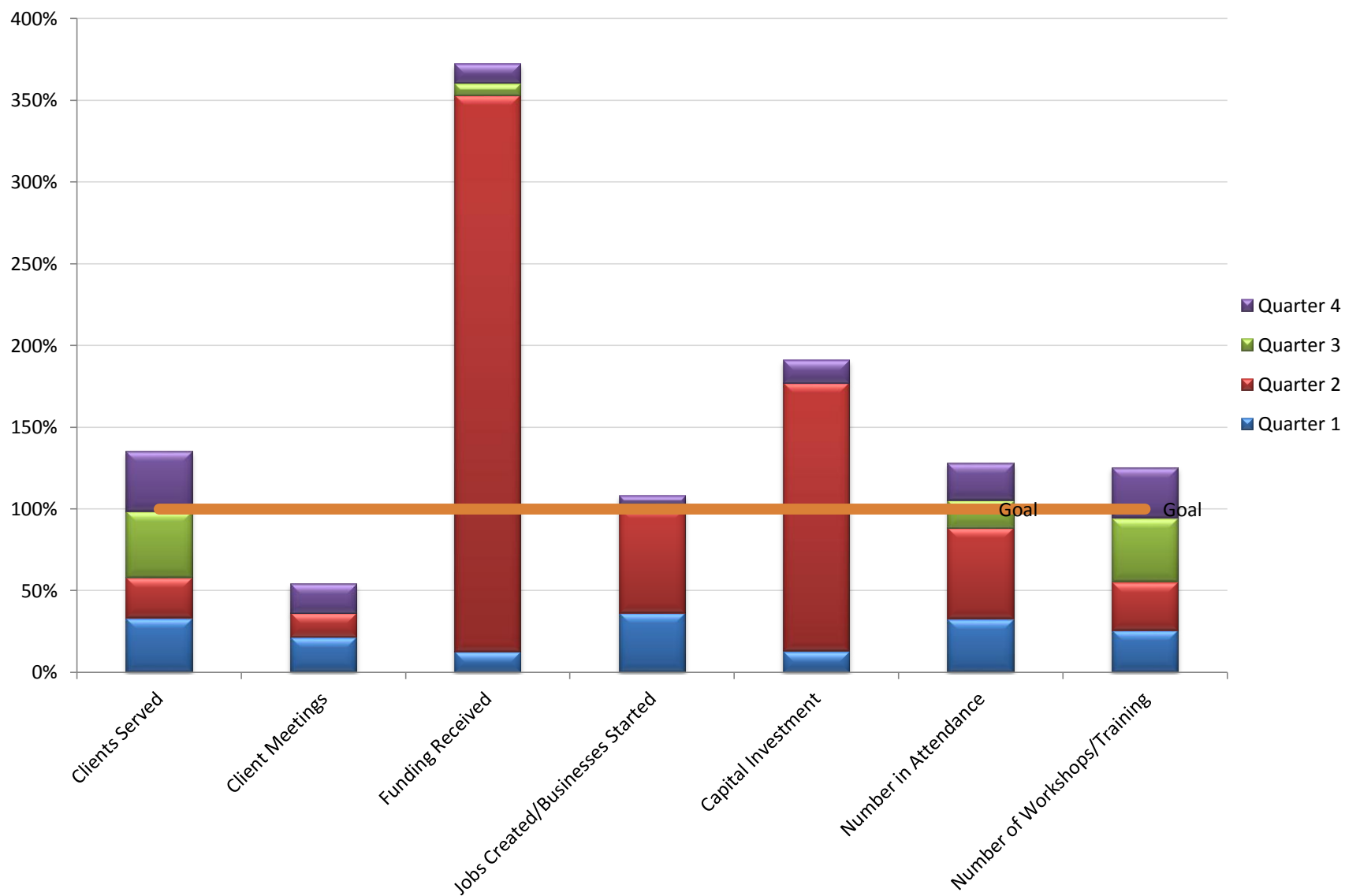


# Bluegrass Business Development Partnership



Fiscal Year 2014-2015

2014-2015							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
<b>Bluegrass Business Development Partnership</b>							
Clients Served	1,070	135%	355	264	434	394	1,447
Client Meetings	505	54%	109	74	0	91	274
Funding Received	\$ 18,550,000	372%	\$ 2,317,000	\$ 63,196,825	\$ 1,360,000	\$ 2,212,188	69,086,013
Jobs Created/Businesses Started	1,276	108%	463	818	28	71	1,380
Capital Investment	\$ 75,000,000	191%	\$ 9,615,000	\$ 123,147,675	\$ 3,621	\$ 10,596,670	\$ 143,362,966
<b>Workshops/Training</b>							
<i>Number in Attendance</i>	5,655	128%	1,840	3,151	958	1,282	7,231
<i>Number of Workshops/Training</i>	97	125%	25	28.5	38	30	122



# Bluegrass Business Development Partnership

	2014-2015						
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
<b>Economic Development</b>							
Clients Served	290	109%	78	80	78	81	317
Client Meetings	505		109	74		91	274
Funding Received	\$ 15,000,000	20%		\$1,550,000	\$450,000	\$1,025,000	3,025,000
Jobs Created/Businesses Started	1,000	107%	462	530	25	56	1,073
Capital Investment	\$ 75,000,000	191%	\$9,615,000	\$123,147,675	\$3,621	\$10,596,670	143,362,966
Workshops/Training							0
<i>Number in Attendance</i>	1,345	106%	460	349	248	363	1,420
<i>Number of Workshops/Training</i>	18	100%	5	5	4	4	18
