

2014 Bedford County *PROGRESS & INDUSTRY*



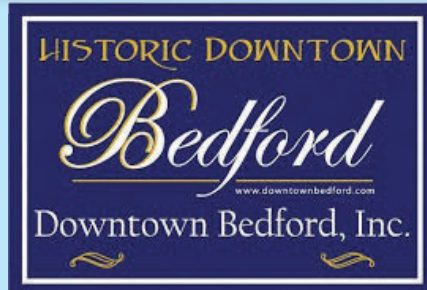
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...of Award Winning Proportions

OMNI BEDFORD SPRINGS RESORT & SPA AWARDS

- Reader's Choice Awards 89.7
- HSMAI Adrian Awards Gala 2013
- Mid-Atlantic Events
- Baltimore Post-Examiner Omni One of the Best
- Philly.com - The Street
- Boston.com - National Breast Cancer Awareness Month
- Excellence in Business (large) Award 2012
- Golfweek's Best Course in PA
- Travel + Leisure's Top 500 Resorts for 2011 & 2012
- Travel + Leisure's 2012 World's Best Values list, #7 top Hotels for Value Overall and #1 in US and Canada
- 2011 SpaFinder Reader's Choice Award for the Best Mineral or Thermal Springs
- Travel + Leisure's World's Best list ranking #62 for Top 100 Overall Hotels, #8 for Top US/Canada Resorts, #5 for Top Overall Hotel Spas in the World and #2 for Top US Hotel Spas



Named by the National
Trust for Historic
Preservation to the
Top 10 Main Streets
In America

OMNI BEDFORD SPRINGS RESORT & SPA AWARDS

- TripAdvisor's Top 10 Relaxation/Spa Hotels in the US in its 2010 Travelers' Choice Awards
- Bedford Springs Old Course was named to Golfweek's Best Resort Courses for 2010
- One of the Top 10 Spas in the World to have gone Local - Sherman Travel Magazine, Fall of 2009
- "2009 National Preservation Honor Award" from the National Trust for Historic Preservation
- Omni Bedford Springs Resort is a four-diamond resort
- Zagat named the Old Course at Bedford Springs "One of the best golf courses in America for 2009/2010"
- Top 10 Relaxation Spa Hotels in the US by TripAdvisor's Travel's Choice 2010
- Celebrated Living named the Bedford Springs Old Course one of the top US Golf Courses for 2009
- Member, Historic Hotels of America
- National Historic Landmark

Rebirth of Bedford Springs Resort ... it's been a long and winding road

By Harry Zimbler
For The Gazette

It was the best of times. It was the worst of time. Not Dickens' world, but the road to the rebirth of the Bedford Springs Resort after it sat idle for 17 years. There was hope. There was skepticism. There was hard work. There was good fortune. The financial risks were enormous, and a new challenge waited around every corner.

Following the flood of 1986, many people in Bedford County saw it as the death knell for the Bedford Springs Resort. Yet despite the serious doubts, there was a group of visionaries - true believers that the historic property would once again welcome guests.

Perhaps no one individual had a stronger belief in the Springs' renaissance than State Senator Robert Jubelirer. He never gave up and was determined to see the project move forward. "He was a true believer," said David Atkinson, long time aide to the Senator. "Sometimes we worked just to create a sense of hope.

The first serious attempt to bring the resort back to life came when the Pittsburgh Symphony considered the facility for its summer residence. It was going to rival Tanglewood.

Unfortunately, that project never came to fruition as it fell apart in the 11th hour. Governors Robert Casey and Tom Ridge supported the project, but it was in 2002, when Governor Schweiker announced that the project would receive \$16 million in redevelopment funding that the project picked up legitimacy. It was an announcement that changed the course of the entire redevelopment.

Texas businessman Mark Langdale, who was named Ambassador to Costa Rica in the middle of the Bedford Springs project, sought investors and leveraged the state dollars.

The Bedford County Development Association played a key role in moving the Springs project forward as the responsible agency for the state investment. In addition, the BCDA staff and



Above is the Omni Bedford Springs Resort as it appears today, and, below, is the Springs as it appeared in 2004.

board worked with the local community and helped Langdale facilitate the investment process.

As one of the most significant economic development projects ever attempted in Bedford County, the rebirth of the Bedford Springs required tremendous cooperation and partnerships between federal, state, and local officials as well as with the private sector.

The BCDA played a key role in establishing the necessary partnerships required by the project.

"A project as complex and far-reaching as the Bedford

Springs, requires mutual respect and cooperation between many different entities," said Slayton. "We were very fortunate to receive that cooperation every step along the way."

As the project became more and more possible, there was still a constant struggle to negotiate between the need to preserve the historic structure while creating a viable, modern resort.

According to Atkinson, Governor Ed Rendell was immensely helpful in keeping the project moving forward. "We had to go to the well several times. And

Governor Rendell was always willing to help."

Slayton noted that there were many heroes in the process of restoring Bedford Springs to its place as a world-class destination.

The late Jim Petrarca, for example, was an exceptionally dedicated volunteer working for the redevelopment authority. He was a strong champion for the project.

Bill Defibaugh preserved the history of the building, and later added great value by returning the photos, mementoes and furnishings to the Springs.

—Continued on Page 10



BACKSTAGE ALPACA

JENNIFER FORD, OWNER

WHAT DOES BEING A MEMBER OF DBI MEAN TO YOU?

It means I can be a part of a very dynamic group that successfully promotes business and events and community spirit in downtown Bedford.

WHAT MAKES YOUR BUSINESS UNIQUE?

The product that I offer is very distinctive. I have my business in Bedford because I feel it's one of very few towns in the state or region that provides the perfect confluence of elements for me to have a successful business. I carry a high-end, luxury product and because of the types of visitors we get in downtown Bedford — visitors who appreciate quality and luxury — I can do well. There are very few towns that could support this type of business, but Bedford can. Alpaca is geared toward Fall and Winter but because of the type of visitors we get here, I can keep my business open all year long.

YOUR VISION FOR THE FUTURE:

When the water rises everybody benefits. We are working together to expand and strengthen Bedford's offerings in arts and heritage tourism and that will bring more and more people to town and make Bedford even more exciting to visit. Therefore, elevating all of the businesses downtown.

Member Since 2008

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Celebrating our local connections since 1796!

The legendary Omni Bedford Springs Resort makes every effort to stay local. Our first choice for all our operational needs is to source from Bedford County vendors or suppliers within the state of Pennsylvania. We are proud to support local progress & industry.

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bedford springs
pennsylvania

Omni integrates local flavors

**By Jocelyn Brumbaugh
Gazette Staff Writer**

While one might think that Bedford's local economy is heavily impacted by the Omni Bedford Springs Resort, the resort relies on the local economy and its vendors just as much.

Paul Sherlock, director of operations at the Bedford Springs, explained that one of the Omni's company objectives is to integrate the flavors, products and overall influence from the culture surrounding each resort location. But it's more than just local vendors, he said.

"We need to be engrained in the community," he said, mentioning the resort's involvement in the Bedford County Development Association, the county chamber of commerce, Downtown Bedford Inc. and other local civic events.

"Being here means being involved," Sherlock added.

Sherlocked continued by explaining that each Omni property offers local products, but it also includes local electricians, plumbers, carpeting and air conditioning businesses to keep the resort going year-round.

The advantages of using local vendors and contractors is obvious, Sherlock said.

"You're picking up a phone and talking to the owner personally," he said, rather than dealing with large corporations. "That's where you feel the small town advantages."

Bob Page, who directs sales and marketing for the resort, explained that using local contractors and businesses boosts the local job market, which creates a cycle of supporting the economy through word of mouth.

"We send over 400 of our associates with paychecks into the local economy," Sherlock said, saying if the associates have seen a local business's reputation first-hand while at the resort, they're likely to consult them for their own use. Page explained that the vendors sell the resort and the associates sell the vendors.

"That's where the trickle down happens," Sherlock said.

