



COASTLINES

October 2009

Business News From The Falmouth Chamber Of Commerce

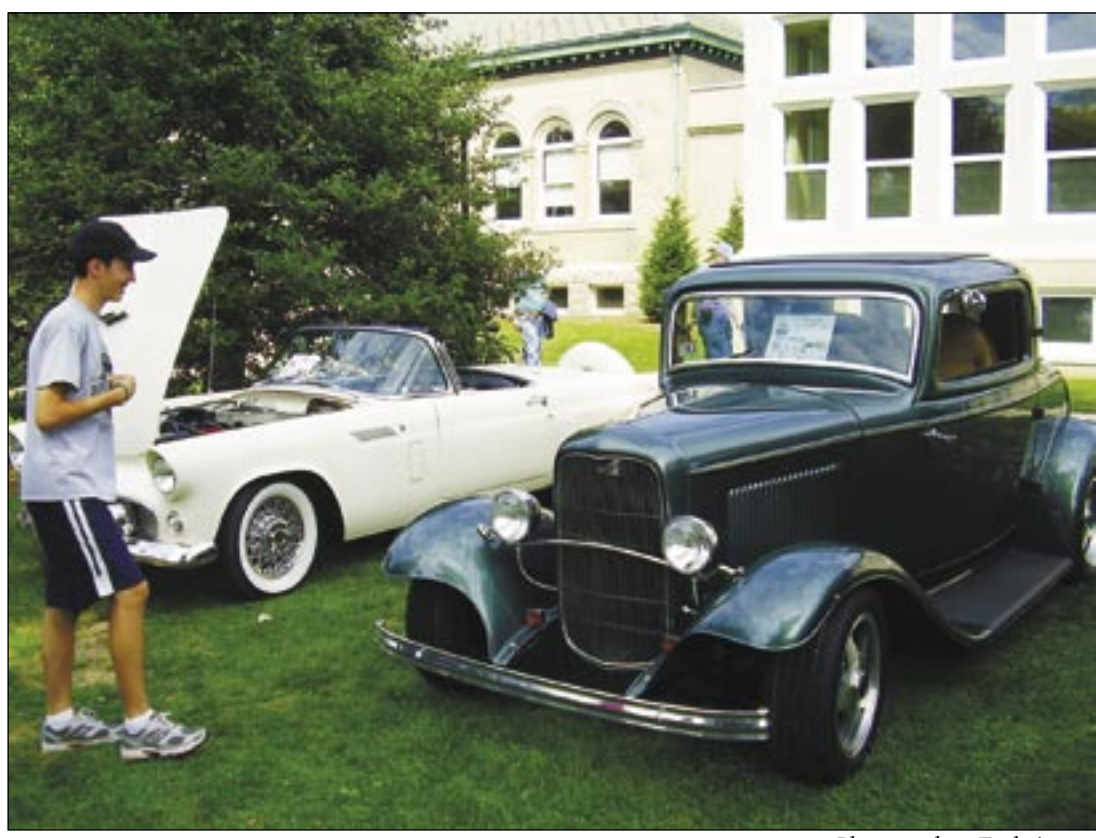
11 Chamber Businesses Received Coveted "Best Of Cape Cod" Designation

Each year NECN presents the "A List" for Cape Cod and the Islands in order to recommend the best establishments for a variety of categories for our area. The concept is very simple: consumers from anywhere are invited to nominate their favorite haunts on the Cape and Islands. These businesses are listed on the NECN website and people are able to vote for their favorites beginning in June of each year. The voting continues through August with the winners being announced at the end of the summer season.

The Falmouth Chamber of Commerce is proud that eleven of the fifteen Falmouth based businesses which received this prestigious designation are part of our membership. Please join us in congratulating these establishments for a job well done and help support them through your patronage.



- CupCapes - Best Bakery on Cape Cod
- Caline for Kids - Best Kids Gifts on Cape Cod
- Uptown Dog Cape Cod - Best Pet Store on Cape Cod
- Headlines Salon and Day Spa - Best Day Spa on Cape Cod
- La Cucina Sul Mare - Best Italian Restaurant on Cape Cod
- Seafood Sam's - Best Clam Shack on Cape Cod
- Uptown Body - Best Health Club on Cape Cod
- Mark LiCalsi LMT and Uptown Body - Best Massage on Cape Cod
- Eastman's Sport and Tackle - Best Bait and Tackle
- Ghelfi's Candies - Best Candy Store on Cape Cod
- The Casual Gourmet - Best Caterer on Cape Cod



Photographer: Trish Antone

Car Dreams

The Falmouth Dream Cruise By The Sea weekend was a tremendous success for the Town of Falmouth. Between the beautiful weather and nearly 400 cars that took part in the two day event, we

were fortunate to draw thousands of people into town for the weekend. "We could not have been more pleased with the outcome", commented Tony DeMambro, Dream Cruise Committee Chair-

man. "It was amazing to see how the committee, Chamber and the various businesses in Falmouth worked together to make this a

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L to R Sophia Mustafa-Urban, JemStyle Jewelry; David Curtis, CEO, The Community Bank

Many Networkers At Community Bank

"September's Business After Hours at The Community Bank was an immense success," stated Jennifer Perrault-Minshall, Business Resource Specialist. "It was really wonderful to see so many new faces networking with each other and launching new business relationships. The crowd was really energized and receptive and it was great to be able to promote the upcoming free business seminars that we'll be hosting starting in October."

