

March 2009

Business News From The Falmouth Chamber Of Commerce

Chamber of **Commerce**

Falmouth

March 26, 2009

7:30-9AM

Bellezza Salon/MedSpa

221 Main Street, Falmouth Village

Enjoy breakfast and a lecture by Patti Howard, MSP Program Coordinator

for Semass (West Wareham) about Semass' services as well as how Semass

can partner with businesses in their recycling efforts in financial ways at

environmentally-friendly Bellezza Salon/MedSpa. Cavossa Disposal will

To RSVP contact Pamela Morin at 508-548-8500 or by e-mail at

be collecting electronics for free recycling. Cost is \$10.

March Business After Hours at the Regatta of Cotuit

Networking in a 218-Year-Old Mansion

The Falmouth Chamber will host our March Business After Hours at the Regatta of Cotuit, located at 4631 Falmouth Road (Route 28), Cotuit. Thursday March 19.

Enjoy an evening of networking, drinks, appetizers and entertainment at a restaurant where the history of the location is just as rich and deli-tural Council, a committee of the



The event will run from 5-7PM, cious as the food that is served there, prepared by Chef and Owner Weldon Fizell.

> The featured non-profit of the evening will be the Falmouth Cul-

Town Hall comprised of artists and business people interested in fostering Falmouth's arts community, which also administers the part of the Lottery revenues promised for the support local artist, and arts and cultural organizations.

Please RSVP to Pamela Morin at 508-548-8500 or by e-mail at PMorin@FalmouthChamber.com

INFOmania: Become an Exhibitor

Space is Limited, Reserve Early!

We Provide Exhibitors:

- 6-foot or 8-foot table
- Chair(s) · Table cloth
- Electricity for those who need it

Exhibitor Responsibilities:

 Exhibitors may bring backdrops, but should keep in mind that exhibit space

is basically limited to one table, not a "booth" as at some larger shows

- Computers or other equipment for electronic displays are welcome with advanced notice
- Signage is also welcome, but space restrictions again should be considered
 - Exhibitors should arrive by 1:00 PM,

unload and move cars to a remote lot TBD

• Booths must be up for the entire time of the Expo; personnel can, of course, take a break but are encouraged to provide coverage for as much of the time as possible

Exhibitors Should:

- Be as creative as possible in your presentations
- · Provide hand-outs of some sort (brochures, flyers, business cards, etc.)
- Distribute samples, discount coupons and giveaways to promote your business
- Consider donating something to the Expo as part of the event's Scavenger Hunt Raffle which increases your visibility in pre-event publicity as well as during the event
- Encourage your employees to attend and learn about other Falmouth businesses and attractions
- Take advantage of the opportunity to use this time for customer service training!
- Post your summer job openings!

Please visit http:// www.falmouthchamber .com/documents /2009-INFOMANIA -EXPO-Registration.pdf to fill out the registration form online, or pick up a form at the Falmouth Chamber of Commerce.



A Spring 2009 Plan For Community-Wide Certification

by Nicole Goldman, "g" Green Design

PMorin@FalmouthChamber.com.

Since last fall the Chamber has been presenting monthly Green Breakfast meetings offering up a range of topics and speakers to better acquaint the community, both professionals and citizens, to the steps each of us can take to become more environmentally responsible. From information on energy conservation from Cape Light Compact's Kevin Galligan to building green and practicing green from 4C's President Kathleen Schatzberg, these Chamber meetings have been enlightening and informative. Now, following the guidance of FCAT (Falmouth Climate Action Team), we are ready to implement a program whereby any Falmouth business or organization (both Chamber members and non-members) can get certified as a green business if they follow a set of

mandatory and discretionary guidelines for practices in their offices, facilities and/or buildings.

These guidelines have been honed from a collection of individuals as well as from programs that have been implemented in many other

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FREE Basic Entrepreneurial Workshops

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Tourism Board Meeting

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Thursday, May 14, 2009 2-7PM HIGHFIELD HALL

56 Highfield Drive



Finding the Fun in Falmouth is a free informational extravaganza with over 50 exhibitors, helping residents and business' front-line employees answer the question:

"What's there to do in Falmouth?"

Spend an afternoon in the beautifully restored historic Highfield Hall, where you'll discover the extensive selection of attractions, events, local businesses and points of interest our charming town has to offer. Arm yourself with the information needed to keep business thriving by helping Falmouth visitors experience Falmouth...where the Cape begins!

