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2017 BCDA Board



Front Row (l-r): Secretary, James Wistar, Everite Door Company; Immediate Past Chair, Sean Bardell, Howard Hanna Bardell Realty; Chair, Doug Gerber, Rex Heat Treat; Vice Chair, JP Tambourine, FirstEnergy Corp.; Assistant Secretary, David DiPasquale, Bedford County Technical Center.

Back Row (l-r): Office Manager, Melanie Miller, BCDA; Sara Letzo, 10/09 Kitchen; Linda Bullington, Bullington Financial Services LCC; Charles Swartzwelder, East Providence Township; Mark Bollman, Tussey Mountain School District; Alan Frederick, Frederick Farms, Inc.; Assistant Treasurer, Jenny DeLong, Bun Air Corp.; Treasurer, Bob Octavio; Greg Lang, Recreational Equipment Inc.; James Gonsman, FNB; Trudy Mitchell, Southern Alleghenies Planning & Development; Vice President, Terri Brumbaugh, BCDA; President, Bette Slayton, BCDA. Missing from the picture are: Greg Krug, Lampire Biological Laboratories; Josh Lang, Bedford County Commissioner; Bill Liedholm, Omni Bedford Springs Resort & Spa; Paul Crooks, Bedford County Commissioner; Barry Dallara, Bedford County Commissioner; and Craig Timoney, Burger King of Bedford.

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Bedford County Development Association

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BCDA Board adds new member, leadership

The Bedford County Development Association has a long tradition of superior community leadership. Every year,

new members are added to the Board of Directors as the service of others ends.

This year the BCDA Board added two new members along with introducing a new co-chair in Doug Gerber.

Doug Gerber, plant manager of Rex Heat Treat, has a strong commitment to Bedford County and its economic future.

New members serving a term on the board are

Craig Timoney, president of Timoney Management, and William Liedholm, general manager of the Omni Bedford Springs Resort and Spa.

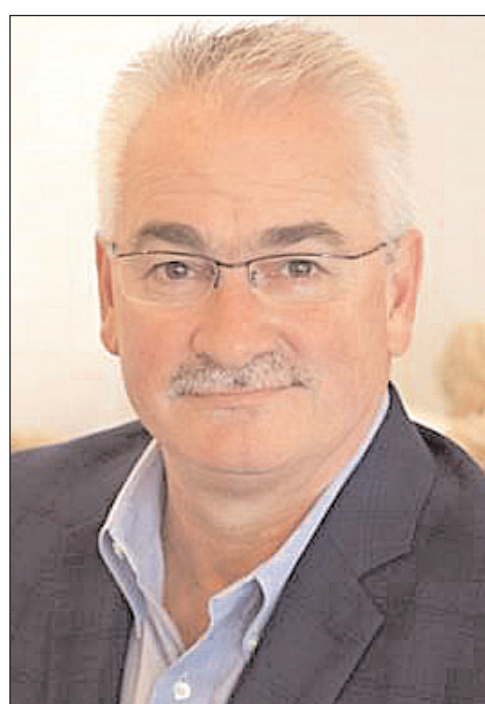
“I am pleased to announce the new members of the Board,”

‘I believe the quality of life here is directly related to the strong core values and sense of family instilled in this region.’

—Bill Liedholm, BCDA board member

said Gerber. “It is gratifying to welcome such extraordinary individuals to our team. We can take great pride in the quality of the people who comprise this important economic development group.”

Bill Liedholm has spent a stellar career in hospitality, including



LIEDHOLM

three years managing The New Sanno Hotel,

Tokyo, Japan. “My priority is to



TIMONEY

ensure that my efforts, personally, with the support of Omni Bedford Springs, can benefit from the continued economic growth of Bedford County and the region,” Liedholm said.

Though he has only been in his current position for several months, Liedholm has been impressed with the close-knit business community that exists in Bedford County. “I believe the quality of life here is directly related to the strong core values

and sense of family instilled in this region,” he said.

Gerber believes that Liedholm's international experience will prove to be invaluable to BCDA's efforts.

Craig Timoney has spent 35 years growing his restaurant business in Pennsylvania and West Virginia. Timoney Management owns and operates six Burger King franchises, winning the Franchisee of the Year in 1990.

Timoney sees his role on the Board as one of recruitment and encouragement.

“I hope to be able to network with anyone who can help bring another employer to Bedford County to create more jobs,” he said. “We should also contact our existing businesses to see if there is any way we can help them to expand in Bedford County.”

Timoney said that Bedford County's greatest asset is its workforce. “Our people make great employees,” he said. “They truly love living in Bedford County and want to stay in this area and enjoy the outdoors. They like the small-town way of life.”

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County represented at Summit

Terri Brumbaugh, vice president of BCDA, recently represented Bedford County at the 2017 SelectUSA Summit held at the Gaylord National Convention Center in Maryland. The Summit included more than 2,000 participants from more than 60 countries. As a part of



the Pennsylvania delegation, Brumbaugh worked at the state's booth and met with international businesses and site selectors. Registration fees and expenses were provided by Southern Alleghenies Planning and Development Commission. BCDA and JARI represented the region.

—Photo Submitted

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Building business, the Corle Building Systems way

By Harry Zimblar
Frank Kmetz, vice president and national sales manager for Corle Building Systems, can barely contain the excitement he feels about his company's recent progress. "This year we are up 64 new employees," he said. "We are moving toward having three shifts in all departments. We have seen growth over all our markets."

Corle Business Systems is doing particularly well in the southern United States and Canada, he said. "We are up 18 percent over last year's sales at this time. And from 2009 to 2016, we have increased our business 192 percent," said Kmetz.

Corle Building Systems creates metal buildings for agricultural and manufacturing uses, among others. "I attribute our success to our customer service," said

'We are up 18 percent over last year's sales at this time. And from 2009 to 2016, we have increased our business 192 percent.'

—Frank Kmetz, vice president and national sales manager, Corle Building Systems

Kmetz. "We have a great group of engineers and manufacturers."

This year, Corle installed a new plasma cutting system and a new automatic coil handler, making it a more efficient manufacturing process. "We are able to get increased tonnage out the door," Kmetz said.

Corle operates as three separate, but fully integrated, organizations. "We recently moved all of the businesses under one roof," Kmetz said. The three companies include Corle Building Systems, Corle Construction, and Corle Transportation.

One company builds the products, one erects the buildings, and the third provides the delivery service, he said. The company now operates 14 trucks.

Kmetz expects that in the next year or so, Corle Building Systems will be involved

in another addition to its facility. "We have had three additions already," Kmetz noted. "We are investigating another." The company's physical plant has grown from 115,000 square feet to 185,000 square feet.

This year Corle Building Systems added a second folding machine and a new gutter machine, and added 8 welding stations last year.

Kmetz wanted to ensure that his company's role in the Challenge Program was given some notice. Working with three Bedford County high schools, Corle Building Systems develops a relationship with students in the hope that they may someday become well-trained local workers. For example, the company has hired draftsman right out of the high school program.

The Challenge Program brings four students into the company for an eight-week apprenticeship with opportunities for eventual employment. Kmetz said the company takes great pride in its participation with the Challenge Program.



Photo/Harry Zimblar
Frank Kmetz, vice president and national sales manager for Corle Building Systems, is shown in this recent photo. Kmetz said Corle's business is up 18 percent over last year's sales.

Cottle's Asphalt Maintenance — it's a family affair



—Photo Submitted
Mike Cottle, president of Cottle's Asphalt Maintenance, Everett, said he is looking to continue the growth the company has seen over the past 48 months.

By Harry Zimblar
Founded in 1999 by Sam Cottle, Cottle's Asphalt Maintenance is a family run business that has experienced tremendous success over the past 48 months.

"We are growing so rapidly that it is difficult to keep our equipment current," said Mike Cottle, president. "We take great satisfaction in delivering a quality product at a reasonable price. I want our projects to be the very best they can be. We want our customers to get what they pay for."

"My dad and I know the struggles that a family business goes through," he said. "I grew up in this industry. I was six when my dad started the company. When I was going to college I was sealing driveways. A year or two later we decided to give it a go and we started paving driveways. Now we do some paving but we are primarily a bridge builder."

When Cottle worked on a bridge located on Interstate 81, they had 12 days to finish the job so traffic could flow again. Things changed for the Cottle's in 2006 when the company was pre-qualified for the state Transportation Department and bid their first job in 2007.

