



# BEDFORD BUSINESS FIRST

News from Bedford County Office of Economic Development

**December 2022**



Pam Bailey  
Economic Development Director  
540-587-5670 ext. 1375  
[email](#)



Holley Scheffel  
Business Programs Coordinator  
540-587-5670 ext. 1475  
[email](#)



Trish Luger

## Season's Greetings from your Economic Development Team!

This is the season when we reflect on the past year and give thanks for our many blessings. We are grateful to have a wonderful business community that provides quality employment and opportunities for the citizens of Bedford County. This support keeps our local economy thriving.

Looking ahead to 2023, our primary goals include: continuing our workforce development initiatives and engagement with our local partners, expansion of our business parks, creating opportunities for small businesses to grow, increasing awareness of our Bedford ONE program, and creating a Tourism Zone to incentivize new and existing businesses in the Smith Mountain Lake area of the County.

Personally, I'm thankful to have a great team here in Economic Development. Holley Scheffel has been on board for almost a year and is making tremendous strides with our Bedford ONE program. She is already exceeding the goals for program awareness! Holley has become an integral part of our community and always has new ideas to share.

I'm also excited to announce our newest team member, Trish Luger. Trish is our Administrative Assistant whom we share with County Administration. Among her responsibilities are coordinating and preparing for monthly EDA and Ag Board meetings, developing agendas, and taking minutes at each meeting. She also is in charge of managing other day-to-day office management tasks.

Administrative Assistant  
540-587-5670  
email



By having these ladies on board, we are better positioned to achieve our goals and maintain our business-friendly status.

Cheers to the new year!

-Pam



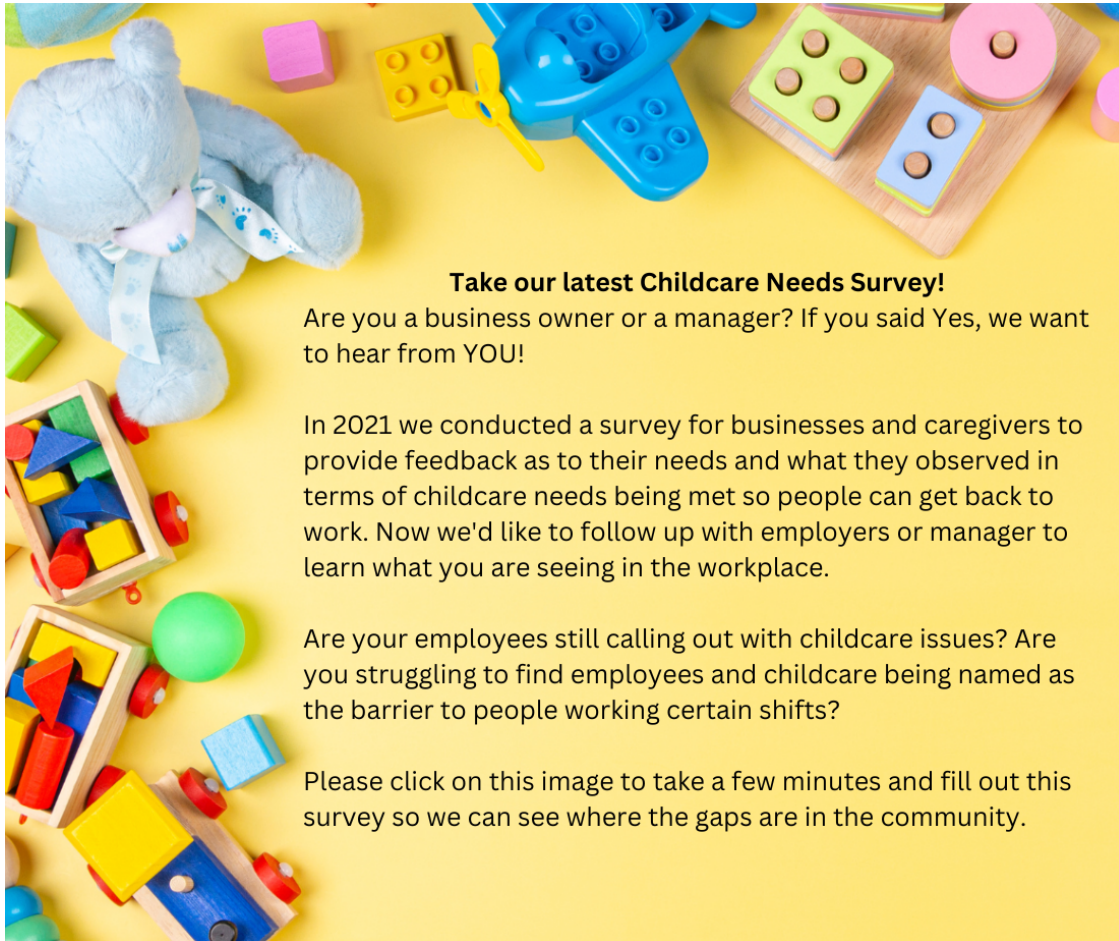
## Schools await details on Youngkin's plan to boost dual enrollment

