

# The Business Connection



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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## The Future of Jobs

### U.S. Legislators discussed progress at a roundtable

The Franklin Area Chamber of Commerce and the Oil Region Alliance of Business, Industry & Tourism co-hosted a jobs roundtable discussion in February featuring U.S. Senator Pat Toomey and U.S. Representative Glenn Thompson.



\*Photo courtesy of Tom Surman

More than 50 members turned out to hear the lawmakers' takes on the future of jobs in Pennsylvania.

The round table discussion centered around the burden of debt, funding streams and the elimination of federal departments to help offset the looming debt

The Chamber has partnered with West Park Rehab to bring you a new twist on networking—Chamber staff and a personal trainer will meet at 6:45 a.m. on Tuesdays and Thursdays beginning March 1 to “walk and talk.” Those who walk 10 times will earn a free West Park Rehab Home Fitness DVD. Call the chamber at (814) 432-5823 or email [Jodi@franklinareachamber.org](mailto:Jodi@franklinareachamber.org) to sign up.

## Membership Showcase



Pink Champagne Cupcakery

### Integrity Wealth Consulting, LLC



# Welcome, New Members

The following new members have joined the Franklin Area Chamber in February. Please help us welcome them to the Chamber and remember to consider local shopping and member to member business!

## Karma Hair Studio

Karma offers hair styling, men's women's and children's cuts, color, permanents, waxing and more. Conveniently located on West Park Street in downtown Franklin, call today for your appointment.

**Contact: Kasey Carson**  
**314 West Park Street, Suite 102, Franklin, PA**  
**Phone: (814) 432-5020**  
**Email: karmahairstudio2010@yahoo.com**

## Integrity Wealth Consulting, LLC

Integrity Wealth Consulting is a wealth planning firm with a combined total of more than 50 years of experience specializing in helping land-owners manage windfall profits from the Oil & Gas industry.

**Contact: Bob Bruce**  
**101 Bradford Road, Suite 210, Wexford, PA**  
**Phone: (724) 940-9060 Fax: (724) 940-9061**  
**Email: rbruce@iwcnow.com**  
**www.iwcnow.com**

## Farmer's National Bank

Farmer's National Bank opened in a small office in Emlenton in 1900 and has been growing ever since, always with the focus on individualized service and attention to detail. They offer the full spectrum of banking services.

**Contact: Shelly Hartle**  
**7001 US 322, Cranberry, PA**  
**Phone: (814) 676-1970**  
**www.farmersnb.com**

## Mary Kay Cosmetics

Mary Kay rep Meghan White provides image consulting, makeup application and technique, and employer/employee services at no charge. And best of all, she'll come to you! Call for your consultation today.

**Contact: Meghan White**  
**1514 Liberty Street, Franklin, PA**  
**Phone: (814) 673-1965**  
**Email: meghanwhite@marykay.com**  
**www.marykay.com**

## Sew What Embroidery Creations

Sew What Embroidery Creations, based in Cochranon, offers embroidery, personalized wear and screen printing services. Call for a quote to learn more about how you can make your business stand out through their services.

**Contact: Jill L. Kline**  
**1289 Old Route 322, Cochranon, PA**  
**Phone: (814) 425-8095 Fax: (814) 425-1992**  
**Email: sewwhat-04@juno.com**

## Towne Square Eatery & Bake Shoppe

This new Titusville restaurant cooks up a variety of dishes that are changed seasonally and are made from local food sources, with some wine-infused recipes. Daily desserts include specialty tarts, cupcakes, cheesecakes and tiramisu.

**Contact: Shelly Proper**  
**105 South Franklin Street, Titusville, PA**  
**Phone: (814) 827-5279**  
**Email: shelly@townesquareeatery.com**  
**www.townesquareeatery.com**

## New Members Continued...

### Maurices

With over 700 stores, Maurice's stands for fashion, quality, value and customer service. Offering sizes 1-24, their styles are inspired by the girl in everyone, in every size. Check out the latest styles locally at Cranberry Mall.

