

# The Business Connection

News ~ Events ~ Happenings

February  
2012

Franklin Area  
Chamber of Commerce



1259 Liberty Street  
Franklin, PA 16323

(814)432-5823

[www.franklinareachamber.org](http://www.franklinareachamber.org)

Lynn Cochran - *Executive Director*  
Jodi Lewis - *Executive Assistant*  
Tabatha Boley - *Office Assistant*  
Leigh Protivnak - *Communication Specialist*

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

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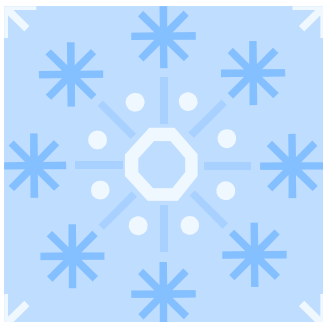
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## Marcellus on Main

Get the facts about the true impact of shale drilling

Marcellus Shale drilling is gaining momentum across the region and it will affect all aspects of the local community. This session is a must attend for all service industry and retail businesses, and residents interested in learning more about how shale drilling will affect the central business district.



Presented by Joy M. Ruff, AICP,  
Community Outreach Manager for the Marcellus Shale Coalition

Friday, February 24, 7:30 to 10 a.m.

The Commons at Franklin, Ballroom

\$10 registration, includes breakfast

RSVP (814)432-5823 to the Franklin Area Chamber of Commerce

The Marcellus Shale Coalition is a non-profit, membership-driven organization with more than 250 members accounting for almost 100% of the operators in the Marcellus Shale region and a vibrant supply chain supporting energy producers and midstream companies. Coalition members work with its partners to address issues with regulators, government officials and communities about all aspects of producing clean-burning, job-creating natural gas from the Marcellus Shale. Ms. Ruff works with individuals and communities to inform key small business, economic development, and local government constituencies of the opportunities around the safe development of natural gas. For more information, log on to [www.marcelluscoalition.org](http://www.marcelluscoalition.org) or take action at [www.marcellusmatters.com](http://www.marcellusmatters.com).

## Membership Showcase



Penn North Financial Services

Polk Center V.R.S.



# Welcome, New Members

What a great way to kick off the new year! Six new members joined the Franklin Area Chamber in January. Please help us welcome them to the Chamber and remember to consider local shopping and member to member business!

## Focused Media

CD McHenry offers marketing, advertising and sales consulting with a personalized, customized touch, drawing on his own 10+ years in radio broadcasting. Call today to discover how he can help you grab new customers' attention.

Contact: Carrol McHenry, Jr.  
157 Pear Street, Franklin, PA 16323  
Phone: (814)282-1335  
Email: carrolmchenryjr@gmail.com

## Franklin Beer Company

A local retail beer distributor with an extensive inventory of domestic, imported and craft beers. Customers can use the drive through service or stop in to browse. They also offer delivery for local events and licensed establishments.

Contact: Marty Lynch  
800 Atlantic Avenue, Franklin, PA 16323  
P: (814)432-8816 or (814)437-5097  
F: (814)437-2364

## Erie Seawolves

The Erie Seawolves, a professional minor league AA affiliate of the Detroit Tigers, has joined the Chamber! They will be partnering with the Chamber on some exciting events and promotions so stay tuned!

Contact: Darryl Murphy  
110 E. 10th Street, Erie, PA 16501  
P: (814)456-1300 F: (814)456-7520  
Email: dmurphy@seawolves.com  
www.seawolves.com

## One of A Kind Design

A functional space begins with a well thought out plan. One of A Kind can help you reinvent your space! They offer commercial and residential interior design services with space planning, color coordination, lighting and more.

Contact: Julie Graf, CKD  
10610 Olean Trail, Mayport, PA 16240  
Phone/Fax: (814)379-3075  
Email: okdinteriordesign@windstream.net  
Find One of A Kind Design on Facebook

## Blair's Key Locksmith

John Miller has purchased Blair's which has been open since 1971, and moved to their new location. They offer Access Control Systems, ADA Compliance Hardware, Door Closers, Electronic Locking Systems, Master Key Systems and more.

Contact: John Miller  
715 Grant Street, Franklin, PA 16323  
P: (814)437-6903 F: (814)432-5597  
Email: blairslocksmith@verizon.net  
www.blairslocksmith.com

## R. Lee James

Mr. James has joined the Chamber as an Associate Member to show his support for our plan of work and to stay informed about events and news throughout the community.