Free parking is available at Highfield Hall and Green Shuttle SERVICE FROM THE TOWN PARKING LOT ON DEPOT AVENUE.

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President's Welcome

Hello. I'm Jay Zavala, the new President/CEO of the Falmouth Chamber of Commerce. In as few words as possible, without slapping happy faces all over these pages or running through a full supply of exclamation points, I would like you to know that I'm absolutely energized at this opportunity to work with you and the board of directors to protect and advance the business interests of our members.



Iav Zavala

There are so many dimensions and challenging aspects to business that the daily pursuit of opportunity is truly exciting. Yes, the winds of economic distress are blustering, but routinely, in Falmouth and across our nation, bright minds are responding with new solutions in the quest for business advantage. As we focus on the region's economy, we are fully aware of the challenges ahead; the struggles for some and the opportunities that surface as part of every upheaval. I fully expect that we will be tested and I fully expect that the resilient forces of entrepreneurial zeal and your Chamber will respond in full measure. Now is the time for our best efforts.

My first official act as President is to thank the Search Committee and the Board of Directors for placing their trust and high expectations in me. Thank you also to Michelle Fabiano Galasso, VP of Tourism & Business Development, for her interim leadership and the entire staff for their continued excellent service to our members throughout the transition period.

In closing, please invite me to visit with you at your place of business, at your convenience, where we can get better acquainted and you can tell me how your Chamber can best serve you.

Looking forward, Jay Zavala

Sotheby's

Barbara Bonica, SRES, GRI, CRS

DIRECT 508.568.1745

Barbara.Bonica@sothebysrealty.com



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Why do some people have allergies? Is my baby hearing normal? What causes swallowing disorders?

Cape Cod Ear, Nose, and Throat Specialists is staffed by physicians who are Board Certified in the field of Otolaryngology. We specialize in the surgical treatment of ear, nose/sinuses, throat/larynx, and neck diseases. We also have special expertise in thyroid/parathyroid surgery and reconstructive and cosmetic surgery. A special area of interest in our practice is the treatment of allergy. This includes complete diagnostic services (skin and blood allergy testing), and allergy immunotherapy (shots). A certified audiologist and audiometric technologists perform testing of hearing, balance and inner ear function in our Department of Audiology.

Two Locations

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65 Cedar Street Hyannis, MA 02601

www.capecod-ent.com

A Spring 2009 Plan For Community-Wide Certification

■ Continued from Page One

regions of the country, and represent what the Chamber and FCAT believe are responsible steps and practices that we can all take to become more energy-efficient and eco-friendly; responsible ideas that will be recognized in the certification process. The Chamber is releasing these preliminary guidelines at this time so businesses and organizations can become familiar with the steps they need to take to earn the Falmouth Green Business and Organization certification. Further discussion, as well as the May 28th Green Breakfast, will introduce community members to the specifics and provide guidance on the best ways to enact change.

Later this month Falmouth and all interested Cape wide towns will hold a workshop at the Cape Cod Chamber offices where we can share green initiatives that each town has been working on and attempt to implement one universal green program Cape wide. This will be especially beneficial as it relates to the green marketing the destination of Cape Cod.

The Falmouth Plan currently includes a self-regulated checklist for preliminary certification, followed by a validation process beginning in January 2010. A numerical value will be assigned to each principle and a certain numerical level, to be determined, must be met.

So what are the Falmouth Green Business and Organization practices that you can put into place to earn this distinction?

The mandatory practices will include the following:

- Recycle all by-products of doing business:
- Paper
- Mail
- Magazines and catalogs
- Glass
- Plastic

- Foil
- Any metals
- CFL bulbs
- Ink cartridges
- Old equipment Packaging materials
- Cardboard
- Batteries
- · Participate in an Energy Audit performed on your building with the Owner to set goals and reduce use. Then implement the changes advised by the auditor. (These audits are available at no charge from Cape Light Compact 1-800-797-6699)
- Use CFL bulbs or LED light fixtures throughout the facility – with a minimum of 6 lighting fixtures with these energy-saving bulbs.
- If selling products use only nonplastic bags.