Today, the company does an amazing

'I have a crew that just returned from a project in Gabon, Africa, for the United States Embassy.'

—Mike Cottle, president, Cottle's Asphalt Maintenance

range of projects, according to Cottle. "I have a crew that just returned from a project in Gabon, Africa for the United States Embassy," he explained. "We have done projects at the Naval Academy, too."

Cottle employs 80 people and is growing by a few each year. The company's gross sales were around \$20 million this year.

Cottle would like the growth at his company to continue. "We've been able to adapt to a changing market. As a result, we have grown astronomically. We have doubled our number of employees in the last five years. Now we're looking for property where we can grow."

When he discusses his company's success, Cottle attributes it to two things: his dad, Sam Cottle, and his workers. "My dad has been instrumental in this company. His wisdom and work ethic are important. No matter how tough things get... whatever you start you finish."

Cottle said that success and maintaining quality also depends on his employees. "It really comes down to the caliber of people we are surrounded by. They are hardworking individuals with a real can-do attitude."

Rockland: Meeting the challenge of global competition

By Harry Zimblar
The past year has demonstrated once again that Rockland Manufacturing is ready to evolve, grow and meet the many challenges of doing business in a global marketplace.

This year the company added a facility — the former Can-non-dale Building — and saw tremendous changes in its workforce.

"We've been able to add a lot of new teammates and they've been doing a great job. That's certainly an accomplishment, and it's not all due to growth," said Bo Pratt, president of Rockland. "Many of the first Rocklanders that helped to lay the foundation of what we are today, are ready for the next chapter in their lives. We're sad to see them go, but at the same time we're happy that they've decided to fulfill their retirement dreams — healthy and happy — free to enjoy whatever they wish."

Pratt pointed to the many challenges of manufacturing. Still, Rockland employees were able to work an entire career where they wanted, safely, and emerge with a good savings and in good health.

"On the business side, one of our premier accomplish-

'Every day, our people have to bring their best. That's what it takes and our people have been bringing their best for 60 years.'

—Bo Pratt, president, Rockland Manufacturing



—Photo Submitted
Rockland Manufacturing Company, maker of heavy equipment, located in Bedford Township, is hoping to explore and implement new technologies to gain a competitive edge, said its president, Bo Pratt.

ments certainly should be just continuing to survive and succeed in an extremely competitive business that is capital intensive, requires a highly skilled workforce, and is pressured by global competition daily. It's a challenging environment. To survive we must work hard and adapt as things change," Pratt said.

Nonetheless, the company continues to work and succeed. "Every day, our people have to bring their best. That's what it takes and our people have been bringing their best for 60 years."

Pratt's vision for Rockland

is clear. "Over the next several years, we'll continue to look for ways to expand into other areas of our market and to develop innovative ways to serve our customers that are superior to what the competition is offering. We have some great ideas for the next few years and are working on several new things now," he explained.

Internally, the company will continue to explore and implement new technologies in the factories and offices that will help gain a competitive edge in Rockland's ability to produce quality products fast and

efficiently.

Pratt expects that more and more Rockland employees will assume additional responsibility and grow professionally. New roles will be created and the company will have the potential for people to move across the organization into other areas more easily than today.

"The next few years are going to be exciting," Pratt said. As a former board chair of the Bedford County Development Association, Pratt believes Bedford County is on the right track.

"I grew up in Bedford. Compared to 25 years ago, today

it's amazing to have the wide variety of things that are available to us — especially around downtown. There are many other rural communities that are like Bedford in our part of Pennsylvania and, to me, many of them seem to be very similar to the way they were 25-plus years ago. Not the case for Bedford. To do all of this, while keeping the quality of life high, is a great accomplishment," said Pratt.

For Pratt, economic development in Bedford hinges on three things: the people, the environment, and the location, in that order.

Not a one trick pony

Mission Critical Solutions in Pleasantville is much more

By Harry Zimble
PLEASANTVILLE — Tucked away behind a sprawling manufacturing plant, Mission Critical's reach is world-wide from tiny Pleasantville.

"What separates us is our strategic plan," said Bob McGowan, MCS CEO. "We grow in markets that will always need products. We are not a one trick pony."

Mission Critical Solutions offers a full range of engineering, fabrication and machining services. The company makes products used by the U.S. Department of

Defense and the railroad industry. In a unique business relationship, MCS has an in-house company called MCS Machining. That company has a combined 45 years of machining experience in the ownership group.

In addition, MCS receives congratulations for its sustained growth and solid business model. Both McGowan and President George Bohrer feel that MCS's success is due to its ability to assemble a

world class workforce.

"Our workers come from many local companies. They were either laid off from manufacturing jobs or lost jobs from company closures" said Bohrer. They are all certified by the American Welding Society and up to date in the most contemporary techniques.

MCS products can be found in many places across the United States. "We feel great satisfaction when we go down to Lettverkenny Depot and see things we've designed and fabricated," said McGowan. "We enjoy

seeing our employees succeed, and we provide an opportunity for them to succeed," Bohrer said.

Currently, MCS manufactures some 1,200 different parts for the international railroad industry as well as an important product for the Department of Defense. "We're the only company in the United States that makes a practice round for a multiple launch rocket system," McGowan said.

'We enjoy seeing our employees succeed, and we provide an opportunity for them to succeed.'

—George Bohrer, president, Mission Critical Solutions



—Photos Submitted

Workers are shown during the fabricating process at Mission Critical Solutions in Pleasantville. The company manufactures about 1,200 different parts for the international railroad industry as well as an important product for the U.S. Department of Defense. About 60 workers are employed at the 50,000-square-foot plant.

The company was founded in 2008 with four employees working in a 9,000-square foot facility. Today, the staff has grown to 60 working in a 50,000-square foot plant.

Both McGowan and Bohrer are grateful for the help they received from the economic

development community in Bedford County, the region and the state.

"Bedford County has been very good to us," Bohrer added. "The relationship with the Bedford County Development Association has helped us grow our business, helped

us maximize our opportunities."

Mission Critical Solutions has also been assisted by CareerLink, Ben Franklin Technology Partners and the Southern Alleghenies Planning and Development Commission.



Mission Critical Solutions' building is shown above, left. Above, right, a worker uses his skills to complete a project. The company's welders are all certified by the American Welding Society and are up-to-date in the most contemporary techniques, according to CEO Bob McGowan.



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—Photo Submitted

Pictured are, from left, state Rep. Carl Walker Metzgar, 69th District; George Bohrer, president, Mission Critical Solutions; Bob McGowan, CEO, Mission Critical Solutions; Neil Weaver, executive deputy secretary for the Pennsylvania Department of Community and Economic Development; Bette Slayton, president, Bedford County Development Association; state Rep. Jesse Topper, 78th District; and state Sen. Wayne Langerholc Jr., 35th District.

MCS hosts kick off for Small Business Week

Pennsylvania's Small Business Week was launched on April 28 at the Mission Critical Solutions facility in Pleasantville.

"It is a great honor to have Pennsylvania's Small Business Week begin in Bedford County," said Bette Slayton, president of the Bedford County Development Association.

Neil Weaver, executive deputy secretary of the Pennsylvania Department of Community and Economic Development,

officially launched Small Business Week.

"Small businesses are the backbone of our economy," Weaver said. "There are 1.2 million small businesses in

Pennsylvania employing 2.5 million workers. Small Business Week is designed to educate, bring awareness and let small businesses know what is available to

them. It's not just funding, but also networking and supplier lists."

'Small businesses are the backbone of our economy.'

—Neil Weaver, executive deputy secretary, PA Department of Community and Economic Development

DBI focuses on service to community

Office gears up for busy summer of activities and festivities

By Tyna Walker-Lay
For the Gazette

Downtown Bedford Inc. has projects and events year-round, but they are gearing up for a busy summer season of activities and festivities right now with classic favorites planned and many new ones in the works.

Main Street manager Tonya Grimes, said the organization provides two categories of service to the community. The first category focuses on

bringing in tourists and those who may never have visited Bedford before.

Grimes hopes those visitors will be repeat customers and “fall in love” with Bedford, and all there is to offer “in the small town with big goals.”

The second category is geared towards keeping community ties strong and providing events that meet the needs and interests of local residents and their families. “We say that we hold ‘friendraisers,’” Grimes said, in addition to the fundraising projects DBI holds.

DBI said they work closely with economic development for Bedford because when a major manufacturer or business is considering where to establish their company, they consider three main factors: access to major highways, availability to a strong work force, and a local community that will enhance the lives of those who are part of that business for years to come.