The resort even recruits interns and associates from universities and colleges surrounding the Bedford Springs, with Penn State, Indiana University of Pennsylvania and Allegany College of Maryland as exam-

Area food and beverage vendors:

- Van Grouw Farms, Berlin, Pa.
- Hidden Hills Dairy, Everett, Pa.
- Sherwood Farms, Everett, Pa.
- White Oak Farms, Everett, Pa.
- Pekin Paradise, Hamburg, Pa.
- Elysian Fields, Waynesburg, Pa.
- Bumbleberry Farms, Somerset, Pa.
- Paul Bunyan Sugar Camp, Somerset, Pa.
- Smith Organic Farms, Bedford, Pa.
- Herr's Foods, Nottingham, Pa.
- Gallikers Dairy, Johnstown, Pa.
- Wigle Whiskey, Pittsburgh, Pa.
- Red Ribbon, Natrona, Pa.
- Briar Valley Winery, Bedford, Pa.
- Bedford Candies, Bedford, Pa.
- Kutztown Bottleworks, Kutztown, Pa.
- Everything Tea, Bedford, Pa.
- JB Swift 1855 Beef, Bedford, Pa.

ples. When these workers come to the area, Sherlock said, they're referred to area renters and realtors, and even local businesses to furnish their new homes or apartments.

Visitors to any of the Bedford Springs restaurants will have the chance to taste menu items that aren't available anywhere else in the world, according to executive chef David Noto.

For example, Sherwood Farms in Everett supplies the resort with prime cuts of beef for banquets, roasts for roast beef and all hamburger, all from cows raised in Everett. Noto added that the hamburger blend at the resort is a customized blend with specific cuts and aging, which can't be found anywhere else.

"We get a very specific flavor when it comes to our hamburgers," he said.

Noto also orders in custom cheese flavors from Hidden Hills Farm in Everett and Van Grouw Dairy in Berlin, along with special orders of sea salt and black cracked pepper popcorn from Bedford Candies.

Everything Tea also supplies custom tea blends for guests to enjoy.

Using local vendors allows visitors and associates to actually visit where their food or drinks are made, Noto said.

Local vendors also love the personal connection with visitors and showing how their product is made, he said. Briar Valley

Winery in Bedford even conducts private tastings and classes for resort visitors, for example.

Guests also often ask where to get certain products found on-site, Sherlock said, and associates send them to Everything Tea, Bedford Banjo Shop, Keystone Candies and Backstage Alpaca Shop, to get the items they want to take home with them.

"That's what we find—that a lot of people want that local experience," he said.

Noto said he always wants to use local vendors and products more, even if it's more difficult to do so.

"I always say 'look where we are — we should be,'" he said.

For example, JB Swift 1855 Beef has two plants, but Noto said the resort specifically requests their beef come from its Souderton location.

Other items coming out of the kitchen aim to incorporate recipes of the community, with gobs and shoo-fly pie as examples.

"We look for those flavors," Noto said, adding that he is constantly looking for other new ideas and trends.

Noto also mentioned that herbs and vegetables are grown on-site at the resort, which allows the kitchen to offer direct farm to table menu items "when possible."

"We do what we can when

we have it," Noto said, adding that the growing season in the area for certain crops is only about four months out of the year.

For beverage options, Noto is always looking for small, local, craft distilleries to offer rare products. Thanks to a little history and Wigle Whiskey in Pittsburgh, the Omni Bedford Springs has its own custom whiskey.

The whiskey, called "1796" after the year of the resort's founding, came as the result of a little research, followed by training and testing of the product.

Sherlock, a history fan, found the company and contacted the owner, after which he learned the significance of the Bedford area to the Whiskey Rebellion. Then, resort historian Bill Defibaugh revealed that his father had owned Defibaugh's Tavern decades ago and had personally worked to expand the Wigle Whiskey company.

"We said, 'we have to feature this,'" Sherlock said.

Along with Briar Valley Winery, the resort offers local beers as well, such as Troeg's, Penn, Victory, Brickhouse and of course, Yuengling.

"We're on the look out for new breweries all the time," Sherlock said.

Six of the taps in each restaurant feature local drafts and each month, a local beer is featured, Noto added.

This summer, the resort is even featuring locally made and bottled sodas. Root beers and cream sodas from Red Ribbon in Natrona and Kutztown Bottling Works in Kutztown have been a popular item this season so far, Sherlock said.

"It's a throwback to those kind of things," he said.

With new companies coming to the area constantly, Page said there's always an opportunity to partner with them and offer new products to visitors. Sherlock agreed.

"If they have a quality product, we'll give them the volume," he said.

Sherlock added that the resort "has something of envy to everyone else," and the Bedford Springs feels the same about the Bedford community.

"If we can be part of that lure, we'll do whatever we can," Sherlock said.



GIGI'S GLORIA SMOUSE, OWNER

WHAT DOES BEING A MEMBER OF DBI MEAN TO YOU?

It means going from being an individual business to a family of businesses. I feel like we're not in it alone and there's any number of people you can go to. Somebody always has your back. There's strength in numbers.

WHAT MAKES YOUR BUSINESS UNIQUE?

This is the oldest store in Bedford and it has been in continuous operation since 1956, just with different owners, and our customers range in age from their 20s to their 90s, because this store has been around so long. Also, we really try hard to carry things made in the United States.

YOUR VISION FOR THE FUTURE:

My vision is Bedford becomes even more of a tourist attraction. I want for us to capitalize on all the positive things we've already done and not be satisfied with that and keep improving.

Member Since 2013

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Tom Burchfield, General Manager

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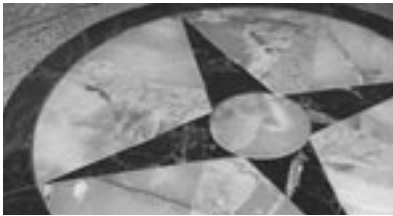


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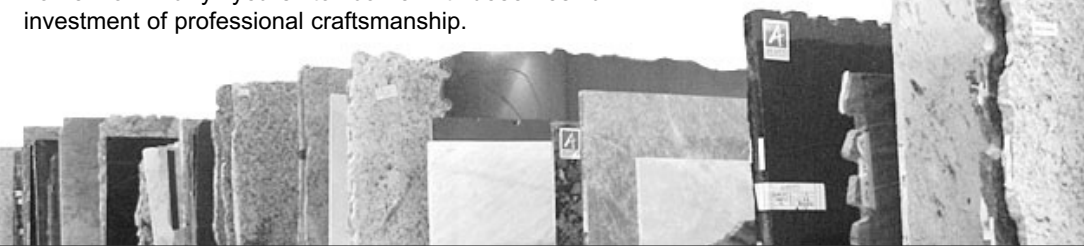
BATH AND POWDER ROOMS



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FIREPLACES



Springs visitors fall in love with area

By Elizabeth Coyle
Gazette Associate Editor

The Bedford Springs has been a positive influence on the economy, real estate leaders in Bedford County said, but its influence on housing and rentals overall has been more of a matter of six degrees of separation, to borrow a phrase.

Since the Springs reopened in 2007, the country has gone through the Great Recession in which the housing collapse led the economy into double-digit inflation and all the other economic woes American suffered.

The Springs probably helped prop up a small segment of housing prices, said Sean Bardell, realtor/appraiser with Howard Hanna Johnston Realty. The so-called “top-sider” homes near the Springs did increase in value, he said.

Otherwise, “I don’t see where it really had a huge impact on real estate around here,” Bardell said.

Linda Bullington of Central Pennsylvania Real Estate said the Springs brought in a better downtown area for Bedford and the spinoff of more shops and businesses.

But it’s not had a direct impact on housing or on rentals, either.

“I don’t think it’s a driving force,” Bullington said. “I think it’s wonderful they’re here. I think it’s fantastic. They’re the crown jewel of Bedford,” Bullington said.

John Black, partner of Coldwell Banker SKS Realty, said the opening of the Omni Bedford Springs was a boon to all of Bedford County.

“The influx of visitors has in one way or another helped all county residents. Visitors to the Springs buy gas, they eat at various restaurants, visit the shops, not just in Bedford but all over the county, and in general serve as a boost to the local economy,” he said.

His partner, Melinda Feaster, Coldwell Banker’s broker, said the Springs has brought more visitors, helping local business. And it has brought more traffic to the office between the Bedford County Visitors Bureau and



The “topsider” homes, like the one above, near the Springs, have increased in value. Housing, in general, in the Bedford County area is turning around, realtors say.

Gazette photos/Elizabeth Coyle

the Bedford County Chamber of Commerce. That’s where they can see the current listings in the front window, giving the homes for sale more exposure.

Feaster said it’s provided more jobs/careers for people, which in turn made it possible for them to buy homes.

“We have also seen evidence of some Springs visitors falling in love with the county and purchasing vacation homes and in some cases deciding to move here on a permanent basis,” Black and Feaster said.

