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## Cape Cod Chamber of Commerce eNewsletter

eNews

October 23, 2009

### Greetings!

#### From the CEO's Desk:

- Congratulations to Olive Chase and the Casual Gourmet, who received an award and well deserved recognition at the Hyannis Area Chamber annual meeting this month. Also recognized this week was Lynne Poyant as a Woman of Achievement by the Mass. Federation of Business & Professional Women.
- Congrats to Cape Air - and Dan Wolf - who just celebrated their 20th year of operations!
- Many thanks to Matthew Lee, Esq. of Tocci, Goss & Lee who presented a three-hour overview this week of the significant changes to the H2B visa process. We urge those who were not able to attend to be sure to review the new regulations.
- Thanks to the entire crew at Embargo for hosting a terrific (and well attended) member networking event for us this week! Don't miss their 99 cent Oysters next Wednesday from 5:30 to 7 p.m.!
- Meetings this week included a two-hour session with IBM Big Green Innovations team, along with the Cape Tech Council and the Cape Cod Commission / Economic Development Council. They are working to assist us with implementation of the EDA approved comprehensive economic development strategy for the county. A meeting on Tuesday, October 27th will kick off the implementation groups' work.
- The Cape Cod Graduate Center is finalizing details for a doctoral program in educational leadership to launch in 2010 on the Cape. The Cape Cod Chamber has a seat on this Center's board, which met this week.
- We are seeking interested participants for development of a special events planning and implementation group that would lure more visitors to the region. If you would like more info or are interested, please email [wendy@capecodchamber.org](mailto:wendy@capecodchamber.org).

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Wendy K. Northcross, IOM, CCE

## *October Member to Member a Success*



The Member to Member Event this week at Embargo on Hyannis Main Street was a great success. Thank you to everyone for attending, and thanks to the staff at Embargo for hosting the event. Head to Embargo next Wednesday for Oyster-Palooza!

Thanks also to all who donated raffle prizes. The winners were:

- Adrienne Bauman, formerly of the American Heart Association, winner of a \$25 Bee & Blossom Gift Certificate
- Lynn Williams of Catania Hospitality Group, winner of a Cape Cod Central Railroad Pass
- Adrienne Siegel of Strawberry Hill Real Estate, winner of a Bass River Cruise on "Starfish"
- Amy Dowd of Coastal Marketing Solutions, winner of a \$50 gift certificate to Embargo

The big winner of the night was Laurie Moore of Sandy Terraces Association, who took home "The Hundred" prize: a foursome of golf at the Ridge Club in Sandwich, valued at over \$500!

## *Advertising opportunities in 2010 Cape Cod Travel Guide*



Reach 1 out of 4 area visitors with **One Powerful Integrated Ad Buy!** The Cape Cod Chamber is now taking space for the 2010 edition of our primary fulfillment piece, the *Cape Cod Travel Guide*.

- The only nationally distributed magazine about Cape Cod & the Islands
- Glossy, 4-color magazine: 160 pages of feature articles & stunning photography
- Widespread distribution: national retailers, Boston concierges, statewide visitor & information centers, Canadian outlets, national & international tradeshows, local accommodations & rental homes
- Integrated advertising programs include a magazine buy and a presence on our top performing visitor websites for "where to stay," "where to dine" and "what to do" on Cape Cod and the Islands
- CapeCodChamber.org ranks #1 on Google for a search on "Cape Cod," and CapeCodTravelGuide.com ranks #1 on Google for a search on "Cape Cod Hotels"
- Combined web traffic of 1.5 million unique visitors per year

**Reserve ad space by 11/13/09** to be included in this premier travel publication!

Kristin Carey, Director, Internet Advertising & Regional Sales (mid-outer Cape, Nantucket)

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### *Governor Patrick to Convene 10-27 Economic Summit*

Governor Deval Patrick has announced that he will conduct an economic summit on October 27th in Boston to discuss long-term strategies for economic development and job growth. The Cape Cod Chamber of Commerce has been invited to participate and will be represented by Chamber Vice Chair Dorothy Savarese, who will also be attending in her role as President and CEO of Cape Cod Five Cents Savings Bank.

### *Cape Cod Collegiate Hockey Classic*



Colgate and Army will meet in the inaugural Cape Cod Collegiate Hockey Classic on Columbus Day weekend 2010 in Hyannis! The event is being organized by the Cape Cod Chamber of Commerce. The Raiders and the Black Knights will square off at the new Hyannis Youth and Community Center on Saturday, October 9th. While opening face-off time will be determined at a later date, tickets will be \$12 for adults and \$8 for kids under 12. The game will be the focal point of a weekend full of events that will include various alumni-related activities in the surrounding area.