*From Cardinal news:*

Gov. Glenn Youngkin has repeatedly said that he wants all Virginia high school students to graduate with college-level associate degrees that will prepare them for the workforce.

So far, though, he hasn't said how that will be possible or how much it will cost the commonwealth to basically pay for two years' worth of college credits for every student in Virginia. Right now, less than 3% of Virginia's public high school seniors are on track to graduate with a 2-year degree before they leave high school.

Those specifics should be known December 15, when the governor unveils his budget priorities. **Read more >>**



### Take our latest Childcare Needs Survey!

Are you a business owner or a manager? If you said Yes, we want to hear from YOU!

In 2021 we conducted a survey for businesses and caregivers to provide feedback as to their needs and what they observed in terms of childcare needs being met so people can get back to work. Now we'd like to follow up with employers or manager to learn what you are seeing in the workplace.

Are your employees still calling out with childcare issues? Are you struggling to find employees and childcare being named as the barrier to people working certain shifts?

Please click on this image to take a few minutes and fill out this survey so we can see where the gaps are in the community.



### Governor Youngkin announces Town of Bedford and The Advancement Foundation awarded \$1,200,000 in Community Development Block Grant.

*Counties of Alleghany, Bedford, Botetourt, Franklin, Roanoke and Rockbridge, the cities of Buena Vista, Covington, Lexington and Salem, and the towns of Bedford, Boones Mill, Buchanan, Clifton Forge, Fincastle, Glasgow, Goshen, Iron Gate, Rocky Mount, Troutville, Vinton*

The Bedford Regional Virginia Individual Development Account (VIDA) project will expand business development support and entrepreneurial ecosystem development services to program participants in all of the counties, cities and towns within the project area of this regional effort. The Virginia Individual Development Account (VIDA) program will leverage local resources and expertise to create business training, mentorship and funding to support new and expanding businesses. CDBG funding will be utilized to fund VIDA savers at an 8:1 ratio, providing direct incentives into small business training and development. The project is expected to serve 222 savers, with 125 VIDA savers served in the first 18 months. [Read more >>](#).

### Bedford ONE (Offering New Experiences) tours are off to a great start

Over the past few weeks, we have been able to showcase several Bedford businesses to our guests from state and local economic development offices.



We kicked off our Bedford ONE 2022-23 school year industry tours on September 28th with a visit to **Sam Moore Furniture**. Seventeen students and six adults from Staunton River High School and Jefferson Forest High School got a bird's eye view into one of the largest manufacturing plants in the Town of Bedford.

Participants were able to see, touch, and feel some items still in production and they also got a sneak peek at brand-new items that the company had recently constructed based on a concept picture

provided by a designer. These "sneak peek" items will be showcased at the International Home Furnishings Center in High Point, NC. This is the world's largest home furnishings industry trade show and buyers' market.

In October, we returned to see our friends at **Custom One Source** in Forest, VA. Fun fact: the name of the company actually is a play on words. Custom Truck One Source wants to be the one source that offers one-stop shopping for your heavy equipment needs. Whether you want to purchase a new customized piece of machinery, or need to rent specific equipment, Custom Truck One Source has it all. In fact, they have the largest fleet of rental equipment in the country! The Forest location is their 2nd largest facility nationwide and employs over 180 people.

In November, we held an Automotive Industry Tour. Students from all three area high schools attended a four-hour learning experience that included presentations and demonstrations from the staff at **Wicked Diesel** (Town of Bedford) followed by stops at **Craft Collision**, **Heath's Tire and Lube**, and **Moneta Tractor & Trailer** in Moneta. Thirty-five students and staff were invited to hear and learn about the auto tech and autobody industries. There was even a discussion with Scott Heath about what his experience has been as an entrepreneur. He shared that it takes effort and grit to run a successful business.

