

# BCBROADCAST

A PUBLICATION OF THE BEDFORD COUNTY DEVELOPMENT ASSOCIATION

## GREEN LEAF MEDICAL ushers in an exciting new industry to Bedford County

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### NEW START-UP BUSINESS COACH JOINS BCDA



Andrew Trexler, BCDA's new Start-up Business Coach, with JP Tambourine, BCDA Chair, at the Startup Alleghenies Launch Event in Bedford.

Startup Alleghenies (SUA), a regional program to support entrepreneurs, has launched in Bedford County.

Andrew Trexler recently joined the BCDA staff as Bedford County's Entrepreneur Coach. Andrew grew up in Claysburg and studied engineering at Penn State. While a student at Penn State, Andrew was awarded an internship that evolved into a job as an additive manufacturing (3D printing) engineer.

Andrew's true passions are Science, Engineering, Business, Education and creating opportunities for others to pursue their passion.

In addition to personalized coaching, the Start-up program offers TechCelerators (boot camps for entrepreneurs), the

BIG IDEA Business Plan Contest (\$25,000 in prizes), business plan development support as well as marketing, legal and financial advice.

Funding for the program is from the Appalachian Regional Commission and is administered through the Southern Alleghenies Planning and Development Commission.

#### FOR MORE INFORMATION CONTACT:

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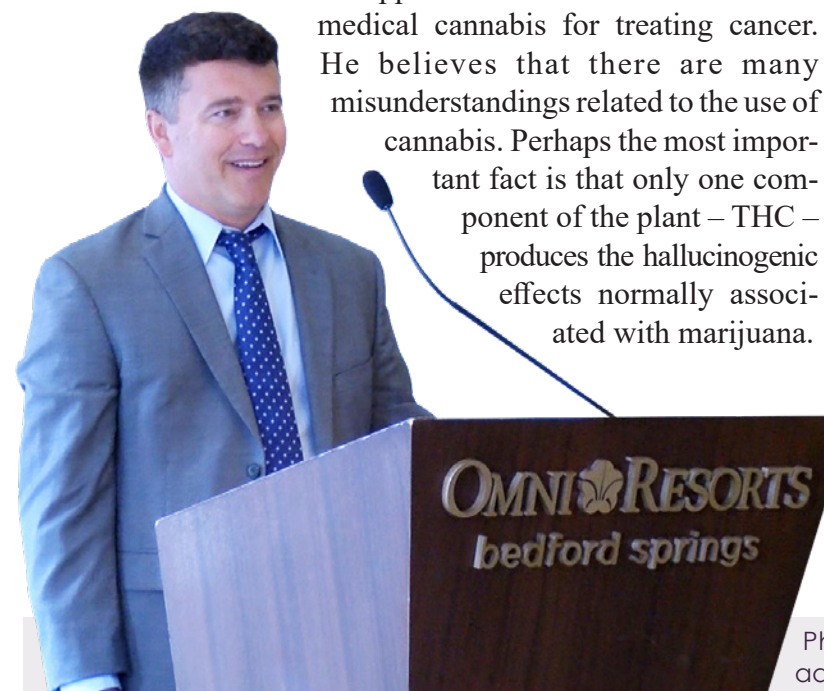
The 2018 announcement that Green Leaf Medical was approved for a license to be a grower-processor of medical cannabis in Bedford County was tremendous news for the county.

In addition to introducing an exciting new business to the region, Green Leaf will renovate and occupy the former Seton Building in Saxton. The 274,000 sq. ft. facility had been closed for ten years.

At the 2018 Annual Meeting of the Bedford County Development Association, Green Leaf CEO Philip Goldberg delivered a spirited keynote address to over 100 Bedford County business leaders.

"Green Leaf Medical is a multi-state operator of medical cannabis production and retail facilities. We currently hold licenses in Pennsylvania, Maryland and Ohio with licenses pending in Virginia and New Jersey as well." Goldberg said.