Housing is turning around in general in the Bedford County area, realtors said.

Bullington said it seemed that the downturn hit a rural area like Bedford County later in the country-wide recession but it also meant the area was later coming out of the recession.

“I think we’re at the tail end of it,” she said. Buyers in this area are more conservative to start with so they aren’t



impulsive buyers to start with.

The real help for the housing market right now is interest rates that are very attractive.

“The real estate market is very busy right now and the

interest rates are very low,” Bardell said. “Right now is a good time in real estate. It’s good again.”

Bullington agreed. “I think there’s some healing,” she added.



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WHAT MAKES YOUR BUSINESS UNIQUE?

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YOUR VISION FOR THE FUTURE:

As downtown grows, our business will grow. As we increase our business and products we can offer more to our customers. As the town grows, our customer base will grow.

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Join-In June

The Bedford County Chamber of Commerce has been helping to **connect and build** the Bedford County business community for more than 25 years, committed to helping our region grow and prosper.

We believe that the strength of **LOCAL** business comes from **relationships**. That’s why we offer events & programs that provide networking opportunities: to allow our members to make important business connections, to foster significant relationships, and to support **LOCAL** business.

For businesses, organizations and individuals who are Chamber members, we **THANK YOU** for your support & look forward to continuing to work **with you** and **for you**.

For those who are not-yet members of the Chamber, we invite you to learn about our programs and events during our **JOIN-IN JUNE Membership Drive**, during which you can reap the extra benefits of Chamber marketing & exposure.

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Learn more about Chamber programs, events and benefits online:

www.BedfordCountyChamber.com

Downtown Bedford Inc. sets pace for winning national recognition

By Elizabeth Coyle
Gazette Associate Editor

Downtown Bedford has seen a change over the past 15 years, and the metamorphosis has created a draw from local residents, visitors, outside investors, even the national media.

Since the Main Street program was adopted in 2001, there have been rehabilitated buildings, a drop in vacancy rates, existing businesses that changed their look and new businesses that enhanced the downtown area.

Downtown Bedford Inc., the organization created by the Main Street program, was named to the National Main Street Center's Top 10 in March 2014 for its efforts to transform the district.

The organization laid out to the national committee that chose DBI how it has responded to four areas: economic restructuring; design, promotions and organizations.

In its application, it laid out how the downtown area is a great place to visit, work, live and play.

DBI's main street manager, Tonya Grimes, said in her Main Street application that new and "energetic" building owners have spent more than \$1 million in private money to revitalize historic properties that have reflected DBI's focus on stereoscope and face improvements.

"This in turn has inspired current building owners and deteriorating buildings to reinvest in their buildings as well," she wrote.

Tom Salmon, one of the proprietors of the Golden Eagle Inn on Pitt Street, said what he likes is the interest customers are showing to the number of food options in town.

"We're very happy with the direction things are taking right now. We think things of kind of popping down here," Salmon said. He and his wife, Mary Jane, and her family bought into the inn/restaurant last year.

"I think a lot of us feel with the food options and the desire for food diversity here, it feels like a pretty exciting time to be here," he said.



Revitalizing historic properties and streetscaping efforts have made the downtown area more appealing to visitors.

The changes stemming from DBI projects have made a difference, Salmon said. When Mary Jane's grandfather, a World War II veteran passed away, DBI put a photo of William Gormon on the map right outside the door.

"We think what DBI is doing is very much in the interests of downtown Bedford," he said. The selection of shops cater to the "idiosyncratic" tastes of guests who stay the Golden Eagle's inn.

The business felt comfortable enough with its success that it added a small pub in its downstairs level.

"We're very happy on all fronts with the activities and the guests and the way the town has been supporting our restaurant and our inn," Salmon said.

The improvements have included new sidewalks, welcome banners, and markers to designate a historic walking tour.

Bob Mitchell has been in downtown Bedford for about 33 years and he said the improvements are noticeable.

"I really like the things they've done with the stereoscope. It's really, really made the town look nice," Mitchell said. The sidewalks and other improvements were an inconvenience and cut into business when they were put in a couple



years ago. He's looking for the long-term gain from those improvements.

Owner of a building that's been in Bedford since 1771, Mitchell said being in a historic district — which includes required approval from the borough's architectural review board of certain changes to buildings — has its drawbacks. On the other hand, "It's necessary so there's no crazy things going on."

DBI works with the borough and the Historic Architecture Review Board to enhance and preserve the historic buildings in town. DBI has distributed more than \$170,000 in state funding toward facade projects. That's been matched with more than \$225,000 of private funding.

The town attracted

MSNBC's "Your Business" last August highlighting the town's success in the aftermath of recession.

These successes come through the many partnerships DBI has in the borough, the Bedford County Chamber of Commerce, Bedford County Visitors Bureau and the various companies that support they have provided over the years since DBI was formed, Grimes noted.

"In a slow economy, out businesses have not only grown, but they are thriving thanks to the partnerships and cooperative efforts of our Main Street program, community members, business leaders, local government workers and our clubs/organizations who not only care, but care enough to take action," Grimes said.



MIRROR MIRROR BOUTIQUE

PATTY CHANCELLOR &
MIA SHIPLEY, OWNERS

WHAT DOES BEING A MEMBER OF DBI MEAN TO YOU?

DBI is very helpful as far as promotions. They're our favorite organization and the organization that we benefit most from. Tonya's doing an awesome job. She's very helpful and brings a lot of fun events downtown.

WHAT MAKES YOUR BUSINESS UNIQUE?

We have very trendy things. We go to New York City fashion shows and bring current trends to the area at affordable prices.

YOUR VISION FOR THE FUTURE:

We'd love to carry men's fashion as well women's plus sizes. We also hope to one day sell kid's clothes. There's nowhere that has all that in this area.

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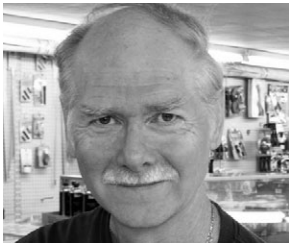
Bob



Tom



Carolyn



Gene



Kay



Brian



Eddie



Lori

Not
Pictured
was
Jim



Randy



Roy



Luella



Cory



Garrett

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Springs packs powerful economic punch

Governor's ImPAct Award nominee generates jobs

By Harry Zimbler
For The Gazette

Each year the Department of Community and Economic Development and the Team Pennsylvania Foundation seek nominations for businesses and institutions that generate significant economic activity resulting in additional jobs.

This year, the Omni Bedford Springs Resort was honored with a nomination. Looking at the resort's overall importance to the Bedford County community, it is easy to understand why.

For 17+ years, the history and majestic beauty of the Bedford Springs sat idly by as Bedford County wondered if it would ever again reclaim its heyday of hospitality and community relationships.

Then, with federal, state, county and local groups joining together, the project became a reality. It would take years of refurbishing the resort, but once reopened it would become a major destination property for travelers and businesses alike.

By 2014, the Omni Bedford Springs was worthy of a Governor's ImPAct award for the extraordinary connections it has established within Bedford County and the surrounding region.

The property features 216 beautifully appointed guest rooms, 20,000 square-feet of meeting space, a world-class spa and an award-winning golf course. Its indoor pool was one of the first in the nation.

The Springs' history of hosting American presidents and major statesmen over two+ centuries is unrivaled. And its attention to health and well being provides a significant contribution to Bedford County and all of Pennsylvania.

Each year the Springs hosts about 100,000 people, generating \$250,000 in room taxes for the Bedford County Visitor's Bureau. In the past two years, \$917,000 in property taxes was paid.

The Springs makes a



These photos show, above, the famous "Tiny Tim" hole, a short par three, over water, to a bunkered, mounded green, and, below, a portion of the resort's spa.



tremendous effort to support local businesses. It has helped Downtown Bedford earn recognition as a Great American Main Street.

The management of Bedford Springs purchases produce, meats and cheeses from local purveyors. It has established a cordial relationship with many Bedford County restaurants and retail shops, often

referring visitors to those businesses.

Many members of the Springs staff play active roles in community organizations. They serve as volunteers for important community groups and as members of economic-related boards of directors.

The Resort uses its meeting and banquet space and golf course to host many events for

local non-profits. There is no question that the Omni Bedford Springs is actively involved in the Bedford County community.

The management of the Springs is willing to help however it can when economic development is possible. With about 420 employees and many young interns, The Omni Bedford Springs Resort and Spa makes a profound impact on the entire region surrounding Bedford County.