<b>Workforce Development</b>							
Clients Served	-						0
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
<b>Minority Business Development</b>							
Clients Served	170	115%	61	47	49	39	196
Funding Received	\$ 550,000	221%		935,000	240,000	40,000	1,215,000
Jobs Created/Businesses Started	12	183%		16	2	4	22
Procurement	\$ 550,000	33%	130,000		54,000		184,000
Workshops/Training							0
<i>Number in Attendance</i>	3,560	95%	1,036	2,259	56	34	3,385
<i>Number of Workshops/Training</i>	17	82%	6	4	2	2	14
<b>Innovation and Commercialization</b>							
Clients Served	260	137%	84	61	95	115	355
Funding Received	\$ -			57,523,825			57,523,825
Jobs Created/Businesses Started	240	113%		272			272
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	2,050	133%	579	820	501	828	2,728
<i>Number of Workshops/Training</i>	36	206%	14	21	19	20	74
<b>Small Business Development Center</b>							
Clients Served	400	147%	138	76	214	159	587
Funding Received	\$ 3,000,000	244%	2,317,000	3,188,000	670,000	1,147,188	7,322,188
Jobs Created/Businesses Started	24	54%	1		1	11	13
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	500	74%	12	77	224	57	370
<i>Number of Workshops/Training</i>	50	54%	3	6	14	4	27
<b>Duplicates (Office Use Only)</b>							
Clients Served	100		12	1	5		
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>	3600		494	708	142		
<i>Number of Workshops/Training</i>	48		6	15	2		

