

Celebrating 88 Years of Service...

CAPE ANN SOUNDINGS

The Newsletter of the Cape Ann Chamber of Commerce
www.CapeAnnVacations.com www.CapeAnnChamber.com www.RockportUSA.com

33 Commercial Street • Gloucester, MA 01930 • Tel. 978-283-1601 • Fax 978-283-4740 • info@capeannchamber.com



Golf Tournament Platinum Sponsor Sam Park of Sam Park & Company, LLC, will join more than 85 golfers at this fun fundraising event at the Bass Rocks Golf Club. Photo credit: Nancy Mears

GOLF, RED SOX and... A BRAND NEW CAR!

The Annual Chamber Golf Tournament to benefit the Business/Education Collaborative and Scholarship Fund will be held on Monday, May 3, at Bass Rocks Golf Club in Gloucester and golf is only part of the fun! Raffle tickets will be for sale with several terrific prizes including Red Sox tickets. If you miss out on the Red Sox in the raffle, there will be another opportunity after dinner when tickets to see the Red Sox play the Kansas City Royals on Thursday, May 27, in the Loge Box right behind Home Plate will be auctioned! The grand prize for the first hole-in-one on the second hole is a 2010 Buick Lacrosse CXL, compliments of Sudbay Motors. The afternoon promises a good time for all with a shot gun start at 1:00 p.m. Play will follow a best ball scramble format, so golfers of all abilities can be accommodated. The \$175 golfer registration fee includes a cart, green fees, club house facilities, special gift and a gala buffet awards dinner in the clubhouse. Golfers may register as individuals or in a foursome.

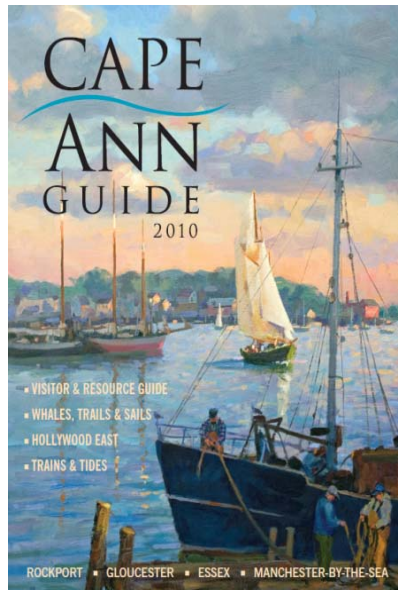
The Chamber is delighted to announce that Sam Park and Company, LLC will be the tournament Platinum sponsor again this year. Gold sponsors include Addison Gilbert/Northeast Health Systems,

BankGloucester, Cape Ann Savings Bank, First National Bank of Ipswich, Gorton's Seafood, National Grid, Schlichte, Johnstone & Henry, Suez Energy, Timberline Enterprises. In addition, 42 Tee & Green sponsors have signed up so far. There are several levels of sponsorship available to area businesses. For more information about sponsorship levels or to sign up a team contact the Chamber office.



CAPE ANN GUIDE

ARRIVING ON MAY 4



The Chamber's newest publication— **THE CAPE ANN GUIDE**— is expected to arrive on May 4. This beautiful 96-page magazine features articles about what makes Cape Ann so special, spectacular images by local artists and photographers, a full directory listing of the Chamber membership, and much more!

CHAMBER NETWORKING EXCHANGE

Cape Ann Savings Bank Trust & Financial Services Dept.

Cape Ann Savings Bank Trust and Financial Services Department, located on the third floor at 109 Main Street, Gloucester, will host the Chamber's next Evening Business Exchange on Wednesday, May 12, from 5:00 p.m. to 7:00 p.m.

Cape Ann residents know the Cape Ann Savings Bank as a 164 year old stalwart of the community. Many residents may be surprised to learn that the third floor of the bank hosts a full-service Trust & Financial Services Department, capable of investing assets, planning retirements, settling estates, and directing multiple generations towards financial health and stability. Learn how the Trust & Financial Services Department compliments one of the finest banks on Cape Ann.

Attendees will have the opportunity to learn more about this member business, make new contacts, and connect with fellow business people. Hors d'oeuvre and beverages will be served, and great door prizes will be offered. The cost is \$10 for members, \$20 for non members. For information and reservations, contact the Chamber office.

Cape Ann Chamber of Commerce

NEW MEMBER RECEPTION

Monday, May 10
5:00 p.m. - 6:00 p.m.
at the Chamber Office

As a new member of the Chamber, please take advantage of this opportunity to learn more about the organization. The informal program will last for about an hour.

