

Franklin Area Chamber of Commerce Newsletter

February

...the business connection...

2008



1259 Liberty Street

Franklin, PA 16323

814-432-5823

814-437-2453 (Fax)

www.franklin-pa.org

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Lynn Cochran - Executive Director

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Angela Kenyon - Office Assistant

Office Hours:

Monday-Friday

9:00 a.m. - 5:00 p.m.

Mission Statement:

Our mission is to provide leadership for the business community by providing economic, educational and legislative information and assistance which can be used by members to achieve profit, progress and prosperity.

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Membership Showcase



DeBence Antique Music World

One of Downtown Franklin's biggest draws is getting an overhaul that will make more of the DeBence collection available to the public.

... Plus ...

RCR Automotive



The relatively new RCR Automotive garage on Keely Road in Sugarcreek Borough is eyeing expansion.

Articles on Pages 6 and 7

Celebrating 95 Years

Formed in 1913, The Franklin Area Chamber of Commerce will celebrate our 95th year representing the County Seat of Venango at our **Annual Dinner, Thursday, March 13, 2008**, at the **Quality Inn & Conference Center**. **Jack Ferringer** of AFLAC will emcee and music will be provided by **Candlelight Trio**. **Gold Shovel Awards** will be awarded along with the naming of the **Man and Woman of the Year**.



Spotlight on Members

We are thrilled to have four more members join the Chamber in February. If you see any of our new members, please welcome them to the Franklin Area Chamber.

Welcome New Members

Xtreme Audio & Accessories, Inc.

Xtreme Audio handles the sales and installation of all auto accessories, including remote starters, alarm systems, stereos, mobile, GPS, Bluetooth, and hands free devices, performance parts, window tinting and more. Call today to give your vehicle a little kick.

Contact: John Amoroso
146 N. 13th St.
Franklin, PA 16323
(814)432-3737 fax:(814)432-0037
xtremeaudio1@verizon.net

The Galena Signal, Inc.

Tired of the same old news in every paper, Galena Signal founders decided to create a weekly newspaper that provides community-based news on local events, people, places and items of interest. The staff wants to hear from the public what interests you the most and what would you like to see in print. Contact their office to contribute your two cents.

Contact: James Greenfield
1221 Liberty St.
Franklin, PA 16323
(814)437-1711 fax:(814)437-1717

Tri-County Pest Control

Something bugging you? Tri-County provides pest removal services for a number of insects and rodents, including ants, bees, spiders, and termites. The Oil City-based company is also equipped for wildlife removal and inspections.

Contact: Carrie Jacoby
P.O. Box 154, Oil City, PA 16301
(814)676-6760 fax:(814)676-9161
tri-countypest@comcast.net
www.tri-countypestcontrol.com

Valley Dairy Restaurant

Valley Dairy is a full service, family restaurant serving breakfast, lunch a dinner, conveniently located in Cranberry Plaza II. The restaurant features its own ice cream brand in its desserts—think sundaes, sodas, milkshakes and more—as well as in retail take home packages.

Contact: Kim Berry
80 Regina Drive, Cranberry, PA 16319
(814) 677-3518
valleydairy4@adelphia.net
www.valleydairy.net

Member Need-To-Know



Business After Hours 2008

There are still a few dates available for Business After Hours for 2008. Hosting an After Hours mixer is a great way to showcase your business and a Chamber Network Advantage. Please call to reserve your date and month. 432-5823.

Membership Showcases

Want to get the word out about the unique features and services of your business? Contact the Chamber office to find out how your business can be highlighted in The Business Connection. Months fill quickly, so sign up today. 432-5823.

Thank You, Renewing Members

We would like to thank the following businesses and associates who renewed their membership in January.
Without our members, the community wouldn't be what it is today.

