Moving the economy forward in Bedford County and across the nation  By Harry Zimbler

There can be no question that one of the most talked-about topics in all of economic development is the value of entrepreneurship to the American economy.

It is certainly true that small businesses are the heart of economic progress. But who is driving the creation of these small businesses?

Very often it’s the entrepreneurs! Men and women who are consumed by the passion of creating something that never existed before. They are the risk takers, those willing to put everything they own on the line to succeed with a new service, technology or product that will eventually find a home in the marketplace.

Continued on Page 3
We Believe in Bedford County and Our Workforce!
This is what motivates us and has become our message…

BCDA offers assistance with:
• Available Sites and Buildings
• Low-Interest Business Financing
• Entrepreneurial Development
• Tax Free Keystone Opportunity Zones
• Workforce Development

When there’s a need — BCDA will find a way....

BCDA’s Board meets monthly to develop and implement economic development policies that positively affect Bedford County and the state. Visit our website: www.bcda.org

Bedford Rural Electric Cooperative Inc.
Proud to be a part of the growth in Bedford County — where educational and professional opportunities are increasing.
Meet the 2016 BCDA Board

Husband and wife team embody ‘entrepreneurial spirit’

By Harry Zimbler

CorePA Global and the team of graphic artists ran a successful graphic design business while raising a family at the same time Corey and Monica Meckes can. ID Graphics, celebrating 10 years in business, is located in downtown Everett. It serves the design needs of companies and organizations throughout Bedford County and the United States. After graduating from college, Corey and Monica instantly worked for other companies. Their experiences gave them the insight needed to start their new business in 2006. They “were all in.”

“We closed our eyes and took a leap of faith,” said Monica. “And we were successful.”

“The only money we had was in the form of a home equity loan we borrowed was in the form of equipment that we used to purchase our first printer,” said Corey Meckes. “We would never finance a piece of equipment that way again, though.”

The launch of ID Graphics required money, of course, but it also demanded a willingness to work long hours and never stop working until a job was done, as promised. “Would we do it again and start our own business? Yes, of course we would,” Monica said. “It takes a certain kind of person to do this. We want people who have their color and new facility. Corey and Monica realize that there will always be challenges in running a business.”

“When you are a small business, it is important to take gradual, calculated steps to form a firm foundation on which to build.”

Monica and Corey see the benefits of using a professional graphic designer. “We have learned over the years in business it is important to take gradual, calculated steps to form a firm foundation on which to build,” said Monica. “We never stop working until a job is done, as promised.”

The greatest opportunity is the large number of potential clients we could have locally if given the chance to show them the benefits of using a professional design studio,” said Corey. “We need to do a lot of ourselves and do our own mistakes,” said Monica. “We are working hard to increase the availability of potential clients and the future growth. We are still learning.”

Husband and wife, Corey and Monica Meckes, stand at ID Graphics, their graphic design business in Everett, which is celebrating 10 years in business this year.

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Husband and wife, Corey and Monica Meckes, stand at ID Graphics, their graphic design business in Everett, which is celebrating 10 years in business this year.
“I wanted to be able to give answers to someone instead of calling a CEO to get a project completed,” she said.

She began her professional career teaching math for two years at Texas and then a 1994 move to Louisiana, where she switched gears and decided to get her real estate license. In 1995, Bullington and her family moved back to the Bedford area so her husband could take a job working at JLG Industries. In 1999, Bullington opened her first mortgage office as a branch manager for Allied Home Mortgage in a leased space. She was operating the business solely by herself. Just four months after opening an office with Allied as a branch manager, Bullington said she introduced her husband to quit his job to help develop the company where her whole family is now employed.

Bullington purchased a building on East Pitt St, the street where she had been a branch manager and Pennsylvania state manager with Allied. In 2004, Bullington purchased the North Richard Street, where the business is currently housed. The businesses expanded in 2004 to offer real estate with Central PA Real Estate Services LLC and title services with Central PA Settlement Services LLC.

Bullington Financial also offers lease programs with FHA, VA, USDA and Conventional Mortgages. “It’s a one-stop-shop,” she said.

When canvassing her own way in business, Bullington said it is important to look at where you are located and make your services fit the needs of the people in the area.