Mandatory for Food Businesses:

- Have recycling for all takeout food containers, as well as other trash throughout facility.
- Do Not Use Styrofoam containers

Mandatory for Hotels/Motels/B&B: Following the Green Hotels program:

- Have towel water savings program.
- Have recycling in rooms and lobby for paper and containers-with signage encouraging visitors to recycle.
- Have recycling Falmouth Green goals posted in each room.
- Have occupancy sensors on all light switches in public rooms (and preferably in guest rooms as well).

Discretionary actions from which businesses / organizations may work up a plan:

A numerical value will be assigned to each action item and a certain numerical level must be met.

- Use non-plastic bags
- Buy Green Power from Cape Light
- Own a Hybrid as an office vehicle. Have Flex fuel conversions on

pickup trucks or use of Biodiesel.

- · Use only Green cleaning products to clean facilities.
- · Offer Organic and Free trade, Coffee, Tea and milk/creamers.
- Buy recycled content products:
 - Copy paper, Manila folders, hanging file folders, tab dividers
 - Toilet paper, paper towels, facial tissues and trash liners
- · Reuse mailers.
- Buy in bulk to reduce excess packaging waste.
- Use soy ink for printing literature.
- Promote and offer incentives for employees to use public transportation.
- Install a bike rack.
- Offer Green Investment Platforms to Employees if Employer investments are offered
- Natural lawn care and organic gardening practices.
- When doing repairs and renovations to facilities, use green building materials as outlined in the ReGreen program of the US Green Building Council.

Discretionary for Food Businesses:

- Serve take out in non-plastic containers and non-bleached cups and soup containers.
- Sell organic ingredient food options.
- Sell organic coffee and tea options. • Promote and use locally grown
- produce and products. Donate leftover food to local shel-
- ter or pantry.

For Hotels:

Follow the Green Hotels program www.greenhotelcertification.com/

- Use glassware in rooms, not plastic
- Use local laundry not long distance

There will be ample information made available to all businesses and organizations in Falmouth who want to learn more about the program. Anyone or business can start to put these practices into place immediately. The Chamber will be hosting an informational Green Breakfast on Thursday, May 28th (location TBD) from 7:30AM – 9AM where everyone is invited (both members and nonmembers) to get better acquainted with the structure and process of the Falmouth Green Business and Organization certification program. Information will be posted on the Chamber website in the next few months and you can call the Chamber for additional information at any time. Our goal in offering this program

is to make Falmouth a responsible, clean and energy-efficient community. It begins with our businesses who represent what we offer to our region, state and beyond. We believe that establishing these guidelines and creating this program will build our community, protect us financially and engender growth and prosperity. We hope you will all come on board with the program and continue to help build a responsible and safe community for all.

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March 2009 Page



The Schneider family christens the bench in Bobby Schneider's memory (sons Derek and Travis, wife Claudette and daughter Renata).

Beloved Community Member's Memory Honored

Whether a wash-ashore or native, we have all chosen to call Falmouth home for a reason. We have beautiful beaches and a rich American history, but the true beauty of this town requires a deeper look. The real charm of Falmouth is its quaint home-town feel, reminiscent of a Rockwell painting, a place where "everyone knows your name," created by the members of our community who warm our hearts and live forever through the moments they have touched, lessons they have taught, and the people they have loved.

On October 16, 2007 Falmouth said good-bye to Robert "Bobby" Schneider, one of the irreplaceable threads in the fabric of our community. For forty years Bobby helped make Falmouth a place we all love, a place that is more than a community, but a family.

Past Director of the Board, loving husband to Claudette, and father to two sons, Derek and Travis, and a daughter, Renata, Bobby was also the owner of Kylde's Olde Time Saloon, the Woods Hole Inn, Ships Crossing and King Neptune Catering, as well as an integral member of the

Continued on Page 8



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Claudette Schneider places a rose on the bench commemorating her husband's contributions to our community.

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Citizen of the Year Nomination Deadline Extended

The Citizen of the Year nominations will now be extended until March 9. Our community is filled with individuals who donate their time and service to help make Falmouth such a wonderful place to live, people who make a lasting impact our town.

Please take a moment to give someone the recognition they have earned through their volunteering and commitment to this town by submitting a nomination form in their honor.

Applications are available online at www.falmouthchamber.com, or at the Falmouth Chamber of Commerce.

