

Franklin Area Chamber of Commerce Newsletter

September

2008

...the business connection...



1259 Liberty Street
Franklin, PA 16323

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www.franklin-pa.org

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Lynn Cochran - Executive Director

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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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Become a part of Applefest®

The 26th annual Applefest® will be here before we know it! There are plenty of opportunities for everyone to become part of the action, support the Chamber have some fun by volunteering at the souvenir or pie tents, apple pancake breakfast, information gazebo, or at the antique & classic car show. Please call the Chamber to sign up to participate. (814)432-5823.

With exciting new additions to the festival like the PA Preferred® Western Regional Best Chef competition and all the old favorite activities like the apple pie baking and eating contests, horse-drawn wagon rides, 5K Race for Any Pace, live bands and the hundreds of arts & crafts, there will be something for everyone to enjoy at Applefest®.



Full Applefest® schedules are available in brochures at the Chamber office, as well as many other businesses throughout the region, and on the newly redesigned Web site: www.franklinapplefest.com

Membership Showcase

Franklin Physical Therapy



Articles on Pages 6 and 7



The Galena Signal

New Member Spotlight



Seven new members joined the Chamber in August. Please welcome the following business owners and representatives to the Chamber.

Welcome to the Chamber

Pivec Advertising

Pivec Advertising represents the local Toyota dealers in Franklin, Meadville, and Erie, which are proud new Grand Sponsors of Applefest®. They will have a Toyota display during the festival where you can check out Toyota's dependable pick-ups and get information about their fuel efficient cars. Contact the dealers for more information or a test drive, or visit www.buyatoyota.com for current factory incentives.

Contact: Joan Davila-Pasha
Email: info@pivec.com
Web: www.pivec.com

UBS Financial Services

By providing personal investment strategies, UBS can work closely with Venango County investors to help them manage their wealth. UBS takes time to understand the needs and goals of every client and seeks to deliver solutions that address their specific needs. Call today for a free, no obligation review of your current investment portfolio.

Contact: John H. Smith
100 State St. Suite 460, Erie, PA 16507
(814)461-7020
Email: John.H.Smith@UBS.com Web: www.UBS.com

Sugar Sisters Baked Goods

The Sugar Sisters Baked Goods home-based bakery, run by actual sisters Robin Keener, Teessie Cauvel, and Sherry Rinker, specializes in bread, rolls, cookies, pies and cakes. Their goodies (baked fresh daily) can be purchased at the Farmers' Market on Wednesday and Saturday mornings, or at the Corner Cupboard Deli, or any time by special order.

Contact: Robin Keener
1888 Rocky Grove Ave. Franklin, PA 16323
(814)673-3191
Email: sugarsistersbakedgoods@yahoo.com

Primary Health Network

This Mobile Health Center will travel to several rural locations they have identified as underserved by the health care field, including Cooperstown, providing health screenings and some basic health care to residents close to their homes. The mobile unit will have a physician and a nurse practitioner on staff.

Contact: Jenna Greci
P.O. Box 716 Sharon, PA 16146
(724)704-7386, Fax: (724)704-7340
Email: jgreci@primary-health.net
Web: www.primary-health.net

O'Neil's Cottage Trees

O'Neil's Cottage Trees store has a wide variety of arts and crafts like stained glass and hand-painted signs, and a line of soaps and candles, all handmade by owner Maureen O'Neil. The store is just off Route 322 on Bucktail Road near Cranberry. Stop in to welcome Maureen to the Chamber and see her latest creations.

Contact: Maureen O'Neil
480 Bucktail Road, Franklin, PA 16323
(814)432-7731
Email: oneilscottage@comcast.net

Joy Mining Machinery - Linda Biondi

Joy Mining Machinery has added a new representative to its list in order to increase the firm's participation with the Franklin Area Chamber. Linda Biondi will be the sixth representative for the mining machinery producer that is one of the largest employers in the county. Please welcome Linda to the Chamber.