Whether you are in the market for a large piece of machinery or fine home furnishings - and everything in between - we have it all right here in beautiful Bedford County, Virginia!

If your company is interested in hosting an industry tour, please contact Holley Scheffel, Business Programs Coordinator at [hscheffel@bedfordcountyva.gov](mailto:hscheffel@bedfordcountyva.gov) or by phone at (540) 587-5670 ext. 2 to coordinate scheduling.



### SML Pavilion officially opens

SML Pavilion officially opened with its ribbon cutting ceremony on October 12. Located at the intersection of 122 and Route 608 (Whitehouse Road), SML Pavilion has big plans for the local community which include concerts, festivals, and a gathering space for other seasonal events and opportunities.

They have also partnered with the owners of three restaurants in downtown Moneta (Mayberry Diner, Bull Docks, and Mayberry Pizzeria & Ice Cream) which are set to open sometime this month. Folks who attend events at the pavilion will be able to order food at the restaurants, by using an app on their phone. The food will then be delivered to a pick up area outside where tables and chairs are available for guests to sit and eat.

The pavilion is available to non-profit organizations to utilize - AT NO COST - as a way of creating a community space for all. If you are interested in hosting an event at the Pavilion, email Fred Sylvester at [fred@smlpavilion.com](mailto:fred@smlpavilion.com) and he can assist with securing the venue.





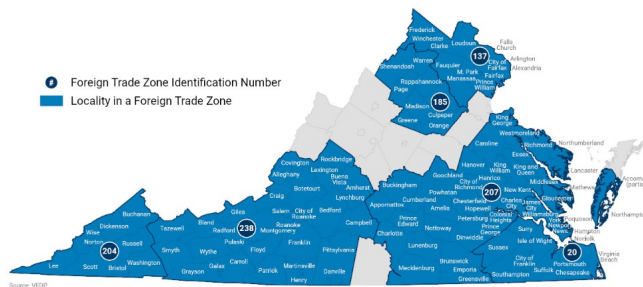
## Virginia Values Veterans V3 Program

Virginia has a unique opportunity to help Veterans gain career employment. Our Commonwealth has one of the youngest Veterans population in the United States, and the fastest growing Veteran labor force in the United States. Thousands of new Veterans enter Virginia's workforce each year, and that number is projected to rise in the coming years.

While many employers are unaware of the value Veterans can bring to their workforce, thousands more are seeking to hire Veterans as a part of their workforce but don't know how. Two of the most frequent questions pertaining to Veteran employment, from an employer's perspective are, "Why should I hire a Veteran?" and "Where can I find Veterans to hire?"

The V3 Program not only aims to educate and train companies on why it is a good business decision to recruit, hire, train, and retain Veterans, but also to help those committed companies meet their hiring goals.

[Learn more](#) and [ENROLL](#) in the program today. It's FREE!



### Is your business taking advantage of the tax benefits allowed in a Foreign Trade Zone?

Foreign trade zones (FTZ) allow businesses to defer paying U.S. Customs duties on imported goods held within the zones until the goods enter the United States for

domestic consumption. No duties are paid if goods are re-exported. Companies also receive the benefit of not having to pay duties on broken or scrapped product. Businesses are allowed to store goods within FTZs for an unlimited period of time. They are also allowed to manufacture products within FTZs and pay duties at the duty rate of either the foreign parts used or on the finished product, whichever is most advantageous to the company.

Bedford County's FTZ is administered by the New River Valley Airport (FTZ #238).