While in college, Goldberg witnessed a friend's pain relief and appetite stimulation when she used medical cannabis for treating cancer. He believes that there are many misunderstandings related to the use of cannabis. Perhaps the most important fact is that only one component of the plant – THC – produces the hallucinogenic effects normally associated with marijuana.



*"This is a unique community... A place of caring people that look out for each other. The interactions I had told me a lot about the community and really helped solidify that we were in the right place."*

Philip Goldberg, Green Leaf CEO

"What do I mean when I say Medical Cannabis is a Therapeutic Option? Cannabis has become a new option for patients suffering from ailments for which traditional treatment approaches have either failed or the side effects are so severe that continuing on the medication is not possible. Two good examples are seizure disorders and chronic pain," noted Goldberg.

A self-described "serial entrepreneur," Goldberg learned many business lessons from his parents. "They taught me to expect roadblocks and to assume that with hard work, success was inevitable," he said.

One such roadblock came when Greenleaf was not awarded a license to conduct cannabis business in Pennsylvania during the first round of licensing. Greenleaf Medical, especially Goldberg, and the entire Bedford County economic development community, were sorely disappointed. Green Leaf's first bid missed by a mere three points out of a thousand points of evaluation.

"We were heartbroken when the awards were made and we narrowly missed the license," said Goldberg.

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Phil Goldberg, CEO Green Leaf Medical, LLC addresses business leaders at the BCDA Annual Meeting.



## GREEN LEAF from page 1

The company worked diligently on its application in the second round of licensing. The efforts paid off. Green Leaf was awarded the #1 ranked license in the South-Central region.

Construction at the Saxton site is now underway, and the company will begin hiring during the first quarter 2019.

## THE BEDFORD COUNTY TECHNICAL CENTER (BCTC) PRODUCES A VIDEO PROMOTING THE LIFE SCIENCE PROGRAMS OFFERED AT THE TECH CENTER



Rebecca Mundorff of Pennknoll Village shows Mark Bollman of Bedford County Technical Center an X-ray during the filming of the BCTC video.

The Bedford County Technical Center has produced a new promotional video showcasing Life Sciences programs available at BCTC.

The six-minute video features students, teachers and employers discussing a broad spectrum of job opportunities available with a foundation in life sciences. It also showcases the programs offered at BCTC related to the Life Sciences including Agri-science, Bio-technology, and Health Assistance.

The Tech Center worked with BCDA to highlight partnerships that exist between the school and local businesses. Interviews discuss career opportunities with representatives from UPMC, Pennknoll Village, the Bedford County Conservation District, Sheetz Food Safety, Veterinary Medical Center and Lampire Biological Laboratories.

Pennsylvania is considered a leader in the life sciences with 2,300 life science companies and over 77,000 people employed in the industry.

The video can be viewed at [www.bcda.org/video](http://www.bcda.org/video)

According to Goldberg, the company is dedicated to a secure facility as well as committed to being a productive, responsible member of the community. "We are hoping to revive the underlying sense of pride I see throughout the county," Goldberg remarked.

## Why did Green Leaf decide to come to Bedford County?

"The first step was to locate a community that possessed certain attributes," Goldberg said. "These included: a large facility, a quality workforce, an open-minded community and a community that would benefit from our presence." Bedford met every one of those criteria as well as having an active and cooperative economic development community.

Goldberg worked with numerous economic development groups in his search for a Pennsylvania site. He was impressed with the response he received from BCDA.

"We were seeking to learn if Bedford County was ready for medical cannabis," Goldberg noted. "Bette Slayton was on the other end of the line when I called BCDA," he continued. "She was energetic and excited about the potential of this new industry. Slayton immediately sent me a qualifying facility in Saxton and encouraged me to visit the area."

During his visit to Saxton, Goldberg enjoyed several chance encounters with Saxton residents who were cordial and helpful.



Green Leaf Building Tour: Saxton Mayor Alan Smith, left, and a group of Community Leaders join Phil Goldberg for a tour of the Green Leaf facility currently undergoing a \$13 million renovation to house the new medical cannabis grower-processor facility.