Contact: Linda Biondi
120 Liberty St., Franklin, PA 16323
(814)437-5731
Web: www.joy.com

Thank You, Renewing Members

We would like to thank the following businesses and associates who have renewed their Chamber membership. Without our members, the community wouldn't be what it is today. Thank you again! We appreciate all that you do.

| | | |
|--|---|---|
| Blair, LLC (33 Years) | Enterprise Rent-a-Car (8 Years) | Liberty Tax Service (3 Years) |
| The Medicine Shoppe (29 Years) | Something Clever (6 Years) | Starn Marketing Group (3 Years) |
| Franklin - Oil Region Credit Union (25 Years) | Business Network Professionals (4 Years) | Venango Co. Humane Society (3 Years) |
| Metalife Industries, Inc. (16 Years) | Specialty Fabrication & Powder Coating (4 Years) | Square 2 Round (2 Years) |
| Heffern Septic Tank Service (15 Years) | Literacy Council of Venango County (4 Years) | *Your company will be recognized for renewing your membership after your anniversary month. |
| Chest Medicine Associates (8 Years) | The Talking Phone Book (3 Years) | |

Legislative Breakfast Set

Don't forget to reserve a seat for the upcoming legislative breakfast hosted by the Franklin, Titusville, and Venango Area Chambers and the Oil Region Alliance. The breakfast will give attendees a chance to meet with the Republican and Democratic candidates for the Pennsylvania's 5th Congressional District, Glenn Thompson and Mark McCracken.

The forum will provide an opportunity for the candidates to inform the audience about themselves, their backgrounds, and on what issues they plan to focus if elected. It will also provide the attendees the opportunity to inform the candidates about issues that are relevant to our region and ask questions. This will be the only opportunity to address these candidates at a scheduled forum in Venango County prior to the Nov. 4 election.

Breakfast will begin at 7:30 a.m. at Wanango Country Club. Reservations can be made by calling the Chamber at (814)432-5823. Reservations will be accepted until noon, September 8. You can learn more about the candidates on their Web sites; www.glennthompson2008.com and www.mccrackenforcongress.com.



Updates

Pancake tickets available

Tickets are on sale now at the Franklin Area Chamber of Commerce office for the Applefest® Apple Pancake Breakfast. The apple pancake breakfast is a great fundraiser for the Chamber and helps support our program of work throughout the year, not to mention, it's delicious! The breakfast will begin at 5 a.m. Friday, October 3, at the First UM Church on Liberty Street.

Car/Motorcycle Cruise Set

A car/motorcycle cruise will be held from noon to 5 p.m. Saturday, September 13, at Cranberry Mall. (Rain date September 14.) to raise money for the Venango County Humane Society. A five dollar donation is asked for those bringing vehicles. Proceeds will go to the Humane Society to help raise money for its new facility fund. For more information please call the Humane Society at (814)677-4040.

Lou Fogle Honored

A series of events are scheduled to celebrate the retirement of former Franklin High School football great Lou Fogle. On Sept. 11, Lou's #41 jersey will be retired during a ceremony at the Franklin Elks Club. RSVP's for the ceremony should be made to Ed or Sally Bergin at (814) 437-3960 or by emailing ejbergin@verizon.net. Mayor Robert Heller will proclaim the day "Lou Fogle Day".

Educational Opportunities

Small Business Jump Start Class Scheduled

The fall 2008 session of Small Business Jump Start will begin Thursday, Sept. 18. The class will train budding entrepreneurs in different aspects of running a business. Participants will set realistic business and personal goals, develop a written business plan, learn the basics of record-keeping, financial statements, book-keeping, marketing and more. Graduates will also gain access to small loans, marketing assistance and other business support services and receive ongoing assistance at their businesses grow. The evening classes will

run through November 13. Several graduates from Jump Start have already graduated and started their new businesses. The classes are taught by Gary Svetz of Svetz Consulting Services, and will be held at Northwest Savings Bank, 1301 Liberty St. Franklin. The Chamber is one of the Jump Start sponsors, giving \$1,000 each year toward grants for graduates and offering free membership for a year to participants. To register or for more information, call Dan Brockett at (814)437-7607, or 758-4090, or email dlb14@psu.edu.

InVEST Job Training To Start

In 1997 the InVEST consortium came together in response to an increasingly tight labor market to create a 120-hour, six-week pre-employment training program. Applicants are educated in teamwork, communication, and quality performance, to be held whenever member companies have hiring needs. Upon completion of the program, students are guaranteed an interview with

one of nine major companies (graduates are not guaranteed a job nor are they obligated to accept jobs or interviews.) Interested applicants must have a diploma or GED, pass a drug test, and take a competitive interview. The next session begins Sept. 15. Registration is \$100. To sign up or find out more call Dan Brockett (814)437-9522 or email dbrockett@psu.edu.

