



The Business Connection

News ~ Events ~ Happenings

May

2011

Franklin Area
Chamber of Commerce



1259 Liberty Street
Franklin, PA 16323

(814)432-5823

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.

In this issue:

Page 2... Welcome New Members, Thank You, Renewing Members

Page 3.....Announcements

Page 4On the Agenda

Page 5Member News

Page 6.....Member Showcase

Page 7 Member Showcase

Page 8Calendar



Get into the Spring of things

May Mart kicks off the Spring/Summer festival season

Spring is finally here and the warm weather festival season is ramping up. Franklin Gardeners Association will host its 11th annual May Garden Mart Saturday, May 7, from 9 a.m. to 4 p.m. and Sunday, May 8, from 11 a.m. to 4 p.m. The festival includes about 40 vendors selling everything you need to make your garden or patio space truly unique from hard-to-find perennials to hand made lawn ornaments.



2010 May Mart Photos from www.franklinpa.gov

While you're at the festival, check out Allegheny Valley Trails Association's bird house raffle and enter to win a one of a kind birdhouse decorated by a local artist. Don't forget to visit the downtown shops and eateries that will be open during the festival and stop by the Venango County Historical Society for its annual antiques and treasures sale.



Membership Showcase



Fultz Enterprises

Towne Square Eatery



Welcome, New Members

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

Amanda Rodgers Photography

Amanda Rodgers provides on-location photography services which include, but are not limited to, maternity, newborns, children, family, seniors, weddings, birthdays and other events.

Contact: Amanda Rodgers
1212 Elk Street, Franklin, PA
Phone: (814) 671-5909
amandarodgersphotography@gmail.com
www.amandarodgersphotography.com

Send Out Cards

A convenient and economical way to send cards online. Just choose a card, write a message and click send. Send Out Cards will print, stuff and mail the physical card for you!

Contact: Renee Evans
20 Smedley Street, Oil City, PA
Phone: (814) 758-6349
srevans5@yahoo.com
www.sendoutcards.com/reneeevans

Thank You, Renewing Members

Frederico A. Padin, MD, 41 years
Valley Grove School District, 35 years
Community Drug, Inc., 26 years
KB Pizza Co., 20 years
Venango Training & Development Center, 20 years
Keepsake Video Production, 16 years
American Cancer Society, 11 years
DuBois Business College, 10 years
Handsome Lake Energy, 9 years
Dennis Farms, 9 years
Al Freeman Contracting, 8 years
Sportsworld, 6 years
King's Landscaping, 6 years
Andres Bush Internal Medicine, 4 years
Holiday Inn Express Hotel & Suites, 4 years
Franklin Silver Cornet Band, 3 years
Tri-County Pest Control, 3 years
FrenchCreek Carvings, 3 years
All American Catering, 2 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

Business After Hours

Chamber Network Advantage

Thank you to Classy Catering of Oil City for hosting our April Business After Hours. Members were treated to a fantastic networking opportunity and of course, great food!



The Commons at Franklin, March 31, 2011

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

May 19: Erie Homes for Children & Adults,
5-7 p.m. at AmaZing Foods Catering & Café.

May 25: Venango Technology Center,
5-7 p.m. Three-Chamber Joint Mixer

Chamber News

Amusement Park Tickets Back by Popular Demand

The Chamber will be selling discounted amusement park tickets this year as an added benefit to our members. The tickets provide significant discounts on admission to Cedar Point, Soak City, Kennywood, Sandcastle, Splash Lagoon, Idlewild & Soak Zone and Waldameer Park & Water World. Tickets are available to all Franklin Area Chamber members and their employees. Watch your June newsletter for pricing and details.



Focus on our Future Forum

The 18th Annual Focus on our Future Community Forum will be held Thursday, May 12 through May 22 at The Commons at Franklin. Registration - 8 to 8:30 a.m. Forum - 8:30 a.m. to 4 p.m. This year's theme is "Doing the Best We Can with the Resources We Have". There is no cost to attend, lunch will be provided.

