

# 2016-2017 ANNUAL REPORT

## 2016-17 by the Numbers

- 34 new members
- 31 member events held with 1,832 attendees
- 2 community events held with 12,000+ attendees
- 92% member retention
- 40,967 business directory hits
- 1,865 job posting hits
- 18,000 *Discover Hanover* copies distributed throughout 3 states

## WORKFORCE

The Hanover Chamber became the first chamber in Pennsylvania to have a Chamber Apprenticeship Model approved by the PA Dept of Labor and Industry. With partners Elsner Engineering Works, KLK Welding, R.H. Sheppard Co. and Utz Quality Foods, the program will offer high school students the opportunity to complete a pre-apprenticeship within one of these company before moving on to a two-year, paid apprenticeship.

**34** The Hanover Chamber welcomed 34 new members in 2016-17. Members continue to cite networking and affordable advertising as their top reason for joining.

## LEADERSHIP

The 2016-17 Class of Leadership Hanover graduated 13 participants. We look forward to seeing these local business men and women take on **leadership** roles within the Hanover community.

## ECONOMIC DEVELOPMENT

We continue to expand our role in economic development through our work with Main Street Hanover (MSH), with focus on organizational development and financial sustainability as MSH enters its fifth year. In the coming year, MSH will continue to collaborate with Hanover Borough to make plans for physical improvements throughout the downtown.

This year, the Chamber again co-hosted the Hanover Hiring Fair with CareerLink and North Hanover Mall. Over 50 employers were present, representing a wide variety of careers and industry.

In June, we hosted the first-ever Snack Town Brewfest, sponsored by Utz Quality Foods and Snyder's-Lance. More than 2,000 attendees enjoyed a day of craft beer, local wines and Hanover's famous snack foods.

**snack town  
brewfest**

- Develop a legislative scorecard
- communicate our legislative agenda to legislators, members and the community
- Continue to foster partnerships in business and education
- Develop a tourism brand for the Hanover area
- Customize membership offerings to meet the needs of individual members and businesses

**2017-18  
GOALS**



Business. Community. *Commitment.*

# FINANCIAL STATEMENT

<b>ASSETS</b>	<b>2017</b>	<b>2016</b>
Current Assets		
Cash & cash equivalents	72,302	24,885
Investments	255,603	253,131
Accounts receivable	8,081	7,580
Prepaid expenses	17,672	16,792
Total current assets	353,658	302,388
Property & Equipment (net)	166,972	177,568
Total Assets	\$520,630	\$479,956
<b>LIABILITIES</b>		
Current Liabilities		
Current portion long-term debt	0	0
Accounts payable	14,971	6,196
Other current liabilities	4,513	6,770
Deferred revenue	39,508	29,195
Total Current Liabilities	\$58,992	\$42,161
Long-term Debt – less current portion	0	0
Total Liabilities	\$58,992	\$42,161
<b>NET ASSETS</b>		
Unrestricted	455,414	424,037
Temporarily restricted	6,224	13,366
Total Net Assets	\$461,638	\$437,403
<b>Total Liabilities &amp; Net Assets</b>	<b>\$520,630</b>	<b>\$479,956</b>

**Chair of the Board**  
Kevin Gulden, Utz Quality Foods, LLC

**Secretary/Treasurer**  
Carli Lehr, RLH CPA's & Business Advisors

**Vice Chairs**  
Julia Groft, Manpower  
Mike Kelly, York Traditions Bank  
Linda Siegle, Esq., Siegle Law

**Past Chair**  
Drew Derreth  
Hanover Valley Presbyterian Church

**Board of Directors**  
Liam Behrens, Hanover AreaYMCA  
Vanessa Berger, Cross Keys Village  
Torren Ecker, Becker & Strausbaugh, P.C.  
Mike Gaskins, UPMC Pinnacle Hanover  
Dr. Daniel Hartman, South Western School District  
Shannon Harvey, HACC Gettysburg  
Gordon Laabs, Elsner Engineering  
Harry McKean, New Age Associates  
Bruce Myers, Snyder's-Lance  
Karen Nelson, PeoplesBank  
Kirby Orewiler, Ox Industries  
Rebecca Prehoda, Member's 1st FCU  
Mark Riggs, Hanover Capital Management  
Dr. John Scola, Hanover Public School District  
Jim Sponaugle, Riley Welding & Fabricating LLC

## A Letter from the President

Dear Valued Chamber Member,

This year has been an incredibly productive year at the Chamber. Your membership is vital to accomplishing the many important services that we provide. As we begin the new fiscal year, we pause to reflect on our accomplishments over the past year.

Notable achievements this year include our continued work in economic development, both through our work with Main Street Hanover and our role in workforce development. In February, the Hanover Chamber (with Elsner Engineering Works, Inc., KLK Welding, R.H. Sheppard Co, Inc., and Utz Quality Foods, LLC) became the first chamber in Pennsylvania to submit a Chamber Apprenticeship Model that has been approved by the PA Department of Labor and Industry.

In the past year, we have welcomed 34 new members, graduated 13 local business men and women from our Leadership Hanover Program, and hosted yet another

successful event, the Snack Town Brewfest. This event showcased our community to craft beer and snack food enthusiasts, drawing a crowd of 2,000+ to Good Field in June.

I thank you for your continued confidence in the work of your Chamber; we truly value your support. If you ever have a question about how we can help support your business or organization, please contact us. We welcome the opportunity to serve the needs of our members and the community.

Sincerely,



Gary Laird  
President

**Gary Laird, President - Katy King, Marketing & PR Director - Autumn Hanzlik, Office Coordinator  
Haley Briggs, Operations Coordinator - Michaela Shaffer, Marketing Coordinator**