

Prime Sirloin serves choices with a smile

As the restaurant industry continues to look for ways to get back on its feet, a number of local restaurants have used the pandemic to find creative ways to actually make the experience less of an issue. One of those is Prime Sirloin restaurant in Duncansville.

“The last two years have been a nightmare for all restaurants,” acknowledged Don Delozier, who owns both Prime Sirloin and U.S. Hotel in Hollidaysburg. “We decided early-on that we were going to explore some opportunities that we probably wouldn’t have explored otherwise. It hasn’t always worked-out but it had a pretty nice upside.”

Among those opportunities were online ordering and catering, less-traditional options that Delozier would likely have implemented at sometime later-on. But circumstances definitely changed the timeline.

“When faced with a



number of challenges at the same time, there’s only so much you can do,” Delozier pointed out. “With the regulations, the supply chain and the difficulties in hiring, you’ve got to handle as much as you can.”

Whatever Delozier and restaurant manager Jason Ratchford did, Prime Sirloin has emerged with considerable momentum and the restaurant has noticed a return of much of its pre-pandemic customer base. As a buffet, Prime Sirloin has a few advantages that many other restaurants don’t.

“It’s easier for us to accommodate staff and supply shortages,” Delozier admitted. “We can move

staff around to different areas of the restaurant and since we don’t have a 100% set menu, we can substitute food choices if supplies aren’t readily available.”

Food availability, Delozier emphasized, was a problem and continues to be a problem. For a restaurant like Prime Sirloin, it makes staying ahead of the game a constant battle.

“We operate on volume,” he disclosed. “The biggest problem is that volume has been heavily reduced and food costs are high.”

Despite the fact that Prime Sirloin is well-established in Blair County, it still flies a little under the radar. Perhaps that is because it caters heavily to a certain demographic.

Many of its incentive offers are geared to a senior population.

“We try to feature a variety of menu items that appeal to people of all ages,” Ratchford reported. “But we also try to be aware of



Jason Ratchford, Manager of Prime Sirloin in Duncansville, has helped to keep the restaurant moving forward during the challenging days of Covid-19.

the hours that are most convenient for people when we schedule our buffet. And those hours seem to be especially convenient for our seniors.”

Prime Sirloin employs an in-house butcher. Its pies and all-but-one of its soups are homemade. Its steaks and chicken are fresh.

“We do our best,” Ratch-

ford explained. “People seem to appreciate it.”

(Prime Sirloin has been a member of the Blair County Chamber since 2007.)

United Way continues a warm tradition of hope

“We are the non-profit of non-profits.”

That’s how Matt Uhler describes United Way of Blair County. As Executive Director for a little more than a year, Uhler has a solid grasp of what the organization sets out to accomplish and how it makes its impact in ways that not everyone in the area understands.

“We work in the areas of education, health and financial stability,” he pointed out. “That means we’re involved in almost every human services system. We are the original crowd-funders, connecting people who care to people who need care. We try to solve complex problems through collective action and we work to insure that community resources flow to the areas of greatest need.”

Uhler also feels that many people in Blair County would be surprised to know that United Way and the Family Resource Center offer several direct service programs.

“We help people with taxes, we provide prom gowns to teens, we provide



Sorting coats for the United Way’s “Toasty Toddler” program are (from left): Denise Adams, Sharon O’Keiff and Matt Uhler.

Non-profit Focus

school supplies and coats to little ones and we organize volunteers to complete community service projects,” he acknowledged.

While Uhler admits that

greater awareness of what United Way does would probably increase both clients and donors, he’s not convinced that the timing is right to make awareness a high priority.

“For United Way, this past year has been a head-down, eyes-forward type of focus,” he explained. “We have not spent a lot of time thinking

about, much less acting-on, how to increase our visibility. Typically, when we work to increase awareness, it’s almost always done in partnership with others. We take a rising tide lifts all boats approach. It works best that way.”

(United Way has been a member of the Blair County Chamber since 1985.)

Chamber Power Card adds jingle to your pocket

The expression, “looking at the bright side,” somehow doesn’t feel quite right in establishing a mood during a pandemic. But those people willing to lend some objectivity to the past 20 months might admit that one of the good things that has happened is the willingness of people to support one another, even in the worst of times.

From a Chamber perspective, that’s also the rationale for the creation of the Power Card.

The Power Card has a couple of purposes. It’s designed to keep more of the county’s spending tak-

ing place within the county itself. Too much spending outside the county has an adverse impact on our quality of life. And the Power Card is hopefully allowing Chamber members to find and keep a customer base simply by saving other members money.

If you’ve never gone to the Chamber Website at www.blairchamber.com to check out the discounted offers or considered posting an offer yourself, now is the time. It’s absolutely free to post and, at least theoretically, there are close to 40,000 Power Cards in



circulation. Don’t have yours yet? Or maybe lost the one you were sent when the program started? Call the Chamber at (814) 943-8151

and we’ll send you one and we’ll send one to each of your employees.

Save money in 2022. Make money too!

SETTING THE PACE

Adam Ward Transportation Committee

1. Title and place of work: Sr. Director of Customer Service and Marketing at Ward Trucking.

2. Years with current position: One.

3. Positions held in the Chamber: Transportation Committee.

4. Family: Parents Bill and Judy Ward, brother and sister-in-law Bill and Ehrin Ward.

5. Community organizations: Boy Scouts, We Care (board member).

6. Hobbies/leisure: Travel, playing trivia, aviation, shooting at the gun range, and spending time with family.

7. Education: Bishop Guilfoyle Catholic High School and Bachelors Degree from Penn State University (main campus).

8. First job: Mechanic at Ward Trucking.

9. I would like to be known for: Being an individual with an excellent sense of humor who cares deeply for his family, company and community.

10. Business role model: My grandfather, G. William Ward.



11. Your thoughts about the Chamber: I continue to be impressed by the work and deep impact the Chamber gives to the Blair County community both in business and personal development.

12. Your thoughts about Blair County: I have had the fortune of living in numerous cities throughout the US and through every experience, I am constantly reminded how special of a community Blair County is. It’s a community that is filled with hard working men and women who care about the area and want to see it grow and continue to prosper. I am very blessed and proud to call myself a resident of Blair County.

TUNE-IN FOR CHAMBER UPDATES



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Chamber

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