Franklin Service & Supply (49 Years)	CTI Physical Therapy (23 Years)	Frenchcreek Production, Inc. (13 Years)
Anderson's Greenhouses (48 Years)	Allegheny Toyota (22 Years)	Historic Franklin Preservation Association (13 Years)
Sperian Protection (47 Years)	Arlington Hotel (22 Years)	Fisher & Father (13 Years)
Pepsi Bottling Group (47 years)	Community Ambulance Service (22 Years)	Colburn Orthopedics (13 Years)
Forever Broadcasting (46 Years)	Venango Museum of Art, Science & Industry (22 Years)	The Salvation Army (13 Years)
Sehman's Tire Service (46 Years)	Eakin Auto (21 Years)	Venango County Fair (11 Years)
Central Electric Co-op (45 Years)	I.A. Construction (21 Years)	WAWN Christian Radio (9 Years)
Louis Kraft Co (42 Years)	Clintonville Plumbing & Heating (21 Years)	Galena-Dockery Building (8 Years)
Hileman & Daffin's (40 Years)	National City - Direct Banking Center (20 Years)	Sally Travel (8 Years)
A. Crivelli Chevrolet, Geo, Subaru (39 Years)	Burns & Burns Associates (19 Years)	Idlewood Motel (7 Years)
Bears Furniture (38 Years)	National City - Business Banking (19 Years)	A. Crivelli Ford, Mercury (6 Years)
Huff Chapel (34 Years)	Leonardo's Restaurant (18 Years)	Computer Showcase/CSONline/The Learning Center (5 Years)
Gent, Gent & Snyder (33 Years)	Edward Jones Investments (18 Years)	ASAP Promotions (4 Years)
Oak Hill Apartments (33 Years)	Venango Training & Development Center (18 Years)	Youth Alternatives, Inc. (4 Years)
Franklin Press, Inc. (32 Years)	Franklin Housing Authority (18 Years)	O'Neils Plumbing & Heating (4 Years)
Anderson Metal Industries (31 Years)	Joseph J. Liotta III, Law Offices (16 years)	Northwest Savings Bank - Commercial Lending (4 Years)
Regional Center for Workforce Excellence (30 Years)	Central Heating & Plumbing (15 Years)	Restoration Herbs (2 Years)
William R. Karns Plumbing, Heating & Air Conditioning (29 Years)	Collins Plumbing & Heating (15 Years)	Little Caesars (2 Years)
United Way of Venango County (29 Years)	J & V Visions Collision Center (14 Years)	French Creek Café (2 Years)
Kiwanis Club (28 Years)	New Age Plastic Surgery (14 Years)	Venango Catholic High School (2 Years)
Venango Oncology & Hematology Associates (28 Years)	Latrobe Specialty Steel Co. (14 Years)	JEVs Support for Independence (2 Years)
Carbis Walker, LLP (28 Years)		First United National Bank (2 Years)
American Red Cross (23 Years)		

*Your company will be recognized for renewing your membership on your anniversary month.



Noteworthy Items

Radio Exposure

Attention members: If you have a special event that you want aired Tuesday mornings on WFRA-AM, call the Chamber at 432-5823.

15 minutes of fame!

WFRA is offering radio interviews for \$50 to help get the word out about local business. Call the station at 432-2188 to find out more.

Address Update

Woods Computer Consulting has moved to 1408 Liberty Street, Franklin. You can still call Rob at 437-3013 or email rwoods@woods-consulting.com.

Business Updates

Fifth Small Business Jump Start Class Scheduled

Two more courses of the Small Business Jump Start Program are slated for 2008. The next 9-week course will begin February 28, and applications will be taken up to that day. The classes are open to any small business owner or anyone planning to start a business. The class, instructed by Gary Svetz of Svetz Consulting, will cover every aspect of running a business, from creating a business plan to marketing, costing, services, some financial guidance, sales techniques and more. Gary also works with Jump Start students to create individualized profiles to determine their strengths and weaknesses in running a business.

Previous Jump Start Graduate businesses run the gamut from computer repair services to music therapy businesses. Gary said there have been about 55 ventures - some startups, some looking to take existing businesses to the next level - that have graduated from the SBJs so far, and the program boasts an 85% success rate. SBJs was created by the Franklin Industrial and Commercial Development Authority to help spur local economic growth and created much-needed jobs in the area. Classes are held at FICDA's Emerging Technology Center on Howard Street. In addition to Gary, Jump Start graduates have access to a number of pro-

fessionals interested in mentoring and coaching them through the course and beyond. There are also a library of business publications and some software packages available. Other benefits include consideration for small, low-interest loans and the Franklin Area Chamber of Commerce offers up to \$500 in grants to help with business startup costs and free one-year memberships. Jump Start applications are available at the FICDA office and at the Chamber office. The class is sponsored by several local business and grant programs. The cost per participant is \$50. For more information call FICDA at 432-4476.

