, and entertaining tips paired with hands-on information about where to plan a wedding, dine out, find an adventure or sign up for a tee time. The Expo presents businesses with a truly unique and personal marketing opportunity that will make a strong imprint on a curious clientele at the very start of the Cape's high season. The expo is open to the general public and will be promoted throughout New England, but the opportunity to exhibit is limited to Cape businesses. The expo is co-sponsored by the Cape Cod Chamber, Cape Cod Life Publications and Taylor Party Rental Plus. **Cape Cod Chamber of Commerce Members receive 15% Off When Registering Before May 1st!** For more information, please visit www.summerentertainingexpo.com, call 617-872-2023 or email info@summerentertainingexpo.com.

News from our Members

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

The **Barnstable Town Clerk's Office** is having their annual **Barnstable Best Dog** contest starting April 15th and votes will be tallied at the end of April. To enter, people need to submit a recent photograph of their dog with their name and address on the back, along with their license money (\$7.00 for an altered dog or \$10.00 for dogs that aren't), rabies papers, spay or neuter certificate, and a self-addressed, stamped envelope to: Town Clerk, 367 Main Street, Hyannis, MA 02601. The winning dog will get the #1 2010 dog tag free and his/her photo will be featured on the town's website during the 2010 dog licensing period.

Dolphin Fleet Whale Watch in Provincetown begins its 2010 season this Saturday, April 10th! For the month of April, the boat will depart daily at 10 a.m. and 1:30 p.m. Tickets can be purchased online at www.whalewatch.com or by calling the reservation line at 800-826-9300.

Cape Cod Mall makes Administrative Professional Day easy! Place a corporate order of at least \$50 in American Express Simon Giftcards over the phone or via email by April 19th to have the giftcard (s) beautifully wrapped in an organza gift bag and delivered to you on April 20th. This offer is only valid for orders placed through Cape Cod Mall Guest Services: 508-771-0201 or jfaust@simon.com.

WOMR is sponsoring a contest to design its new logo - the winner will receive a portable HD radio! The logo must include both WOMR and WFMR, its new call letters out of Brewster, and 92.1FM, its place on the dial out of Provincetown, and 91.3FM, its place on the dial at WFMR in Brewster. The new logo will go on bumper stickers, t-shirts, pens, cups, etc., from June 2010 on. Send entries to WOMR, PO Box 975, Provincetown, MA, 02657, or to rev@womr.org.

A bus trip is being organized from Cape Cod to attend the Sunday, April 18th performance of the Broadway show "CATS" at the Colonial Theatre in Boston! Trip

includes round-trip motorcoach, Orchestra Seats to the 2 p.m. show, Great Escapes guide and all taxes and gratuities! Special Chamber price of \$115.00. Please contact Hope Gaglio at **Great Escapes** at 508-833-7799 or info@greatescapesltd.com.

Gorgeous prom dresses starting at \$40 are now available at **Shawl Boutique & Consignment**, located at 66 Upper County Rd. in Dennisport (close to Hart Farm and Clancy's). For more information, call 508-394-3185.

Join **Chatham Bars Inn** on Saturday, April 10th for a very special dining and dancing experience. The evening kicks off with a champagne reception in the South Lounge and then moves to The Main Dining Room for a sumptuous three course dinner. Sweep that special someone off their feet and dance the night away to the sounds of The Mike Dumas Band. For reservations, call 508-945-0096.

The **Island Alpaca Farm's** Third Annual Shearing Day Event will be held April 24th! This event will feature some of the areas finest alpacas, with more than 50 alpacas scheduled to be on hand for shearing and public viewing. For those interested in the alpaca lifestyle, this open house event will enable you to understand better the alpaca investment, and ask questions about how to best get started, setting up farm facilities, alpaca nutrition and herd management, financing, and what to do with all that fabulous fleece! There will be ongoing spinning/fiber demonstrations too as well as an ongoing video presentation. Observe the expert shearers as they work their clippers through the alpacas fabulous fleece, without any harm to the animal. You may also purchase the yarn from specific Island Alpaca Farm animals, as our farm store will be open all day. Admission is \$5 per person.

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. Or [click here](#) for a membership application!

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

[Forward email](#)

✉ **SafeUnsubscribe**®

This email was sent to karen@capecodchamber.org by news@capecodchamber.org.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe](#)™ | [Privacy Policy](#).

Email Marketing by



Cape Cod Chamber of Commerce | Junction Route 6 & Route 132 | 5 Shoot Flying Hill Road | Centerville | MA | 02632