The Community Bank partnered with its next door neighbors: Dr. Bob and Kristen Mulcahy, owners of The Center for Vital Living - which



includes Mulcahy Family Chiropractic and Blooming Lotus Yoga Studio (BLYS). They were gracious hosts, offering tours of their beautiful space along with the use of their serene Yoga Studio for our announcements, raffles and showcasing of The Community Bank and The Falmouth

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President's Welcome



Jay Zavala, President

We can't tax ourselves into solvency:

Tuesday evening, September 29th, Falmouth's town legislature rejected warrant articles that would have increased meals and room accommodation taxes in Falmouth to new levels. With the town struggling to balance its budget in a time of economic uncertainty, Town Meeting sent a message to Beacon Hill and other Cape towns that it would not tax its way out of this downturn.

It all began earlier this year when Governor Deval Patrick signed the FY2010 budget. With provisions that increased statewide sales tax on meals from 5% to 6.25% cities and towns were given the authority to impose yet an additional 0.75% local meals tax and invited to boost the room accommodation excise tax from four to six percent. Fortunately, in order to do so, the measures would have to first be adopted by local authorities.

Town Meeting, working late into the evening to address revenue deficits, made the proper determinations. It was not easy but it was the right thing to do. Yet, there is room for concern as a few advocated for the rooms excise tax. The concern is that the advocacy comes not as a last resort but as a devastating quick-fix that fails to embrace fundamental principles of economics.

Clearly, the solution to fiscal discipline is never more taxes – particularly targeted taxes. The solutions are imbedded in creative revenue generating business initiatives.

Moving forward, you and I must join our Board of Selectmen, our Town Managers, our Finance Committee, and our Town Meeting in finding the right ways to manage the fiscal affairs of our town while working with the business sector to create new non-tax revenue opportunities.

Looking forward,

Jay Zavala
President

Lyndon P. Lorusso Trust



Jay Zavala presents Lorusso Donation to Gary Girouard of Galileo Music

With the assistance of Paul Lorusso, a Falmouth Chamber of Commerce board member, Jay Zavala, President of the Falmouth Chamber of Commerce successfully petitioned the Lyndon P. Lorusso Trust to help underwrite an after-school music program for children in the town's public school system.

The funds, \$1,292, will purchase three (3) M-Audio 61 keyboards with built in GM Sounds to be used in the computer labs at Mullen Hall Elementary School in the after-school program.

Gary Girouard, Chamber member and founder of Galileo Music in Falmouth, will be providing the musical instruction. He stressed that studies prove the benefits of musical study at young ages supporting music-brain connections, especially for elementary-aged children and helps their young minds develop. The program started this September.

\$25 Million Renovation Will Grow Massachusetts Scientific Base

Senate President Therese Murray, the Massachusetts Life Sciences Center, the Howard Hughes Medical Institute (HHMI), and key state officials gathered at the Marine Biological Laboratory (MBL) on September 21st to break ground on a \$25 million renovation of the MBL's central research training facility, the Loeb Laboratory. This renovation will create 250 regional construction jobs over the next 15 months and will greatly enhance the MBL's and the state's ability to attract and retain top scientists.

The renovation, which will be

completed this spring, was designed by Tsoi/Kobus & Associates. Shawmut Design and Construction is overseeing the project and will completely gut the building's internal infrastructure to create a thoroughly modernized facility, bringing all of the MBL's research-training programs into the building and creating spaces designed for each discipline.

"The tremendous support of state officials like Senate President Murray, and funders such as the HHMI and the Massachusetts Life Sciences Center are helping ensure that Mas-

sachusetts and the MBL play a vital role in American science," said MBL Director and CEO Gary Borisy. "The MBL trains over 450 scientists each year in Loeb and this renovation is critical to maintaining our position as a leader in scientific research and education."

The renovation is also an important step toward establishing a Center for Regenerative Biology and Medicine at the MBL. This effort has received widespread support from the Commonwealth, the Massachusetts Life Sciences Center and HHMI.



