

Datebook

December

Build Your Business Lunch

Sponsored by The Community Bank. Noon-1:30 p.m., Friday, Jan. 14, at Outback Steakhouse, Festival Plaza, 1070 Route 132, Hyannis.



It's an encore appearance by Ben Dolgoff, co-founder of Peekaboo Mobile. Ben will discuss the up-and-coming travel review site Yelp and Trip Advisor and how to utilize them to best promote your company's brand to market your business. He will explain why you need to be aware of these online review sites as well as how you can leverage them to your advantage. Ben's last appearance in November drew rave reviews, so make your reservations early.

Enjoy a terrific lunch, great networking and door prizes. Registration begins at 11:30 a.m. Reservations are requested.

Cost is \$15 for HACC members; \$25 for non-members. RSVP to 508-775-7778 or www.Hyannis.com



Happy Holidays from the Hyannis Area Chamber of Commerce



Thank You

to our hosts, sponsors, speakers and door prize donors.

Thanks go to **Leo Fein, Adra Lynn and Joy Faust** of the **Cape Cod Mall** along with **Bruce Randon** of **Not Your Average Joe's** and **Theresa Coppinger** of **TGI Friday's** for sponsoring and hosting the December Business After Hours. Also, a big thank you is extended to **Cape Cod Beer** and **Blanchard Liquors** for supplying the evening's beverages. A solid turnout was on hand and the folks at the Mall went all out for those in attendance. They transformed the former Lane Bryant store into a welcoming venue.



Door prizes were supplied by **Ballroom Bliss, Black Cat Tavern, Bradford's Ace Hardware, Cape Card, Cape Cod Central Railroad, Finnish Woodworks, Hammerhead Creatives, Osprey innovative marketing, Steak House Sports Bar and Artifacts.**

Thanks, as always, go to the **Kestens of New England Reprographics** for donating another outstanding monthly prize board sign.

A thank you also goes out to all who attended the Business



CAPE COD MALL | A Simon Mall

luncheon at **The Outback Steakhouse** and sponsored by **The Community Bank** this month. It was an opportunity for each person to "Blow Your Own Horn" and talk about successes that are happening in your business.

Door prizes at that event were donated by **Acme Glass** and **Finn-**

ish Woodworks.

Hyannis Area Chamber members are invited to donate door prizes that will help promote their business for our member events. Call 508-775-7778 or e-mail Member@Hyannis.com for more information.

HEARD ON THE STREET:

TO SUBMIT MEMBER NEWS, E-MAIL YOUR BRIEF RELEASE TO HYANNIS.COM.
PLEASE LIMIT ENTRIES TO NO MORE THAN 200 WORDS. LONGER ENTRIES
WILL BE EDITED. PHOTOGRAPHS ACCEPTED.

Best of Stroll winners announced

During the Annual Christmas Stroll and Harbor Lighting, competition was keen for all kinds of "bests." Down at the harbor, the Best Decorated House winner was Richard Grade for the Pine Island Yacht Club (a houseboat); and in the boat parade, the Best Decorated Boats went to: First Place - Never Ends captained by Troy Wood; Second Place - Outcast captained by Rex Bristol; and Honorable Mentions: Hyannis Fire Boat entered by Chief Brunelle; and Hyannis Yacht Club captained by Jared Wallin. Back on shore, the Best Decorated Business went to **The Black Cat Tavern**. Earlier in the day, the Hyannis Stroll winners were: Best Cookie Winner was a tie between Beech Tree Gallery and Boardinghouse. Store Windows prizes went to: Most Creative - Boardinghouse; Most Classic - **Cape Cod Jewelers**; and Special Mention - **Embargo**.

Spectacle of Trees a huge success

The annual "Spectacle of Trees," held each holiday season at the JFK Hyannis Museum, expanded to two weekends this year and the big winners were the 17 participating non-profit agencies that received revenues from the tree bucks spent bidding on the various trees on display. This year's total raised and distributed among the charities almost doubled the money raised in 2009. Over \$72,000 was raised during the two weekends with the top-five charities receiving the most tree bucks. Earning the biggest slices of the money that was raised were: 1. Children's Cove; 2. Calmer Choice; 3. Lyme Awareness; 4. Hyannis Kiwanis Club and 5. A Baby Center. In the five years of the

Spectacle of Trees, over \$159,000 has been raised for local non-profit agencies.

