

# BCBROADCAST

A PUBLICATION OF THE BEDFORD COUNTY DEVELOPMENT ASSOCIATION

## REAL FOOD, REAL JOBS, REAL OPPORTUNITIES

From Wyoming to Idaho to Bedford, the story of Kate's Real Food turns a new page as owner Bruce Thaler breaks ground on a manufacturing facility in the Bedford County Business Park.

Tram Bar Co-Packing, LLC, is slated to build a 20,000 square-foot facility near Bedford, which will manufacture Tram Bars for Kate's Real Food, an Idaho-based energy bar company.

"The biggest obstacle we face at Kate's is our limited production facility, located in Victor, Idaho," Thaler said. A developer, entrepreneur and former dentist, Thaler said he was introduced to Kate Schade and her energy bars while visiting Jackson, Wyoming.

"We don't have a fancy hook, but we have great taste and great texture," he said. "And, I think that's a fantastic hook."

As the company grows, so does the demand for increased production. After Kate's Real Food picked up contracts with REI and several grocery store chains, Thaler said he knew it was time to ramp up production.

"I spent a lot of time in Wyoming, where I met Kate," he explained. "But deep down, Pennsylvania is my home. With this new facility and a strong Bedford County workforce, I can manufacture in one day what would take me a month in Idaho."

While the building will serve as a manufacturing hub for the company, Thaler said production wasn't the only thing he was bringing home.

"We're moving all our fulfillment here, too," he said. "As well our customer service center."

**"Forbes" featured Kate's Real Food Tram Bars as one of the best holiday gift ideas of 2019. Highlighting the energy bars as flavor-packed with "honest ingredients," the publication ranked the bars among its top 12 mail order gift ideas of the holiday season.**



Bette Slayton (left), BCDA; Bedford County Commissioner Josh Lang; DCED Deputy Secretary for Marketing, Carrie Lepore; Bruce Thaler, Owner Tram Bar Co-Packing LLC and Mark Bollman, Administrative Director, Bedford County Technical Center, break ground on the Tram Bar Co-Packing Facility in October. The new facility could create more than 30 new jobs in Bedford County and act as a national co-packing hub.

With construction already underway, the \$4.1 million facility is expected to be complete in 2020 and could bring as many as 36 new jobs to the area.

"Having this young, high-growth company come to Bedford County is just the sort of opportunity we love to facilitate," BCDA Chair Bollman said. "Our region is famous for our outdoor lifestyle, and we're really looking forward to working with Bruce and his team. This partnership is a tremendous fit and offers so much to our workforce and community."

“With this new facility and a strong Bedford County workforce, I can manufacture in one day what would take me a month in Idaho.”

Bruce Thaler, Kate's Real Food owner

# PEDIATRIC CENTER OPENS IN BEDFORD



Community and state leaders attend a ribbon-cutting at UPMC Children's Community Pediatrics second facility in Bedford County at the Hess Business Center. From left, Bedford County Commissioners Paul Crooks, and Josh Lang, BCDA Chair Mark Bollman, US Congressman John Joyce, CCP office manager Carrie Jones, CCP physician Dr. Amy Mullen, Lori Givens, CCP, Clark Contractors owner Clifton Clark, UPMC-Bedford & Altoona President Jan Fisher, local parent Theresa Horne and Lori Ferrante, CCP.

Securing the future of Bedford County begins with its most valuable resource, children. As of May 2019, the county's youngest started receiving quality care at UPMC Children's Community Pediatrics newest clinic.

Located in the Bedford County Business Park, the pediatric center provides residents a close-to-home option for their children's healthcare needs.

"Not only does the center offer job opportunities for Bedford County, but it also contributes to the county's overall quality of life," BCDA Chair Mark Bollman said. "It's a quality facility, and we're grateful to have it added here."

The 10-room facility is UPMC's second clinic in Bedford County and their 57th pediatric center in Western Pennsylvania. It is slated to not only address the immediate medical needs of children, but also provide mental health services and adolescent medicine. The facility is part of the UPMC Children's Hospital of Pittsburgh, which was ranked in the national top 10 for children's hospitals by U.S. News & World Report.

