


MEMORANDUM

DATE: January 7, 2011

TO: Mayor Jim Gray
Lexington Fayette Urban County Council

FROM: Gina Greathouse
Commerce Lexington Inc. 

SUBJECT: Quarterly Report –Second Quarter 2012

Happy New Year, and welcome to 2012. Our team hit the ground running early last week and we are already seeing an increase in our client activity. Two client visits within the first week gives us hope for a great first quarter.

It was a big second quarter for the team in terms of consultant and client travel. Kimberly travelled to New York to represent Lexington as part of our Advantage Kentucky efforts aka, the Golden Triangle partnership. The team met with 10 consultants and hosted more than 20 consultants to a dinner event. Tyrone road-tripped to Atlanta to attend the Kentucky United consultant event and met with over 15 consultants. Last but certainly not least, and arguably the most important, Tyrone, Kimberly and Kevin Atkins journeyed up to Detroit to visit with key clients and the headquarters of several of our existing businesses. Good feedback at all events!

The calendar year ended on a good note for us, with the announcement of A & W Restaurant's New Global Headquarters choosing to "come back home" to Lexington. A ribbon cutting announcement will be coming soon. The new headquarters will employ 30 people. Unemployment levels continue to drop slowly. November numbers showed we were at 6.7%; this is a ½ a percent point lower than our last reporting. This tends to be a seasonal dip, and we'll wait to see what January holds for us.

We are hard at work on our budget request for 2013 and are greatly appreciative of all the support you have provided during this current year. On behalf of the entire Commerce Lexington Board of Directors and the staff of our economic development division, we again want to personally thank you for your continued financial support towards our economic development efforts. Thank you again for support of the team.

As required by the purchase of service agreement, we are providing our quarterly metrics, which outline our activities. The BBDDP team has just completed our reports for the second quarter. Included is:

1. Economic Impact Report.
2. Quarterly Metrics.
3. New & Expanding Industries Report.

Cc: Jeri Isbell, Chairman – Commerce Lexington Inc.
Kevin Atkins, Mayor's Office of Economic Development
Bob Quick, President and CEO of CLX
Darby Turner, Vice Chair of Economic Development for CLX
CLX Staff

Mark your Calendars:

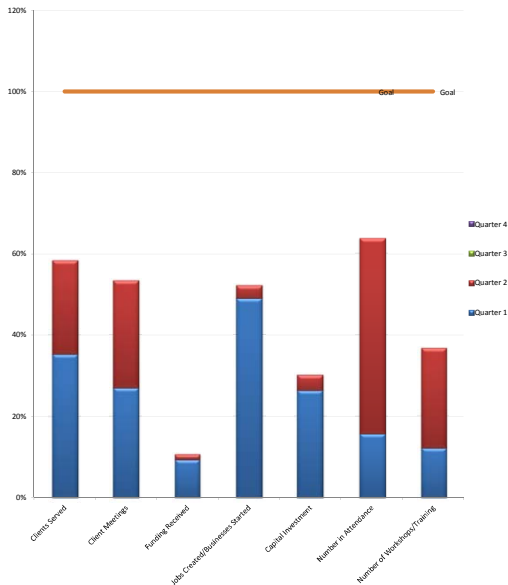
January 18 th , 2012 5:30-7:30	An Evening in the Bluegrass Legislative Reception Buffalo Trace Distillery
January 19 th , 2012 11:30-1:00 RSVP Cost	Business Education Network Annual Meeting Locust Trace Agri Science Farm rsvp@commercelexington.com no charge
February 1, 2012 5:30 to 7:30 RSVP Cost	Lexington Venture Club's Annual Celebration of Entrepreneurs. Buster's slackey@commercelexington.com \$35
February 9 th , 2012 5:30 to 8:30 RSVP Cost	Commerce Lexington Annual Dinner Lexington Center Bluegrass Ballroom RSVP@commercelexington.com \$85

Bluegrass Business Development Partnership



Fiscal Year 2011-2012

2011-2012							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership							
Clients Served	1,249	58%	440	288	0	0	728
Client Meetings	300	53%	81	79	0	0	160
Funding Received	\$ 59,900,000	10%	\$ 5,500,812	\$ 740,000	\$ -	\$ -	6,240,812
Jobs Created/Businesses Started	949	52%	464	30	0	0	494
Capital Investment	\$ 50,000,000	30%	\$ 13,189,975	\$ 1,890,000	\$ -	\$ -	\$ 15,079,975
Workshops/Training							
Number in Attendance	7,367	64%	1,158	3,537	-	-	4,695
Number of Workshops/Training	123	37%	15	30	0	0	45