**Contact: James Dixon**  
**US Route 322, Cranberry, PA**  
**Phone: (814) 676-2561**  
**Web: www.maurices.com**

### R R Hardwoods, Inc.

R R is a Titusville-based manufacturer of wood products for trimming out the interior of your home for renovations. They also provide planning services for lumber companies such as planning, ripping and moldings.

**Contact: Rodney A. Bedow, Sr.**  
**3063 Highway 8, Titusville, PA**  
**Phone: (814) 827-2344 Fax: (814) 827-8671**  
**Email: rrhard@verizon.net**

### The Witherup House

The Witherup House Bed and Breakfast primarily caters to lifelong learning students and faculty attending workshops and events relating to green building, green living and being immersed in creative lifestyles in a small town environment.

**Contact: Ann Rudegear**  
**828 Liberty Street, Franklin, PA**  
**Phone: (814) 437-7203**  
**Email: ann@thewitheruphouse.com**  
**www.thewitheruphouse.com**

### Montgomery's Quality Lawn Care

Experienced and professional lawn care service Trimming, Edging, and Organic soil treatment. Montgomery's has the utmost respect for your property, and provides reliable, trustworthy and efficient lawn care service

**Contact: Jim Montgomery**  
**304 2nd Avenue, Franklin, PA**  
**Phone: (814) 516-2217**  
**Email: mmontgomery@pa.rr.com**  
**www.montgomerysqualitylawncare.com**

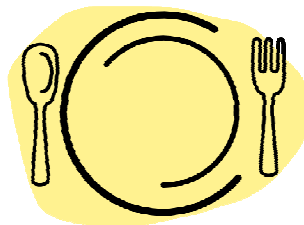
## Thank You, Renewing Members

National Fuel, 51 Years	CTI Physical Therapy, 25 Years	Venango County Landlord Assoc., 8 Years
Northwest Savings Bank, 51 Years	Clarion University-Venango Campus, 23 Years	Family Service & CAS, 8 Years
Pepsi Beverages Company, 49 Years	Community Ambulance Service, 24 Years	The Galena Signal, 8 Years
Sehman Tire Service, Inc. 48 Years	Eakin Auto, 23 Years	Northwest Commission, 7 Years
Feldman Jewelers, 46 Years	Sleepy Hollow Golf Course, 21 Years	Northwest Savings Bank - Youth Alternatives, Inc., 6 Years
Venango Technology Center, 36 Years	Venango Regional Airport, 20 Years	Commercial Lending, 5 Years
Regional Center for Workforce Excellence, 32 Years	Easter Seals of Western PA, 20 Years	The Kirtland Cancer Foundation, 5 Years
United Way of Venango County, 31 Years	Franklin Public Library, 19 Years	First United National Bank, 4 Years
Carbis Walker, LLP, 30 Years	Joseph J. Liotta Law Offices, 18 Years	Franklin Bronze Plaques, 4 Years
Oil Region Alliance of Business, Industry & Tourism, 28 Years	Central Heating & Plumbing, 17 Years	Venango Catholic HS, 4 Years
Ligo Architects, 28 Years	Victorian City Art & Frame, 17 Years	Little Caesars, 4 Years
Venango VNA Foundation, 27 Years	Barrow-Civic Theatre, 16 Years	Xtreme Audio & Accessories, 3 Years
Venango Museum of Art, Science & Industry, 26 Years	Allegheny Toyota, 16 Years	Edward Jones Investments, 3 Years
Mary K. Peterson, 26 Years	The Salvation Army, 15 Years	Dale Wilson Real Estate, 2 Years
	Barr's-Staup Insurance, 15 Years	Stitch n' to Go, 1 Year
	NW Physicians Associates, 14 Years	

# On the Agenda...

## FACC 98th Annual Dinner

The Franklin Area Chamber of Commerce will hold our annual dinner and awards ceremony on Thursday, March 10, 2011 at the Quality Inn & Conference Center.