- Meet the officers, directors, and staff
- Introduce yourself and your business
- Explore the Chamber's multi-purpose headquarters
- Learn more about Chamber programs
- Network with other new members

Information / Reservations:

978-283-1601 • info@capeannchamber.com

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Become a fan of the *Cape Ann Chamber of Commerce* on Facebook to receive timely messages on Chamber programs and members.

CHAMBER SEEKS NOMINATIONS FOR SMALL BUSINESS WEEK

The Chamber will again join in the national celebration of Small Business Week, June 7-11, by recognizing the accomplishments of outstanding business people on Cape Ann. Local committees will be meeting soon to plan for the event, so please begin thinking about a nomination from your respective community. Names should be submitted to the Chamber office as soon as possible. More information regarding this enjoyable weeklong program will be sent to the membership soon.

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WELCOME NEW MEMBERS

From networking and referrals to discount programs and seminars, the Chamber is "the voice of business on Cape Ann." Please join us in welcoming our newest members and consider these businesses when seeking products and services.

Martha Mazzarino
 AMAZING ESSENCE
 Essex

Ra'chelle Perrine
 COLLEGIATE
 ENTREPRENEURS
 Gloucester

Nancy Peterson
 EMERGING BRANDS
 MARKETING
 South Hamilton

John McElhenny
 MATTER
 COMMUNICATIONS
 Newburyport

"Options for Healthy Living" Breakfast Club

The Chamber will welcome Get Fit Gloucester! Project Manager, Stephen Winslow, of the City's Community Development Department, on Friday, May 21, at the Gloucester House Restaurant. Mr. Winslow works to develop a Get Fit Gloucester! partnership of schools, businesses, non-profits and medical providers that support active lifestyles and access to healthier foods in Gloucester. The GFG! partnership has completed a community-wide wellness assessment and has started to take actions to improve school nutrition and foster walking and bicycling in Gloucester.



Tracy O'Neil, O'Neil Fitness & Personal Training, spoke about core training at a previous Options for Healthy Living Breakfast Club.

Mr. Winslow will discuss community initiatives to create a "Fit Fun Gloucester" and ways to engage Chamber of Commerce members from all of our communities in initiatives to develop work environments that support fitness and healthy food choices.

The Breakfast Club will also include such regular highlights as the introduction of new Chamber members, special salutes, and the chance to mix with business colleagues and elected officials. The meal will be served promptly at 7:30 a.m. and the program will conclude by 9:00 a.m. Tickets are \$20 for members and \$25 for non-members and may be reserved by contacting the Chamber.

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Chamber Members Honored by the Community

HONORING SINIKKA



A retirement party in honor of Chamber Past President Sinikka Nogelo will be held on Thursday, May 6, at Cruiseport Gloucester. This party is also a fundraiser for Cape Ann TV. The dinner will be catered by Vinwood Caterers. The program includes a Live Auction with Senator Bruce Tarr who will auction off unique and eclectic items; a "live" recording entitled "Cape Ann Retort", a take-off and spoof of Sinikka's perennial TV show; and a Tribute to Sinikka. Tickets for the event are \$45. Call Cape Ann TV at (978) 281-2443 for information and reservations.

RUTH PINO NAMED RECIPIENT OF THE ANNUAL RICHARD D. WILSON AWARD



Ruth Pino, a respected real estate broker whose service to wide-ranging community needs spanning decades has shaped successful programs for non-profit organizations like United Way, Wellspring House, Cape Ann Chamber of Commerce and Rotary International, the latter two serving as president, recently received the annual Richard D. Wilson Award. Each year, for the past 5 years, Beauport Financial Services' managing partners David S. McKechnie, CLU and Derek J. Reed CFP have honored North Shore individuals that exemplify the understated values, character and volunteering services of "Dick" Wilson whose timely work is currently seen in fundraising for the Gloucester Fisherman's Athletic Association.

"Ruth's creativity, remarkable work ethic and sheer will, sometimes in the face of board members uncomfortable with change, are her well-known attributes. We recognize many vital non-profits have significant struggles in tough economic times with budget shortfalls. This is precisely the time when Ruth's leadership and passionate volunteer qualities accelerate to raise awareness and needed funding when it would be much easier to understandably pull back on one's commitments," explained McKechnie.

Martin Krugman, President of Gloucester Adventure, Inc. Awarded Paul E. Tsongas Profiles in Preservation

Martin Krugman, President of Gloucester Adventure, Inc. has been honored as one of the inaugural Paul E. Tsongas Profiles in Preservation. Awarded by Preservation Massachusetts, Profiles in Preservation acknowledges the individuals who have made a difference in the landscape of historic preservation in Massachusetts since the mid-twentieth century.