Last year, in Bedford, they don’t want to sell to more than 800 number of people, and adding that above all, her business is “very customer service-oriented.”

In 2014, Bullington purchased the North Richard Street, where she has been simply hard work, he said. “You also really have to believe in yourself,” said Feaster, who added that in real estate, it is also important to make yourself available for clients.

Feaster and Black took over as part owners in 2015, then brought out the company in 2015. “You also really have to like what you do or you’re just going to dread going to work,” Feaster said.

The co-owners started out at Coldwell Banker as real estate agents as a night job.

Feaster said when she started with the company in 1999, most agents were working part-time. Now that number has increased, she said more people are looking into real estate as a full-time career. Feaster said working part-time to start before she began her career allowed her to make her own hair salon and hair magic, with the help of a secret.

“It’s a lot of hard work, a lot of clients, a lot of calls, but being able to be in the business is what makes it all worth it,” said Feaster. “I think that helps to keep you too successful and go back to the company.”

Before getting into real estate, Feaster worked as a teacher and substitute teacher. She was a real estate agent in the Cheltenham Ridge and Bedford school districts. In her last seven years of teaching, she was also a home buyer in real estate. The transition was a natural one.

“ As a teacher, I always enjoyed being around people,” she said.

Black was an agent for about 15 years before buying a piece of the company. Black added those looking to start their own business that “if you think you have a good idea and are confident in yourself, don’t hesitate to try. A lot of people look back and say I wish I would have,” she said.

The key to Bullington’s success at Howard Hanna has been simple hard work, he said. “If you think you work hard and really concentrate in the field that you’re working in, you can basically do anything you want, but it takes a lot of hard work,” he said.

Bardell said he has also had to keep some unusual hours to maintain success at his branch.

“I want them to be comfortable and if we have any questions we can work it out,” she said.

For Melissa Feaster and John Black, co-owners of Coldwell Banker, the business is a part-time or 9-to-5 job, but it’s pretty much seven days a week to maintain success.

Bardell said he has “loves” what he does.

“ I enjoy meeting all different people and I enjoy seeing all the different properties,” he said. “I’m just very enjoyable.”

In the future, he hopes to grow the Bedford branch and continue carrying out the Howard Hanna business model, while serving as a strong online presence.

“One day I’m going to own a large office and I row or two,” he said.

Since taking over the business in August, Bardell said he has transitioned to a new smooth one.

“It’s the one-on-one consultation, she said, that serves her business very well.

Bullington says she doesn’t believe in “pushy” sales tactics or telemarketing schemes to make sales and take her time to make sure customers got what they want.

Bullington and word of mouth will take you further in business for her.

“We stress to our agents to treat people the way you want to be treated and give a little extra effort,” she said.

Another area your property agents will know how to handle the largest family-owned real estate company in the nation.

Sean Bardell, owner of the Bedford branch of a company recently took over the largest family-owned real estate company in the nation.

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Since taking over the company in August, Bardell said the transition has been a smooth one.

“The market has been really good and things have been going really well,” he said.

Bardell had been working under John Black for real estate since 1995 prior to buying the Bedford branch.

“I always wanted to own the business of the company previously was an all or nothing certainty last year,” he said.

Bardell said when he completed his service in the military, “he went straight into selling real estate.

“I didn’t know what I wanted to do, and Richard Johnston was looking for someone to train to become an appraiser,” he said.

Since then, Bardell said he now has “loves” what he does.

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### Bedford County realty gives a personal touch to buying property

By Erin Thompson

gazette@bedfordgazette.com; 623-1151, ext. 150. Follow on Twitter @erin_thompson

Linda Bullington, owner of Bullington Financial LLC, pose for a photo. Bullington’s company operated under Lovingston Mortgage until she decided to go into business for herself in 2014.

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Linda Bullington, owner of Bullington Financial LLC, pose for a photo. Bullington’s company operated under Lovingston Mortgage until she decided to go into business for herself in 2014.
A perfect example of entrepreneurship in action
BC Stone went from working in a garage to thriving

By Harry Zimbler

Many of the legends of our region started with an inspired vision and a determination to create a business that would succeed. Some of these stories have remained unwritten but would be a testament to the resilient and enterprising spirit that prevails in this region.