Bluegrass Business Development Partnership

	2011-2012		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	305	50%	75	77			152
Client Meetings	300		81	79			160
Funding Received	\$ 5,500,000	84%	\$4,046,800	\$600,000			4,646,800
Jobs Created/Businesses Started	650	76%	461	30			491
Capital Investment	\$ 50,000,000	30%	\$13,189,975	\$1,880,000			15,079,975
Workshops/Training							0
<i>Number in Attendance</i>	1,850	45%	308	524			832
<i>Number of Workshops/Training</i>	26	58%	7	8			15
Workforce Development							
Clients Served	220	74%	163				163
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
Minority Business Development							
Clients Served	179	40%	38	34			72
Funding Received	\$ 400,000						0
Jobs Created/Businesses Started	10						0
Capital Investment	\$ -						0
Procurement	\$ 500,000						0
Workshops/Training							0
<i>Number in Attendance</i>	2,867	105%	680	2,328			3,008
<i>Number of Workshops/Training</i>	13	46%	2	4			6
Innovation and Commercialization							
Clients Served	225	56%	75	51			126
Funding Received	\$ 50,000,000						0
Jobs Created/Businesses Started	265						0
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	2,250	50%	301	834			1,135
<i>Number of Workshops/Training</i>	36	56%	6	14			20
Small Business Development Center							
Clients Served	320	74%	98	139			237
Funding Received	\$ 4,000,000	40%	1,453,812	140,000			1,593,812
Jobs Created/Businesses Started	24	13%	3				3
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	400	21%	17	67			84
<i>Number of Workshops/Training</i>	48	23%	3	8			11
Duplicates (Office Use Only)							
Clients Served			18	26			
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			296	432			
<i>Number of Workshops/Training</i>			6	8			

Economic Development

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 2		YTD			
Clients Served	305	77		152			
Prospects	125	37		69	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. Recruitment is achieved through many marketing initiatives such as advertising, direct mail pieces, tradeshows, site selection and corporate real estate consultant visits.		
Existing Business Visits	150	37		78	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.		
Number of Start-Up/Entrepreneurial High Tech Companies	30	3		5	Commerce Lexington continues to work hand-in-hand with UK's Innovation and Commercialization Center and the Small Business Development Center on high-tech entrepreneurial projects. With these relationships, Commerce Lexington can provide access to information and funding for start-up companies. The partnership is also developing a resource website for entrepreneurs. To further support entrepreneurial companies, Commerce Lexington sponsors the SBIR/STTR conferences, as well as the Lexington Venture Club.		
Client Meetings	300	79		160			
Client Meetings	300	79		160	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.		
Funding Received	\$5,500,000	\$600,000		\$4,646,800			
	\$5,500,000	\$600,000		\$4,646,800	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.		
Jobs Created/ Businesses Started	650	30		491			
Jobs Created	650	30		491	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.		
Capital Investment	\$50,000,000	\$1,890,000		\$15,079,975			
Capital Investment	\$50,000,000	\$1,890,000		\$15,079,975	Expenditure in real estate, building renovations, equipment		
Workshops/Training	Number in Attendance 1850	Number of Events 26	Number in Attendance 524	Number of Events 8	Number in Attendance 832	Number of Events 15	
Lexington Venture Club 5 Across	600	12	166	3	314	6	<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> <p>5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch</p> <p>inteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.</p>
Partnered Activities	1000	10	176	3	336	7	<p>Mobile Conference SBIR/STTR Workshops</p> <p>See ICC tab.</p>
Bench 2 Business (B2B)	200	2	150	1	150	1	See ICC tab.
Manufacturer's Network Group	50	2	32	1	32	1	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.

