Celebrate Spring at the Home, Garden & Lifestyle Show April 7 & 8

he Bedford County Chamber of Commerce invites you to a local springtime tradition: the 2018 Home, Garden & Lifestyle Show, presented by Homewood at Spring House and Matt Randall State Farm.

Just in time for warm weather and home improvement season, the Chamber is pleased to provide this showcase of local businesses to our community.

With business displays bursting beyond the walls of the Bedford County Fairgrounds' Jordan Hall, your next project is limited only by your own imagination.

Visit dozens of local exhibits and speak with experts on everything from heating and cooling systems to water purification to hardscaping and landscaping and so much more.

Experts in insurance, financing and investing will also be on hand to make your next home project or goal become a reality.

The Show serves as an important reminder to shop locally for goods and services, utilizing the talent and integrity of the business community of the Bedford County region.

By fostering these local business connections, valuable dollars stay within our community, benefitting everyone.

In addition to the traditional homeand-garden offerings, the Chamber's springtime trade show provides a feast for the senses and a myriad of activities, with something for every member of the family.

Outside exhibit space will feature the West Central

Equipment/John Deere Show, the Hines Equipment Cub Cadet Test Drive Challenge, and the Stoneham Motorports UTV Show, along with other displays.

Thanks to Matt Randall State Farm Insurance, musical guests will provide a soundtrack for the weekend, weather permitting, while food vendors will offer a variety of delicious lunch & snack options.

Real Life Church will present family activities Saturday at 11am.

Families will also enjoy the Friends of Shawnee Outdoor Experience, with wildlife and other programs throughout the weekend by rangers from Shawnee and Blue Knob State Parks and the PA Game Commission. (Continued, page 4)



Byrne & Kelly Concert Waiting List



Pre-sale general admission tickets for the Byrne & Kelly Concert have sold out, but you may place your name on the waiting list for the June 29th event at the Omni Bedford Springs Resort.

Additional tickets will be made available if the weather allows for the concert to be held outside, as planned.

A very limited number of tickets are available now with a sponsorship of the concert. These sponsor tickets include a pre-concert meet-and-greet with the band.

Tickets are \$50 each; you may put your name on the waiting list by calling the Chamber office or registering online through the Chamber event calendar.

About Byrne and Kelly: Neil Byrne and Ryan Kelly are principal performers with the Irish Stage Show, *Celtic Thunder*, which is celebrating its tenth anniversary in 2018. They were recently featured on the *Today Show* Saint Patrick's Day broadcast.

Their band, Byrne & Kelly allows these talented performers to share their own unique sound, including original songs, which celebrate their Irish roots as well as their ties to America. Their most recent album, Echoes achieved the number one spot on the World Charts of Billboard, itunes and cdbaby; their film, Echoes: The Story recently received two international film awards.

Leadership Bedford County Visits PA Capitol

The Leadership Bedford County Class of 2018 recently visited the Pennsylvania Capitol as part of the Government Session. The class members visited with Rep. Jesse Topper and Rep. Carl Metzgar, discussing issues of importance to the business community and the region. The class was also introduced on the House Floor as part of the legislative session, which also happened to be "Saquon Barkley Day" in Harrisburg. Barkley is the record-breaking Penn State running back expected to be a first-round NFL draft pick this spring.

After their visit to the Capitol, which included a tour of the magnificent and historic architectural landmark, the class made a stop at the Pennsylvania Turnpike headquarters, a fascinating look at the state's transportation infrastructure.



The LBC Class has chosen a picnic table project for their class community service efforts. The seventeen classmates will construct and distribute seventeen tables at sites throughout the county to be used by the public. They are accepting donations from businesses to complete their project. Contact Facilitator Rick Smith (623-2233) for more information.

Recruitment will soon begin for the Leadership Class of 2019, with interviews taking places this summer prior to the September start of the 10-month program. If you are someone you know is interested in this valuable leadership program, which fosters a better understanding of the county while also building strong business and personal networking connections, contact the Chamber for an application or visit the Leadership page on the Chamber website.

Speakers Announced for 5th Annual Women in Business Conference

The Bedford County Chamber of Commerce is pleased to announce the keynote speakers and featured programs for our fifth annual Women in Business Conference: Friday, May 18th at the Omni Bedford Springs Resort.

