



**NEWS FOR BEDFORD  
BUSINESSES**

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**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 UPDATES**

**Sue Montgomery's Retirement**

After 20 years of dedicated service to Bedford County, Sue Montgomery retired from her position as Director of Economic Development on November 1, 2009. Through Sue's leadership, direction, and vision the foundation for economic development in Bedford County was built.



Among her many major achievements was the land development of the now Lake Vista Corporate Centre purchased in 1993 by the Economic Development Authority. Within a seven year period all sites were sold. Sue oversaw the purchase and design of the Bedford Center for Business, the Montvale Center for Commerce, the New London Business and Technology Center and the groundbreaking of the new Center for Advanced Engineering and Research facility in the park. She was instrumental in bringing the Central Virginia Community College satellite campus to Bedford and implementing the Bedford "One Program" a career development program designed to educate Bedford area high school student's on career opportunities available through local businesses. In addition, Sue foresaw the establishment of the county's first agricultural board and instrumental in initiating the county's broadband authority.

Sue recently stated that, "Economic development is unlike any other function in local government – part sales, marketing, land development and infrastructure work with focus on a critical segment of the community itself and that is enhancing and improving the economy."

**The Staff of the Bedford Co. Office of Economic  
Development Would Like to Wish You a Safe and  
Happy Holiday and Prosperous New Year!**

**CAER Breaks Ground at New London**

On Friday, November 6, 2009 at least 100 officials from across the region and the state descended on the New London Business and Technology Center to celebrate the ground breaking for the new Center for Advanced Engineering and Research (CAER). The Center will serve as a research resource for businesses and industries throughout the region, stimulating economic and job growth. Pictured are Board Chairman John Sharp, Supervisor Chuck Neudorfer, Delegate Kathy Byron (representing the Tobacco Commission, which invested heavily in the project), County Administrator Kathleen Guzi, Vice Chairman Roger Cheek and recently retired Economic Development Director Sue Montgomery.



To see a virtual tour of planned facility, click on the link below.

<http://www.youtube.com/watch?v=XYw3WKaQbv8&feature=fvsvr>

**New Projects**



Currently under construction is a new Kroger store located in Forest Square on 221. The 77,824 square foot store will feature such amenities as an outdoor garden center, fuel center and a drive through pharmacy. In addition, a new Taco Bell/Pizza Hut express is also under construction in Forest Square.

The Moneta Commons is a new commercial development located at the intersection of Moneta and Diamond Hill Roads. Under construction is a new 35,000 square foot Food Lion and an additional 13,000 square foot space for Dollar General and other retail space.



**ONE PROGRAM PROGRESS**

**One Program – A growing partnership between Schools/Businesses/Economic Development**



Did you know what you wanted to be when you were 16 or even what type of business that you would be interested in working for, or the qualifications that you would need to go to work for a particular company? That is what students are learning as they visit and tour area businesses. Since May 2008, junior and senior high school students from all three Bedford high schools have had the opportunity to visit 13 businesses throughout the region. **The proof is in the partnerships.**

**Give me five!** That's the total number of tours made this fall to businesses throughout the region and what a great experience it was to visit....TEVA (Barr Labs) in Forest - TEVA is Bedford County's largest non-public employer and a world leader in pharmaceuticals....the second visit was to RR Donnelley in Lynchburg, who is the world's number one commercial printing manufacturer....followed by The News and Advance in Lynchburg – a 24/7 operation – the news never sleeps.....the fourth tour was at the Bank of the James (City of Bedford branch) that first opened for business in July 1999, and operates 9 full service banking offices within the region .....and the fifth tour was to Cintas Corporation in Bedford a diversified company with more than 390 facilities nationwide that includes uniform apparel and document shredding just to mention a few – highly spirited, all employees are partners of the company.

## ONE PROGRAM PROGRESS - TOURS

### TEVA Tour

Forty-five students from Bedford's three high schools had the opportunity to tour TEVA on September 17, 2009. TEVA, Bedford County's largest non-public employer, is a world leader in pharmaceuticals. One student stated, "I loved the tour and I really want to work here." Several students commented, "I'm definitely considering a career in pharmaceuticals." "It was perfect." I would strongly recommend the tour to others."



