



The Business Connection

March
2009

Franklin Area Chamber of Commerce



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Franklin, PA 16323
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9:00 a.m. - 5:00 p.m.

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And the winner is ...



An unbelievable 18,000-plus votes were cast to choose the winners of our Appley Ever After wedding contest! Polls were open for 10 days and an overwhelming majority of voters chose Lisa Donovan and Mike Hartzell, both Venango County natives, as the couple to be wed on Liberty

Street in front of their friends, family and thousands of festival goers during the 2009 Applefest®. The next round of voting will begin March 2 when the public will choose the wedding gown and tuxedos for the ceremony, and the final round will begin March 15 for the wedding rings and bridesmaid dresses.

Don't forget to reserve your seats for our 96th Annual Dinner March 12!

Membership Showcase



Ligo Architects, LLC

Sherwin-Williams





Welcome New Members

The following new members joined the Franklin Area Chamber of Commerce in February.

Please join us in welcoming them to the community.

Dale Wilson Real Estate

Dale Wilson has bought back his real estate business on Liberty Street in Franklin, where he will represent both commercial and residential properties for buyers and sellers.

1327 Liberty St. Franklin, PA 16323
Phone: (814) 437-7954
Fax: (814) 437-1179
Email: wilsonred@conline.net
Web: www.dalewilsonre.com

Question:

What is the procedure when an employee requests to see their personnel file?

Answer:

Employers should schedule a time for the employee to view their file when a company representative is present. The employee is not allowed to remove anything from the file, however they may request in writing to have copies of documents in the file. To avoid this becoming an administrative burden, be open with employees about the information in their personnel file and make sure they receive copies of discipline, performance reviews or other employment related activity at the time of the event.



Member Briefs

Maple Syrup Taste & Tour Set

Dennis Farms Maple, located at 765 Russell Road, in Coopers-town, will be participating in the sixth annual Northwest PA Maple Producers Association Taste & Tour from 10 a.m. to 4 p.m. Saturday, March 14 and Sunday, March 15. The event includes tours and samples at 12 different sugar houses. For more information and directions, visit www.pamaple.org.

Galaxy FCU Honored

Galaxy Federal Credit Union has once again earned BauerFinancial, Inc.'s highest 5-Star Superior rating for financial strength and stability. Members of Galaxy FCU can be proud that their credit union has been given the top rating, which indicates that Galaxy is one of the strongest financial institutions in the nation. Galaxy has been serving Venango County since 1940. Check them out at galaxyfcu.com.

Corner Cupboard Additions

The Corner Cupboard & Deli on 12th and Buffalo streets is now offering made to order submarine sandwiches made with fresh, top-quality Corner Cupboard meats and cheeses and a variety of cold salads - chicken, potato, macaroni, ham and more. They are also carrying Clark's Donuts and coffee, so stop by or call ahead with your order for breakfast or lunch. (814) 437-6900.



1284 Liberty Street
814.432.3169
www.butlerwick.com

Jim Williams
Branch Manager : Sr. VP

Bob Ondrasik
Financial Advisor

Vicki O'Neil
Financial Advisor

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Heating Plumbing & Air Conditioning
(814) 671-8193

Quarterly Breakfast Forum - Lowering Energy Costs

7:30 a.m. Friday, March 27
Arlington Hotel, Fifth Floor
Oil City, PA



- **Geoff Bristow**, Manager of the DEP's NW Office of Energy and Technology Deployment (OETD), will discuss the Small Business Energy Efficiency Program, which provides 25% reimbursement grants (up to \$25,000) for PA businesses with no more than 100 employees to acquire certain equipment or adopt certain processes that promote energy efficiency. The grants can be used for such energy reducing practices as purchasing heat pumps or energy efficient lighting to help decrease your energy costs, while reducing energy consumption.
- **Gary Svetz**, President/CEO of Svetz consulting Services, LLC, will detail the wholesale energy markets and purchasing options and present an overview of current alternative energy applications.

Quarterly Breakfast Forums are coordinated by the Franklin, Titusville and Venango Area Chambers of Commerce and the Oil Region Alliance. **The cost of the breakfast is \$15. Call (814) 432-5823 to RSVP by Friday, March 20.**

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.