The breakfast *Trailblazers Panel* will feature *Women of Law and Order,* including Attorney Brandi Hershey, Assistant District Attorney Leslie Childers Potts, DA Investigator Courtney Wise, Trooper Dana Martini (a PSP Investigator) and a Court of Common Pleas Judge (TBA.)

The featured luncheon speaker will be Dr. Sherry L. Cain, PhD of Cain Coaching and Consulting with a keynote presentation: *From Burnt Out to on Fire*.

An afternoon panel discussion will include many of the leadership topics and take-away's on the day. Those panelist include: Cheryl Ebersole, Mary Grattan, Ella McElwee, Dr. Amy Miller and Melanie Beiler; the panel will be followed by a conference-closing fashion show illustrating the array of today's professional dress codes, presented by Gigi's Store.

Additional breakout session presenters and titles are listed below. Registration is now open and wonderful sponsorship opportunities abound. The event is sure to sell out. If you'd like to be part of this event as a sponsor or exhibitor, contact Kellie Goodman Shaffer at the Chamber office (623-2233.)



2018 Women in Business Conference Breakout Sessions & Speakers

Mary Grattan, Homewood at Spring House Estates Wonder Women Power Lifting

Ella McElwee, Health by Choice Feeding the Mind: Strategies & Habits to Enhance Concentration

Dr. Amy Miller, Chestnut Ridge SD/Rodan & Fields Vulnerability: Be Your Authentic Self

Corey Christman, Vethos LLC Leading Millennials in the Workplace & Beyond

Tina Honkus, Tastefully Simple Providing Great Customer Service

Terri Brumbaugh, BCDA Funding Sources for Entrepreneurs

Cassandra Carowick, Headline Marketing & Communications Achieving Marketing Success with Digital Media Bobbi

DiClaudio, High Vibe Health Coach How to Live a Delicious Life: Tips for Eating Well, Loving Life & Feeling Content

Marty Malone & Phil Sukenik, Professional Coaches Coaching: Reaching New Levels of Excellence

Monica LeSage, Dale Carnegie Institute How to Network

Amy Brandt, Wal-Mart Distribution Center Women's Economic Empowerment

Melanie Beiler, Simply Incredible Me Communications Confident Communications

Maya Henry, Realistically Radient Kick the Sugar: Solutions to Cravings

HGL Show, Continued from page 1



The show's mutli-media campaign is underway, including a fun Facebook promotion, featuring Handy Manny's cousin, Rusty (above) making special appearances at HGL Show partners every day leading up to the show, as well as during the event itself.

A few indoor booths have become available, and outdoor space is still an option for last-minute vendors.

Call Cara at the Chamber to learn more: 814.623.2233.

Thank you to our 2018 HGL Sponsors to Date:

Homewood at Spring House
Matt Randall State Farm
EZ to Use.com
Battery Warehouse
Hines Equipment
West Central Equipment
Stoneham's Motorsports
Friends of Shawnee
Bedford County Speedway
Real Life Church
Shaffer's Bottled Gas
Soaring Eagle Productions
Weaver's Sanitation
Bedford Gazette
WJAC-TV

Chamber to Partner with PA Representatives To Present COSTARS Breakfast

The Chamber is pleased to announce an educational opportunity for area municipalities and non-profit organizations, eligible for the state's cooperative purchasing program known as COSTARS.

You're invited to attend a breakfast program Friday, June 22nd at the Bedford Elks Country Club (7:30am breakfast, 8am program)

Partnering with Rep. Jesse Topper and Rep. Carl Metzgar, the event will inform eligible local procurement units (LPPU's) and state-affiliated entities about opportunities to leverage contracts established by the Department of General Services (DGS) to cost effectively and efficiently identify suppliers with whom to do business. COSTARS Marketing Manager Kimberly Bullivent will discuss important topics, including:



COSTARS

- COSTARS history
- COSTARS website overview.
- Resources available to members, e.g. online training, news letters, and contract updates.
- How to search COSTARS-exclusive contracts.
- How to search statewide COSTARS-participating contracts.
- Negotiating with suppliers to get the best price, saving taxpayer money.

Cost to attend this breakfast event is \$25 per person. For more information or to register, please call Cara at the Chamber office or register using the event calendar on the Chamber website.

Office Space Now Available in Historic Russell House

The Bedford County Chamber is pleased to offer as many as five offices for lease on the second floor of the historic Russell House, located at 203 South Juliana Street in Bedford. Conveniently located between the post office and courthouse,



the offices are furnished, thanks to a generous donation from Teeter Group with special thanks to Bryan Hall Moving & Storage for the help in retrieving the donation and setting up the offices.

