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Dates to mark in your calendar:

May 22, 2002, 5 – 7 pm: Member to Member Networking Event with the Hyannis Area Chamber at the new branch of Cape Cod Cooperative Bank in Independence Park, Hyannis. Food & drink by The Naked Oyster. Free - donations to United Way gratefully accepted. RSVP by 5/17 to jessica@capecodchamber.org

May 31 – June 1, 2002: American Cancer Society's Relay for Life at Dennis Yarmouth HS Track, South Yarmouth. Relay for Life is 24 hours of fun for a great cause – joining the American Cancer Society's fight against cancer. Teams of 8 – 15 people take turns walking around a track for 24 hours. Families, corporations, clubs, hospitals, churches, temples and schools all organize Relay teams! Entire communities come together through Relay to step up the fight against cancer. For more information, call the local American Cancer Society office at 508-775-4161 or visit: http://www.cancer.org/asp/coe/coe_global.asp .

June 13, 2002, 5:30 – 7:30 pm: Member to Member Networking Event at the Nimrod Restaurant and Jazz Lounge, Dillingham Ave, Falmouth. RSVP by 6/10 to jessica@capecodchamber.org

June 19, 2002, 7:30 am – 9:30 am: Our "Official Kick Off to the Summer Season" with the new director of the Massachusetts Office of Travel & Tourism, Paul Sacco. Breakfast buffet at The Lighthouse Inn, West Dennis. Cost: \$20.00 PP. RSVP by 6/14/2002 to jessica@capecodchamber.org. Seating is limited to the first 200 people.

UK TOUR OPERATORS ISSUES PANEL

Where: New Seabury Resort Clubhouse-Salon A

When: Wednesday, May 22, 2002

Time: 9:30-11:30am

A panel featuring 10 UK managing directors and directors of sales and marketing of major tour operating companies to the Massachusetts and New England region will be on hand to discuss pertinent issues relating to the current business climate, changes and travel trends in the UK and to answer questions. Companies being represented are Bon Voyage, USAirtours, Funway Holidays, Premier Holidays, Elegant Resorts, RCCL, Travelocity, Jetlife Holidays and Whole World Golf Holidays, as well as a representative from the Visit USA Committee in the UK.

Issues to be discussed:

- How has vertical integration effected competition in the tour operating business and what impact has that had on business to Massachusetts?
- How has the reduction or elimination of travel agent commissions by airlines impacted the distribution process and the way they do business?
- What is the effect on the strong US dollar on UK travel to the United States in general and Massachusetts in particular?
- Has the tour operator discounting practice had a major impact on products other than "mass market" destinations?
- How has the apparent "late-booking" trend impacted on UK tour operators and how has that effected business to Massachusetts and New England?

RSVP is REQUIRED for this event! Please contact: Jane 508-862-0700 ext. 513 or e-mail jane@capecodchamber.org

Space for this unique forum is extremely limited. Reserve your space today!

Listening to Your Fishing Business: May 20, 2002 10 am – 2 pm

At the Cape Cod 5 Cents Savings Bank, Chatham

\$25/person RSVP: 790-2921 or jessica@capecodchamber.org

This facilitated workshop is designed to provide business owners with the critical evaluation tools and action steps they need to maximize the growth and profitability of their business in light of the change in federal regulations.

You will: set your three year vision, take a snapshot of your business, evaluate where you are in the planning process, translate your goals into action steps.

Listening to your business was developed by the prestigious Kauffman Center for Entrepreneurial Leadership. More than 45,000 small business owners and students have completed the course. It is the winner of the 1998 US Small Business Administration's Vision 2000 Models of Excellence.

Sponsored in part by Sailor's Snug Harbor of Boston

We are looking for dates for **events for 2003** for the Mass Getaway Guide. Local chambers and members of organizations should contact Elaine (508-862-0700 x518) with this information.

Pride in Cape Cod Award Ceremonies: May 17, 2002 8:00 –9:30 a.m.

Categories, presenter & recipient of each award:

Contribution to the Cape's Economy

Presenter: Joel Crowell, President, Cape Cod Cooperative Bank

Recipient: Cape Cod Community College

Accepting Award: Elliott Carr, President, Cape Cod Five Cents Savings Bank

Contribution to the Cape's Economy

Presenter: Joel Crowell

Recipient: Crown & Anchor/ Crown Point Inn

Accepting award: Tom Walter

Contribution to the Cape's Environment

Presenter: Elliott Carr, President, Cape Cod Five

Recipient: Friends of Pleasant Bay

Accepting award: Pat Anthony, President, FOPB

Enhancement of the Built Environment

Presenter: Mary Cotoia, Regional President, Citizens Bank

Recipient: The Chemist Shoppe

Accepting Award: Paul Dussault, Owner

Enhancement of the Built Environment

Presenter: Glenn Van Wickle, Compass Bank

Recipient: Andy's Market

Accepting Award: Brian Anderson

Enhancement of the Built Environment

Presenter: Brad Egan, Senior Vice President, Cape Regional Director, Rockland Trust

Recipient: Cape Cod Mall
Accepting Award: Leo Fein

Outstanding Customer Service

Presenter: Charlie Ritch, Senior Vice President, Plymouth Savings Bank
Recipient: Cape Cod Restaurants
Accepting Award: Bill Zammer