Congratulations to Woods Computer Consulting for winning our 2011 PunchPerks! grand prize. Owner Rob Woods has won a free membership and two tickets to our annual dinner! Bring your PunchPerks! Cards to every Chamber function you attend for your chance to win in 2012.

# Chamber News

## Business After Hours

### *Chamber Network Advantage*



Bossa Nova Café & Roastery

Bossa Nova Café & Roastery hosted our January mixer, and we had a great time networking with more than 100 members! Business After Hours events are a fabulous way to meet your fellow members and build your network.

Don't miss out on one of your best Chamber benefits!  
Call (814) 432-5823 to RSVP for our upcoming mixers.

February 21: [Franklin Insurance Agency Inc & Notary](#), 5-7 p.m.  
March 29: [Victorian City Art & Frame](#), 5-7 p.m.

## Thank You, Renewing Members

National Fuel, 52 years  
Pepsi Beverages Company, 50 years  
Stifel Nicolaus, 51 years  
Franklin Elks, 50 years  
FROGGY\*MAJIC\*WUZZ, 49 years  
Louis Kraft Company, 45 years  
Venango Technology Center, 37 years  
Carbis Walker LLP, 31 years  
Borough of Sugarcreek, 29 years  
Cranberry Mall, 28 years  
Venango VNA Foundation, 28 years  
Allegheny Toyota, 27 years  
Franklin Area School District, 26 years  
UPMC Northwest Foundation, 24 years  
Beith Associates, 24 years  
Wodzianski Engineering, 24 years  
FICDA, 24 years  
**Fezell's Shop 'n Save**, 23 years  
Burns & Burns Associates, 22 years  
**Leonardo's Restaurant**, 22 years  
City of Franklin Housing Authority, 21 years

**Dean's Concessions**, 19 years  
Collins Plumbing & Heating, 18 years  
All Seasons Temporaries, Inc., 17 years  
Frenchcreek Production, 16 years  
Historic Franklin Preservation Association, 16 years  
VARHA, 16 years  
Fisher & Father, 16 years  
**Northwest Physician's Associates**, 15 years  
Franklin Silver Cornet Band, 15 years  
Jim Ellis Photography, 14 years  
Venango County Fair, Inc., 14 years  
West Park Rehab, 13 years  
Wal-Mart, 13 years  
A. Crivelli Ford, 9 years  
Jack Kemmerer, 6 years  
Central Blood Bank, 6 years  
Restoration Herbs, 6 years  
Meadville Tribune, 4 years  
Venango County Commissioners, 4 years  
Shady Acres, 3 years  
Marilyn Neely, 3 years

### 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**

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

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

# On the Agenda...

## Franklin On Ice

Buckwheat Pancake & Sausage Breakfast,  
*Franklin Elks, 7 a.m. to 11 a.m.*

Ice Carving and Show, *Fountain Park, 10 a.m. to 4 p.m.*

Timed Ice Carving Competition, *3 p.m.*

Indoor Sidewalk Sales, *Downtown Retailers*

Chili Cook-off, *11 a.m. to 3 p.m.*

*Chili tasting and voting at Liberty Galleria*

Warming, *Comfort Center, Refreshments, Warm Drinks at Barrow-Civic Theatre*

Magic of David Lawrence - *11:00 a.m., noon & 1:30 p.m., Barrow Little Theatre*

Love Your Library Benefit - *Franklin Public Library - 11 a.m. to 3 p.m. entertainment, refreshments, gift baskets, Kevin Anundson & his canine patrol dog*

DeBence Antique Music World \$5 Tours - *11 a.m. to 4 p.m.*

Photo Contest Announcement Party - *3 to 5 p.m., Victorian City Art & Frame*



## Antique Appraisal Luncheon

The Venango Museum of Art, Science & Industry will host an antique appraisal luncheon on Saturday, February 18, from noon to 3:30 p.m. at The Arlington Hotel in Oil City. Those who attend may bring one item to be appraised in a classroom-type environment. The cost to attend is \$30 per person, limited to 50 attendees. Reservations are required by calling (814)676-2007.

## Garden Collage

The Franklin Gardeners Association is working with the Oil City, Titusville and Master Gardeners in preparing the Garden Collage 2012 to be held at the Venango County Fairgrounds on Saturday, March 10.

Doug Oster, gardening editor for The Post-Gazette, will be among the featured speakers. Mr. Oster is an organic gardener, author of several books, and is featured regularly on radio and television programs. He is particularly well known for his program on public gardens in PA produced for WQED-TV.

A variety of topics will be covered in several sessions including mushrooms, rain barrels and composting. Vendors will have display items for sale and there will be door prizes and a Chinese auction. The day-long symposium will cost \$35 per person. Register by calling (814)437-7607.