## Economic Development

Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 4		YTD		
<b>Clients Served</b>	290	81		<b>317</b>		
Prospects	140	46		160	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. We also work with existing businesses and start-up companies to assist them in expanding their presence in Lexington and the region.	
Existing Business Visits	150	35		157	Commerce Lexington visits 150 export based existing companies every year. During the visits, the team identifies and addresses barriers to growth of existing firms, as well as work to retain the at risk companies. We also provide access to capital, opportunities and networks for businesses.	
<b>Client Meetings</b>	505	91		<b>465</b>		
Client Meetings	270	84		269	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.	
Site Visits	35	7		23	Clients that visit Lexington	
Site Selection Consultant Meetings	150	62		142	Meetings with site selection consultants with the potential to bring projects to Lexington.	
Economic Development Partner Meetings	50	5		31	Research Director meets with partners that assist in economic development efforts. These include real estate agents, utility representatives, staffing agencies, colleges, and members of the Bluegrass Alliance.	
<b>Funding Received</b>	\$15,000,000	\$1,025,000		<b>\$3,025,000</b>		
	\$15,000,000	\$1,025,000		\$3,025,000	Commerce Lexington works with the Kentucky Cabinet for Economic Development (KCED) in administering tax incentive programs, which are based on job creation and capital investment, to help companies offset their start-up costs. Traditional incentives awarded including KBI, KRA, KEIA and DCI are calculated in this number. Although not included, Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and direct loan programs, which offer companies low interest rates.	
<b>Jobs Created/ Businesses Started</b>	1000	56		<b>1,073</b>		
Jobs Created	1000	56		1,073	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.	
<b>Capital Investment</b>	\$75,000,000	\$10,596,670		<b>\$143,362,966</b>		
Capital Investment	\$75,000,000	\$10,596,670		\$143,362,966	Expenditure in real estate, building renovations, equipment	
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	<b>Number in Attendance</b>	<b>Number of Events</b>
<b>Workshops/Training</b>	1345	18	363	4	<b>1,354</b>	<b>18</b>
Lexington Venture Club 5 Across	600	12	335	3	999	12
						<p>Founded in 2002, The Lexington Venture Club is a partnership between Commerce Lexington and UK's Von Allmen Center for Entrepreneurship. The Lexington Venture Club is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. At the beginning of each year, we have our annual "Who Got the Money" reception which recognizes early stage and growing companies in Central Kentucky that have received funding through venture capital, angel investors, friends and family, and state and federal sources.</p> <p>The Lexington Venture Club and Awesome Inc. are proud to announce 5 Across, an informal gathering of entrepreneurs, investors, and service providers from Lexington, KY. Each Five Across meeting will feature presentations from local entrepreneurs who will be pitching their idea to a panel of judges.</p> <ul style="list-style-type: none"> <li>5 Pitches from different teams</li> <li>5 Slides per pitch</li> <li>5 Minutes per pitch</li> <li>5 PM start time</li> <li>\$500 prize to the winning pitch</li> </ul>

## Economic Development

Fiscal Year 2014-2015

	2014-2015 Goal		Quarter 4		YTD		
Geeks Night Out	300	4			246	3	A networking event held at various Lexington establishments that is a part of the In2Lex group: Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.
Manufacturer's Network Group	75	2	28	1	109	3	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.
C3N	40	2	25	1	67	4	Consortium of call centers and back office operations
Bluegrass Bio	30	2	24	1	46	2	Bluegrass BIO is a networking group for Central Kentucky biotech groups. The groups meets twice a year to discuss industry trends, hear from speakers, as well as network.  Sponsorship or collaboration on various events including RunJumpDev, Shift, and Start-up Advantage.
Partnered Activities	300	5			617	13	In2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Global Entrepreneurship Week Mobile Conference SBIR/STTR Workshops  See ICC tab.

**Business & Education Network**  
Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 4	YTD	
<b>Clients Served</b>	0	0	0	
Business & Education Network	0		0	BEN will serve as a "portal" or system to match education needs with business people, community organizations, professional associations and others who want to volunteer their time and expertise in a variety of ways.
"Best In the Bluegrass"	0			<p>Initiative aimed at high-achieving students in Fayette County Public Schools (FCPS) who are going to college outside of Kentucky. Provide graduating students and returning professionals from 2008 with a high level internship opportunity/scholarship. Goals is to show these students a variety of companies and high-level high-tech career opportunities in Central KY.</p> <p>8 students, 8 companies.</p>
College Connections	0		0	Strengthen connectivity with area college students to communicate internship/career opportunities, targeted/growing industries and overall workforce development needs of regional businesses.

**Work in Progress**

www.BluegrassJobs.com - The job portal that aggregates thousands of Lexington area jobs from hundreds of sites including job boards and company listings. On average, 4,000+ jobs are aggregated.

