

BC BROADCAST

A PUBLICATION OF THE BEDFORD COUNTY DEVELOPMENT ASSOCIATION

PSU PRESIDENT OUTLINES VISION FOR ECONOMIC DEVELOPMENT Partnership with Bedford County Expected to Expand

With one of the world's greatest research universities little more than an hour away, Bedford County's role in the I-99 partnership is sure to expand as Penn State undertakes a major new economic development initiative called "Invent Penn State."

University President Eric Barron delivered the keynote address at the annual meeting of the Bedford County Development Association. The meeting took place at the Omni Bedford Springs Resort.

In his address, Barron outlined his vision for Penn State's role in economic development along the I-99 Corridor as well as for the entire Commonwealth.

A number of Bedford County businesses are already working with the university in a variety of ways, from manufacturing solutions to internships. These relationships are certain to increase if Barron's plans for the I-99 Partnership are implemented. The partnership includes Bedford, Blair, and Centre Counties and PSU.

"Economic development is one of my favorite topics," Barron said. "I am energized by the



"I am energized by the possibilities for growth. This is an area of great importance to Penn State and Pennsylvania..." Eric Barron PSU President

possibilities for growth. This is an area of great importance to Penn State and Pennsylvania. For the last year I have been looking closely at Penn State's role in economic development and how we can give our students an entrepreneurial spirit."

The I-99 Corridor counties are a very important part of the effort to generate real world applications for Penn State research.

"We are looking forward to being an even more active partner with Penn State in the next few years," said Bo Pratt, Chair of the BCDA Board of Directors. "Bedford County businesses and entrepreneurs can gain a major advantage from the resources

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BCDA'S BUSINESS PARK, PHASE II, 70+ ACRES OF REAL POTENTIAL The Jewel in the Economic Crown

In 2015, the theme of "Growing From Within" pointed to the incredible successes and expansion experienced by numerous Bedford County companies.

But growing from within must also include being prepared for welcoming new businesses.

BCDA's Business Park II, Phase I, the home of REI (Recreational Equipment, Inc.), has proven to be a smashing success, generating jobs and municipal revenues. BCDA has now turned its attention to Phase II, the Jewel in Bedford County's economic development crown.

Groups seeking a world class location for a business from manufacturing to logistics - will find Phase II to be a very special place for many important reasons.

"We have worked very hard to ensure that Business



"We have worked very hard to ensure that Business Park II is the most desirable location in Pennsylvania and the Mid Atlantic..." Bo Pratt Board Chair, BCDA

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available at the university.”

“Penn State ranks 17th in the United States for sponsored research, Barron explained. “But we are only 62nd in getting our research to the marketplace. I don’t like to be 62nd in anything.”

Penn State has seen its research dollars increase by 50 percent over the past decade, tying with MIT. “We have an opportunity to think of new ways to drive the state’s economy, he said. When Penn State sets its mind to accomplish something, it will be accomplished.”

Barron laid out the key components of his “Invent Penn State” initiative. The plan includes four key components.

“First, it will require a comprehensive look at our institution. We need to energize the culture at the university. We will hire entrepreneurs in-residence, people who have been there, done that. We want them to rub elbows with our students and faculty. Every great inventor needs an entrepreneur serving as a mentor.”

While professors and researchers make discoveries, they need a partner to get the discovery to the marketplace. As a result of the input from the entrepreneurs-in-residence, the university’s curriculum will change, Barron noted. “This plan is going to transform the faculty. We will offer a Faculty Fellow Medal for Entrepreneurship.”

Barron was quick to point out that there are a multitude of ways that Penn State can work with Bedford County companies and the economic development community.

Penn State will enhance the visibility of its intellectual property. “In the fall, we will hold our first intellectual property fair, with \$250,000 in prizes on the table to reward great ideas. Barron said. “We have to do more, including getting our alumni more involved with the plan.”



(L-R) Top Row: Bette Slayton, BCDA, State Senator John Wozniak, President Dr. Eric Barron, PSU, Greg Krug, Lampire Biological Laboratories, Representative Jesse Topper. (L-R) Bottom Row: Vice Chair Sean Bardell, BCDA, Chair Bo Pratt, BCDA

Penn State needs to attract capital investment for its entrepreneurs and facilitate investment in the new companies they create. The power of partnerships cannot be ignored. Penn State students and faculty will have the first shot at Penn State branded intellectual property. “We need good stories and we need to tell them,” Barron said.

