

The Business Connection



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Open Monday-Friday
9:00 a.m. - 5:00 p.m.

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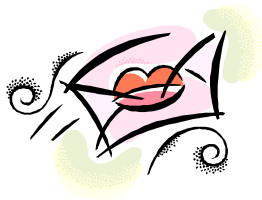
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Don't Miss It!

Our 97th Annual Dinner is scheduled for Thursday, March 11, at the Quality Inn & Conference Center. The format will be changed slightly this year to increase the opportunities for mingling at the dinner. We welcome all members to join us to honor the Man and Woman of the Year and our Gold Shovel Award recipients. If you would like to nominate someone to be Man or Woman of the Year, please fill out the enclosed nomination form and return it to the Chamber.



2009 Woman and Man of the Year Wendy Shardlow Thompson and Dave Ballard with Chamber Executive Director Lynn Cochran (center.)

Membership Showcase



Kiwanis Club of Franklin

Business Network Professionals



Articles on Pages 6 & 7

Membership Surveys

Thank you to everyone who returned their membership surveys. We were delighted with the number of surveys and the responses that were sent in. The information will be used to help shape our new strategic plan. Any applications that were not returned by the deadline will still be accepted any time. The results of the survey are available at the Chamber office to members interested in learning more.

Thank You, Renewing Members

January 2010 marked the 50th consecutive renewal year for four local businesses! Many thanks to our **Golden Anniversary** members for their support through the decades, and to all the others who have renewed their Chamber membership! We look forward to serving all of you for many years to come!

Northwest Savings Bank, 50 Years

IPEG, 50 Years

Franklin Service & Supply, 50 Years

Anderson's Greenhouse, 49 Years

Pepsi Bottling Group, 48 Years

Sperian Protection, 48 Years

Sehman Tire Service, 47 Years

Central Electric Co-op, Inc.,
46 Years

National City Direct Banking
Center, 41 Years

Advanced Imaging Associates,
40 Years

A. Crivelli Chevrolet & Subaru, Inc.,
40 Years

Franklin Women's Health
Associates, 35 Years

Oak Hill Apartments, 34 Years

Gent, Gent & Snyder
Attorneys at Law, 34 Years

Anderson Metal Industries, Inc.,
32 Years

United Way of Venango County,
30 Years

William R. Karns Plumbing,
Heating & AC, 30 Years

Housing Authority of the City of
Franklin, 29 Years

Kiwanis Club of Franklin, 29 Years

Carbis Walker, LLP, 29 Years

Venango Oncology-Hematology
Associates, 29 Years

Oil Region Alliance, 27 Years

CS Technologies Plus, 27 Years

Venango VNA Foundation, 26 Years

UPMC Northwest Foundation,
26 Years

Franklin Bronze & Alloy Co.,
26 Years

WS Packaging-Seneca Salem,
25 Years

Mary K. Peterson, 25 Years

Venango Museum of Art, Science &
Industry, 25 Years

American Red Cross—Allegheny
Region Chapter, 24 Years

Slippery Rock University
of Pennsylvania, 23 Years

IA Construction Corp., 22 Years

Wodzianski Engineering, Inc.,
22 Years

Mark Livezey, DDS, 22 Years

Jim Ellis Photography, 22 Years

Burns & Burns Associates, Inc.,
20 Years

Scrubgrass Generating Plant,
18 Years

Franklin Public Library, 18 Years

Communications Center, Inc.,
17 Years

The Art of Eyecare, 16 Years

Central Heating & Plumbing,
16 Years

Bower Industries, 15 Years

All Seasons Temporaries, Inc.,
14 Years

Frenchcreek Production, Inc.,
14 Years

VARHA/Wagner Equine
Therapeutic Center, 14 Years

The Franklin Salvation Army,
14 Years

NW Physicians Associates, P.C.,
13 Years

WAWN 89.5 Christian Radio,
10 Years

A. Crivelli Ford Mercury, Inc.,
7 Years

Venango County Landlord
Association, 7 Years

Youth Alternatives, Inc. 5 Years

Jack Kemmerer, 4 Years

Svetz Consulting Services, LLC,
4 Years

Venango Catholic High School,
3 Years

Frenchcreek Café, 3 Years

Working Communities, 2 Years

The Galena Signal, 2 Years

Cheri's Fudge & Candy, 2 Years

Venango County Commissioners,
2 Years

Vantage, 1 Year

Dale Wilson Real Estate, 1 Year

Educational Opportunities

Hospitality Training

The Franklin Area Chamber of Commerce and the Pennsylvania Downtown Center will present:

Train the Trainer, from **8:30 a.m. to 12:30 p.m. March 24** at the Commons at Franklin

Attendees will learn hospitality techniques and how to teach them to fellow employees and staff

For information or to register for training, call (717) 233-4675 or email emilydeardorff@padowntown.org

On the same day, PCD will hold an **Updates & Outreach Roundtable** from 2-4 p.m. and 6-8 p.m.

