

BC BROADCAST

A QUARTERLY PUBLICATION OF THE BEDFORD COUNTY DEVELOPMENT ASSOCIATION



BCDA'S BUSINESS CENTER POISED FOR FUTURE GROWTH

A diverse, well-positioned, facility perfect for economic development

The Bedford County Development Association takes great pride in being able to offer a first-class facility to a diverse group of businesses and organizations.



The BCDA's Business Centers I and II have helped launch a successful technology company, serve as an office for a major county manufacturer, and is home to state agencies and a woman-owned business.

"The BCDA Board of Directors believes that Business Centers I and II rank among the top locations of their kind," said Marcia O'Rear, Board Chair.

O'Rear went on to explain the major advantages of locating in the Business Center:

- Easy access to interstate highways 70, 76 and 99

- Central location in close proximity to a world class workforce
- Plenty of parking for employees and clients
- Excellent infrastructure, including advanced technology
- Synergy with fellow occupants
- A landlord that responds quickly and efficiently to company needs

"There's no question that BCDA provides a very supportive environment in the Business Center. All of the groups located here are helpful and cooperative."

Marcia O'Rear, Board Chair

THE PENNSYLVANIA BEEF COUNCIL ...Very happy tenants..."

The Pennsylvania Beef Council promotes beef on behalf of the 26,000 cattle operations in Pennsylvania. The organization provides promotion, education and research endeavors at both the state and national levels. Its headquarters in Bedford County are perfectly placed to serve the entire Commonwealth.

continued on page 6

AVAILABLE Bedford County Business Center II

Location At the entrance to Bedford County Business Park I, the region's most modern business park

Building Size 15,593 gross square footage, brick-clad building, 15,158 net square footage inside building of which 1,682 square feet is Common Area

Space Available 13,504 square feet open tenant space.

Suitable for Light manufacturing, small warehousing, offices, research and development, business services.

Leasing Options Flexible short and long-term leasing available. Competitive lease rates commensurate with level of build out.

Operated By Bedford County Development Association

Availability Immediate

Special Features

- Private Entrances in front and rear of building
- Adjacent to Bedford County Airport
- Keystone Innovation Zone Certified
- Access to State-of-art Conference Room

Space

- Ceiling height 14 feet at the eaves and 17 feet at the peak. Clear span space 80 feet.
- Expansive parking – 106 parking spaces (including six handi-capped spaces). Rear parking area is 70 feet deep.



FOR BEDFORD REINFORCED PLASTICS.... The needs of a growing enterprise are met

Bedford Reinforced Plastics has experienced monumental growth since 2005, and the company discovered that it needed a convenient, well-designed space in which to locate its business office. BRP's leaders found this space at the BCDA Business Center.

"BRP has tripled its total sales in the past eight years," said Glenn Smith, corporate general manager for the company. "With this volume of sales, we had to add various equipment, approximately 100 new employees, and new buildings to meet the demands of our business. Office space became a real challenge, as we added to the sales team, engineering, drafting, and many other areas within the company."

To satisfy its burgeoning growth, BRP decided to move its sales team to the Business Center.

In addition to its Cessna production facility, the company also occupies a 24-acre site with a 100,000 square foot building. The Business Center is centrally located between the two manufacturing facilities, providing an office that is relatively close to both.

The move to the Business Center has allowed BRP's sales team to focus on clients without the distractions of the manufacturing plant.

"I would highly recommend the Business Center," said Smith. "The location is very convenient for customers to come and visit. This is due to the major highways, hotels and restaurants in the area. There is plenty of parking for employees with easy access

for small- to medium-sized delivery trucks. BCDA also does an excellent job maintaining the facility and the property during all the seasonal changes."

Smith noted that the Business Center has been flexible, meeting BRP's needs in many ways. "They remodeled our existing office space to create more offices. They worked with us and the contractors to coordinate the remodeling projects to minimize the disruption of our daily business."

"The BCDA team has helped us a great deal, whether gathering information, setting up meetings with business leaders offering and coordinating training and bringing in industries to see what synergies exist in Bedford County."

"Bedford County is one of the most beautiful locations in the country and the people here are so nice. It's a great place to live and raise your family. For any company that needs to grow, whether it's a temporary situation or a permanent solution, the Business Center and BCDA will help accommodate and support your business," said Smith.

"I would highly recommend the Business Center," said Smith. "The location is very convenient for customers to come and visit."