## Member Events

### FoxTales

Saturdays, *live music*, 9 p.m.

February 4, *Ray Lanich*

February 11, *Max Schang*

February 18, *Rob & Suzi*

February 25, *Mike Lendyak*

[www.foxtalespub.com](http://www.foxtalespub.com)

The Bricks of Franklin  
Mondays, *Kids eat free*, 5 p.m.  
Wednesdays, *Trivia Night*, 8 p.m.  
Fridays, *Karaoke*, 9:30 p.m.  
Saturdays, *Live DJ*, 9:30 p.m.  
[www.thebricksfranklin.com](http://www.thebricksfranklin.com)

The Commons at Franklin  
Tuesday, *Family Buffet*  
Sunday, *Brunch Buffet*  
[www.thecommonsatfranklin.com](http://www.thecommonsatfranklin.com)

### Bella Cucina

Tuesdays, *Cheers! for local non-profits*

Wednesdays, *Ladies Night*

Thursdays, *International Night*

[www.bellacucinapa.com](http://www.bellacucinapa.com)

French Creek Tavern at the  
Quality Inn & Conference Center  
Thursdays, *Karaoke*, 9 p.m.  
Fridays, *AYCE Beer Battered Fish*, 5 p.m.  
Saturday, *Prime Rib Night*, 5 p.m.

### The Allegheny Grille

Wednesdays, *2 for \$40 evenings*

M-F...*Early Bird Specials*, 3:30-5:30 p.m.

[www.visitfoxburg.com](http://www.visitfoxburg.com)

### Bossa Nova Café & Roastery

Fridays, *Open Mic Night*, 7 p.m.

### Deer Creek Winery

2nd Tuesday of each month, *Grape Bunch Club* - discounts door prizes & samples at all locations!

[www.deercreekwine.com](http://www.deercreekwine.com)

*Watch for a special Valentine's Day events guide email.*

*If you would like to ad an event to the Chamber calendar, email your information to [administrator@franklinareachamber.org](mailto:administrator@franklinareachamber.org)*

# Member to Member News

## SCORE Opens Venango Branch

SCORE-Erie, a non-profit association dedicated to educating entrepreneurs and the formation, growth and success of small businesses nationwide, opened a branch in Venango County in January at the invitation of the Oil Region Alliance.



The new branch on 217 Elm Street allows area business owners and those who are interested in starting a business to obtain personal, free, confidential life-cycle mentoring in their own business area. The counseling is offered in addition to access to the business resources on the Erie website [www.scoreerie.org](http://www.scoreerie.org) and the national site [www.score.org](http://www.score.org). SCORE in Venango is in need of additional counselors. If you are interested in mentoring a budding business, contact SCORE for more information.

The branch is under the leadership of Frank Hajduk, a retired business executive who returned to his home area to volunteer his time to positively impact the economy of the area. Frank and Deb Lutz, Vice President of Economic Development at ORA, have worked in cooperation with Dave Seybolt, Mike Vereb and Tony Ciampa from SCORE-Erie chapter to make the effort come to fruition.

To find out how to take advantage of the SCORE services or to become a counselor, contact Frank at (814) 677-3152 ext. 122 or email him at [ven193@yahoo.com](mailto:ven193@yahoo.com).

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## Small Business Jump Start

An exciting training program for entrepreneurs—215 graduates already!  
Do you dream of starting a business, but not sure where to start? Are you a small business trying to take it to the next level? Are you looking to increase your income?

Small Business Jump Start can help you set realistic business and personal goals, develop a written business plan, learn the basics of record-keeping, financial statements, bookkeeping, marketing and MORE! Plus, gain access to small loans, marketing assistance and other business support services and receive on-going assistance as your business grows.

Sessions will be held on Thursdays, 6 to 9 p.m., March 15 through May 10

Northwest Savings Bank, 1301 Liberty Street, Franklin, PA

Cost: \$75.00

Register for the Informational Session to be held Thursday, March 8, from 6 to 7 p.m.

or request a program application by contacting:

Dan Brockett at 437-7607, cell 758-4090 or e-mail [dlb14@psu.edu](mailto:dlb14@psu.edu)

Sponsored by Penn State Cooperative Extension, Northwest Savings Bank, Oil Region Alliance, City of Franklin, Franklin Area Chamber of Commerce, Svetz Consulting Services LLC, Keystone Community Education Council, ECCA Payroll & Business Solutions, Seneca Printing Express, and Hagan Business Machines.