To register for the roundtable, visit <http://pdcroundtablefranklin.eventbrite.com>

What is Your Energy Strategy?

Strategic Energy Management Workshop to help prepare for electric rate deregulation in January 2011.

Date/Time: 9 a.m. Friday, February 12, 2010

Location: Klapec Community Room, Klapec Auto Body in Cranberry

Register by: calling Amber at (814) 677-4800 x 100 or emailing amberw@nwcommission.org.

Your Business and Marcellus Shale: Voices of Experience

Make sure your business or community is ready to profit from gas boom activity.

Date/Time: 8 a.m. to 9:30 a.m. February 3, 10 & 17

Location: Oil City Business Innovation Center

For more information, contact Deb Lutz, (814) 677-3152 x. 115. Pre-registration is a must.

Dale Carnegie Course

Learn to strengthen interpersonal relations, manage stress, and handle fast-changing workplace conditions.

Orientation: Thursday, Feb 4, 6 p.m. - 8 p.m.

Sessions: Thursday evenings, February 11 through April 1

Location: Quality Inn & Conference Center in Franklin

Time: 6 p.m. to 9:30 p.m.

Tuition: \$1,795 per person

For more information call Bob Allen, VP WPA Sales, at (412) 292-1521 or (412) 697-1201

Small Business Jump Start

This entrepreneur training program will teach you the basics of record-keeping, financial statements, book-keeping, marketing & more!

Informational meeting: Thursday, March 4, 6 p.m. to 7 p.m.

Sessions: Thursday evenings, March 11 through May 6

Location: Northwest Savings Bank in Franklin

Time: 6 p.m. to 9 p.m.

Cost: \$75

Register: call Dan Brockett at (814) 437-7607 or (814) 758-4090

The First Step to Starting a New Business

How to finance, what to consider, license and tax information, regulations, business plans and other things you need to know about starting a business.

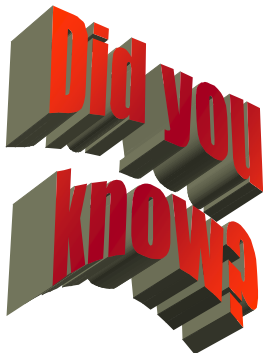
Date: Saturday, March 20, 2010

Time: 9 a.m. to 12:30 p.m.

Location: Oil City Business Innovation Center

Cost: \$20

Register: online at www.clarion.edu/sbdc or call (814) 393-2060.



- Laws against defamation, libel and invasion of privacy laws apply to blogging. Employees who spread disparaging and untrue information about the company or falsely accuse someone of criminal activity, sexual promiscuity, or dishonesty, can result in legal action for defamation. Employees who post private information about another person's medical, financial or sexual affairs may also expose themselves to a lawsuit.
- On Super Bowl Sunday, Americans will eat an estimated 20 million pounds of potato and tortilla chips and eight million pounds of avocados.

On the Agenda

Franklin On Ice

Franklin's Frostiest Festival will be held Saturday, February 6th, 2010.

Enjoy watching professional ice carvers turn blocks of ice into works of art and cast your vote for the best chili in town. For more information visit www.franklinpa.gov.



Member Entertainment

FoxTales

Saturdays, 9 p.m.-Midnight., live music

February 6 - The Mark Beery Duo
Tie One On Night - Wear a tie for your chance to win a prize!

February 7 - Open at 5 p.m. *Super Bowl*

February 13 - Max Schang

February 16 - *Mardi Gras party* 7-10 p.m.

February 20 - Rob & Suzi

February 27 - Mark & Lauren

www.foxtalespub.com

The Bricks of Franklin

Fridays, 9 p.m.-1 a.m., Karaoke

Saturdays, 9 p.m.-1 a.m., Open

Mic/Open Jam night

February 7 - *Indoor Tailgate Party*, 5 p.m.

February 13, *UB40* love song set, 8 p.m.

