



2007 - 2008 Annual Report

Outstanding Chamber Members

2008 Chamber of Commerce Award

Corrine Les Callette

Phil Wright

2007 Chamber Volunteer of the Year

Albert G. Knezevich

2007 Recruiter of the Year

Lynn Creasy

Excellence in Business

Farmers Bank of Willards, Gold Award

Pohanka Automotive Group, Silver Award

Eastern Shore Business Leadership Network

“Putting Ability to Work” Award

Peninsula Regional Medical Center

Certificate of Recognition

Quality Staffing

Fred P. Adkins Architecture Enhancement Award

Thomas M. Becker & Loudell Insley

The Salisbury Area Chamber of Commerce is the largest and most active Chamber on Maryland's Eastern Shore. Get connected to almost 900 top businesses of the Lower Shore by contacting the Chamber at 410-749-0144 or membership@salisburyarea.com.

On behalf of the officers, Board of Directors, members and staff of the Salisbury Area Chamber of Commerce greetings.

Our association is very healthy and active as we enter our 88th year of serving the businesses and citizens of the Lower Delmarva Peninsula. Receiving a Four-Star Accreditation from the U.S. Chamber of Commerce is a testament to this status. We remain the only Chamber in Maryland that is Accredited and have met this high standard continuously since 1966.

We remain true to the mission of enhancing the quality of life and supporting the business community. We continue to work on developing a superior workforce who can find good jobs in a community people love to call home.

Our annual 2008 Salisbury Festival, which drew in excess of 25,000 people, is the centerpiece of the community's Spring activities and provides an opportunity for area organizations to both exhibit their special

talents and raise funds. In July 2008 we hosted the Delmarva Poultry Industry's 59th Chicken Festival for over 30,000 attendees.

In closing, I would like to thank our members for their time and effort in making the Salisbury Area Chamber of Commerce an outstanding organization that proudly serves the region. Our greatest strength is our members, and at 900 members we are the largest Chamber on the Peninsula south of Wilmington. I pledge that our Chamber will remain the primary voice of the Lower Shore business community. If we can be of assistance, please do not hesitate to contact us.

Sincerely,
Michael Kleger
President 2008-2009
Salisbury Area Chamber of Commerce

Major Events & Activities

- January Economic Forecast was held in conjunction with Salisbury University, Wor-Wic Community College and BEACON.
- Young Professionals Committee held the second annual Career Day for 1400 Wicomico County 9th Graders.
- Annual Banquet and installation of the Chamber's new leadership was at Green Hill Yacht & Country Club.
- The Salisbury Festival 2008 drew over 25,000 people.
- 59th Delmarva Chicken Festival drew 30,000 people
- The fall Get Connected Business Expo at the Fountains Wedding and Conference Center was a major success.
- Conducted our second annual job fair with the Maryland Job Service at the Centre of Salisbury, serving 58 employers and several thousand potential employees.
- Christmas season's City of Lights Festival Program was expanded by the Chamber and Atlantic Lighting and Sign.
- Advocated for the business community on many important issues to our federal, state and local representatives.
- Provided dozens of business networking opportunities at monthly Business After Hours, Membership Luncheons, Young Professionals After Work Networks and other events.
- Received several grants for work force development projects including the High School Summer Employment program that put 22 youth to work in 2007 and 33 in 2008.
- Held a pre-session forum with the Eastern Shore Delegation at Wor-Wic Community College.
- A Greater Maryland Better Business Bureau Accredited organization since January 1998.
- U.S. Chamber Accreditation was completed and a 4-Star rating was earned; have maintained 45 years of Accreditation.



Salisbury Area Chamber of Commerce Finances

- The 2007-08 Chamber budget is \$373,600 and supports a Chamber staff of 4 full-time and 3 part-time employees & The Chamber Business Center at 144 East Main Street.
- The Chamber's only major liability, the mortgage on the facility, was reduced from \$400,000 to under \$20,000
- The Invest in our Growing Community Campaign, the Chamber's first capital campaign in over 30 years, exceeded the goal of \$750,000 in August 2006
- The Chamber fiscal reserve is \$75,000 in investment

Salisbury Area Chamber of Commerce (SACC) Foundation

The SACC Foundation's mission is to support workforce development and quality of life programs. The SACC Foundation has assets of over \$114,000 plus a trust fund of \$235,000 at the Community Foundation of the Eastern Shore to support ongoing beautification projects.

This year the SACC Foundation:

- Awarded four Awards of Merit to a graduating senior from each of the Wicomico County High Schools.
- Supported the Wicomico County Teacher of the Year program and the Young Professionals Career Day.
- Assisted the Newtown Association establish a Living Tribute to Ray & Vern Hudson at the Boundless Playground.

Eastern Shore Business Leadership Network

- Partnered with the Eastern Shore Chapter of the Society of Human Resource Managers to hold "Diversity at Work Employer Summit" in April 2008 that drew 60 employers.
- Produced a Public Access Channel informational program and Public Service Announcements highlighting local success stories on employment of people with disabilities.