### R R Donnelley Tour



"R R Donnelley looks like a wonderful place to work," stated a student. A world leader in printing, RR Donnelley's manufacturing facility in Lynchburg afforded 60 students from Bedford's three high schools an opportunity to tour their facility on October 15, 2009. Donnelley is one of Lynchburg's largest employers and produces two million catalogs and printed inserts per day. The production process is amazing and the students were able to see the progression, from receiving an order to shipping an order.

### News & Advance Tour

Sixty students from Bedford's three high schools went behind the scenes at Lynchburg's local newspaper agency, The News & Advance. The students learned about the demands of a 24/7 daily news operation, that requires constant updating, accuracy, deadlines, news stories, all before going to press. One student commented, "I learned a lot about what I do in Journalism class that can relate to a real job."



### Bank of the James Tour

"The trip was great," stated one student. Whether it was about job qualifications, training, applying for a loan and maintaining a good credit score, some 30 students from Bedford's three high schools had the opportunity to learn and ask lots of questions while visiting the Bank of The James branch in the City of Bedford.

### Cintas Tour

When the students arrived at Cintas Corporation they were openly greeted in the parking lot by the General Manager, Jim Mercadante and staff. A brief overview of Cintas was presented which offered the students an insight to the company's history, opportunities and the qualifications in becoming a partner (employee) of Cintas. The students toured the entire process and learned about the various departments. Several students commented that, "I learned some very good information." "It couldn't have been any better."



**Club Days** – Ongoing at all 3 high schools and coordinated through the Career Coaches

Club Days offer the opportunity for businesses to present and discuss with students their company's job requirements, salary range, and potential job opportunities in the future in this region.

### Recognition

Featured article – *Trailblazer* Newsletter September 2009 -

Entitled: *School – Business Partnerships in Bedford County*

## NEWS FROM ECONOMIC DEVELOPMENT

### New Economic Development Website Launched

The Bedford County Office of Economic Development launched a new website in October. We hope that you will find the website a readily available resource tool for your business. Please visit the site at [www.bedfordeconomicdevelopment.com](http://www.bedfordeconomicdevelopment.com).

### Take the Survey!

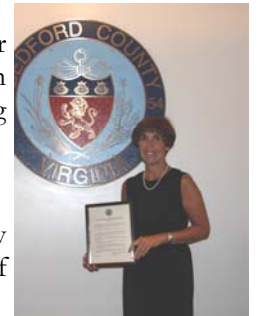
On November 13, an existing business survey was mailed to businesses throughout Bedford County and is also available on our website at [www.bedfordeconomicdevelopment.com](http://www.bedfordeconomicdevelopment.com). The survey is short, simple and offers an effective way to determine the needs of our businesses and how we can be of better service now and in the future.

(Disclaimer: All responses from the surveys are protected as confidential and proprietary corporate documents of the Bedford County Office of Economic Development. The only data that would be publicly presented would be in aggregating the total survey responses or a derivative of that group, unless permission was expressly given by the respondent.)

### In Recognition of Carolyn Gordon & Appointment of Craig Coker

The members of the Bedford County Economic Development Authority (EDA) expressed their gratitude and appreciation to Carolyn Gordon for her leadership and her personal time given in support of the efforts of the Authority and its staff. Carolyn concluded 5 years of service representing District 1 as a member of the Economic Development Authority.

The Bedford County Board of Supervisors appointed Craig Coker to replace Mrs. Gordon as the new Authority member representing District 1. The Economic Development Authority and staff welcomed Mr. Coker at their August 20, 2009 meeting



## NEWS & EVENTS

### A Look Back at 2009

Awards & Recognition (nomination made by the ED Office)

Sterling Blower Company, Forest, VA, awarded by the Region 2000 Technology Council as the 2009 Technology Company of the Year – May 19, 2009

Business Appreciation Week – May 10 – 16, 2009 (gifts of appreciation were personally delivered to area businesses)

Business Roundtable Meetings – Since 2003, 25 roundtable meetings have been held

Business Sales Growth Seminar – Scheduled Summer 2010

Business Visitation – 22 visits (Oct. 2008 – Oct. 2009)

Economic Development website launched – October 2009

Entrepreneur Express Workshop – June 9, 2009

Existing Business Survey – November 13, 2009

Financial Lending Panel Forum – March 18, 2009

International Trade Division of Virginia – pre-planning stage