TOP REALTOR

In Alleghany Highlands Association of Realtors

#1 Sales Volume

Call Marilyn Otis 814 494 4122

Re/Max Hall of Fame
This prestigious award is to recognize and salute the exclusive group of top producers in the world. 2019

Re/Max Platinum Award
For the 3rd consecutive year, Marilyn has again achieved extraordinary results and has been awarded this incredible achievement. 2017, 2018, 2019

One of Bedford Gazette’s Most Influential People
2018

Marilyn Otis

Marilyn Otis, our local real estate agent with Remax Olde Towne Realty has been recognized once again for a fifth year in a row, as having the highest sales production in the Alleghany Highlands MLS for 2019. The Allegheny Highlands Association of Realtors consist of over 380 realtors from South Central Pennsylvania, which includes Bedford and Blair Counties.

Marilyn Otis consistently sells over an average of one million dollar worth of real estate per month

Earning the top spot for five years in a row is no easy task. Marilyn attributes this success to her ability to make a home look amazing on and off camera. She has a proven strategy that works! Her listings including decluttering, professionally staging, professional photography, professional drone footage and professionally created visual productions. Couple that with her amazing marketing objectives and she has a fabulous track record.

Re/Max in Bedford had grown and she now works with a great group of agents that include Dean Lemley, Tom Otis, Holly Howsare, Meghan Leydig and Carolyn Blough. Marilyn has a fabulous assistant PJ Mowry, Dean's assistant, Paula Lemley has been a wonderful addition.

Brad Adams, Broker/Owner & Kathleen Chabala, Owner

Remax Olde Towne Realty
203 East Pitt Street, Bedford, PA 15522
814 623 6700
Economic development efforts evolved, but core tenets stayed the same.

Eddie Door

Rockland

Manufacturing is about sustainability. Rockland Manufacturing Company President Bo Pratt says, “It’s not just what you do, it’s who you do it with that defines who you are.”

“Economic development is a costly and waiting game. You have to patiently wait for the right projects to come along. But the rewards are worth it,” Rockland’s Pratt said.

“Today, any company that wants to do big things has to do them in a sustainable way,” Pratt said. “It’s not just about the bottom line, it’s about the quality of life for local residents and the environment.”
The Bedf ord County De velopment Association is known for its de velop ment-oriented countywide, but the organization also provides a support network for the business leaders of tomorrow, a BCDA spokesperson said.

BCDA Entrepreneur Coach An drew Trexler helps startups around the county make their business aspirations a reality.

Below: Trexler answered a few questions about the BCDA’s entre preneurial efforts in Bedford County.

What role does entrepreneurship play in the BCDA?

A: We don’t just serve entrepre neur, we are entrepreneurs. Entre preneurship is an integral part of economic development. Just like a business serves its customers, we serve the county.

Q: How does the BCDA define entre preneurship?

A: Entrepreneurs are problem solvers. The businesses that they create are completely for solving these problems. If we could boil it down to a definition, entrepreneurs are people who solve problems who create a business as a delivery system.

Q: How long has entrepreneurship been driven by your organization?

A: Entrepreneurship is a component of the BCDA’s mission. The opportunity came up to join the StartUp Allegheny’s network before becoming the BCDA’s executive director. It’s a great opportunity to serve the people of Bedford County.

Q: Why are entrepreneurs important to today’s economic development efforts?

A: New entrepreneurs are the risk takers that lead to job creation, local economic growth, and creating economic stability locally. Cap tive, Cap tive, Creative Pul trusion and Bedford Reinforced Plastics all started as new entrepreneurs, and now, they are leaders in their industries. Today’s economy is becoming more and more global, it’s extremely important to enable the community and the businesses here and grow our businesses here.

Q: What services does the BCDA offer entrepreneurs?

A: We offer business plan development and modeling, market research and planning, one-on-one coaching and help facilitate low interest loans. We’ve since shifted our focus to economic development.

In 1996, JLG further expanded its Weber Lane facility and by 2001, the company manufactured 100,000 scissor lifts in Bedford County. By 1974, the company purchased the Weber Lane facility, which became the Sunnyside facility. In 2006, JLG acquired what was then known as the Weber Lane facility. The company leases its first equipment, JLG leased its first equipment, JLG has manufactured 100,000 scissor lift series and by 2001, the company ramps up production of its scissor lifts at its Sunnyside Road facility.

