

WINTER 2023

# BC BROADCAST

NEWS FROM THE BEDFORD COUNTY DEVELOPMENT ASSOCIATION



**24,000  
square-foot  
multi-tenant  
building to be  
constructed in  
Bedford County  
Business Park 1**

## Year in Review

2022



# Bedford County Business Park I

A project that was years in the planning stage took its first steps to becoming a reality on Thursday, October 20th, as ground was broken for a 24,000 SF multi-tenant building at the Bedford County Business Park I.

**James Gonsman**, chair of the **Bedford County Development Association** (BCDA), in welcoming local business leaders and elected officials, noted that planning for the project began in 2018. "Five years later we're ready to get the shovels out," he said.

**Bette Slayton**, BCDA president and CEO, echoed Gonsman's excitement. "We're here. We're doing it," she exclaimed.

The project grew out of a needs assessment launched because **BCDA** was receiving numerous inquiries from both local and outside businesses, noted Slayton. "We couldn't accommodate prospects looking for building space. We had no space to meet their needs."

At that point the BCDA board decided to move ahead with plans for a 12,000 SF building with a \$1 million budget. Since then, it has grown into a 24,000 SF endeavor with a budget of \$6 million.

Slayton pointed to four key developments along the way:

- A \$500,000 grant secured with the help of state **Senator Wayne Langerholc Jr.** in 2018 that was used to help secure additional federal funding.

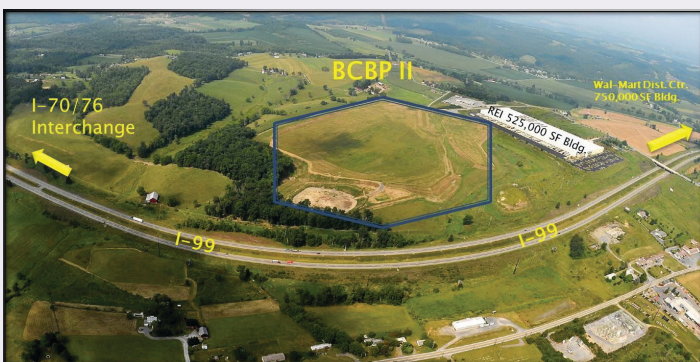


*Pictured left – to right: Jeffrey Crist, BCDA Executive Committee; Bette Slayton, BCDA, Kevin Harkleroad, Cell-Con Inc.; James Gonsman, BCDA Board Chair; Representative Jesse Topper; Senator Wayne Langerholc, Jr.; Senator Patrick Stefano; Jen Marsh, BCDA*

- The decision by local manufacturer **Cell-Con, Inc.**, which makes battery packs and power systems, to locate a 15,000 SF facility in the new building to be an anchor tenant.
- The help of Langerholc and state **Rep. Jesse Topper** to obtain an additional \$750,000 in state funding after the COVID-19 pandemic created supply chain issues that threatened the budget for the project.
- BCDA was awarded \$2.5 million grant from Economic Development Administration (EDA) for the construction of the proposed 24,000 square-foot multi-tenant building to be constructed in Bedford Business Park I.

Construction is scheduled to begin first quarter 2023 and is expected to take about a year. Approximately 9,000 square feet remain available for lease.

# Bedford County Business Park II Sale of Lot 4, Decades in the Works



The sale of Lot 4, an 82-acre lot in **Bedford County Business Park II**, and expansion plans for **The Organic Snack Company** kicked off the year with a bang! "This significant event came as a result of years – decades – of planning, hard work and millions of dollars in investment," said **Bette Slayton**.

"The development of **Bedford County Business Park II** took a bold vision, intensive planning and well executed implementation," Slayton said. "But it didn't – it couldn't - happen in a vacuum. It took teamwork and the entire county pulling together to make it come together."

**BT Snacks** acquired the property with long term plans to construct a larger production facility for TOSC. It will accommodate the growth of Kate's Real Food bars and enable the potential to co-pack for other companies. The property has been listed with CBRE to recruit potential employers to the site.