Business & Education Network

Fiscal Year 2011-2012

Clients Served	2011-2012 Goal	Quarter 2	YTD	
	220	0	163	
Entrepreneur Leadership Institute Participation	50		0	<p>Number of applications, students and business/organizations</p> <p>Up to 30 Fayette County juniors and seniors learn about business and entrepreneurship by meeting successful local entrepreneurs and leading business people who will share leadership ideas and discuss what it takes to succeed. Students visit businesses to see first hand how things work, learn business planning basics, develop a business plan with a team. 125 applications received. Planning will begin early 2010 for the mid June ELLI.</p>
Lexmark Teacher Institute Educator Participation	75		96	<p>Number of applications, teachers, and business/organizations</p> <p>Weeklong summer institute in which teachers and community business partners collaborate to better understand how business use what schools are teaching, gain real-world examples to enliven delivery, and create opportunities for students beyond the school walls.</p> <p>67 applications received. 48 teachers participated. Held July 26-30, 2010. 35-40 business/higher education participants.</p>
Business & Education Network	75		54	<p>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.</p>
"Best In the Bluegrass"	20		13	<p>Number of Students and companies participating. Initiative aimed at high-performing students in Fayette County Public Schools (FCPS) who are going to college outside of Kentucky. Provide graduating students and returning participants from 2008 with a high level internship opportunity/scholarship. Goal 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>

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. From October 1-December 31, 2011, the number of visitors to the job portal was 589.

Hiring Our Heroes Veterans Career Fair - Hiring Our Heroes Veterans Career Fair is part of the U.S. Chamber's 100 city initiative. Commerce Lexington's Business & Education Network partnered with the Kentucky Office of Employment & Training and the Central Kentucky Career Centers on the HOH event on October 25, 2011. Supporting partners included Kentucky Dept. of Veterans Affairs & Veterans Trust Fund, Kentucky Employer Support of the Guard & Reserve (ESGR), USDOL Veterans Employment & Training, and local veterans service organizations. 45 companies, 13 education/workforce entities, 5 military and 9 service organizations participated. Nearly 300 jobseekers attended of which 75% were veterans.

Minority Business Development

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 2		YTD			
Clients Served	179	34		72			
Minority	90	15		33	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, Indochinan, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.		
Existing Minority Business Visits	44	6		15	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.		
Female	45	13		24			
Funding Received	\$400,000	\$0		\$0			
ACCE\$\$ Loan Program	\$400,000			\$0	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.		
Jobs Created/ Businesses Created	10	0		0			
	10			0			
Capital Investment	\$0	\$0		\$0			
				\$0			
Procurement	\$500,000			\$0	Procurement facilitated by Commerce Lexington staff and completed by MBE's.		
Workshops/Training	Number in Attendance 2867	Number of Events 13	Number in Attendance 2,328	Number of Events 4	Number in Attendance 3,008	Number of Events 6	
Toyota Opportunity Exchange	1700	1	1,800	1	1,800	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	75	2	56	1	56	1	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSSDC/CLX Seminar	15	3			0	0	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1			481	1	Sponsored annual event.
TSMSSDC Awards Celebration	450	1	458	1	458	1	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Community Ventures Corp - Entrepreneurial Training	17	2	14	1	14	1	Part of regional Minority Business outreach
KCTCS Procurement Professionals	10	1			0	0	Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses
TSMSSDC Business Opportunity Fair	100	1			199	1	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
Partners for Entrepreneurial Advancement in KY (PEAK)	100	1			0	0	Educational session held each year for professionals that work with small businesses

Innovation and Commercialization

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 2	YTD				
Clients Served	225	51	126				
New Clients	25	7	20	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	200	44	106				
Funding Received	\$50,000,000	\$0	\$0				
Federal Funds			\$0	Funding received by regional companies from federal agencies.			
KY State Funding Programs			\$0	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, ...			
Friends/Family/Founders			\$0	Funding for startup companies provided by the founders			
Angel Investors			\$0	Funding received from private investors; e.g., the Bluegrass Angels			
Venture Capital			\$0	Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures			
Strategic Partners			\$0				
Other			\$0				
Jobs Created/ Businesses Started	265	0	0				
New Technology Based Start Up Companies	25		0	Objective is to help create higher paying jobs with average salaries exceeding \$50,000.			
Existing Technology Based Job Growth	240		0	New high tech hires.			
Workshops/Training	Number in Attendance: 2250 Number of Events: 36	Number in Attendance: 834 Number of Events: 14	Number in Attendance: 1,135 Number of Events: 20				
Lexington Venture Club 5 Across	600	12	166	3	314	6	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B	200	2	150	1	150	1	Bench to Business UK Networking Event
Bluegrass Angels	350	10	106	3	169	5	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	1000	10	324	5	324	5	inteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Workshops	100	2	88	2	178	3	Workshops related to issues pertinent to high-tech start up companies.