The evening will include award presentations for the 2010 Gold Shovel winners who have opened or expanded a business over the past year and the naming of the Man & Woman of the Year.

A silent auction will also be held with great prizes including sports, dining, small business, decorating and destination packages, plus individual items such as jewelry, furniture and sporting goods.

Make your reservation today by calling (814) 432-5823. Tickets are \$35 per person and include a buffet dinner. You don't want to miss out on one of the best networking opportunities of the year!

## PAWcasso Gala Event

The Third PAWcasso fine art and wine tasting gala will be held on Saturday, April 30, from 6 p.m. to 9 p.m. at The Commons at Franklin. The event will directly benefit the Venango County Humane Society and the building of the new shelter on Route 322. The evening will include a fine art auction of artwork created by animals at the shelter with the help of volunteers; a Chinese auction; musical entertainment; and wine tasting. Information on event sponsorship can be obtained by calling Becky Witherup at (814) 432-3124.



## 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**

## Member Events

### FoxTales

Saturdays, *live music*, 9 p.m.  
March 5, *Uncharted Course*  
March 12, *Cheap & Eazy*  
March 17, *Jay & Shelly*  
March 19, *Mike Lendyak*  
March 26, *Mark Berry*  
[www.foxtalespub.com](http://www.foxtalespub.com)

### The Bricks of Franklin

March 26, *Cyrus, Orodruin & Argus*,  
*Three metal bands on one stage*, 10 p.m.  
Wednesdays, *Trivia Night*, 8 p.m.  
Fridays, *Live DJ & Karaoke*, 9:30 p.m.  
Saturdays, *Open Mic/ Open Jam*, 9:30 p.m.  
[www.thebricksfranklin.com](http://www.thebricksfranklin.com)

### The Commons at Franklin

Wednesdays, *Ethnic Night*  
Thursdays, *AYCE crab legs*, \$25  
[www.thecommonsatfranklin.com](http://www.thecommonsatfranklin.com)

### Bella Cucina

Tuesdays, *CHEERS! A percentage of meal proceeds will be donated to a local non-profit*  
Wednesdays, *Ladies Night*  
Thursdays, *International Night*  
Last Thursday of every month, *Dining Japanese style-Sushi, Sabimi & Sake*  
[www.bellacucinapa.com](http://www.bellacucinapa.com)

### Blue Canoe Brewery

Thursdays, *Carl Olsen Live*, 7 to 9 p.m.  
Fridays, *Ernie Barker Live*, 8 p.m.  
[www.thebluecanoebrewery.com](http://www.thebluecanoebrewery.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

Fridays...*AYCE Buffet*, 4-9 p.m., \$12.95  
Sundays...*kids eat free!* 10 & Under  
M-F...*Early Bird Specials*, 3:30-5:30 p.m.  
March 26...*Wine Pairing Dinner*, 7 p.m.  
[www.visitfoxburg.com](http://www.visitfoxburg.com)

If you have an item you would like added to the calendar, email [lynn@franklinareachamber.org](mailto:lynn@franklinareachamber.org).

# Legislative Update

## 814 Area Code Update

Debates are heating up over the proposed change of the 814 area code to accommodate the increase in telephone numbers for the area. Opponents are asking for an overlay on the entire region that would allow existing customers to keep their 814 area code and new ones would end up with the 582 number. The Public Utility Commission continues to hold meetings to allow the public to weigh in on the issue. We will continue to keep you posted with the latest updates.

## Essential Air Service Under Scrutiny

Last month Venango Regional Airport manager O.C. Bell announced that the county's Essential Air Service was once again under scrutiny and in danger of cancellation. O.C. encouraged everyone to contact their Senators in support of the service. U.S. Senator Bob Casey voted to preserve support for Pennsylvania airports in the Essential Air Service (EAS) program in February when an amendment to eliminate the program came to the Senate floor. The amendment was rejected by a vote of 61-38.

