

Business. Community. *Commitment.*

# 2017 MEMBER BENEFITS

*Networking, promotions and savings exclusive  
to Hanover Chamber members.*



participate

# BUSINESS SERVICES

## **Chamber Employee Benefits Plan**

StoudtAdvisors is one of the region's largest agencies focused exclusively on employee benefits consulting, brokerage and administration. By combining the industry's best talent and web-based technology, StoudtAdvisors delivers innovative solutions to improve the health and productivity of your employees and your bottom line. The Hanover Chamber has enjoyed a partnership with StoudtAdvisors for over 10 years, bringing members a resource that not only maximizes your benefits offering, but invests dollars into our community through a 25% revenue share of broker fee/commission with the Hanover Chamber.

For more information about a free consultation for your group benefits plan, please contact the Chamber or call Bri Callahan with StoudtAdvisors at 717-581-6155.

In addition to employee group benefits, StoudtAdvisors also partners with SelectQuote to deliver solutions for individual health coverage. For more information go to [www.stoudtadvisors.sqbenefits.com](http://www.stoudtadvisors.sqbenefits.com) or call 1-888-607-2782.

## **APPI Energy Program**

APPI Energy Program is an exclusive member benefit that assists members in managing and reducing their energy expenses. APPI navigates the maze of energy deregulation by negotiating favorable "real-time" pricing and contract terms and conditions with competitive energy suppliers across the country. APPI provides energy procurement services with minimal time commitment and no upfront cost. [www.appienergy.com](http://www.appienergy.com).

## **YMCA Partnership**

This benefit provides any non-member of the YMCA a FREE one month "Y" membership to any of our three branch locations plus the "Y" will drop the one time joiners fee. Chamber members need only show proof of employment when joining at the "Y" to establish evidence as a Chamber member. Available for all Chamber members and their employees. Please call YMCA Membership Director at 632-8211.

## **Members Advantage Program**

For the 15 out of the past 17 years, Penn National Insurance (PNI) has announced dividends for the MAP Program. Collectively, program members have received more than \$9.2 million in dividends since the program's inception.

In today's economic market, it is good to have stability in an insurance partner. The Hanover Chamber has partnered with PNI for 17 years to bring members a comprehensive business insurance program, and also provide the opportunity for member policyholders to earn an annual dividend.

## **Web Solutions**

I-Net Technology Group & Wide Open Communications offer a free consultation and one free service call per year (up to two consecutive hours), Valued at \$350. If a member purchases a one-year hosting package, they will receive \$100 in Google Adwords credit and domain name registration for a year. Valued at \$140. If a member uses Wide Open to design and develop their website, they will receive \$100 Google Adwords credit, domain name registration for a year, and one-year of web hosting for free. Valued at \$240. For details, please call Mark Jenkins at 398-2550 or 337-2424.

## **Small Business/Entrepreneur Services**

Meet with Susquehanna SCORE or Shippensburg SBDC. Both organizations offer no-cost, confidential consulting to small business owners and potential entrepreneurs in Hanover and the surrounding area. Mentors include business owners, managers and professionals who volunteer their time and knowledge to help you accomplish your business goals. After an initial meeting to discuss your ideas, a mentor can assist in creating a business plan, outlining your organization structure, and more. Make an appointment with SCORE or the Shippensburg SBDC; both organizations are available on select days to meet in Hanover at the Hanover Chamber office.

### **Chamber Dollars**

A gift check program that keeps local dollars within the Hanover community. Chamber Dollars are redeemable for goods and services (same as cash) at participating Chamber member businesses.

### **Workshops & Seminars**

The Hanover Chamber offers several workshop and seminar series throughout the year. As a member, take advantage of special pricing.

# **promote** **MARKETING** **& ADVERTISING**

### **Chamber Master - Online Member Portal**

With a few clicks, you can post your events, update business information, register for programs, renew membership and pay online. You can also access these resources by downloading the Mobile Site. Free with your membership, you receive added exposure for your business listing, including business name, address, phone, 200 character description, business hours, driving directions, 8 keywords, Hot Deals and Job Postings.