BC Stone is one such story. It started when partners Rodney Bair and Travis Collins were driving back from a job in Washington, D.C., and they were thinking about the future of their young family. They worked for a company they felt was running out of business and life. They wanted to be in control of their own future, and they felt they could do in business and life what they felt was right for them.

The decision to start the company was made after a meeting with Mr. Gary Laidig, a local business owner. "Rodney's mother-in-law allowed us to use her garage, electricity and internet," said Collins. "It was easy to forget that this was a garage."

The company needed to create a "start up," one that could be financed and afforded. They set up a shop in a garage in Everett, working on the very latest in mountain wear for a 1946 newspaper. The company was The Mountaineers president at the time, and the company needed to create a "start up," one that could be financed and afforded.

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By Harry Zimbler

REI climbed the mountain of industry, literally and figuratively

By Harry Zimbler

In 1938, the Andersons opened the 525,000 square-foot distribution center. It all started when partners Rodney Bair and Travis Collins were driving back from a job in Washington, D.C., and they were thinking about the future of their young family. They worked for a company they felt was running out of business and life. They wanted to be in control of their own future, and they felt they could do in business and life what they felt was right for them.

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REI's distribution center in Bedford is shown in Bedford township, just off Interstate 99. REI opened the 525,000 square-foot facility in 2007.

Engineers Planning Surveyors Energy Consultants

H.F. Lenz COMPANY
Over Six Decades of Engineering Excellence

Lloyd and Mary Anderson are pictured modeling the latest in mountain wear for a 1946 newspaper. The company was The Mountaineers president at the time, and the company needed to create a "start up," one that could be financed and afforded.

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Kevin Diehl, owner of Aerial Communications, in Bedford, poses at his desk. Diehl is a third generation self-employed Diedl. Ten years later, Aerial Communications has grown to offer a variety of services including everything from general repair for personal computers to managing servers for corporations, Diehl said. Kevin is now a leading IT company in the Bedford area.

“My dad was the driving force behind the support and helping me grow and learn to make the company what it is today,” Kevin said.

His father, Larry, has been the owner of Diedl Equipment Company for more than 40 years. Larry took over the business when he was 21, shortly after his father, Kevin’s grandfather, Bernard, passed away. Kevin said Bernard started Diedl Equipment Company in 1960 by offering gardening and farm style tractors. Larry then expanded the business to include wholesale and commercial buildings.

Before he became involved in IT, Kevin said he was attending school at Allegheny College of Mary- land and studying criminal justice to follow in his mom’s footsteps. However, he said IT seemed to come naturally to him. “It wasn’t hard to get up and get to work each day,” he said, “I really enjoyed it.”

Diehl launched his business in 2006, at age 18. When he started, he said he offered basic services, but that “ill intent of the economy” has led to the company going on “a violent growth” and expanding to offer about 25 different services, he said.

Kevin said his goals for the future are to grow the company to 10,000 square-feet of space and to offer a “one-stop shop” for personal computers.

“We are going to grow and make sure your heart and soul is in it,” Kevin said a new facility is slated to open in 2017.

 contacted Kevin Thompson at ethompson@bedfordgazette.com; 623-2132, ext. 200. Follow on Twitter @ethompsonبون.
‘Naturally compelled’ to operate a business

By Harry Zimbler

You might call it Jeff Crist’s "mission." He was destined from a young age to own and operate his own business.

"It wasn’t that I didn’t want to work for someone. I simply found myself naturally compelled to push forward, to operate a business. I knew I could be the one in charge, to pursue my visions. A business is a challenge and a path to implement my own ideas," he explained. "I started working on my own ideas, finding ways to implement them. I even had a detailed business plan ready to go." He went on to say, "I simply found myself naturally compelled to own and operate my own business."

Crist noted that it is important to reach out to prospective clients/homeowners to test their willingness to do business with your company. "If you are looking for a ‘no-fail scenario’, you will never get off the ground," said Crist. "Accepting some level of risk is what all businesses do."

"To finance his enterprise, Crist said he went to several banks and reviewed their business plans with them. ‘I confidently explained how my plan would work. From there, I obtained the initial financing to allow me to proceed. I was able to go to several banks. Some were quite helpful and others were not.' Crist noted that it is important to reach out to prospective clients/homeowners to test their willingness to do business with your company. "If you are looking for a ‘no-fail scenario’, you will never get off the ground," said Crist. "Accepting some level of risk is what all businesses do."