“They aren’t just moving into a building; they’re moving to a town where they need to feel connected,” Grimes said.

The “forward-thinking” and detailed planning are both features of what DBI offers, but it’s the attention to the nuances and needs of the

community, and the insights they build on, that sets them apart from many other similar organizations, Grimes said.

They’ve tapped into the fine line between Bedford becoming only a tourist destination, and making the town have a vibrant local life of its own, Grimes said.

One of the ways she gauges the overall success of their organizations is the many volunteers who line up at each event to work.

“That’s a sign we’re doing something right,” she said. “And we have a waiting list to fill the board of

director’s positions,” she said as yet another way to measure their effectiveness.

From the Wine Walk, to the Soup & Chili Cook-Off, to the glitzy Snowflake Social and the Hot Summer Nights concert series, people are eager to jump in and be part of the fun.

Although “fun” is the name of the game, and DBI works hard to make sure their events are entertaining and often educational, there is serious planning to support the local businesses and to bring tourist traffic into town. Grimes works with Gwen Querry, assistant manager, and recently their intern Alex Clark, of Imler, as they develop new projects.

Under way is the Art Alley that includes mosaic tile art created by local artist Mari-Pat Beene will be placed over the cemented-in windows along the wall of the Mini mall.

Grimes said, the alley often utilized by pedestrians behind Pitt Street businesses is taking on a whole new appearance and purpose.

Another project in the works, already approved by



Gazette Photos/Tyna Walker-Lay

At the Downtown Bedford Inc. office, assistant manager Gwen Querry, left, goes over details for upcoming projects with Main Street Manager Tonya Grimes. The organization provides year-round festivities, events, and educational activities that inform and entertain the community.

the state transportation, is the painting of murals on the underpass side walls of Route 30. Michael Long, an artist from Duncansville, will be creating the art one side with scenes of the Bedford County Fair and “its rich history in the area,” Grimes said.

Scenes from the Bedford Speedway will be featured on the other side. The murals will be 77-feet long and 15 feet-high, Grimes said, and should get under way sometime later this year.

Farm to Table is an upcoming and highly anticipated event new to the DBI line-up, Querry said.

From the moment it was announced on DBI’s Facebook

page, more than 50,000 likes hit in a matter of a week’s time, she said.

The original idea to hold the street-lined dinner came from an event the planners found online in another state, and knew they could incorporate this project in Bedford. For this project, DBI is working with Mandisa Horn of Horn O Plenty, the owner of a farm-to-table restaurant in Bedford.

The Chipmunk Project is another project that will provide the connection of the community’s past, present, and future together in a new and educational way.

Michael Bienert, of Bedford and other area artisans have

created cast-resin chipmunks that will be placed in 15 different locations across Bedford, Grimes said.

At each spot, fascinating facts and information about the history and happenings from around Bedford will be available for families to engage in a scavenger hunt of sorts to find the chipmunks, and learn more about people and places throughout the area.

Michael and Jade Corle, local residents and owners of Locality, are writing a children’s book that will go hand-in-hand with the Chipmunk Project.

“We’re always looking to what’s next,” Querry said.



Above, a new Chipmunk Project soon will be under way through Downtown Bedford Inc. The cast-resin chipmunks were designed and created by Michael Beinert of Bedford, along with other area artists. DBI will place the critters in 15 different locations out-and-about Bedford as a family learning event with local history and information available at each site. At right, DBI, in conjunction with artist Michael Long, of Duncansville, will embark on a new project later this year when the side walls of the underpass on State Route 30 will be painted with scenes of the Bedford County Fair and Speedway. The murals will be 77-feet long and 15-feet high, Tonya Grimes, manager of DBI, said. These are the sketches of some of the scenes that will be depicted in the mural art.



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REI grows in a challenging retail economy

By Harry Zimble
In the past year, Recreational Equipment Inc., has seen significant growth despite a soft retail marketplace, according to Gregory Lang, manager of operations at REI's Bedford Distribution Center East.

"As a co-op (a company that is owned by its members) we reached \$2.56 billion in sales and saw a 5.5 percent growth in 2016. This has been a tough retail economy," Lang said.

This year, REI launched a national campaign called Opt Outside. "The campaign reached six million people and more than 700 organizations," Lang said. "During this campaign, all retail stores and Distribution Centers were closed on Black Friday. And no orders could be placed online. For this day, we encouraged people to get outside and enjoy the outdoors. All 12,000 REI employees were paid to Opt Outside."

In the past year, REI added a third distribution center to its supply chain network. It's

located in Goodyear, Arizona.

"This Distribution Center achieved LEED Platinum certification, the highest level given from the United States Green Building Council's rating system. It is also the first distribution center in the U.S. to be certified as energy net neutral," Lang said.

REI maintains its strong commitment to

environmental stewardship, he said. In 2016, the co-

op donated \$9.3 million to nonprofit organizations nationwide.

At the Bedford facility, the co-op provided \$20,000 in grants to local non-profits.

"The Bedford Distribution Center provided more than 1,200 stewardship hours to our local community partners," said Lang.

Lang stated that the Bedford County workforce is a real plus for REI.

"Working with an amazing team of innovative, flexible, hard-working and welcoming people is important," he explained. "We have a great team of employees who achieve incred-

'It is also the first distribution center in the U.S. to be certified as energy net neutral.'

— Gregory Lang, manager of operations, REI Bedford



—Photo Submitted

Gregory Lang, manager of operations at REI's Bedford Distribution Center East in Bedford Township, said the facility has gained LEED Platinum certification, the highest level given from the United States Green Building Council's rating system. It is also the first distribution center in the U.S. to be certified as energy net neutral.

ible results, stepping up to meet customer demands during the highest volumes."

Bedford County, Lang continued, is a great community that offers plenty of outdoor recreation. "This is an exciting time in Bedford County."

Lang noted that the Bedford Distribution Center will continue to focus on efficiency and flexibility. "We will manage the co-op's growth by connecting with our community partners."

Despite an ever-changing retail land-

scape, Lang expects REI to meet the challenges posed by that landscape.

"We need to understand our customer's needs and identify trends to find a way to provide a seamless customer service experience. We are still look-

ing for ways to build our brand and introduce new customers to our co-op."

REI will continue to look for new markets and find additional ways to engage the communities in which it already has a presence.

Bedford County Tech Center training for the future



—Photo Submitted

Mark Bollman of Snake Spring Township will soon take over as the Bedford County Technical Center's administrative director. He said the tech center is "an ideal place for young people to develop skills that are needed in the workforce."

By Hary Zimble

A major aspect of economic development is the training of an excellent workforce. The Bedford County Technical Center is on the front line of such training.

The school recently selected Mark Bollman as its new administrative director.

"The tech center offers a variety of approved vocational programs of study," Bollman said. Programs offered include agriculture & biotechnology, automotive technology, building construction, cosmetology, culinary arts, health assistance and welding.

Additionally, there are other opportunities for adult education in both for-credit and non-credit offerings.

Bollman hopes to con-

'The technical center's relationship with the business and economic development communities is critical.'

— Mark Bollman, administrative director, Bedford County Technical Center

tinue and even expand the strong bonds between the local business community and the technical center. "The technical center's relationship with the business and economic development communities is critical," he said. "There has been a strong relationship with these groups in the past and I hope to build on that."

Bollman believes his involvement with Bedford County Development Association will prove invaluable as the year unfolds. As a priority, Bollman plans to review the current pro-

grams before introducing anything new.

He will work to become familiar with programs that have been in operation for many years and have proven successful.

"We will first try to meet any needs that those programs might have," Bollman said. "Input from business and industry will help determine if modifications or new programs are needed."

The tech center is, in Bollman's estimation, an ideal place for young people to develop skills that are needed in the workforce. "They learn

from staff that are not only experts in their respective fields, but also certified instructors."

No doubt, one of the important roles that the tech center plays is the slowing of "brain drain," the loss of young, talented, skilled workers.

"Any organization should always strive to improve," Bollman said. "In the school setting, we have to remain flexible because things change. We need to keep pace with those changes to fill the needs of businesses. We should equip our students with the skills and knowledge required to enter the workforce. To alleviate brain drain, we can help to create jobs and do our best to inform our students about those opportunities."

Battery Warehouse keeps people mobile, fast, connected

**By Elizabeth Coyle
Gazette
Managing Editor**

Batteries allow humans to be mobile, fast and in this age of technology — connected.