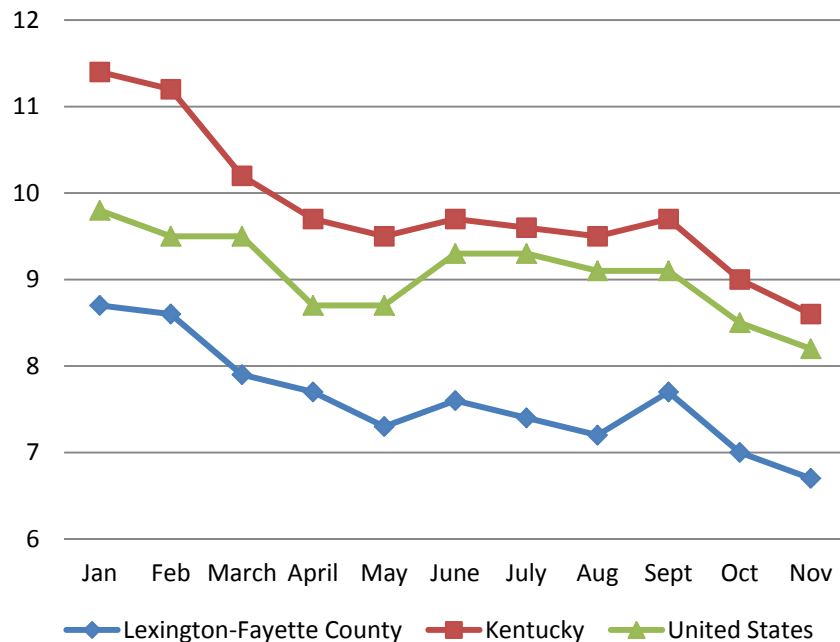
Small Business Development Center

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 2	YTD				
Clients Served	320	139	237				
Clients that had counseling services with the SBDC.	320	139	237	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.			
Funding Received	\$4,000,000	\$140,000	\$1,593,812				
Dollar amount and number of loans received or equity financing received	\$4,000,000	\$140,000	\$1,593,812				
Jobs Created/ Businesses Created	24	0	3				
Jobs created from counseling clients that started business	24		3	Businesses that are started as a result of SBDC counseling/consulting.			
Capital Investment	\$0	\$0	\$0				
			\$0				
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	400	48	67	8	84	11	
Customers that attended training conferences at the SBDC	400	48	67	8	84	11	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.

Lexington, KY Fact Sheet

2011 Unemployment Rate¹



¹Non-adjusted
Source: Kentucky Office of Employment and Training, 2011

	Lexington-Fayette County	Lexington-Fayette MSA	Lexington MSA
Median Age	33.8	35.2	Bourbon County Clark County Fayette County Jessamine County Scott County Woodford County
Population	295,803	472,099	

Source: US Census Bureau, 2010 ACS

Top Area Employers, 2011

Company	Employees	Industry
University of Kentucky	12,278	Education
Toyota Motor Manufacturing Kentucky	7,900	Manufacturing
Fayette Co. Public Schools	5,500	Education
Eastern Kentucky University	5,000	Education
St. Joseph Hospital	3,500	Health Care
Lexington-Fayette Urban County Gov't	3,300	Government
Lexmark International Inc	3,000	Manufacturing
ACS	2,700	Data Processing
Veterans Medical Center	1,800	Health Care
Lockheed Martin	1,800	Defense

Source: Commerce Lexington, KBIIS

25 years old and over with Bachelor's Degree or higher

2009	40.2%
2010	36.6%

Median Household Income

2009	\$46,385
2010	\$44,895

Median Per Capita Income

2009	\$27,652
2010	\$25,561

Source: US Census Bureau, 2009 & 2010 ACS



Commerce Lexington Inc ♦ 330 East Main Street ♦ Lexington, KY 40507 ♦ (859) 226-1620