The winner will be announced at the Annual Dinner, to be held on May 7, 2009 at the SeaCrest Oceanfront Resort and Conference Center, from 5:30-9:30PM. To reserve a seat or table, please contact the Falmouth Chamber of Commerce at 508-548-8500.

Falmouth Beautification Council Annual Spring Cleanup

Members of the Falmouth Chamber of Commerce are invited to assist the Falmouth Beautification Council during the 2009 annual spring litter cleanup scheduled for April 25 to May 2. The Council has been sponsoring the cleanup for over thirty years, and it is our hope that many residents have developed the habit of picking up roadside litter all year long when going for a walk alone or with their dogs or with friends to keep Falmouth looking beautiful.

The Chamber has been associated with the cleanup for many years as one of our locations for distribution of trash bags. Also the Chamber will have a supply of flyers listing other locations for bags and the coordinators for each village of Falmouth. We will be glad to have you post our flyer in your store or other place of business. We hope you may persuade other businesses and neighbors to join us, and thank you for participating in the cleanup.



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STAFF

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Vice President: Michelle Fabiano Galasso
Communications Manager: Pamela Morin
Member Services Manager: Maura Aldrich
Information Specialist: Betty Bailey

20 Academy Lane • Falmouth, MA 02540 t.508-548-8500 • f.508-548-8521 www.FalmouthChamber.com Page 4 March 2009

You Talking to Me?

Yes, the new law requiring an information security plan applies to all employers.

By Mike Foley, Foley & Foley, PC

The Regulation

The state of Massachusetts has enacted a new regulation regarding the protection and storage of paper and electronic information. The regulation (201 CMR 17.00) applies to all employers who "own, license, store or maintain personal information about a resident" of Massachusetts. Originally slated to take effect January 1, 2009, the new timeline for compliance is May 1, 2009 (citing intervening economic circumstances).

Compliance

Employers must have an information security program in writing by April 30, 2009. The plan must:

- · detail measures adopted to safeguard information;
- designate at least one person to manage the security program;
- impose disciplinary measures for violations of the program;
- prevent terminated employees from accessing information;
- limit the amount of, time retained, and access to personal information;
- · monitor security to prevent unauthorized use;
- · document all incidents involving breach and all corrective actions taken as a result.

The new regulation also contains a provision covering electronic docunents, which obligate employers to:

- implement user ID and password protocols;
- restrict access to electronically stored information to essential personnel for necessary business purposes only;
 - monitor the electronic records for unauthorized access and security risks;
- upgrade safeguards and protection (firewalls, encryption software) as needed.

Businesses that fail to comply with these regulations can be subjected to fines from the state and will be at greater risk of monetary liability to any person whose personal information is stolen. We recommend that you implement a written plan detailing the measures of your security program before the May 1, 2009 deadline. Moreover, you may need to check with your IT services to ensure that your computer protections are up to date.

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D'S HOME AGAIN

Recycle, Reuse, and Repurpose, that is the motto of D's Home Again consignment shop. The eclectic shop is located at 93 East Falmouth Highway on Rt. 28 in East Falmouth. The shop is always packed to the brim with a mix of very old to almost new furniture, home goods and collectibles. Enjoy a relaxing afternoon browsing through hidden treasures, where you can stop by each week to see beautiful new pieces, each piece unique and a perfect addition to your home.

The shop is beaming with oneof-a-kind pieces you won't find in a catalog or furniture warehouse. The ample assortment also includes gorgeous handmade Nantucket baskets by local artist Gloria Fay, amazing window mosaics by local artist Jane Benedict, distinctive driftwood artwork by Susan Thau and D's own hand-poured candles, made with high quality wax blend and fragrance is used for the most aromatic jar candles you will find!

D's helps you go green and watch your wallet in this tough economy you can recycle your old candle and canning jars for cash, reuse great secondhand furniture, linens and home décor pieces at huge savings over new or repurpose an old piece of furniture into your own new creation with a little imagination!

D's works with a network of privately owned Cape Cod consignment shops. If they don't have what you're looking for, they will steer you to who may.



D's Home Again is located at 93 East Falmouth Highway.

Looking to get rid of some of your own pieces? Make an appointment to bring them in to get cash for your clutter without the hassle of trying to sell it yourself. Come in and see what's available this week! And check out the store's web site, DSHomeAgain.com.