### *New & Noteworthy*

As we work on the 2010 *Cape Cod Travel Guide*, we are looking to make sure we don't miss anyone who has something new or noteworthy to report on the tourism front. If you know of any new or newly renovated lodging, attractions or restaurants, or any new exhibits, programs or awards, please email [michele@capecodchamber.org](mailto:michele@capecodchamber.org). Be sure to include your contact information.

### *MassValuePass*



The savings in Massachusetts continue through the fall with the **MassValuePass**! The Mass. Office of Travel & Tourism is continuing to accept participation from the hospitality industry in this program which, since January, has yielded more than 60,000 downloads of the pass.

**New for fall:** a three-tier level of savings may be offered at 15%, 20%, and 25%+. Please participate in this cost-savings promotion! Participants may sign up online at [tools.massvacation.com/mvp](http://tools.massvacation.com/mvp).

To download the pass and enjoy savings at venues across the state, [click here](#).

### *Holiday Advertising Opportunity in The Boston Globe*

The Cape Cod Chamber, Martha's Vineyard Chamber and Nantucket Island Chamber have teamed with *The Boston Globe* to produce a special holiday advertorial section in The Boston Globe Magazine, set to drop on Sunday, November 22nd.

This colorful and informative section will highlight the many fun and festive events happening on Cape Cod and the Islands this winter. And since the section is exclusive to Chamber members, it will be a great opportunity to showcase your business. Globe Magazine reaches 1.46 million Bostonians every Sunday.

Reserve your ad today! Space is limited, and all space reservations must be made by Thursday, October 29th. For information, please contact Tom Welsh at the Globe at 617-929-2822 or [twelsh@globe.com](mailto:twelsh@globe.com), or Maria Tack at 617-929-8817 or [mtack@globe.com](mailto:mtack@globe.com). Or [click here](#) for an updated rate sheet.

### *Seminar on Japan's Clean Energy Technologies*

The Massachusetts Office of International Trade and Investment (MOITI) and the Consulate General of Japan in Boston will hold a seminar on Japan's cutting-edge Clean Energy Technologies on **Monday, November 2nd** from 1 to 5 p.m. in the Charles F. Hurley Building, Minihan Hall in Boston. Japan is known over the world as a leading country for its long-lasting achievements in the clean energy technology field. The seminar will feature three lecturers from Japanese clean energy laboratories and companies, who will present the current status and advantages of the technologies. [Click here](#) to register for the event.

### *USS Emmons reunion on Cape Cod*



Survivors of the USS Emmons recently held their reunion at the Cape Codder Resort & Spa in Hyannis. Sixteen survivors and their families were welcomed to Cape Cod at their banquet by VP of Sales Patti Lloyd. The USS Emmons sank in Japan in 1945, and the survivors have held an annual reunion for the past 50 years (this was their first time on Cape Cod). A special moment at the banquet came when they were presented with bowls that were recovered in July 2009 from the ship. Emmons' wreck was discovered in 1991 at a depth of about 140 feet, one of the few

American ships lost off Okinawa in waters shallow enough for access by experienced divers.

### *Welcome New Members*

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

- [All Cape Hearing Centers](#), Forestdale
- [Cape Cod Systems Company](#), Sandwich

- [Yellow Pages of New England](#), Sandwich

### *2010 Geek Girl Camp Boot Camp*



The **2010 Geek Girl Camp Boot Camp** on Cape Cod has been set for **Saturday, March 6th** from 9 a.m. to 5 p.m. 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! Sponsorships are available on every level. If you are a computer technology company or you cater to women, this is your event! [Click here](#) for more information.

### *CCHRA Monthly Meeting*

The **Cape Cod Human Resources Association** will hold its monthly breakfast meeting on **Thursday, October 29th** from 7:30 to 9 a.m. at The Holiday Inn on Route 132 in Hyannis. The presenter will be Linda Piatelli, a seasoned training consultant with KGA, Inc., a human resources consulting firm that helps organizations with employee retention, change management, manager performance, diversity management and wellness management. Advanced registration is \$15 for members, \$20 for non-members and walk-ins. To reserve a seat, email Stacia Plumb at [splumb@capecodonline.com](mailto:splumb@capecodonline.com).

### *Cape Area Management Program*

The Cape and Islands Workforce Investment Board is offering a free management training program for local businesses, nonprofits, and public administration. The training will be offered in Falmouth beginning on November 4th.