# Explore! Outdoor Recreation Entrepreneurial Summit



BCDA partnered with **Startup Alleghenies** for **Explore! Entrepreneurship Summit at River Mountain**, a two-day summit for entrepreneurs with a focus on outdoor recreation.

**Joe Veneto, founder of Veneto Collaboratory**, was the keynote speaker. Veneto stressed the importance of communities working together to market the area in order "for entrepreneurs to pursue their own creative interests that capitalize and enhance the market for travelers."

The goal of the summit was to provide aspiring entrepreneurs more knowledge of business opportunities in the outdoor recreation industry in the Alleghenies.

**Nathan Reigner, director of outdoor recreation with the state Department of Conservation and Natural Resources** focused on the use of the state's capital to promote tourism. "It's a great path toward development of our small and rural towns," Reigner said.



*BCDA's vice president and Startup Alleghenies coach, Jen Marsh, moderated the expert panel where entrepreneurs and experts could answer questions and speak on how to get a business started.*

## Business is Booming!

**Aesthetics by Kell (ABK)** and owner **Kelly McGee** opens on Juliana Street in downtown Bedford. Kelly is a **Startup Alleghenies** and worked closely with **Jen Marsh**, SUA coach to get connected with the resources needed to take her business from a mobile clinic to purchasing of her first brick and mortar. Kelly offers her own skin care line, refillery station and soon will be opening a medspa.

Kelly is one of many Bedford County entrepreneurs that have benefited from the free entrepreneurial resources available through Startup Alleghenies. **BCDA is on a mission to bring greater economic vitality to the county by creating an ecosystem for success that recruits and supports entrepreneurs.**



*Kelly McGee, owner of Aesthetics by Kell in downtown Bedford stands in front of the refillery station*

## Entrepreneurial Energy!



*Local Bedford County Startup Alleghenies entrepreneurs collaborate at a meeting hosted by Vicki Foor, M&T Bank Branch Manager*

A group of Bedford County entrepreneurs met at **M&T Bank** to discuss opportunities, synergies, challenges and the benefits of being a part of **Startup Alleghenies**. **Jen Marsh**, BCDA vice president and SUA coach led the group discussion.

# ***Pennsylvania Small Business Week and Tourism Week kick-off in Bedford County***

Pennsylvania Department of Community and Economic Development (DCED) **Deputy Secretary of Marketing, Tourism, & Film Carrie Lepore** and **Deputy Secretary of the Office of Technology and Innovation Steve D’Ettorre** joined BCDA on a walking tour in downtown Bedford to celebrate Travel and Tourism and Small Business Week in Pennsylvania. The tour highlighted just a few of our awesome Bedford County small businesses, **Pigeon Hill Studios, Juli’s Wearable Art, Bedford Candies** and **Next Door**.



**Mari-Pat Beene, owner of Pigeon Hill Studios** provides an overview of her building renovations to **Madra Clay** and **Steve D’Ettorre** from PA Department of Community and Economic Development and **Bette Slatyon, BCDA**.

**Juli and Jim Gonsman from Juli’s Wearable Art** with **Jen Marsh, BCDA** and **Carrie Lepore, DCED Deputy Secretary of marketing, Tourism and Film** celebrating Tourism Week in Bedford County.







*Bob McGowan leads a tour of students through Mission Critical Solutions during the Bedford County manufacturing tour.*

# Developing Bedford County Workforce

BCDA partnered with **Mike O'Dellick, Administrative Director of BCTC** and **Lyn Skillington, Executive Director of 21st Learning Center Consortium** to obtain Pennsylvania Training to Career grant funds that will be used to implement **What's So Cool About Manufacturing®** as well as an awareness campaign that will highlight the high-tech manufacturing careers offered in our region.



*Nine Bedford County Technical Center seniors graduated from the School to Work Program and were all offered full-time employment with JLG Industries.*

## 2023 Teams and Manufacturers



Bedford County Middle School students have been assigned to a local manufacturer who they will interview and tape to create a profile video. The contest's objective is to change students' perceptions about manufacturing careers. The videos created by each of the schools will be shared with the community who will have an opportunity to vote on their favorite video. Stay tuned for these exciting videos to be displayed and awarded in April 2023.