From powering hearing aids to cell phones to recreational vehicles, Bat-

ttery Warehouse sells the portable energy people use to function every-day.

Albert and Linda Calhoun have owned Battery Warehouse, Route 30, in Snake Spring Township for about seven years.

Calhoun sells batteries and can order any battery one could possibly need.

"Anything that takes a battery I can find it, get it or get it made," he said.

He also provides service, answering mechanical questions, he said.

Calhoun worked at JAG and was let go in

2009 amid the economic downturn. At JLG, he repaired aerial lifts and gained enough experience that he opened his own business. He was a frequent customer at Battery Warehouse when he found out its owners were looking to sell.

Since then, Calhoun said he has not been in the business of selling batteries and

servicing the equipment they power. He has close to 50 years of experience in working with automotive and heavy equipment that goes back to the days when he helped his father work on cars.

"People come in with problems and most of the time I can help them or point them in the right direction," Calhoun said. "Nobody else in the area can do that."

—Continued on Page 7

'I believe in service. If you provide a good, quality service and are knowledgeable about our products, that keeps people coming back.'

—Albert Calhoun, owner, Battery Warehouse



Gazette Photo/Elizabeth Coyle

Albert Calhoun, shown here in the showroom of Battery Warehouse, along the Mile Level section of Route 30, said his knowledge of the products he sells and his service sets him apart from other battery outlets. The business is located at 9470 Lincoln Highway, next to Eddie's Tires.

Peppercorn beckons

With olive oil, balsamic vinegar tasting bar

By Tyna Walker-Lay
For the Gazette

A new sensation has hit the streets of downtown Bedford as the latest store, Peppercorn, opens their doors with a balsamic vinegar and olive oil tasting bar.

Jen Ford, the owner of Backstage Alpaca, started the business after wishing there was such a place locally to shop for herself.

In an effort to also ensure that street level storefronts remain as retail businesses in this niche, boutique shopping environment in Bedford, Ford said the right moment came along when the space beside Backstage Alpaca became available.

“I think people are hungry for a real experience — one they can taste, feel, smell — and this is what Peppercorn brings to the table,” Ford said, the week she prepared for the store’s first opening to the public. Ford said she enjoys the products personally.

“I could live on this stuff. I love it,” and is counting on a lot of customers, both tourist-wise and locally, to feel the same way.

To ensure the best possible product experience, Ford said she has researched and studied a multitude of companies to find exactly the right stock for Peppercorn.

“I combed the internet to find true artisans that make small-batch, hand-made offerings,” she said.

Jams, jellies, nut butters, marmalades and mustards, along with spices, smoked salts, and flavored sugars, even one of Ford’s favorites — salted honey — are available.

There are plain and flavor infused balsamic vinegars and olive oils available to sample at Peppercorn. Customers can choose from more than 18 varieties on the shelves.

Ford said information is on hand for customers to learn more about a product they find appealing or may hope to experiment and get creative with at home. “They can sip away,” she said, and can taste familiar favorites and perhaps discover a new flavor they find intriguing.

Ford said she chose the product line

‘I could live on this stuff. I love it.’

—Jen Ford,
owner,
Peppercorn



very carefully with every item originating from Italy, all certified to contain pure ingredients.

“These items are decadently delicious,” Ford said, with “the tantalizing tastes of the vinegars and oils,” and “of

course, the varieties of peppercorns.”

The success of many downtown shops that see tourist traffic throughout the year, has been their ability to take authentic and personal customer service, while tuning in to trends and

products that people are drawn to and find compelling, Ford said.

Ford’s business sense has struck that balance in Bedford, she said, and one she looks to further expand with Peppercorn.



Gazette Photos/Tyna Walker-Lay

Peppercorn, left, located along Juliana Street in downtown Bedford, recently opened for business with an olive oil and vinegar tasting bar, and shelves stocked with interesting products such as salted honey, peanut pecan butter, coconut vinegar, pink peppercorns, and a variety of barbecue sauces. Jen Ford, owner of the new endeavor, said she sought out artisans who create small batch, healthy offerings that are also unique and different, along with familiar favorites. Above, a wide variety of vinegars and olive oils from Italy are available to sample at Peppercorn’s tasting bar. Jen Ford, the owner of the new store in downtown Bedford, carefully researched many products to ensure she carries items that are “decadently delicious” and have pure ingredients, she said.

Battery Warehouse keeps people connected . . .

—Continued from Page 6

He is newly selling battery backup systems for homes and businesses that can replace generators.

The backup system can be charged on solar and wind power, which fits into Calhoun’s appreciation of renewable energy

It may even be designed to provide some cash benefit, he said.

“If the solar panels produce excess energy, and the battery is already charged, (excess) solar can be sold back to the (electric power) grid,” he said.

“In May, if you produced a lot of energy, now it’s June and you’re using air conditioning more and your bill is higher . . . there may be things you want to run off the battery backup.”

As someone who has an interest in clean energy, Calhoun noted the system replaces the need for gasoline to power the generator and is quieter.

Calhoun’s range of products also includes absorbed glass mat batteries, or AGM, which are becoming more

popular in vehicles, he said.

The Warehouse also sells battery maintainer, amp clips, terminal spreaders, battery terminals and other items.

Calhoun’s knowledge of batteries goes beyond whether a device need a certain volt or amperage. There’s also a battery’s cranking amp, cold-cranking amps, storage capacity and how these all work to make sure the right battery is coupled to the vehicle. Calhoun said sometimes people use the wrong battery and it can shorten its life.

“I try to educate people and explain all the different ratings of a battery,” before he sells one, Calhoun said.

“I believe in service. If you provide a good, quality service and are knowledgeable about our products, that keeps people coming back,” Calhoun said.

Battery Warehouse is located at 9470 Lincoln Highway, next to Eddie’s Tires. The hours are Monday through Friday 8 a.m. to 5 p.m. and Saturday, 8 a.m. to 1 p.m.



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Creative Pultrusions reports growth and acquisition

By Harry Zimble
For Creative Pultrusions in Pleasantville, 2017 has been a very busy, yet exciting, said Shane Weyant, president and CEO.

“We have positioned our business to produce highly engineered products and systems,” Weyant stated. “We bought two companies that fit our focus to develop certain products and systems.”

In January, Weyant explained, Creative Pultrusions purchased E.T. Techtonics.

“They were a client of ours. Two guys out of Philadelphia that we have done business with for 20 years,” Weyant said. “They purchased their materials from us for boardwalks and trail bridges. It was a very good acquisition. We added two employees, a draftsman and a civil engineer.”

The most recent acquisition came in March with the pur-

‘In today’s world, it can be difficult to find workers like ours. We have been stable and our workers are ISO trained.’

—Shane Weyant, president, CEO, Creative Pultrusions

chase of Kenway Corporation of Maine.

“They have been in the composite business since 1947,” Weyant said. “At one time they made boats out of wood and then switched to composite fiberglass.”

Weyant noted that Kenway was a “friendly” competitor that CP used as a supplier.

According to Weyant, his organization has grown from a \$32 million company to a \$45 million company. Now owned by Hile and Smith, Creative Pultrusions has been successful, Weyant believes, due to its loyal and hardworking workforce.

“The longevity of our employees has been amazing,” he said. “We want to grow to a \$300

million company. In today’s world, it can be difficult to find workers like ours. We have been stable and our workers are ISO trained.”

Creative Pultrusions is currently providing many products to the U.S. Navy. The company does a lot of custom building. It has a strong presence in the marine environment, building bridge and dock systems.

“We are also doing well in the utility pole market. The utility companies are turning to steel and fiberglass,” Weyant noted.

Creative Pultrusions has hired five graduates from local colleges and they are continuing to look for local young talented employees.



Photo/Harry Zimble

Shane Weyant, president and CEO of Creative Pultrusions, says his company is having a stellar year. The company acquired two new firms and continues to grow in the pultrusion industry.



—Photo Submitted

Tracy Ulewics, The Progress Fund; Trudy Mitchell, Southern Alleghenies Planning & Development Commission; Jeffrey Boldizar, Saint Francis Small Business Development Center; Paul Cooney, Altoona-Blair County Development Corporation; Jared Lucas, Department of Community & Economic Development; Art Tintori, Catalyst Connection; and Terri Brumbaugh, Bedford County Development Association.

BCDA offers financing info

When it comes to economic development, capital is the fuel that makes things go. Whether it's an entrepreneur with a great idea or an existing business seeking to expand, financing is a key issue.