Month	Year	Firm	Type	Product	County	City	Reported Investment	Direct	
								Maximum Planned Jobs	Average Yearly Wage
1	2010	SRC Holdings	New	Construction, Mining, and Compact	Fayette	Lexington	-	64	\$33,280
2	2010	ParaTechs Corp	Exp	Biotechnology R&D	Fayette	Lexington	\$120,000	7	\$55,000
2	2010	Connected Patients	New	Interactive Hospital Terminals	Fayette	Lexington	\$100,000	8	\$61,000
3	2010	Software Information Systems	Exp	IT and software consulting services	Fayette	Lexington	\$5,500,000	15	\$80,000
3	2010	USEF	New	Equine drug testing laboratory	Fayette	Lexington	\$1,527,000	12	\$47,516
3	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington	\$0	80	\$30,000
4	2010	Galmont Consulting	New	Software engineering and testing	Fayette	Lexington	\$1,300,000	90	\$45,760
5	2010	Sumitomo Electric Wiring Systems	Exp	Automotive electrical components	Fayette	Lexington		6	\$50,000
5	2010	FGX Septech	Exp	Dry coal processing	Fayette	Lexington	\$720,000	0	\$0
5	2010	ASC Incorporated	Exp	Specialty automotive components	Fayette	Lexington	\$600,000	10	\$30,846
6	2010	Tempur-Pedic	Exp	Headquarter Operations	Fayette	Lexington		18	
7	2010	Mountain Valley Recycling	Exp	Plastic Recycling	Franklin	Frankfort	\$9,280,040	275	\$34,000
7	2010	Martek Biosciences Corp	Exp	Food additives	Clark	Winchester	\$3,646,900	0	
8	2010	nGimat	New	Nanopowder Production	Fayette	Lexington	\$1,601,800	50	\$47,000
8	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington	\$7,315,000	200	\$25,000
9	2010	Vindico NanoBio Technologies	New	Nano & Bio Technology	Fayette	Lexington		5	\$60,000
9	2010	Orthopeutics	New	Injectable Spinal Devices	Fayette	Lexington	\$8,200,000	4	\$85,000
10	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington		250	\$20,800
10	2010	Illinois Tool Works Inc.	Exp	Auto Part Fasteners	Fayette	Lexington	\$1,174,000	10	\$42,000
10	2010	Escent Technologies	Exp	Technical Development of Chemica	Fayette	Lexington	\$500,000	13	\$52,000
11	2010	Tiffany & Co. Jewelers, Inc.	New	Jewelry Manufacturing	Fayette	Lexington	\$2,500,000	125	\$39,438
12	2010	Lexington Manufacturing Center	Exp	General Manufacturing	Fayette	Lexington	\$40,000	5	\$20,696
3	2011	Lockheed Martin	Exp	Logistics Support Services	Fayette	Lexington	\$26,000,000	224	\$39,574
3	2011	Babcock & Wilcox	New	Contract Support Services	Fayette	Lexington		15	\$60,000
3	2011	Exatherm	New	Medical Devices	Fayette	Lexington		3	\$70,000
3	2011	Allconnect.com	New	Customer Service and Sales Suppor	Fayette	Lexington	\$1,977,000	220	\$24,727
4	2011	Frogdice	Exp	Online gaming	Fayette	Lexington		7	\$49,000
4	2011	Transposagen	Exp	Biopharmaceuticals	Fayette	Lexington	\$900,000	21	\$49,000
4	2011	Tempur-Pedic	Exp	Headquarter Operations	Fayette	Lexington	\$16,997,000	65	\$72,500
6	2011	Neogen Corporation	Exp	Biotechnology	Fayette	Lexington	\$5,655,000	75	\$42,245
6	2011	Shatterbox LLC	Exp	Branding and new media design	Fayette	Lexington	\$926,000	15	\$60,008
7	2011	Ashland - Valvoline	Exp	R&D Laboratory	Fayette	Lexington	\$1,550,000	40	\$80,080
8	2011	GE Lighting	Exp	Energy Efficient Flood Lamps	Fayette	Lexington	\$7,250,000	36	\$34,320
8	2011	KY Spirit Health Plan	New	Call center for Medicaid benefits	Fayette	Lexington		250	\$30,000
9	2011	CMSText, LLC	Exp	Mobile Marketing Firm	Fayette	Lexington	\$4,389,975	135	\$39,603
12	2011	A & W Restaurants Inc.	New	Global Headquarters	Fayette	Lexington	\$1,890,000	30	\$72,800