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Gazette photo/Cara Beemiller
In March, Downtown Bedford's Main Street program was selected by the National Trust for Historic Preservation as a semi-finalist for the 2014 Great American Main Street Award.

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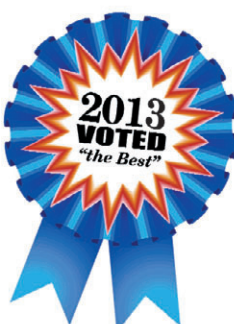
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Get Out and Play helps visitors enjoy recreation

By Jocelyn Brumbaugh
Gazette Staff Writer

Shelley Miller, one of the owners of Get Out and Play Outfitters, said her business has grown “tremendously” since working with the Omni Bedford Springs resort.

The resort contracts with Get Out and Play Outfitters, based out of Cumberland, Md., to provide children’s activities like fishing lessons, geocaching, arts and crafts, outdoor recreational adventures like Segway and UTV tours for adults and team-building events for corporate groups visiting the resort.

Miller worked with the resort before it reopened and even recalls guiding groups while wearing hard hats when the property was under construction. However, since the opening of Omni Bedford Springs, Get Out and Play has been able to expand.

“Through the existence of the resort, these programs have developed,” she said.

Miller said the business couldn’t exist without the help of the local community, explaining that her company is able to partner and make arrangements with local guides, parks and organizations to offer even more activities to guests of the Springs. For the rising demand in horseback riding, Miller reached out to Bedford County Horseplay. For peaked interest in fly-fishing, Miller reached out to a few local instructors as well as Four Seasons Fly-Fishing Guide Service, based out of Boiling Springs.

When Miller first contacted the Bedford County Sportsmen’s Club about helping to offer guests the chance to learn more about trapshooting, the organization was a bit hesitant, she said, but eventually agreed and has been cooperative to work with



—Photos submitted

Above, a kayaker smiles while taking a cruise at Shawnee State Park while visiting Omni Bedford Springs. Get Out and Play Outfitters, the resort’s contracted recreation provider, takes canoe and kayak trips to the park to give visitors a real tour of the area. At far right, a group of children visiting the Omni Bedford Springs resort participates in geocaching, a type of high tech treasure hunting, one of many activities offered by Get Out and Play Outfitters. At right, visitors to the Omni Bedford Springs Resort can take advantage of horseback riding thanks to Get Out and Play Outfitters’ partnership with the Bedford County Horseplay.

and offer visitors a diverse experience.

Get Out and Play has even held a job fair at Bedford High School to recruit local students to help with chil-

dren’s activities and tours for the summer months.

The company also takes guests canoeing and kayaking at Shawnee State Park to take in the views.

“Guests always say, ‘This is such an incredibly beautiful area,’” Miller said.

Miller said guests not only love the historical background and natural resources of the area, but the people.

“They really love the community,” Miller said, pointing out that the downtown Bedford area and its coffee shops, candy stores and winery are some of the most popular attractions.

When corporate groups visit the resort for team-building retreats, Miller described an “Amazing Race”-style competition that requires the guests to go through a series of activities in the downtown stores, Old Bedford Village, the Briar Valley Winery, some of the area’s covered bridges and eventually, the Jean Bonnet tavern.

“We try to show off the key, highlighted places of the community so that when they leave here, they’ve actually experienced and seen the area,” Miller said.

To make things easier, the local community is helpful every step of the way, Miller added, offering ideas, support and assistance. Miller said that this is the reason why she feels Bedford County’s people are the number one resource in the area.

“Your community is a rare find,” she said. “The down-



—Photos submitted

Above, Get Out and Play Outfitters provides guests to the Omni Bedford Springs resort with a variety of recreational and outdoor activities, such as Segway tours around the resort property. At right, children participating in arts and crafts with Get Out and Play Outfitters at Omni Bedford Springs show off their masterpieces.

town area and stores are visitor-friendly and understand partnership.”

An example of this partnership is when one restaurant fills up, their staff will recommend another one close-by,

even if the eatery is technically their competition, so that guests are guaranteed to have a good experience while in town.

“Guests appreciate that and so do we,” Miller said.



“That’s a fabulous attitude.”

Miller said Get Out and Play has “really grown to being an integral part” of the resort and also because of the community, the business has grown. For example, UTV and Segway tours were not offered when the business first contracted with Omni Bedford Springs.

“We feel really blessed to be able to work in the area,” she said. “We’re proud to represent the Springs.”

To keep things fresh, Miller said each year, the company tries to add new activities and encourage locals to come visit the resort and participate in the variety of recreation. Get Out and Play will soon offer archery and for its team-building tours, an obstacle course will soon be available.



This visitor had the chance to travel to Yellow Creek for some fly-fishing lessons.

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Springs: Public-private success story

By Harry Zimble
For The Gazette

The rebirth of the Bedford Springs Resort and Spa in 2007 was, as Travel + Leisure magazine said, “miraculous.”

It was, in fact, an example of what can be done when the public and private sectors work hand-in-hand to complete a project.

The \$120 million restoration required private capital investment as well as financial assistance and expeditious approvals from federal, state, county and local public officials.

The offices of State Senator Robert Jubelirer and United States Congressman Bud Shuster, and later Congressman Bill Shuster, worked tirelessly to guarantee the project's eventual success.

It was easy to understand the Spring's rich history, which began in the 18th century. After it reopened in 2007, it was possible to see that the resort has a bright future as well.

“I was happy to facilitate the federal investment which developed the road and infrastructure around the Bedford Springs Resort,” said Congressman Bill Shuster. “I am proud to have such a notable landmark located right here in the 9th District.”

In December of this year, Senator John Wozniak will begin representing Bedford County, taking over for Senator John Eichelberger as districts are realigned.

“State investment can help bolster regional projects that have a broad economic impact,” said Senator Wozniak. “As is the case with the National Historical Landmark, Bedford Springs Resort. This project - aided by the state's investment of more than \$20 million - helped leverage millions in private dollars that were combined to reignite economic activity at the nationally-known, but formerly idle, facility. More than 100,000 visitors now come to Bedford County each year to enjoy the hotel.”

Wozniak recognizes that tourism and hospitality are vital to the health of Bedford County's economy. That's why he had the Senate policy committee travel to Bedford earlier this year. The hearing heard from Bedford County's local officials, business groups, and economic development professionals about how the region has used its natural resources in conjunction with the Progress Fund to



SHUSTER



WOZNIAK

aid businesses in the area.

Bedford County's Commissioners also see the value of partnerships.

“Working partnerships between the public and private sectors are the most profitable,” said Commissioner Paul Crooks. Thanks to such a partnership, Bedford County is benefitting from a major economic generator.

“The Springs buys a lot of their food and operating supplies locally,” Crooks noted. “It draws a lot of people to Bedford County who shop locally and buy fuel for the trip home. This puts money into the local economy.”

Commissioner Kirt Morris also commented on the impact that the Bedford Springs has on the county and region.

“I am a believer that all projects have a greater chance of success and produce better results when people work together,” said Commissioner Morris. “The success in Bedford County is a result of the public and private sectors realizing that we all have a common goal of making Bedford County the best it can be.”

According to Commissioner Morris, the Springs has helped to showcase Bedford County. “In my travels around the Commonwealth, I am pleasantly surprised by the number of people who know about the Springs and, better yet, have come to Bedford County for a visit to the Springs. It's a draw, a focal point for the county and a great tool to bring visitors to Bedford County.”

Commissioner Dallara said that the “relationship between the Bedford Springs Resort and Spa and the community of Bedford and County Government could serve as a model that others would be wise to study. The Bedford Springs Resort and Spa contributes approximately \$11 million dollars in local consumer spending impact in the county each year.”



ELAINE'S WEARABLE ART

ELAINE HOUSEL, OWNER

WHAT DOES BEING A MEMBER OF DBI MEAN TO YOU?

As a business owner, I am a proud member of Downtown Bedford Inc. because DBI is truly the heart of our community. Over the last several years so much have been accomplished. Community attitudes have changed by focusing on our downtown's assets and potentials. Due to the many hours of hard work and dedication by our current and past DBI Main Street Managers, several things have been accomplished. Special events have attracted more shoppers, visitors and excitement downtown. Grants have made our downtown a place to be proud of. Merchants are working together. Partnerships with other organizations such as the Bedford County Chamber of Commerce and the Bedford County Visitors Bureau also have promoted positive business and tourism. DBI has helped establish our downtown as the center of community life.