Joy Mining Machinery (47 Years)	Lepley's Garage & Bus Service (13 Years)	Cowboy Kettle Korn (5 Years)
Daffin's Candies (40 Years)	Historic Franklin Preservation Association (13 Years)	Venango Community Concert Association (4 Years)
Primo Distributors, Inc. (35 Years)	AT&T (12 Years)	Film Fest Video (4 Years)
Gardner Optical (35 Years)	Franklin Silver Cornet Band (12 Years)	Jay D. Stevens, M.D. (4 Years)
Venango Video, Inc. (29 Years)	Clintonville Plumbing & Heating (11 Years)	Central Blood Bank (3 Years)
Ligo Architects (26 Years)	Fine Line Design (9 Years)	Klapec Auto Body, Inc. (3 Years)
Martino's Restaurant & Delicatessen (24 Years)	Rocky Grove Volunteer Fire Department (9 years)	Rochelle's Family Restaurant & Fox's Pizza Den (3 Years)
Stonewall Rentals (23 Years)	Keystone Community Education Council (8 years)	The Kirtland Cancer Foundation (3 Years)
Liberty Electronics, Inc. (23 Years)	Idlewood Motel, Inc. (7 Years)	Witherup Fabrication & Erection (2 Years)
Community Ambulance Service, Inc. (22 Years)	One Communications (7 Years)	Franklin Bronze Plaques (2 Years)
Clarion University-Venango Campus (21 Years)	Sheetz, Inc. (5 Years)	The Galena Signal (1 Year)
QRS Music-Story & Clark (20 Years)	O'Neil's Plumbing & Heating (5 Years)	Brown's Pure Maple Products (1 Year)
Venango Regional Airport (18 Years)	Open Flow Energy (5 Years)	Edward J. Bergin (1 Year)
Joseph J. Liotta III Law Offices (16 Years)		Ross-Graham Investigations (1 Years)
Williams Insurance & Travel (15 Years)		

Educational Opportunities

Breakfast with the Pros

The Northwest Commission will hold the first group of its Spring 2009 Visit of the PA Trade Representatives on March 24 at 7:45 a.m. at the Knowledge Center at Penn State Behrend, 5240 Knowledge Park, Erie PA 16510. To register or for more information call the Northwest Commission at (814) 677-7663.

Grant Resource Center Classes

- Grants.gov will be presented at the Franklin Public Library from 9:30 to 10:30 a.m., Friday, March 13.
- Foundation Directory Online basics, 9:30 to 10:30 a.m. Friday, March 27 at the Franklin Public Library. Registration required for both sessions. 432-5062.

Small Business Jump Start

The Spring Small Business Jump Start training program for entrepreneurs will begin Thursday, March 12 through April 30 at the Northwest Savings Bank, 1301 Liberty Street. Registrations can still be made by calling Dan Brockett at (814) 437-7607. An informational session will be held at 6 p.m. March 4.

PFEW Battles Doom and Gloom

Pennsylvania Free Enterprise Week will celebrate its 31st year of providing educational opportunities to area 10th and 11th graders. With all the doom and gloom lately, the program - taught by practitioners from PA businesses and industries - has become more important than ever.

The Chamber is proud to support PFEW and encourages local organizations to provide sponsorships for area students and maybe even volunteer to teach one of the training sessions. Each student attends PFEW on a fully tax-deductible \$525 scholarship. Students wear their sponsor's name on t-shirts during the program and all sponsors are recognized for their support in various other ways.

To learn more about PFEW or to become a sponsor, call the Chamber or contact John Trombetta, president & CEO of the Foundation for Free Enterprise Education at (814) 833-9576 or john@pfew.org.

State Taxation Report Released

The study shows all state and local business taxes paid in all 50 states. Key points found in the PA study were:

- PA has the 6th highest amount of revenue provided by business taxes (\$23.3 billion.)
- 41.5% of the state's revenue is provided by business
- 40.4% of local government revenue is provided by business
- Since 2002, there has been a 50.4% increase in state and local business tax revenues.

For more information on this and other legislative affairs visit www.pachamber.org.

Noteworthy Items

Don't fall behind!

Remember to "Spring Ahead" and turn your clocks ahead one hour on Sunday, March 8, at 2 a.m. in observance of Daylight Saving Time.

Welcome David Gibbons

David Gibbons will join UPMC Northwest as president March 2. David is a Venango County native and comes to UPMC from Kennedy Health Systems.

National City Hiring!

The National City call center in Franklin is looking for Telephone Sales & Service Representatives. Interested candidates can apply online at nationalcity.greatjob.net.



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On the Agenda

The "Big Read" hits Venango

The city of Franklin has declared April "Big Read Month" in Franklin to commemorate the Big Read grant earned by the Franklin Public Library. The Library is encouraging everyone to get in the spirit by reading Jack London's "The Call of the Wild," or participating in one of the scheduled Big Read events. There will be a **Joint Business After Hours mixer April 2, from 5-7 p.m. at the Oil City Library**, an art show at the National Transit Art Gallery in Oil City, book discussions, film showings and more. Call the Library at (814) 432-5062 for a full list of events and locations.



reeling groovy?