Second-floor accelerator offices include desks, chairs, some storage, electricity, heat, trash removal, etc. Two offices may be leased together as a suite.

The Chamber continues to pursue Federal grants to create a third floor incubator as well.

For more information, call the Chamber office at 814.623.2233.

US Congressional Candidates Forum Planned

The Bedford County Chamber of Commerce is pleased to announce a Candidates Forum for the candidates running for the new 13th Congressional district: Monday, April 16th at 7pm at the Bedford Area High School auditorium. Candidates who have filed nominating petitions will be invited to participate, including:

State Rep. Stephen L. Bloom, North Middleton Township, Cumberland County (R)

State Sen. John Eichelberger Jr. of Hollidaysburg, Blair County (R)

Art Halvorson, retired Coast Guard captain & real estate entrepreneur from Manns Choice, Bedford County (R) Dr. John Joyce, a physician from Frankstown, Blair County (R)

Brent M. Ottaway of Hollidaysburg, an associate professor of communications at St. Francis University (D)

Retired Col. Doug Vincent Mastriano of Fayetteville, Franklin County (R)

Travis Schooley, an alpaca farmer and official with Quincy Township, Franklin County (R)

Bernard Washabaugh II, a businessman from Chambersburg, Franklin County (R)



The candidates are running for the seat being vacated by Congressman Bill Shuster. The Pennsylvania Supreme Court drew the boundaries of the 13th District earlier this year after a standoff between state lawmakers and the governor over redistricting. The U.S. Supreme Court did not intervene in the state court's decision. The newly-defined 13th District includes all of Adams, Franklin, Fulton, Huntingdon, Bedford, Blair and Somerset counties as well as parts of Cumberland, Cambria and Westmoreland counties. The April 16th forum will be moderated by Dr. G. Terry Madonna, Professor of Public Affairs at Franklin and Marshall University and Director of the F&M Center for Politics and Public Affairs and Franklin & Marshall Poll. Admission to the forum is free and open to the public. Sponsorships for this special Government Affairs event are available. Contact Kellie at the Chamber for more info.

BASICS Plans Big Idea High School Entrepreneur Contest

The Bedford County BASICS Committee, in cooperation with the county's business teachers is presenting its first annual *BIG IDEA* contest this spring. High school students throughout the county have been working on business plans and introductory videos showcasing their entrepreneurial ideas for useful goods and services. Each school district will choose a finalist; a few at-large finalist will also advance to the final breakfast program: Friday, May 4th at Homewood at Spring House Estates. Breakfast will begin at 7:30am with the finalists' presentations starting at 8am. A panel of local business leaders will judge the presentations as well as the viability of the proposals and choose a "winner" who will receive a scholarship to use toward furthering their education or towards starting their business.

Sponsorships are available for the championship breakfast! Contact the Chamber Foundation at 814.623.2233 for more inforContest

COMMUNITY FOUNDATION
FOR THE ALLEGHENIES
SERVING BEDFORD, CAMBRIA, SOMERSET, AND INDIANA COUNTIES

mation on how your business can be part of this exciting opportunity for high school students to begin thinking entrepreneurially about future opportunities in Bedford County! Special thanks to the Community Foundation for the Alleghenies for grant support for this project.







Education Partnership Resources

Chair Massage: April 16th, 9:30-11:30am—Russell House



Just in time for IRS tax day, students from the ACM Bedford County Campus Massage Therapy Program will offer stress-busting chair massage at the Russelll House Monday, April 16, 9:30-11:30am. Cost will be \$5 per 10-minute session.

This valuable offering is part of the Chamber's education partnership with ACM which includes business trainings, health and wellness programs, *Ask the ACM Expert* opportunities and more.

Walk-ins are welcome, but you may call Cara to make a chair massage appointment at 623-2233.

Ask the ACM Expert: Direct Sales with Leah Pepple

Local entrepreneurs will have the opportunity to meet with ACM faculty partner Leah Pepple to discuss Direct Sales: Thursday, April 26th during an *Ask the ACM Expert* lunch from 12:30-1:30pm at the Russell House. Cost to attend is \$10 and includes your meal.

Leah Pepple is Director of PA Advancement and Community Relations for Allegany College of Maryland, and works with the college's non-profit foundation to raise funds for scholarships and other financial assistance for students.