New Training Class: Leadership in the New Economy

The Executive Suite is running a 16-week training program, *Leadership in the New Economy*. The program runs weekly from 3:30-5:30 p.m. starting Monday, January 10 through Friday, April 29. The program is registered with the Massachusetts Workforce Training Fund, which can reimburse costs up to 50 percent if your company is eligible. The program is available in a classroom setting. Visit TheExecutiveSuite.com or contact Warren Rutherford at 508-778-7700 for more info. Class size is limited to 10 participants - but don't worry, they can set up more classes.

Town's Citizens Academy Registration still open

There are still a few seats left for the 17th session of *Inside Barnstable Town Government, A Citizens Leadership Academy*, beginning January 25, 2011 and running for 11 consecutive Tuesday evenings. The program is designed to advance understanding of and participation in civic affairs as well as to increase awareness of the challenges facing municipal government. Applications are available at the Town Manager's Office, 367 Main Street, Hyannis or online at the Town of Barnstable website. To receive an application by mail or fax, please call 508-862-4610. For specific information, you may call either of the Academy facilitators: Susan French (508-362-2864) or Meg Loughran (508-362-5490).

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New Members

The Hyannis Area Chamber of Commerce welcomes the following businesses - your network of members keeps growing! And visit www.Hyannis.com for a complete member directory.

Jaynie's Consignment Shoppe

Jaynie Toppie
782 Route 28
South Yarmouth, MA 02664
508-398-1500

Leighton Realty Rentals And Michael Leighton Realty Executives



Bernhard Keller
Michael Leighton
15 Cape Lane
Brewster, MA 02631
508-896-0222; 508-896-6511

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Business after hours

5:30-7:30 p.m., Wednesday, January 19, at Barnstable Restaurant and Tavern, Barnstable with Wendell Marketing.

What better way to kick off 2011 than at one of the top restaurants in the Mid-Cape area, The Barnstable Restaurant and Tavern. This is an opportunity to re-acquaint yourself with the ambiance

O.C.'S Restaurant

Christopher Gray
645 Main Street
West Yarmouth, MA 02673
508-827-4261

Rentals Unlimited

Rentals
unlimited

Becky Nye
129 Airport Road, #6
Hyannis, MA 02601
508-568-5100
www.rentalsunlimited.net

Sniff K9's



Mike Canizales
P.O. Box 431
Provincetown, MA 02657
877-997-6433
www.sniffk9s.com

WENDELL MARKETING

and fine fare offered at this classic eatery. Also, co-host Wendell Marketing will have a chance to tell the membership about its new offices and outline its plans for 2011.

Cost is free for HACC members; \$15 for non-members. RSVP to 508-775-7778 or www.Hyannis.com

The
Barnstable
Restaurant
and Tavern



Where you spend your dollars matters.
Shop Local and help sustain Cape Cod's Economy.



The Flagship
HYANNIS AREA CHAMBER OF COMMERCE
The Hub of the Cape
PO Box 100, Hyannis, MA 02601 • 508-775-2201 • hacc@hyannis.com

All editorial material prepared by The Hyannis Area Chamber of Commerce. Questions regarding content should be addressed to the Chamber's administrative office.

Interim President Jessica Tinti
Vice President Business
Development & Tourism Lee McGraw
Director of Sales and Marketing Geoff Converse
Information Specialists . Nancy Crowell-Cotoia, Perci Vozeolas, Lynn Remick
JFK Hyannis Museum Staff ... Joan Greim, Ed Flynn, Ann McIsaac

Board of Directors

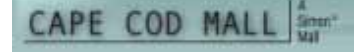
Chairman Stanley Hodkinson
Vice Chairman Sharon Hawkins
Immediate Past Chairman Sharon Brown
Treasurer John Garner
Board Members Ivan Borowick, Chuck Carey
Eliza Cox, Judy Crocker, Kimberlee McHugh, Jean O'Toole, Andrea Pendergast, Warren Rutherford, Skip Simpson, Bert Talerman.