WHAT MAKES YOUR STORE UNIQUE?

Elaine's Wearable Art opened in July 1991 featuring artisan-designed jewelry, creative accessories and contemporary apparel. Our diverse collections of merchandise cater to women and customers and gift buyers who want quality and unique products that can only be found in specialty shops. We have great sales associates who are knowledgeable and passionate about what we sell and love to share with customers information about the newest and latest fashion and accessory trends. We want all customers to have a great experience. Creating excitement with in-store special events all year long and we even mail out over 5,000 birthday cards each year to our loyal customers. Elaine's Wearable Art offers free gift wrapping and convenient shopping's hours seven days a week, staying open until 6 p.m. daily, Fridays and Saturdays until 7 p.m. and Sundays 11 a.m. to 5 p.m. Our second location, Elaine's At The Springs, opened in the Omni Bedford Springs Resort in 2008. We encourage all guests of the hotel to stop downtown and experience the unique variety of shops and eateries Bedford has to offer.

YOUR VISION FOR THE FUTURE:

Downtown Bedford is becoming a destination again for the next generation, it's so encouraging to see young mothers pushing baby strollers and shopping downtown instead of going to the mall. I see locals and visitors walking around town, dining or going to the movies in the evenings. Our tourism and numbers of visitors from the region continue to grow. Bedford is still progressing and attracting new businesses and shoppers. Industries, hopefully, will invest here because of our work ethics, image and quality of life. Our community leaders, DBI and other organizations have made a commitment to maintain our quaint, historical and cultural image with a focus on the vitality and prosperity of downtown Bedford. This is a job that is never done. My hope is the next generation will be inspired to continue.



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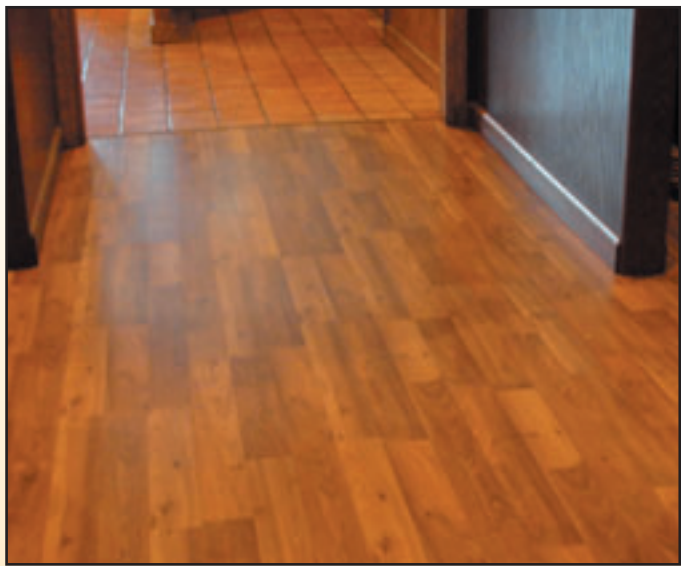
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WHAT DOES BEING A MEMBER OF DBI MEAN TO YOU?

DBI is a wonderful organization. Membership is really phenomenal. There’s many events downtown that bring in additional revenue. DBI asks me to participate in activities and even if I’m not involved in the event they might buy some of my cookies or desserts to serve at the event.

WHAT MAKES YOUR BUSINESS UNIQUE?

We offer homestyle cooking and everything we serve is made fresh. We take pride in what we’re serving here. In the summer, we use produce from local farmers and try different recipes with that. Our atmosphere is “homey,” primitive and comfortable. This area is all about history, and I think our atmosphere fits in with that. Our staff really goes out of their way to made our customer’s experience memorable.

YOUR VISION FOR THE FUTURE:

I’d like to see business continue to grow for locals and visitors. We have to constantly work hard to make this town better. I hope to continue to ad services here and have outdoor seating. It’s vital for me to continue to be better and offer something different. We will not draw visitors into town with empty storefronts. We always have to be thinking ahead.

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Fostering relationships with schools

By Harry Zimblar For the Gazette

Growing the hospitality and tourism industry in Bedford County demands that the local workforce find the training opportunities necessary to prepare for such a career.

Toward that end, the management team at the Bedford Springs Resort and Spa helps foster a strong partnership with local training programs including those at the Bedford County Technical Center, the Allegany College of Maryland, Indiana University of Pennsylvania, and Penn State University.

“From my perspective, the Bedford Springs has been a very good partner in education,” said David DiPasquale, administrative director at the Bedford County Technical Center. “For example, employees from Bedford Springs participate on our occupational advisory committees and have proctored our end of program assessments of our student's skills and knowledge. The advice from these individuals is invaluable in helping our programs stay current with the appropriate technology and business information needed to train students for family-sustaining jobs in our region.”

The Bedford Springs management team has nurtured an excellent relationship with



Gazette photo/Paul Price

Allegany College of Maryland’s Bedford County Campus is located in Everett.

major area schools, including Penn State. Currently, there are nine interns from Penn State's hospitality program working at the property. One such intern, Ingrid Petersen, moved into a responsible management position following her time as an intern.

“The Springs has also provided work based learning opportunities for our students,” said DiPasquale. “This helps give them a leg up in terms of readiness for the job market.”

DiPasquale explained that the Omni corporation has helped the BCTC and Alle-

gany College of Maryland (ACM) create a pipeline of well-trained individuals ready for today's job market.

“Bedford Springs has aided us by enriching and expanding our educational programs to meet the needs of the business community,” DiPasquale said. “The partnership between ACM and BCTC adds a dimension of flexibility that we need as an educational institution. By building strong alliances with post-secondary institutions and Omni, the possibilities of economic growth and expansion are greatly improved.”

As DiPasquale and Omni have demonstrated, education will play a major role in Bedford County's economic growth and development.

“It has been my experience that the Springs understands this philosophy and is willing to lend its extraordinary resources to help us prepare students for the world of work. There is a sense of pride when the people of Bedford County talk about the Bedford Springs and with the \$120 million renovation of the resort, I can see only more opportunity for our graduates in the future.”

Forging the future of hospitality

By Harry Zimblar For The Gazette

The management team at the Omni Bedford Springs Resort and Spa is committed to service excellence and workforce development. This commitment is most evident in the Springs' internship program.

According to Paul Sherlock, director of operations, the Omni Bedford Springs currently has nine interns from Penn State's School of Hospitality.

There are also internship partnerships with the Indiana University of Pennsylvania and workforce development initiatives in place with the Allegany College of Maryland and the Bedford County Technical Center.

One of the most compelling

success stories is that of Ingrid Frembgen Petersen.

She began her career with an internship at Bedford Springs and is now an Omni Leader in Development.

“Penn State was my way in with Omni,” Frembgen Petersen. “I never knew the Bedford Springs existed until my advisors took me to visit. They opened my eyes to a place I never thought I would be able to work.”

As she approached the end of her internship in 2012, Frembgen Petersen found that she wanted to learn more about the hospitality industry. She

applied for a part-time job at the Springs and worked weekends in her senior year at Penn State.

“In January I was offered the Leader in Development position in Food and Beverage. During that year, I trained alongside other managers, supervising the different restaurants at the property.”

Once she completed her Leader in Development Program she was asked to stay at Bedford Springs and take a position as Assistant Restaurant Manager. “I am now going into my third summer season at the property,” she said.

Frembgen Petersen described her internship as hands on. “I wasn't sitting in a classroom looking at a screen all day. I was in the field working next to my co-workers learning about the industry. I learned so much that a book cannot teach you.”

To those who will follow her career path, Frembgen Petersen advises, “stick with it. Don't give up. There are so many different opportunities in this field. From food and beverage to golf, marketing or culinary. I thought I would never find a job. Now, I am living my dream.”

It’s been a long and winding road ...

—Continued from Page 2

Congressmen Bud and Bill Shuster were also heroes, espe-

cially in the roles they played to get a new road created behind the property.

Representative Dick Hess was a supporter who was very helpful in facing the naysayers.


Kay Crist and Dick Bugle of the Bedford Township Municipal Authority were instrumental when it came to extending water and sewer lines.

The Bedford County Commissioners, Bedford Township Supervisors, and the Bedford Area School District helped establish the Springs as a tax-free Keystone Opportunity Zone, no small accomplishment. The KOZ lasted through construction. Today, the Bedford Springs Resort and Spa makes a major contribution to the tax rolls.