# BCDA Congratulates

## Walmart

### Distribution Center 6047 on its

# 20<sup>th</sup> Anniversary

### Let's Take A Walk Down Memory Lane

Summer 1995 - The Governor's Action Team sent out a statewide economic development alert. GAT had a prospect looking for 100 acres with public water and sewer, access to major highways and a 10-year LERTA program in place (property tax abatement.) The prospective company represented the potential to create 400 new jobs.

### Summer 1995-March 1996

BCDA hosted multiple visits with the company and their consultants and then coordinated meetings between the prospect and community leaders.

### Efforts included:

Land - BCDA met with four property owners to assemble a tract of 100 + acres just off of I-99 at the Cessna exit. Option agreements were signed.

LERTA - Bedford Township, Bedford Area School District and the Bedford County Commissioners extended their 5-year LERTA ordinances (Local Economic Revitalization Tax Act) to 10-years.

Water/Sewer - Bedford Township Municipal Authority agreed to extend 3-miles of public water/sewer from the turnpike interchange to Cessna at a cost of \$2.25 million.

Senator Jubelirer helped to secure the \$2.5 million from PennVest (\$1 million loan) and the Infrastructure Development Program (\$1.25 million grant).

Roads - Congressman Shuster and PennDot committed up to \$1 million for access road improvements.

Major employers including Kennametal, JLG, Seton, Creative Pultrusions and others met with the prospect and gave impactful testimonials regarding the region's skilled and dedicated workforce

Utilities - Sprint and Penelec committed to accommodate the needs of the prospect

Federal Aviation Administration - Congressman Shuster was instrumental in securing FAA approval to build adjacent to the Bedford Airport

### The Announcement March 1, 1996

The Walmart Distribution Center project was announced at the Bedford High School with Governor Tom Ridge, Congressman Bud Shuster, Senator Robert Jubelirer, Walmart's Mike Duke (later to become Walmart CEO), and community representatives on the program.

March 1996 to August 1998 - Permitting and Construction of the 850,000 sq. ft. facility including the road access and water/sewer system extensions

### The Grand Opening

On August 19, 1998, the ribbon was cut on the new Walmart Food Distribution Center in Bedford Township, Bedford County. Twenty years later, the community has much to celebrate.

### Community Impact

Approximately 900 new jobs (about 10% of the associates have been with the DC since the beginning)

Annual Property Taxes - \$485,000 (Bedford County - \$103,000; Bedford Area School District - \$318,000; Bedford Township - \$14,000)

Over \$1.2 million product annual donation to local food banks including the Bedford Food Outreach

\$30,000 in Community Grants to multiple non-profit organizations

Employee participation of over 1,100 volunteer hours to community projects

Support of countless other organizations

*"We got off to a great start with the help of many people who backed us, and the reason we are still a success is due to the great associates we have in the Central PA corridor. They don't just come here and move boxes. They give of their hands, minds and hearts to help others save money and live better."*

**Colin Milburn**

Walmart DC Human Resources Manager



# FIFTH ANNUAL BEDFORD COUNTY MANUFACTURING DAY HAILED AS A GREAT SUCCESS



The JLG team hosted a very successful 2018 Manufacturing Day at its Sunnyside Road facility.



Gary Klinger, Lampire Biological Laboratories, speaks with Bedford Area High School's Technology Students Association students about potential career opportunities.



Cory Wilson, Director of Operations for JLG's McConnellsburg plant, welcomes area students.



Nathaniel Semanek, Seth Montgomery, Luke Dague, and Lance Dague display their awards from the 2017-2018 Technology Student Association and Bots IQ season. The battle robot, located on the center of the table, is a fifteen-pound fighting machine that won Grand Champion at the SWPA Bots IQ competition. (l-r) Nathaniel Semanek, Seth Montgomery, Luke Dague and Lance Dague.

This fall nearly 200 area students attended the Fifth Annual Bedford County Manufacturing Day held at the JLG Industries, Inc. Sunnyside plant.

