

www.hanoverchamber.com is the community's go-to site that provides information about the Chamber, a member listing and serves as a wealth of information about the area. Many of the Chamber's publications are also listed on the site.

A **membership plaque** is provided to every member. Special recognition plaques are also provided to members who have 5, 10, 25 and 50 year memberships with the Chamber.

A **Clubs and Organizations Directory** is a comprehensive listing of all organizations and includes contact information for each.

The Battle of Hanover Walking Tour Brochure provides visitors and residents with an overview of the skirmish in Hanover and maps out 33 interpretive markers along the tour.

Programs

Monthly Eye-Opener Breakfasts provides new members with the opportunity to be introduced and recognized in front of 100 members. Guest speakers are also invited to address issues related to the business community. (12 per year)

New Member Recognition - All new members are recognized on the Chamber's website (125,000 hits/month) and newsletter (1,100 distributed).

Member Recognition - The Chamber salutes businesses and individuals who contribute to the overall improvement of the economic and social climate of the area.

Annual Chamber Golf Outing is one of the most popular outings in the area and provides a networking opportunity for members.

Membership Mixers are held monthly throughout the year, providing opportunities to meet the area's leading business men and women. (12 per year)

Interact with local officials at various functions, including the annual

Christmas Luncheon, quarterly breakfast meetings and legislative forums.

Civil War Living History - The Chamber partners with Hanover Hospital to feature a live battle reenactment, 250+ living historians, demonstrations and walking tours.

Hanover Dutch Festival - About 10,000 people annually enjoy German entertainment, hand-made crafts, food, a Kids Karnival and antique car show in the Center Square.

Educational seminars on a variety of business-related topics range from marketing and human resources to effective networking and leadership.

Non-Profit Series - is a seminar series for non-profit members to learn more about finance, governance and collaborative marketing unique to non-profit organizations. This series was developed from feedback from other educational sessions.

Financial Statement

ASSETS	2009	2008
Current Assets		
Cash and cash equivalents	19,754	4,940
Certificate of deposit	23,962	26,370
Investments	207,737	210,338
Accounts receivable	2,478	7,843
Prepaid expenses	3,452	10,492
Total current assets	257,383	259,983
Property & Equipment (Net)	232,860	234,428
Total Assets	490,243	494,411
LIABILITIES		
Current Liabilities		
Current portion long-term debt	5,440	5,618
Accounts payable	3,650	2,599
Accrued and withheld payroll taxes	536	550
Sales tax withheld	12	10
Deferred revenue	39,322	33,752
Total Current Liabilities	48,960	42,529
Long-Term Debt - less current portion	58,086	62,988
Total Liabilities	107,046	105,517
Net Assets		
Unrestricted	359,234	362,524
Temporarily restricted	23,963	26,370
Total Net Assets	383,197	388,894
Total Liabilities & Net Assets	490,243	494,411

HANOVER AREA CHAMBER OF COMMERCE

Chair of the Board
Shannon Harvey, HACC-Gettysburg Campus

Secretary/Treasurer
Nikki Hoffman, Stambaugh-Ness, PC

Fritz Livelsberger, Senior Vice Chair
Utz Quality Foods

Sharon Kebil, Vice Chair
M & T Bank

Ryan Myers, Vice Chair
Rock Commercial Real Estate

Mark Riggs, Vice Chair
Staub, Riggs & Collins, Inc.

Ken Simms, Vice Chair
Wal-Mart South

Past Chair
Doug Cooper, The Evening Sun

BOARD OF DIRECTORS

Chad Clabaugh, PNC Bank
Bert Elsner, Elsner Engineering Works, Inc.
Drew Derreth, Hanover Valley Presbyterian Church
Dr. Wesley Doll, Hanover Public School District
David Dubs, Hanover Clothing Co.
Robin Fitzpatrick, ACEDC
Mike Farley, Adams County National Bank
Dr. Barbara Kehr, South Western School District
George Kyriacou, Hanover Hospital
Mike Moyer, Hanover Lantern
Kristin Orwick, Cross Keys Village
Andy Riggle, Riggle & Associates
George Swartz, Esq., Mooney & Associates
Jeff Warner, Penn State York

CHAMBER STAFF

Gary Laird, President
Melissa Speal, Marketing/PR Director
Judy Stouck, Program/Membership Coordinator
Johni Miller, Office Manager
Kate Laughlin, Marketing/Operations Coordinator



Hanover Area Chamber of Commerce

2008-2009

Annual Report

Affiliates

- U. S. Chamber of Commerce
- American Chamber of Commerce Executives
- PA Chamber of Commerce Executives
- PA State Chamber of Commerce
- York County Economic Dev. Corp.
- Adams County Economic Dev. Corp.
- York County Convention & Visitors Bureau
- Hanover Area HR Assoc.
- Leadership Adams Hanover
- York County Transportation Coalition
- SCORE
- Small Business Dev. Center
- Community First Fund
- York Counts Commission
- York County Planning Commission
- Hanover Area Management Assoc.
- World Trade Center
- Pennsylvania Downtown Center
- Lancaster-York Heritage Region



Vision

The Hanover Area Chamber of Commerce will be a recognized leader in serving business and community interests throughout the greater Hanover region.