The University will foster the growth of an ecosystem for companies that do emerge from the university. “We need a physical place for business boot camps, incubators, office space and more, Barron explained. I want students to see that Pennsylvania is a place to grow a business.”

The resources of the university can help startups launch and grow. “It is so important to me to connect to communities like Bedford County,” said Barron.

LAMPIRE BIOLOGICAL LABORATORIES LEADS BEDFORD COUNTY TOWARDS 21ST CENTURY ECONOMY

It’s been an eventful year for Lampire Biological Laboratories. The Company has secured a major production contract for its Everett Bioprocessing Center, received a visit from the Pennsylvania Secretary of Agriculture, and solidified its relationship with the Bedford County Technical Center, augmenting its workforce training program.

Lampire has been a corporate citizen of Bedford County since 1989 and has steadily enhanced its presence ever since. Starting with the purchase of a 125 acre farm and six employees, the business has expanded to over 400 acres of farmland housing large numbers of over 16 different species. In 2006, Lampire made a \$1MM investment in Bedford County when it purchased and renovated the Dallco garment center in Everett and transformed it into a 12,000 square foot, state-of-the-art Biotechnology Center. The Company now employs over 120 personnel within the Commonwealth.

Gregory F. Krug, Lampire’s President and Chief Executive Officer, has always been interested in the nexus of agricultural science and health care delivery. Krug, a 1977 graduate of Delaware Valley University, started the business by contracting with farmers for

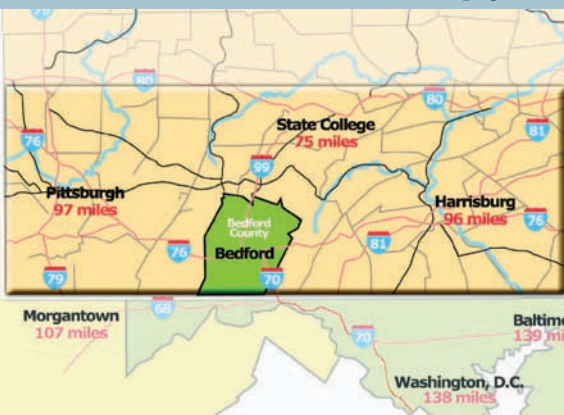
sheep blood used in microbiology growth plates. From those rather humble beginnings, the firm has established itself as a worldwide leader in the development and production of animal derived health products.

The latest project is a prime example of the Company’s future-focused vision. When approached by a Fortune 50 pharmaceutical company to produce an intermediate for its injectable pain relief



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Greg Krug, Lampire president and CEO, conducts a tour of the company’s facility.



Park II is the most desirable location in Pennsylvania and the Mid Atlantic,” said Bo Pratt, Chair of the BCDA Board.

In addition to its prime location, adjacent to three interstate highways (I-70/76 and I-99), and its access to an excellent workforce, Business Park II includes 70+ acres of pad-ready sites that can accommodate a 780,000 square-foot building.

The market is demanding more pad-ready sites.

“We moved forward with this project knowing that it will eliminate months in site preparation for future buyers,” said Pratt. “This is a tremendous opportunity given that the site is fully permitted, and is a Keystone Opportunity Zone (KOZ). Available utilities are in place, including an abundant and reliable electrical supply.”

The project engineer was H.F. Lenz of Johnstown and the contractor was Glenn O. Hawbaker of State College.

To tour the property, contact BCDA at 814-623-4816 or visit www.bcd.org



BCDA sponsored a Financing Symposium to let companies know about the many opportunities available for financing new construction and expansions. Left to right: Trudy Mitchell, SAPDC, Scott Dunkelberger, DCED, Stanley Kudla, The Progress Fund, Barry Surma, Altoona Blair Co. Dev. Corp., Jeff Boldizar, SBDC, and Art Tintori, Catalyst Connection. Sponsors included Carol Clark, Hometown Bank, Marty Malone, P. Joseph Lehman, and Ken Szala, P. Joseph Lehman.



Bedford County high school students helped celebrate Manufacturing Day in the County. The students learned about the many exciting opportunities available to them in a manufacturing career. The event was hosted at Kennametal.



Students from Bedford High School stand proudly posing for a picture that celebrated their victory in the International Technology Student Competition. More than 5,000 students from 49 states participated in the contest. Congratulations to Bedford High School.

EDUCATION & TRAINING

— A Bedford County Priority —

Manufacturers like Kennametal, MDL Manufacturing, Bedford Reinforced Plastics and Creative Pultrusions demonstrated for students and discussed the notion that modern manufacturing is an excellent option for a career, especially for students who enjoy a hands-on experience.