To address this important need, BCDA held a financing seminar that focused on public loan programs available.

More than 30 local businesses and bankers learned about loan programs available to a wide array of industries including agriculture, hospitality and tourism, manufacturing, child day care, construction, research and development, defense conversion, recycling, mining and service enterprises and more.

Between 2015 and 2017, more than \$2.8 million in public loans were made in Bedford County. These loans enabled 11 businesses to grow and expand.

Presentations were

made by representatives from the Pennsylvania Department of Community and Economic Development, the Southern Alleghenies Planning and Development Commission, Catalyst Connection, The Progress Fund, the Altoona-Blair County Development Corporation and the Small Business Development Center.

Each explained financing opportunities available to Bedford County businesses.

The seminar was sponsored by Altoona First Savings Bank, First National Bank of Pennsylvania, Hometown Bank of Pennsylvania, Ritchey, Ritchey & Koontz, Small Business Development Center and Somerset Trust Company.

Any business seeking financing should start with a call to Terri Brumbaugh at BCDA at 623-4816 or e-mail brumbaugh@bcda.org.

Commissioners believe economic development is one of top priorities

By Harry Zimble
The Bedford County Commissioners believe that economic develop-

ment is among the county's top priorities. Commissioners Josh Lang, Barry Dallara and Paul Crooks are important and active participants in the creation and retention of jobs.

“We offer several key resources to help businesses thrive in historic Bedford County. From transportation routes, such as the I-99 Corridor to a thriving workforce, I am confident that we can meet any business's needs. I am very supportive of working with BCDA to bring new businesses and jobs to the area,” noted Commissioner Lang.

A top priority for Commissioner Dallara is economic development. He understands that creating “meaningful work” and new jobs will help expand the tax base. He also noted gainful employment can help keep people out of “mischievous” activity. By reducing criminal activity, fewer people will be in jail, quality of life will improve and the county will save money.

—Continued on Page 9

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Locality owners want to meet need

By Tyna Walker-Lay
For the Gazette

Locality Gallery + Workshop is co-owned by local Bedford residents Michael and Jade Corle. The couple have operated the organization for more than five years at two different locations — their current one on Pitt Street behind the OIP Pizza restaurant, and the old one at 142 E. Pitt Street.

They've been at the new address for almost a year now and have made extensive and significant changes to the cosmetics of the space.

Previously, the place was a kitchen and bath business, and an auto-detailing space at one time. The Corles worked to remove the cables, false walls, and other apparatus from the building, and then re-did the wiring, cleaned, and painted. "It's exactly what we

were looking for," Corle said. "It's a space conducive to hosting."

Recently, Locality set up its 501(c)(3) status, and also used an Educational Improvement Tax Credit which encourages local businesses to "elect to partner with us and divert the state taxes they owe to our organization," Corle said. "They can keep the taxes locally." He said it's not a donation but only a way to divert what each business is already required to pay to the state in the first place.

He said any business of any kind can make this choice for their state taxes that will contribute to and help support the "multi-faceted creative space," the Corles have created.

"At our core, we are a contemporary art gallery, and a makers' space that features art, design, and technology," Corle said. Every aspect of the arts from film making, animation, visual arts, architectural design and products, theatrical, musical, and educational projects and programs are part of what they offer the community through the partnerships they've created throughout the region.

The Corles started the organization because "we felt there was a tremendous need for high quality arts and cultural programming and education in Bedford. We set about to build a space unlike any

other in the region. We're in tune with visitors to the area, and we offer things that 'wow' and that people find memorable," Corle said. "We have created something new that wasn't ever here before."

From international performers, to cultural concerts that include bluegrass, jazz and old-time country, to works taken in by artists to be displayed and offered for sale, Locality has drawn the attention, support, and participation of other community partners.

One example is performances by Dawn Ziviello's Off Pitt Productions, and the Friday Music series. The exhibitions, openings, and workshops can feature solo, invitational, or public works of art, Corle said.

All of the art displayed in Local-

ity has been carefully selected before being chosen to be offered for sale, Corle

'At our core, we are a contemporary art gallery, and a makers' space that features art, design, and technology.'

—Michael Corle, owner,
Locality Gallery + Workshop

said. The organization has set high standards for the works they accept, he said.

He also said that the pieces they take on "add to the space which is unique unto itself." Many pieces of art they accept are "upcycle" works, but they are all displayed right alongside the fine art selections they carry.

Currently, a Robots exhibit is under way at Locality which will run through July 15.

Directly and indirectly, the Corles feel they contribute to the vibrant downtown Bedford tourist scene when people come to Locality for their events because those visitors stay at local hotels and have dinner in downtown restaurants while they're here.

"Creating this space was a necessity for us," Corle said. He and members of the local community are always adapting and coming up with new happenings. "Otherwise, we get a staid, vanilla culture here. I'll be happy if we break even," he said, but is continuing to draw new groups, artists, and partners to contribute to what he and his wife are trying to accomplish for the Bedford art scene.

For more information on business contributions or to learn more about the organization, visit their Facebook page at Locality Gallery + Workshop.



Gazette Photos/Tyna Walker-Lay

Michael Corle, co-owner with his wife, Jade, of Locality Gallery + Workshop in downtown Bedford have been in their new location on Pitt Street for almost a year now. The space works with various community groups, organizations and artists to provide a variety of products, performances, and programs. "We set out to build a space unlike any other in the region," Michael said.



Corle poses by some of the art that is carefully chosen to be available for sale from certain artists that meet the high standards Locality Gallery + Workshop in Bedford have established. "We do get a lot of upcycle art but we have it right along with fine art, too," Corle, the owner of the organization said.

Commissioners believe . . .

—Continued from Page 8

Commissioner Crooks is also a strong advocate of economic development, "I talk about the strengths of the county at all of the functions that I attend." He believes that the county's strengths include a quality workforce, great schools, a spirit of cooperation, a nice airport, rural living and outdoor activities.

All three commissioners understand

the link between quality of life and business recruitment. They will continue to work with BCDA to bring new businesses and jobs to the area. "I look forward to continuing to support and promote efforts that make us even more attractive for businesses with regards to quality of life, such as trail and recreational projects. As a community, we can come together to move Bedford County forward," stated Commissioner Lang.



From left are Bedford County commissioners Paul Crooks, Josh Lang and Barry Dallara.

—Photo Submitted

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Omni Bedford Springs grows, gives back

New \$2.5 million clubhouse opens in May

By Harry Zimble

The great promise of the Omni Bedford Springs Resort and Spa continues to reach new heights and new audiences.

“It looks like this will be our busiest year yet,” said Omni General Manager Bill

‘A focus of ours is to drive our message in the D.C. and Baltimore markets.’

—Bill Liedholm, Omni General Manager

Liedholm. “We expect to employ more than 450 employees.”

Liedholm has extensive experience in hospitality and most recently came from hotels in Tokyo and Hershey.

What he saw during his time in Tokyo, was the power of developing personal relationships to further business initiatives. “Sometimes in the U.S. you don’t see it happen as much, but Bedford County understands the value in that process,” he said. “I think it creates strong, long-lasting bonds and loyalty.”

Now that summer is upon us, the Omni Bedford Springs Resort and Spa will look to accommodate about 2 weddings each weekend. “We host about 70 to 80 weddings a year,” said Liedholm. “This is a beautiful property so we have many outside weddings.”

Liedholm noted that the Omni Bedford Springs is doing better attracting guests from eastern Pennsylvania and Washington, D.C. though there is more room for growth. “A focus of ours is to drive our message in the D.C. and Baltimore markets.”

To mark the 10th anniversary of the re-opening of the Omni Bedford Springs Resort, the company dedicated a new clubhouse for the golf course. This will add 30 to 40 jobs, according to Liedholm.

Omni Bedford Springs Resort and Spa recognizes its role in the economy of Bedford County, as well as its



With blue skies and fresh green grass on a Thursday afternoon, “Tillie’s at the Clubhouse,” located across from the Bedford Springs entrance, is open to serve guests and club members alike. According to Ron Leporati, head golf professional, the clubhouse cost about \$2.5 million to build and opened on May 25.

Gazette Photos/Aaron Detwiler



strong ties to Downtown Bedford.

“We see ourselves as ‘friendly competitors’, to some of the other businesses, and they see the same in themselves,” said Liedholm. “I learned a long time ago that the more there is for people to do, places to eat, the better we will all do. In fact, we are working to incorporate more local events in the offerings we promote to our guests. In the ten months that I have been here, I have seen a strong relationship between The Springs and Bedford County businesses. I

want to make the bonds stronger.”