- |                            |   |                                 |                                       |   |                            |
|----------------------------|---|---------------------------------|---------------------------------------|---|----------------------------|
| Bedford Area Middle School | → | Rockland Manufacturing          | Hope for Hyndman Charter School       | → | Mission Critical Solutions |
| Chestnut Ridge High School | → | Bedford Reinforced Plastics     | Northern Bedford County Middle School | → | The Organic Snack Company  |
| Everett Area Middle School | → | Lampire Biological Laboratories | Tussey Mountain Middle School         | → | Bedford Candies            |



## Lampire Biological Laboratory

Congratulations to **Lampire Biological Laboratories** on celebrating **45 years** of servicing the diagnostic, pharmaceutical, biotechnology and drug discovery markets. Lampire is an international life science company and trusted partner for high quality, reliable products, and services.

Many thanks to Lampire President, **Gregory F. Krug** on his passion and commitment in educating Bedford County youth on biotech and health occupations. Bedford County is home to Lampire's 600-acre farm campus and a bioprocessing facility.



**BC E-BROADCAST**  
BEDFORD COUNTY DEVELOPMENT ASSOCIATION

BCDA launched **BC E-Broadcast**, an electronic newsletter delivered directly to your inbox. To register for the **BC E-Broadcast** email [jmarsh@bcda.org](mailto:jmarsh@bcda.org).

## Omni Bedford Springs Resort

**Bedford Springs** celebrates its **15-year anniversary**. Having a world class facility in our backyard plays an important role in the economic development of our community. Visitors from major metropolitan areas like Pittsburgh, Philadelphia, Baltimore and Washington D.C., provide a significant boost to local businesses. **BCDA** is immensely proud of the role it played in helping to encourage the rebirth of this magnificent local asset that host more than 100,000 visitors annually.

BCDA was proud to award **Omni Bedford Springs Resort** with the **2022 Economic Development Award** that was presented during the **Chamber of Commerce Annual Awards Celebration**.

## Everett Cash Mutual

The Bedford County based agricultural insurance company, **Everett Cash Mutual Insurance Co. (ECM)**, acquired American Reliable Insurance Co. (ARIC) from the Global Indemnity Group, a move that **Randy Shaw, President and CEO of ECM**, termed "a game changer". ECM founded in 1913, is committed to serving the insurance needs of the agricultural community. ECM's acquisition of ARIC will shift ECM from a regional carrier to a carrier that is now the 11th largest farm insurance carrier in the nation.



Everett Cash Mutual 2022 Board Members



# Pennsylvania Society for Biomedical Research



The **Pennsylvania Society for Biomedical Research** (PSBR) was recently awarded two grants totaling \$550,000 to support a **Science Program and Research Coach ("SPARC")** education outreach program. A portion of the funding directly supports Bedford County schools.

The SPARC mobile science program provides students with engaging, hands-on, and career-infused STEM education with real world science equipment directly at their schools and within local communities.

"This is an excellent example of education and economic development working together to prepare our future workforce. We appreciate **Gregory F. Krug, President of Lampire Biological Laboratories**, for introducing us to **Dr. David Garbe** and this exciting initiative", said **James Gonsman, BCDA Board Chair**. "We applaud our education community for embracing the SPARC program."



## Slayton Featured in Regional Magazine

**Bette Slayton, BCDA President & CEO**, was highlighted for her many economic development and leadership accomplishments that has helped put Bedford County on the map. Projects under Bette's leadership include the renovation of **Bedford Springs**, recruitment of **Walmart Distribution, REI, CaptiveAire** and others as well as three business centers.



## Flying High Partnership with Delta Airlines Announced

**The Organic Snack Company**, producers of **Kate's Real Food** bars announced the partnership with Delta Airlines. More than 100,000 passengers have the opportunity to be served a little piece of Bedford County in the form of a **Kate's Real Food** bar.



