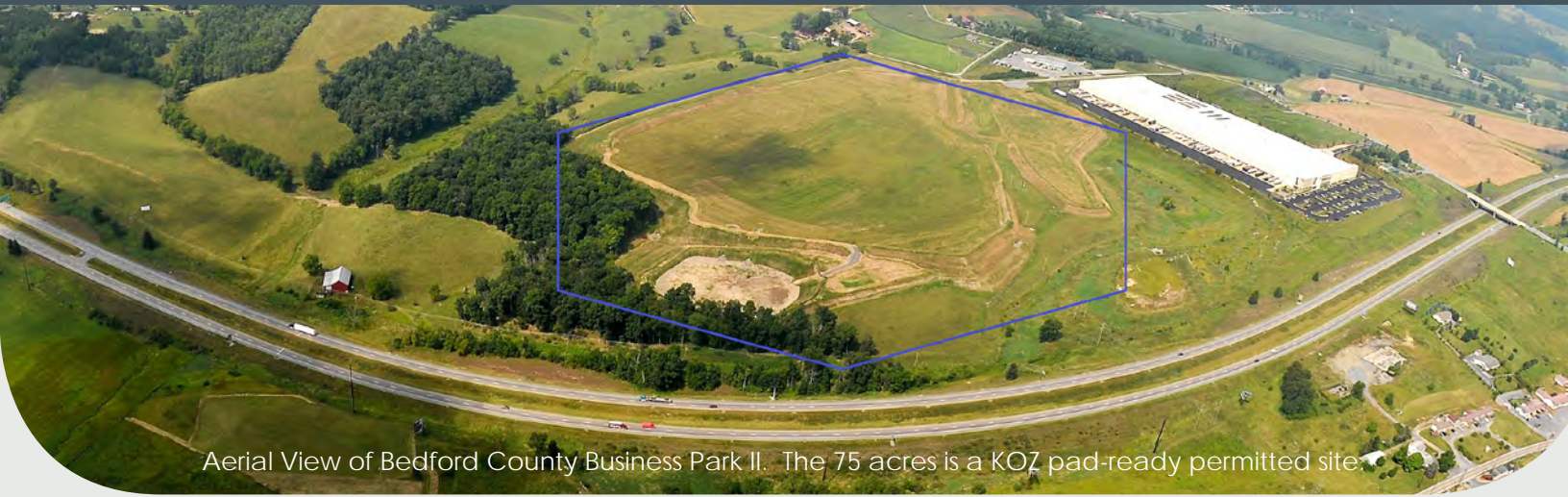


# BC BROADCAST

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## READY FOR BUSINESS



Aerial View of Bedford County Business Park II. The 75 acres is a KOZ pad-ready permitted site.

*After years of preparing the pad-ready site in BCDA's Business Park II, a "Ready for Business" event was held at the site.*

"An event like this gives us the opportunity to show local, state and federal officials how important it is to fund economic development projects such as Business Park II," noted Keynote Speaker Dennis Davin, PA Secretary of the Department of Community and Economic Development.

"Projects like this are major risks but it shows the vision of BCDA in investing in site development," Davin stated.

The 75-acre pad-ready site in Bedford Township has land development approval for a 780,000 sq. ft. building and NPDES (National Pollutant Discharge Elimination System) permit approval. "Our efforts have eliminated months of site preparation and permitting to insure that there are no surprises," noted Bette Slayton, BCDA President.

"The site is also designated a Keystone Opportunity Zone which means meaningful tax savings through 2025," Slayton said.

Davin stressed the importance of having these types of sites. "We need to be prepared

to accept these companies when they are coming to talk to us and have sites like this ready," explained Davin. "In our experience, companies are looking for sites that are ready to put a building up right away."

Also joining the celebration was US Rep. Bill Shuster. "This site is truly an investment in our future," Shuster said. "And we need to keep in mind that the I-99 Corridor is a key element – the crowning achievement - for Bedford County. We have an absolutely great location, we have the infrastructure in place, we have the people, we have the quality of life, so we have the perfect recipe for a tremendous bright future," Shuster said.

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*"In our experience, companies are looking for sites that are ready to put a building up right away." Secretary Dennis Davin, DCED*



Tina Molski, director of operations for REI's east coast distribution center, said Bedford County was chosen for the proximity to infrastructure, the tremendous work force and access to outdoor activities. "REI is extremely happy in Bedford County," she said.