# Membership Showcase

## Penn North Financial Services

For a small community, Franklin has more than its share of young professionals. There is a noticeable trend in 20- and 30-somethings returning or relocating to the area to start their own businesses or careers. Chip Abramovic is one such professional. His family has owned Sleepy Hollow Golf Course for nearly 30 years, and after a few years away, Chip has returned to Franklin with plans to stay.

Chip left Franklin to attend the Robert Morris School for Finance at Penn State University and took a position as an accountant at GNC's corporate headquarters in Pittsburgh after graduation.

Though he was satisfied with his career, he always wanted to be a financial advisor. He saw a tremendous opportunity with the aging population in Venango County to help retirees responsibly handle their money. He moved back to Franklin in 2010 and has been working with Rich Riddle of Penn North Financial Services learning



the ropes of financial planning while earning his certifications. He is now Vice President of Penn North Financial and is planning on entering the insurance business soon as well.

In addition to wanting to root his career in Venango County, Chip said he felt a strong urge to give back to the community that has supported his family's business for so many years. He spent the entire Applefest weekend volunteering with the Core Committee and is interested in helping local causes.

He is active in other Chamber activities like our Business After Hours networking program and is growing his client base. He likes the flexibility of working for Penn North - he has no quotas to meet and isn't bound to push certain products. "As long as my dog has

food, I'm good to go," he explained. Chip is licensed in whole planning, stocks, bonds and insurance sales. Penn North securities are offered through Mid Atlantic Capital Corporation, a registered broker dealer, member FINRA/SIPC. Penn North Financial Services is not a registered entity and not a subsidiary or control affiliate of MACC.

**Whether you're an individual seeking to responsibly save for retirement or your child's college fund or a business in need of someone to handle your 401K accounts, Penn North can offer more than just mutual funds. Set up a meeting at their Third Street office in Franklin or let Chip come to you and find out more about Penn North can help you make your money work for you.**

### **Penn North Financial Services**

501 Third Street  
Franklin, PA 16323

P: (814) 671-1497 F: (814) 437-9844

Email: [aabramovic@adviserlink.net](mailto:aabramovic@adviserlink.net)

## Member Notices

### **New owner at Guth's**

Congratulations to Hal Carbaugh, longtime employee at Guth's Barber Shop who purchased the shop from Dwight Guth. Hal and stylist Jen have a combined total of more than 30 years experience. Congratulations also go out to Dwight on his retirement!

### **Workplace Posters Available**

Stop purchasing posters from third-party companies who solicit sales by sending letters that imply legal consequences if their posters are not purchased. Get the mandatory posters you need directly from the state at [www.dli.state.pa.us](http://www.dli.state.pa.us) and federal posters online at [www.dol.gov](http://www.dol.gov).

### **Salon Dolce Anniversary**

Congratulations to owner Elizabeth Breene for the one-year anniversary of Salon Dolce. Since opening January 31, 2011, Salon Dolce has added acrylic nails, massages, and extensions and has taken on one additional employee. Here's to many more years!

# Membership Showcase

## Polk Center V.R.S.

One of the great things about living in small communities is that just when you think you know everything about them, you discover something new. Randy Beightol of Polk Center's Vocational Rehabilitation Services is willing to bet there are quite a few area residents that are unaware of the variety of the center's services and that even more people don't realize that those services are available to the general public.

V.R.S. was originally created in 1972 to ensure that every individual residing at Polk Center, regardless of ability level, can work and earn a paycheck to help increase his or her self esteem and quality of life. Since then the program has grown and has given hundreds of individuals the opportunity to work.

Individuals get to work in the dietary field at the The Canteen and Our Place Lounge. The Canteen is a lunch counter open to employees, individuals and the public that provides short order items for breakfast, lunch and dinner. Our Place Lounge is an after hours area for individuals where they can watch movies, get snacks and socialize. Individuals work at both locations stocking pop, candy, condiments, napkins, plastic ware and other items under the direction of a trainer. They keep tables clean and sanitized, take out the trash and do dishes and assist in other tasks.

Other areas where individuals are

able to pitch in are in paper shredding, laundry, recycling, sorting/packaging silverware and custodial. Paper is picked up from area businesses/schools and then sorted and shredded by industrial shredders. The center recycles cardboard, paper, metal and aluminum cans. There is also a Car Wash workshop that is available to the public, by appointment, that cleans the exterior and interior of cars. A group of individuals also work in the community providing custodial and window cleaning services to several businesses.