"Eliminating the EAS program would have been devastating to the economies of rural communities in Pennsylvania," said Senator Casey. "I am proud to stand up for the regions of Pennsylvania that rely on the EAS program for sustained economic development and jobs. At a time when the Commonwealth is struggling to recover from a devastating recession, I will continue to fight everyday for economic growth and job creation strategies for Pennsylvania."

In Pennsylvania, six community airports, including Altoona, Bradford, DuBois, Johnstown, Lancaster and Oil City/Franklin are served by EAS supported airlines. Last year, roughly \$8.8 million in federal funding was provided to ensure air service in these communities.

## Member to Member News

### New Fundraising Opportunity Available

There comes a time when your group or organization finds it necessary to raise funds for the continuance of programs, replacement of equipment, or to cover operational expenses. Fox's Pizza Den recognizes the importance of business and individual donations to your group, and would like to offer you a means to raise funds. A "Fox's Fundraiser" can help bring valuable funds to your organization without the hassle of order taking, delivering, or selling door to door. Fox's will provide you with coupon-cards for a medium pepperoni pizza. Each card sells for \$7.00. Your group earns \$3 for every pizza you sell! For more details or to start your coupon campaign today, call Rochelle at (814) 432-2625.

### New websites...

- Huff Chapel, Inc. has launched a new website at [www.huffchapel.com](http://www.huffchapel.com). The site features information about the company and their services, as well as grief management resources and recent obituary listings.
- Northwest Physician's Associates is launching a new online service April 1, that will include a patient portal for filling out paperwork in the comfort of your own home instead of while you're sitting in a waiting room.  
[www.northwestphysicians.com](http://www.northwestphysicians.com).
- Rochelle's Family Restaurant/Fox's Pizza Den has signed on for the Chamber's new Web Ad program. You can find Rochelle's full menu, soup schedule and lunch under 5 options by linking from the Chamber membership directory online. Check it at [www.franklinareachamber.org/?q=node/1532](http://www.franklinareachamber.org/?q=node/1532)

### Member briefs...

- **Deer Creek Winery** is now open inside Butler Mall. Now there are three great places to get Deer Creek's products.  
[www.deercreekwine.com](http://www.deercreekwine.com)
- **Deets Sugar House** is opening for the season Friday, April 1 and will be open Friday through Sunday until May when it will be open seven days a week.

# Membership Showcase

## Pink Champagne Cupcakery

Franklin just got a whole lot sweeter thanks to the area's newest hot spot, Pink Champagne Cupcakery.

With no prior business experience, but with tremendous faith and support from her family, friends and the community, Michal Wargo has created one of the most popular businesses in town. The whirlwind began in October when Michal sold her first dozen. She was baking as a hobby at the time, but friends and family members liked the cupcakes so much they started asking to purchase them. The orders continued to pour in and before she knew it, Michal had a booming cupcake business. The location at 1252 Liberty Street was chosen at the end of 2010 and after a month and a half of renovations, the doors opened in February. Social marketing and word of mouth advertising helped boost the cupcakery's popularity even before the doors opened. Cupcakes began showing up at community functions and special events and by Christmas, Pink Champagne had orders for more than 250 dozen cupcakes.

Pink Champagne serves up five different delicious flavors of cupcakes every Tuesday through Saturday. Signature varieties include Strawberry Green Tea, Doughn't You Love It, Gorilla, PB&J, Rosewater Pistachio and Crazy Good Day, just to name a few. New flavors are constantly being developed based



**Alex Giddings, Michal Wargo and Jackie Bruestle.**

on customer requests and suggestions from their growing fan base. Weekly flavor schedules are listed on their website and announced on their Facebook page.

Just 39 minutes into opening day, Pink Champagne sold out of their cupcake inventory for the entire day. Every day since, they have made more cupcakes than the day before and they continue to sell out on a daily basis.