One example of working together with local vendors is the relationship that the Springs has with Get Out and Play. “Get Out and Play runs all the activities, on and off property,” said Liedholm.

Another thing that has impressed Liedholm is the quality of his staff.

“The people who work here are hardworking and genuinely welcoming,” he said. “They share our Omni core values and a vision for what this property can become.”



From left to right, Monica and Jay Bradel, with friends Kate and Ed Dietz, all from Zelienople, enjoy a nice glass of water and iced tea on a warm Thursday afternoon in “Tillie’s at the Clubhouse.” Waitress Belinda Hardesty, of Hollsopple, writes down their order as they discuss what to get.



—Photo Submitted

These Omni Bedford Springs workers participate in the “Say Goodnight to Hunger” taking place at all Omni properties. From left are Susan Leed, Kate Labriola, Rachel Price, Alex, Janine Owen, John, Carolyn and Diane Langner and Judy Bagrowski

Resort and employees help their neighbors

By Harry Zimble

“It looks like this will be our busiest year yet,” said William Liedholm, general manager of the Omni Bedford Springs Resort and Spa. If all goes according to plan, 450 employees will be very active.

But serving guests is only one way that the staff at Omni Bedford Springs Resort contribute to Bedford County.

As a major contributor to the economy of Bedford County, Omni Bedford Springs Resort and Spa is also giving back to the community through its membership in a partnership with

Feeding America.

Under the leadership of John Hess, director of sales and marketing for Omni Bedford Springs Resort and Spa, the local effort was known as a program called Say Goodnight to Hunger.



Say Goodnight to Hunger is a well-organized initiative that is taking place at all Omni properties.

Employees at The Omni Bedford Springs Resort and Spa volunteered at two area food banks. The local group also partnered with the Omni William Penn Hotel in Pittsburgh to help the Food Bank of Central Pennsylvania.


Locally, the program has resulted in more than 30,000 meals for the local foodbank. Nationwide the effort has generated 7.2 million meals.

Giving back to the community is one way for Omni Bedford Springs to demonstrate excellent corporate social responsibility.

“We are proud of the many Bedford County companies that are giving back,” said Doug Gerber, BCDA chairman. “The Omni Bedford Springs Resort and Spa continues to be an important contributor to our economy and quality of life.”



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—Photos Submitted

Lampire Biological Laboratories, located in West Providence Township, includes a 12,000-square-foot, state-of-the-art building, one of two expansive facility on 450 acres.

Lampire develops new capabilities

By Harry Zimble
“We are definitely growing in many areas,” said Gregory F. Krug, president of Lampire Biological Laboratories. “We have increased our technical production staff and the staff’s level of expertise.”
Bedford County is positioned to reap the benefits from Lampire’s recent growth. The company has expanded its capabilities in the antibody arena, in particular large production volume.
Lampire has added many new animals at its Everett farm and increased the available infrastructure there.
“At our Everett facility, we have added a two-story, 12,000-square-foot, state-of-the-art building to help in the production of two key diagnostic tests,” said Krug. Lampire currently produces products from 500 animals in one building alone.
Additionally, Krug has mentored an entrepreneur, Karen Hoskins, helping her to grow her company, H. B. Custom Media.
“Eventually, I saw a lot of synergy between her company and Lampire,” said Krug. He recently

purchased H. B. Custom Media, Inc. “Karen’s products and our culture bags are a natural fit for Bedford County.”
A new arena for Lampire is stem cells. “We are now able to enter that marketplace,” said Krug.
Lampire has grown steadily since its inception in 1977. The company now manages two expansive animal facilities, totaling more than 450 acres in some of the finest agricultural country in North America.
The sites house large domestic farm animals and small laboratory animals for custom antisera, bulk sera, plasma, and red cell production programs. In addition, quality raw materials from New Zealand are now offered.
With the addition of a 18,000-sq. ft. laboratory in Everett, Lampire now has three separate facilities for processing and finishing products. This facility increases its capacity for contract control manufacturing, hybridoma development, cell culture services, protein purification, bulk filtration, and antibody processing.

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Heritage Cove Resort awarded loan for facility

By the Gazette staff

A Saxton-area couple took another step in developing their scenic resort recently through state assistance.

Gov. Tom Wolf announced earlier this month that Heritage Cove Inc. will use a low-interest loan to build a new facility to accommodate its boating patrons.

Heritage Cove Resort, located at the southern end of Raystown Lake, was approved for the loan through the development association. According to a press release, the resort was awarded a \$65,000 low-interest loan Sandi and Dick Wright will use to build an 8,700-square-foot boat storage facility. Funds also will be used to pave 30 existing camp sites on the company's 99-acre waterfront resort in Liberty Township.

The resort was approved for a 15-year loan at 3 percent for the first seven years.

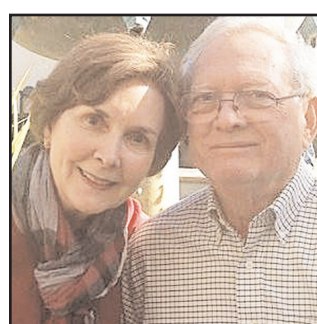
"The Wrights have done a wonderful job growing this very beautiful and high quality tourism destination in the northern part of Bedford County," said Bette Slayton, Bedford County Development Association president, said in a news release. "Heritage Cove Resort is a great example of economic development and tourism working together."

Heritage Cove offers full hook-up recreational vehicle sites or luxury vacation cottages on the wooded grounds, according to the resort's website. Heritage Cove is a seasonal property open from May through October, but the boat & RV storage facilities are available all year.

The loan program is part of nearly \$6.3 million through the Pennsylvania Industrial Development

Authority to help spur statewide business development in five counties, Gov. Tom Wolf's office announced this week.

Qualified applicants are eligible to select either a reset rate of 3 percent for the first seven years or a fixed rate of 4 percent for real estate financing, a 4-percent fixed rate for equipment loans, 4-percent fixed-rate loans for a 12-month period for working capital and



—Photos Submitted
Shown above are Sandy and Dick Wright, owners of Heritage Cove Resort near Saxton. The resort this week was approved for a low-interest state loan to build a new boat storage facility. Shown at right is the reception lodge.

accounts receivable lines of credit, and a 2-percent fixed rate for pollution prevention and energy efficient loans.





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StelTek: Taking big risk pays off

By Harry Zimbler
StelTek Graphics is an example of economic development work at its best.

First, entrepreneur Marcia O’Rear, took a big step by moving her business from West Virginia to Bedford County.

“It was 2006, and we took advantage of the Keystone Innovation Zone designation at the Hess Business Center,” O’Rear said.

“It was a tremendous boost for our business. We were able to grow and run sales and production out of a new professional and customized workspace with everything we needed to be efficient and cost-effective,” O’Rear said.

The BCDA location ensured that StelTek Graphics would be at the center of the region it was serving.

“The location provided us with up-to-date communication and technology as well as access to a network of interstate highways in the hub of our target area,” said O’Rear.

O’Rear also noted, “my business received plenty of assistance from my hardworking staff, as well as local bankers, accountants, lawyers and business advisers,” she explained.

“There is a spirit of community in Bedford County that I find to be rare in many places. And our quality of life is hard to beat,” O’Rear said.

Growing the business

‘There is a spirit of community in Bedford County that I find to be rare in many places. And our quality of life is hard to beat.’

— Marcia O’Rear, owner, StelTek Graphics

for eight years in the business center, it was time to move on.

In 2015, O’Rear saw an opportunity to purchase her own facility.

The company moved into the former Arnold’s Carpet building. Arnolds was a well-known family business in Bedford County.

“As a result of the move, StelTek Enterprises, LLC was born,” said O’Rear.

As one who understands how the economic development process helps a business grow, O’Rear maintains a vision of economic growth that includes many of the organizations that have helped her business.

“I hope we can continue to foster entrepreneurial growth,” she said.

“We are residents in a region that is willing to assist and nurture new businesses,” O’Rear said. “Our communities are willing to embrace and patronize new companies. Our workforce is enthusiastic and understands the value of hard work. The business support system here is unbeatable.”



Photo/Harry Zimbler
Marcia O’Rear, owner of StelTek Graphics, says a chance she took in moving to Bedford paid off.