Sean Bardell, BCDA Chair, added "Adjacent to three interstates (I-70/76 and I-99), the site offers prime access to markets, an excellent workforce, KOZ designation and utilities to the curbside. All of the utilities are in place including an abundant and reliable electrical supply."



Tina Molski, REI; Senator John Wozniak, Congressman Bill Shuster, Secretary Dennis Davin, DCED and Bette Slayton, BCDA.

## UPMC BEDFORD WINS NATIONAL RECOGNITION

UPMC Bedford Memorial Hospital was recently recognized as one of the Top 20 Rural Community Hospitals by the National Rural Health Association. The determining factors were based on nine indices: cost, charge, quality, outcomes, patient perspectives, financial stability, population risk, inpatient market share and outpatient market share. The awards ceremony was held in Minneapolis this summer.



Robbie Metesic, County of Greene; Greg Krug, Lampire Biological Laboratories; Bette Slayton, BCDA and Scott Sheely, PA Department of Agriculture at Lampire's new barn.



## LAMPIRE BIOLOGICAL LABORATORIES LEADING THE WAY IN BIOTECHNOLOGY

New contract means new jobs, economic development for county

Lampire Biological Laboratories continues to lead Bedford County, and the surrounding region, into the exciting field of biotechnology. The company recently renovated its Everett lab facility's manufacturing capacity to meet the needs of a \$5 million contract that is scheduled to be completed over the next five years.

"We have a new contract from a Fortune 50, international, pharmaceutical company," said Gregory Krug, president and CEO, Lampire Biological Laboratories. "We will be doing a specialized tissue processing, preparing the tissue for a special extraction."

The extraction itself will be done by the pharmaceutical company. The resulting material will be an injectable product that will aid in the treatment of arthritis.

"We renovated internal space, giving our staff an additional 3,000 to 4,000 square feet of CGMP manufacturing space," Krug explained.

CGMP refers to Current Good Manufacturing Practices required to conform to the guidelines recommended by agencies that control authorization and licensing for manufacture and sale of food, drug products, and active pharmaceutical products.

The new contract means the addition of six jobs to Lampire's workforce, professionals that include technicians, managers and biologists.

"The company we are doing the work for was very impressed by our interaction with BCDA and the Bedford

County Technical Center. It was a factor in our receiving the contract. This has been a very collaborative effort," said Krug.

### Lampire Biological Laboratories Expansion Lampire set to expand antiserum production line

Lampire Biological Labs Inc. has also expanded its farm operations with the recent construction of a sheep barn and a pump and utility room to add capacity for the company's production of sheep polyclonal antiserum. The antiserum is used in diabetes testing.

The expansion is due to increased demand from the drug industry for its antibiotics products.

The company is stepping up production to keep pace with demand for a supply that is more and more being made overseas.

The project cost was approximately \$700,000 including a 15-year state loan with 2.25 percent financing. Bedford County Development Association (BCDA) assisted in the financing package.

Sean Bardell, Chair of BCDA, said the Lampire expansion "shows the steady growth of Lampire Biological Labs in Bedford County," giving the area "great exposure to the biotech industry."

# SUCCESSFUL RESTAURATEUR ADDRESSES BEDFORD COUNTY BUSINESS COMMUNITY



Sean Bardell, BCDA Chair; Congressman Bill Shuster; Bette Slayton, BCDA; George McKerrow, Ted's Montana Grill; and Representative Jesse Topper.

“Entrepreneurship is about how you want to live your life,” said George W. McKerrow, Co-founder and CEO, Ted’s Montana Grill. “It’s the great American spirit. Entrepreneurship is not a job, it’s who you are as a person.”

McKerrow delivered the capstone address at the 2016 Annual Meeting of the Bedford County Development Association held at the Omni Bedford Springs Resort.

McKerrow’s talk detailed the narrative journey he took in his career, including the failures. Starting as a busboy, McKerrow developed a fondness for the restaurant and hospitality industry.

After graduating from Ohio State, McKerrow worked for Victoria Station Restaurants. McKerrow noted, “I asked myself if I really wanted to be working for someone else.” He chose life as a self-employed entrepreneur.

“An entrepreneur is a person who will work 100 hours a week to avoid working 40 hours for someone else,” he said, with great conviction. “Working for someone else didn’t give me satisfaction.”

Noting that he had a high tolerance for failure, McKerrow quit his job and attempted to own and operate a successful restaurant

business. His first venture was a flop.

