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## Cape Cod Chamber of Commerce eNewsletter

eNews

December 31, 2009

### Greetings!



Happy New Year from the board of directors and staff at the Cape Cod Chamber of Commerce!

Thank you for working alongside us all year long to make a better Cape Cod, and we wish you a healthy & prosperous 2010.

### *January Member to Member Event*

**VENTURE**<sup>®</sup>  
THINK TOGETHER

Please join the Cape Cod and Hyannis Area Chambers of Commerce at our joint Member to Member event on **Wednesday, January 13th** from 5:30 to 7 p.m. at **Venture Hyannis**, 540 Main Street, Suite 14 in Hyannis.

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!

[Click here](#) to get customized directions to Venture Hyannis's Main Street location.

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### *Coastal Community Capital's Upcoming Workshops*

**SBA Fee Waived Business Loans** **Wednesday, January 6th from 9 to 11 a.m.** Since the implementation of the Stimulus Act earlier this year, Coastal Community Capital has utilized programs under the Act to provide approximately \$1,000,000 per month in loans to the region's small businesses. This month, we anticipate the trend will continue. The majority of the loans provided have been in partnership with the U.S. Small Business Administration (SBA). Coastal Community Capital is a SBA Certified State-wide Lender. Thanks to the Act, most SBA borrower fees are waived, resulting in savings of up to 4% of the loan amount. If your bank said no to your commercial loan request, SBA support may help obtain a "YES"! The workshop will be led by Jeannine Marshall, Coastal Community Capital and Ed Rubel, Cape Cod Five Cents Savings Bank.

**"Managing for Profitability" Tuesday, January 12th from 9 to 11 a.m.:** Learn from someone in the business! Topics include a presentation of the various financial statements and what they can tell you about your business, how to determine your break-even point and factors to be considered when pricing your product or service. Cash flow management will also be addressed, including how to prepare a cash flow projection and use it to arrange financing. Workshop will be led by Mike Baker, SCORE.

**"Stimulus Funds for Medical Groups" January 13th from 4 to 5:30 p.m.:** Use Stimulus Funds to improve medical care and lower overhead costs. The Stimulus Bill has funds available for health care, including money set aside for independent medical practices offering Medicare and Medicaid services. We'll tell you how you can qualify for the funds, when it will flow, and what you need to do in the first half of 2010 to maximize your payout. We'll even show you how the program can improve medical care and lower overhead costs! Presented by Barry Neagle, Neagle Associates.

Workshops will be held at the Cape Cod Center for Business, located at 5 Shoot Flying Hill Road in Centerville. Cost is \$5 if you RSVP prior to the event; \$10 at the door. RSVP to [mgaudet@coastalcommunitycapital.org](mailto:mgaudet@coastalcommunitycapital.org), call 508-362-3367 or register online at [www.coastalcommunitycapital.org](http://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.

### *Santa visits Chambertown*



Staff members at the Cape Cod Chamber were pleasantly surprised right before Christmas to receive a personal visit from "Santa Claus," who spread holiday cheer throughout the office along with his two elves! Santa's real name is Zachary Lloyd Carey, the six-year-old nephew of Chamber VP of Sales Patti Lloyd and son of Christina and Brian Carey. Zachary was gracious enough to take time out his busy schedule to visit Chambertown. His elves included his brothers, Nicholas and Christopher Carey, and Colin Walsh, the son of Cape Cod Chamber office manager Danielle Walsh.



Spreading the holiday cheer alongside them was Patti's dog Spike, also pictured at left!

### *Deux par Deux clothing catalogue shot on Cape Cod*



Last fall, the boutique children's clothier [Deux par Deux](#) contacted the Cape Cod Chamber's PR firm, MPDC of Hyannis, in hopes of filming its Spring/Summer 2010 catalogue on Cape Cod. After several phone calls and emails back and forth, and the assistance of Cape Cod Chamber members and MPDC, the Deux par Deux photo shoot planned for September 2009 became a reality!