Venango Training and Development Center Announces Business Services Division

The Venango Training and Development Center has created a solution for businesses that are buried in old paper records, surrounded by filing cabinets, and in need of digital copying services. The new "Business Services" will provide companies with document imaging and archiving, document shredding, CD/DVD duplication and printing, janitorial services including floor and carpet care, lawn care including light snow re-

moval, and realtor/landlord services. VTDC continues to provide packaging and distribution services including shrink wrapping, blister packaging, assembly fulfillment and point of purchase displays. It is also a one call source for CASS certified bulk mailing needs. CASS certification ensures that every address on your mailing list is deliverable, saving your organization postage and labor costs. Call today to learn more about the

innovative business outsourcing at VTDC where "Our capabilities expand your opportunities."

Venango Training and Development Center P.O. Box 289
Seneca, PA 16346

Randy Shaffer (814) 676-5755-22
rshaffer@vtdc.org

Malcolm Sullivan (814) 676-5755-30
msullivan@vtdc.org

Computer Showcase/Csonline/The Learning Center Expands to Security Market

Computer Showcase, CSONline and The Learning Center, located in the Christian Life Building in Seneca, has expanded its technology services by offering state-of-the-art residential and commercial security systems and life safety solutions to all of Northwest Pennsylvania. CSONline Security has begun designing and installing security systems that give homes

and businesses reliable, technologically advanced protection at affordable prices. CSONline Security systems will not only give end-users piece of mind, but they enable users to receive discounts on their homeowners and/or business owners insurance costs. Computer Showcase offers authorized sales and repair service of many leading manufactur-

ers. CSONline is a full service Internet Service Provider that offers dial-up Internet, DSL, Wireless, Web design and Web hosting. The Learning Center provides certified application or high-end technical training. For more information on CSONline's many services, call Lisa Groner at (814) 677-2447 or check out their Web site, www.csonline.net.

What's Going On...



Quarterly Breakfast Forum

The first quarterly breakfast of 2008 will be held in **March**, at **Wanango Country Club**. More details will be announced as they are available.

The Quarterly breakfasts are sponsored by the Franklin Area Chamber of Commerce, Venango Area Chamber of Commerce, Titusville Chamber of Commerce and Oil Region Alliance of Business, Industry and Tourism. Experts are brought in for each breakfast to address different topics that the sponsor organizations know are important to all of their members.

For more information, contact the Franklin Chamber at 432-5823, Venango Chamber at 676-8521, the Titusville Chamber at 827-2941 or the Oil Region Alliance at 677-3152 ext. 110.

Congratulations and Thank You to the Franklin Civic Operetta Association for enriching our community for 50 years!



Upcoming Mixers:

- Thursday, February 21, 5:00 to 7:00 p.m. at **Annie's Bridal Shop**, 1269 Liberty St.
- Wednesday, March 5, 5:00 p.m. to 7:00 p.m. at **The Bricks Franklin**, 135 N. 13th St.

Franklin on Ice Set for Feb. 9

The Franklin Retail and Business Association businesses, along with many other Chamber members, will be holding an indoor sidewalk sale, Friday, Feb. 8, and Saturday, Feb. 9, in the Barrow-Civic Theatre Lobby in conjunction with the Franklin on Ice Festival. All merchandise will be reduced by 50% or more! Come visit downtown Franklin and enjoy ice sculptures, and a chili cook off. Shows are scheduled throughout the day Saturday at the Barrow-Civic Little Theatre and DeBence Antique Music World will be open for tours for those who want to come in from the cold. Liberty Tax Service is also getting into the action with a Roadside Party from 9 a.m. to 1 p.m. to benefit the March of Dimes.

Foxtales Entertainment

- Saturdays 9 p.m. - Midnight
- February 2nd - Fred Glatz
- February 9th - Rob and Suzi
- February 16th - The Mark Berry Duo
- February 23rd - Mark G.

City of Franklin - Downtown Education Series



Attention downtown businesses: Developing an effective customer relationship is critical.

Gary Svez of Svez Consulting, will present:

Making an effective customer sales connection

Friday, February 29, 7:30 to 9:00 a.m. at the Barrow-Civic Little Theatre

- Sponsored by the City of Franklin - Cost is \$10 per person - Call Ronnie Beith at (814)437-1619 or email rbeith@cityoffranklin.org for more information.
- Breakfast sponsored by the Franklin Area Chamber of Commerce

DeBence Antique Music World

One of Downtown Franklin's unique attractions, DeBence Antique Music World, is in the midst of a major renovation. DeBence has raised and spent \$109,950 over the past several years adding enclosed stairways and a sprinkler system throughout the building in order to meet PA Bureau of Labor and Industry mandates. The mandate that has received the most attention, though, has been the new elevator, because of the enormous expense involved in removing the old elevator, rebuilding the shaft, and installing a new one. And because it is the last project standing in the way of the museum opening its second and third floors to the public. Museum caretaker and administrator Scotty Greene said the elevator represents a major capital expense of about \$200,000 this year, but it will greatly reduce the DeBence operating costs in the long run by reducing energy bills. DeBence has loans lined up to pay for the work, and potential to receive some grant funding, but is seeking contributions from the public to help defray the cost to the non-profit museum. A year-end appeal to regular museum supporters has bumped the museum's elevator fund up to \$15,000. Organizers have a few ideas for small fundraisers, but Greene said that a short staff makes large-scale efforts nearly impossible.