Economic Impact Report by Fiscal Year

	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Indirect Jobs Created in Fayette Co.	Induced Jobs Created in Fayette Co.	Total LFUCG Revenue Generated	Total FCPS Revenue Generated	Total LFUCG Funding Received (yearly)	LFUCG Revenue per Dollar of Funding (yearly)	LFUCG & FCPS Revenue per Dollar of Funding (yearly)
FY2005 Q1	\$4,000,000	54	\$33,500	6	9	\$49,587	\$6,612			
FY2005 Q2	\$4,580,800	351	\$50,347	96	522	\$550,830	\$78,480			
FY2005 Q3	\$1,775,500	50	\$25,750	20	17	\$43,004	\$7,783			
FY2005 Q4	\$14,540,000	234	\$31,784	89	75	\$250,556	\$43,245			
FY2005 Totals	\$24,896,300	689	\$40,937	211	623	\$893,978	\$136,119	\$62,500	\$14.30	\$16.48
FY2006 Q1	\$14,025,000	511	\$42,915	119	189	\$604,614	\$132,400			
FY2006 Q2	\$30,729,617	107	\$36,702	25	34	\$134,438	\$57,135			
FY2006 Q3	\$22,114,900	163	\$53,544	34	49	\$232,206	\$103,819			
FY2006 Q4	\$963,000	40	\$52,500	18	16	\$55,187	\$7,358			
FY2006 Totals	\$67,832,517	821	\$44,553	196	288	\$1,026,445	\$300,712	\$195,000	\$5.26	\$6.81
FY2007 Q1	\$1,150,000	57	\$26,325	20	24	\$50,256	\$6,701			
FY2007 Q2	\$900,000	50	\$31,200	20	17	\$52,088	\$9,402			
FY2007 Q3	\$54,445,000	73	\$0	16	21	\$125,812	\$16,775			
FY2007 Q4	\$28,949,020	197	\$48,318	105	93	\$345,502	\$110,381			
FY2007 Totals	\$85,444,020	377	\$45,031	161	155	\$573,658	\$143,259	\$200,000	\$2.87	\$3.58
FY2008 Q1	\$47,191,000	115	\$37,322	31	16	\$50,347	\$53,931			
FY2008 Q2	\$40,231,493	536	\$35,489	51	103	\$628,401	\$208,508			
FY2008 Q3	\$80,899,308	392	\$39,031	55	90	\$490,226	\$140,289			
FY2008 Q4	\$2,000,000	0	\$0	0	0	\$7,218	\$11,880			
FY2008 Totals	\$170,321,801	1043	\$37,016	137	209	\$1,176,192	\$414,608	\$621,000	\$1.89	\$2.56
FY2009 Q1	\$16,500,000	108	\$31,244	46	29	\$112,668	\$17,606			
FY2009 Q2	\$5,011,529	26	\$20,703	5	6	\$15,989	\$8,727			
FY2009 Q3	\$85,632,194	232	\$48,529	45	59	\$338,529	\$45,307			
FY2009 Q4	\$37,860,000	335	\$31,979	64	110	\$337,314	\$83,837			
FY2009 Totals	\$145,003,723	701	\$36,995	160	204	\$804,500	\$155,477	\$513,000	\$1.57	\$1.87
FY2010 Q1	\$10,165,000	66	\$44,292	18	23	\$95,039	\$32,776			
FY2010 Q2	\$17,773,000	141	\$48,172	36	57	\$256,764	\$85,793			
FY2010 Q3	\$54,779,834	383	\$54,631	153	175	\$697,008	\$169,176			
FY2010 Q4	\$2,620,000	124	\$44,593	11	34	\$134,365	\$22,363			
FY2010 Totals	\$85,337,834	714	\$50,813	218	289	\$1,183,176	\$310,107	\$485,920	\$2.43	\$3.07
FY2011 Q1	\$30,043,740	534	\$32,472	227	103	\$736,965	\$132,717			
FY2011 Q2	\$4,214,000	403	\$27,855	59	82	\$344,161	\$54,558			
FY2011 Q3	\$93,461,484	613	\$40,752	151	166	\$799,036	\$168,022			
FY2011 Q4	\$17,897,000	183	\$55,481	42	49	\$403,572	\$164,802			
FY2011 Totals	\$145,616,224	1733	\$36,757	479	400	\$2,283,733	\$520,099	\$485,920	\$4.70	\$5.75
FY2012 Q1	\$13,189,975	461	\$37,495	192	170	\$549,352	\$84,763			
FY2012 Q2	\$1,890,000	30	\$72,800	9	11	\$61,346	\$8,696			
FY2012 Q3	\$0	0	#DIV/0!	0	0	\$0	\$0			
FY2012 Q4	\$0	0	#DIV/0!	0	0	\$0	\$0			
FY2012 Totals	\$15,079,975	491	\$39,652	201	181	\$610,698	\$93,459	\$496,000		
FY2005-2012 Total	\$739,532,394	6569	\$40,353	1763	2349	\$8,552,379	\$2,073,840	\$2,563,340	\$3.34	\$4.19

Notes:

LFUCG Funding totals include all monies received by Commerce Lexington for Economic Development, Workforce Development, Minority Business Development, as well as the Bluegrass Business Partnership. CL Airlines money is not included.