Students from seven Bedford County Schools attended the Manufacturing Day event held in October. Nearly ten companies offered students a look at the real-world possibilities of a career in manufacturing.



MANUFACTURING VIDEOS EXPLORE JOB OPPORTUNITIES IN “ADVANCED” ENVIRONMENT

A picture is worth 10,000 words



A crew from WixPix records shots that found their way into the two new manufacturing videos, one for students, the other for manufacturers.

When it comes to fulfilling careers, there are many ways to win. One of the most promising avenues to success in Bedford County is advanced manufacturing.

This was the focus of two new video productions, one targeting 9th grade students, the other aimed at manufacturers. The videos were premiered before an audience attending a Bedford County Commissioners meeting this fall.

The videos are highly polished vehicles that tell the compelling story of the many manufacturing opportunities available in Bedford County.

“These videos are first rate. They show that manufacturing has entered an exciting new period, particularly in Bedford County, said Bo Pratt, chair, BCDA. “These videos paint an accurate picture of how manufacturing should now be

seen as a professional endeavor that requires a finely tuned skill set, one that has many rewards for those who enter the field.”

The new videos are an example of the levels of cooperation that exist in the Bedford County economic development community. The funding and production of the videos were the result of cooperative efforts between the BCDA, the Bedford County Commissioners, the Bedford County Technical Center and numerous Bedford County manufacturers.

“They say that a picture is worth a thousand words,” said Bette Slayton, president of the BCDA. “But in this case, I think these pictures are worth more than ten thousand words. They effectively tell the story of the excellent programs that are available to students seeking a prosperous future, and the manufacturers that are looking for a skilled and trained workforce.”

One video, titled “Your Future, Your Way,” makes a powerful case for careers in manufacturing.

Making it even more appealing is the fact that it was hosted and narrated by BCTC graduate Katerina Warren.

The second video, “A Combination That Can’t Be Beat,” extols the many virtues of the training programs available to current members of the workforce.

A year ago, David DiPasquale, administrative director of the Bedford County Technical Center, received news that the Appalachian Regional Commission was awarding funding to enhance the Tech Center’s manufacturing program.

Wix Pix Productions, a regional leader in visual communication, professionally produced the videos.

The videos can be viewed on the BCDA website.



“The videos effectively tell the story of the excellent programs that are available to students seeking a prosperous future, and the manufacturers that are looking for a skilled and trained workforce.”

Bette Slayton BCDA President

MDL ACHIEVES ISO 14001 CERTIFICATION

A company dedicated to a clean environment and quality of life



Doug Lingsch, MDL, Representative Jesse Topper, Mike Turzai, Speaker of the House

The Bedford County economic development community takes great pride in the quality of its manufacturing firms and the world-class workforce that they employ.

Now, there is even more reason to be proud of one Bedford County manufacturer – MDL Manufacturing.

MDL announced that it has achieved certification in ISO 14001, demonstrating that it is an excellent corporate citizen that not only cares about the environment, but also is willing to do something to improve it.

The ISO 14001 certification is earned by attaining exacting standards of excellence in environmental management.

Doug Lingsch, MDL president and CEO, explained that the process represented not only a significant dollar investment, but also a deep dedication on the part of the company and its workforce. He said that completing the certification process cost the company about \$40,000.

“We hope and expect that this process will mean additional business. For example, we hope to market our services to companies like Caterpillar and Westinghouse...”

Doug Lingsch President, MDL

“To meet the certification standards we are reconfiguring what we do internally,” Lingsch stated. “We also hired a consultant to help in writing the standards that helped us meet the ISO 14001 requirements.”

The effort to meet the goals of the certification included an 8-month long process that meant organization-wide training. MDL employees were fully engaged in the certification.

“We are trying to recycle more, which is one of the things required by ISO 14001. That includes all metals, paper, and plastic. We are aiming for zero waste to the landfill,” said Lingsch.

Lingsch noted that many European companies are moving toward the ISO 14001 certification. “For example, Volvo Truck told us they would not use our company as a supplier unless we were ISO 14001 certified,” said Lingsch. “Europe leads the charge with this. So many companies there are strict when it comes to the environment.”

While MDL Manufacturing has met the ISO 9001 quality certification standards, the 14001 certification makes a strong statement that the company is truly dedicated to its mission of a limited footprint on the environment.

“We hope and expect that this process will mean additional business. For example, we hope to market our services to companies like Caterpillar and Westinghouse,” said Lingsch.