Some of the most popular and well known products created at Polk Center come from the Concrete Products, Greenhouse, Creative Decorations, and Ceramic Departments. Concrete yard ornaments, potted plants/flowers, ceramic items, creative decorations and other items created by the individuals can be purchased at local craft shows and fairs, such as Applefest, and can also be purchased at their respective workshop area and at the Potting Shed Gift Shop. The Gift Shop and workshop areas are open to the public from 9 to 11 a.m. and 1 to 3 p.m. every week day. Special orders are also available for landscaping stones and other products, and individuals have even made bouquets for weddings.

Finally, individuals can participate in the sub-contract workshop and be involved with the industrial process by sorting, counting or even



^ Inside the Greenhouse

assembling parts for manufacturers. Randy is proud of the center's long-standing contract with Honeywell (which started out as Miller Equipment). It is one of the longest contracts of its type in the state.

The Vocational Department has come a long way and has seen a lot of changes over the years since it first begun, but one thing that has not changed is the "Pride" people continue to have in the work that they do and all they have accomplished. Their contributions have not only been beneficial, but have made The Polk Center V.R.S. department a success.

If you would like to check out any of the products and services or find out how the V.R.S. program could help your business, call the center at (814)432-3171 or stop by the Administration Building at Polk Center to learn more.

**Polk Center V.R.S.**

P.O. Box 94

Polk, PA 16342

P: (814) 432-0339 F: (814)432-0342

Email: [rbeightol@state.pa.us](mailto:rbeightol@state.pa.us)

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**Franklin Area  
Chamber of Commerce**

*Serving our members since 1913*

**30th Annual Applefest®!**  
**October 5-7, 2012**

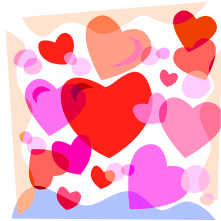
*The enclosed inserts are provided  
as a service to our members for  
information purposes only and should not  
be considered an endorsement of the  
Franklin Area Chamber of Commerce  
or the Board of Directors.*

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

## Calendar of Events

### FEBRUARY

- Feb 1...Seminar to Save Energy, hosted by the Northwest Commission. 8 a.m., Cross Creek Resort. Register by calling (212)946-2846
- Feb 2...Groundhog Day
- Feb 1, 8, 15 & 22...Heart Health Lecture at UPMC Northwest, 7 p.m. To register, call (814)677-1463.
- Feb 3&4...Cabaret off-Barrow production. Tickets and show-times, [www.barrowtheatre.com](http://www.barrowtheatre.com)
- Feb 3...Khafif Music and Dance Troupe, 8 p.m. University of Pittsburgh at Titusville. (814)827-4429.
- Feb 7, 9, 21 & 23...Grow Your Own Vegetables class at Franklin Public Library presented by Restoration Herbs. Register by calling (814)374-4119.
- Feb 11...Youth Alternatives' annual Valentine's Dance fundraiser. See flier for details. (814)676-5785
- Feb 11...Penn State Choir concert at First UM Church
- Feb 11...B.E. Taylor live at Barrow-Civic Theatre, 7:30
- February 14...Happy Valentine's Day!
- Feb 16...History of Philanthropy in Venango County, HFPA program. 7 p.m., Franklin Public Library.
- Feb 19...Flute & Clarinet Program, 1:30 p.m. at De-Bence Antique Music World



- Feb 21...BAH Mixer, 5-7 p.m. Franklin Insurance Agency & Notary. RSVP (814)432-5823
- Feb 24...Cluricaun live at The Commons, 6-8 p.m.
- Feb 25...Three Stooges Marathon, Barrow, 2 p.m.
- Feb 25...AVTA Fundraiser, KofC Hall, 6 p.m. Email [kcounselman510@verizon.net](mailto:kcounselman510@verizon.net) for tickets or questions.

### MARCH

- March 2 & 3...Oil Region Ballet will present Cinderella at 7:30 p.m. Friday, 2 & 7:30 p.m. Saturday at Barrow-Civic Theatre
- March 8...FACC's 99th Annual Dinner
- March 8...Small Business Jump Start informational session, 6 p.m., Northwest Savings Bank.
- March 10...Garden Collage at Penn State Cooperative Extension, presented by the Franklin Gardeners Club
- March 15...Empty Bowls event hosted by Community Services of Venango County at Wanango Golf Club.
- March 15...HFPA presents "The Emlenton Mill" at 7 p.m., Franklin Public Library.
- March 17...Happy St. Patrick's Day! Cluricaun will perform live at The Commons at Franklin, 6 p.m.
- March 18...Steel Drum Band performance at De-Bence Antique Music World, 2 p.m.
- March 29...BAH Mixer, Victorian City Art & Frame, 5-7 p.m. RSVP (814)432-5823