SEEN AFTER HOURS:

THIS MONTH'S BUSINESS AFTER HOURS WAS HELD AT
CAPE COD MALL, HYANNIS



Erin Mason of the Cape Cod Times and Comcast's Kevin Karras were on hand at the Mall's Business After Hours.



Making sure everyone on hand was having a good time were Cape Cod Mall representatives Joy Faust (L), John Sullivan (C) and Adra Lynn (R).



Just a few months ago, Wes Richardson (L) of The Captains Table and its chef Mike Ceku (R) were on the other end of hosting a Business After Hours event, but this time they were in the Christmas spirit at the Cape Cod Mall.



Definitely in a festive (and colorful) mood were George Suokko (L) of Finnish Woodworks and Brenda Anderson of TD Bank.



It was a Fein (fine) evening of fun for incoming board member Susan Fein of Fein Things and her husband, Cape Cod Mall Manager Leo Fein.



Incoming board member Peter Martino of Heritage House Hotel mugs for the camera with Carey Commercial, Inc.'s Cecelia Carey.



Taking advantage of the numerous food and beverage stations available for the Mall-sponsored event were Jayne Pelosi of Team National and her husband Steve Soby of Soby Electric.



Taking part in the festivities were: From left to right, Kelly Cass of the Holiday Inn, Elisha Upton of the Radisson Hotel and Anne Whipple of Holiday Inn.



Obviously "Glad" to be part of the evening's happenings and sharing a laugh were Bob Gladstein (L) and Bon Repose Mattress Factory - Gladstone Furniture owners Marsha and Harvey Gladstone.



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SCORE workshops beginning in January

The Service Corps of Retired Executives' (SCORE) *Successful Small Business Management Workshop* will start January 25 at Cape Cod Community College's downtown Hyannis campus. The seven-week course will cover basic legal issues, sales and marketing plans, human resource issues, financial reporting and importantly, the development of a strategic business plan. A second session will start March 1 at Upper Cape Cod Regional Technical School in Bourne. Cost for the course is \$130 and includes the Handbook For Small Business, an all-encompassing guide for small business management. For more information or to register, contact Jean Mojo at 508-775-4884.

The Community Bank names new CFO

The Community Bank is pleased to announce that John H. Clifford has joined its executive team as Chief Financial Officer. Mr. Clifford had been President and CEO of Bank of Fall River in Fall River Massachusetts. He was active in

the community serving on the boards of the Fall River Chamber of Commerce, United Way of Greater Fall River, and the President's Council of South-coast Hospital Systems. In other news, The Community Bank has announced that its employees have begun a "Blue Jeans for a Cause" program as a way to raise critical funds for local food pantries this winter. Employees contribute \$5 each on Fridays in order to be eligible to wear jeans at work, and the bank makes a matching corporate donation. The funds will be donated to the Charity Guild Food Pantry in Brockton and to the Sandwich Food Pantry on Cape Cod.

Internet Marketing workshop scheduled

Doing More With Less is an interactive, internet-marketing workshop for beginners being offered by eCape, Inc. The cost for each workshop is \$60. Workshops are tailored to meet the needs of small businesses and non-profits with limited time and resources. Attendees will leave with an intermediate level of knowledge about internet marketing, plus a blueprint for web success, a strategic plan which each attendee will develop during this workshop.

Workshops, which run from 9 a.m. to Noon, are being held January 5 or January 7. They include a continental breakfast. To register, contact eCape, Inc., 900 Route 134, South Dennis or call 508-385-0003.

Weaver named to CCCMA position

The Cape Cod Symphony and Conservatory of Music & Arts, Inc. announced that it has appointed Stephanie Weaver as the new Managing Director of its subsidiary, the Cape Cod Conservatory of Music & Arts (CCCMA), which merged with the Cape Cod Symphony Orchestra on September 1. Weaver joins the CCCMA from the Ann Arbor (MI) School for the Performing Arts, where she served as the Executive Director for eight years.