Tickets are on sale now for David Cassidy Live in Concert! The former teen idol will perform his hits such as "I Think I Love You" and "C'Mon Get Happy" for one night only at the **Barrow-Civic Theatre, March 27, 2009, at 8:30 p.m.** Call the box office at (814) 437-3440 for tickets and more information.

What happened at the After Hours ...

Over 100 Chamber members attended our February Business After Hours mixer at Phillips Flowers-Distinctive Designs Florist to meet the new owner Vernie Hilliard and enjoy wine tasting and live acoustic music. Phillips Flowers carries a full line of fresh and silk florals, home decorating elements, unique gifts, candles, candies, dips, drink mixes and more!



Don't miss the next mixer at **Oskie's Pub** where we will "Revisit the Celtic" from 5 to 7 p.m. **Tuesday, March 17!**

Open House a Success



The Chamber helped coordinate an open house in February to unveil some new second story apartments in downtown Franklin. Deep Harbour Properties has completed construction of two spacious, two-bedroom, two-bathroom apartments in the Lamberton Building on 13th Street. The apartments provide a higher-end renting option for those interested in living downtown. Both apartments are available for rent. Call Deep Harbour Properties at (515) 316-8883 for more information.

Member Entertainment

FoxTales

Saturdays from 9 p.m.-Midnight.

March 7 - Marty O'Connor

March 14 - 2B40 & Max Schang

March 21 - Mark Beery Duo

March 28 - Doug Phillips

Thursday, March 26th - DJ Trivia

www.foxtalespub.com

The Bricks of Franklin

Fridays, 9 p.m.-1 a.m. Karaoke

Saturdays, 9 p.m.-1 a.m., Open Mic/Jam

March 13 - Friday the 13th party complete with Skaryoke and horror movies on the big screen!

March 17 - Celebrate St. Patty's Day with drink specials and Irish Faire.

www.thebricksfranklin.com

Membership Showcase

Sherwin-Williams

This month, Sherwin-Williams will celebrate its 50th anniversary in Franklin. Sherwin-Williams' goal has always been to provide exceptional customer service in order to pair customers with ideal products, said Jeff Rishel who has managed the store since 1992. On Saturday, March 28th, Sherwin-Williams will hold a community celebration event at their store at 446 Allegheny Boulevard to thank all of the loyal customers who have been instrumental in the company's success. The day will include a live radio broadcast, door prizes, appetizers, and huge savings on all paints, supplies and tools.

Over the past half a century the painting industry, and the way business is conducted in general, have changed drastically. Jeff said he can remember when receipts were hand written. Now, customers can go on the internet to www.sherwin-williams.com and test paint colors and finishes in virtual rooms to create their ideal look before they ever leave home. Another benefit of the computer age is Sherwin-Williams' preferred customer program, which allows the store to track your purchases for up to six years. That service ensures that if you ever need to match paint colors if there is damage done to a surface that you have painted, or even if you lose your favorite brush, the employees will be

able to match the color, sheen and type of paint exactly.

The paint itself has changed too, and Sherwin-Williams has been an industry leader in new paint



technologies, with innovative products like ceiling paint that goes on purple (so you can be sure you haven't missed any spots) before drying a brilliant white. In the past year, S-W has rolled out a new line of eco-friendly products available in nearly every color Sherwin-Williams has to offer. Jeff said as the demand continues to grow, Sherwin-Williams will continue to add to its environmentally friendly offerings.

In addition to paints, Sherwin-Williams carries just about every tool needed for painting jobs from major industrial projects to home make-overs, including sprayers, ladders, brushes and more.



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Sherwin-Williams is one of the few places in the area that keeps wall paper in stock in addition to their enormous custom order selection (check out wallpapers at www.swdecorating.com.) They also carry the latest decorating elements such as FatHeads, wall murals and three-dimensional wall charms, and will do in-home consulta-

tions/measurements for custom window blinds. They also offer workshops to teach customers the latest painting techniques.

Despite all the technological advances, one thing has remained the same: Sherwin-Williams' dedication to customer service. Sherwin-Williams is corporate-owned, but Jeff says they are not your typical big-box store. Part of always matching customers with their ideal products, Jeff said, is that Sherwin-Williams

does not try to branch out too far to become an expert in everything. They stick to paint, and they do it well. Sherwin-Williams is open seven days a week to provide the utmost convenience for its customers, so stop by the next time you are in the market for quality painting supplies.



Membership Showcase

Ligo Architects

Ligo Architects has been a member of the Chamber since 1983. The Slippery Rock firm, founded in 1968 has had a strong presence in Venango County since that time. Clients such as Northwest Medical Center, Venango County Courthouse, Huff Chapel, Galaxy Federal Credit Union, Franklin Public Library, the Franklin Club, Gazebo in the Park, Feldman Jewelers, Andersons Furniture, and Redevelopment Authority are just a few of the County structures that have been touched by Ligo Architects as well as many private residences.