# UPMC Bedford

**UPMC - Bedford** receives an "A" Leapfrog hospital safety grade. The grade recognizes hospitals' achievements in protecting patients from preventable harm.

**UPMC Bedford** also opened a new **Wound Healing Services** clinic that offers comprehensive outpatient treatment options for patients with difficult wounds. This new center will mean patients with wound care needs no longer need to travel out of the area to receive treatments. Congratulations to **Jan Fisher, UPMC Bedford/Altoona President** for her dedication to the health and wellbeing of our community!



## Everett Business Park



BCDA was awarded an **Appalachian Regional Commission (ARC)** grant for \$338,780 to improve the **Everett Business Park** lots.



During 2022, access to high-speed broadband escalated throughout the county. By utilizing American Rescue Plan funds, the **Bedford County Commissioners** were able to provide \$1 million dollars to provide state-of-the-art fixed wireless equipment which was installed on 21 existing towers. Federal grants totaling \$6.25M dollars were also obtained to pay for the construction of an additional ten towers, currently in process. The public-private partnership with **Crowsnest Broadband** has resulted in an additional 3900 rural households having access to reliable high-speed broadband, which is likely to double once the new towers are completed. A fiber optics plan was recently completed to set the stage for more broadband funding and expansion going forward.



A multi-year, multi-phase expansion project at the **Bedford Farm Bureau Cooperative** is complete with the help of **SAPDC** loan program.



**Bedford Farm Bureau** partners with **SAPDC Loan Program** to help with expansion needs.

The **Southern Alleghenies Planning and Development Commission's (SAPDC) Loan Program** is a strong supporter of Bedford County businesses. In just over a year, SAPDC has approved more than **\$5 million in low-interest loans** to a broad range of borrowers including those in agriculture, hospitality, manufacturing, and the service sector. For more information on business loans reach out to BCDA or SAPDC.



# MANUFACTURING DAY 2022

BEDFORD COUNTY



## MFG DAY!

PA Department of Community and Economic Development kicked off the state-wide event for Manufacturing Day in Bedford.

## PARTICIPANTS

Six high schools, more than 300 students, eight manufacturers, and seven support service organizations



## EMPLOYMENT

In Bedford County, the manufacturing industry employs more people than any other sector, according to the Pennsylvania Department of Labor and Industry.

## 33% MORE INCOME

Manufacturing employees earn 33 percent more on average than any other sector in Pennsylvania.



## PRIVATE SECTOR RANKING

The highest job security in the private sector.

## MADE IN AMERICA

Our local manufacturers are part of a rich history of "Made in the USA" craftsmanship and precision that only the American worker can create.



## Rockland Manufacturing



DCED Secretary Neil Weaver tours Rockland Manufacturing with Bedford County high school students at the **Manufacturing Day 2022** event.

BCDA, in partnership with **Bedford County Technical Center**, coordinated a successful Manufacturing Day - 2022 at **Rockland Manufacturing**. **Department of Community and Economic Development (DCED)** kicked off the state-wide recognition day in Bedford County – highlighting the rich tradition and history of "Made in the USA".

## Bedford County Development Association Receives \$50,000 from Appalachian Regional Commission's POWER Initiative

BCDA has been awarded \$50,000 by the Appalachian Regional Commission (ARC) to perform a business park site feasibility study.

"We appreciate the ARC funding that will help BCDA identify land for a new business park," said **James Gonsman, BCDA Chair**. "With easy access to interstate highways and major markets, Bedford County remains a prime location for businesses to expand or relocate."

"**Bedford County Business Park II** is a result of years – decades – of planning, hard work and millions of dollars in investment. This grant is especially timely due to recent sales that have reduced the inventory of available lots," noted **Bette Slayton, BCDA President & CEO**.



# The Organic Snack Company

TOSC broke ground on a new 30,000 square foot facility, adding on to their existing 20,000 square foot building.



