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Cape Cod Chamber of Commerce eNewsletter

eNews

January 8, 2010

Greetings!

Remembering a friend of the tourism industry



The Cape Cod Chamber would like to offer our deepest sympathies to the family of Bill Mack, a longtime supporter of the hospitality industry in New England and on Cape Cod, who passed away on December 29th. Bill was an account manager for

the AAA Tourbook for over a decade, and was active on the Cape Cod Hospitality Marketing Association. To offer online condolences, visit the Goldman Funeral Chapel website at www.goldmanfc.com.

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January Member to Member Event



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.

Workplace Safety Grant Training Program

The Cape & Islands Workforce Investment Board, the Cape Cod Chamber and Career Opportunities are sponsoring an informational session on **"How to apply for the Workplace Safety Grant Training Program"** on **Wednesday, January 27th** at 9 a.m. The workshop will be held at Career Opportunities, 372 North Street, Hyannis.

The session will be led by Kathleen Manson, Director, Office of Safety, Commonwealth of Massachusetts, Department of Industrial Accidents. As an employer in the Commonwealth of Massachusetts, you are eligible to receive up to \$25,000 to provide safety training to your employees from The Commonwealth of Massachusetts, Department of Industrial Accidents through the Office of Health & Safety Education Training. The grants are not limited to specific types of safety training. Any training program that seeks to improve the safety of the workplace is eligible for funding (be it ergonomics, hazardous materials handling, proper heavy lifting techniques, etc.) The prevention of occupational injury is in everyone's best interest. This session will explain the grant program, answer questions, and help to guide you through the process of applying for funding to cover a training program for your employees.

To register to attend, please call Ellen at 508-775-5900 or email ellen@ciwib.org.

Coastal Community Capital's Upcoming Workshops

"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" Wednesday, 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.

"Managing Cash Flow" Tuesday, January 26th from 9 to 11 a.m.: As the saying goes, cash is king! This certainly applies to managing business cash flow appropriately to reduce stress for the small business owner. You will learn how to schedule payments & deposits, how seasonality/weather impacts cash flow, the risk associated with reliance on trade suppliers and sub-contractors, as well as the types of commercial and non-traditional financing and what financial companies are looking for. This is one of our most interactive workshops, according to attendee feedback. Presented by P. Smith, Cape Cod Cooperative Bank.

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, 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.

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 or call 508-362-9351.

Maritime Days



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 - 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.

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, 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:

- [Cape Cod Chapter NRHS](#) (National Railroad Historical Society), West Barnstable
- [Cape Cod Pet Resort](#), North Falmouth
- Monomoy Island Excursions, Harwichport
- [Spirit of the American Cowboy Foundation](#), Mansfield
- [SunWind, LLC](#), Brewster

2009 Holiday Sales Survey

Please take a moment to fill out the Retailers Association of Massachusetts' (RAM) 2009 Holiday Sales Survey! RAM, as the voice of the retail industry in Massachusetts, is frequently called upon to discuss the state of the restaurant industry, consumer trends and important retail topics, such as holiday sales. In an effort to adequately monitor and report on this year's retail holiday sales figures, they have been periodically asking members to provide sales profit/loss numbers over a same period one year ago. [Click here](#) for the survey! All responses are confidential.

Free Seminar on Energy Planning

Attention architects, engineers, town planners, facilities managers and other building and design professionals! Cape Light Compact presents a free seminar on Energy Planning on Thursday, January 14th from 8 a.m. to 3:30 p.m. at the Massachusetts Maritime Academy in Buzzards Bay. The seminar will discuss emerging technologies that will affect new and existing buildings, and offer detailed information about additional program funding available to implement energy efficient upgrades and boost savings. To register, please send an email with the subject line "Jan 14 Training Registration" to info@capelightcompact.org or call 508-744-1267.

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.

"Women, Work and Leadership"

The Gestalt International Study Center will present a three-day "Women, Work and Leadership" workshop on March 17-19 at its South Wellfleet location. The workshop will be a rare opportunity for women to work with other women to enhance the skills they need to have more influence, ease, and satisfaction in their professional spheres. The program focuses specifically on self-awareness, impact on others, dynamics of power, taking risks and managing failure. Though grounded in research, this workshop is highly experiential. [Click here](#) for more information.

News from our Members

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

The **Falmouth Community School** will have its Winter Semester registration at Lawrence School, 113 Lakeview Avenue, Falmouth beginning on Monday, January 11th. A complete course listing is available by clicking on Department/Programs, then on Community School at www.falmouth.k12.ma.us.

Ophthalmic Consultants of Boston invites you to attend "An Evening of Joyful Giving" on Thursday, January 21st from 6:30 to 8:30 p.m. at **Consigning Women** in East Harwich. This fundraiser benefits the Barnstable-Yarmouth Lions Club and their ongoing projects, including screening clinics at the local high schools, eye exams and glasses for needy Cape residents, as well as exams and cataract camps to the underserved population in Southeast Asia. Consigning Women will generously donate 15% of all sales from the evening to this worthy cause. Ticket price is \$5 for admission. Wines, beers, and Artisan cheeses and crackers will be complimentary, and pianist Lorrie Unser will play jazz tunes. Tickets are available at the door or by contacting the Lions Club at 508-534-6099.

Insomnia and Anxiety are the subjects of two workshops being offered tomorrow by **Cape Stress Reduction & Optimal Health** in Marstons Mills. Insomnia Solutions runs from 9:30 a.m. to noon and Anxiety Alternatives from 1 to 3:30 p.m. on Saturday. The cost for each is \$45 and includes a free CD. A Free Stress Clinic is offered Wednesday, January 13th from 6 to 7:30 pm. All trainings are designed to offer the latest techniques to Retrain the Brain as alternatives to medication. Pre-registration is required and more information is available at www.CapeStressReduction.com, or call Adam Liss at 508-420-3300.

Karaoke Gold, a new venture of **Cape Cod USA Real Estate** and the **Aqua Grille**, kicks off tonight at the Aqua Grille in Sandwich! The fun begins at 8 p.m. and ends at 11:30 p.m. The Aqua Grille is offering ½ priced appetizers and \$5.00 martinis for the entire evening! Regular menu is being served along with Mexican specials.

Mid-Cape Home Centers has announced the retirement of Senior Vice President and CFO, Robert J. LaBrie. Mr. LaBrie has been with Mid-Cape Home Centers for 23 years, and he will stay on with the company in an advisory capacity. Replacing Mr. LaBrie, will be Controller Scott A. Sousa, who joined Mid-Cape Home Centers in 2008. Also promoted was Linda Hutchinson, who will assume the role of Assistant Controller, from her current position as Corporate Auditor.

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
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web: <http://www.eCapeChamber.com>

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