Over the course of the training, managers will learn, develop and practice skills in guiding, coaching and developing your employees, performance assessment, conflict management, team development, consensus building, project and time management, and quality improvement. Career coaching will be offered to all participants to assist them in thinking strategically about their career and continuing training needs. If you are interested, please contact Joan McDonald at 508-775-5900 or [joan@ciwib.org](mailto:joan@ciwib.org).

### *Arts Foundation presents free art exhibit*



The Arts Foundation of Cape Cod presents a free, major regional art exhibit, "FIRST THINGS FIRST," at the Cotuit Center for the Arts January 9-February 6, 2010. This free exhibit is the fourth annual regional exhibit presented by the Arts Foundation, and will feature over 50 established Cape Cod artists. For more information about the exhibit, the artists being featured, and opportunities for school groups, please call the Arts Foundation at 508-362-0066.

### *Special offers to Cape Cod Chamber members*

**Venture** has partnered with the Cape Cod Chamber to bring you big savings! Cape Cod Chamber Members can receive their 1st Month Free when signing up for a 6-month Venture Membership. In addition, Venture Members can get 10% off Cape Cod Chamber Membership (some restrictions apply). Created to meet the unique needs of independent workers and small business owners, Venture provides an innovative, cost-effective and energizing work environment outside of the home. Locations in Orleans and Hyannis. For more information, email [info@venturethinktogether.com](mailto:info@venturethinktogether.com) or call 877-766-6498.

Also, **Kaplan University** is offering a 10% reduced tuition rate for Cape Cod Chamber members and their families. For more information, please contact Leanne Niemi at 857-366-2954 or [LNiemi@kaplan.edu](mailto:LNiemi@kaplan.edu). Kaplan University offers the convenience and flexibility of an online education.

### *Rotary Club seeks proposals for service projects*

The Rotary Club of Hyannis Good Works Foundation, through the Human Development Committee, will be accepting proposals for service projects that will fill the basic human needs for shelter and food for residents of the town of Barnstable. They are seeking innovative programs that could be replicated in other areas of Cape Cod if the program is successful. There may be one or several awards depending on the cost and quality of each submission. [Click here](#) for more information.

### *News from our Members*

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

The **Dan'I Webster Inn & Spa** in Sandwich is partnering with area schools and non-profit organizations by hosting fundraisers in the restaurant. All non-profit organizations, churches, school PTOs, etc. in the Sandwich area are invited to schedule a fundraiser at the Inn. On that day, 15% percent of all attendees' breakfast, lunch and dinner checks will be donated back to your group. To learn more about the new Dan'I Webster Inn Fundraiser program, visit [www.DanIWebsterInn.com](http://www.DanIWebsterInn.com) or call Gary Cremeans, General Manager, at 508-888-3622.

**Oyster Palooza 2009** will be held on Wednesday October 28th at **Embargo** on Main Street in Hyannis from 6-9 p.m. Enjoy 99 cent oysters! Showcasing a few of Cape Cod's notable oysters, including Cotuit, Wellfleet, Chatham and East Dennis Oysters. Wine Pairings will be offered by Oyster Bay. This event is hosted by Embargo to help promote awareness of some of the fine locally produced shellfish. For more information, call 508-771-9700

**Cape Medical Supply** is proud to announce a FREE CPAP clinic at its Hyannis location at 499 Bearses Way in Hyannis on Thursday, October 29th from 3 to 7 p.m. Patients will be able to try out the latest technologies and work with qualified respiratory therapists to find the right product for their particular condition. Medicare and insurance billing is available for patients looking for new mask technologies. RSVPs are not necessary, but encouraged, and can be sent to Barbara Glover at [bglover@capemedical.net](mailto:bglover@capemedical.net).

The **Land's End Inn's** "Holiday Gala Celebration" is set for Friday, December 4th from 5 to 9 p.m. All Cape Cod Chamber members are invited to join us this decade-old tradition at Land's End Inn in Provincetown. Come enjoy complimentary hors d'oeuvres, cocktails, homemade cookies and great company at this historic seaside inn. This event is open to the public and free of charge and marks the opening of Provincetown's Annual Holly Folly celebration. For more information please call 508-487-0706.

The **Sandwich Historical Society** is proud to present its 7th Annual Fall Symposium: "Page to Page - Authors' Tales" on November 13-14 in the Hirschmann Theater at the **Sandwich Glass Museum** in Sandwich. Registration for the Fall Symposium for full participants includes all lectures, reception, light lunch and all refreshments. The cost is \$40 for members and \$50 for non-members. Please RSVP by October 28th to 508-888-0251.

### *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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