Keynote Speaker - Kristin Hagopian is a Motivational Speaker and Author of "Brilliant Frugal Living", conducting humorous lectures on personal finance and wealth-building to civic, corporate and private groups. In today's economy, your hard-earned money has to stretch further than ever to make ends meet. Put Kristin's experience to work for YOU!

Also Presenting - Karen Vadino, MSW, LPCC, OCPC, is a Motivational Speaker, Humorist, Trainer, and Consultant. She is a nationally recognized speaker known for her unique and humorous approach to life. Karen has been in the human services field for over 20 years and has been a trainer and educator for 15 years.

For more information please contact: Keystone Community Education Council, lhummer@sonline.net, (814) 678-5069 or (814) 677-4427.

Educational Opportunities

Avoiding Workplace Fraud, Thursday, May 19, 2 to 4 p.m. at The Arlington Hotel in Oil City. \$20 per person.

When you are a small business owner you need to be aware of fraud and proactive to avoid it from happening to you. Whether it is an employee stealing from you, an outsider stealing from your store or hacking into your computer system, you need to be vigilant to control loss. Topics covered will include Construction Fraud, Healthcare Fraud Waste & Abuse, Embezzlements, Conflicts of Interest/Self Dealing, Fictitious Vendors, Over-Billing Schemes, Kickbacks & Bribery

To register call Continuing Education at (814) 393-2227 or Toll free at 1 (800) 672-7171 option 5 or email: continuinged@clarion.edu

On the Agenda...

Walk a Mile in Her Shoes

The Venango County Stop Violence Against Women and PPC Violence Free Network challenge you to take a stand against violence and Walk a Mile in Her Shoes®.

Registration begins at 9 a.m. May 14, walk begins at 10 a.m. Meet at the Venango County Courthouse steps. Registration \$5. All proceeds will support victim services in Venango County.

High heels are optional, but ENCOURAGED!!

To register or for more information contact Jennifer Moon, victim/witness coordinator, Venango County District Attorney's office at (814) 432-9600 or jmoon@co.venango.pa.us.



Coppertones for Kids

Just in time for Mother's Day, Kim Keller of Coppertones will lead a workshop for children ages 6 and older to create a custom work of copper art. The workshop will include 6" copper foil, embossing stick, choice of design, felt backing, ready to hang for \$6 per child. Classes will be held at Liberty Galleria, 1255 Liberty Street, at 11 a.m., 12:30 p.m. and 2 p.m. on Saturday, May 7.

Spring Kickoff Horse & Pony Pull

The Venango Draft Horse & Pony Association will hold its third annual Spring Kickoff Pull at 10 a.m. May 21 at the Venango County 4-H Fairgrounds in Franklin.

Come enjoy one of the biggest pulls in PA. Free wagon rides, good food and door prize drawings.

Measuring begins at 9 a.m. Minis to start at 10 a.m. Ponies start pulling at noon, horses start pulling at 2 p.m. Rain or shine. For more information or a copy of the rules contract, call Clint Hoffman at (814) 758-6105 or John Schwab at (814) 354-2157.

Member Events

FoxTales

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

May 7, *Mark Beery*

May 14, *Doug Phillips*

May 21, *Mark G.*

May 28, *Char & Tony*

www.foxtalespub.com

The Bricks of Franklin

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

The Commons at Franklin

Wednesdays, *Idol Night*, 7 p.m.

Thursdays, *AYCE crab legs*, \$25

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

Blue Canoe Brewery

Thursdays, *Carl Olsen Live*, 7 to 9 p.m.

Fridays, *Ernie Barker Live*, 8 p.m.

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.

www.visitfoxburg.com

If you have an item you would like added to the calendar, email hynn@franklinareachamber.org.

Member News

PNC Grow Up Great Pizza Gardens Planted

During the week of April 11-17, over 100 preschool children were planting pizza gardens. Their little fingers poked holes in the dirt and counted seeds to start peppers, oregano, parsley, tomatoes, and chives in seed trays provided by the PNC Grow Up Great Program. PNC volunteers in the classrooms read and donated the book "Planting a Rainbow", as well as Grow Up Great Financial Literacy DVDs to classrooms. Each child was given an Explorers Kit and Grow Up Great sticker, during their event.