Heroes nomination deadline approaching

The deadline for nominations for the Ninth Annual Red Cross Heroes Breakfast is December 28 at 5PM. This American Red Cross - Cape Cod and Islands Chapter event will be held on Thursday, March 31, 2011 at the Resort and Conference Center at Hyannis. The nominating committee will select the He-

roses for 2010 in various award categories such as Firefighter, Law Enforcement, medical, military, educator, animal hero, etc. More information and nomination forms are available at libraries, fire, police and other community centers and they can be downloaded on the Chapter Web site or can be obtained by calling toll-free (508) 775-1540 or (866) 762-1928. You can also write to: American Red Cross, Cape Cod and Islands Chapter, 286 South Street, Hyannis MA 02601.

Happy Birthday to WeNeedaVacation.com

WeNeedaVacation.com proudly celebrates its 14th Anniversary this month. As an internet vacation rental Web site, WeNeedaVacation.com started matching vacationers with Cape Cod and Island vacation rentals in 1997. It is locally owned and operated and now advertises over 4000 summer rental homes.

CCSO performance ushers in new year

Hear the Cape Cod Symphony Orchestra's Echoes of Splendor and Visions of Bright Expectations at their 3 p.m. New Year's Day Celebration at

the Barnstable Performing Arts Center located at Barnstable High School, 744 West Main Street, Hyannis. That day's program includes selections from Strauss, Lehar, Rodgers and Bernstein, with soprano Megan Weston and tenor Benjamin Robinson. Tickets range from \$28 to \$63. Call 508-362-1111 or order online at CapeSymphony.org.

CCMOA series ready to begin

The 2011 Music & More series at the Cape Cod Museum of Art, located at 60 Hope Lane in Dennis, starts with acoustic folk pop quartet, Tripping Lily, at 2:30 p.m. on Sunday January 9. Each Sunday, through March 27, enjoy intimate concerts with musicians from a vast variety of disciplines, including Bluegrass, Dixieland jazz, Broadway favorites, Celtic music, jazz standards and classical music. The concert series is sponsored by Cape Cod Cooperative Bank. Conversation and light refreshments with the musicians follows each performance. Tickets are \$18; \$15 for members of CCMA. Reservations recommended, call 508-385-4477, x 7 or reserve online at www.CCMOA.org.

Special Holiday Hours for the JFK Hyannis Museum and the Hyannis Area Chamber of Commerce

The JFK Hyannis Museum building is closed December 24 and 25 and December 31 and January 1.

The Museum is open December 26-30 and then closed until February 18, 2011.

The Chamber Visitor's Center is open December 26-30. It reopens January 3 and is open Mondays through Saturdays until the late spring 2011.

Good fortune has been bestowed upon me

By Lee McGraw
lee@hyannis.com

From your soon-to-be former Vice President, Business Development & Tourism:

I am one lucky person to have served in this job for the past two-and-a-half years. Nothing connects you to your community like working in an organization that affects so many lives – including mine.

The knowledge I've gleaned, the people I've met and come to know, the who-does-what at Town

Hall – all this stuff goes with me. Not many people have had, or will have, that opportunity. And that's why it's hard to leave.

As I sit here late this afternoon, I can just make out the flurries outside in the parking lot's lights, holiday music is playing on my tinny little computer speakers, the Chamber's electric candles are burning in the window, and I'm writing – one of the things I truly love... how much bliss can one ask for?

My last day as a Chamber officer is Dec. 30. I'm not taking another job, but rather, I'm

leaving voluntarily to get some much-needed down time. My leaving is no reflection of the Chamber administration, past, current or to come.

I've truly enjoyed serving our members as a contact here in the office, as a source of information, as your events liaison, and your advocate for business and tourism in the Town of Barnstable.

Know that each of you goes with me in some small way. I bid you all peace and prosperity in the coming year. You'll see me around the villages....

Happy Holidays from HAC