### **Affordable Advertising**

Take advantage of affordable advertising with the Chamber, and in local newspapers. Contact the Chamber to discuss advertising options that meet your needs.

### **Member Recognition**

The Chamber salutes businesses and individuals who contribute to the overall improvement of the economic and social climate of the area. All new members are recognized on the Chamber's website (125K unique visitors/month) and newsletter (1,200 distributed). Members receive recognition through the Chamber's social media channels, including blog, Facebook, LinkedIn and Twitter, and can utilize the Chamber in social media campaigns.

### **Brochure & Business Card Display**

All Chamber members are invited to display collateral free of charge. Placement is available on a first-come, first-serve basis.

### **Chamber Connection Newsletter**

Member businesses are invited to send company news, personnel updates and special interest stories for consideration in the Chamber's monthly, full-color newsletter, *Chamber Connection*. Advertising in *Chamber Connection* is a great opportunity for businesses looking to build brand awareness, generate leads and enhance company image.

### **Discover Hanover Magazine**

Serving as both visitor's guide and business listing, Discover Hanover is the premier advertising vehicle for the Hanover area. Over 12,000 copies distributed annually through York and Adams counties. All members receive a complimentary categorical listing in the directory.

### **Member-to-Member Referrals & Discounts**

One of the most compelling and powerful benefits of Chamber membership is "Buying Chamber". Chamber staff gives priority to Chamber members when asked for referrals, directions and information.

### **Mailing Labels**

Chamber members can obtain an electronic or printed mailing list (over 600 local businesses and organizations) free of charge. Printed labels are available for a small fee.

connect

# NETWORKING & EVENTS

## Monthly Eye-Opener Breakfasts

Held on the third Wednesday of each month, Eye-Opener Breakfasts provide members with a chance to connect with fellow members and guests over a breakfast meeting. New members have the opportunity to be introduced and recognized, and guest speakers are also invited to address issues related to the business community.

## Ribbon Cutting & Groundbreaking Ceremonies

Chamber staff will provide ribbon and scissors, in addition to promoting the event through various channels. A special invitation is also sent to board members and local legislators.

## Annual Golf Outing

One of the most popular outings in the area, the annual Chamber Golf Outing provides a day of golf, entertainment and networking. The event is held at the Hanover Country Club.

## Membership Mixers & Chamber After Hours

Membership Mixers are held monthly throughout the year, providing opportunities to meet the area's leading business men and women and allowing the host to showcase their business. Chamber After Hours events are held at the Chamber office and sponsored by participating businesses.

## Legislative Roundtables

Held once per quarter, Legislative Roundtables connect members with local legislators to discuss issues and legislation pertaining to business in Pennsylvania.

## Hanover Dutch Festival

About 10,000 people annually enjoy German entertainment, hand-made crafts, food, kids carnival and an antique car show in Center Square, Hanover. The Hanover Dutch Festival is organized by the Hanover Chamber with support from member businesses.

support

# COMMUNITY DEVELOPMENT

## Main Street Hanover

Main Street Hanover, a partnership of the Hanover Chamber, Hanover Borough and the York County Economic Alliance, was 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.

## Workforce & Economic Development

The Hanover Chamber offers a comprehensive approach to workforce development and career opportunities in the greater Hanover area. The Chamber also facilitates growth in economic development of the Hanover area.

## Leadership Hanover

A unique leadership program focused on discovering and developing the leader within. The program is designed to help make participants more successful in their careers by better knowing the Hanover area, networking with key business men and women throughout the community, and establishing strong relationships with other participants.

## Legislative Advocacy

The Chamber serves as a legislative advocate for the Hanover area and business community. In addition to quarterly meetings with elected officials, the Chamber encourages a pro-business agenda and keeps a legislative scorecard for local elected officials.