For almost 20 years, Marty has been the driving force behind the restoration of the National Historic Landmark dory-fishing Schooner Adventure. The primary objective has been to properly restore the hull to make the schooner seaworthy, and fit the vessel out in its original configuration as 1926 Gloucester Fishing Schooner. Under his leadership the organization has systematically restored the aging schooner in accordance with The Secretary of the Interior's Standards for Historic Vessel Preservation Projects. In addition, a Preservation Restriction for this historic property was established with the Massachusetts Historical Commission in 1997. The hull completed, work is now being done to fit out the vessel to enable her to sail.

Once fully restored, the Schooner Adventure will return to active sailing as a platform for high quality educational programming focusing on maritime, cultural, and environmental issues within the authentic setting of a real fishing vessel from our past while utilizing learning stations with up to date digital equipment. The schooner will be operated at sea, primarily along the New England coast, as a living monument to Massachusetts' fishing heritage. As such, the Schooner Adventure is important not only to Gloucester, but also to the Commonwealth of Massachusetts and all America.



From the founders of some of the state's strongest non-profits and local preservation advocates to pro-active legislators and developers adaptively re-using historic structures, the instrumental contributions of the Profiles in Preservation honorees have made Massachusetts' preservation what it is today.

The Profiles in Preservation nominees will be honored at a dinner on May 5, at the Fairmont Copley Plaza in Boston.

Beech Tree Bed & Breakfast Named a 2010 Editors' Choice by Yankee Magazine

Beech Tree Bed & Breakfast, located in downtown Rockport, has been recognized as a 2010 Editors' Choice in *Yankee Magazine's Travel Guide to New England*. This designation is awarded by Yankee's editors and contributors, who name select restaurants, lodgings, and attractions in New England to the exclusive list.

"Yankee's editors and our trusted legion of travel writers select our Editors' Choice winners," says Yankee editor Mel Allen. "From their own experiences and extensive travel, they research and find the most deserving establishments in New England. Recipients range from the rustic to the refined, but all are noteworthy and memorable destinations."

The Beech Tree Bed & Breakfast is an 1880's Greek Revival home that was restored in 2002, and transformed into an elegant and casual bed and breakfast experience by owners Judy & Russ Liddle. The inn is within walking distance of the village center and Rockport harbor.

The 2010 Travel Guide features 312 "Best of New England — Editors' Choice" selections, which include the best restaurants, lodgings, attractions, local secrets, and bargains.

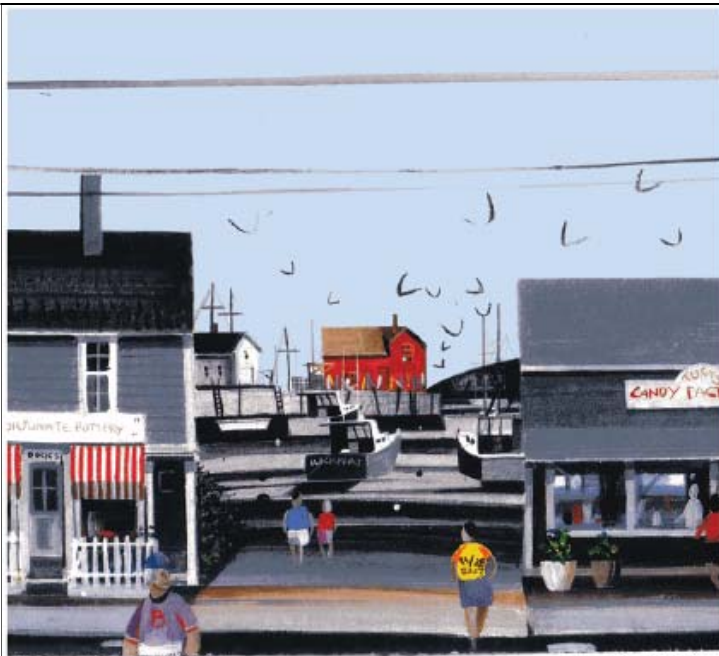


Auction 2010

Two Auctions Combined into One

In past year's the Chamber has held two auctions—one in Gloucester and one in Rockport—resulting in many of our member businesses being asked to donate twice. This year there will be one live auction held at Cruiseport Gloucester on July 16, and one on-line auction. The hardworking Auction committee, co-chaired by Carol Morse and Tony Corrao, is bringing in new items each week and the list of trips, art and services is growing! One of this week's fun and unusual items is "That's Amore! Antipasto Party for Eight" donated and hosted by Chamber president Kathy Low!