The photo shoot included shots of sandy beaches, lobster shacks and candy & ice cream stores throughout the Cape, all captured by Deux par Deux co-owner Claude Diwan and photographer Michel Setboun. The result will be in print soon in Deux par Deux's Spring/Summer 2010 collection catalogue. [Click here](#) for a sneak peek!

### *December 2009 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 December 2009 survey. We appreciate your participation!

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

### *Chamber Red Sox Outing*

The Cape Cod Chamber has once again acquired tickets for a Red Sox game this summer! The Red Sox bus trip will be on Tuesday, August 17th at Fenway Park versus the LA Angels (grand stand seats). If you are interested in reserving your seat, please contact Patti Lloyd at [sales@capecodchamber.org](mailto:sales@capecodchamber.org) or call 508-362-9351.

### *Submit your Maritime Days event*



The Cape Cod Chamber, Cape Cod Commission and the Arts Foundation of Cape Cod will present the 17th annual Cape Cod Maritime Days from May 1-31, 2010, and we are seeking events from organizations interested in participating in this special celebration. Last year, over 85 events were held throughout Maritime Days, and our hope is to offer a roster of activities just as exciting and diversified this year! The events will be promoted online at

[www.CapeCodMaritimeDays.com](http://www.CapeCodMaritimeDays.com) - and in flyers distributed at our Visitor Centers and around Cape Cod.

[Click here](#) for an event submission form. Village festivals, maritime presentations,

lighthouse & walking tours, boat-building demonstrations, maritime art exhibits, cruises or other activities related to current or past aspects of maritime life on Cape Cod are welcome. Please return the form by fax by January 15th to 508-362-3698.

### *Find us on Facebook and Twitter*



It seems like everyone is "facebooking" and "tweeting" these days, and the Cape Cod Chamber is no exception! [Click here](#) to become an official Cape Cod Travel Guide fan on **Facebook** and find updated information on events, happenings and cool stuff on Cape Cod! You can also follow us on our **Twitter page for visitors** at <http://twitter.com/VisitCapeCod>, or our **Twitter page for business** at <http://twitter.com/CapeCodChamber>.

Let us spread the word about your news and special offers & events via our social networking presence! Feed your content to to [kristen@capecodchamber.org](mailto:kristen@capecodchamber.org).

### *The Hundred*



"The Hundred" is back for another round! The next drawing will be held at the January Member to Member Event on January 13th at Venture Hyannis. Register each week by emailing [capecodchambersteve@yahoo.com](mailto:capecodchambersteve@yahoo.com), with "The Hundred" as the subject line. The drawing to be given away in January is a \$100 gift certificate to Bobby Byrne's Pub, with locations in Mashpee, Hyannis and Sandwich. Must be present to win.

**Bobby Byrne's Pub** is at once surface and symbol. Its logo, which is influenced by the Celtic Knot, is insinuated not only into the décor and menu and onto the wall, but also unto the walls of imagination. It can speak to us of mystery, of beginning and end, of what is now and of what is to be. Like poetry, Bobby Byrne's touch upon the coherent and the unknowable at the same time. Thus the Pub is about more than food and drink. They strive to give you magic and metaphysics with your meat and malt, and hope to nourish your spirit and enable you to experience not only another great good place, but also a great good thought.

### *Welcome New Members*

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

- [ACE Appraisals of Cape Cod](#), Wellfleet
- [Puppy Perfect Dog Training](#), Marstons Mills
- [Resurface Specialist](#), S. Yarmouth

### *Cape Cod Technology Council Resource Fair*

The Cape Cod Technology Council presents the inaugural "Resource Fair" on January

8th from 7:30 to 9 a.m. at Hyannis Golf Course on Route 132. The Resource Fair will be equal parts business matchmaking for vendor-client relationships, a job fair, a help desk, a conference and a seminar, all designed to help local businesses and individuals learn more about technology on Cape Cod, the Islands and Southeastern Massachusetts.

This event is open to all job seekers, members and non-members, however you must register in advance. Please [click here](#) for more information!