*Nathan Reigner, DCNR Director of Outdoor Recreation; Matt and Mckenzie Blair, The Organic Snack Company; Mark Thaler, CEO The Organic Snack Company; Bruce Thaler, CEO BT Snacks; Senator Patrick Stafano; DCED Secretary Neil Weaver; Bette Slayton, BCDA President & CEO*

In just under three years **The Organic Snack Company (TOSC)** has gone from shipping one pallet per week to now 52 pallets twice a week. On top of that great news, **TOSC is flying high and now serves more than 100,000 customers per day on every Delta Airlines flight!**

"We have grown so quickly. I think we underestimated how much space everything would take. Our warehouse is full, and this will let us keep up with the growth," said **Mark Thaler, CEO The Organic Snack Company.**

Not only will this new facility expand opportunities for the company, but also the community.

"This is a wonderful opportunity for Bedford County. They've created more than 70 jobs already. They're going to be creating at least 30 more and we're looking forward to them being here," said **Neil Weaver, Acting Secretary for PA Department of Community and Economic Development.**



*Bette Slayton, BCDA attends the River Mountain photo shoot with DCED Deputy Secretary of Marketing, Tourism and Film, Carrie Lepore and Executive Director of PA Tourism, Michael Chapaloney. River Mountain is featured on the cover of the Pennsylvania Happy Traveler magazine for 2023.*



*Jen Marsh, BCDA Vice President was selected and awarded for the 2022 Women Making a Difference award by PA Business Central.*

## Outdoor Recreation - Bedford County's Opportunities Poised to Expand



Bedford County's mountains, lakes, rivers, and forests make it a perfect destination for outdoor enthusiasts.

In recent years entrepreneurs have also discovered the allure of Bedford County's natural environment, choosing to locate businesses here that deliver or support the recreational experiences that residents and visitors are looking for.

With the State of PA intensifying its commitment to developing and expanding outdoor recreation opportunities, Bedford County stands to gain new businesses in this sector and increase its attraction as an outdoor paradise.

"When people are able to spend time in the outdoors by themselves or with their families and friends, they are more engaged and happier, and that happiness is shared in their work, home and community lives," **Meghan Gruszynski, co-founder of River Mountain** located in Everett.

Bedford County's mountains, lakes, rivers, and forests make it a perfect destination for outdoor enthusiasts. Bedford County is home to a unique outdoor recreation partnership as well, one in which Fat Jimmy's Outfitters has emerged as a business incubator. In 2018, **Fat Jimmy's** offered up space in its building to launch the **Olde Bedford Brewing Company.** **Dave Heller, co-founder of the brewery,** said Olde Bedford Brewing has a symbiotic relationship with **Fat Jimmy's** and owner **Jim Fungaroli** who is currently incubating a distillery that will open later this year.





What's more, successful businesses like **River Mountain** and **Fat Jimmy's** are already in place to help mentor newcomers to the county's roster of outdoor-focused businesses. "As far as mentoring and opportunities for new businesses and our role in this, knowledge is everything and something that should be shared," Gruszynski said. "Outdoor recreation is really an ecosystem of individual partners who combine their resources and expertise, and we're all happy to share our knowledge to deliver it."

*REI hosts a ribbon cutting ceremony to celebrate 15 years of being in Bedford County*



## ISRP Grant Award



*The Old Ford Garage in Downtown Bedford*

**Department of Community and Economic Development (DCED)** recently announced the approval of \$17,475 through the Industrial Sites Reuse Program (ISRP) to **BCDA** to conduct an environmental assessment of the former King Motor Company building, also known as the Old Ford Garage.

"The ISRP grant award is wonderful news. This environmental due diligence will allow the current owners, the community and a potential new owner to make informed decisions on future adaptive reuse opportunities. The funding will provide a foundation to transform an underutilized property into a thriving anchor for commerce and community activities. BCDA is happy to support this important next step," noted **Bette Slayton, BCDA President and CEO**.



# BEDFORD COUNTY

DEVELOPMENT ASSOCIATION

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

One Corporate Dr., Suite 101  
Bedford, PA 15522

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