

What do you most value about doing business on Cape Cod?

Lynch: We have been a Cape Cod business for four decades. We employ dozens of employees who support their families, charities, churches, schools. It never ceases to amaze us how fortunate we are to fulfill our talents as builders and carpenters right in our own backyard, surrounded by family, friends and neighbors. Everything we do not only supports our families, but promotes economic growth. In turn, we recognize how important it is to give back. And while we don't expect anything in return, giving on Cape Cod and the Islands always leads to getting back from others. That is community.

What makes Cape Cod a special place to live?

Lynch: Three words: Sense of community.

What responsibilities do you feel toward contributing to the Cape Cod Community as a business?

Lynch: If your desire is to thrive and prosper in a community rather than just live in it, you need to have a social conscience. When the Cape & Islands United Way, for instance, contributes to A Baby Center, it can purchase disposable diapers for single moms. Without that help, a mom can't send her child to day care. Without day care, she can't go to work. If she can't work, who will support our clients who move here to enjoy their new or remodeled homes? It is all so interconnected.

As a responsible business, what attracted you to the Cape & Islands United Way as a business?

Lynch: The Cape & Islands United Way distributes 99 cents of every dollar donated. It requires that all this money is responsibly spent, and so it increasingly encourages accountability and

measurable success from the agencies receiving the funds. It is that demand for productivity, accountability and sustainability that attracts Steven and I to the United Way here on the Cape & Islands.

What advice do you have for other residents and businesses regarding contributing time and money to the United Way?

Lynch: Get involved. Participate and contribute to the community in any way that works for you.

What particular community concerns are among your own personal priorities, and why?

Lynch: We have a 3-year-old son who will grow up on the Cape, go to school, get involved with friends and organizations. So as a new dad, I relate most to issues of children's health and welfare.

tenth of the Cape & Islands United Way annual budget.

"The buzz created by this unprecedented, generous gift by Steven and Chris is spreading across the Cape and Island community," said Brothers, who at first was stunned by the offer. "I was especially caught by surprise because Chris, who is very low key, offered up the Red Cadillac so modestly. We are expecting an especially lively auction."

The story of The Bishopric Companies is emblematic of the entrepreneurial and highly personal business model that makes the Cape Cod and the Islands so dynamic.

It took Bishopric nearly 20 years as a carpenter before he felt sure enough to start his own company, SBJ Inc., in 1986. "I was 38 when I launched it. I

hadn't been comfortable until then to be able to sell what I knew and loved," he recalled.

"From a professional standpoint, I was very confident, but pitching yourself to clients is something else. I was pleasantly surprised that people did hire me," he said.

"I always have taken very personally everything that occurs in a client's house. I truly believe that this is the critical element for success," he stressed.

As his company grew, Bishopric reached out to Lynch, a generation younger, to managed the firm's integrated strategies and operations. "Chris has brought critical business perspective," said Bishopric. "It combines very well with my highly personal approach to clients and work."

Bishopric financed Chestnut Bay without any debt and a philosophy of prudence and self-sufficiency. Laconic to a fault, he explains: "I set up the business because I was tired of having to wait for people to make my cabinets and deliver them when they wanted."

Harkening to his own start as a carpenter, Bishopric wants to share the craft with clients in ways they may not understand in an era of mass production. "I learned the art from my father. He was a true tradesman. Like him, my desire to understand all things related to building, and taking that knowledge and ability to its epitome is the cabinet-making experience."

Building community involves much the same process, observes Bishopric. ■