The Lexington Venture Club results were added into the totals in the following amounts:

Jan-07	\$35,445,000	67	\$61,700	16	21	\$125,812	\$16,775			
Jan-08	\$64,510,000	123	\$61,000	29	38	\$228,347	\$30,446			
Jan-09	\$68,932,194	132	\$65,000	31	41	\$261,125	\$34,817			
Jan-10	\$47,532,834	197	\$69,800	46	61	\$418,487	\$105,317			
Jan-11	\$65,484,484	154	\$63,485	36	48	\$297,545	\$39,673			

Founded in 2002, the Lexington Venture Club is proud to be a catalyst by which entrepreneurs, service providers, and investors can work together to develop a strong economy in Lexington.

Jobs Creation Worksheet

TOTAL FY2005-12												# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	
												10,176	\$32,317.77	\$328,865,594	\$7,399,476	\$2,563,340	\$2.89	
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)							Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals						
FY2012	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	823	\$29,291	\$24,106,519	\$542,397									823	\$29,291.03	\$24,106,519	\$542,397	\$124,000	\$4.37
Q2	50	\$54,361	\$2,718,042	\$61,156									50	\$54,360.84	\$2,718,042	\$61,156	\$124,000	\$0.49
Q3																		
Q4																		
Total	873	\$83,652	\$26,824,561	\$603,553			0	0	0	0			873	\$30,727	\$26,824,561	\$603,553		
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)							Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals						
FY2011	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	339	\$30,716	\$10,412,771	\$234,287			250	\$45,226	\$11,306,562	\$254,398			589	\$36,875	\$21,719,333	\$488,685	\$121,480	\$4.02
Q2	544	\$27,677	\$15,056,036	\$338,761			0	\$0	\$0	\$0			544	\$27,677	\$15,056,036	\$338,761	\$121,480	\$2.79
Q3	930	\$36,248	\$33,710,560	\$758,488			0	\$0	\$0	\$0			930	\$36,248	\$33,710,560	\$758,488	\$121,480	\$6.24
Q4	274	\$39,029	\$10,694,034	\$240,616			0	\$0	\$0	\$0			274	\$39,029	\$10,694,034	\$240,616	\$121,480	\$1.98
Total	2087	\$33,480	\$69,873,401	\$1,572,152			250	\$45,226	\$11,306,562	\$254,398			2337	\$34,737	\$81,179,963	\$1,826,549	\$485,920	\$3.76
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)							Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals						
FY2010	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	107	\$34,408	\$3,681,700	\$82,838			0	0	0	0			107	\$34,408	\$3,681,700	\$82,838	\$121,480	\$0.68
Q2	234	\$42,759	\$10,005,560	\$225,125			0	0	0	0			234	\$42,759	\$10,005,560	\$225,125	\$121,480	\$1.85
Q3	711	\$42,438	\$30,173,093	\$678,895			0	0	0	0			711	\$42,438	\$30,173,093	\$678,895	\$121,480	\$5.59
Q4	169	\$34,603	\$5,847,848	\$131,577			0	0	0	0			169	\$34,603	\$5,847,848	\$131,577	\$121,480	\$1.08
Total	1221	\$41,320	\$49,708,201	\$1,118,435			0	0	0	0			1221	\$41,320	\$49,708,201	\$1,118,435	\$485,920	\$2.30
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)							Companies Outside Fayette County (Indirect and Induced Jobs Only)					Totals						
FY2009	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	183	\$27,132	\$4,965,153	\$111,716			0	0	0	0			183	\$27,132	\$4,965,153	\$111,716	\$128,250	\$0.87
Q2	37	\$18,412	\$625,993	\$14,085			0	0	0	0			37	\$18,412	\$625,993	\$14,085	\$128,250	\$0.11