The day-long event included tours of the JLG plant, information sessions on training and an overview of jobs available in manufacturing. Student groups from all five Bedford County high schools participated in the event.

According to Andrew J. Tancelosky, JLG Chief Operating Officer, sessions like Manufacturing Day are critical to the future of JLG and American manufacturing in general.

"By participating in days like this, we are placing our future in the future's hands," Tancelosky stated. "It opens up students to what manufacturing can offer right here in Bedford County."

"We are competing globally and that means we need trained employees with a skill set that will add to our company," said Jeff Rush, Senior Director of Advanced Manufacturing for JLG. "The ultimate hope is that we will be able to hire some of the students we see at Manufacturing Day."

Other manufacturers who participated in the day's event included Bedford Reinforced Plastics, MDL Manufacturing Industries, Inc., Defiance Metal Products, Bedford Candies, Rockland Manufacturing Co. and Lampire Biological Laboratories.

"We're especially grateful to JLG Industries for its sponsorship," noted Terri Brumbaugh, Vice President of the Bedford County Development Association. "We had a well-organized team that worked together to plan a successful event. The Bedford County Technical Center and all of the school districts were fully involved," she noted. "We were pleased to receive many positive comments from the students, their teachers and the business representatives. It was a great day."

*"By participating in days like this, we are placing our future in the future's hands...It opens up students to what manufacturing can offer right here in Bedford County."*

**Andrew J. Tancelosky**, JLG Chief Operating Officer

# CAPTIVEAIRE ANNOUNCES MAJOR EXPANSION



CaptiveAire is doubling the size of its facility in Bedford County Business Park I as a part of its \$11 million expansion project.

CaptiveAire, the nation's leading manufacturer of commercial kitchen ventilation systems and an emerging manufacturer of HVAC equipment, is doubling the size of its Bedford plant.

"We are thrilled to expand our Bedford manufacturing facility," said Bob Luddy, CaptiveAire President. "This growth will provide the capacity we need to improve the manufacturing quality of our products. The additional truck bays will enable faster shipping times, shortening lead times for our customers. We are truly honored to have the strong support of the Bedford community and we are grateful for the excellent performance of our production teams. We look forward to continued success in Bedford."

The company opened the doors of its Northeast Manufacturing Center in the Bedford Business Park in 2008. At that time, CaptiveAire purchased a 67,000 sq. ft. spec building and expanded it to 84,000 sq ft.

CaptiveAire will now add an additional 84,000 sq. ft. to the facility. The total project cost is \$11 million with \$5 million to be invested in building construction and \$6 million for new equipment acquisition. The Bedford plant serves its Mid-Atlantic, New England and Canada customers.

The company's integrated kitchen ventilation packages include hoods, exhaust fans, electrical controls, direct-fired heaters, grease duct systems, fire suppression systems, grease filters and utility distribution systems. Its most recent addition to its product line is a dedicated outdoor air system (DOAS), a highly efficient and technologically advanced commercial HVAC unit.

The company maintains a network of over 90 sales offices in the U.S. and Canada and 6 strategically located manufacturing plants in North Carolina, Pennsylvania, Iowa, Oklahoma, California and Florida. It employs over 1,300 people with approximately 130 jobs at the Bedford facility. An additional 12 new jobs are projected as a part of this project. The company is using a local contractor, Clark Contractors, Bedford, PA.

CaptiveAire is continually voted "Best in Class" by industry dealers and consultants, according to Foodservice Equipment and Supplies magazine. "Every one of our employees works hard to provide the fast, high quality service our customers need and have come to expect," noted Luddy.

The North Carolina-based company began in a one-room facility in 1976. In 2016, CaptiveAire sales exceeded \$400 million.

*"We are truly honored to have the strong support of the Bedford community and we are grateful for the excellent performance of our production teams. We look forward to continued success in Bedford."*

**Bob Luddy**, CaptiveAire President



# CREATIVE PULTRUSIONS, INC.

## a leader in growth in North American manufacturing

You've no doubt heard leaders in government and industry speak of the future of the manufacturing sector and economic development and job growth.