JLG team members work together to assemble cabling. Since moving into Bedford County in 1986, the construction equipment manufacturing company has purchased two facilities and employs more than 350 people throughout the county.

The BCDA’s mission and Bedford County are part of what makes us a community of entrepreneurs.

Q: What role does entrepreneur ship play in the BCDA?

A: BCDA helps businesses from concept to establishment, expansion and growth. As the entrepreneur expands so do our services. From the time you start working with the BCDA, you have a permanent support system.

“Q: How could the organization’s services help? A: The BCDA helps businesses from concept to establishment, expansion and growth. As the entrepreneur expands so do our services. From the time you start working with the BCDA, you have a permanent support system.”

Carl Barnhart, Director of Operations, JLG Bedford

Turekripke, he said: “To ensure a steady flow of skilled workers, JLG works with various educational institutions throughout the county. We work with local vocational and technical institutes to develop education and training programs to align three pre-graduates with the needed skills for employment at JLG.”

“Meet recently, we participated in activities at the local high schools to help coordinate inter- view training opportunities.”

As the turn of the 21st century drops into the rear view, Barnhart said JLG is looking forward to a productive future in Bedford County.

“Our goal is to continue the great legacy of what we started in 1969,” he said. “The BCDA is partnering with the Ben Franklin Technology Partners and the StartUp Allegheny for the Big Idea Contest. The Big Idea Contest is a business plan contest with a total of $50,000 dollars in prize money for the top two business plans.”

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For more than five decades, JLG has been a cornerstone of the Bedford County manufacturing community.

Specializing in the manufacturing of aerial access construction equipment, JLG has been a cornerstone of the Bedford County manufacturing community. JLG employs more than 350 people throughout the county.

Security is a mainstay in the manufactur ing of aerial access construction equipment.

“Most recently, we participated in activities at the local high schools to help coordinate interview training opportunities.”

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As the turn of the 21st century drops into the rear view, Barn hart said JLG is looking forward to a productive future in Bedford County.

“Our goal is to continue the great legacy of what we started in 1969,” he said. “JLG in Bedford County is continuing to provide employ- ment opportunities for the com- munity and quality products for our customers.”
In 1905, Bedford Springs Resort debuted one of the first indoor pools in the United States. Musicians serenaded swimmers from an elevated opera box, and legions of visiting dignitaries would plunge into the two-story pool from its upper level. Now visitors can experience this sparkling gem, fully restored to its lavish beauty.

Resort highlights importance of building community bonds

As our business continues to grow, so does the county. There is so much more in terms of activities, businesses, services and opportunities than there were when we opened in 2007.

Bill Liedholm, General Manager

John Corle started business in 1972 with the creation of Corle Construction. His business presence in Bedford County grew significantly following the establishment of Corle Building Systems. Today Corle Building Systems is one of the country’s leading manufacturers of metal buildings. Corle Building Systems specializes in producing custom-designed, pre-engineered metal building systems for businesses and homeowners worldwide.

Corle is national leader in metal buildings

The ease of access to major interstate highways and a quality workforce make the county an excellent location for our operations.

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From startup to stardom, the people at Bedford Reinforced Plastics view Bedford as the company’s forever home, a BRP spokesperson said.

The company has grown from operating in a small barn with around a dozen employees to more than 200,000 square feet of manufacturing space in Bedford in 47 years, the company has expanded its campus to include five buildings, spanning over 50 years.”

“Phil and his team are creating jobs and purchasing goods and services from local businesses.”

Jim Gonsman

“Bedford is home to people who care about each other, care about the quality of their work, want an environment where they come to work every day, and want everything to go hand-in-hand.”

Erik Kidd

“Phil and his team are a valued member of our community.”

Goldberg said. “Phil and his team are creating jobs and purchasing goods and services from local businesses. The company is also a strong supporter of local educational and non-profit groups. This is a great example of how economic development and community development go hand-in-hand.”

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ONE WAY
TO FALL IN LOVE WITH A DESTINATION.

Plan your getaway at Omni Bedford Springs Resort and experience our many on site amenities. Indulge your epicurean spirit, play a round of golf at the Old Course or rejuvenate at the Springs Eternal Spa. For each overnight stay, Omni will donate a meal to a family in need locally. Join us and help end hunger in America. Your adventure awaits...
Nearly 30 years ago, BC Stone opened shop in Bed-
ford County, providing re-
sources for granite countertops.

Some days, the company supplies Loren Home Im-
provement with granite and quartz countertops for kitchens
throughout the nation.