D's offers a variety of unique handmade pieces, including Nantucket Baskets by Gloria Fay.



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istopher M. O'Brien, MBA, CRPC lmouth, MA 02540 508-495-5400



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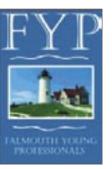
March 2009

Falmouth Young **Professionals**

The Falmouth Young Professionals is a non-profit, all volunteer organization, made up of motivated, energetic young professionals. FYP encourages members to get involved and make a difference by becoming active participants in the professional, civic and social aspects of

As a non-profit organization, the Falmouth Young Professionals relies on the support of our community. Through donations, event fundraising and sponsorships, the FYP is then able to give back to the community, creating a philanthropic circle of life.

Sponsorship allows for exclusive targeted access to the most coveted de-

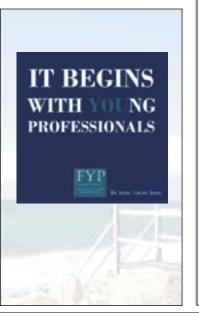


mographic in Falmouthyoung professionals.

As a sponsor for FYP, you will be providing the funds necessary to ensure the longevity of the organization

and ultimately help to build a better Falmouth. In addition to the tangible benefits associated with sponsorship which help your business, your generosity will also help Falmouth's next generation of leaders support a variety of other non-profit groups through their leadership and involvement.

There are many opportunities for sponsorship that are out of the box – sponsor our softball team "The Punishers," our bi-weekly e-blast, a summertime barbeque, an indoor rock climbing trip...the Falmouth Young Professionals are constantly hosting unique and exciting opportunities where your business can be spotlighted! Contact Pamela Morin for more information on how you can get involved at 508-548-8500 or via e-mail at PMorin@FalmouthChamber.com.





February's Green Breakfast at the West Falmouth Library had a great turnout of local businesses eager to learn from speaker Megan Amsler of Cape & Island Self Reliance Corporation.

February Green Breakfast at the West Falmouth Library



From left: Pamela Olsen (director, West Falmouth Library), Megan Amsler, Michelle Fabiano Galasso.

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Falmouth POPS Goes the Summer Steps Aside For the Greater Good

warmed a place in all of our hearts for the past seven years, when each Summer the stage of the Barnstable County Fairgrounds has come alive to the sweet sounds of the Cape Cod Symphony.

POPS Goes the Summer has grown to become one of the larg-

est events on the Cape, where more than 25,000 Cape Cod residents and guests come together to take part in this spectacular event in which art and music converge with business. This collaboration is one of the many enchanting attributes of our quintessential New England coastal town. Whether curled

up with beach chairs and blankets or enjoying a glass of wine at a table filled with friends and family, each year POPS has provided people with a life-long Cape Cod memory to look back on with a smile.

After much deliberation, the Falmouth Chamber of Commerce Board of Directors came to a difficult yet unanimous decision to suspend the event for 2009. "At the center of our concern was the fact that there

POPS Goes the Summer has exists such an immediate need for human services while many families and businesses try to deal with the recession," said Chris Megan, Chairman of the Board and Publisher of On the Water Magazine & Televi-

The postponement of the event was done "with the hope that those

> businesses who have been so generous in supporting our wonderful Summer concert would instead use those funds to better meet the basic needs of our Cape families suffering in this economy," downturn said Megan.

On behalf of the Falmouth Chamber of Commerce's Board of

Directors, Staff, Members and the POPS Committee, we would like to thank Cape Cod Five Cent Savings Bank, The Lorusso Foundation and the many businesses and volunteers who helped create and support such a wonderful event. This economy will surely improve and we will once again come together to celebrate what makes Falmouth and Cape Cod such a special place to live, work and raise our families.



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Upcoming Events March-April 2009

Please visit www.falmouthchamber.com for complete event listings and details.



La Sua Bella Voce

Highfield Hall, 56 Highfield Drive, Falmouth 4:00p.m.

13 March

Ice Frolics for the Falmouth Figure Skating Club Falmouth Ice Arena, 9 Skating Lane, Falmouth 7:00p.m.

19 March

Business After Hours - The Regatta of Cotuit The Regatta of Cotuit, 4631 Falmouth Road, Cotuit 5:00p.m.-7:00p.m.