February 20 - *Mardi Gras Party*, 9 p.m.

February 25 - *Beer Pong Tourney*, 9 p.m.

www.thebricksfranklin.com

Blue Canoe Brewery

Fridays, 8 p.m.-10 p.m.,

Blue Canoe Folkgrass Band

www.thebluecanobrewery.com

Deer Creek Winery

Free live entertainment on the last Friday of each month from 5 p.m. to 8 p.m.

February 9 - *Women of Wine*, 5 p.m.

and *Valentine's Couples event*, 7 p.m.

Admission \$10 each event

www.deercreekwine.com

The Commons at Franklin

February 7 - *Super Bowl Party*, 5 p.m.

February 13 - *Sweetheart Dance*, 6:15 p.m.

www.thecommonsatfranklin.com

Lona's Restaurant & Celtic Café

February 12 - Max Schang

February 13 - Jamal Simon, DJ

www.lonasrestaurant.com

Want to receive our weekly email entertainment guides? Call (814) 432-5823

www.franklinareachamber.org



'All Around the World' Themed Dinner

Saturday, February 20, 5-9 p.m.

The Uptown Bistro

Experience eight courses from Jamaica, Madagascar, Scotland, Germany, Japan, Italy, France and Greece in one unique dinner. \$21.95 per person.

Call (814) 432-8900 for reservations.

'Think Spring' Decorating Class

Creative Choices Interior Design would like to treat you to a presentation filled with ideas to freshen up your home for Spring. A session is planned for April 10, that will help you learn your decorating style and ways to bring your visions to life. Program presented by owner, **Chlvie Stephenson**. This presentation is brought to you by the Franklin Area Chamber of Commerce Women's Network, and will be held at **AmazIng Foods Catering Co. & Café**. For more information call Lynn at (814) 432-5823.



OC& T Railroad Fundraiser Auction

10 a.m., Saturday, April 24, 2010

At Perry Station, 409 S. Perry St., Titusville

Large auction items can be picked up. Baskets and items for Chinese Auction will also be accepted, & food service the day of the auction. Certificates for donations can be provided if requested.

Chocolate covered strawberry biscotti are now available at AmazIng Foods Catering Co. & Café in Franklin for \$2 each. All proceeds will benefit Haitian earthquake relief funds.



Member News

Hagan Business Machines is now authorized to sell Lexmark and Hewlett Packard products, parts and supplies. Having Lexmark and HP along with Oki-Data and Toshiba's line of award winning multifunction products, enables Hagan to have a significant and positive impact on their ability to help companies optimize their printer fleets.



To better serve Venango County and surrounding areas, Hagan Business Machines has opened a branch location in the Cranberry Mall. The store is managed by David Snedden, with the assistance of Julie Sutton.

Hagan's new service offering is "PrintSmarter" – a Managed Print Services program that makes it possible for businesses to reduce expenses by outsourcing Hagan to manage their printers on a usage based model which includes everything: supplies, service and support. Hagan's popular "PrintSmart" program, which was launched in 2004, has grown to providing on-site service, supplies and support to 85 businesses with over 1300 printers under print management contracts.

"We don't just sell machines. We help companies find the most productive and efficient way to produce documents, transfer information and store that information. And now in partnership with Lexmark and HP, we can provide businesses even more options in the areas of service, supplies, support and product," said Jay Verno, President of Hagan Business Machines. Whatever your need, whatever the size of your company, Hagan offers a wide range of products, services and solutions.

Business After Hours ~Chamber Network Advantage

Members piled into Klapec Auto Body's and Merry Berry Patch Embroidery & Screen Printing's mixer in January to help celebrate both businesses' new locations.



Deb McNerney, State Rep. Scott Hutchinson, Colleen Stuart, and Beth Mays enjoy the mixer at Klapec Auto Body.

RSVP now for the upcoming mixers:

February 10, 5-7 p.m. UPMC Northwest Cancer Center, in Seneca, joint mixer with Venango Area Chamber.

March 25, 5-7 p.m., Liberty Tax Service, new location in Franklin.

Business After Hours are a great way to showcase your business! Only a few 2010 dates are still available. Call now to schedule yours! (814) 432-5823.

Member Briefs

Gonstead Family Chiropractic, P.C., has welcomed a new staff member. Simon Wynkoop, M.T. has joined the Franklin office to offer massage therapy and is available for appointments on Mondays, Tuesdays, and Wednesdays. For more information or to schedule an appointment call (814) 437-2210.