While some residents of the area felt there was a cheaper, better way to restore the Springs, the vision of a first-class facility persevered.

With a developer from Texas, many local residents could not believe that the project would be completed.

But it was. And in 2007, it reopened to great fanfare. Today, it is managed by Omni, one of the nation's top hospitality organizations, a company that fully embraces and engages the Bedford County community, believers and naysayers alike.



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Impact has been positive in many ways

**By Bridgett Weaver
Gazette Staff Writer**
A new clientele base, increased revenue from room tax and an influx of foot traffic to the downtown area are just a few of the positive impacts that the Omni Bedford Springs Resort and Spa has had on Bedford County.

“Since the Springs opened in 2007, it has really opened up a new clientele for the county,” said director of the Visitor’s Bureau, Dennis Tice.

Bedford has risen to the occasion of opening a massive resort just outside of town.

“Bedford was a wonderful town to start with,” Tice said. “Since the Springs has come on board the town has responded.”

“It’s a very high end property,” so the people who stay there are accustomed to a higher level of service and they’re willing to pay for it, Tice said.

“There have been a surge in higher end dining and eclectic dining.”

The downtown businesses that were already established have done things to help the tourists discover all that the town has to offer. And the visitors don’t just stay at the resort. The employees at the Springs encourage people to get out into town to explore the area.

“One of the reasons we began creating the smart phone video tours was because the influx of people,” Tice said.

The Springs has brought revenue to the town by sending people to the restaurants and shops and by the room tax revenue that is charged to each guest at any hotel or bed and breakfast in the county. Tice couldn’t give an exact figure but



he said that the amount of room tax revenue has “increased significantly” since the Springs made it’s return.

From donations to fundraisers to community involvement to opening the Bedford area up to a group of people who previously knew nothing of it, the Springs has done a lot for Downtown Bedford and beyond, said Tonya Grimes, Downtown Bedford, Inc. director.

“The Bedford Springs’ partnership with DBI has been strong over the years,” Grimes said. “They provide an exceptional venue for our major fundraising events. The management goes above and beyond,” by donating nights at Omni hotels around the country to raise funds within the community.

Not to mention the effect the resort has had on the local job market.

“The Bedford Springs has a

tremendous amount of employees who live in Bedford or the surrounding area,” Grimes said.

The Springs has also helped the community grow both in notoriety and in population.

“Occasionally we hear comments from the Springs visitors looking for real estate so they can retire to Bedford,” Grimes said.

Kellie Goodman Shaffer, director of the Bedford County

Chamber of Commerce, said that the impact of the Springs on the entire area has been vast.

Goodman said she thinks it opens up the area in general — not only as a place to retire but also as a great place to raise children.

“It provides a gateway to our whole area,” she said. “That kind of impact may not be measurable (in real numbers), but it is really significant.”

What it’s done for the overall image of the community is also significant, Goodman said.


“I think that because of the clientele the Springs brings here it has really helped out area to be recognized as a whole,” she said. “It brings tens of thousands of people to town.”

Goodman said that she doesn’t foresee the Springs being any less involved with the community in the future.

“I’ve seen no reason to suspect them to be less generous in the future,” Goodman said.

“They’ve given back to the community by virtue of being a strong local business.”


The future looks bright, she said.



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 \$159,900 MLS 36611	 \$199,000 MLS 36688	 \$29,900 MLS 36889	 \$150,000 MLS 36989	 \$59,900 MLS 37045	 \$280,000 MLS 37165	
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 \$149,000 MLS 37962	 \$49,000 MLS 37969	 \$124,900 MLS 37990	 \$19,500 MLS 38071	 \$19,900 MLS 38072	 \$19,900 MLS 38073	
 \$18,500 MLS 38075	 \$19,500 MLS 38076	 \$159,000 MLS 38115	 \$219,900 MLS 38157	 \$139,900 MLS 38203	 \$134,900 MLS 38211	
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 \$90,000 MLS 39173	 \$27,000 MLS 39175	 \$149,900 MLS 39200	 \$169,900 MLS 39213	 \$279,900 MLS 39220	 \$79,000 MLS 39299	
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—Photo by Rick Shaffer

A bird’s eye view of the Bedford Springs

This bird’s eye view of the Omni Bedford Springs shows the grand entry driveway in front of the building. Visitors often like to cross the roadway on the pedestrian bridge above the roadway, pictured front and center, to get a wider camera view of the Springs building and front grounds.



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Gazette photo/Holly Claycomb

The entrance to the Bedford County Airport features a sign noting the airport is the “Gateway to the Bedford Springs Resort.” It also includes signs for Bun Air and fuel sales.

Business is soaring at Bedford County Airport

**By Holly Claycomb
Gazette Staff Writer**
Business is soaring at the Bedford County Airport, thanks to an improving economy, the local airport's proximity to I-99 and the Pennsylvania Turnpike and a lot of hard work.

Jim DeLong, co-owner and general manager of Bun Air, said business is “going great” and credits the airport's location, as well as local businesses such as the Bedford Springs Resort, Rockland and JLG, which attract corporate and business leaders.

“The Springs is a magnet for the entire area,” he said, adding that the clientele who frequent the Springs are upwardly mobile financially speaking and able to travel using small airplanes or corporate jets.

In addition to those visiting the Springs, DeLong said quite a few corporations use the Bedford airport during business trips. Perhaps they'll land and spend a few hours at one of the local manufacturing plants or travel on to Altoona for business meetings before flying out again. Often they'll stay overnight either at the Springs or elsewhere, he said, which means the pilot will stay in a local hotel, rent a car, eat at local restaurants and shop locally. In the end, it all boosts the local economy.

Sometimes business is not what draws people through the airport, instead it's because they “just like the Bedford area,” he said, noting that during Bedford's Fall Foliage Festival the airport is kept busy.

In 2010, DeLong and his wife Jenny purchased Bun Air Corporation, the fixed base operator at the airport. Since that time they've remodeled, installed new furniture, added a lounge and added amenities for pilots. They have also worked hard to attract more business.

As a way to attract business and to get the younger generation interested in flying, Bun Air is the sponsor for the tri-county After3 program that teaches high school kids about aviation. If the students attend five aviation lessons throughout the year, they earn a free flight

in an aircraft at the end of the year during the field trip to the airport. “Only a grass roots effort at getting kids into aviation is going to promote this industry,” DeLong said.

Bun Air also works closely with the local Civil Air Patrol to encourage and provide opportunities for their squadron of cadets.

And, many local residents remember the past two years of Bedford County Airport Days, where Bun Air sponsored an Airport Day full of historic aircraft, vendors, a cruise-in and a Civil Air Patrol fundraiser breakfast.

For the fourth year running, Bun Air will host the Bedford Chamber of Commerce Business Showcase, this year to be Sept. 17, where local businesses set up a booth in the new corporate hangar and welcome the business public to visit and see what they have to offer. A catered lunch with a local-interest speaker is offered before the Business Showcase that day in another hangar. The number of people attending the event has doubled since four years ago, DeLong said, adding that a Chamber mixer at 5 p.m. closes out the day.

“Thanks to a great working relationship with the Bedford County Airport Authority, Bun Air has been able to grow,” DeLong said.

Work has been completed on a new 10,000 square foot corporate hangar — which is already full. Last year \$900,000, part of a federal grant, was spent on an expanded airplane parking at the runway, and a parking lot was added.

The runway, at 5,005 feet, can handle midsized to large corporate jets, DeLong said. He said an additional 500 feet of runway would benefit the airport, but first “we need to expand the infrastructure” before making a push for that.

Eventually though, he said the added runway will be needed. “Bedford County has a gem of an airport,” he said, explaining that the proximity to Washington D.C. is important as the city grows and the suburbs expand.

DeLong said business is also growing due to an “air

taxi” service offered by Bun Air, along with airplane maintenance and repair facilities, not to mention fuel and parts sales.

Bun Air is a service center through the Cessna Aircraft Company, DeLong said. Staff can sell parts for and perform maintenance on Cessna aircraft, both new and used.

There has also been an uptick in traffic at the Bedford County Airport since DeLong received an Air Charter Certificate. The on-demand charter service is much like an “air taxi” in that customers can request prices for a flight from Bedford to “anywhere in the continental United States, Canada, Mexico and the Caribbean. All they need to do is call us, email us or come by,” he said.