Lead physician Dr. Amy Mullen earned her doctorate at Penn State College of Medicine and has worked with UPMC pediatric centers for more than five years.



## ROUNDING OUT THE TEAM

Bedford County Development Association's newest director, Tabitha Barbarito, is a quick study in the complex art of business recruitment and retention, BCDA President Bette Slayton said.

Drawn by the region's rolling vistas, proximity to major metropolitan areas and strong communities, Barbarito and her husband relocated to the area in 2015. She worked at Downtown Bedford, Inc., before hiring on with BCDA in early 2019.

"Tabitha's experience and skill set fit very well with the association's," BCDA Chair Mark Bollman said. "She's an accomplished grant writer, project manager and is well-acquainted with our business community. We are pleased to welcome her to the team."

# BREWERY PARTNERS WITH LOCAL CHEF

## to create new fine dining experience in Bedford

Salt and pepper, bread and butter, bacon and eggs — when it comes to combos, not much beats traditional pairings. And, nothing is more classic than food and drink.

Dalesmen Distillery & Brewery's co-founders are partnering with local food savants Nick and Sarah Letzo, of 10/09 Kitchen and Nick's Sandwich Company, to create Dalesmen Ventures, LLC, a new distillery, tap room and dining experience for Bedford residents and visitors alike.

"We were always hoping to find the perfect way to pair a great food operation with our plan for craft beer and small-batch spirits," Dalesmen co-founder Nate Haupt said. "When Nick and Sara approached us, it just clicked." Located in Historic Downtown Bedford, Dalesmen Ventures is slated to occupy a 36,000 square-foot building which they purchased in May 2019. With renovations under development, the distillery is scheduled to open in the fall of 2020.

Haupt discovered a love for distilling while visiting Scotland with his fellow co-founders Mike Wood and Derek Dowler. The trio decided to base their operation in Bedford after Wood introduced them to the area.

"Bedford was always the obvious choice for me," Wood said, explaining he has strong family ties to the town. "It not only gives the English 'small town' feeling we wanted, but also has history with England, Scotland and whisky itself."

*“With the addition of Sara and Nick and the establishment of Dalesmen Ventures, this is just one more example of wind in our sails propelling the vision forward.”*

**Mike Wood**, Dalesmen Distillery & Brewery co-founder



Sara Letzo (left), BCDA President Bette Slayton and Nate Haupt talk about new business ventures, food and entrepreneurship in Bedford County on a segment of BC Broadcast, the BCDA's newest addition to its media offerings.

While discussing plans to open the distillery, the co-founders met the Letzos and the group immediately bonded.

"With the addition of Sara and Nick and the establishment of Dalesmen Ventures, this is just one more example of wind in our sails propelling the vision forward," Wood said.

The Letzos said they believe this is the best possible path forward in their evolution as restaurateurs.

"This is the partnership of our dreams," Sara Letzo said. "Nick and I have long talked about the next step for our business and partnering with this exciting new venture in the community we love so much is exactly the right fit for us and for our team."



# NEW, RETURNING BOARD MEMBERS FOCUS



In 2019, the Bedford County Development Association Board of Directors welcomed new and returning members.

“Our focus will be to attract job-producing businesses into our area while continuing to assist existing businesses with various networking and financial endeavors,” Board Chair Mark Bollman said. “I hope to build on the great accomplishments that have occurred over the past several years.”



Dr. Sherry Cain, a therapist from Everett with 30 years experience in a private practice, joined the BCDA board with an eye toward representing the people of Bedford County.

*“I hope I am able to share my area of expertise and my experience working with the individuals in the county*

*who make up the workforce,”* Cain said. *“I believe I have insight into their issues and concerns.”*

Re-upping on a longstanding tradition of service to the BCDA, B.C. Stone owner Travis Collins returned to the board with hopes of cementing its current business relationships.

*“They are already part of the culture we wish to preserve,”* Collins said. *“It is a proven fact that the vision and*



*risks taken by the BCDA created numerous economic success stories, and I’m proud to be a part of that history.”*



Representing Bedford County’s agricultural industry, Golden Rule Farm owner CA Detwiler joined the board to foster economic growth and bolster relationships between ag producers and the BCDA.