Left to Right: Representative Matt Patrick, Massachusetts Life Sciences Center President and CEO, MBL Director and CEO Gary Borisy, HHMI Scientific Officer Ed McCleskey, and Shawmut Design and Construction Project Executive Tim Hurdelbrink



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MANAGEMENT MOXIE

Nimble News

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BACK BACK BACK...

No, not a home run at Fenway. The deadline for compliance with the new Massachusetts regulations for the protection of personal information has been pushed back once again. The new deadline is March 1, 2010. In addition, the Massachusetts Office of Consumer Affairs and Business Regulation (OCABR) amended the applicable regulations. This edition of our newsletter explains the changes and suggests new best practices.

The regulations still require those that own or license "personal information" to "develop, implement and maintain a comprehensive written information security program." The definition of "personal information" and "person" (e.g., person, corporation, association, partnership) remain unchanged from previous versions of the regulations. The goal of the regulations is also unchanged—to combat identity theft. (For more specific information about these sections of the regulations, see our prior newsletter COMPLIANCE ALERT found at www.foleylawpractice.com.)

What's New?

It is now clear that the regulations require each business to make a personal risk assessment and then implement a plan that addresses

that company's individual risks. The trick is to determine a reasonable and appropriate plan for each individual business given the risks posed by its operations. For example, the regulations require (and permit) consideration of certain factors: "(a) the size, scope and type of business...; (b) the amount of resources available to [the business]; (c) the amount of stored data; and (d) the need for security and confidentiality of [the] information." The assessment will also include consideration of the technical feasibility of protections for each business.

The OCABR also made changes to the certification requirement from third-party service providers regarding electronically stored data and altered the definition of "encrypted." The new regulations require companies to take reasonable steps to ensure that their third-party service providers are "capable of maintaining appropriate secu-

rity measures." Moreover, the new encryption definition is broader to allow for expected advances in technology.

It is worth noting that even in the absence of a law requiring a protection plan, businesses that fail to protect their customers' and employees' personal information are, at a minimum, subject to civil claims for damages. We expect these new regulations to become the law sometime in 2010, and we expect them to be substantially similar to the current version.

We have developed a comprehensive compliance program that includes a compliance audit and the preparation of a written information security plan. We work in tandem with IT specialist SMH Electronics to ensure that your computer system complies with the encryption requirements.

You can reach us at 508-548-4888 or info@foleylawpractice.com to request assistance.

Corps of Engineers Adjusts Work To Ease Congestion

The U.S. Army Corps of Engineers, New England District continues deck repairs and paving on the Sagamore Bridge spanning the Cape Cod Canal in Bourne, Mass., but will adjust the work schedule to allow extra traffic lanes to help reduce traffic congestion on Cape Cod. Work on the bridge started on Monday, Sept. 14, 2009. Additional message boards have been activated on highway approaches to the Sagamore and Bourne Bridges, alerting motorists of the Sagamore Bridge work.

For the Columbus Day holiday weekend, a second lane of travel onto Cape Cod will be added starting on Friday, Oct. 9 at 2 p.m. continuing through Saturday until Sunday, Oct. 11 at 5 a.m. There will continue to be one lane of travel off of Cape Cod during this period. A second lane of travel off of Cape Cod will be in effect from Sunday, Oct. 11 at 11 a.m. through Columbus Day on Monday until Tuesday, Oct. 13 at 10 a.m.

One lane of travel onto Cape Cod will remain in place during this time.

These traffic lane adjustments will require use of the work area to create a second lane of travel, and will result

in no work being performed on the Sagamore Bridge during these periods. Substantial effort is being made to create safe passage for these travel lane adjustments onto and off Cape Cod.

Work will resume seven days a week beginning Tuesday, Oct. 13 at 10:00a.m.

Work on the Sagamore Bridge is scheduled to continue, weather permitting, until about late November 2009 at which time the Sagamore Bridge will be fully reopened to traffic (two lanes in both directions) through the winter.

In the spring of 2010, work will resume on the Sagamore Bridge and require lane restrictions (one lane in each direction) again until late spring of 2010.

These work adjustments to allow for more lane traffic for the next three weeks will have an impact on the work schedule and will likely push the project into a third season, requiring bridge work in the fall of 2010.

Completion of the deck repairs is critical to maintaining the integrity of the bridge, which is a vital component of the transportation system for the Cape, Islands and southeastern Massachusetts.

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Many Networkers At Community Bank

Continued From Page One

Housing Trust, the evening's featured non-profit organization.

The Falmouth Community Bank Business Resource Center was opened in February of 2006 with a new concept in mind. The Center offers a complete range of banking services much like a full service branch; however, it was established to target small businesses on the Cape.