“To a true entrepreneur, failure is not a reason to quit, it’s simply a lesson to be learned,” McKerrow said.

“Keep the dream in your pocket and find another way,” he noted. One lesson he quickly learned was the need for a plan. “You have to have a plan to be successful. You need an accurate and well thought-out, serious business plan.”

In 1981, he founded LongHorn Steaks, which evolved from a single location into RARE Hospitality International, owning LongHorn Steakhouse and The Capital Grille.

In 2000 McKerrow hiked Mount Kilimanjaro. “I was inspired to climb that mountain,” he explained. Climbing helped him realize that he needed to seek the next adventure. He retired from RARE Hospitality “International and soon he discovered Bison.

He learned that Ted Turner – well-known entrepreneur and media mogul – was a strong advocate for Bison in North America. He pitched an idea for a Bison restaurant to Turner. “He loved the idea. We shook hands and created the restaurant.”



*“An entrepreneur is a person who will work 100 hours a week to avoid working 40 hours for someone else,” he said, with great conviction.*

*George McKerrow, Jr.,  
Ted's Montana Grill*

They now operate 46 restaurants in 17 states, taking 56,000 Bison to market every year.

“Our business is very environmentally conscious,” McKerrow noted. “Chasing the almighty dollar is not as important as living your core values. You have to do a moral inventory.”

As an entrepreneur, McKerrow has learned many lessons. However, one lesson stands out above all others. “I have failed more times than I’ve succeeded,” he said. “But I don’t give up and I never quit.”

The Annual meeting was sponsored by Omni Bedford Springs Resort & Spa, Bedford Gazette, First National Bank of PA and P. Joseph Lehman.



Students visited 16 exhibits to learn about opportunities including a stop at this Kennametal exhibit.

## Manufacturing Day Held at MDL Facility

Introducing students to a world of possibilities

More than 200 high school students throughout Bedford County participated in Manufacturing Day at the MDL production facility on October 7, 2016.

“We wanted to show the importance of manufacturing by bringing students to see how important automatonics and robotics is in our lives,” said Doug Lingsch, owner and CEO of MDL Manufacturing.

Touring the MDL factory gave students a unique opportunity that they could not get elsewhere.

“This is the only way for them to see what happens in a manufacturing factory,” said Doug Alexander, technical engineering teacher at Bedford High School. “In a classroom, I can tell them about how it works, but here, they can actually get to experience it and see how things are made and touch the parts.”

Local employers exhibited and discussed information about their companies with students. They included Kennametal, Bedford Reinforced Plastics, REI, Lampire Biological, XPO/Logistics and the Bedford County Technical Center.



Bill VanDeventer, MDL Manufacturing Industries, Inc., gives a tour to students.

## AEROTEK RECOGNIZED FOR EXCELLENCE

Bedford County office excels

The excellent Bedford County workforce has again shined as Aerotek was cited with the “2016 Best of Staffing Client and Talent Award.”

Aerotek is a national leader in providing superior staffing and recruiting service. This prestigious award is presented to fewer than two percent of all staffing companies in North America. The award was based solely on ratings provided by current and former contract employees and 9,000 clients. Bedford’s Aerotek office received the highest customer service ratings in the Northeastern U.S. region.

Sean Bardell, BCDA Chair, noted that this is yet another example of the quality of the Bedford County workforce. “Few regions can offer the kind of loyal, dedicated hard-working workforce that exists here in Bedford and surrounding counties.”



From L to R: Eric Smith, Commercial Recruiter; Steph Vojtko, Commercial Account Manager; Kaitlin Egolf, Customer Support Associate; and Marlee Clevenger, Commercial Recruiter

# BEDFORD COUNTY COMPANY MAKES INC 5000 LIST.

45 percent growth brings Everett Cash Mutual to national attention



Demonstrating strong growth over the past three years has garnered national recognition for Bedford County's Everett Cash Mutual.

The company, established in Bedford County in 1913, was recently listed on Inc. Magazine's 35th Annual List of America's Fastest – Growing Private Companies - The Inc. 5000.

"We are so humbled to receive this honor," said Randy Shaw, President and CEO, Everett Cash Mutual. "It confirms our belief in what we do -- insuring farms and small businesses in our ten-state region."

According to the magazine's editors, this year's Inc. 5000 selection was the most competitive group of businesses in the list's history. Many companies reported three-year growth of 400 percent or more.