Crist noted that the core mission of his business is to promote the infrastructure that will support and sustain the businesses. "Your company is your business, your company is your life," he said. "You must totally understand your business and how to market relevant ideas." He explained, "Make yourself acutely aware of the up-and-down side. Plan well to position yourself against what could go wrong. Start with a business plan and strategy."

"We have many do-it-yourselfers in here, but we are always happy to help out," Ferguson said. "Guy’s staff is extremely knowledgeable, access questions and make suggestions. Guy’s Hardware is located at 8221 Allogony Road, Manns Choice, Bedford County."


By Lucille Kentner

Guy’s Hardware, one of the three owners of the 50-year-old Guy’s Hardware business, stands behind the counter on May 4, ready to greet customers, answer questions, and make suggestions. Guy’s Hardware is located at 8221 Allogony Road, Manns Choice, Bedford County. The business, which is celebrating its 50th anniversary this year, is best described as a neighborhood hardware store with the inventory to rival the biggest home improvement chains. It sells a wide range of items, from plumbing, heating and air conditioning repairs to lawn and garden supplies, automotive items, and hardware, building materials, and much, much more. The inventory and knowledgeable staff at Guy’s Hardware make it easy to see why so many locals choose the business. The staff at Guy’s Hardware is always happy to help out, Ferguson said. "Guy’s staff is extremely knowledgeable, access questions and make suggestions. Guy’s Hardware is located at 8221 Allogony Road, Manns Choice, Bedford County."

Bedford County continues to be one of the best places in Pennsylvania to live and work. There are countless opportunities in our local industries and our workforce. I will continue to work with you to strengthen the area’s economy as Bedford County businesses compete both locally and internationally.

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By Harry Zimbler

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Bedford County continues to be one of the best places in Pennsylvania to live and work. There are countless opportunities in our local industries and our workforce. I will continue to work with you to strengthen the area’s economy as Bedford County businesses compete both locally and internationally.

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By Harry Zimbler

You might call it Jeff Crist’s "mission." He was destined from a young age to own and operate his own business.

"It wasn’t that I didn’t want to work for someone. I simply found myself naturally compelled to push forward, to operate a business. I knew I could be the one in charge, to pursue my visions. A business is a challenge and a path to implement my own ideas," he explained. "I started working on my own ideas, finding ways to implement them. I even had a detailed business plan ready to go." He went on to say, "I simply found myself naturally compelled to own and operate my own business."

Crist noted that it is important to reach out to prospective clients/homeowners to test their willingness to do business with your company. "If you are looking for a ‘no-fail scenario’, you will never get off the ground," said Crist. "Accepting some level of risk is what all businesses do."

"To finance his enterprise, Crist said he went to several banks and reviewed their business plans with them. ‘I confidently explained how my plan would work. From there, I obtained the initial financing to allow me to proceed. I was able to go to several banks. Some were quite helpful and others were not.' Crist noted that it is important to reach out to prospective clients/homeowners to test their willingness to do business with your company. "If you are looking for a ‘no-fail scenario’, you will never get off the ground," said Crist. "Accepting some level of risk is what all businesses do."

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Bringing authentic Italian food to Bedford

By Lucille Kentner
For the Gazette

In the middle of downtown Bedford, there is a small piece of Italy brought to you by Italian natives, Stefano Ferrari and Luca Fanni, co-owners of LIFeSTYLE, a high-end store that sells artisan products from Italy and serves up delicious Italian food in the space.

"We learned to cook from our grandmothers, mostly," Ferrai said. "It was a risk but it was our passion." They moved here from Italy about nine years ago, and have been dining at 108 East Pitt Street for the past nine years, and has been dining at its tratto-style restaurant for the past nine years, and has been dining at its tratto-style restaurant, which has been called "the best product from Italy. So many Tuscan recipes don't exist in America, but not in Italy. We import everything directly from Italy."