*“There are many good things about doing business in Bedford County,”*

Detwiler said. *“But the best thing is the people. Bedford County has talented people who are willing to step up and do the work that needs to be done.”*

An ambitious entrepreneur with three businesses under his belt — Weaver Sanitation, Breezewood Transfer, LLC, and Breezewood Truck Wash, LLC — Robbie Weaver believes in Bedford County’s future.



*“I believe we can do many great things here,”* the new board member said. *“Creating job opportunities will do much to enhance the quality of life we have to love in Bedford County.”*

# ON WHAT MAKES BEDFORD COUNTY GREAT



Front Row (l-r): Office Manager, Melanie Miller, BCDA; Assistant Secretary, Brian Pachtman, Reed, Wertz & Roadman; Vice Chair, Brandi Hershey, Law Office of Brandi J. Hershey; Chair, Mark Bollman, Bedford County Technical Center; Treasurer, Bill Liedholm, Omni Bedford Springs Resort & Spa; Secretary, James Wistar, Everite Door Company and Sherry Cain, Cain Coaching and Consulting.

Back Row (l-r): Start-up Business Coach, Andrew Trexler, BCDA; Lester Meck, Saxton Borough Council; Barry Dallara, Bedford County Commissioner; Robbie Weaver, Weaver's Sanitation Service, Inc.; Marcia O'Rear, StelTek Graphics Inc.; Travis Collins, B.C. Stone, Inc.; Linda Bullington, Bullington Financial Services LLC; CA Detwiler, Forsheys Ag and Industrial and Golden Rule Farms; President, Bette Slayton, BCDA; Greg Lang, Recreational Equipment Inc.; Vice President, Terri Brumbaugh, BCDA; Immediate Past Chair, JP Tambourine, FirstEnergy Corp.; Josh Lang, Bedford County Commissioner; Bob McGowan, Mission Critical Solutions, LLC; Paul Crooks, Bedford County Commissioner and Sara Letzo, 10/09 Kitchen.

Missing from the picture are: Assistant Treasurer, James Gonsman, Hometown Bank of PA; and Doug Gerber, Rex Heat Treat – Bedford, Inc.



Keeping local money in local pockets is one of Mission Critical Solutions President and CEO Bob McGowan's goals as a new board member, but he said that doesn't mean secluding the community from the outside world.

*"The most pressing issue is identifying what Bedford County offers and getting this to national firms," McGowan said. "With our access to topnotch manufacturing facilities, skilled workforce and the interstate system, we can grow by leaps and bounds."*

“ There are many good things about doing business in Bedford County. But the best thing is the people. ”

CA Detwiler, BCDA board member

## RADIO SHOW

Featuring business leaders from around the community, the BC Broadcast is the BCDA's latest initiative highlighting the people and businesses that make Bedford County great. Hosted by News/Talk Radio 1310 WBFD, the monthly program focuses on providing relevant discussions about local businesses, their triumphs and resources available to help them grow and succeed.

In a recent broadcast, Bette Slayton (center) talked with Omni Bedford Springs Resort's General Manager Bill Leidholm, and Director of Sales and Marketing Dave Nostrand. Last year, the resort hosted 100,000 guests, spent \$2 million in direct marketing, paid out nearly \$300,000 in bed tax and \$15 million in payroll.



# SPEC BUILDING WOULD FILL A NEED

Bedford County is poised for growth provided stakeholders maintain a positive attitude towards change in the marketplace, a Cleveland-based consulting firm reported this spring.

Commissioned by the Bedford County Development Association, Juniper Solutions, a site-selection consulting firm, conducted an economic needs assessment, which highlighted some of the county's strengths and weaknesses.

"Bedford County has a lot of pluses that can be leveraged by stakeholders," Juniper Solutions President Dennis Burnside said. "There are challenges, but there's a realization they exist."

Submitted in April, the study identifies the county's boons as recreational opportunities, highway accessibility, regional planning and proximity to major metropolitan areas such as Pittsburgh and Washington, D.C.