"The Community Bank understands the unique needs of growing businesses. We're an independent

bank, operating for the benefit of our customers and community - as we have done since our founding in 1877. Through our Business Resource Centers in Falmouth and Hyannis, we offer a complete range of banking services and loans, along with an unsurpassed level of personalized service. We're committed to simplifying and personalizing the way your small business does its banking. The Community Bank has 8 locations in Sandwich, Falmouth, Hyannis, Lakeville, Bridgewater and Brockton. Its trademark kite, part

of its logo, symbolizes The Community Bank's unique approach to doing business with simplicity, efficiency and a sense of fun."

Anne Connolly Saganic, Executive Director of The Falmouth Housing Trust commented "it was a great event, lots of new faces, a great opportunity to network and meet other local business people, as a non-profit it was an opportunity to communicate the Falmouth Housing Trust mission, and solicit business support. As we are all in this together"

The Falmouth Housing Trust's mission is clear: It is to enhance the Town of Falmouth, Massachusetts, and the lives of its residents, by developing and maintaining affordable housing for the benefit of persons of low and moderate income within Falmouth and adjacent towns, and thereby: encourage employers to retain and create job opportunities, particularly for resident young people, and reduce out-migration; and rehabilitate housing and counteract community deterioration.

An array of delicious wines was available from John's Liquors and an edible harvest of scrumptious fall appetizers was provided by Eat Your Heart Out Caterers.

Thank you to all for making the Falmouth Chamber of Commerce's Business After Hours another outstanding event. Please join us next month as The Falmouth Artists' Guild hosts the next Business After Hours at the Falmouth Art Center on October 22nd. The featured non-profit will be the The Cape Cod Foundation.



L to R Jennifer Perrault-Minshall, The Community Bank; Jay Zavala, The Falmouth Chamber of Commerce; Brian Laughead, DJ-BRYAN CapeEntertainment.com; Anne Connolly Saganic, Falmouth Housing Trust; Denise Davis, Movement Disorders Consulting; Michael Kasparian, Cape Cod Healthcare Foundation



L to R Elena Miglorino, The Community Bank; Eric Asendorf, Janney Montgomery Scott, LLC; Kim Lucas, The Community Bank



L to R Denise Davis, Movement Disorders Consulting; Dan Pigott, Mayflower Homemakers; Dr. Bob Mulcahy, The Center for Vital Living; Jennifer Perrault-Minshall, The Community Bank

Cape Area Management Program



Many Cape Cod employers promote top employees into management positions but do not have the resources to train them in management practices. The benefits of this management training are: decreased employee turnover, increased efficiency, customer and employee satisfaction, and managers with effective leadership skills.

CAMP is a 3 year grant-funded cross sector training program targeting management occupations on the Cape and Islands. Industries such as hospitality, retail, healthcare, real-estate, financial services, human services, public administration, construction and the arts can join the program.

The grant is funded through the Commonwealth Corporation's Workforce Competitiveness Fund.

Management training consists of a 4 module training cycle led by faculty from The National Graduate School of Quality Management (NGS), a Falmouth-based institution of higher learning. 72 hour training includes lecture and practice in the following areas: first-line supervisor; teams/team work; effective project management; and continuous quality improvement. A peer to peer practicum, led by Ernie Oliveira, Founder and President of DEO Associates, will allow the attendees to practice their newly learned skills in a safe environment while getting on-going support from a business consultant with proven expertise.

Career coaching will be offered to all participants to assist them in thinking strategically about their career and continuing training needs. The coaching services will be provided by a non staff member at Career Opportunities, our One Stop Career Center.

For more information please contact Joan McDonald at (508) 775-5900 or joan@ciwib.org.



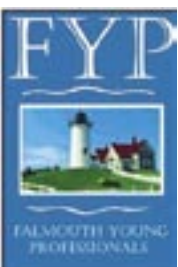
L to R Robert Battryn Gee, Ph.D., President and Founder, National Graduate School; David Augustinho, Executive Director, Cape & Island Workforce Investment Board

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Falmouth Young Professionals

By Davidson O. Calfee, FYP President



I had a discussion with a friend of mine the other day about the Falmouth Young Professionals. This gentleman owns a small business in town and I wanted my old friend to join our FYP organization. We grew up together in the Falmouth school system so I knew him well enough to get past the small talk. He said Dave, do you really want to be known as a "young" professional?

I answered that I was a "young" professional for life! We chuckled for a bit. Well it's true! The FYP is an organization of new ideas, new people and more importantly new avenues to travel. Our membership is comprised of all different ages for many reasons. Some say, "The FYP keeps us young."

Other people join to meet and learn from other people of interest in their profession. Some might say we have mentors and mentees. In fact, I tell people this organization is one of the most important groups in our community. The reason is that it's a platform for young people of any age to grow and prosper within our community. I'm a 'young' professional but I'm turning in to a mentor in many different areas. Once a person has been doing something for a while they become a 'rock' to teach others and thus, strengthen the group, community and our society as a whole.