Manufacturing is expanding in numerous ways here in Bedford County.

One of the most significant drivers of growth is Creative Pultrusions, Inc., a leader in the manufacturing of composite products. The company's high strength materials are used in many different environments that require corrosive resistant, structurally strong components.

Creative Pultrusions (CP), located in Alum Bank, is now engaged in worldwide competition as a subsidiary of Hill & Smith Holdings PLC (H&S), an international business headquartered in the United Kingdom.

Over the past few years CP, working with H&S, has been in a strong acquisition mode.

"We have acquired four companies since 2016," said Shane Weyant, President and CEO of Creative Pultrusions, Inc. Hill & Smith Holdings now has facilities at 60 sites across seven countries with 4,400 employees. The company is traded on the London Stock Exchange as a trading company with a Premium Listing.

"We were the first group that was acquired by H&S," Weyant said. "It occurred on September 11, 2008. Since then, we at CP have taken the lead in negotiating acquisitions."

In fact, Weyant has been leading the CP team on behalf of H&S.

"It has been a good learning experience," he said. "With a large acquisition there are many things to consider. Taxes, legal issues, commercial concerns and finance. We have a team that addresses all these areas. There is a lot involved with being a part of a publicly traded company. All the T's must be crossed and the I's dotted. Our great team is poised to really grow in this market."

The most recent acquisition is Composite Advantage (CA). According to CP, Composite Advantage will be included with the division of H&S that is headed by Creative Pultrusions under the Creative Composites Group.

"We are pleased to announce this acquisition and welcome CA into our expanding composite group. CA's products, combined with their advanced infusion manufacturing technology, will be greatly beneficial to our composite groups," said Weyant. "We want to continue our aggressive development of composite products and solutions."

More growth and acquisitions are planned, according to Weyant. The group, led by Creative Pultrusions, is currently a \$100 million division with the expectation that it will grow to a \$300 million group of Hill & Smith Holdings.



“We have acquired four companies since 2016”

Shane Weyant, President and CEO of Creative Pultrusions, Inc.

Shane Weyant, Creative Pultrusions, Inc. CEO/President, stands in front of the new 40,000 sq. ft. building which will house Tower Tech, a cooling tower manufacturer, which was purchased by CP in 2017.

# BEDFORD CANDIES CELEBRATES NEW BUILDING

Bedford Candies, owned by entrepreneur Tammy Wiley and her son Adam, recently opened a 10,000 sq. ft. facility in Claysburg. The building will house its manufacturing operations and serve as a distribution center. Bedford Candies has retail stores in downtown Bedford and Altoona. It offers 80 varieties of chocolate candies as well as a line of gourmet popcorn. Rita's Italian Ice will be added to its retail locations in 2019.



# ECM INSURANCE ACQUIRES MISSOURI COMPANY

## New Business will allow ECM to expand into six new states



Everett Cash Mutual is renovating the former police barracks – in background – located adjacent to the ECM home office to accommodate the company's growth. (l-r) Bridget Glass, Executive Vice President, ECM Service Agency, Sharon Waltman, Information Systems Supervisor and Randy Shaw, President/CEO Everett Cash Mutual Ins. Co.

ECM Insurance Group, founded in Bedford County in 1913, continues to expand its footprint across the nation.

ECM recently acquired a Missouri-based farmowners insurance company, Citizens Mutual, one of five companies operated as Columbia Insurance Group.

The acquisition will represent a material increase in premiums for ECM, according to Randy Shaw, president and CEO of ECM.

"By combining ECM's farmowner products with CIG's market relationships, we anticipate strong growth that

complements our core business strategy. CIG's farmowner business will allow ECM to expand into six new states," Shaw stated.

With its national headquarters located in Bedford County, ECM provides state-of-the-art products and technology to support its 10-state marketing territory. The regional property/casualty mutual insurer, based in Everett, focuses on the farm and agri-business sector.