Q3	336	\$113,962	\$15,042,954	\$338,466			0	0	0	0			336	\$113,962	\$15,042,954	\$338,466	\$128,250	\$2.64
Q4	509	\$27,135	\$13,811,850	\$310,767			0	0	0	0			509	\$27,135	\$13,811,850	\$310,767	\$128,250	\$2.42
Total	1065	\$40,147	\$34,445,950	\$775,034			0	0	0	0			1065	\$40,147	\$34,445,950	\$775,034	\$513,000	\$1.51

FY2008	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	0	\$0	\$0	\$0			47	\$18,088	\$850,156	\$19,129			47	\$18,088	\$850,156	\$19,129	\$155,250	\$0.12
Q2	690	\$35,165	\$24,264,155	\$545,943			0	\$0	\$0	\$0			690	\$35,165	\$24,264,155	\$545,943	\$155,250	\$3.52
Q3	537	\$56,937	\$7,908,961	\$177,952			0	\$0	\$0	\$0			537	\$56,937	\$7,908,961	\$177,952	\$155,250	\$1.15
Q4	0	\$0	\$0	\$0			0	\$0	\$0	\$0			0	\$0	\$0	\$0	\$155,250	\$0.00
Total	1227	\$42,408	\$32,173,116	\$723,895			47	\$18,088	\$850,156	\$19,129			1274	\$27,611	\$33,023,272	\$743,024	\$621,000	\$1.20

FY2007	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	101	\$22,115	\$2,233,578	\$50,256			0	\$0	\$0	\$0			101	\$22,115	\$2,233,578	\$50,256	\$50,000	\$1.01
Q2	87	\$25,780	\$2,242,839	\$50,464			0	\$0	\$0	\$0			87	\$25,780	\$2,242,839	\$50,464	\$50,000	\$1.01
Q3	110	\$50,833	\$5,591,624	\$125,812			0	\$0	\$0	\$0			110	\$50,833	\$5,591,624	\$125,812	\$50,000	\$2.52
Q4	395	\$34,315	\$13,485,963	\$303,434			0	\$0	\$0	\$0			395	\$34,315	\$13,485,963	\$303,434	\$50,000	\$6.07
Total	693	\$40,540	\$23,554,004	\$529,965			0	\$0	\$0	\$0			693	\$40,540	\$23,554,004	\$529,965	\$200,000	\$2.65

FY2006	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	747	\$33,677	\$25,156,942	\$566,031			0	\$0	\$0	\$0			747	\$33,677	\$25,156,942	\$566,031	\$48,750	\$11.61
Q2	166	\$31,307	\$4,977,803	\$112,001			0	\$0	\$0	\$0			166	\$31,307	\$4,977,803	\$112,001	\$48,750	\$2.30
Q3	196	\$46,419	\$7,984,084	\$179,642			7	\$32,401	\$226,810	\$5,103			203	\$45,871	\$8,210,894	\$184,745	\$48,750	\$3.79
Q4	74	\$37,163	\$2,452,748	\$55,187			0	\$0	\$0	\$0			74	\$37,163	\$2,452,748	\$55,187	\$48,750	\$1.13
Total	1183	\$34,736	\$40,571,577	\$912,860			7	\$32,401	\$226,810	\$5,103			1190	\$37,293	\$40,798,387	\$917,964	\$195,000	\$4.71

FY2005	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	69	\$31,940	\$2,203,877	\$49,587			0	\$0	\$0	\$0			69	\$31,940	\$2,203,877	\$49,587	\$15,625	\$3.17
Q2	969	\$25,179	\$24,398,863	\$548,974			0	\$0	\$0	\$0			969	\$25,179	\$24,398,863	\$548,974	\$15,625	\$35.13
Q3	87	\$21,277	\$1,851,091	\$41,650			0	\$0	\$0	\$0			87	\$21,277	\$1,851,091	\$41,650	\$15,625	\$2.67
Q4	398	\$27,330	\$10,877,425	\$244,742			0	\$0	\$0	\$0			398	\$27,330	\$10,877,425	\$244,742	\$15,625	\$15.66
Total	1523	\$25,825	\$39,331,256	\$884,953			0	\$0	\$0	\$0			1523	\$25,825	\$39,331,256	\$884,953	\$62,500	\$14.16



Requests for confidential individual project economic impact sheets can be made at

Commerce Lexington
330 East Main Street
Suite 205
Lexington, KY 40507

Please contact Gina Greathouse at (859)226-1623 for more information.