Kudos to **Child Development Centers, Inc.'s** After School Learning Program for its A+ rating from the state Dept. of Edu. 80 local children are enrolled in the program. In other news, CDC has hired Chris Porter in the new position of Communications and Development Director.

Galaxy Federal Credit Union has announced its commitment to marketplace ethics by earning accreditation through the Better Business Bureau. As an accredited business, the credit union has met BBB's Code of Business Practices and has agreed to maintain honest and reliable practices.

Membership Showcase

Business Network Professionals

Business Network International is one of the most exclusive, and effective, business referral organizations in the country, and the local chapter, Business Network Professionals (BNP) is seeking new members.

For a small business owner or sole proprietor, being a member of BNP effectively expands a sales team by the size of a Chapter, local BNP president Leslie Alexander of Restoration Herbs said. The secrets to BNP's success can be found in its Qualified Referral and Giver's Gain credos.

All referrals from BNP are tracked on paper with the referring representative, the company that received the referral, and the financial gain from that referral. Also, because the group is so closely associated, every member can be an effective representative for every other member.

In order to gain the understanding about another person's business that is necessary to make these qualified referrals, BNP members attend weekly meetings, getting to know

one another personally as well as professionally. Hence, the more you give of yourself in terms of information, the more you can get from the group.

In 2009, our local BNP chapter generated a net income of \$153,000 amongst its 20 members.

The gain can be great from BNP, but the schedule is not for everybody. BNI mandates that every chapter holds 52 meetings per year. While attendance *is* required, members can freely nominate substitutes to attend meetings should absences be unavoidable. Meetings are held Wednesday morning from 8 a.m. to 9:30 a.m. at The Commons at Franklin. "Times were difficult for many people last year" Alexander said.

"On average, BNP netted its members \$7,650 in 2009 or put another way? Each 1.5 hour meeting roughly netted each member \$150. We are keen

to expand our local Chapter and are looking for businesses to consider BNP membership."

Membership is determined by an application and is limited to one person in each field for each chapter. For example: only one Chiropractor is accepted into a chapter at any given time. When considering an applicant for membership, Leslie said the committee looks not only at a member's reputation, but also at whether or not the new business is a good fit; we want to sustain an easy flow of referrals amongst members. Guests are always welcome to attend BNP's meetings to learn what it's all about. For more information, contact Leslie at (814) 374-4119 or email leslie@restorationherbs.com.



Business Network Professionals

Phone: (814) 374-4119

Email: leslie@restorationherbs.com

Web: www.bni-westernpa.com

Franklin Area Chamber of Commerce

We offer solutions to meet your employee benefits needs through ChamberChoice!

For more information,
contact ChamberChoice at

1-800-377-3539.

ChamberChoice

The Lamberton House Bed & Breakfast



1331 Otter Street
Franklin, PA 16323
814-432-7908
lambertonhouse.com
mnicklin@aol.com
-Wireless DSL -

Mary & Jim Nicklin, Inkeepers

Member Showcase

Kiwanis Club of Franklin

One of the things that makes our community so great is our local service clubs, which contribute funds and community service to help improve our quality of life.

The Kiwanis Club of Franklin is in the midst of its annual membership drive and has introduced a new Corporate Membership program that could benefit the club as well as participating businesses and organizations. For the same price as individual membership, a business can become a Kiwanis member and ap-

point a representative to take part in the club activities. This helps increase the business, industry or organization's public profile while also benefiting a worthy service club. Corporate memberships, unlike individual memberships can be reassigned to another employee in the event that the designated representative is transferred or seeks employment with another company. This helps the Kiwanis by saving them from paying membership change status reporting and processing fees. Three local companies have already

taken advantage of the new corporate program: Northwest Savings Bank, Salvation Army and Edward Jones Investments. All local organizations are invited to participate.

Kiwanis is a global organization of volunteers dedicated to changing the world one child and one community at a time. The Franklin club has 55 members and is looking to increase that



Kiwanis members took part in the Light Up Night parade and hosted a party at Sugar Creek Station last Christmas.

number by at least 10% in 2010. The group raises money each year through memberships, rentals of its hall on Takitezy Road in Sugarcreek, its popular Diner's Club Card sales, and several other fundraisers. In 2009, the club earned \$17,000 through fundraising efforts that was all funneled back into the commu-

nity. Some of last year's recipients included VARHA, The Rocky Grove Volunteer Fire Department and the Franklin Public Library, just to name a few. Service projects carried out ranged from repairing the stairs at the home of an elderly woman to hosting a Christmas party at Sugar

Creek Station. All requests that help make the community a better place to live are considered by Kiwanis when determining how to best serve the community.