While a flat population growth was listed in the study as a potential threat to the economy, Burnside said the problem was not unique to the area.

"The fact is, no matter where you go, you will face this problem," he explained. "Fortunately Bedford County is already addressing the situation."

Additionally the study identified a low inventory of industrial spec buildings.

"BCDA is in the planning stages to build a 20,000 square-foot facility," he said, "This is the kind of structure that needs to be created."

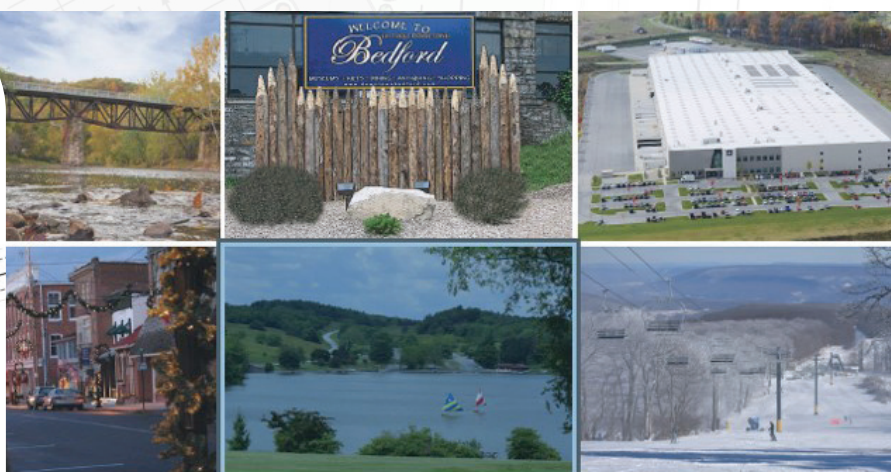
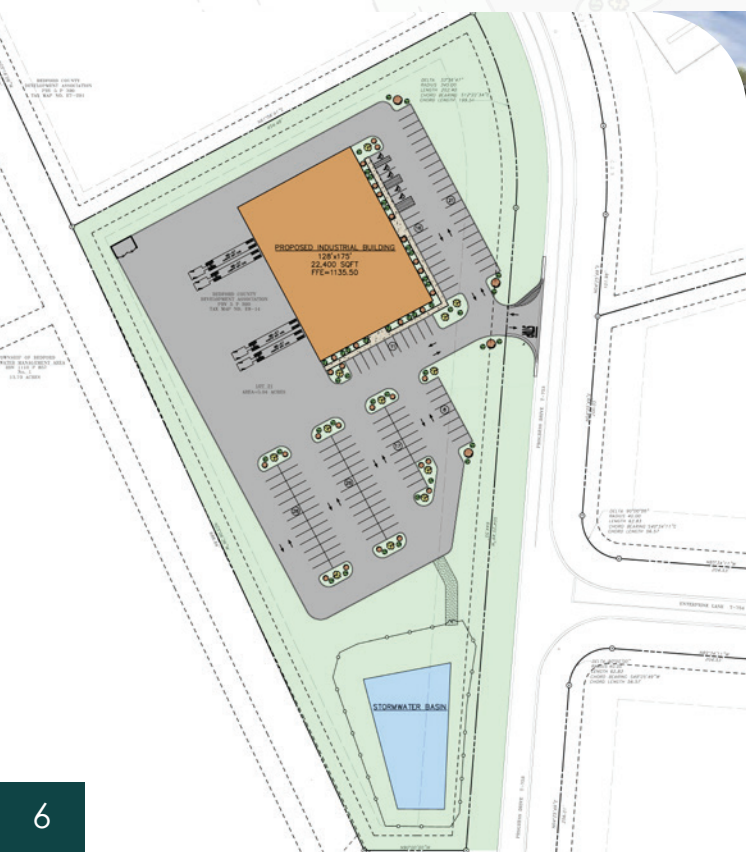
Estimated to cost about \$2 million, the spec building project already received approval of a \$500,000 grant from the Redevelopment Capital Assistance Program, with applications currently pending for a federal grant.

Once built, the spec building could provide a launchpad for strategies to recruit key industries.