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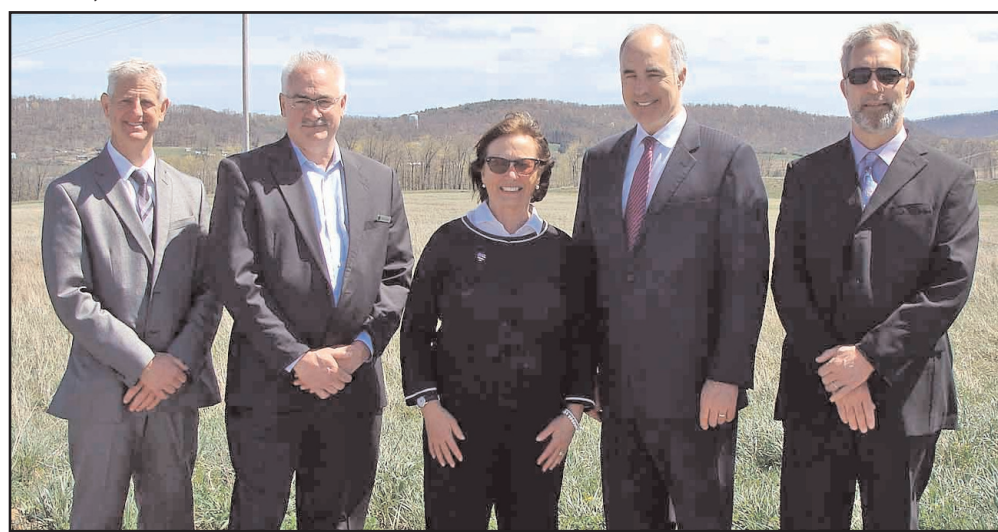
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—Photo Submitted

Bedford County Development Association development officials meet with U.S. Sen. Bob Casey in a recent visit to Bedford County Business Park II in Bedford Township. From left are BCDA board members Jim Gonsman, First National Bank, and Bill Liedholm, Omni Bedford Springs Resort & Spa; Bette Slayton, BCDA president; Sen. Casey; and Doug Gerber of Rex Heat Treat, and BCDA chairman.

Perfectly suited to success

Bedford County Business Park II beckons

U.S. Sen. Bob Casey recently traveled to Bedford County to gain the pulse of the economic development and business communities.

Bedford County Development Association board members met with the senator at Bedford County Business Park II to showcase the 75-acre site

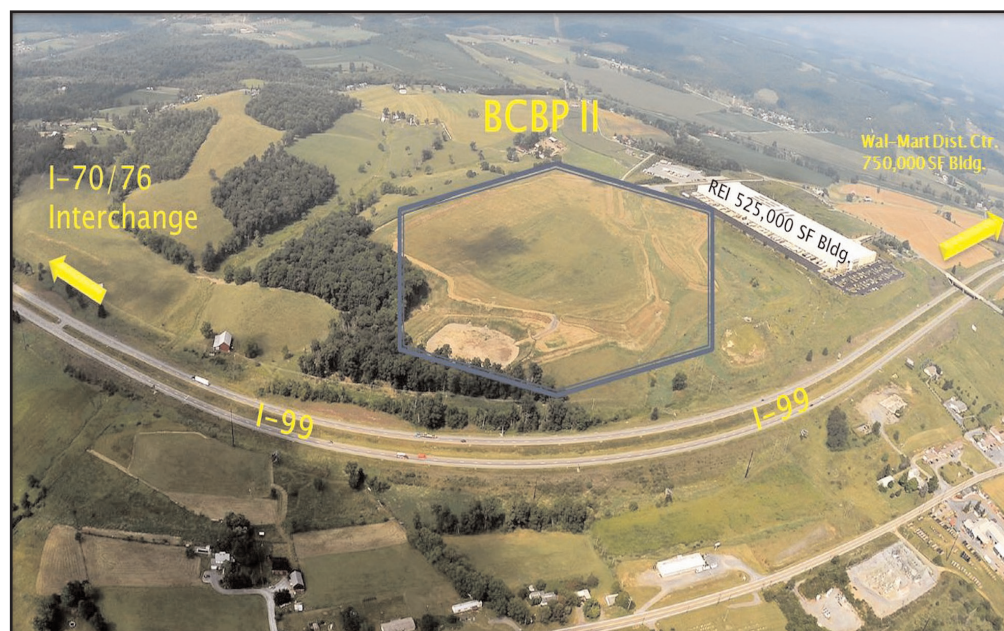
which is currently being marketed to attract new jobs.

Adjacent to the REI Distribution Center, the site is fully permitted, pad ready and designated as a Keystone Opportunity Zone.

Development association board chair Doug Gerber and fellow board members Bill Leidholm

and Jim Gonsman discussed the importance of federal support for rural development projects with Sen. Casey.

"The senator understood the efforts and risks that BCDA has taken to prepare a pad-ready site which will eliminate months of site preparation for future buyers," noted Gerber.



—Photo Submitted

Shown here is a labeled aerial view of the Bedford County Business Park II.

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Hawks set up Bedford Fine Art Gallery in historical home

**By Tyna Walker-Lay
For the Gazette**
The Bedford Fine Art Gallery has taken classic customer service and personalized attention and incorporated its business into a historical home that is art in itself.

With rich traditions, but trendy and up-to-date approaches to offering old world art, Jerry and Joan Hawk have set up shop along Juliana Street in downtown Bedford and have created a cozy, classy space that serves art buyers both locally and globally.

The Hawks utilize the tourist traffic that frequents Bedford but also have a broad internet sales base they serve.

“Other than Harrisburg or Pittsburgh,” Hawk said, “there’s no other gallery quite like ours,” in this area. He has many customers from New York, New Jersey, Ohio, and from across Pennsylvania, but also relies on the local presence to assist customers with the style and price range of art they are looking to purchase.

The Hawks’ gallery can provide original works of art to discerning collectors, as well as to those customers looking to decorate a new home or add some unique touches to their existing space.

The house, known as the Barclay mansion, built in 1889, used to be a library

where Joan spent when she was a child growing up in Bedford. After pursuing careers in another part of the state, she and Jerry returned to Bedford and decided to take a leap of faith by establishing the art gallery with the styles of paintings they’ve been passionate about all their lives. The couple now live in the home they are carefully restoring and adapting to serve as both a business and their residence.

Recently, local businessman

and cabinet maker Justin Buterbaugh was hired to create customized wall to floor easel displays for many of the new art arrivals. More

local businesses such as Waltham Enterprises came onboard in conjunction with Gary Sipes after the original heating/venting/cooling system upgrades had begun, and Ryan Fetter, of RT Fetter General Contractors has done work on the gallery, too.

Keeping local involvement and interest in the gallery is important to the Hawks, even as they market their art across the country with internet sales. Hawk said he and his wife realized early on in the nearly five years since taking on this new endeavor, that adapting and diversifying will keep their business successful.

In Bedford, there’s substantial tourism, there’s local buyers, and then the sales made



Gazette Photos/Tyna Walker-Lay

Jerry and Joan Hawk operate their Fine Art Gallery in the old Barclay Mansion in downtown Bedford. The house was built in 1889, and used to be a library Joan frequented as a child. The Hawks now live and work in the house they have renovated with careful and professional detail.

through online channels. However, the one thread that ties all the sales success together is the one-on-one focus the Hawks give each customer regardless of their background knowledge of the art or the artists, or their budget.

The Bedford Fine Art Gallery sells art that speaks

to and connects with customers, Hawk said. The Hawks provide art for a customer’s homes or offices that evoke an emotion, send a message, or make a statement about who that customer is, what they enjoy, and what they value, he said.

The Hawks’ strategy is more than a sales model and more

in line with the tried-and-true, timeless way of doing business — provide exceptional customer service, have a passionate approach to art and how it affects and enriches people’s lives, Hawk said. The couple hopes to continue to be involved with the local community, as they call now call Bedford “home.”

Timoney family provides much more than hamburgers . . .

—Continued from Page 15

In addition to “feeding” the employment development, the Burger King has seen employees become managers who have been with Timoney for 30 years.

The local Burger King has donated funds from the fish tank on the front counter to the Bedford Middle School

Technology Center which totals over \$50,000.

Additional funds were donated to the Downtown Bedford Inc., and the Bedford Chamber of Commerce. Craig Timoney, the owner of the franchise, has been very involved in the community over the past years.

He served as Chairman of the Bedford County Redevelop-

ment Authority which was responsible for finding a developer to restore and take over the management of the Omni Bedford Springs Resort to save the historical landmark property.