Rotary Club and Community Service volunteers paint and clean the third story ballroom of DeBence Antique Music World, which hasn't been used in decades.

As a Rotary Community Service Project, the Franklin Rotary Club has agreed to complete the aesthetic work on the third-story ballroom. Their work began early in January and involves cleaning, painting the walls and restoring the ceiling. Once the work is complete, the elevator is installed, and the third floor electricity is rewired, the ballroom will be used as a performance area and meeting room. The upgrades will

also allow for a second story storage area to be converted into an exhibit area so more of the museum's collection of rare instruments can be enjoyed by the public. If all goes according to plan, the renovations will be complete by April 1, when the museum opens its doors for the regular season.

Established as the Oil Region Preservation Museum in 1994,



The Berry-Wood Orchestron is one of DeBence's one-of-a-kind instruments.

and doing business as DeBence Antique Music World, the museum at 1261 Liberty St. is the largest of its kind in the United States. The building that houses the museum was built in 1906 and housed many businesses over the years, including the C.A. Brown & Co. and G.C. Murphy stores. The DeBence collection of mechanical musical machines was started in the 1940s by Jake and Elizabeth

DeBence. It has grown to include more than 100 self-playing mechanical instruments ranging from small cylinder music boxes to a wide variety of record players and large outdoor carousel organs. The total collection includes more than 275 pieces, three of which are one-of-a-kind items. DeBence promises to provide a "see and hear" experience that simply cannot be replicated by recordings. The museum opens for the regular season from April 1 through October 31. DeBence is open by appointment during the winter. For a glimpse of what DeBence has to offer, or for more information on museum services, visit www.debencemusicworld.com.

QUOTE OF THE MONTH

"A goal is a dream with a deadline."

-Harvey Mackay, Author

Franklin Area Chamber of Commerce
1250 Liberty Street
Franklin, Pennsylvania 16323

www.franklin-pa.org

Members supporting Members

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**26th Annual
Applefest® 2008
October 3rd-5th**

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 9...**Franklin On Ice festivities all day long in Downtown Franklin
- February 9...**10:30 a.m., 11:30 a.m., 1 p.m. and 2 p.m., "Amy Dittman, Storyteller," Barrow-Civic Little Theatre
- February 14...**Happy Valentine's Day!
- February 14-16...**Last of the Red Hot Lovers, 7:30 p.m., Pitt-Titusville's Henne Auditorium.
- February 15 & 16...**Alice in Wonderland, 8 p.m., Friday, 2 p.m. Saturday, Barrow-Civic Theatre
- February 17...**Edith Richards will play the Hammond Organ Collection at DeBence Antique Music World at 1:30 p.m.
- February 17...**Annie's Bridal will host its first-ever Prom Sensation from 1 to 4 p.m. at the Crawford Center on Hill Street in Emlenton.
- February 26...**Live Radio Show, 8 p.m., Barrow-Civic Little Theatre. Call the box office for details (814)437-3440.
- February 29...**United Way Casino Night! For more information call (814)676-6545.

MARCH

- March 1...**Dancing for Life, sponsored by the Red Cross, will begin at 8 p.m. at the Barrow-Civic Theatre.
- March 7...**Duquesne University's dancing Tamboritzans will perform at the Barrow-Civic Theatre at 8 p.m.
- March 8...**Grande Romanza will perform at the Barrow-Civic Theatre at 8 p.m.
- March 13...**95th Franklin Area Chamber of Commerce Annual Dinner. Quality Inn & Conference Center. Cash bar 5:30 p.m. followed by dinner at 6:30.
- March 14...**E.G. Knight will perform in the Barrow Little Theatre at 8 p.m. Seating is limited.
- March 15...**Ronnie McDowell will perform at 8 p.m. at the Barrow-Civic Theatre.
- March 16...**Nancy Simpson will put on a short concert on her violin at DeBence Antique Music World at 1:30 p.m.
- March 17...**Happy St. Patrick's Day!