BUSINESS CENTER NAMED FOR REPRESENTATIVE DICK HESS

Part of the legacy of a friend of Bedford County economic development



The very existence of the Bedford County Development Association's Business Center is a testament to the vision and dedicated efforts of former State Representative Dick Hess of Bedford. That's why BCDA is pleased to name the facility the Hess Business Center in his honor.

The untimely passing of Representative Hess silenced a voice that had long served as a

strong advocate for the county he so loved.

The creation of Business Centers I and II depended upon state funding that only came after Representative Hess made the case for the project beginning in 2006 and continuing through 2013.

The state funding delivered by Mr. Hess made it possible to bring the first multi-tenant facility out of the ground. In that case, the Representative secured \$1 million for the project.

As it became evident that the initial 24,000 square-foot center was filling up, BCDA planned for an additional 15,000 square-feet called Business Center II.

A federal grant of some \$650,000 needed to be matched by dollars from the state and BCDA. Once again, the organiza-

continued on page 6



Shirley Hess, wife of Representative Dick Hess, and BCDA Board Chair Marcia O'Rear prepared to hang a photo of Representative Hess in the newly renamed Hess Business Center.



STIFFLER MCGRAW HAPPY TO CONTRIBUTE TO THE BUSINESS CENTER PROJECT

Stiffler McGraw is a full service consulting firm offering complete civil engineering and architectural design services. The company played a central role in the creation of BCDA's Business Center.

"The greatest reward in the project was to see the professionalism exhibited by the entire team in meeting the goals and objectives of the project," said Timothy Cooper, P.E. President, Stiffler, McGraw & Associates.

Stiffler McGraw provided the architecture and engineering services needed to complete a current code compliant design, construction documents for bidding, and construction management and inspection for the projects.

The company worked closely with BCDA to ensure that project costs were kept within budget.

Cooper noted that the Business Center not only provides all the basic services required by businesses, but also information technologies and telecommunications.

The history of this building is yet to be written, Cooper explained. But together with the many other positive aspects of doing business in Bedford County it is sure to welcome new startups and existing businesses looking to expand.

Special Thanks to

STIFFLER MCGRAW

ENGINEERS • SURVEYORS • ARCHITECTS

for underwriting this newsletter



BUSINESS CENTER From Planning Phase to Completion



BEDFORD COUNTY BUSINESS CENTER
ONE CORPORATE DRIVE
BEDFORD COUNTY DEVELOPMENT ASSOCIATION
CivicLink
Bedford Business Park
For Legacy Info Call BCDA at 814-623-6235



Jeff Crist, left with Representative Hess

tion turned to Representative Hess. Once again, he delivered, this time with a \$500,000 grant from the Pennsylvania First Program. BCDA also added about \$100,000 in equity and the building rose.

At the time, then BCDA board chair Jeff Crist stated, "Dick Hess has been a long-time friend of economic development and was instrumental in securing funding for the first phase of the business center. Now, he is helping us to expand. Representative Hess shares BCDA's commitment to promoting entrepreneurial growth in Pennsylvania."

Hess responded by stating "I am pleased to work with the outstanding people who make up the BCDA and to aid in the expansion of the business center. This is an example of how cooperation helps the effort to make our area stronger and improve our business climate."

Representative Hess's legacy will last well into the future as BCDA continues to attract new companies to Bedford County and help entrepreneurs and existing businesses grow and prosper.

The plaque reads "In Appreciation of Representative Dick L. Hess For His 27 Year Dedication to the Creation and Retention of Jobs in Bedford County."



Cliff Clark, Clark Contractors; Tim Cooper, Stiffler McGraw; Jeff Crist, Representative Dick Hess and Matt Martin, Clark Contractors



Bridget Bingham

"There are obvious reasons for us to be located here," said Bridget Bingham, executive director of the PBC. "Logistically, it's a great location for us in the center of the state, our office is convenient to reach for our members and our staff."

Bingham also cites the cost factor. "There is a premium price to be paid to be in Harrisburg," she stated. "We want to put more money into programming and less to overhead."

She noted that the Business Center is "fully taken care of, from plowing to painting. It's a turnkey solution and a very desirable place to be. It's a brand new facility and BCDA is very conscientious about upkeep and good to work with. Parking is ample. Never an issue. Plus there is plenty of storage. We're very happy tenants."

"It's a turnkey solution and a very desirable place to be. It's a brand new facility..."

FOR THE PRIVATE INDUSTRY COUNCIL OF THE CENTRAL CORRIDOR

Business Center is the perfect "PICCC"

According to Cheryl Johnson, executive director of the Private Industry Council of the Central Corridor, CareerLink's move to the Business Center was a natural extension of her agency's growth.