In addition to ferrying customers to and from the Bedford airport, DeLong said Bun Air can fly to other airports and perform the same type of service. For instance, a popular trip is from the State College airport to Teterboro, N.J., a small airport near New York City. He's also had requests from customers who want to be picked up in North Carolina and taken to Jacksonville or picked up in New Jersey and taken to Wisconsin. “We move people around,” he said.

For corporations, flying from a small airport like Bedford to another town or city for a meeting and then flying home in the same day is very cost effective, and Bun Air can work with the customer's schedule, instead of the customer working their schedule around a major airline, DeLong said. In the end, businesses save money by omitting multiple night hotel and restaurant expenses. Many times people can fly out to a meeting in the morning and be back in their home office by lunch, saving time, too.

DeLong said as way of an example, that perhaps the cost of an on-demand charter is \$6,000. That may sound like a lot, he said, but the cost is the same if one person or six people go. So, if six people are going, that's just \$1,000 per person. If instead

—Continued on Page 15

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Bedford Springs embraces community

Omni management believes opportunities abound

By Harry Zimble
For the Gazette

The Bedford Springs Resort and Spa ranks at the very top property in the Omni portfolio, according to Brandon Jourdan, director of finance. He attributes this fact to the strong relationships that the Springs has developed with the local communities that surround it, as well as the pride that Bedford County takes in its success.

As an engine of economic development few businesses can lay claim to the wide range of job-creating relationships that the Bedford Springs Resort and Spa generate.

“Our feeling is that we look for local whenever possible,” explained Paul Sherlock, director of operations. “We continue to expand our local food lines. We have local suppliers providing everything from jams and preserves to meat.”

Both Sherlock and Jourdan

are convinced that there are many more opportunities for local suppliers to sell their products and services to the Bedford Springs Resort and Spa.

In addition to the products it purchases from local businesses - thus creating job opportunities -- the Springs contributes in ways that may not be as obvious, though they are equally important in economic development circles.

For example, the Springs is a major destination, a quality property that draws visitors from many cosmopolitan areas, which helps drive the growth and prosperity of retail shops and restaurants. Downtown Bedford is a thriving center that both supports, and is supported by, the Springs.

“We have 417 employees working here,” said Sherlock. “They all spend money in Bedford County, and they are

all proud of their positions here.”

Sherlock noted that many of the Springs' employees are deeply involved in the community, from helping stock county food pantries to serving on boards of directors for the Chamber of Commerce and the Bedford County Development Association.

The Springs is an excellent recruiting tool, serving as a magnet for attracting new companies to Bedford County. Regional employers also use it as an important tool in entertaining clients and employees.

“We are part of the Bedford County community,” said Jourdan. “We want to be a great neighbor. We treat many businesses downtown as if they were our own. We have no hesitation sending our guests to other places in Bedford County.”

“Keeping the Bedford

Springs Resort in top condition requires the assistance of local partners like Clark Construction and Impressive Floors,” said Sherlock. “Still we all need to do a better job selling the hospitality industry as a viable generator of economic development.”

In some ways, the presence of the Bedford Springs Resort and Spa in Bedford County drives the real estate market because it enhances the quality life immeasurably in the region.

Both Jourdan and Sherlock agree that they enjoy showing the facility to visitors. “New Yorkers, for example, don't want to leave. They feel as though they've been changed by their stay. We receive amazing feedback and look forward to including even more local businesses in our efforts to employ local workers.”



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WHAT MAKES YOUR BUSINESS UNIQUE?

My business is very much consumer-driven. I always ask, “How can I help you with your event?” and if I don't carry what they need I always consider that when ordering things for the store. I try very hard to give people options for their party or event when it comes to themes and colors. I try to always have something that's unique.

YOUR VISION FOR THE FUTURE:

I want to continue to expand. Right now we carry 400-500 kinds of candies. I also want to expand the gift lines we carry in our gift shop to what our customers are looking for. As time goes by, trends change. Also, the busier we are downtown, the busier our store will be. Heavy traffic downtown can only help all of us.

Business is soaring at Bedford County Airport ...

—Continued from Page 14

the same trip on a commercial flight meant car rentals, hotel rooms and meals for those same six people, the cost would far exceed the \$6,000 on-demand charter, he said.

Bun Air's charter service also allows families to get to their vacation destination much more quickly versus driving or taking a commercial airliner.

For people who are busy and value their time, it's about enjoying time with family, DeLong said.

DeLong said Bun Air has four airplanes available for the on demand charter service — two Cessna Citations, a Beechcraft King Air and a Beechcraft Baron.

But, they're not the only airplanes housed at the airport.

The Bedford County Airport Authority rents three corporate hangars full of aircraft, along with T-hangars for smaller single engine airplanes.

About 40 airplanes call the Bedford airport home base, DeLong said.

Bun Air is kept busy with fuel sales of 100LL octane and jet fuel, parts sales, maintenance and repair services, on demand charter service, flight lessons and visiting transient pilots, and DeLong expects to see further growth as the economy improves.

Currently DeLong said he is working with local companies that have expressed an interest in corporate travel. He also has been planning for the future and what needs to be done to improve and draw even more business to the local airport.

“I know we are in a good location geographically,” he said.

“The miles get much shorter when you use an airplane... you go fast, go in straight line and the world gets much smaller,” he said.

DeLong said he and his wife, along with their three children, are enjoying Bedford and operating Bun Air, and they're looking forward to the future.

“I think this airport is well positioned to experience con-

tinued success,” he said.

Bun Air can be reached at 623-8171, 1-800-296-8171 or online at www.bunaircorp.com.

Visitors on the Web site can request information on charter flights, learn about the aircraft, flight lessons and more.

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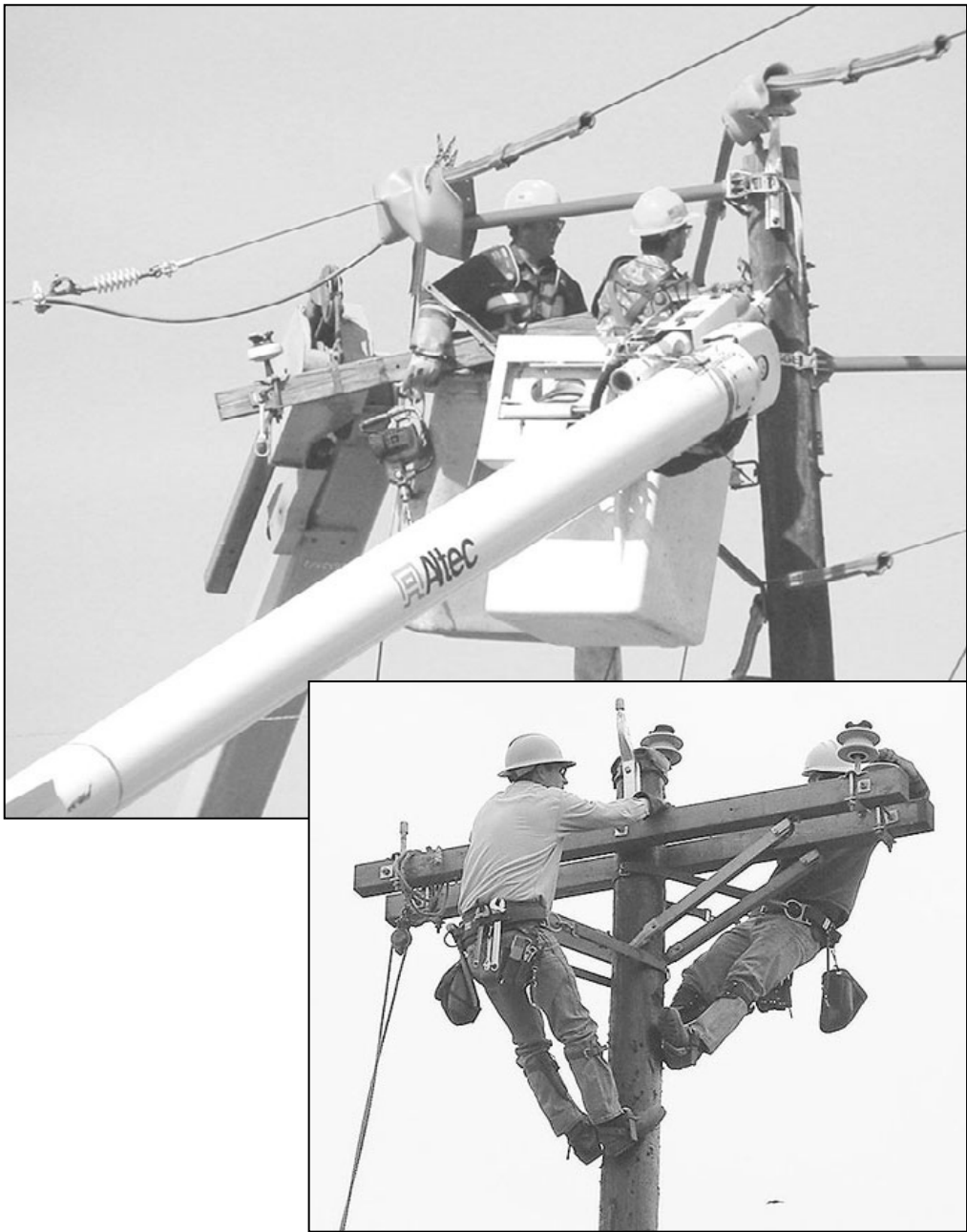
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DOWNTOWN BEDFORD INCORPORATED