She also has 16 years of experience in the direct sales industry as an independent consultant for the Longaberger and Premier Designs Jewelry Companies, receiving outstanding sales awards for meeting and exceeding goals.

Bring your questions about prospect development, marketing, sales plans, and more this valuable working lunch and discussion to benefit your business! RSVP online or by calling 623-2233.



Marketing Training at Bedford County Campus of ACM Rescheduled for April 27th 12:30 to 1:00 Lunch / 1:00 to 3:00 Training with Robin Imgrund

You have a great product or service, but do you know who your customers are and how to reach them? This course provides a basic overview of marketing, explaining why it is vital to business growth. Marketing research and developing marketing strategies is emphasized, along with some discussion of the 4 "Ps" of marketing: Product, Price, Promotion, and Place.

ACM faculty partner Robin Imgrund will offer this training, which was postponed due to the March snowstorm It is now scheduled for Friday, April 27th at 12:30pm at the



ACM campus in Everett. Cost to attend is \$30 per person and includes Lunch. New registrants are welcome.



ARE YOU providing a safe environment

The Lung Disease Foundation of Central Pennsylvania, in collaboration with the American Lung Association in Pennsylvania, offers resources and programs related to tobacco control.



We'll give you the tools:

- Resources to implement or strengthen policies to create a tobacco-free environment
 - Businesses
 - · Multi-Unit Housing
 - Municipalities
- Information for career-services personnel to educate students
- Freedom From Smoking Classes at your workplace, community partners and the Lung Disease Center of Central PA
- PA Free Quitline

- American Lung Association's N-O-T (Not on Tobacco) Teen Cessation Program
- Advocacy with local legislators for stronger tobacco control in Pennsylvania
- Resources available to educators through
- TRU (Tobacco Resistance Unit) and TATU (Teens Against Tobacco Use)
- *Many of these programs are free of charge and offer the tools necessary to assist in the effort to quit tobacco use.



‡ AMERICAN LUNG ASSOCIATION®

For more information contact:
Sherri L. Stayer, Executive Director of the Lung Disease Foundation at 814-946-2845 or www.lungdiseasefoundation.org

This project was funded through a grant from the Pa. Department of Health.

FREE Lunch-N-Learn

Smoking Resources For Businesses Multi-Unit Housing Owners Municipalities, Public Spaces, etc.

Wednesday, April 18th—Noon-1pm

Chamber Office
Russell House—203 S. Juliana St. Bedford
No Charge—RSVP Required
814-623-2233

Youth Leadership Bedford County Plans Busy April

Youth Leadership Bedford County (YLBC) is a 10-month leadership development program for tenth grade students selected through an application and interview process from all Bedford County School Districts.

While the YLBC Class of 2018 is heading down the home stretch of their program year, the advisory committee is already recruiting students for the class of 2019.

The Chamber Foundation has expanded the YLBC program to allow more students to be exposed to the offerings, including team-building, exploration of the county, exposure to community leaders and much more.

The 2nd annual Youth Leadership Bedford County Summit is planned for April 26th at White Sulphur Springs, and will provide a one-day YLBC experience to as many as 50 invited sophomores from throughout the county.

In addition, students in 10th-12th grades who have graduated from the program will be invited to a leadership field trip to the Johnstown Flood Museum and Flight 93 Memorial.

Both of the new YLBC offerings are made possible through grants from the Community Foundation for the Alleghenies/Bedford County Endowments. Additional sponsorships are available for businesses interested in supporting this program. Call Cara at the Chamber office for more information.



4pm Gathering / 5:30pm Dinner/ 6pm Derby Broadcast, Awards, Hay Rides Fancy Hat Contest & Secret Sale, Southern BBQ Dinner, Lawn Games, Beer Tastings, & More \$45 Per Person—Proceeds Benefit the 501-c3 Chamber (Education) Foundation





KENTUCKY DERBY LAWN PARTY Sponsorship Opportunities / Benefits

(Return form by March 30)

\$750 Run for the Roses (Presenting sponsorship—only 3 available or be the exclusive title sponsor for \$1,250)

- * Listed as presenting sponsor of the Kentucky Derby Party in all multi-media marketing material.
- * Company logo on front of the evening's program with full-page color ad, prime placement (inside front, inside back or back cover, 5.5" x 8.5."
- * Opportunity to give welcome remarks (for exclusive sponsor.)
- * Reserved Table of 8 in most preferred location.
- * First right of acceptance to renew sponsorship in 2019.