Eric Schurenberg, president and editor in chief of Inc. Magazine, noted that placement on the Inc. 5000 offers great prestige to the companies within their respective industries and beyond.

"The Inc. 5000 list stands out where it really counts," said Schurenberg. "It honors real achievement by a founder or a team of them. No one makes the list without building something great -- usually from scratch. That's one of the hardest things to do in business, as every company founder knows. But without it, free enterprise fails."

*"Having a great business plan is critical, but having folks with the work ethic and can-do attitude to work the plan is really what sets us apart. I believe that's a common trait in Bedford County."*

**Randy Shaw**, President and CEO, Everett Cash Mutual

Many large businesses were launched by earning a place on the Inc. 5000. Some of these companies include Microsoft, Dell, Domino's Pizza, Pandora, Timberland, Yelp, Zillow and many others.

And now, Bedford County can take pride in Everett Cash Mutual's inclusion on the list.

Proud of its rural heritage, ECM is the third largest writer of farm owner's insurance in the state of Pennsylvania and the second largest in North Carolina. It is represented by 400+ independent agents.

"I'm so proud of our employees. They consistently strive to execute our strategy of being the best provider of farm & small business insurance. Having a great business plan is critical, but having folks with the work ethic and can-do attitude to work the plan is really what sets us apart. I believe that's a common trait in Bedford County."

# BEDFORD STUDENTS EXCEL AT NATIONALS



Representing the BAHS Robotics team are: Mr. Douglas Pauley, Josiah Harshberger, and Mr. Doug Alexander. The students demonstrated their models at Manufacturing Day.

Nine students from Bedford High School competed in the national Technology Student Association convention, with all teams placing within the top 10 in the country.

The 38th annual TSA National Convention, held in Nashville, TN this summer, hosted 5,000 students from 49 States, as well as Turkey and Germany.

"We had three teams place, and our Animatronics Team took the national championship," noted Advisor Douglas Pauley.

The Animatronics Team demonstrated knowledge of mechanical and control systems by designing, fabricating, and controlling an animatronics device that will communicate, entertain, inform, demonstrate and/or illustrate a topic, idea, subject or concept. Sound, lights and a surrounding environment accompanied the device. The team's theme was George Washington at Valley Forge.



Representatives of the BAHS Animatronics and Architecture teams display their award winning projects. L-R: Casey Johnson, Caitlyn Brenner, Nathaniel Semanek, and Mr. Douglas Pauley.

The Architecture Team placed third nationally. In that event the team developed a set of architectural plans and related materials for an annual architectural design challenge and constructed a physical, as well as a computer-generated model, to accurately depict their design. Students used a 1960 Sears and Roebuck home. Their binder included floor plans, handicapped accessible plan and electrical/plumbing plans.

The Robotics Team built a 15-pound robot using CAD to draw the parts. MDL Manufacturing and Kennametal assisted in cutting the chassis and plates. This team ranked 2nd in the state competition and 7th in nationals.

The students who competed with the battle bots at the SWPA finals placed 2nd and 18th out of 80 teams. They also won the School Spirit Award. Both teams will be competing at the National Robotics League Competition next spring.



## AREA STUDENT PLACES NATIONALLY AT FUTURE BUSINESS LEADER COMPETITION

The schools of Bedford County have once again demonstrated the quality of students they graduate. An example of academic excellence is Elizabeth Weiland, a senior at Claysburg-Kimmel High School.

This talented young woman was recently recognized as one of the Top Ten Business Communication Specialists in the United States. The award was presented by the Future Business Leaders of America (FBLA) at the organization's National Leadership Conference held this summer in Atlanta, Georgia.

Elizabeth Weiland, a senior at Claysburg-Kimmel High School, poses with her plaque after placing eighth in the nation in business communication at the FBLA National Leadership Conference.

# BEDFORD COUNTY

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## LOCAL CHEF DEBUTS ON FOOD NETWORK



Chef Nick Letzo, co-owner with his wife Sara of Bedford's 10/09 Kitchen, was recently a contestant on Food Network's "Cooks versus Cons" television program.

The goal of the show was for chefs to convince a panel of experts that they were not professional chefs. Letzo appeared on Episode Two of the second season.

Letzo, a talented chef, was able to get past the first round judges but his true identity was discovered in round two.

Congratulations to 10/09 Kitchen for its national exposure. An excellent array of local restaurants and unique shops attract visitors to Bedford County from across the region, state and nation.

photo by Watters Works Photography