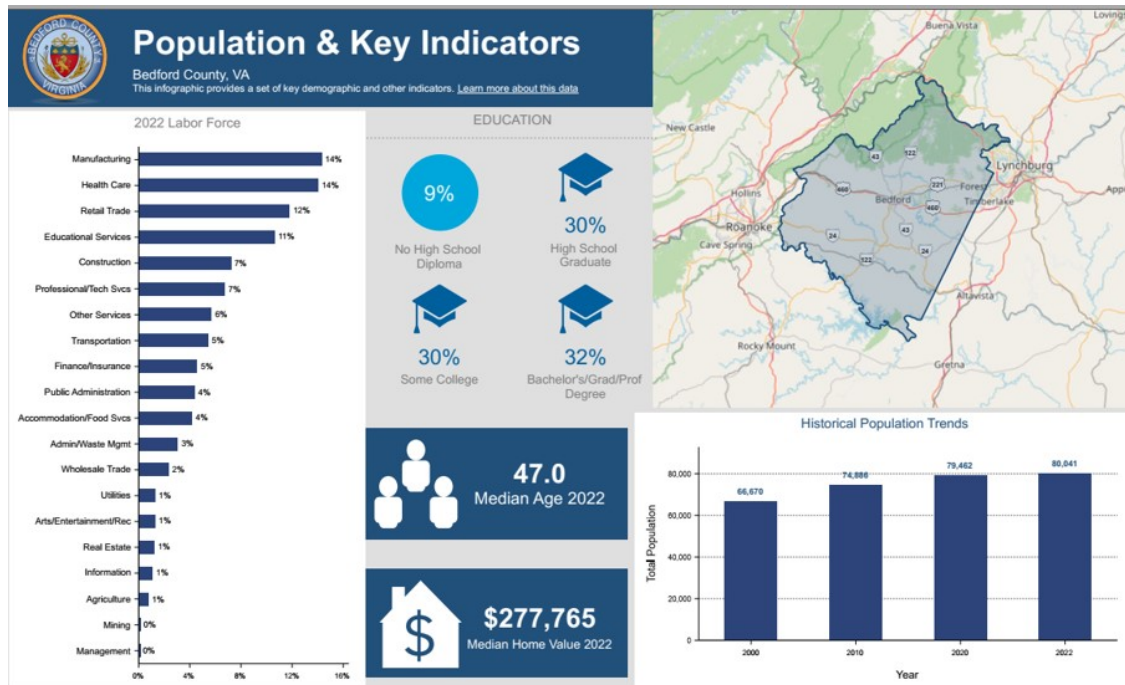
**For more information, visit the FTZ website at [VEDP.org](http://VEDP.org)**



### Destination Bedford is for Disc Golf Lovers

Bedford County's disc golf scene has become quite the destination! With more than 120 holes of disc golf across five courses ranging from beginner to advance (including a championship level course designed by six-time World Champion Paul McBeth), there is something for all skill levels. What's even better? They are FREE for the community to use. Read more

about what Destination Bedford has to offer and how to make a weekend out of it in this featured article in Blue Ridge Outdoors magazine. [Read more >>](#).



# DEMOGRAPHIC PROFILE

Current through September 2022



**37,932**  
Labor Force



**57%**  
Participation Rate



**80,041**  
Population



**\$34,565**  
Per capita income



**2.4%**  
Unemployment



**586**  
Advertised Job Openings\*

\*listed on Indeed.com Nov. 2022

The unemployment rate for Bedford County, Virginia was 2.9% as of September 2022 which is lower than the national rate of 3.3% and down from May of this year.

Manufacturing accounts for 14% of our workforce followed by health care, retail, education and construction. The median age of Bedford County residents is 47 years old and the median home value is \$277,765.

Read the latest [Community Profile report](#) from the Virginia Employment Commission.

**Expanding? We have Business Ready Sites for you.**



Our premier **New London Business and Technology Center** park in Forest features pad-ready and cleared lots for sale ranging from 7.5 to 50+ acres for whatever size facility suits your needs. Prices are negotiable based on jobs and investment. [Download the flier here.](#)

The **Bedford Center for Business** has land ready for development including a graded lot, and it lies within the Town's Enterprise Zone and Virginia's Opportunity Zone. [Download the flier here.](#)



In **Montvale Center for Commerce**, two lots are available with nearly 20 combined acres ready for grading. Conveniently located on 460W and close to I-81. [Download the flier here.](#)

Call the Office of Economic Development to learn how we can help your business grow in Bedford County. **540-587-5670** [BedfordEconomicDevelopment.com](http://BedfordEconomicDevelopment.com)

**Did you know we have other commercial listings available on our website?**  
[Check them out here.](#)

### Like what you see?

We post regularly to keep you up to date on projects taking place in the community, continuing education opportunities, and more!



Share This Email



Share This Email



Share This Email

**Bedford County Office of Economic Development**  
**[BedfordEconomicDevelopment.com](http://BedfordEconomicDevelopment.com) | 540-587-5670**

Bedford County Office of Economic Development | 122 E. Main St., Suite 202, Bedford, VA 24523

[Unsubscribe pbailey@bedfordcountyva.gov](mailto:pbailey@bedfordcountyva.gov)

[Update Profile](#) | [Constant Contact Data Notice](#)

Sent by [pbailey@bedfordcountyva.gov](mailto:pbailey@bedfordcountyva.gov)