

Hanover Area Chamber of Commerce

2010-2011

Annual Report

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

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

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

President's Message



Dear Chamber Member:

We enthusiastically begin a new Chamber year with an ambitious agenda for 2011/2012. We continue to focus on new programs, enhancing our advocacy efforts, and driving community and economic development in the Hanover area. We look forward to working with you to realize that together we can build a stronger business base and improve our local economy.

In his first year as Board Chair, Fritz Livelsberger set an aggressive pace that will carry over to his second term. We published the third edition of "Discover

Hanover," launched a new electricity savings program, exceeded our budget expectations and launched new member discount programs. In addition, we enhanced our workforce development programs, increased professional and business development opportunities, and expanded our downtown revitalization efforts. And our Chamber continues to be 650 members strong.

Please take the time to review our initiatives for the coming year and consider getting involved. We are looking for innovative leaders with the desire to make a difference in their community. Now is the time to invest in our future. Let's work together to make 2012 a great year - a year that exceeds expectations!

Thank you for your Hanover Area Chamber of Commerce membership.

Sincerely,

Gary M. Laird
President

Hanover Area Chamber of Commerce

Leadership

Chair of the Board

Fritz Livelsberger, Utz Quality Foods

Secretary/Treasurer

Nikki Hoffman, Stambaugh-Ness, PC

Vice Chairs

Mike Farley, ACNB Bank

Nat Fissel, Smith Elliott Kearns & Co.

Sharon Kebil, M & T Bank

Ryan Myers, Rock Commercial

Real Estate

Mark Riggs, RCS Financial Group

Ken Simms, Wal-Mart South

George Swartz, Esq.,

Mooney & Associates

Past Chair

Shannon Harvey,

HACC-Gettysburg Campus

Board of Directors

Chad Clabaugh, PNC Bank

Bert Elsner, Elsner Engineering Works

Drew Derreth, Hanover Valley

Presbyterian Church

Dave Dubs, Hanover Clothing Company

Robin Fitzpatrick, ACEDC

Dr. Barbara Kehr, South Western

School District

Mike Moyer, C H Reed

Kristin Orwick, Cross Keys Village

Andy Riggle, Riggle & Associates

Wealth Management

Jeff Warner, Penn State York

Chamber Staff

Gary Laird, President

Melissa Speal, Marketing/PR Director

Judy Stouck, Membership Coordinator

Johni Miller, Financial Coordinator

Sarah Neiman, Operations Coordinator



2010/2011 Accomplishments

Published the third edition of the **Discover Hanover Magazine**.

Workforce Development

- ◆ Introduction to Banking - This new career pathway is launching Spring 2012 and will introduce Hanover area high school students to careers in banking and financial services through the PA Bankers Association's AIB Principles of Banking course. Students will also receive three college credits through HACC.
- ◆ Expanded technical training at the Hanover Center for Workforce Excellence.
- ◆ Created partnerships with the York County Office of Workforce Development, YCEDC and YCAL.

Electricity Savings Program - APPI Energy assists members in managing their energy costs.

Professional Development Workshop Series

Main Street Hanover

Legislative Agenda:

- ◆ Transportation
- ◆ Business Taxes
- ◆ Health Insurance Reform
- ◆ Energy
- ◆ Labor Climate

New Member Services - This year the Chamber has added:

- ◆ Health and wellness discounts and incentives through the Hanover YMCA and Gold's Gym.
- ◆ Savings on CenturyLink internet service.
- ◆ AVA Assessment, a behavioral assessment instrument designed to evaluate individuals, jobs and performance. This service is provided by LMA Consulting Group.

2011/2012 Goals

Strategic Plan Update

Legislative Agenda:

- ◆ Transportation
- ◆ Business Taxes
- ◆ Health Insurance Reform
- ◆ Energy
- ◆ Labor Climate

New Member Services - The Chamber is adding the following to its menu of benefits:

- ◆ Chamber Dollars gift check program.
- ◆ Leadership Hanover, a premier professional development opportunity that explores various community and business sectors.

The "Chamber Connection," the Chamber's **monthly newsletter will go full-color**.

Main Street Hanover - The Chamber and community representatives will:

- ◆ Focus on organizational development and fiscal sponsor
- ◆ Events and activities
- ◆ Establish priorities - develop action plan
- ◆ Magnet building concept development

Support Battle of Hanover's 150th Anniversary and Borough of Hanover's 250th Anniversary

Partnering Organizations

U. S. Chamber of Commerce
American Chamber of Commerce Executives
PA Chamber of Business & Industry Executives
PA State Chamber of Business & Industry
York County Economic Development Corp.
Adams County Economic Development Corp.
York County Convention & Visitors Bureau
Hanover Area HR Association
Hanover Area Mgmt. Assoc.
SCORE
Small Business Development Center
Community First Fund
York Counts Commission
York County Alliance for Learning
York County Office of Workforce Dev.
York County Planning Commission
York County Transportation Coalition
World Trade Center of South Central PA
Pennsylvania Downtown Center
Susquehanna Gateway Heritage Area

Financial Statement

	2011	2010
ASSETS		
Current Assets		
Cash & cash equivalents	54,750	42,711
Investments	275,350	238,347
Accounts receivable	2,525	2,736
Prepaid expenses	2,299	2,814
Total current assets	334,924	286,608
Property & Equipment (Net)	222,014	224,159
Total Assets	556,938	510,767
LIABILITIES		
Current Liabilities		
Current portion long-term debt	6,675	6,289
Accounts payable	1,406	6,964
Accrued & withheld payroll taxes	7,346	1,032
Deferred revenue	74,666	55,827
Total Current Liabilities	90,093	70,116
Long-term Debt - less current portion	44,748	51,372
Total Liabilities	134,841	121,488
Net Assets		
Unrestricted	404,450	367,847
Temporarily restricted	17,647	21,432
Total Net Assets	422,097	389,279
Total Liabilities & Net Assets	556,938	510,763