The Falmouth Education Foundation calls this position the 'member at-large' on their executive committee. I currently hold that position and as a group we awarded almost \$46,000 in grants this year for special Falmouth school projects. One of those projects consists of 'Goal-Setting and Time Management' for the upcoming freshman at our Falmouth High School through Carolyn Connolly their guidance counselor. And as President of the Falmouth Young Professionals, I will be available as a mentor during the 'Success Presentation' given by Jim Desrosiers in the auditorium on October 8th. Now we have just created a new road of travel for professionals starting with the freshman of the High School.

This road will continue through each year of high school and into college. Finding the right college isn't easy. But with the help of our FYP Education Committee consisting of financial aid mentors and our very own FYP Scholarship, we can help facilitate student funding. And with our FYP membership base, we can compile a list of alumni of the various colleges and universities in the New England area and beyond. With volunteer opportunities through our FYP Philanthropy Committee, multiple 'letters of recommendation' can be written to strengthen the student's college application. After college, what's next? Come right back home to be greeted with open arms in to our Falmouth business community.

Each industry in Falmouth will be represented by selected Falmouth Chamber of Commerce members. This selection process will build a 'Mentor Leadership Team' to aid other mentors in their industry communicate with selected mentees.

Our business community can join the FYP and act as mentors towards our younger membership. As they say, it takes a village, right?

Finally, I turned to my old friend and said, "How can you afford not to be in the Falmouth Young Professionals?"

For more information, join our email newsletter through www.fypfalmouth.com or find us on Facebook!

Visit the Falmouth
Chamber of Commerce
on the web
at
FalmouthChamber.com



A Letter To Small Business From The Secretary Of Homeland Security

From the website www.flu.gov



As a small business leader, you are a valuable partner in our nation's defense against natural and man-made threats. Preparedness is the best method to defend against the impacts of all threats and all hazards, including public health threats.

As we face the possibility of a wider H1N1 influenza outbreak, it is difficult to predict how the virus may or may not change. However, we know the nation must be prepared to respond appropriately. The Department of Homeland Security is working to ensure you have the necessary tools and information to be prepared as well. The severity of illness that 2009 H1N1 influenza flu will cause (including hospitalizations and deaths) or the amount of illness that may occur as a result of seasonal influenza during the 2009-2010 influenza season cannot be predicted with a high degree of certainty. Therefore, small businesses should plan to be able to respond in a flexible way to varying levels of severity and be prepared to take additional steps if a potentially more serious outbreak of influenza evolves during the fall and winter.

Small businesses are often the backbone of private sector industries and their local communities. With this in mind, we must partner to ensure the wheels of the nation's economy continue to turn, even if faced with absenteeism, restricted services, and supply chain disruptions. If prepared, small businesses can keep their doors open and our nation's economic health and security resilient. The most important thing you can do to prepare your business is to have a written plan.

This guide is intended to help you write your plan and help spread the message of preparedness. Also, encourage your employees to prepare their own homes and families, which includes having a plan to care for sick family members and storing a two-week supply of food and medical supplies. More information is available at www.flu.gov. With your help, we can help keep our economy and our communities healthy and safe.

Yours truly,
Janet Napolitano
Secretary of Homeland Security
September 2009

Keeping Healthy: 10 Tips for Businesses

From the website, www.flu.gov

Employees are a crucial resource at any business, and especially small businesses. There are steps you can take now, and during flu season, to help protect the health of your employees.

1. Develop policies that encourage ill workers to stay at home without fear of any reprisals.
2. Develop other flexible policies to allow workers to telework (if feasible) and create other leave policies to allow workers to stay home to care for sick family members or care for children if schools close.
3. Provide resources and a work environment that promotes personal hygiene. For example, provide tissues, no-touch trash cans, hand soap, hand sanitizer, disinfectants and disposable towels for workers to clean their work surfaces.
4. Provide education and training materials in an easy to understand format and in the appropriate language for all employees. See www.cdc.gov/h1n1flu/business.
5. Instruct employees who are well but who have an ill family member at home with the flu that they can go to work as usual. These employees should monitor their health every day, and notify their supervisor and stay home if they become ill. Employees who have a certain underlying medical condition or who are pregnant should promptly call their health care provider for advice if they become ill.
6. Encourage workers to obtain a seasonal influenza vaccine, if it is appropriate for them according to CDC recommendations (<http://www.cdc.gov/flu/protect/keyfacts.htm>). This helps to prevent illness from seasonal influenza strains that may circulate at the same time as the 2009 H1N1 flu.
7. Encourage employees to get the 2009 H1N1 vaccine when it becomes available if they are in a priority group according to CDC recommendations. For information on groups recommended for seasonal and H1N1 vaccines, please see www.flu.gov. Consider granting employees time off from work to get vaccinated when the vaccine is available in your community.
8. Provide workers with up-to-date information on influenza risk factors, protective behaviors, and instructions on proper behaviors (for example, cough etiquette; avoid touching eyes, nose and mouth; and hand hygiene).
9. Plan to implement practices to minimize face-to-face contact between workers if advised by the local health department. Consider the use of such strategies as extended use of e-mail, websites and teleconferences, encouraging flexible work arrangements (for example, telecommuting or flexible work hours) to reduce the number of workers who must be at the work site at that same time or in one specific location.
10. If an employee does become sick while at work, place the employee in a separate room or area until they can go home, away from other workers. If the employee needs to go into a common area prior to leaving, he or she should cover coughs/sneezes with a tissue or wear a facemask if available and tolerable. Ask the employee to go home as soon as possible.