The Bedford County De-
velopment Association sat out
with BC Stone Presi-
dent Travis Collins to talk
about BC Stone’s business
careers through the years
and projections for the future.

Q: How has doing busi-
ness in the county changed
over the years?

A: Technology has re-
ally changed the way we
conduct business. GPS has
eliminated the use of maps
and paper replaced fixed
drawings, quotes, and contracts. Testing has been
replaced phone calls. Our
employees can now video chat
to solve problems. Wire trans-
sfers and electronic checks have decreased wait times
on payments and decreased
check writing. We’re

Q: Where did your company start doing business in
Bedford County?

A: We opened BC Stone
in Bedford County because
of its central location and
proximity to several major
markets.

Q: BC Stone went from a
homegrown company to a
national business, what key
decisions were made?

A: Key factors that con-
tinued to grow BC Stone’s
success were the availability
of a great work force, a busi-
ness-friendly local govern-
ment, and key programs spearheaded by the BCDA.

The Keystone Opportunity
Zone program was the de-cid-
ing factor for our leap into
a new facility that positioned us for rapid growth.

Timing was key for us. Before BC Stone was able to capitalize
on the huge growth in popu-
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The Keystone Opportunity
Zone program was the de-cid-
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Timing was key for us. Before BC Stone was able to capitalize
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early 2000s.
Providing skilled welders for more than two decades

Skilled welders are in high demand across the country, and Bedford County Technical Center trains some of the best, BCTC Administrative Director Mark Bollman said.

“We pride ourselves on enriching the quality of life in our community through specialized learning opportunities,” Bollman said.

“The goal of our welding course is to train a workforce that is skilled, knowledgeable and able to meet the needs of the industry today and well into the future.”

Founded in 1985, the BCTC is a shared-time career and technical school that serves the Bedford and Everett school districts. Students from Chestnut Ridge, Northern Bedford County and Tussey Mountain school districts and HOPE for Hyndman Charter School attend on a tuition-paying basis.

In 1998, the center added welding to its curriculum and currently trains future employees in the processes of gas metal arc welding, shielded metal arc welding, flux cored arc welding and gas tungsten arc welding. The three-year program has an average enrollment of about 60 students, and Bollman said the center works with local employers to meet their needs.

“We have an Occupational Advisory Committee that is made up of employees and owners of local businesses,” he explained. “And, we have a co-op program that involves working with local industry. We are currently working with JLG and Rockland Manufacturing Co. to train our students at their facilities through our co-op Program.”

In the future, Blue Triangle is looking at expanding the existing site through purchasing additional lots and adding equipment to expand production capabilities, he said.

“Our Everett facility has grown nonstop in the last 48 years.”

Kevin Borgschulte

“From the highway system to the Bedford County Airport, transportation upgrades over the years have been key to our growth,” Borgschulte said. “And, our campus is conveniently located to be visited and the shipping benefits can’t be overstated.”

Bedford County is perfectly situated to take advantage of the country’s choicest lumber variety, Blue Triangle Hardwoods General Manager Kevin Borgschulte said.

“It is a central location for the best raw materials — white oak from Ohio, poplar from the eastern shore and Pennsylvania’s own red oak and cherry trees,” Borgschulte explained. “Our Everett facility has grown nonstop ever since.”

Originally, Blue Triangle’s sawmill was built by the Van Hessen company in 1972. Ten years later, the Rossi American Hardwoods corporation, Blue Triangle’s parent company, purchased the mill.

“In 1996, after a fire, we rebuilt the the sawmill. It was the most technologically advanced sawmill east of the Mississippi for many years, and is still in the top 10.”

Then, tragedy struck the mill, but Borgschulte said Blue Triangle rose from the ashes.

“Our Everett facility has grown nonstop in the last 48 years.”

Kevin Borgschulte

“Just before the turn of the 21st century, tragedy struck the mill, but Blue Triangle and its parent company, Rossi American Hardwoods, purchased the mill in 1996. It was the most technologically advanced sawmill east of the Mississippi for many years, and is still in the top 10. In 1996, after a fire, we rebuilt the sawmill in 1996 after a fire. It was the most technologically advanced sawmill east of the Mississippi for many years, and is still in the top 10.”
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Friday, February 28, 2020 — Special Section — C3

L.B. Foster Co.

After 50 years, company still likes Bedford’s small-town feel

Kennametal closes in on seventh decade in Bedford

Expanding Bedford County’s business community could encourage workforce growth, an L.B. Foster spokesperson said.