### *Hyannis Rotary Home & Garden Show*

It's time to book your booth for the 52nd Hyannis Rotary Home and Garden Show, set for March 27-28, 2010 at Barnstable High School. Plenty of opportunity to sell your business! [Click here](#) for a booth registration form, or contact Lois Andre, 2010 Show Chair, via email at [rotaryhomeshow7950@gmail.com](mailto:rotaryhomeshow7950@gmail.com).

### *2010 Geek Girl Camp*



The Cape Cod Chamber is a proud sponsor of the 2010 Geek Girl Boot Camp, set for March 6, 2010 at the Cape Cod Community College Adult Learning Center in Hyannis! Geek Girl Boot Camp aims to educate and empower women at every age, income

and skill level on computer technology in a way that is fun.

Through tomorrow (January 1st), Cape Cod Chamber members can get \$40 off the conference cost! [Find out more](#) now.

### *BNI 3rd Annual Big Breakfast*

The Southeastern Mass and Rhode Island BNI Region is holding its 3rd Annual Big Breakfast with Dr. Ivan Misner, Founder and Chairman of Business Network International (live via webcam from California), in recognition of International Networking Week. The event is set for Monday, February 1st from 7 to 9:30 a.m. at the Radisson Inn, Route 28, Hyannis. This is a BNI and local Chambers of Commerce initiative. It is open to BNI members, Chamber of Commerce members, and the general public. Price is \$18 per person until January 22, \$25 after January 22 and \$30 at the door, and includes breakfast. Call the regional BNI office at 508-431-0212 for further information.

### *News from our Members*

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

**Eastern Bank** has announced that it will become the official bank of Boston Red Sox baseball on New England Sports Network (NESN) in 2010. The agreement includes full bank advertising exclusivity in the Boston and Providence DMA's during all of NESN's spring training and regular season game coverage, as well as during NESN's one hour pre-game show, Olympia Sports presents The Boston Globe Red Sox GameDay LIVE.

A creative advertising team headed by **Chip Bishop Communications** of West Dennis produced four of the five statewide advertising awards presented to the 2009 Barnstable County Fair. The Massachusetts Agricultural Fair Association honored the Barnstable County Fair with a first-place award for a four-color brochure designed by Grouper Design of Dennis. The fair's radio ads, produced by Bumper Morgan of Nassau Broadcasting, won a second-place award, as did the fair's on-screen movie theater ad, developed by Shoreline Digital Productions of Marstons Mills. A third-place award went to the fair's Comcast TV commercial also produced by Shoreline Digital Productions.

The 10th Annual Seaside Le Mans - The Race for the Cape Cod Community will be held Saturday, September 11, 2010 from noon to 4:30 p.m. at Mashpee Commons. The annual fundraiser, presented and underwritten by **The Davenport Companies**, features teams of sponsors driving Formula One karts during a four-hour endurance race on an outdoor track. Beneficiaries for the 2010 event are the American Red Cross - Cape Cod and Islands Chapter, Big Brothers Big Sisters of Cape Cod & the Islands, The Cape Cod Hunger Network, and the Tri-County Collaborative for Oral Health Excellence (Tri-CCOHE). Companies or individuals interested in becoming sponsors/kart drivers are encouraged to contact Beth Patkoske, Event Director at 508-394-8800 ext. 142. More event details are available at [www.seasidelemans.org](http://www.seasidelemans.org).

**First Citizens' Federal Credit Union** (FCFCU) has announced that its two year donation program to local and national veteran's organizations has reached \$45,000 as a result of the overwhelming success of its Hero Account program. The groundbreaking Hero Account was unveiled as a comprehensive package of banking services offering advantageous checking and savings rates, discounted personal, auto and home equity loan rates, reduced closing fees on mortgages, and a host of other personal financial services to any person currently serving or having served in any branch of the United States military. First Citizens' pledged to donate \$50 to approved veterans' organizations having a 501(c)3 designation for each new account opened.

### *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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