Later in this summer, PNC volunteers will return with pizzas to share with the children and discuss how plants are used to make pizza. "We so enjoyed planting the pizza gardens. These children are so inter-

ested in planting and one child asked me how to plant pepperoni!" remarked PNC volunteer Ronnie Miller.

In all, 15 Pizza Gardens were planted in 12 preschool classrooms in Franklin, Titusville, and 10 other cities.

A special thanks to Retail Banking volunteers who assisted in deployment of this year's initiative and to the following PNC volunteers for their support and time: Barb Kervin, Peter Harrington, Chris Bernatowicz, Terri Zeigler, Mary Przepyszny, Erin Schwimmer, Gina Boughner, Megan Rimpa, Pat Ferry, Sandy Hepler, Ronnie Miller, Bryan Smith, Natalie Yates, Heidi Phillips, Jeanine Henry, Tara Straneva, Joby LaFuria, Jennifer Dice, Andrea Swope, Pat Louch, Karen Malick,



Joanne Buro, Kathy Harris, Robin Keisel, Renee Santos, Shayne Wakinokona, and Eva Marie Lipinski. In addition to planting pizza gardens, PNC volunteers donated more than 200 outdoor toys — bubbles, hula hoops, sidewalk chalk, pin wheels, kites, sand toys, jump ropes - for the children to enjoy in the warm weather.

CDC Hires First School Psychologist

Child Development Centers (CDC) has hired a Clarion County woman as its first certified school psychologist.

Maria Vaughn will help families manage a child's social, emotional, behavioral or learning problem so he or she can do best at home, in school and elsewhere. She works primarily with preschool and school-age children but also devotes some time to infants and toddlers enrolled at CDC.

Ms. Vaughn is well acquainted with CDC, which provides child care and early childhood education for about 675 boys and girls in Oil City, Franklin and Cranberry. She has been at CDC's Hasson Heights center for more than a year as a RIU coach for a federal grant-



funded school psychology/child development program. The grant will expire later this year but Ms. Vaughn will oversee continuation of the program at the Oil City site, and CDC eventually will extend the initiative to its Franklin and Cranberry centers. The program includes a general approach to benefit all children, preventive steps to assist children at risk for social, emotional, behavioral or learning delays, and specific interventions for boys and girls who have persistent difficulties of this nature.

As a school psychologist, Ms. Vaughn also works with CDC teachers and local agencies to aid children and their families.

Membership Showcase

Fultz Enterprises

Times are tough for small businesses, but a three-fold business model has helped Fultz Enterprises, Inc. weather the changing economic climate for nearly four decades.

The core of Fultz's business comes from industrial equipment sales and from two truck wash facilities on I-80 - one in Barkeyville and one in Youngstown - but the price of fuel has hurt the truck wash business deeply.

Owner Frank Fultz said the downturn is typical of most small businesses within the transportation industry. Truck washing used to be included as a discretionary expense for drivers, but many companies have had to cut corners. This is not the first time Fultz has been affected by shifts in the industry. The company saw an all-time high in business with truck wash contracts from Quaker State and Pennzoil fleets before those companies left the region in the 1990s. Fortunately, Fultz has been able to adapt and expand its services in order to survive through difficult economic times.

The business was started in 1972 by a group of teachers from Franklin High School, including Frank. They took up truck washing in the summer season to bring in extra income. After 17 years in education, Frank was ready to move on completely and bought out the other partners in the early 1980s. At the



Frank Fultz inside his Cedar Street warehouse.



time there were four employees.

The company now employs 25, and has a regional sales and service office in Cleveland and its services include industrial equipment sales and deck cleaning and restoration.