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Upcoming Events October 2009

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

- 9 September** through Oct. 14
Trolley Tours of Falmouth History
Falmouth Museums on the Green, 55 Palmer Ave., Falmouth
10:00a.m.
- 14 September** through Oct. 9
The Malicoats: Four Generations of a Family Creating
Higgins Gallery, Tilden Arts Center, Cape Cod Community College, 2240 Iyannough Rd., West Barnstable
10:00a.m.-4:00p.m.
- 21 September** through Oct. 30
Exhibition: "Natural Science Illustration: Darwin to Digital"
Highfield Hall, 56 Highfield Drive, Falmouth
M-F 10:00 am to 4:00p.m, Sundays 10:00 am to 1:00
- 1 October** through May 16
Highfield Hall Music at the Mansion
Highfield Hall, 56 Highfield Drive, Falmouth
- 4 October** through Oct. 29
The Maser Gallery presents "Italian Spaces"
The Maser Gallery at Falmouth Community Television, 310 Dillingham Ave., Falmouth
- 6 October** through Nov. 11
Friends of the Falmouth Public Library Joy of Learning Fall 2009
Falmouth Public Library, 300 Main Street, Falmouth
- 8 October**
Lecture on MBL Library Rare Books
Highfield Hall, 56 Highfield Drive, Falmouth
7:00p.m.
- 8 October**
Gala Cocktail Party & 10K Raffle
Coonamessett Inn, 311 Gifford St., Falmouth
5:30p.m.-7:30p.m.
- 10 October**
Pumpkin Day at Bourne Farm
Bourne Farm, 6 North Falmouth Hwy, West Falmouth
9:00a.m.-3:00p.m.
- 10 October**
Movement Disorders Consulting - Business Launch Party
The Raw Bar, 56 Scranton Ave, Falmouth
2:00p.m.
- 15 October**
Lecture by Steve Buchanan, Science Illustrator
Highfield Hall, 56 Highfield Drive, Falmouth
7:00p.m.
- 15 October** through Oct. 25
Woods Hole Theater Company - "The Dixie Swim Club"
Woods Hole Community Hall, 68 Water Street, Woods Hole, MA.
- 17 October**
Cranberry Harvest and Falmouth Farm Day
Coonamessett Farm, 277 Hatchville Road, East Falmouth,
10:00a.m.-3:00p.m.
- 17 October**
Falmouth Cranberry Harvest and Farm Festival
John Parker Road Bogs, Between Route 28 and Sandwich Road, East Falmouth
10:00a.m.-3:00p.m.
- 22 October**
Lecture: Julia Child, Illustrator & Instructor of Biological Illustration
Highfield Hall, 56 Highfield Drive, Falmouth
7:00p.m.
- 24 October**
Death & Dessert at the Falmouth Public Library
Falmouth Public Library, 300 Main Street, Falmouth
2:00p.m.
- 24 October**
Spirits of Falmouth's Past Return
Oak Grove Cemetery, Jones Road, Falmouth
1p.m.-3p.m.
- 25 October**
Cape Cod Marathon
Village Green, Falmouth Village
8:30a.m.
- 25 October**
Halloween Party
Coonamessett Farm, 277 Hatchville Road, East Falmouth
11a.m.-3p.m.
- 30 October**
Autumn Dinner Dance
Coonamessett Inn, 311 Gifford Street, Falmouth, MA. 6:00p.m.
- 31 October**
Trick or Treat on Main Street
Main Street, Falmouth
1:00p.m.

Cape Cod Spouses Organization

capecodso.org



Haunted House

Friday, October 30th

6:30pm to 8:30pm

5451E + 5451F Lemay / Otis ANGR.

A Spooktacular time for EVERYONE!

Bring a non-perishable food item to help military families in need!

This event is for families or individuals who have access to the MMR.
Only those with proper military ID can enter the base.

The mission of the Cape Cod Spouses Organization is to support the morale and well being of service personnel and their families through charitable and social activities in a friendly atmosphere.

MMR Haunted House For Military Families

The MMR Military Commands are honorary members of the Falmouth Chamber of Commerce. The Falmouth business community is invited to reach out to the CCSO and welcome the families of our men and women in uniform who proudly serve America to our community.