Perhaps the most recognizable projects within the city of Franklin are Liberty Street and 13th Street corridor restoration, completed in the Eighties, included not only the curb, sidewalks and trees but many of the building facades and upper floors. The success of the project can be measured in the continued high occupancy rate of the business district. Many of these facades, completed within the allocated budget of \$10,000 illustrate the architect's long held position that the right architect



and their skill and experience can make low budgeted projects look and work well.

Restoration of the Fox estate and construction of the new Motel in



Foxburg were other recent Ligo projects.

Although large budgets can be fun and challenging to work with, creating a good solution with a limited budget is often the most satisfying of projects according to Lee Ligo AIA, founder of the firm. Money can often be saved by the architect while creating a better project by working closely with both the owner and contractor. Listening is a critical skill for an architect. Initial meetings with Ligo and prospective clients are most often free. A visit to the prospective site or existing building can often result in an overview and recommendation to aid in decision making by the client for just a few hundred dollars.



Brett Ligo AIA who is also an alumnus of CMU joined the firm in 1993 which added a second registered Architect to the staff of six. The entire production and support team is honed to the height of excellence, and is committed to providing organized, individualized service to clients. Ligo fees are unique in that they reflect only the hours required to provide the service and are most often quoted before work begins.

Lee added that "We often hear that because our work looks good it must be expensive. Not true." The firm of Ligo Architects has long demonstrated that a building that meets the functional requirements of the client and creates a comfortable, pleasant environment does not require the expenditure of extra costs. Actually the image of quality is the result of careful planning by our staff and often costs less than other less desirable buildings in the area.

In addition to work in Western PA recent work ranging from office and retail projects, \$20,000 kitchens, industrial buildings exceeding 100,000 sq ft., to vacation homes in Florida, New York, Nevis and Nova Scotia.

The goal of Ligo Architects is to always create the best possible end result with the lowest realistic budget.

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

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Franklin Area
Chamber of Commerce

www.franklin-pa.org



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Calendar of Events

March

- ◆ **March 3...**Cheers! At Bella Cucina will toast the City of Franklin's Downtown Development Fund.
- ◆ **March 7...**Dancing for Life benefit, 7:30 p.m., Barrow-Civic Theatre, a tribute to the American Red Cross.
- ◆ **March 10...**Cheers! will toast the Barrow-Civic Theatre.
- ◆ **March 12...**96th Annual Chamber dinner
- ◆ **March 12...**Small Business Jump Start session begins.
- ◆ **March 16-22...**Daffodil Days for the American Cancer Society. Direct sales on Thursday and Friday.
- ◆ **March 17...**Cheers! At Bella Cucina will toast the Kirtland Cancer Foundation.
- ◆ **March 17...**Happy St. Patrick's Day! Join us at Oskie's and "Revisit the Celtic" during a **Business After Hours Mixer** from 5-7 p.m. Then enjoy a downtown fireworks display!
- ◆ **March 24...**Fundraiser night at the Bricks. 15% of all guest checks will go to the annual March for Babies.
- ◆ **March 24...**Cheers! At Bella Cucina for the Venango County Historical Society
- ◆ **March 27...**Quarterly Breakfast Forum on Energy. 7:30 a.m., Arlington Hotel, Oil City. RSVP to 432-5823.
- ◆ **March 27...**David Cassidy will perform at the Barrow-Civic Theatre.
- ◆ **March 29...**DeBence Mini Series of Events will feature piccolo & flute, and clarinet & saxophone.

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- ◆ The OC&T Railroad will be offering three-hour train rides every Saturday and Sunday, departing from Perry Street Station in Titusville.
- ◆ **March 31...**Cheers! At Bella Cucina will toast Child Development Centers, Inc.

April

- ◆ **April 2...**Oil Region Job Fair at Cranberry Mall from 11 a.m. to 5 p.m. Call PA Careerlink for more information at (814) 678-5050.
- ◆ **April 2...**BAH Mixer, 5-7 p.m., at the Oil City Library.
- ◆ **April 3, 4 & 5...**Young People's Art Festival at the Barrow-Civic Theatre.
- ◆ **April 4...**13th Annual Bowl for Kids Sake at Seneca Lanes. Teams, food and door prizes are needed. Call (814) 676-9940 for information.
- ◆ **April 12...**Happy Easter!
- ◆ **April 16...**Venango Museum of Art, Science & Industry will resume its monthly card party fundraisers from noon to 3 p.m. For more information call (814) 676-2007.
- ◆ **April 19...**DeBence Antique Music World mini series of events presents: The Greenville High School Steel Drum Band at 1:30 p.m.
- ◆ **April 24, 25...**To Kill A Mockingbird, 8 p.m. Barrow-Civic.