Fultz is a regional seller of pressure washers, automatic truck wash systems, wastewater treatment systems, evaporation systems, wet/dry vacuums, and waste oil furnaces. Even some of that business has been hurt by the sales of pressure washers at big box stores. What sets them apart is that their product line caters to transportation, industrial, construction, agricultural, and food processing markets and they only what they consider "best of class" products. One product line in particular, Reznor waste-oil heaters, have been top sellers to companies with large fleets of vehicles. Any

business with high volumes of waste oil can stand to eliminate 90% of their heating costs by using a waste-oil system, Frank said. Frank is always looking to expand the company's inventory to meet customers' needs and is looking into water softeners, salt-free water conditioners, and oil-dispensing liquids to be available in the near future.

The third facet of Fultz's business, deck cleaning and restoration, is ramping up for the summer season. Fultz crews are available for any exterior building cleaning, paint preparation, and some interior cleaning for construction work.

One of their most high-profile jobs was a restoration project of the Franklin Public Library that included stripping away a dozen layers of paint to reveal the beauty of the library's brick exterior.

Frank said the key to his business' longevity is the top quality of work and products that keep customers coming back.

Fultz is running a special now for anyone that books a deck or house cleaning before June 15. Call today to schedule your appointment!

Fultz Enterprises, Inc.
 20 Cedar Street
 Franklin, PA 16323
 P: (814) 432-4228 F: (814) 432-4658
ffultz@fultz-enterprises.com
www.fultz-enterprises.com

Membership Showcase

Towne Square Eatery & Bake Shoppe

Shelly Proper has dreamed for years about opening her own restaurant and bakery—somewhere she could experiment with menu items and flavors and give her customers a chance to experience new flavors and healthy eating. She never thought her dream would become a reality, but in December, the doors opened at Towne Square Eatery & Bake Shoppe on Franklin Street in Titusville.

Though she has no formal training, Shelly is a self-professed foodie who spends most of her free time cooking. She grew up in the kitchen learning its secrets from her grandmother, a native of Potenza Italy.

Towne Square is located in the former Thompson's Drug Store space, next door to her husband's award winning business, Angeli Winery. The businesses are a perfect complement to one another - Towne Square's lunch and evening crowds are strong and customers are permitted to purchase wine from next door to bring into the restaurant to enjoy with their meals and desserts. Some reminders of the drug store are still intact, such as the soda counter and the old jewelry case, which now holds baked good.

What sets Towne Square apart from many other restaurants is its commitment to using as many local and organic ingredients as possible in their dishes - cottage cheese, yogurt & sour cream from Titusville Dairy, honey, syrup, produce from the

farmers market starting in May, and of course, wine, are just some of the local items you'll find. Another key is its guarantee that everything is made from scratch. You won't find a bottled dressing or sauce on the menu.

Other home-made goods include a variety of sweets from scones to their signature red velvet cake with a layer of cheese-cake in the middle. Melisha Stoltenberg, pastry chef and manager creates a large assortment of desserts and custom cakes for all occasions.

The eatery menu changes continually to use the freshest ingredients and reduce waste. Each item is carefully planned by Shelly & Melisha, including daily soups and entrees. They are not the typical American fare. Some signature dishes include white truffle oil eggs and a turkey, mandarin orange and sugared almond salad.

In addition to eatery hours, Towne Square does in-house catering for parties (up to 70 guests) and will close to the public for private bookings. And they do off site catering for parties of 75 or more.

For regular customers - and we are sure you will become one once you



^ Dan Proper, Sarah McNeal and Shelly Proper. < Grapes used by Angeli Winery are hand painted throughout Towne Square Eatery.

try it! - Towne Square offers coffee and dining cards that allow you to earn discounts up to 50% off.

The eatery is open Monday through Thursday for quick breakfast items such as bagels & scones from 8 to 11 a.m. and for lunch from 11 a.m. to 2 p.m. & coffee and sweets from 2 to 4. Brunch items are available on Saturdays from 11 a.m. to 7 p.m. In June, the restaurant will open on Sundays from 4 to 8 p.m. to accommodate customers from the Oil Creek & Titusville Railroad.

Follow Towne Square on Facebook for the latest updates on menu changes, business hours and special events.