Ferrari and Fanni create at "last minute to keep everything fresh as possible." An example of a typical menu will include the following:

- Appetizers, usually crostini, prosciutto or salami.
- A pasta or ziti dish (the only dish green).
- Meat course (chicken, pork, lamb or fresh fish).
- Seafood; crostini, prosciutto or sopressata.

Patrons of LIFeSTYLE create at "last minute to keep everything fresh as possible." An example of a typical menu will include the following:

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By Elizabeth Coyle
For the Gazette

Through the efforts of community members and the dedication of Bedford artist Mari-Pat Beene, the Pigeon Hill Alpaca Shop will soon open in downtown Bedford. Beene said she will house her Pigeon Hill Alpaca Shop, which will soon relocate from East Pitt Street.

"I think it will benefit the downtown area," she said. "We do it for the love of it, not money." Although, she is hoping for success financially.

Beene hopes to open the framing shop in late September and has the downtown space ready for mid-November. The website is due to be up soon at www.pigeonhillalpaca.com.

Bedford artist Mari-Pat Beene stands in front of the building on Julian Street, Bedford, which will house her Pigeon Hill Alpaca Shop. She received the Omni Bedford Springs Resort's "We've got the prettiest building, I think, in town and it's right in the prime shopping district of Bedford," she said.

Ferrai said. "It's a great way to get to know all our customers and accommodate their dietary needs in advance." Price per person is $15, and it is BYOB. Reservations may be made by calling 814-623-9077 and it is BYOB. Reservations may be made by calling 814-623-9077.

Saying she is "a graphic designer, obtaining a degree from Indiana University of Pennsylvania," Beene said she was "a graphic designer, obtaining a degree from Indiana University of Pennsylvania." She had a job as a consultant, working for 5 1/2 years there before taking a position as senior graphic designer from 1993 to 1995 in a studio, designing package for the toy and gam ing industry and comic giants in the business — Sega and Nintendo — to name a couple. She also designed the Bedford Resort's "I think it will benefit the downtown area," she said. "We do it for the love of it, not money."

Beene said she "had help from other artists as she goes through the renovation process. It's how the artistic community works, she said. "Artists help each other as we love to create. What we do it for the love of it, not money."

Although, she is hoping for success financially.

Beene hopes to open the framing shop in late September and has the downtown space ready for mid-November. The website is due to be up soon at www.pigeonhillalpaca.com.

The building, its location and the downtown area helped Beene to say yes to a new project. She thinks it will also be an asset to the economy. Customers a few days before her reservations to tell her about her experiences. They are quiet and shy, but she said. "We make it a point to get wine suggestions," Ferrari said. "We call our customers a few days before they arrive to see if they want to point, dive in and wine in the area and other areas when planning for special events. We do it for the love of it, not money." Although, she is hoping for success financially.

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Walton's vision succeeds beyond his dream

By Harry Zimbler
One of Bedford County’s top employers is the Wal-Mart Distribution Center. Year after year it is an award-winning facility that ranks among the best in the Wal-Mart system. It reaches many excellent milestones due to its excellent workforce, a hallmark of Bedford County and the surrounding region.

Wal-Mart and Sam’s Clubs are ranked among the top retailers in the world. It all started in the mind of Sam Walton. Walton didn’t invent the order platform to store results. “The Heat is on” the founder of Wal-Mart. Walton grew Wal-Mart during a kiosk to the current store at Logan Valley Mall, where Wal-Mart’s top employers. At left, pictured is Sam Walton, the founder of Wal-Mart, who added a gourmet popcorn line, which was the brainchild of Walton’s son, Adam, who created it as a senior project. The new product line debuted in July 2013, and has continued to become incredibly popular.

Wal-Mart has lost $7.1 billion in stores. “If I had to single out one element in my life that has made a difference for me, it would be competition,” he once stated.

Walton, who was an entrepreneur, thrived on the belief that he could do better than the other retail giants. “I had to make one element in my life is competition,” he once stated. In 2013, Wal-Mart earned nearly $132 billion in profits, having supplanted Walmart’s top employees. At left, pictured is Sam Walton, the founder of Wal-Mart, who grew Wal-Mart from a small business in Rogers, Arkansas to a business that earned nearly $132 billion in profits in 2013.

Walton’s vision was simple: being Big City de- serving to small-town, rural customers products that are better and more affordable than those available in the larger stores. Walton’s vision succeeds beyond his dream.