19 March

Free SEED Basic-Business Workshops The Community Bank, 704 Main Street, Falmouth 1:00p.m.-4:00p.m.

Falmouth Forum:

"Interpreting Holocaust Survivor Testimonies"

Marine Biological Laboratory Lillie Auditorium, Woods Hole 7:30p.m.

20 March

Emerging Artist Program

with the New England Conservatory Highfield Hall, 56 Highfield Drive, Falmouth

24 March

A New Look at the Beebe Family Highfield Hall, 56 Highfield Drive 2:00p.m.

26 March

Green Breakfast:

Bellezza Salon|MedSpa, 221 Main Street, Falmouth

7:30a.m.-9:00a.m.

26 March

4≈5 April

300 Committee's Spring Lecture Series Highfield Hall, 56 Highfield Drive, Falmouth 7:00p.m.

Let Yourself Go!

John Murelle Sings The Songs Of Irving Berlin

West Falmouth Library, 575 W. Falmouth Hwy. (28-A) West Falmouth, MA

7:30p.m. on Saturday, 3:00p.m. on Sunday

Business Education Series Concludes For 2009

We would like to thank all who par- Cliff Robbins, Umass Small Business ticipated in our 2009 Annual Winter Education Series, sponsored by:



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Marie Pearson (left) and Donna Longval of Crane Appliance helped make the event a huge success!

February's Business **After Hours** Crane Appliance



Sophia Mustafa-Urban (Lia Sophia/ PartyLite), lucky winner of the Gar-



Thanks to the amazing prize selection donated by Crane Appliance and Lawrence Gardens, including a front-load washer, bouquet of roses, and Garmin GPS, the evening's raffle raised \$596 for Penikese Island School, which Chairman Chris Megan generously matched. Pictured (from left): Michelle Fabiano Galasso, John Quilty, Chris Megan, Maura Aldrich.

WHICH IRA IS BEST FOR YOU? LET'S TALK.

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Need Some Help in Greening Up Your Business?

by Melissa Mason, Bellezza Salon|MedSpa

Most of us have mastered recycling in our homes, yet many remain stymied when it comes to recovering recyclable materials in our workplaces. It doesn't have to be complicated and it certainly doesn't have to be expensive. Start with a few no or low cost basics and build from there.

Paper recycling is the easiest measure to implement. Think beyond newspapers, magazines, junk mail, office paper - really look around to see what's being thrown out that is recyclable. Place small collection bins near major disposal sites. Tuck a larger container in a lesser used location to empty the smaller containers

At Bellezza Salon|MedSpa we are constantly looking for new ways of implementing green behaviors. In addition to shipping boxes, we found that the actual boxes our supplies come in - such as hair color boxes and office supplies - represent a fair amount of paper. Properly flattened boxes take up very little space. Whenever you initiate change, employee resistance is bound to take place. Early on Bellezza had one employee complain that the 1.3 seconds it takes to flatten color boxes was too long, but as people grasp the need





to conserve resources the new techniques are embraced.

Glass, metal and plastics are an easy next step. Flattening plastic bottles is a huge space-saver. One additional larger container is needed to separate these three materials from the paper when emptied. Specifics on what to recycle and how to prepare it are at http:// www.falmouthmass.us/deppage. php?number=22. Post these guidelines, along with your specifics at the collection points.

What to do with the material once it's been separated depends on your situation. You may be able to place it at the curb for bi-weekly collection. Your volume may be such that you

need a dedicated dumpster for specific recyclables, such as paper and cardboard. In between are numerous possibilities, such as sharing a dumpster with neighbors.

Businesses without a program in place imagine many challenges space, time, and disposal - but all are manageable. In actuality, one of the biggest challenges is uncooperative or uneducated employees. Explain that not only is recycling these materials the law, it is also company policy.

Visit Bellezza Salon|MedSpa on March 26 from 7:30-9AM to see firsthand how seamlessly you can include green practices into any business at the Falmouth Chamber of Commerce Green Breakfast. If you would prefer to meet one-on-one, Melissa Mason invites local businesses to make an appointment to come see what has worked at Bellezza Salon|MedSpa, or set up an appointment for her to visit your place of business to help you get started!

Melissa Mason of Bellezza Salon MedSpa



New Members February 2009

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Interested in Writing An Article for Coastlines?