---

*Economic needs assessment identifies the county's boons as recreational opportunities, highway accessibility, regional planning and proximity to major metropolitan areas such as Pittsburgh and Washington, D.C.*

---



An economic needs assessment commissioned by the BCDA highlighted the need for industrial/commercial space, such as the spec building pictured in the concept drawing, to recruit new employers to the region.

# MANUFACTURING DAY

introduces hundreds to manufacturing

Bedford County high schoolers crowded around Defiance Metal Products Engineering Manager Paul Smithmyer on Oct. 4, listening intently as he explained the company's plasma cutting process.

Hundreds of students poured into DMP's Bedford facility in observance of Manufacturing Day. Created in 2012, Manufacturing Day was designed to give voice to individual manufacturers and create a rallying point for the industry. The event empowers manufacturers to come together to address their collective challenges so they can help their communities and future generations thrive.

This year, DMP hosted several Bedford County high schools, leading them in groups of 10-20 through the day-to-day operations of the plant.

All told, nearly 300 students from six schools attended the event.

After completing the tour, Hailey Henry, of Tussey Mountain Senior High School, said she could see herself pursuing a career in manufacturing.

"I like the welding sparks, but it didn't smell too good," Henry said, chuckling. "The painting was really interesting, though. These people work hard and fast, and I like that. I could see myself doing something like this."

Schools intermingled during the tours, and while Henry's interest was piqued by the hands-on projects, Chestnut Ridge High School Senior Matthew Stuart said the ingenuity behind the scenes attracted him most.

"I like designing things and building stuff," Stuart explained. "I am going into architectural design after I graduate, and some of the computer programs they use are similar to what I've learned on, so that caught my eye."



High school students tour the Defiance Metal Products, a Mayville Engineering Company, facility during Manufacturing Day 2019. Nearly 300 students from six schools around Bedford County attended the event, which helps today's youth connect with tomorrow's jobs.

*"These people work hard and fast, and I like that. I could see myself doing something like this."*

**Hailey Henry**, Tussey Mountain Senior High School student



**For the third time in five years, Bedford High School students seized a top-three placement at the National Technology Students Association (TSA) Conference.**

Twenty-three members of Bedford High's TSA club attended the state conference in April and competed in numerous categories, winning state championships for 3D Animation, Architectural Design and Transportation Modeling. Following the success, nine members of the club advanced to the national conference, where six Bedford High students joined the winning team for architectural design.

**National Champion BOTS IQ:** Kneeling: Nathaniel Semanek, Lance Dague, Camden Donahue - 2nd Row: Cameron Calhoun, Luke Dague, Riley Dibert, Joey Windows - 3rd Row: Isaac Arnold, Ashton George, Gannon Ziviello, Caleb Demske

# BEDFORD COUNTY

DEVELOPMENT ASSOCIATION

P E N N S Y L V A N I A

One Corporate Drive, Suite 101  
Bedford, PA 15522

814.623.4816

PRSR.T. STD  
U.S. POSTAGE  
PAID  
BEDFORD, PA  
Permit No. 3

Visit our website: [www.bcda.org](http://www.bcda.org)



## Special Thanks to our Newsletter Sponsors



[clarkcontractorinc.com](http://clarkcontractorinc.com)



[HowardHanna.com/Bedford](http://HowardHanna.com/Bedford)



[firstenergycorp.com](http://firstenergycorp.com)



From left, BCDA Chair Mark Bollman, CaptiveAire President Bob Luddy and BCDA President Bette Slayton pose for a photo at the BCDA Annual Meeting in June at the Omni Bedford Springs Resort. As keynote speaker, Luddy addressed more than 100 community leaders discussing CaptiveAire's homegrown success and tips for creating a business environment where entrepreneurs can flourish.

## PIPELINE EXTENDED

Workers recently completed a 1,400-foot gas pipeline extension from County Ridge Road to an 80-acre lot in the Bedford Business Park II. The Bedford County Development Association secured two grants for the extension: \$100,000 from the PA Pipeline Investment Program and \$98,000 from USDA. UGI Utilities administered the project.