“Kennametal’s Bedford Manufacturing Facility was established 1952,” said Jeremy St. Pierre, a Kennametal director of manufacturing. “The area is full of great people and has good access to transportation.”

A piece of grid decking that is fabricated here in Bedford.

“Kennametal has made and plans to continue to make major investments to the fixed assets of the facility,” St. Pierre added.

Recognized worldwide for pioneering alloy technology in cutting tools, the company’s future needs will determine the growing size of L.B. Foster’s footprint in the county.

“We have good infrastructure here as well good, qualified employees.”

Ron Mishler

The company experienced early success, and by 1952, L.B. Foster had offices on both the East and West coasts. In 1967, a facility was opened in Bedford, where the company still fabricates stay-in-place bridge forms.

“We built an additional building in 2001,” Mishler explained. “And, we purchased the old General Electric building next door to the company’s Weber Lane facility in 2014.

There are no expansions in the works, but Mishler said future needs will determine the growing size of L.B. Foster’s footprint in the county.

“We like the small town feel of Bedford,” he said. “We have good infrastructure here as well good, qualified employees.”

For more than half a century, the Bedford facility has benefited from “ever increasing automation and sophistication of manufacturing process,” St. Pierre said.

Kennametal didn’t wait long before setting up shop in Bedford County.

“Kennametal’s Bedford Manufacturing Facility was established 1952,” said Jeremy St. Pierre, a Kennametal director of manufacturing. “The area is full of great people and has good access to transportation.”

A Rollformer used to make stay-in-place bridge form pans, located in the old GE building.

“The area is full of great people and has good access to transportation.”

Jeremy St. Pierre

For more than half a century, the Bedford facility has benefited from “ever increasing automation and sophistication of manufacturing process,” St. Pierre said.

Kennametal’s plant at 442 Chalybeate Road, Bedford.
Volatil...e job training efforts.

High-tech growth drives shipping industry

"Technology has significantly impacted the shipping industry, but rather than replacing people with computers, XPO logistics is expanding for now, as an XPO spokes-

"Technology is huge in the truck-

"On the pickup and delivery

"When I first started here about

"We have hand-held technology that tells us where to load the freight, where the freight is headed and when it arrives."

"We've seen some great

"As the world changes, so does the workforce, and we expand our services to meet the needs and the needs of the businesses that are growing around us.

"It's a service is the Pennsylvania Department of Labor and Industry's initiative to cap the scope of how jobseekers find the training they need and how employers find the skilled candidates that they need.

"There were a number of state and federal acts dating as far back as the 1990s to help stimulate the workforce, but PA CareerLink didn’t enter its current iteration until around 2012. Fisher said the organization expanded its shop for job-seekers and employers.

"By partnering with employ-

"Throughout the last three decades, but with the help of government-sponsored programs like PA CareerLink, unemployment rates in Pennsylvania have made some fluctuations. In 1990, unemployment across the state was about 10 percent, with about 2,500 people in the workforce, according to the U.S. Bureau of Labor Statistics. The following year, unemployment spiked to about 15 percent. Fisher said those rates rose and fell through the turn of the century, but again spiked due to the global recession at about 10 percent in 2010, before falling to a steady around 5 percent in the last decade.

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The Bedford Gazette, its masthead hill itself as “One of America’s Oldest Newspapers.”

But the paper, which traces its roots to 1805, is adapting to the digital age.

“By the 80s, when we got our first Macs, the had a film, which had to be cut and manually pasted on the pages.”

“Change has come quickly and the Gazette has moved into the digital age. “We were a little late getting into it, which was by design,” Beegle said. “We explained that the possibility of being on the internet to increase the punch tape through a typesetter. The copy would look the industry as a whole a long time to figure out how to make the internet present financially viable.”

But the Gazette launched a redesigned website in 2018, and it has been very successful.

“Not just more readers, he pointed out, but a completely different demographic. “We have never had the 20-something reader,” he said, adding that the new website has attracted a new generation of those who have read the site on computers, but also smartphones and tablets.

The digital age has been problematic for the industry as a whole, but less so for the smaller papers, he said.

“It’s constantly changing. The exciting thing is that there has been an explosion of online readers,” he said.

“The wire (United Press International) stories came in every morning on punch tape through a typesetter. Those stories have been replaced by posts on the internet,” Beegle said.

The digital age has been problematic for the industry as a whole, but less so for the smaller papers, he said.