ContactPamelaMorin,Communications Manager, at 508-548-8500 or PMorin@FalmouthChamber. com for more information.



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in Falmouth Village has been focused on operating her business in an ecologically responsible manner since its inception in 2002. She is so happy that green practices have finally gone mainstream. Melissa can be reached at Eco@spabellezza.com.









SEED Corporation and The Community Bank, In Cooperation with MSBDC, Falmouth Chamber of Commerce & SCORE, Present

FREE Basic Entrepreneurial Workshops

Thursday, March 19, 2009 Registration: 8:30 a.m.

Session I: 9:00 a.m. – Noon **Session II:** 1:00 – 4:00 p.m.

Complimentary breakfast and lunch will be provided

Location: The Community Bank 704 Main Street, Falmouth, MA

Please register by Thursday, March 12th

· Learn the Fundamentals of Planning, Preparing for, and Financing Your Business.

Session II:

• Learn to Understand Financial Statements and How They Help to Determine the Health of Your Business.

For Registration/Information, contact Tamarah Barao @ 508-822-1020

"The Massachusetts Small Business Development Center Network is a partnership program with the U.S. Small Business Administration and the Massachusetts Department of Business and Technology under cooperative agreement 7-603001-Z-0022-27 through the University of Massachusetts Amherst. SBDCs are a program supported by the U. S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance. For further information, contact the Southeastern MA SBDC office at (508) 673-9783."

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Page 8 March 2009

Energy Super Star Awards

Please submit nominations to the Falmouth Energy Committee for the Energy Super Star awards. The awards will recognize municipal employees, businesses, organizations and residents of Falmouth who have made strides to reduce fossil fuel emissions. This includes conservation of gasoline, electricity,

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sources of energy as well as renewable installations.

The Energy Committee characterized its motivations this way, "We feel this is a positive way to recognize the good work that is happening in our town and is also very timely, as the price of fuel

natural gas, propane, oil, and other soars. Others may want to take a clue from these Energy Super Stars in our midst. People need to think about how we all benefit from more efficient use of our energy...pollution reduction, energy independence, slowing climate change, and more. It's not just about saving

> Those wishing to nominate an individual or organization are asked to write no more than one page explaining why they feel this person, organization or business deserves to be recognized for their efforts. Include the category (municipal employee, business, organization, individual), name and contact info for the nominee as well as the nominator and specific examples of the nominee's accomplishments. The winners will be featured in future issues of the Falmouth Enterprise. Nominations are due by April 1, 2009 to Falmouth Town Hall, c/o Energy Committee, Falmouth MA 02540. Email nominations will also be accepted at energy@town.falmouth.

Mark Your Calendar for the **Tourism Board Meeting!**

March 11 • 3:00-5:00p.m.

Guest Speakers to include:

Edward S. Gross MD, Chairman, Falmouth Bikeways Committee presenting the exciting Shining Sea Bike Path Expansion Project

Don Hoffer, Falmouth Beach Superintendent

Kevin Forti, Plymouth Rock Studios

- Update on Beach Projects
- Updates on the Tourism Task Forces
- Film, Small Meetings, Beaches, Signage and 2009 INFOmania
- New Task Forces for 2009
- · Weddings, Value Packages for the Spring and Fall

All are invited to attend!

Save The Date! 2009 Annual Dinner May 7

The Falmouth Chamber of Commerce's 2009 Annual Dinner will be held on May 7, 2009 at the SeaCrest Oceanfront Resort & Conference Center. Cocktail Reception begins at 5:30, followed by

The event will honor and recognize residents of Falmouth who have made outstanding contributions to our community with the 2009 Citizen of the Year award, the Professional Excellence Award, the Community Service Award and the Chairman's Award. The Chamber will also be electing new members of the Board of Direc-

For more information, visit www.FalmouthChamber.com or call 508-548-8500.

Robert Schneider Memorial Bench

■ Continued from Page Three

Falmouth Chamber of Commerce, participating in the Christmas Parade and Fireworks Committees to help create some of this town's most cherished memories

Last month, on February 4, ter Street in Woods Hole.

Falmouth honored the life of Bobby Schneider with a bench in his memory, helping Bobby's spirit live on not just in our hearts, but in a standing tribute to the community he will now always be a part of. Visit the bench and say hello to Bobby on Wa-



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