



**Bedford County
Economic Development
E-Newsletter
Spring/Summer 2009**

**NEWS FOR BEDFORD
BUSINESSES**

- ◆ *WELCOME*
- ◆ *BUSINESS
RECOGNITION*
- ◆ *BUSINESS UPDATES*
- ◆ *ONE PROGRAMS
PROGRESS REPORT*
- ◆ *NEWS FROM ECONOMIC
DEVELOPMENT*
- ◆ *NEWS & EVENTS*

MEET THE STAFF

Sue Montgomery
Director of Economic Development
s.montgomery@co.bedford.va.us

Diana Cocke
Existing Business Coordinator
d.cocke@co.bedford.va.us

Susan Smith
Administrative Aide
susansmith@co.bedford.va.us

CONTACT INFORMATION

County of Bedford
Dept. of Economic Development
122 East Main Street, Suite 202
Bedford, VA 24523
(540) 587-5670
www.co.bedford.va.us

WELCOME BEDFORD BUSINESS LEADERS

The Bedford County Office of Economic Development is proud to bring to you a highlight of news activities focused on the business community of Bedford County along with local and state information of importance to you as business leaders.

BUSINESS RECOGNITION

Technology Company of the Year

Congratulations to Sterling Blower Company located in the Lake Vista Corporate Centre in Forest. Greg Snowman of Sterling was recently awarded the Region 2000 Technology Council's "Technology Company of the Year Award." Nominated by the Bedford County Office of Economic Development, Sterling has been a member of the Bedford economy since 1988. The company designs and manufactures blowers and cyclones, recycling systems, and has expanded its products and services to include many facets of material systems for plastics, chemicals, food and paper.



BUSINESS UPDATES

Business Appreciation Week– May 10-16, 2009



As part of a statewide program, the Bedford County Board of Supervisors adopted a proclamation recognizing May 10-16, 2009 as Business Appreciation Week, here in Bedford County. As a way to recognize those businesses, Diana Cocke, Existing Business Coordinator, visited and delivered a gift of appreciation to 80 businesses throughout the Bedford County existing business community. This was a small effort to our businesses for the jobs that they provide, the quality products and services they provide, and the tax base they represent. Our businesses are vital to our community.

BEDFORD SAYS THANKS!

ONE PROGRAMS UPDATE

Is the program beneficial? What are the results? Do we continue the program, discontinue, or revise? We would like to share a few of the comments expressed by the One Programs Steering Committee Members when asked those questions. (The committee is composed of representatives from the Bedford County Public School system, Bedford County and City businesses, and the Bedford County and City Office's of Economic Development.)

- ◆ Yes, cannot say enough about the program
- ◆ We are exposing students to career opportunities in their own backyard
- ◆ Because of the number of students interested in the tours, we have had to turn away students
- ◆ We don't want to lose focus – Continue building the program
- ◆ The program and the steering committee are more important than ever

Why wait? Get involved now! Your business has an opportunity to host a group of Bedford County high school juniors and seniors who have expressed an interest in a career that may be offered by your business. You do not have to be presently hiring. The main objective is to expose the students to the work environment and the qualifications needed to work in the field. For further information on the One Programs, please contact d.cocke@co.bedford.va.us.

We want to again recognize and thank the following businesses who have opened their doors of business for students to tour or have presented a Club Day presentation.....thank you for making a difference in the future of our workforce.

* Andrew Corporation * AREVA * Bedford Memorial Hospital * Catalyst Communications Technologies * Cintas * Commworld of Central Virginia * Gardner Heifers * Innovative Wireless Technology * Sentry Equipment Erectors * Sterling Blower Company

OUR MOST RECENT VISITS

Areva Visit

“I would love to work there.” “I learned a lot and it sparked my interest in nuclear engineering.” That was only a few of the many comments received from Bedford County high school juniors and seniors, who had the opportunity to visit



and tour Areva's Mill Ridge facility in Lynchburg. The students, whose career choice is in the field of engineering, received an introduction to Areva's tech prep programs and methods to concentrate on for career development skills, education, training and professional requirements, which was followed by a presentation on the design and operation of a nuclear reactor and a tour of Areva's training center.



Bedford Memorial Hospital Tour

Interested in a healthcare career? Junior high school students from Jefferson Forest, Liberty and Staunton River



who had expressed their interest in healthcare as a career choice, learned about the many positions and educational requirements, as they toured Bedford Memorial Hospital with Andy Warden, R.N., BSN and Anita Lowe, BSW, BS, Community Health Services Advisor. As one student stated, “the trip showed me the different healthcare careers that I didn't know about and the job responsibilities.”



HAPPENINGS FROM ECONOMIC DEVELOPMENT

Financial Commercial Lending Panel

We could think of no other program that would be of as much interest to businesses as the economy and the potential for commercial lending in 2009. With that in mind, our office invited area financial institutions to participate in an economic forum on March 18, 2009. Although the turnout was fairly light, the discussion was lively and well received. The panel's discussion covered the availability of funds, borrowing, changes in the lending environment, and suggestions on positioning your business to financially succeed. Again, we would like to thank the financial institutions who participated: Tom Hickey-American National Bank & Trust; Tony Ware-Bank of the James; Scott Hudson and Vickie Smith-Beacon Credit Union; John Owen-First Citizens; Craig Parent, Patrick Richardson, and Mike Syrek-SunTrust Bank.



Entrepreneur Express Workshop



Attention small business owners and entrepreneurs – if you did not attend the Entrepreneur Express Workshop on June 9, 2009, you missed out on learning how to start and operate a business; grow your business/marketing strategy; obtain financing/managing resources; and locating resources available to your business. Twenty-one businesses had a “free to you no-cost workshop” on moving your business forward. To learn more about the Virginia Department of Business Assistance business and management workshops, please visit www.vastartup.org or www.vdba.virginia.gov.

SBA Launches New 100-percent Guarantee ARC Loan Program to Help Struggling Businesses

Beginning on June 15, 2009, the U.S. Small Business Administration (SBA) will start guaranteeing America's Recovery Capital (ARC) loans. ARC loans are deferred payment loans of up to \$35,000.00 available to established, viable, for-profit small businesses that need short-term help to make their principal and interest payments on qualifying debt. ARC loans are interest-free to the borrower, 100-percent guaranteed by the SBA, and have no SBA fees associated with them. For more information on the ARC loans, visit www.sba.gov.



A Personal Note of Appreciation

Please join us in wishing Elizabeth Berry-Mosley the very best in her future endeavors. Our office has had the pleasure and opportunity to work with Elizabeth Berry-Mosley, as our counterpart and Manager of Economic Development, of the City of Bedford for many years. Unfortunately, as part of the City's 2009/2010 budget cuts, the position that Elizabeth now holds will be eliminated. We will sincerely miss Elizabeth, both on a professional and personal level.



Elizabeth, on left, talks with Tammy Farmer during the recent Entrepreneur Express workshop.

Spotlight



Watch for our new website coming soon!