“Just in the past two years, we’ve been able to take advantage of the changes, technologically.” Beegle continued.

“Women in back would run picked your stores and the copy would come out on photographic typesetter. The copy would be put through the punch tape. If there were changes that had to be matched up minute, and a punch tape worked at 60 words per minute, he said.

“With those changes have been smaller papers are thriving. “It’s good to be a small-town daily,” he said. “The Gazette launched a redesigned website in 2018, and it has been very successful.”

“Obviously we’ve seen an explosion of online readers,” Beegle said.

“Not just more readers, he pointed out, but a completely different demographic. “We have never had the 20-something reader,” he said, adding that the new website has attracted a new generation of those who have read the site on computers, but also smartphones and tablets.

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MEC brings legacy of employee ownership to Bedford County

MEC employs apply powder coat to metal fabricated parts that will be cured at a high temperature to provide a long-lasting painted surface.

Photo Courtesy Mayville Engineering Co.
Bedford County is hub of big-name manufacturers. It also offers many agriculture opportunities, which attracted Lampire Biological Laboratories, Inc., a Lampire spokesperson said.

“Lampire and the Bedford County Development Association started their partnership in the late 1980s when our Eastern Pennsylvania-based company was looking for the ideal location to expand our farming and laboratory facilities,” said Greg Krug, Lampire president and co-founder. “BCDA President and CEO Bette Slayton introduced us to the beautiful, talent-filled and strategically-located Bedford County, and it was a perfect match.”

An international life science company, Lampire has more than 40 years of experience producing biological reagents and raw materials that are shipped worldwide and used across many applications, including diagnostics, pharmaceuticals, biotechnology and cosmetics. Krug said the Bedford County location not only met the company’s needs, but the county’s economic development opportunities made expansion financially and economically feasible. “Lampire first leased its Bedford County farm facilities in 1989,” he said. “Two years later, the company acquired our first 125-acre farming property.”

By acquiring neighboring properties over the decades, Lampire’s Everett farm campus grew to more than 600 acres and houses more than 20 species. In 2007, Lampire converted an industrial building into an 18,000-square-foot bioprocessing facility to support the farm operations in Bedford County, Krug said. The life science company added a 12,000-square-foot specialized structure for housing more than 500 sheep in 2016. As Lampire continues to expand, Krug said the company’s Everett facilities are poised to address the ever-increasing needs of its customers.

Lampire Biological Laboratories still expanding in Bedford County

Life sciences company still expanding in Bedford County

A Lampire Biological Laboratories purification technician prepares affinity purification columns at the Lampire Everett Bioprocessing Center.

A Lampire Biological Laboratories animal technician prepares documentation at the Lampire Everett Bioprocessing Center.

Ben Franklin Technology Partners (BFTP), in partnership with Startup Alleghenies and the Bedford County Development Association, is looking for a big idea submission for the region’s tech-entrepreneurs, innovators, and small manufacturers who are developing new products, processes, or software applications.

Ben Franklin will award up to $50,000 to tech innovators or small manufacturers located in “The Alleghenies” who are developing new products, processes or software applications.

Participating counties include: Bedford, Blair, Cambria, Huntingdon, Fulton and Somerset.

The contest is open for those with less than $1 million in sales revenue who have not previously received Ben Franklin funding and who plan to commercialize their innovation.

Other prizes available are:

• A free consult on how to access federal research and development grant money from the Innovation Partnership.
• Free passes to seminars offered by Ben Franklin’s eMarketing Learning Center.
• A $2,500 “People’s Choice” Award sponsored by Somerset Trust Co.

For more information, contact: Andrew Trexler at Bedford County Development Association, 623-4816. The deadline to apply is 5 p.m. on March 16. For a complete list of rules or an entry form, visit bigidea.benfranklin.org.
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Step away from big business brings big success

“Bedford Materials actually went from a national business as part of Westinghouse Electric Corporation to an independent, privately owned, small business,” Dandrea explained.

“Our success, however, remains in the exceptional work ethic of the employees, longstanding customer support, engineering expertise and timely investments.”

Ron Dandrea, President

Originally chosen for its proximity to Westinghouse Corporate in Pittsburgh, the location’s access to supply routes has also been advantageous for Bedford Materials, and Dandrea said the access to major highways and interstates is convenient for deliveries.

“We serve markets throughout the country and internationally,” he said. “And the local business development support has always been there in the Bedford community when needed.”