Towne Square Eatery & Bake Shoppe
105 S. Franklin Street
Titusville PA 16354
P: (814) 6827-5279 F: (412) 564-9626
info@townesquareeatery.com
www.townesquareeatery.com

Franklin Area Chamber of Commerce
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Franklin Area Chamber of Commerce

Serving our members since 1913

29th Annual Applefest! October 7-9, 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

- ◆ **May 1...**VARHA 7th Annual Treasure Sale, 9 a.m.
- ◆ **May 4...**S.P.I.F.I.Y. Day! Put Franklin's best foot forward and cleanup downtown Franklin along with the city crews
- ◆ **May 6-8...**Venango County Historical Society Antiques & Collectibles Sale
- ◆ **May 6-8...**Annie at Barrow-Civic Theatre
- ◆ **May 7-8...**May Mart in Fountain Park, downtown Franklin, hosted by the Franklin Gardeners Association.
- ◆ **May 8...**Mother's Day lunch at AmaZing Foods Catering Co. & Café, 10:30 a.m. to 3 p.m.
- ◆ **May 11...**6th Annual Western PA Families of Fallen Heroes Memorial Ceremony, Bandstand Park 1-1:30pm.
- ◆ **May 11...**Oil Heritage Region Historic Preservation Awards, Please RSVP by May 6 to (814)677-3152 ext. 110
- ◆ **May 12...**Focus on our Future Community Forum, 8 a.m. to 4 p.m., The Commons at Franklin
- ◆ **May 14...**Walk a Mile in her Shoes, PPC Violence Free Network march against violence, Venango Courthouse
- ◆ **May 14 & 15...**Mountain Bike Jamboree at Two Mile Run County Park, call (814) 676-6116 for info.
- ◆ **May 14...**Hike at Two Mile, 7 p.m. Meet at the Nature Lodge
- ◆ **May 14...**Beatles Tribute at Barrow-Civic Theatre, sponsored by West Park Rehab, 8 p.m.
- ◆ **May 15...**Ozark Mountain Jubilee at the Barrow, 2 p.m.
- ◆ **May 15...**Pine Valley Boys at Venango Museum, 3 p.m.
- ◆ **May 18...**Code Enforcement program sponsored by the Venango County Landlord Association, 6 p.m.
- ◆ **May 19...**BAH Mixer, hosted by Erie Homes for Children & Adults, 5-7 p.m. at AmaZing Foods Catering Co. & Café
- ◆ **May 19-21...**St. Patrick Parish Festival
- ◆ **May 20 & 21...**Studio 22 presents Samsara at the Barrow
- ◆ **May 21...**Volunteers needed for planting of the Gateway Garden, Franklin Gardeners Association, 9 a.m.
- ◆ **May 21...**Horseback trail rides, 10 a.m., Two Mile Run
- ◆ **May 21...**Venango Draft Horse & Pony Assoc. Kickoff Horse & Pony Pull, 10 a.m., Venango Co. Fairgrounds
- ◆ **May 21...**DeBence Music World mini series event, Celebrate PA performed by Paula Pernell, 1:30 p.m.
- ◆ **May 22...**Boomtowns & Oil Farms history workshop, 1-4 p.m., Register: Oil Region Alliance at (814) 677-3152.
- ◆ **May 22...**2nd Annual Walk MS: Oil Region, Bandstand Park, 1:30 p.m. Registration at 1.
- ◆ **May 24...**Facebook for Business, The Witherup House, 5:30 p.m. Call (814) 437-7203 to register
- ◆ **May 25...**BAH Mixer, Venango Training & Development, 5-7 p.m. Joint with Venango and Titusville chambers
- ◆ **May 25...**Liberty Street basket planting, 5 p.m.
- ◆ **May 26...**McClintock at Barrow-Civic Theatre, 7:30 p.m.
- ◆ **May 28 & 29...**Two Mile Run Regatta at Justus Lake
- ◆ **May 30...**Memorial Day Parade & Celebration, parade begins at 10 a.m. with a ceremony to honor veterans to follow.