Please say "yes" when a committee member calls on your business! If you are interested in joining this dynamic group, or to make a donation, contact the Chamber at 978-283-1601. A complete list of items can be found on the Chamber website www.capeannchamber.com/auction2010.



Motif #1 by Rockport artist: Lauri Kahinen

rockportartfestivals.com

MOTIF NO 1 DAY

May 22, 2010

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- George Monbourquette,
Ipswich



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Magnolia Beach Rocks by Susie Mosse



Burnham's Boat Yard by Arlene Taliadoros

TOURIST MIXER KICKS-OFF SEASON

The Tourist Division will hold its annual Tourist Mixer on Wednesday, May 19, 5-7 p.m. at Periwinkles Restaurant, located at 74 Main Street (Rt. 133) in Essex. We invite everyone in the Cape Ann hospitality industry to take advantage of this once a year networking opportunity to spread your message.



Bring plenty of brochures, menus, etc. to highlight what is new at your business. Learn what's new for Cape Ann visitors this summer as you network with fellow hospitality industry members! Call the Chamber office for information and reservations.



Cape Ann Chamber Summer Hours (Memorial Day-Columbus Day)

Main Office — 33 Commercial St., Gloucester

Monday – Thursday 9:00am-5:00pm

Friday – 9:00am-6:00pm

Saturday – 10:00am-6:00pm

Sunday & Holidays – 11:00am-4:00pm

Rockport Office — 170 Upper Main St., Rockport

Monday – Thursday – 10:00am-5:00pm

Friday – Saturday – 10:00am-6:00pm

Sunday & Holidays – 11:00am-4:00pm (to Oct. 18)

Seeking Volunteers for the 2010 Summer Season

The Chamber is looking to increase the volunteer corps for the 2010 summer season. A good candidate for this position would be someone who is organized, has knowledge of the Cape Ann area, has the ability to multitask, has a pleasant friendly style, enjoys working with the public and has knowledge of Microsoft Office programs and ability to work with databases. These attributes are not essential but desirable. We would be happy to train the right person! If you are interested in volunteering, please contact Susan Lucas at the Chamber office.



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Chamber Calendar

May, 2010

- May 3 **Business/Education Collaborative Golf Tournament**, Bass Rocks Golf Club, 1:00 p.m. tee time
- May 10 **New Member Reception**, Chamber Conference Room, Gloucester, 5-6:00 p.m.
- May 12 **Evening Business Exchange**, Cape Ann Savings Bank Trust Dept., Gloucester 5-7:00 p.m.
- May 19 **Tourist Division Mixer**, Periwinkles Restaurant, Essex, 5-7:00 p.m.
- May 21 **Options for Healthy Living Breakfast Club**, Gloucester House Restaurant, Gloucester, 7:30-9 a.m.
- May 22 **Motif #1 Day**, Downtown Rockport

Save the Date:

- June 7-11 **Small Business Week**, various locations throughout Cape Ann
- June 24 **Labor Law Breakfast Club**
- July 16 **Annual Goods & Services Auction**, Cruiseport Gloucester



CAPE ANN SAVINGS
TRUST & FINANCIAL SERVICES
PLANNING • ADVISING • INVESTING

Evening Business Exchange
CAPE ANN SAVINGS
TRUST & FINANCIAL SERVICES
109 Main Street, Gloucester
May 12, 5:00 p.m. - 7:00 p.m.



Make new business contacts • Exchange business cards • Socialize in a relaxed atmosphere
Meet other Chamber members • Information & Reservations: 978-283-1601 • info@capeannchamber.com

Cape Ann Chamber of Commerce Open Golf Tournament

To Benefit the
Business/Education Collaborative
& Scholarship Fund

Monday, May 3, 2010
Tee Time: 1:00 p.m.

Shot Gun • Best Ball Scramble
Bass Rocks Golf Club, Gloucester, MA

The grand prize for the first hole-in-one on the second hole is a brand new 2010 Buick Lacrosse CXL, compliments of Sudbay Motors.

Low Gross & Net Prizes

Closest to the Pin on Holes 2, 8, 13, & 17

Longest Drive on the 16th Hole

Closest to the Line on the 11th Hole

50/50 Raffle on the 8th Hole

Chowder on the 11th Green
(donated by *The Causeway Restaurant*)



Twenty-Sixth Anniversary

Gloucester Schooner Festival

September 3-6, 2010

www.CapeAnnVacations.com/schooner

Mayor's Race for Large Schooners

Small Craft Races

Parade of Sail

Boat Parade of Lights

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For more information,
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