Bedford Candies continues expansion

By Andrew Cary
Gazette Editor
Bedford Candies, founded in 1929 by George B. Sotirokos in the heart of Bedford, has been a fixture in the area for nearly 87 years. The store was owned and operated by three generations of the Sotirokos family, before it was purchased by long-time employee Tammy Wiley in 2010.

After moving to a new location in 2013, the site of the old Fisher’s Pharmacy building at 146 E. Pitt St., Bedford, this business added a gourmet popcorn line, which was the brainchild of Wiley’s son, Adam, who created it as a senior project. The new product line debuted in July 2013, and has continued to become incredibly popular.

“We felt that Altoona customers were regulars coming to downtown Bedford. We tried it out at the mall to see reception, and people were really thrilled to have us coming to town.”

— Tammy Wiley, Bedford Candies

Oh, how sweet it is

Bedford Candies continues expansion

Above, Tammy Wiley, and son Adam, are shown behind the counters of Bedford Candies. At right, the storefront of Bedford Candies is shown.

“We felt that Altoona customers were regulars coming to downtown Bedford. We tried it out at the mall to see reception, and people were really thrilled to have us coming to town.”

— Tammy Wiley, Bedford Candies

“We had the hope to have those facilities open by the summer of 2017. Although a lot has changed for Bedford Cannery, including the new location and the addition of gourmet popcorn, the classic family recipes and great chocolates are still handcrafted daily on-site.”

Contact Andrew Cary at acary@bedfordgazette.com; 623-1151, ext. 130. Follow on Twitter @acarry.bedgaz.
My motivation is to be able to expand the company into the future and continue the growth of the company that occurred in the past 45 years before my arrival.

—Clifton Clark, Clark Contractors, Inc.
Impressive Floors provides flooring and window treatments commercially to railroads, hospitals, hotels, banks, manufacturing facilities, daycares, government buildings, restaurants, nursing homes, etc. in PA, MD & WV. Aspects of a commercial project can seem overwhelming to the faculty of such offices in part because they continue to remain open during renovations or operate with strict timelines. With foot traffic on the floor from staff or customers during renovations, it is important to work with a company large enough to handle the project with quality flooring mechanics and is safety focused, quality conscious, design oriented and product knowledgeable. Both residential and commercial customers alike can rest assured, they will get nothing less than IMPRESSIVE FLOORS for years to come!

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B.C. STONE, INC.

From trash to treasure, making a family business grow with hard work

By Andrew Carr
Gazette Associate Editor

They say one man’s trash is another man’s treasure, and for a local family, finding either gave them the ability to continue to expand their business into a new industry.

Weaver’s Sanitation Service Inc. has been a local, family-owned business for more than 50 years. Bobbie Weaver, current co-owner and operator, said the business began in 1965, with his grandfather, William Weaver.

Robbie’s father, Robert Weaver Sr., also known as “Bob,” took over the business in 1969. He went door to door handing out cards to grow the customer base. Weaver said it began with only one truck and Bob and his wife, Shirley, as employees. After Robert Sr.’s wife, Shirley, was killed in a traffic accident in 2000, Robbie continued the family tradition, running the business alongside his mother.

“We eventually wanted to grow in customer base in Bedford and Fulton coun-
ties,” Weaver said.

The business started into the commercial dumpster service and in 1990 began rail-truck service. Today, Weaver employs 30 peo-
ples, runs 29 trucks and services more than 5,000 customers with residential, commercial dumpsters and rail-truck service in Bedford, Fulton and part of Huntingdon County. Weaver also is the president of Frankford Sanitation, a company that provides roll-off services in Maryland and West Virginia.

“We travel quite a bit with the roll-off side of our business,” Weaver said.

In March 2012, the busi-
ty opened a new facility, the Breezewood Transfer Station, where individuals, contractors and other garbage haulers can bring in trash in either dump truck or tractor-trailer and be charged by the ton.

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By Harry Zimmer

It took several years for Dick and Sandi Wright to come to the decision that their retirement would include the creation of a new campground in Bedford County, according to their daughter, Robbie Weaver.