Pennsylvania International Week

Pennsylvania maintains the largest export assistance program in the United States, helping ensure that PA businesses can compete in a global marketplace. The commonwealth contracts with overseas trade representatives to aid PA companies in obtaining foreign market intelligence, identifying overseas agents and distributor candidates, industry and government contracts, as well as in-country assistance.

On September 10, companies interested in taking their products and services overseas can meet one-on-one with one of 23 representatives from around the world to discuss international trade. The event will be held at the Radisson Hotel-Sharon, West Middlesex. One-on-one appointments will run from 10 a.m. to 12:30 p.m. and 1:30 p.m. to 3:30 p.m. Countries represented include Arab Gulf States, Australia, China-Shanghai, France, India, Japan, Mexico and more.

Call the Katarina Ishman at the Northwest Commission (814)677-4800 ext. 117 for more details.

Foundation Center Grant Classes

The Franklin Public Library will hold an Introductory Class on Using the Foundation Directory Basics on Monday, Sept. 8 from 6:30 to 7:30 p.m., Wednesday, Sept. 10 from 9:15 to 10:15 a.m. and Saturday, Sept. 13, from 2 to 3 p.m. Call the 432-5062 to register.

FICDA Computer Classes

FICDA is offering the following classes in September:

- Taming Your Email, Sept. 11, 9 a.m. to 4 p.m. (\$49)
- What is Access? Sept. 16, 9 a.m. to noon (\$49)

Call (814)432-4476 or email sally@ficda.org for details.

ArcView 9.2 Classes Set

The NW Commission has scheduled an Intro to ArcView 9.2 class for Sept. 25-26 at the NW Commission office, 395 Seneca St., Oil City, from 9 a.m. to 4 p.m. both days. The cost will depend on how many people sign up, and the Commission will pay half the fee for their partners. Call (814)677-4800 for details.

Member News

Revolving Loan Program Created

The Oil Region Alliance has created a county-wide loan fund to stimulate business growth in the Venango County/Oil Region and to provide assistance to businesses that are not otherwise served by business financing options. The Venango County Revolving Loan Fund may be used for fixed asset purchases or working capital. Eligible projects would include purchase, renovation or construction with 10 year terms; machinery & equipment, 5-7 years; and working capital, 2-3 years. The loan rate is 4% and carries a \$100 non-refundable advance application fee. If the loan is approved, the \$100 counts toward the customer's private expense re-

quirement. The maximum loan is \$50,000. Funds are targeted toward companies with 50 or fewer employees. Loans may not be used for financing existing debt. For additional information, contact Deb Lutz, Local Industry Manager at the Alliance at (814)677-3152 ext. 115 or email dlutz@oilregion.org.



August Visitors

Members of the Nittany Nomads Volksmarch club took to the streets of Franklin in August for a 10K Victorian Town tour. The group of 60 Penn State alumni used the



Chamber office as a registration point for their walk and spent a leisurely afternoon shopping, dining and taking in the sights of Franklin.

They also had a chance to check out the PA Stone Skipping Championship held in our very own Riverfront Park. The walkers enjoyed our beautiful town and the warm welcome they received. Thank you to anyone who helped with making their visit a pleasant one!

Member Entertainment

FoxTales

Saturdays from 9 p.m.-Midnight.
 Sept. 6—Marty O'Connor
 Sept. 13—Joe J. Duo
 Sept. 20—Doug Phillips
 Sept. 27—Mike & Lauren
www.foxtalespub.com

The Bricks of Franklin

Fridays, 9 p.m.-Midnight, Live DJ
 Saturdays, 7:30-Midnight, Karaoke
www.thebricksfranklin.com

Business After Hours Recap

Barr's Insurance

The Chamber would like to thank Barr's Insurance for inviting us to celebrate its 135th Anniversary at a joint mixer in its Oil City office. Franklin and Venango Area Chamber members enjoyed great food from Classy Catering while getting a look inside Barr's office and browsing through old photographs and memorabilia. Congratulations, Barr's!