The club meets every Thursday for lunch and an interesting program. Guests are always welcome to attend meetings

to meet current members and learn more about what the organization is all about.

For more information about the Corporate Membership program, or to RSVP for a meeting, call President Ed Bottegal at (814) 671-1594.

Kiwanis Club of Franklin
 Phone: (814) 671-1594
 Mail: P.O. Box 172 Franklin, PA

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**FAMILY SERVICE & CHILDREN'S AID SOCIETY
 OF VENANGO COUNTY**

716 East Second Street • Oil City, PA 16301
 (814) 677-4005 • www.fscas.org

Our services include:

Adoption Services	Home & Community Habilitation
Alternatives to Violence	The HEIGHTS Program
Big Brothers Big Sisters	Oil City P.R.E.P. Program
Drug & Alcohol Program	PPC Violence Free Network & Shelter
Family Foundations Program	Supervised Visitation
General Counseling	Venango Fatherhood Initiative

Strengthening Families Since 1887

Franklin Area Chamber of Commerce
1259 Liberty Street
Franklin, Pennsylvania 16323

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Franklin Area Chamber of Commerce

www.franklin-pa.org

28th Annual Applefest®

October 1-3, 2010

www.franklinapplefest.com

*The enclosed inserts are provided
as a service to our members for
information purposes only and should not
be considered an endorsement of the
Franklin Area Chamber of Commerce
or the Board of Directors.*

**Make a commitment this year:
Buy from a Chamber Member!!!
Member to Member Business**

Calendar of Events

February

February 2...Cheers! Every Tuesday through the end of April, Bella Cucina will salute a local non-profit agency by donating a portion of profits to that organization.

February 5...River North Chicago Dance Company featuring SRU dancers at Slippery Rock University, 7:30 p.m. For details call (724)738-2018.

February 5...The Sweaty Betty Blues Band will perform at 8 p.m. in Pitt-Titusville's Henne Auditorium. Call (814) 827-4503 for tickets.

February 6...Franklin on Ice. See professional carvers turn lifeless blocks of ice into works of art, vote for your favorite chili and enjoy other events throughout the day. For more information call (814) 437-1619.

February 6...Book signing by Titusville author Tambara Sabatini, 3 p.m. to 5 p.m. at Victorian City Art & Frame

February 10...BAH Mixer, UPMC Northwest Cancer Center, 5-7 p.m., Joint with Venango Area Chamber.

February 12-13...The Little Mermaid presented by the FCOA Youth Theatre at the Barrow Civic Theatre.

February 13...Free learn to ski day at Two-Mile Run County Park. Call (814) 676-6116 to register.

February 13...Single Mingle Dinner & A Movie at The Uptown Bistro. (814) 432-8900.

February 13...Sweetheart Dance at the Commons at Franklin. Call (814) 437-7771 for reservations.

February 14...Happy Valentine's Day!

February 18-21...Pre-owned car show at Cranberry Mall

February 19 & 20...Love is in the Air old time radio show at Barrow Little Theatre, 8 p.m.

February 19-21...Oil Country Blue Grass Festival, performances start at 6 p.m. Friday, noon Saturday and 9 a.m. Sunday at America's Best Value Inn & Suites in Oil City.

February 24...Breast Cancer & Me, presented by Susan Kilburn at Oil City YWCA, 6 p.m. (814) 676-6528.

February 25-28...Boat Show at Cranberry Mall

March

March 4...Njacko Backo to perform, Franklin High School, 7:30 p.m., part of the Venango Community Concert Association.

March 4-7...Race Car Show at Cranberry Mall

March 5-6 & 12-14...Pump Boys & Dinettes at the Barrow

March 10-11...The Philanthropic Legacy of the Oil Pioneers, hosted by the University of Pittsburgh at Titusville. Call 800-483-6264 for more information.

March 17...Happy St. Patrick's Day!

March 18-24...Home, Lawn, Garden Show, Cranberry Mall

March 21...Ed Bottegal will play and discuss the accordion at DeBence Antique Music World.

March 24...Penn State University Choir will present a free concert at First UM Church in Franklin, 7:30 p.m.

March 25...BAH Mixer at Liberty Tax Service, 5-7 p.m.