What's the secret to all this success?

Michal said her dream would never have come true without the support she received from her husband, David, her children, family, friends and community.

In about a month and a half, Michal and her family renovated the storefront adjacent to The Hearing Care Center to include a full state of the art kitchen and a relaxing eatery and gift shop. Gift items include t-shirts, nail polish, sunglasses, candles and signs. Michal said she chose the retail items to complement the frivo-

lous, fun feel of the pink and black themed shop. Cupcakes make people happy, according to Michal's business cards. And although she admits that true happiness cannot be achieved through cupcakes, she said she is always amazed at the reactions from her customers. "They really do light up," she said.

You can enjoy your cupcakes on one of the cozy pink chairs or couches or take them to go and brighten someone else's day! David calls the store a "tree fort for grownups" where they can relax and escape the stresses of the day.

If you haven't tried one, stop to treat yourself today! Remember: go early or call ahead to set back your order.

Have a special occasion or don't like what's on the menu for the day you'll be arriving? Call ahead at least 24 hours to order a variety of flavors of the day or request a special flavor (minimum dozen of each flavor for flavors not on the menu).

For more information, visit [www.realmeneatcupcakes.com](http://www.realmeneatcupcakes.com) or follow Pink Champagne's developments on [www.facebook.com/pinkchampagnecupcakery/143870602323121](http://www.facebook.com/pinkchampagnecupcakery/143870602323121).

**Pink Champagne Cupcakery**  
1252 Liberty Street  
Franklin, PA 16323  
P: (814) 432-0000  
[pinkchampagnecupcakery@gmail.com](mailto:pinkchampagnecupcakery@gmail.com)  
[www.realmeneatcupcakes.com](http://www.realmeneatcupcakes.com)

# Membership Showcase

## Integrity Wealth Consulting, LLC

For many area families, the Marcellus Shale gas boom will bring unprecedented wealth. Along with that wealth will be a cavalcade of questions about how to properly handle windfall profits. Integrity Wealth Consulting, LLC of Wexford would like to help you make the right decisions to protect and grow your wealth. With a combined total of more than 50 years experience in educating and empowering people Integrity Wealth Consulting knows what is happening with Marcellus Shale and can help you pursue your goals

The advisors use a comprehensive consumer advocacy approach to help you Stay Grounded and informed in the Marcellus process. A process beginning with the most important word Protect and continuing with a comprehensive and customized wealth plan for every client.

The man at the helm of IWC is Bob Bruce whose credentials include Certified Investment Management Analyst® and Accredited Investment Fiduciary®. He is a former Emmy award winning television journalist and news anchor at WPXI-TV in Pittsburgh. Though he admits it isn't the typical route to owning a financial planning firm, Bob said his experience in journalism naturally positions him as a consumer advocate for his clients. For the past 14 years he has helped empower his clients as they made



**INTEGRITY**  
WEALTH CONSULTING, LLC

critical financial decisions.

Bob has assembled what he calls Team Marcellus. It is a group that includes legal experts with years of experience in leasing and royalties to help landowners make the right decisions about their future. Revenues from gas royalties can drop dramatically in the early years of a gas well. This is why setting a solid financial plan in place from the start is critical to protect and deal with the emotional effects of sudden wealth.

Another key to Bob's résumé is his familiarity with the Oil & Gas Industry. He lived in Texas during an oil boom and Oklahoma during a crash, and is just as comfortable discussing acceptable line loss as he is talking about decreasing federal tax liability.

Marcellus activity is heating up everywhere, but Bob said after much research he made a conscious decision to become part of the community in Franklin and Clarion. Integrity Wealth Consulting believes in truly integrating and participating in the communities it serves.