"The decision to move here came in 2005," she said. "We believe that it was in the best interest of our clients and employees. We felt it would enhance the linkage between workforce development and economic development."

PICCC is responsible for the management of five CareerLinks and its Bedford location has helped some 3,000 people find employment.

"We help businesses find qualified talents and we assist individuals looking for career opportunities," she noted. "We do this through job search assistance and job training programs."

PICCC is happy with its Business Center office because it is easily accessible. "This building is totally accessible, easy access, plenty of parking. It's a great location for businesses and individuals to receive services."

Moving to the Business Center has enhanced PICCC's presence in Bedford County. "It's a known location which is really an advantage for us," Johnson said. "In addition, BCDA is an excellent landlord, willing to build out the space in a way that was cost ef-

fective but tailored to our needs."

Johnson explained that having her organization located close to BCDA remains a boost to her group. "BCDA is a great coordinator of services in Bedford County," she stated. "They make all the connections that a business needs to make to enhance its position in the market."

"I would encourage businesses to locate at the Business Center because it will provide access to the CareerLink and its workforce services, as well as to BCDA's programs and connections. It has been a wonderful thing for PICCC to be a tenant here. It has proven to be a beneficial and wise choice."

"I would encourage businesses to locate at the Business Center because it will provide access to the CareerLink and its workforce services"

Cheryl Johnson



SYSTEMS4PT HAD A NEED, THE BUSINESS CENTER MET IT

Systems4PT is a high tech company that serves the physical therapy industry with world-class software.

Since 2002, Systems4PT™ has documented and billed over 15 million claims and the company continues to be the industry's premier supplier of fully integrated physical therapy software.

Owner Joseph Montgomery recalls how the Business Center and BCDA helped his young company.

"We needed a service/data center and we needed it fast," he said. "The BCDA Business Center was the answer. It is centrally located, very presentable, provides easy setup

and it offers flexibility – no long-term leases to worry about. Plus it is run by very nice people who want to help."

The Business Center and the BCDA have contributed to the success of Systems4PT.

Joseph Montgomery and Krisie Wilkins, director of operations



"BCDA has introduced us to important local vendors and they have counseled us on a number of important issues along the way."

Montgomery would recommend the Business Center because the BCDA paves the way for a business allowing an entrepreneur to focus on his or her business. "The BCDA is a strong partner," he noted.

The BCDA and the Business Center provides a solid platform from which to launch a business enterprise in a great community, Montgomery emphasized.

"This community is filled with honest, hard-working people who will always do their best to see the business succeed. I have worked with BCDA for 36 years on three different businesses and they rate an A+ on all counts."

Montgomery lives in Connecticut but located the main part of his business in Bedford County. Why?

"Because of the BCDA and what I call the 'Bedford Personality' i.e. the wonderful people who live there."

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

Visit our website: www.bcda.org



STELTEK GRAPHICS COMES HOME TO BEDFORD COUNTY

“Locating in the Bedford County Business Center was a no-brainer for us,” explained Marcia O’Rear, owner of StelTek Graphics.

The large format printer has been doing business from its current location since it moved from West Virginia in 2007.

To begin with, O’Rear said, the facility is located in a Keystone Innovation Zone, which can be a very attractive tax credit incentive for a business.

“The idea that you can grow your business and earn tax credits is very attractive to me,” said O’Rear. “Once you qualify as an innovative business you earn the credit. In fact, we earned the credit in our first year. That’s money we were able to reinvest in equipment for the business. The tax credit made looking at other properties moot.”

O’Rear is also very happy with the location of the Business Center. “Being here puts us closer to our markets,” she stated. “Being so close to I-99, the Pennsylvania Turnpike and Interstate 70 is a major advantage. We can get to Baltimore, Pittsburgh, and DC in a few hours. Plus we have a very active airport very nearby.

“You can’t underestimate the value of our relationship with BCDA,” she continued. “It is an awesome group of business people. There is a wealth of business experience available, plus they made it so easy for us to come here. They took care of all the work with the architects, engineers and contractors. We just moved in. As a small



business that was a huge benefit. Now, there is a nice camaraderie with everyone in the building. We have a good feeling being here. It’s a very nice environment. Any issues with the building are dealt with immediately. And I mean immediately.”

For StelTek Graphics, BCDA continues to be an enthusiastic, positive, and encouraging landlord.

“The idea that you can grow your business and earn tax credits is very attractive to me,” said O’Rear.