\$500 Winner's Circle (Featured Sponsor)

- * Listed as featured sponsor of the Kentucky Derby Party in all multi-media marketing material.
- * 1/2 page black & white ad in event program with preferred placement (ad size: 5.5" x 4.25" or 2.75" x 8.5")
- * Reserved seating for 6 in preferred location.
- * First right of acceptance to renew sponsorship in 2019.

\$350 Down the Stretch (Table Sponsor)

- * Reserved Table of 6 in preferred location
- * 1/4 page ad in the event program (black and white, 2.75" x 4.25".)

\$250 Promenade (Supporting Patron) — 4 reserved seats and listing in program as supporting patron.

\$45 Individual Ticket

Business Name		/ Contact Name
Email:		/ Phone
Desired Sponsorship:	/\$	(Call the Chamber with your attendees' names)



23rd Annual **Chamber Golf Tournament**



Down River Golf & Country Club Friday, July 27th - 2018 Registration/Breakfast: 8:00AM Shotgun Start: 9:00 AM

TEAM FEE \$400 \$50 Early Bird Discount on team registration if paid in full by May 26th

We will be awarding the following: 1st 2nd and 3rd places

We will also have contest for longest putt, closest to pin, a 50/50 cash drawing, door prizes and more!!!

Event takes place rain or shine

CANCELLATION POLICY:

The Chamber golf tournament traditionally sells out. Therefore, due to demand, the following team cancelation policy is in effect: teams withdrawing from the Chamber golf outing prior to 14 days before the event (i.e. July 13th) will not be billed for their registration fees and will be eligible for a refund of paid registrations. Payment will be expected for teams which withdraw from the outing within 14 days of the event (after July 13th.)

Team Captain

Golfer #2

Golfer #3

Golfer #4

Signature

Invoice me

Sponsorship Levels Include (excluding Traditional Hole Sponsor):

Your company sign displayed at the clubhouse and on the course; 6 month e-Connection sponsorship (valued at \$250); and company logo appearing on all Chamber e-connections and articles related to the event.

-\$750 Presenting Co-Sponsor - (2 Total -One still available)

At this level of sponsorship, your company is entitled to one 4 person team entry into the tournament (valued at \$400); Co-billed with the Chamber as a tournament presenter in all pre and post print

and audio publicity; company banner hung at the Clubhouse; 6 month Directory Page sponsorship on Chamber website (valued at \$450). \$250 Hosted Hole - (Four Available: Between 4&9, 14 or Chip-a-Duck or Dude Hits) As host, your company will have the unique opportunity to engage with every participant in the tournament by hosting a hole at a designated tee box. Hosts may choose to engage with golfers in creative ways, for example: business card exchange, game, popcorn station, snow cone station, etc. The Chamber would be happy to help you personalize your hole to your business. Holes are on a first come, first serve basis. \$350 Beverage Sponsor \$350 Breakfast or Post Tournament Lunch Sponsor \$300 Driving Range Sponsor \$300 Hole-In-One Sponsor \$100 Traditional Hole Sponsor or Color Sign Renewal At this level of sponsorship, your company is entitled to your company sign displayed on the course and company name appearing on all Chamber e-connections and articles related to the event. \$25 Sign Upgrade (Option with Hole Sponsorship) Upgrade to a color-logo sign Team Name Company Address City Telephone HANDICAP RULES: Minimum 40 handicap per team. No more than 2 players under 10. Handicap \$50 Early Bird Discount on team registration Handicap if paid in full by May 31st. Handicap **FULL PAYMENT DUE BY JULY 20th.** Handicap TOTAL \$ Charge to my card - type: MC VS Account#_ Security Code Exp.Date

PLEASE FAX COMPLETED FORM TO THE CHAMBER OFFICE AT 814-623-6089 or email: rick@bedfordcountychamber.org

UPCOMING EVENTS:

April 7-8 Home, Garden & Lifestyle Show

Bedford County Fairgrounds

April 11 Ribbon Cutting Celebration

2:30pm Country View Family Farm

April 16 ACM/Chamber Health & Wellness: Chair Massage

9:30-11:30am Russell House

April 16 Congressional Candidates (R) Forum

7pm Bedford High School Auditorium

April 18 Lunch-n-Learn: Smoking Resources for Businesses

12pm Russell House—203 S. Juliana St. Bedford

April 19 Business After Hours Hosted by: Bedford Co. Players

5-7pm Gardner Theatre at Old Bedford Village

April 24 Community Reading Day

10am Bedford County Elementary Schools

April 26 Youth Leadership Bedford County Summit

9am-2pm White Sulphur Springs

April 26 Ask the ACM Expert Direct Sales Lunch-n-Learn

12:30pm Russell House

April 27 Marketing Your Business Training (Rescheduled)

12:30-3pm ACM Bedford County Campus

SAVE THE DATES: 2018 Signature & Special Events

May 5 Kentucky Derby Lawn Party at Diamond Lane Farm

May 18 Women in Business Conference

June 29 Byrne & Kelly Concert
July 27 Chamber Golf Tournament

WWW.BEDFORDCOUNTYCHAMBER.COM

Aug 19 Bedford County Outdoor Challenge

Sept 12 Business Community Showcase

Nov 3 Olde Bedford Beer Festival at Hemlock Hills Farm

Nov 15 Annual Dinner & Awards Celebration

MEETING DATES TO NOTE

Executive Committee

Tues. April 3-8am-Russell House

Government Affairs

Tues. April 3—10am—Russell House

Special Events

Tues. April 10 —8:30am—Landmark

Chamber Board

Wed. April 11—7:45am - Russell House

LBC Advisory Committee

Fri. April 13 - 8am - Chamber Office

Chamber Ambassadors

Fri. April 13—12pm - Fairways

Youth Leadership Advisory

Mon. April 16 - 8am - BCTC

Chamber Foundation Board

Thurs. April 19—7:30am - Russell House

BASICS

Thurs. April 19—8:15am - Russell House

Agri-Business

Thurs. April 19—12pm—BCTC

Golf Committee

Thurs. April 19—12pm—Fairways

Beer Festival Committee

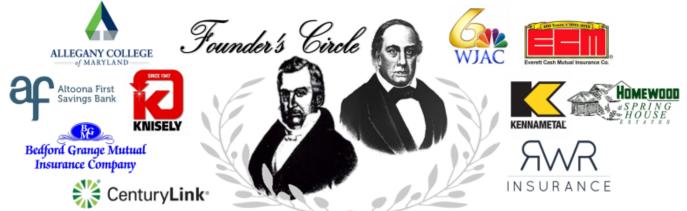
Tues. April 24—Golden Eagle Inn Pub

For more information or to register for Chamber events, call: 814-623-2233

Or visit online:

BedfordCountyChamber.com

Special thanks to our Premier Partners:





Congratulations to Dave & Mary Heller and Jim & Perci Fungaroli on the grand opening of the Olde Bedford Brewing Company, Bedford County's first licensed craft brewery, located inside Fat Jimmy's Outfitters on Railroad Street in Bedford.

Do you have something to celebrate?

The Chamber is proud to provide celebration ceremonies to our members and not-yet members at no charge. These include:

Ribbon Cutting Ceremonies Groundbreaking Ceremonies Key Exchange Ceremonies Anniversary Celebrations*

These photo ops are a wonderful exposure and networking opportunity for businesses.

For more information or to schedule your celebration, call Cara Fink at the Chamber office: (814) 623.2233 or email: cara@bedfordcountychamber.org

*Anniversary Celebrations are provided to Members only.





THURSDAY, MAY 10th
(Rain Date: Friday, May 11th)
At Shawnee State Park

(Drop Off/Pick Up at Main Parking Lot)

9:00 am - 2:00 pm



Bedford County Businesses & Organizations are Invited to take part in a day of Workforce Development & Career Exploration with

Classes will visit multiple stations
at Shawnee State Park
featuring various career clusters.
Businesses are encouraged to create interactive
activities or games to engage students
in learning about careers in your field.

Bedford County's 5th graders

Please bring a packed lunch.

RSVP to Kellie at the Bedford County Chamber Foundation: 814.623.2233

Bedford County Chamber of Commerce

203 S. Juliana Street - Bedford, PA 15522 Phone: 814-623-2233 - Fax: 814-623-6089 Email: info@bedfordcountychamber.org Website: www.BedfordCountyChamber.com

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Mission Statement:

The Bedford County Chamber of Commerce involves & unifies our members to promote continuous improvement of the business climate in our region.