If you would like to learn more about what Integrity Wealth Planning can do for you, call today to



schedule a consultation, or attend their upcoming landowner workshop here in Franklin:

Find out if your gas lease protects your interests and learn options about managing taxes and possibly growing assets from an expert panel, The Marcellus Team. The workshop will take place at 7 p.m. March 31 at The Quality Inn & Conference Center in Franklin. Please call (724) 940-9060 or email [iwc@iwcnow.com](mailto:iwc@iwcnow.com) to reserve your seat. Not able to attend? IWC has made it simple to find solutions to your Marcellus Shale questions by clicking on the Marcellus Gas Resources button on their home page, [www.iwcnow.com](http://www.iwcnow.com).

**Integrity Wealth Consulting, LLC**  
101 Bradford St., Suite 210  
Wexford, PA 15090  
P: (724) 940-9060 F: (724) 940-9061  
[rb Bruce@iwcnow.com](mailto:rb Bruce@iwcnow.com)  
[www.iwcnow.com](http://www.iwcnow.com)

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

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## Franklin Area Chamber of Commerce

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

Save the date!  
**98th Annual Dinner**  
**March 10, 2011**

*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

### March

**March 1...**Clarion University-Venango Campus art exhibit reception, 7 p.m.  
**March 2...**Congressman Glenn Thompson's office will hold constituent hours at the Chamber office, 10 a.m. to 1 p.m.  
**March 5...**The YWCA of Oil City will hold its 35th Annual Antiques & Sale Show, 9 a.m. to 4 p.m.  
**March 5...**Discover Ecuador at Two Mile Run County Park, slide show 3 p.m.  
**March 5...**2B40, 7 p.m. Barrow Little Theatre  
**March 5...**Venango County Historical Society Community Day at Cranberry Mall.  
**March 9...**Lunch & Learn about resources for those who are out of work, Rocky Grove Fire Hall, 11 a.m.  
**March 10...**98th Annual Dinner, Franklin Area Chamber of Commerce, at the Quality Inn & Conference Center.  
**March 11-13...**Murder Mystery Weekend at Gateway Lodge Bed & Breakfast  
**March 11, 12, 18, 19, 20, 21...**Romeo & Juliet, Barrow-Civic Theatre.  
**March 11-13...**Fractured Follies at Pitt-Titusville's Henne Auditorium. 7:30 Friday & Saturday, 2 p.m. Sunday.  
**March 11-12, 18-20...**Romeo & Juliet at Barrow-Civic Theatre. For tickets and info, call (814) 437-3440.

**March 14-20...**American Cancer Society's Daffodil Days  
For more info or to order, call (814) 677-6076  
**March 17...HAPPY ST. PATRICK'S DAY!**  
**March 17...**Guns & Oil: How the PA Region Won the Civil War, HFPA program, 7 p.m., Franklin Library.  
**March 18-20...**Retreat to Wellness at Gateway Lodge.  
**March 19...**Casino Night fundraiser for United Way of Venango County, 7-11 p.m. Call (814) 676-6545 for info.  
**March 24...**How our online lives affect our offline personalities, Clarion University-Venango Campus, 7 p.m.  
**March 25...**Dr. Zoot performs classic swing music at Pitt-Titusville's Henne Auditorium. Tickets, (814) 827-4503.  
**March 25...**Open Mic, Clarion U-Venango Campus.  
**March 26...**Hidden Highways, Oil Pipeline lecture presented by National Fuel Gas at Oil City Library, 7 p.m.  
**March 31...**Landowners Workshop for Marcellus Shale resources. 7 p.m. Quality Inn & Conference Center, presented by Integrity Wealth Consulting, LLC.  
**March 31...**Business After Hours Mixer, The Commons at Franklin, 5-7 p.m. RSVP: (814) 432-5823.

### April

**April 6...**Oil Region Job Fair, Cranberry Mall, 11 a.m. Call (814) 678-5090 for additional information.  
**April 28...**BAH Mixer, 5-7 p.m., Classy Catering  
**April 30...**PAWcasso fine art and wine tasting gala, 6-9 p.m. The Commons at Franklin.