Businesses helping businesses

**By Bridgett Weaver
Gazette Staff Writer**
The Jean Bonnet and The Union Hotel are two historic landmarks in Bedford County which, despite their monumental presence, have benefited from the Omni Bedford Springs Resort and Spa.

“From day one they have referred people to our restaurant,” said Melissa Jacobs, owner of the Jean Bonnet Tavern. “They introduce a different clientele.”

Jacobs said while the Jean Bonnet was doing really well before the Springs arrived on the block, they have definitely felt the impact of the Springs.

“We try to take care of their guests,” she said, “but even their employees support us.” Jacobs said that there are often times when Springs employees can be found eating at the restaurant.

Jeremy Weber, the operator and general manager of the Union Hotel in Everett said that the tourists the Springs have brought in have different expectations than locals because they are often here on vacation and they want to have a good time.

“I feel like it’s put Bedford County on the map as far as being a higher end tourist



Pictured is a portion of the front of the Union Hotel in Everett.

destination,” Weber said.

Weber said the Springs has not only helped to bring a new clientele into the area, but it has also turned Bedford County into a destination instead of just a stop.

“There’s no doubt we have people who come here from there and vice versa,” Weber

said. “(Union guests) look at it as an attraction that they can go see.”

Jacobs thought the reason for the influx has to do with the Springs’ marketing.

“They have a marketing budget that far surpasses what any of the small businesses have,” Jacobs said.

“They bring people in and it’s everyone else’s job to help them have a great experience.”

And the people of Bedford County have risen to the occasion, with store fronts rarely being vacant downtown, and new businesses popping up all over the county.

Weber said that Bedford County has always been a destination for people looking for things like hunting, nature and rafting, but the Springs has brought in a whole new dynamic.

“I feel like that’s been great for everyone,” he said. “Being able to cater to the whole spectrum of tourists. This caters to just another type of tourist — the Springs does — which allows other businesses to.”

Even businesses selling similar services as the Springs have seen a small impact from the Springs.

Carl Michael, owner of Down River Golf and Country Club, said that the Springs has had a small impact on their business. He said his business from locals golfers has increased because the Springs is a different type of course.

But ultimately, Michael said that “it’s hard to compare a full-fledged resort to a little mom and pop golf course” because of the difference in the budgets.

Michael also said he has seen some business from Springs guests who have already played through their course. “They’ll play the Bedford Springs and then come over and play our golf course,” he said.

The moral of the story, though, is that as long as the Springs keeps bringing tourists in, Bedford County will keep growing. Especially the economy.

Jacobs said the people the Springs has drawn into the area are very good for the economy.

“The biggest thing they have done for Bedford County is introduce new people to Bedford County,” she said. “I love it when people from outside the area come and spend money in our area because it helps our little economy.”



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BOB & ERIC TURKOVICH,
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WHAT MAKES YOUR BUSINESS UNIQUE?

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YOUR VISION FOR THE FUTURE:

We see our business growing as Bedford continues to be a stop along the way, or a weekend stop. I see more and more people coming to explore Bedford County, and the more traffic that Bedford gets, the more traffic the business will get. We see big things happening for Bedford County.

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Springs provides perfect venue for company visitors

By Harry Zimble
For The Gazette

When companies look to develop important business relationships, hold training or corporate meetings, or entertain clients or high-level executives, they turn to the Bedford Springs Resort and Spa. “We are working with Recreational Equipment Incorporated,” said Paul Sherlock, director of operations at Bedford Springs. “They have the same corporate ideals we have. Their managers stay here when they visit from Seattle.”

The staff at the Springs is

well aware that its presence in Bedford County is a distinct advantage for local and regional businesses.

“We will work with any company to help them in their recruiting efforts,” said Brandon Jourdan, director of finance at Bedford Springs

Resort and Spa. “We want to help them sell Bedford County.” Jourdan said that

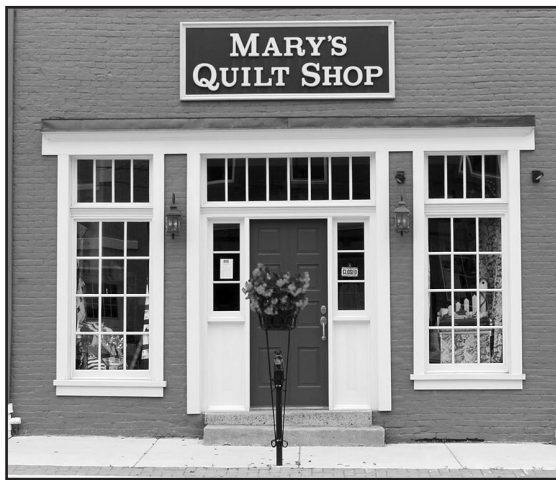
Lampire Biological Laboratories brings guests to the Springs when they are hiring.

They are happy to show new employees and clients that Bedford County has a world-class resort, he noted.

—Continued on Page 18

They are happy to show new employees and clients that Bedford County has a world-class resort.

—Brandon Jourdan,
director of finance at Springs



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MARY KOVAL, OWNER

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YOUR VISION FOR THE FUTURE:

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Springs provides for visitors...

—Continued from Page 17
“They say ‘Look what we have’. They are loud and proud about the Springs.”

Greg Krug, president and CEO of Lampire, said that his company was very excited to see the rebirth of Bedford Springs.

“It is a very welcome addition to Bedford County,” he said.

“We often entertain our existing clients there,” Krug said. “And it gives them a great reason to want to come back to Bedford County. It helps us secure follow-up orders.”

Krug noted that Bedford Springs has improved Downtown Bedford and added to the charm of the area. “That, too, has helped us when we bring in potential new employees. Before, a lot of things were targeted for travelers on their way through. Now, Downtown Bedford offers a great destination.”

Lampire’s ability to entertain clients at Bedford Springs has helped the company grow.

“We have had fruitful, productive meetings in a world class environment,” said Krug. “The word is out in the pharmaceutical industry. In fact, we are trying to bring Pennsylvania Bio to Bedford Springs.”

Pennsylvania BIO is an annual meeting of Pennsylvania’s biosciences industry, one of the most dynamic and innovative in the world.

“The Bedford Springs is a very, very impressive place,” Krug said. “Our clients are often in awe. It adds a ‘wow factor’ that we really appreciate.”

Bo Pratt, president of Rockland Manufacturing noted that his company uses the services and facilities at Bedford Springs on a regular basis.

“It’s an excellent resource for businesses,” he began. “It gives our clients a reason to stay in Bedford. Our visitors from Europe have been very impressed that we have such a beautiful place in such a small community. It certainly makes people want to come back.”



10/09 KITCHEN NICK & SARAH LETZO, OWNERS

WHAT DOES BEING A MEMBER OF DBI MEAN TO YOU?

Being a member of DBI, to us, wasn’t even optional. This organization does so much in the community, and provides so many marketing opportunities, that we can’t imagine why any local business would NOT join.

WHAT MAKES YOUR BUSINESS UNIQUE?

Our business is unique because Nick and I are both so very involved and passionate. We never dreamed of owning a business, we always dreamed of working our business together.

YOUR VISION FOR THE FUTURE:

Our vision of the future is that we hope to be just one of many wonderful new businesses in this growing community, and that we are part of the downtown Bedford landscape for many years to come!

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