## Minority Business Development

Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 4		YTD			
<b>Clients Served</b>	170	39		196			
Minority	75	16		98		A minority business as defined by Commerce Lexington is a business that is 51% owned, operated and controlled by a person who is a member of the following racial and ethnic groups:  African American: An individual of Black race or African origin or parentage; Hispanic American: An individual of Latin American culture, origin or parentage; and Asian American: An individual of Japanese, Korean, Chinese, Indonesian, Indochina, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.	
Existing Minority Business Visits	60	14		55		Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.	
Female	35	9		43			
<b>Funding Received</b>	\$550,000	\$40,000		\$1,215,000			
ACCE\$\$ Loan Program	\$550,000	\$40,000		\$1,215,000		The ACCE\$\$ Loan Program's mission is to provide easier access to the financing and helpful business advice that you need to start or grow your business. This program is committed to fostering economic growth and enhancing business opportunities for minorities, women, and emerging small businesses.	
<b>Jobs Created/ Businesses Created</b>	12	4		22			
	12	4		22			
<b>Procurement</b>	\$550,000			\$184,000		Procurement facilitated by Commerce Lexington staff and completed by MBE's.	
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	3560	17	34	2	3,385	14	
Toyota Opportunity Exchange	2000	1			2,200	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	150	2			70	2	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSSDC/LFUCG Seminar	70	5	16	1	98	5	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1			482	1	Sponsored annual event.
TSMSSDC Awards Celebration	500	1			0	0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Credit Builder Seminars	45	3			12	1	Assist business owners in rebuilding credit
TSMSSDC Business Opportunity Fair	350	1			438	1	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
MBA Networking Events	45	3	18	1	85	3	Events to assist high-growth entrepreneurs in Accelerator Program



## Innovation and Commercialization

Fiscal Year 2014-2015

	2014-2015 Goal		Quarter 4		YTD		
<b>Clients Served</b>	260		115		355		
New Clients	35		20		77		The Lexington ICC is part of a state-wide program funded by DCI. The objective of the program is to create more technology-based businesses and jobs in the state. The Lexington ICC serves UK, Lexington, and the surrounding counties.
Existing Client Meetings	225		95		278		
<b>Funding Received</b>	\$0		\$0		\$57,523,825		
Federal Funds & KY State Funding Programs					\$27,188,975		Funding received by regional companies from federal agencies and funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, forgivable loan program, ...
Equity Fund Raising					\$30,334,850		Funding for startup companies provided by friends/family/founders, angel investors, and venture capital.
<b>Jobs Created/ Businesses Started</b>	240		0		272		
Technology Based Job Growth	240				272		Full-time & part-time high-tech and non-tech hires.
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	2050	36	828	20	2,728	74	
Lexington Venture Club 5 Across	600	12	335	3	999	12	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
Bluegrass Angels	250	10	136	9	458	29	The Bluegrass Angels are the first organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
Activities Workshops	1200	14	357	8	1,271	33	in2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Global Entrepreneurship Week, Project Lead the Way, Venture Challenge, pitch competitions, conferences, and other entrepreneurial activities.

## Small Business Development Center

Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 4	YTD				
<b>Clients Served</b>	400	159	587				
Clients that had counseling services with the SBDC.	400	159	587	A client is the business, if it exists. In the case of a prospective business, the client is the individual (i.e., nascent entrepreneur) receiving SBDC services. Counseling is defined as services provided to an individual and/or business, i.e. client (see above) that is substantive in nature and is in the area of business formation, management, financing, and/or operation of a small business enterprise.			
<b>Funding Received</b>	\$3,000,000	\$1,147,188	\$7,322,188				
Dollar amount and number of loans received or equity financing received	\$3,000,000	\$1,147,188	\$7,322,188				
<b>Businesses Started</b>	24	11	13				
Businesses started from counseling clients	24	11	13	Businesses that are started as a result of SBDC counseling/consulting.			
<b>Capital Investment</b>	\$0	\$0	\$0				
			\$0				
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	500	50	57	4	370	27	
Customers that attended training conferences at the SBDC	500	50	57	4	370	27	Training is defined as an activity or event in which the SBDC plays a substantial role in delivering a structured program of knowledge, information or experience on a business-related subject. There must be one or more attendees.