Bo Pratt, Chair of the Board of the Bedford County Development Association, congratulated MDL on its new certification. “MDL is leading the way in protecting the environment,” Pratt said, “This is excellent corporate leadership, demonstrating that MDL is a responsible corporate citizen in Bedford County. I fully expect other Bedford County companies to learn from the MDL efforts. The company is serious about maintaining – and improving – the quality of life in Bedford County.”



Doug Lingsch, MDL Cosen band saw

FIRSTENERGY/PENELEC RECEIVES ECONOMIC DEVELOPMENT AWARD



(L-R) Patrick Kelly, Director, Economic Development, FirstEnergy; Dan Heher, Director, External Affairs, Penelec; Bette Slayton, President, BCDA; Beverly Green, Manager, External Affairs, Penelec; Scott Wyman, President, Penelec; JP Tambourine, Manager, Economic Development, FirstEnergy; and Bo Pratt, BCDA Board Chair

The Bedford County Development Association was pleased to announce its selection for the 2015 Economic Development Award presented at the Bedford County Chamber of Commerce Annual Dinner. The award went to FirstEnergy Corp.

“This year our choice was very clear. JP Tambourine of FirstEnergy, and his local counterpart Beverly Green, have tirelessly put their time, energy and funding into many activities that encourage economic development in Bedford County and our region,” noted Bo Pratt, BCDA Chair.



Bo Pratt, Chair of the BCDA Board, congratulates Clifton Clark on the occasion of his company’s induction into the Bedford County Chamber’s Business Hall of Fame.

Since 1951 Clark Contractors, Inc. has performed commercial and industrial work for a wide range of clients throughout the central/western PA and northern Maryland area. As a family-owned business for three generations, the company has built a reputation on quality, job planning, organization, technical knowledge and hard work.

The newly opened Heritage Trail runs from downtown Bedford to the Omni Bedford Springs Resort. The scenery is beautiful and the trail is yet another contributor to the excellent quality of life in the region.



BEDFORD COUNTY

DEVELOPMENT ASSOCIATION

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LAMPIRE continued from 7

“Pennsylvania’s leadership in agricultural production has provided global manufacturers prime opportunities for growth,” Russell Redding PA Secretary of Agriculture

drug, Lampire called upon its excellent relationships with Bedford County lenders and the BCDA to help bring the project to the finish line.

“We needed to renovate a significant portion of the Everett Biotechnology Center to meet the pharmaceutical company’s requirement,” said Krug. “The construction and equipment purchases amounted to almost a million dollars and it would have been impractical to remove such funds from working capital. It’s difficult to overstate the importance of the help provided by the County.”

Working in close association with Bette Slayton at BCDA, Lampire formed a consortium of lenders comprised of the Manufacturing Technology Loan Fund (Catalyst Connection), Southern Alleghenies Planning and Development Commission and Clearfield Bank and Trust to fund the bulk of the project, with the Company contributing its own equity. “Art (Tintori), Trudy (Mitchell) and Valerie (Detwiler) provided immeasurable assistance in a professional and truly responsive manner to get us where we needed to go and, just as important, to meet the client’s timing requirements,” said Krug. “The project will generate six additional jobs at the Bioprocessing Center and account for a 3% overall increase in revenue once in full operation.”

“Clark Contractors was an important partner working with us to design and build this highly technical laboratory facility,” noted Krug.



PA Secretary of Agriculture Russell Redding, left, and Greg Krug, Lampire Biological Laboratories, toured Lampire Everett Lab Facility and Pharm Campus.

The project represented a culmination of sorts relative to Lampire’s efforts with the Bedford County Technical Center. “Right from the outset, we knew this project was made to order for our Everett facility,” said Krug. “Our presentation to the client was heavily tilted toward the advantages of the Bedford County workforce and the training we currently perform with BCTC to highlight biotechnology as a career path. Later on, once the project was initiated, we were informed by the client that our presentation in general, and the training program in particular, were significant factors in their decision to award the contract to Lampire.”

On a recent visit to Bedford County, Pennsylvania Secretary of Agriculture Russell Redding extolled the virtues of careers in agriculture and biotechnology. In a statewide editorial, Secretary Redding wrote “Pennsylvania’s leadership in agricultural production has provided global manufacturers prime opportunities for growth,” and went to on to note that the workforce training program supported by Lampire and the Technical Center is an excellent example of a creative partnership that can promote career pathways for students in Bedford County.