Timoney has also been on the board of the Bedford Chamber of Commerce as well as the Downtown Bedford, Inc.

He is currently serving on the Bedford County Development Association and Bedford County Visitors Bureau.

“We think we have done a good job of benefiting the community and providing encouragement for other businesses to come to Bedford. For us, the best feature of doing business in Bedford County was the

quality of the workforce,” Timoney said. “My son, Craig J. Timoney Jr., has decided to stay in Bedford County and work in the business. We have grown to seven restaurants in Pennsylvania and West Virginia. I am very happy that I moved from NJ to Bedford and I have called it my home for the past 36 years.”

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—Continued from Page 15

to her. She said her parents spent her youth and young adulthood restoring old houses “so my family has been very interested in preserving properties like this.”

She said her parents, who currently reside in Somerset, are in the process of purchasing a 200-year-old log house in Fulton County to fix up.

Cathy said she and Scott passed through Breezewood on the way to Somerset and became attracted to Bedford County for its history. “I always thought ‘what a beautiful place (the Inn) would be if someone would just fix it up.’”

The Lloyds both have military backgrounds and say they lived all over the country before landing in Bedford County.

“Breezewood, especially, the community is amazing. The people here have just been so welcoming. I have to say in all the places we’ve lived, I don’t think we’ve ever made such good friends as we have here,” Cathy said.

Photos displayed on the walls of the 1788 Inn dating back to the early 1800s show that it hasn’t changed much over the last 200 years. Scott said, aside from adding 5 1/2 bathrooms for guests and modernizing some features, like adding Wi-Fi and heated bathroom floors, the home is much the same as it was when it was built.

“It’s as modern as old can get,” Scott said.

The inn was named the 2016 Most Improved Historic Property by the Bedford County Chamber of Commerce, but the Lloyds agree they are interested in more improvements and expansion.

Scott said at some point, he would like to transform the attic — which is currently being used for storage — into his “man heaven” and they would like to use some of their 10-acre property to host events like weddings and music festivals. They also discussed the possibility of adding more rooms on the third floor and a commercial kitchen.

The couple agrees that while Breezewood has become known as a popular hotel stop due to its location off the turnpike, opening a bed and breakfast offered a nice alternative for guests.

“We haven’t had to kill ourselves trying to find weekend travelers,” Cathy said. “We liked the fact that this is on the Lincoln Highway. We think that’s a great asset in being here.”

The inn comes complete with laundry facilities and offers wine, cheese and cookies in the evenings. Catering for lunches and dinners is also available.

The 1788 Inn is open seven days a week. Reservations can be made at www.the1788inn.com or by calling 626-1788. Rates range from \$125 to \$175 depending on the room and time of year.

Contact Erin Thompson at ethompson@bedfordgazette.com; 623-1151, ext. 150.

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Thomas dealerships set apart from field

By Erin Thompson
Gazette Staff Writer

Individualized care and a family atmosphere is what sets Thomas Chevrolet/Subaru apart from other car dealerships, says the store's general manager.

Thomas, a fourth generation business, recently underwent an expansion, adding a new Subaru facility, which was recently unveiled in a ribbon cutting ceremony.

Thomas Chevrolet Subaru is a one-stop shop for customers, said

'We fully believe based on the area we live in that we need to be a relationship-driven business and that extends after the customer purchases their vehicle and for the entire life of their car.'

—Stephanie Martz, general manager, Thomas Chevrolet Subaru

Stephanie Martz, the store's general manager, adding that customers can not only purchase their vehicles at the Bedford facility, but it also offers

full service and maintenance.

While Martz is not a member of the Thomas family, which has operated the business for more than 100

years, she says based on her 20 years with the company, she has found the "family atmosphere" is what sets Thomas apart from other dealerships

"It's relationship driven and we don't pressure our customers," she said. "We have a business model where our cars are priced up front, so it's negotiation free. We don't haggle with customers or try to pressure them. We just try to help them with their transportation needs."

—Continued on Page 21

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Thomas dealerships set apart from field . . .

—Continued from Page 20

Martz said Thomas Chevrolet Subaru fits right in with its location in Bedford, which she describes as a “destination town.”

“There are things in Bedford that draw

people in . . . I see a lot more people come from out of town to see our restaurants and our shops because it’s unique,” she said. “I think this is a destination store because of the experience our customers can get here.”



Gazette Photo/Erin Thompson

Stephanie Martz, general manager of Thomas Chevrolet Subaru in Bedford, stands outside the business’s new facility on Route 220 in Bedford.

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“We fully believe based on the area we live in that we need to be a relationship-driven business and that extends after the customer purchases their vehicle and for the entire life of their car,” she said.

Thomas Automotive is made up of five other locations that include: Thomas Chevrolet/Oldsmobile in McConnellsburg, Thomas Buick/GMC in Johnstown, Thomas Ford/Mercury in McConnells-

burg, Thomas Tire and AutoCare Center in Greencastle, Thomas Subaru in Cumberland, Maryland and Thomas Chrysler/Dodge/Jeep in East Freedom.

Hours of operation for the Bedford are 9 a.m. to 5 p.m. for the dealership and 8 a.m. to 6 p.m. for the service center.

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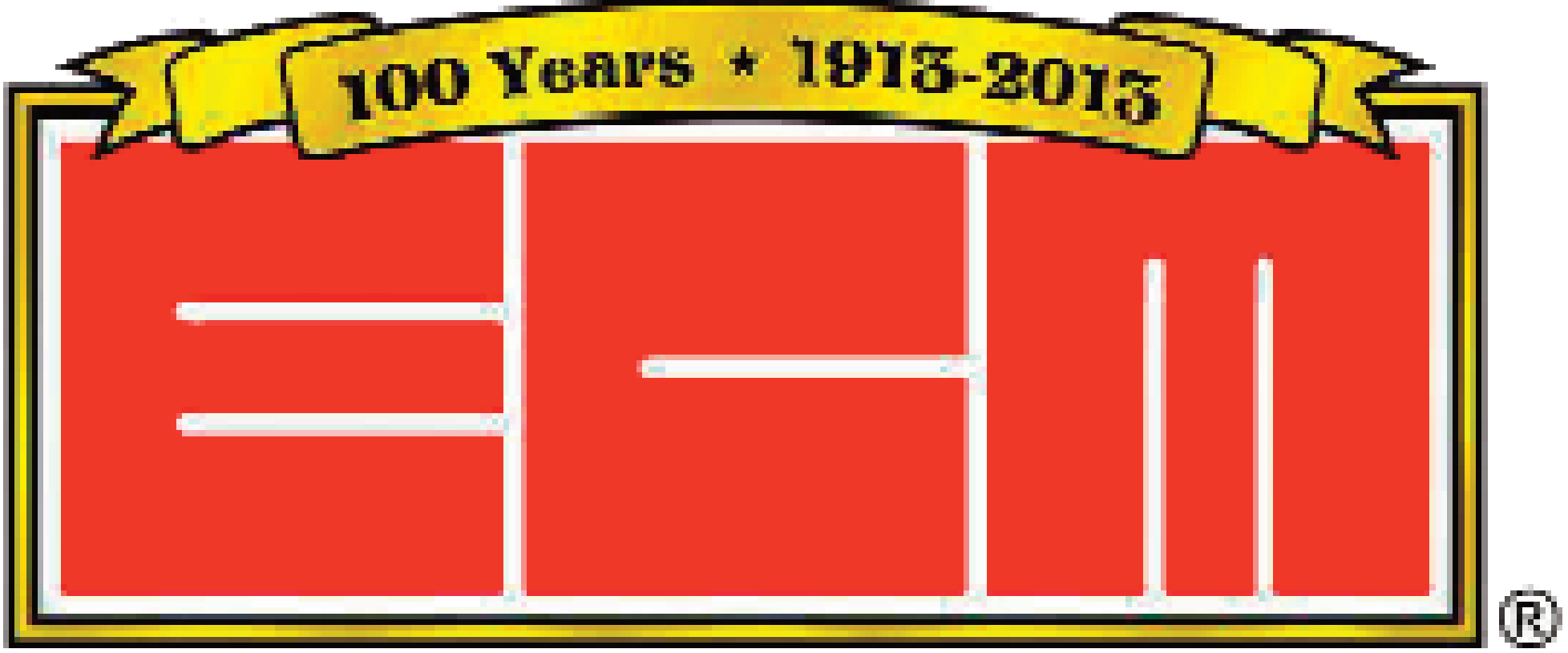
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