Pride In Cape Cod Week Award

Presenter: Dee Petrella, Vice President, Rockland Trust & PICC Committee Chair
Recipient: Keep Orleans Green
Accepting Award: Kyle Hinckle, Executive Director, Orleans Chamber of Commerce

Lifetime Achievement Award

Presenter: Paul Rumul, Chair, Cape Cod Chamber of Commerce
Recipient: Charlie Chamberlain
Accepting Award: Charlie Chamberlain

We'd just like to thank a few people without whom we wouldn't have been able to pull any of this off. Elaine Perry of the Cape Cod Chamber has proven, yet again, to be our organizational juggernaut. Van Northcross, the guru of presentations, was a Godsend. Cynthia Cole and the Maritime Museum folks who helped coordinate our special hands-on project. Keyspan Energy Services for bringing out the troops on a cold and rainy day. Michael Neath for donating his crew and assets. And lastly, thanks to the Catania family, who are hosted us this morning at their beautiful hotel.

We'd also like to leave you with a thought and a suggestion. All of you here know that Pride in Cape Cod is more than one awards ceremony and more than one week of clean-ups. It's an attitude, and it's a year-round attitude. There are many ways for people to get involved and to keep Pride in Cape Cod alive throughout the year. Although we celebrate the honorees only one day, we have seen that the people who have come on stage this morning have taken Pride in Cape Cod to heart and have put in untold hours to make the Cape a better place to live. Indeed, they are an inspiration to all of us, a reminder that each day we can, and should, enrich this special place. Don't forget that we offer up a mini-grant program. These grants could pay for a more attractive business sign, landscaping, fencing, even a dumpster. Last year grants were awarded to

1.	<u>Village Improvement Society of Dennis</u>	\$500
	Route 6A project in Dennis Village	
2.	<u>Coachlight Carpets of Centerville</u>	\$400
	Route 28 & Beechwood Cemetery beautification project	
3.	<u>Centerville Beautification Committee</u>	\$250
	Mother's Park, Main Street, Centerville plantings	
4.	<u>Ground Water Guardians Team</u>	\$500
	Printed material for Cape Cod Cares about Water project	
5.	<u>Barnstable County Agricultural Society</u>	\$500
	"Crooked Little Path" children's garden at Barnstable County Fairground	
6.	<u>South Chatham Village Association</u>	\$500
	Welcome to Chatham sign and plantings, Rte 137 & 28	
7.	<u>YMCA – Camp Lyndon</u>	\$350.
	Sign improvement and plantings at entrance to Camp Lyndon	

Please contact Elaine Perry at Elaine@capecodchamber.org or 508-862-0700 x 518 for more information on Pride in Cape Cod and the mini-grant program.

Mortgages for the low and very low income

Contact: Jeannine Marshall, 508-790-2921

Cape and Islands Community Development, Inc. (CDI), announces the availability of residential mortgages for very low and low-income residents of Barnstable and Plymouth counties. A workshop outlining the program will be held May 20, 2002, 7-9p.m. at the Cape Cod Chamber of Commerce, Shoot Flying Hill Road, Hyannis, MA

Total funding available is \$1.2 million dollars. The funds are available via the United States Department of Agriculture's Rural Home Loan Partnership Program, which provides housing assistance to rural Americans through partnerships with community development companies and the private financial sector. Plymouth Savings Bank is CDI's partner in this program and will provide the private sector support required.

Jeannine Marshall, Executive Director of CDI notes: "The USDA's single-family housing program reaches more people in need than any other housing program. Nationwide, the program serves mostly young and single-parent borrowers with an average income of \$18,200. We are thrilled to receive this appropriation on our first request and thank Senators Kennedy, Kerry and Congressman Delahunt for their support."

The mechanics of the program include:

- 100% financing
- Bank provides a first mortgage at market rates.
- USDA provides a subordinate mortgage. The interest rate is determined by household size and annual income less allowable deductions and may range from 1% to 6.875%.
- Upon sale or non-occupancy, the borrower will repay no more than 50% of the value appreciation or the total payment assistance received.
- Additional 0% interest rate funds available with specific conditions.

Candidates must meet specific underwriting requirements including:

- Annual income at 50% to 80% of median income. (A family of 4 would have to earn approximately <\$46,700 in Barnstable County. Some adjustments apply.)
- Housing price must be <\$209,950 in Barnstable County or <\$261,609 in Plymouth County.
- Rate, term, and availability is subject to change without notice.

For additional workshop information or to RSVP (required) call Jessica at 508-862-0700 ext. 516.

Cape and Islands Community Development, Inc. (CDI), is a not-for-profit finance agency. In addition to its affordable housing initiatives, it provides loans and technical assistance to the region's small business owners. CDI is located at 307 Main Street, Hyannis, MA 02601 (508) 790-2921. Richard W. Neitz is President and Jeannine Marshall is Executive Director.

The NCAA Division III New England Baseball tournament, hosted by the ECAC in cooperation with the Cape Cod Chamber of Commerce and the Cape Cod Baseball League, is underway at Whitehouse Field in Harwich with the champion being crowned Sunday, May 19. The six teams include Wheaton College, Eastern Connecticut State University, Tufts University, Brandeis University, Suffolk University and Roger Williams College.

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