Contact Jodi Fiske, president of CCSO at 508-563-3612 or email ccsopresident@gmail.com.

LAST CHANCE \$10,000 Raffle

On Thursday, October 8, please join the Falmouth Chamber of Commerce for its annual \$10,000 Raffle and Gala Cocktail Party. The event, held at the Coonamessett Inn (311 Gifford St., Falmouth), begins at 5:30 p.m., with the Grand Prize Drawing scheduled for 7:30 p.m.

In addition to the Grand Prize of \$10,000, there will be 5 other raffle prizes awarded, for a total of \$13,000 in prize money. These include (1) \$1,000 winner and (4) \$500 winners. Each \$100 raffle ticket provides admission and

Hors d'oeuvres for two. Party-only tickets may also be purchased for \$30.00 apiece, but do not include entry into the raffle. You do not have to be present to win any of the raffle prizes.

You can buy tickets online at www.FalmouthChamber.com or by calling (508) 548-8500. Feel free to stop by our office (20 Academy Lane) to get your tickets in person as well. Tickets are also available at the door on October 8.

Thank you for your continued support and good luck.



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NEW MEMBER SPOTLIGHT

THE PINK POLKA DOT

The Pink Polka Dot

Event Planning • Out of Town Welcome Baskets
Event Concierge • Personalized Gifts • Favors and More

I am very excited to be a new business owner in Falmouth! My husband and I recently moved back to the Cape after living in Boston for several years. Our move has allowed me to expand the business from a home office to a small studio in the Queen's Buyway.

I am often asked "Why did you start The Pink Polka Dot?" After planning several events for family, friends, and companies, ranging from weddings and birthday parties to corporate dinners and trade show exhibits, I realized it was time to pursue my passion. From brainstorming ideas at the beginning to coordinating the actual event, it's what I love to do! Although I hold a degree in aviation safety and am a licensed pilot, being creative is what I've always enjoyed most. In addition to the business experience I have gained since graduating college, I spent many summers working in restaurants, hotels, and retail stores while growing up on the Cape. This combination of business skills, hospitality experience, and creativity led me to start The Pink Polka Dot.

The Pink Polka Dot is a full service event planning company, specializing in events of all types and sizes. Whether you are planning an intimate dinner party in your home or a large wedding, we are here to make the planning easy so you feel like a guest at your event! Our customized packages are tailored to your specific needs and vary from Event Concierge, which provides assistance on an hourly basis, to Full Service Planning. Our Day of Coordination package is the most popular wedding service. With this package, we are onsite to coordinate the rehearsal and wedding day to ensure each detail is perfect, troubleshooting when necessary, and managing the flow of the event.

In addition to our event planning services, The Pink Polka Dot specializes in creating Out-of-Town

Welcome Gifts, unique Personalized Gifts, and many other products that will make any event a success. Our personalized gift baskets are especially great for realtors, who have been purchasing them for their clients as housewarming gifts. We even offer delivery! We love working with our clients to create custom products, such as Favors, Unique Gift Baskets, and Monogrammed Cocktail Napkins. The possibilities are endless!

Our studio to the Queen's Buyway has enabled us to expand and carry many more products. Some of our newest items include Hal-

loween Pails filled with tricks and treats for the kids, Halloween candy and favors, iced butter cookies decorated to coordinate with any event or holiday, and Thanksgiving treats, which are the finishing touch to any Thanksgiving table! During the holiday season, we will be offering a personalized Christmas stocking service, which will enable you to give a stocking filled with items the recipient will love – without you running from store to store. Our studio will also carry lots of stocking stuffers for those of you that prefer to put them together yourself!

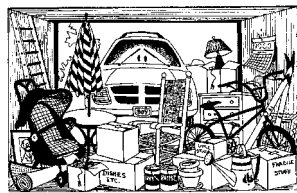
I look forward to meeting more members of the community and encourage you to stop by the studio to begin planning your next event, pick up some favors, or just to say hello! We have regular office hours Tuesdays from 12-6, Wednesdays from 4-6, and Thursdays and Fridays from 12-6; all other times by appointment

Jennifer Chagnon
The Pink Polka Dot
43 N. Main Street
Falmouth, MA 02540
Ph: 508-524-3244
jen@pinkpolkadotevents.com
www.pinkpolkadotevents.com



Jennifer Chagnon, owner of The Pink Polka Dot

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or 508-648-3642

Welcome

New Members ~ September 2009

Falmouth
Chamber of Commerce
New Members

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141 Cranberry Highway
West Wareham, MA 02576
Contact: Meg Morris
(518) 813-4431
www.covantaholding.com
Category: Renewable &
Alternative Energy

Donna V. Scaglione

6 Caravel Road
East Falmouth, MA 02536
Contact: Donna Scaglione
(508) 563-1345
Category: Writers

Cape HR Partners

PO Box 1018
West Falmouth, MA 02574
Contacts: Cynthia Zizzo &
Nancy Newton
(508) 444-6396
Category: Business Consultants

Movement Disorders Consulting

101 Town Hall Square, Unit 2
Falmouth, MA 02540
Contact: Denise Dias
(508) 548-0503
Category: Healthcare Services

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222 Main Street
Falmouth, MA 02540
Contact: Debbie Kinchla
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www.kinchla.com
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To become a member
of the
Falmouth Chamber
of Commerce or
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call 508-548-8500.