Mission

The Hanover Area Chamber of Commerce delivers value to its members and advances the interests of the business community.

Goals

- Deliver products, services and programs that provide valued benefit to Chamber members.
- Take a leadership role in identifying and advocating action on key business issues that will foster the best business climate in the Hanover area.
- Be a resource for member businesses and the community.

President's Message



The downtown revitalization initiative has transformed into Main Street Hanover, Inc., an organization that that will attract investment into Downtown, establish the local flavor and sense of place and help the community rediscover its roots.

In last year's Annual Report, I used the words "energy" and "momentum" to describe the atmosphere surrounding the efforts of the Board of Directors, staff and many community partners in shaping two key initiatives for the Chamber; workforce development and downtown revitalization.

A product of that energy and momentum is the Hanover Center for Workforce Excellence (HCWE). The HCWE is a high-quality training facility that will strengthen business education partnerships and provide employee development opportunities for local business. The Center will help ensure that our local labor force is competitive in the future.

Success and sustainability for Main Street, the HCWE and other Chamber initiatives will be determined by commitment and leadership from across our community. Now is the time to shape new attitudes, hatch new ideas, and discover new leaders. Now is the time to get involved and invest in our future.

Thank you for your continued confidence in the work of your Chamber.

Sincerely,

Gary M. Laird
President

Services

Hanover Area Chamber Healthcare Plan provides medical insurance products and services by the area's leading healthcare carriers. The plan is designed for small business groups of 2-99 employees. The plan provides other ancillary products, such as dental, vision, wellness programs, and human resource solutions.

Membership Advantage Program is a partnership with Penn National Insurance and local agents that provide property and casualty insurance that pays dividends to members based on experience.

Hanover Center for Workforce Excellence provides affordable, high-quality training by member providers. The Center features two classrooms and delivers technical, soft skills and computer training to employees of local businesses and eligible high school seniors. A complete training schedule is listed online.

Employment Verification & Screening offered by CBY Systems members get the first year free of charge and discounts in year two and beyond.

Employee Assistance Program - This Program is offered to members through Adams-Hanover Counseling Services.

Ribbon Cutting & Ground Breaking Ceremonies - The Chamber brings the ribbon and scissors, and promotes the event on-line, in the newsletter and to area newspapers.

SCORE meets with clients at the chamber office and provides counseling on new business start-ups and business development.

2008-2009 In Review

Endorse or oppose bills and meet with local legislators to discuss issues that affect area businesses.

Main Street Hanover has been established to bring together diverse community interests and resources to promote the economic vitality, architectural heritage, and cultural vibrancy of the downtown business district for the benefit of the greater Hanover area.

Introduction to Manufacturing and Introduction to Healthcare are partnerships between local school districts, businesses and Harrisburg Area Community College. The program is organized and funded by the Chamber.

Collaborate with area universities, including Penn State York and Shippensburg University to provide bachelor and master programs in Hanover.

Rail Trail Development - The Chamber supports the Hanover Trolley Trail and helps create a level of awareness about the economic benefits of a recreational trail.

York College Scholarships - Since 1973, the Chamber & York College have provided two, three-credit scholarships to Hanover residents interested in pursuing their education.

Legislative Service - The Hanover Chamber recently established an on-line legislative service that provides members with updates and status reports on legislation. It is a bill tracking service that members can check as frequently as they desire. A member can also contact the Chamber if he/she is interested in tracking a specific bill. The information is updated daily.

Products

"Chamber Connections" is the monthly newsletter that provides updates about what's happening at the Chamber and with its members.



Discover Hanover Magazine is a quality of life publication that features stories on local places, people and businesses. It also has a complete member listing and is located on the Chamber's website.

Hanover Street Map is produced every other year and features Downtown Hanover and the greater Hanover area.

Fact Pack provides information on business, community, education, government, healthcare, housing, shopping, transportation and utilities.

Visitors Guide features key points of interest for the Hanover area including a map of Downtown Hanover.

Industrial Directory provides information on manufacturing firms in the area and includes contact information for executives of each business.