Through neither of them had experience in the hospita-
ty industry, they were determined to take the neces-
sary risks to create a new campground.

As with the details for the new resort moved forward, they received help in writing a business plan from the Small Business Development Center.

Weaver’s Sanitation Service Inc. has been a local, family-owned business for more than 50 years. Bobbie Weaver, current co-owner and operator, said the business began in 1965, with his grandfather, William Weaver.

“We are just continuing to try to serve our customers well in the communities that we have and looking forward to contin-
uing to grow as we can,” said Robbie Weaver, Weaver Sanitation Service Inc.

“We are just continuing to try to serve our customers well in the communities that we have and looking forward to continu-
Continued on page A9.

Contact Andrew Carr at scar99@bucknell.edu, 633-1151, ext. 130. Follow on Twitter @acarrbedgaz.

Above, Robbie Weaver, right, stands with his son Brice, left, and mother Shirley, middle, in front of one of the many trucks they use to haul trash to the local community.

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Gazette Associate Editor

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Contact Andrew Carr at scar99@bucknell.edu, 633-1151, ext. 130. Follow on Twitter @acarrbedgaz.
By Erin Thompson

Gonzman Staff Writer

For financing, which Gonzman calls a plot of farmland in Muncy, she and her husband, Jim Gonzman, worked in Altoona, where she refers to the "rat race," "the cubicle," and "the job" every weekday to tend to her husband's family farm.

"At the time, I was buying a lot of organic produce to help feed myself," which is when she decided to start farming for herself.

"We often considered ourselves financially independent, but we realized we needed more revenue and give that business a chance at a new money and give that business a chance at a new

"I think it's going to make a difference to people in the community. Farming was great because it was outside and I could really connect and fell really alive," she said.

At one time, Gonzman said she had already sold by the time she offered a subscription service to provide produce from local farms. Gonzman envisioned customers eating there and deciding to switch gears.

"I just surrendered myself to it. I just let the wind take me," Gonzman said.

"Going through the Pennsylvania Business Roundtable to court the "rat race," and coming to Bedford, Horn O Plenty restaurant on June 21. She started her restaurant, Horn O Plenty in Wolfsburg, Maryland, which was inspired from a trip to Germany.

Horn O Plenty restaurant now offers a variety of unique dishes on an ever-changing menu that is determined by what produce is in season.

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**Briar Valley Winery sells locally made wines**

By Andrew Curr Gazette Associate Editor

For one couple, the hand-on experience is key. Tod and Jean Manspeaker own and operate the Briar Valley Winery, 107 E. Pitt. St., Bedford, and there is a certain art to the business that translates into quality and the better quality of the wine.

“Running a vineyard and making wine is a hands-on business,” said Manspeaker.

“Tasting room of the Briar Valley Winery, 107 E. Pitt. St., Bedford. The grapes are grown here and then turned into wine in the tasting room.”

—Tod Manspeaker, Briar Valley Winery

There are ways to automate and speed things up, but the more you do by hand, the better quality of the wine. And from day one, our vision and our mission statement for the company is about the wine.”

—Tod Manspeaker, Briar Valley Winery

Tod and Jean Manspeaker stand in front of the racks of wine bottles at the tasting room of the Briar Valley Winery, 107 E. Pitt. St., Bedford.

**Hometown Bank plans on opening third branch**

By Lucille Kentner

For one local couple, the hand-on experience is key. Tod and Jean Manspeaker own and operate the Briar Valley Winery, 107 E. Pitt. St., Bedford, and there is a certain art to the business that translates into quality and the better quality of the wine.

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Hearing better, only a doctor’s appointment away

By Lucille Kentner
Gazette Staff Writer

According to the Better Hearing Institute, there are various signs of hearing loss. If someone requests frequent repetition, keeps the television turned up to a high volume, appears to have difficulty in noisy situations or answers inappropriately in conversations, it may be time to consider a consultation with a board-certified doctor of audiology.

Dr. Susan Parr, a doctor of audiology with an office at UPMC Bedford Memorial Hospital, has more than 20 years of clinical diagnostic experience and served on the board of directors for the Academy of Doctors of Audiology and on the State Leaders Committee for the American Academy of Audiology. Parr was previously the owner of a multi-office practice in Huntingdon and Everett, but has brought her state-of-the-art diagnostic testing and hearing aid fitting department to Bedford.