John S. Clark Remodeler Extrodinaire!

VITAL STATISTICS

Skills: Creativity from the Pen and the Hammer
Pet: Flat coated Retriever named Blackie
Favorite Quote: "Keep Moving Forward" - Walt Disney
John is a great communicator who goes the extra mile for clients. Creator of Remodeler Advantage program providing clients with a Bill of Rights and a Client Assurance Guarantee ensuring that your project is...

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Web: AtDesignRemodel.com
CapeCodBathWorks.com





Vagabond View Photography



Vagabond View Photography



Photographer: Trish Antone

Car Dreams

Continued From Page One

real dream event".

Many of our members reported increased business as a result of the event and are happy to hear that the Chamber is planning on expanding the event next year. The committee has already begun making plans for 2010 and hopes to incorporate new locations around town for cars to be shown in addition to a social event

for Saturday evening that will appeal to car aficionados as well as residents and visitors.

The Falmouth Dream Cruise By The Sea was held over Labor Day weekend. In addition to multiple car shows at locations around Falmouth Village and a sold-out Lobster Bake on Saturday, a 20 mile scenic car cruise was held on Sunday.

For more information please visit www.falmouthdreamcruise.com



Photographer: Trish Antone



2nd Annual

Falmouth Dream Cruise By The Sea & Car Show

Labor Day Weekend

A Heartfelt Thank You To

Our Event Sponsors



Our Car Show Venue Partners

Falmouth Public School System - Lawrence Middle School

Falmouth Public Library

Falmouth Historical Society (Falmouth Museums on the Green)

St. Barnabas Church

First Congregational Church

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Radio Station PIXY 103fm

Falmouth Community Television - Channel 13

Our Lobster Bake Partner

ShoreWay Acres Resort Inn

Our Map Advertising Supporters

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Our Great Event Volunteers & Supporters

Charlie Azinger, Jessica Cockett, Skip Costa, Amy DellaPosta, Judy DeMambro, Pam & Vic Desruisseaux, Bill Dickinson, Bill Donnelly, Niko Druziako, Tamsen George, Carlton & Ben Hoenshell, Jessica, Melissa & Sydney Holmes, Caitlin Johnson, Julia Kemp, Lance Kunsell, Caroline Lloyd, Kaleidoscope Toys, Ed Marshall, Pam Matheson, Henry McClean, James Morgan, Tom Mountford, Lyndsey Nolan, Ron Erickson, Kelley Pratt, Paul Obie O'Brien, Jerry Ogdan, Linda Ohkagawa, John Rathbone, Betty Mitchell, Douglas & Mark Rhoads, George Shoner, Mary Ann Singerson, Michelle & Paul Sticklor, Pat Tatano, Ben Warrington, Phil Woo, Falmouth Young Professionals, JazzFest Falmouth, Exxon Mobile Lubricants & Specialties, Kevin Lynch, Kathy Frisbee, Donny Drew, and the Family Members and Friends of the event committee for their good cheer and hard work.

Our Deepest Appreciation To

The Cape Cod Corvette Club, Cape Cod Mustang Club, Cape Cod Classic Car Club, Cape Cod Model A Club, Cape Cod British Car Club, the Cape Cod Early V8 Club, and the many individual car owner/presenters for giving the Town of Falmouth a wonderful automotive celebration.

The Falmouth Police Department and Falmouth Department of Public Works

Finally we thank the Falmouth Classic Car Club for enthusiastically becoming a committee of the Falmouth Chamber of Commerce

Committee Chair: Tony DeMambro

Art & Booje Calfee, Ed Kemp, Ron Matheson, Chuck Mitchell, Donald Rhoads, George Kahler, Greg Ketterer, Derek Sutton, Brad Barnes, Carolyn Powers, Cipperly Good, Denise Bertrand, Michael Kasparian, Jay & Susan Zavala

If we have inadvertently omitted your name, please accept our apology and our heartfelt appreciation.

SAVE THE DATE!

3rd ANNUAL FALMOUTH DREAM CRUISE BY THE SEA & CAR SHOW

LABOR DAY WEEKEND

Saturday and Sunday

September 4 - 5, 2010