West Park Rehab on Pone Lane

Our second mixer in August was held at West Park Rehab on Pone Lane. About 100 members turned out to support owner Eddie St. Clair, and check out the new addition - a therapy pool. Another new service is personal training, and two lucky winners received \$250 personal training packages, Joel Little and Rob Woods (pictured left top). The event was catered by Martino's and door prizes were provided by West Park Rehab, Bear's Furniture, and Franklin Press.



The Galena Signal

Ever since Jim Greenfield was in high school writing a sports column for his local weekly paper, he has wanted to get into the newspaper business. Throughout his studies in law school, writing was always in the back of his mind. He has talked with family and friends about starting a weekly paper for years and finally, in January, he decided to make it a reality. He rented an office space on Liberty Street where his partner, Penny Thompson, edits and lays out each issue of the paper. Penny's professional background is in the field of social work, so this endeavor was definitely a change for her. Jim said everything the two of them know about publishing was self-taught through research and Adobe user manuals. More than 10 issues have been printed so far, and Penny continues to fine tune the layout and each one gets easier. The Galena Signal has switched to a broad sheet (11 1/2x22 1/2). Although the number of pages remains the same, there is more space for content and advertisements.

The Galena Signal is a community-based paper that focuses on good news and interesting stories. It taps



Jim Greenfield stands outside the new Galena Signal office on the Fourth Floor of the Liberty Building.

into a completely different market from a daily newspaper, focusing more on stories, columns and user submitted content than traditional "breaking" news. Any given issue contains columns about hunting and fishing adventures, recipes, updates on community events and everything in between, but they are still seeking more content, particularly fictional and artistic. "If you think it's interesting, chances are somebody

else will too," Jim said.

Issues can be purchased at the Galena office at 1243 Liberty St. Suite 424, at the Chamber office, Galaxy Federal Credit Union, and several other local businesses. Subscriptions for home delivery are also available. Jim said subscriptions for the Galena Signal are coming along, as the word about the paper spreads, and hopes that local businesses also recognize the paper as a great low-cost advertising alternative. To find out more about subscription or advertising rates, or how to submit content to the Galena Signal, email Penny at galenasignal@usachoice.net or call (814)437-1711, and support this great new addition to our community.

Member Marketing Opportunities

The Franklin Area Chamber of Commerce is pleased to announce that invitations to join in on a number of marketing opportunities through the Chamber will be delivered soon to all of our members. These opportunities will be available for Chamber members only, and will help you to make the most out of your membership. The first initiative will be the creation of a member-to-member discount program. Any

Chamber member interested in offering discounts to other Chamber members can be part of the program, just fill out the forms and return them to the Chamber to get started. Other opportunities will include a discounted rate for newsletter insert advertising when you commit to at least four fliers per year. The Chamber will also be increasing the size of the newsletter by four pages to be able to provide more

content about our members and Chamber activities. This will mean there will be more space for member news, and the chance to purchase affordable display advertising inside the newsletter. We hope that most members will be able to take advantage of these offers and help promote member-to-member business. If you have any questions about any of the offers, call the Chamber at (814)432-5823.

Franklin Physical Therapy

Franklin Physical Therapy will celebrate 10 years in business this fall!

Throughout his 26-year career, owner Tim Berry has always considered himself a caregiver first and a businessman second. That is the impression he hopes all of his patients get when they step into his 12th Street facility, which he has arranged to feel more like a warm, welcoming home than a sterile, hospital environment. Tim and a crew of family and friends helped contractors turn the former News-Herald office into a physical therapy practice in just 20 days, when the large corporation he worked for closed its Franklin office. Tim is proud to claim that Franklin Physical Therapy is one of the only independently owned physical therapy practices in the area, though sometimes not having a safety net has been a struggle. Over the years Tim has seen some major shifts in the Physical Therapy field, some helpful to independent businesses, some not. One helpful development is Direct Access, which allows patients to be treated by physical therapists for 30 days before having to get a referral from a doctor. Tim has struggled with insurance companies to make sure, as an independent firm, that he can accept all insurances. Before Tim became a physical therapist, he was enlisted in the U.S. Army, where he served as a medic, EMT and an LPN. Perhaps his background in the Army is what gave him the base for his two specialties—wound care and manual therapy. Tim also provides orthopedic and geriatric therapy, whirlpool therapy, and Franklin Physical Therapy has a part-time speech therapist on staff. Franklin Physical Therapy has helped patients of all