Parr’s Pro Hearing is located at 110 School Street, Bedford, PA 15522. Parr is available to treat ear, nose, and throat conditions and selection of hearing aids that are best suited to an individual’s hearing loss, lifestyle and personal situation.

Currently, Dr. Parr offers a wide variety of products at a low price that will produce better amplification and a custom fit for minimal visibility, including ITE (In-The-Ear), ITC (In-The-Canal), BTE (Behind-The-Ear), Receiver-in-the-Canal (RIC), and Completely-in-the-Canal (CIC) and RITE (Receiver-In-The-Canal) options.

In addition to the examination, the first appointment covers a hearing loss history, diagnostic testing, screening of hearing aid options, and selection of hearing aids that are best suited to an individual’s hearing loss, lifestyle and personal situation.

Nearly one in three people over the age of 65 suffer from hearing loss; 42.1 million Americans over the age of 15 have some degree of hearing loss, and 300 million have some degree of hearing loss severe enough to interfere with communication and social interaction.

At one time, entrepreneurs of creating successful business of creating entre- entre- previews because it will accomplish several main goals for Penn State: First, it will increase and minimize the transfer of Penn State research and technology from academic to industry. And second, it will help the “brain drain” that has plagued the State of Pennsylvania for years. By encouraging students to explore entrepreneurial careers, new companies and jobs will be created. Many of them will stay here in Central Pennsylvania.

In order to get the ball rolling, Penn State has developed an exhi- display Eni Bierman outlined — a new program titled “Invent Penn State.” That, he noted, would include the creation of a new culture across the entire campus, including the staff and faculty of the University. In addition to specific programs, including funding competitions, the entire curriculum will be retailed to encourage and incorporate entrepreneurship.

In order to become an entrepreneur, someone must have various signs of hearing loss. If someone is entrepreneurial is real, concrete change taking place. Then, there is real, concrete change taking place. The movement to promote and foster those who are entrepreneurial is getting stronger every day.

One example of the program so that being made can be found in the entre- entrepreneurship classes being offered by the College of Engineering.

With the support of the Invent Penn State program, many of those students are being assisted by the program. The program was assisting 175 students. “The program is assisting 175 students. The program was assisting 175 students.” Beaury said. “It’s night and day. Then, there is real, concrete change taking place. The movement to promote and foster those who are entrepreneurial is getting stronger every day.”

More classes will be cre- created as the university moves further into the implementation of the Invent Penn State program. In addition to the revi- re- views being made to the undergraduate curriculum, University administrators are providing guidance for people working in large organizations. They can help their companies suc- succeed by applying entrepreneurial attitudes to their positions within the compa- company.

A master’s level program in leadership and entrepre- entrepreneurship has been intro- introduced. “The provides employment in large organi- organizations as an enzyme to act in these organizations,” Beaury said.

Across the campus, including students, staff and faculty, entrepreneurialism is a high priority at Penn State. The emphasis on creating a culture of entrepreneurship has been intro- implemented as the university moves further into the implementation of the Invent Penn State program. University administrators are providing guidance for people working in large organizations. They can help their companies succeed by applying entrepreneurial attitudes to their positions within the compa- company.

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The Hess Business Center (HBC) is a Keystone Innovation Zone center (KIZ) with space available to foster innovation and create entrepreneurial opportunities. KIZ is an incentive program that provides tax credits to companies less than eight years old operating within specific targeted industries. For more information, see Page 14 or contact info@bcda.org or (814) 623-4816

Entrepreneurship can start here

Bedford County Development Association recently started marketing its fully permitted 80-acre pad in Bedford Township.

"Endured forward with this project knowing that it will eliminate months in site preparation for future buyers," noted Bo Pratt, BCDA chair. "This is a tremendous opportunity given that the site is pad-ready, permitted and designed as a Keystone Opportunity Zone. Available utilities are in place including an abundant and reliable electric supply." This project is funded by the Business In Our Sites program (BIOS) administered by the Commonwealth of Pennsylvania's Department of Community and Economic Development.
With Roots Firmly Planted In Bedford County, We Proudly Announce Our Upcoming Expansion Into Blair County!

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