Tim Berry inside Franklin Physical Therapy.

shapes, sizes and ailments get back to the highest level of function possible after an injury or suffering from debilitation. Its tenure in Franklin includes stories like helping a man who nearly had his leg cut off to walk again, to getting an 87-year-old woman back on to the golf course. Tim said he has a loyal base of customers, but would love to add a few more to his list. Something he would like to remind anyone interested in physical therapy is that while doctors can recommend a therapist, the ultimate decision of where the therapy takes place is up to the patient.

Call Franklin Physical Therapy today to find out how Tim can help you, or just to say congratulations!
(814)437-5600.

Incubator Moving Forward

The Chamber board of directors voted in August to give the Chamber the authority to form a new non-profit organization with the Franklin Industrial and Commercial Development Authority to take on the Retail Incubator project at the former Outlet Max space at 1257 Liberty Street. Franklin Moving Forward will be focused on community development in Franklin. It will have a separate board of directors

which will consist of representatives from the Chamber, FICDA and the city of Franklin. FICDA purchased the building to create an incubator for retail businesses similar to the industrial complex it runs on Howard Street. The Chamber has partnered on the project because of the potential positive impact it could have on the downtown. With the formation of a new non-profit, that group will be free to carry out the

incubator project, which involves three phases of construction and future projects. The first phase will create handicap accessible public restrooms. The second phase will include all of the interior remodeling. The third will involve tearing out and replacing the façade of the building to create a more attractive display and widen the doorways. The incubator is expected to be open by the summer of 2009.

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

www.franklin-pa.org

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Franklin, PA

26th Annual Applefest®
October 3, 4, & 5, 2008

*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.*

Calendar of Events



SEPTEMBER

- September 1&2...**The Traveling Vietnam Wall display will be in Franklin through the 2nd.
- September 2...**Welcome reception for Continental Connections Gulfstream at Venango Regional Airport, 5-7 p.m.
- September 4...**Barrow-Civic Theatre Golf Outing
- September 6, 13, 20 & 27...**Murder Mystery Dinner Theatre/Train Ride on the OC&T Railroad. www.octrr.com
- September 6...**Eddie's October will perform the season final Songwriter's Circle, Barrow-Little Theatre, 8 p.m.
- September 7...**12th Annual Applefest® 100 for pro stocks at Tri-City, presented by CSONline, Wm. R. Karns Plumbing & HVAC.
- September 10...**PA's Annual International Trade Week www.nwcommission.org
- September 11...**Historic Franklin Preservation Association 20th Birthday picnic
- September 11...**Lou Fogle Day in Franklin, The former football great's #41 jersey will be retired at Franklin High School at 7 p.m.
- September 13...**Barrow-Civic Theatre Foundation Karaoke fundraiser, 8 p.m., Barrow Little Theatre.
- September 14...**Allegheny River Bass Tournament will launch in Franklin. Call Toni Kresinski at the Oil Region Alliance, (814)677-3152 for details.

- September 14...**2nd Annual Venango Digital Film Association Filmmaking competition concludes at the Barrow-Civic Theatre, 7-9 p.m..
- September 21...**Idora Park Wurlitzer Model 157, DeBence Antique Music World mini series of events, 1:30 p.m.
- September 26-28...**"The Sound of Music" at Barrow-Civic Theatre, 8 p.m. Friday and Saturday, 2 p.m. Sunday. Call the box office for details, 437-3440.

OCTOBER

- October 2-4...**"The Sound of Music" Barrow-Civic Theatre, www.barrowtheatre.com
- October 3-5...**APPLEFEST®! 2008 full schedule available at www.franklinapplefest.com.
- October 4&5...**PA Preferred® Regional Best Chef of Pennsylvania Competition
- October 25...**City of Franklin Halloween Bash, starting at 11 a.m., Bandstand Park, treat bags for all children
- October 26...**Venango Chamber Orchestra in concert, Barrow-Civic Theatre, 3 p.m.
- October 31...**Happy Halloween!

