Commerce Lexington
The Greater Lexington Chamber of Commerce, Inc.

MEMORANDUM

DATE: October 10th, 2013

TO: Mayor Jim Gray
Lexington Fayette Urban County Council

FROM: Gina Greathouse, Senior Vice President – Economic Development
Commerce Lexington Inc.

SUBJECT: Quarterly Report – First Quarter 2014

General Overview of Project Activity:

Last quarter we reported a bit of a slowdown in project activity, a dry spell if you will. It is typical during the late summer months for our team to experience a lag in new project activity. Good news! Since the beginning of September we have seen a major influx of new projects and RFIs. We even had four client site visits in less than 48 hours, unprecedented for our team.

Economic Development Simulation

During our slow period, we used the time to educate and inform. Thank you for your participation and that of your staffs at the economic development simulation. I hope you all enjoyed it and had a good chance to network with our team and board members and took the time to tour BCTC's new campus.

IAMC

Kimberly Rossetti was on the road again in September. She represented Lexington at the International Asset Management Council (IAMC) Fall Forum. The member only organization brings together corporations, site selection consultants and economic development professionals for an education and networking event. IAMC offers a great one on one opportunity for CLX to market our region to end-users as well as the consultants who represent major corporations.

Business Education Network – Billie Peavler

Billie Peavler has been named the new Executive Director of the Business & Education Network (BEN). Before coming to Commerce Lexington, Billie spent 24 years with Toyota Motor Manufacturing KY and TEMA. Along with a strong manufacturing background, Billie is also skilled in strategic planning, training systems development, workforce skill improvement, project management and diversity & inclusion initiatives. Billie is a Midway College graduate and holds a BA in Organizational Management & Leadership. She resides in Lexington with her son, Garrett.

In her first month, Billie has spent her time learning about Commerce Lexington operations, meeting with the BEN board members, meeting community leaders and further educating herself on current Bluegrass Workforce Investment Board activities. She is excited to be a part of Commerce Lexington, and hopes to help BEN find its niche in the world of education and workforce development. Please feel free to contact Billie if you have any suggestions or need assistance at 859-226-1604 or at bpeavler@commercelexington.com.

New Unit of Measurement

Commerce Lexington Inc. is now measuring the median wage of jobs created by each project. While we will continue to measure the average wage, we hope providing the median wage will remove outlier salaries, be they high or low. By documenting the median wage, council can better understand the types of jobs Commerce Lexington is helping to create.

Awards

Commerce Lexington Inc. and the Bluegrass Business Development Partnership (BBDP) received two awards from the International Economic Development Council (IEDC) for two of our economic development programs. We won a bronze award in the Special Event category for our event last December: Art of the Deal- Why Bingham Chose Lexington for its Global Services Center. The Bluegrass Business Development Partnership won a bronze award in the Technology-Based Economic Development category for our SBIR/STTR Rent Subsidy Incentive Program. The BBDP described the uniqueness and innovative program for our city attracting high-tech companies to Lexington. Congrats to the economic development team on the awards!

As required by our Purchase of Service Agreement, attached is Commerce Lexington's Quarterly Report for the first quarter of FY 2013-2014. On behalf of the entire Commerce Lexington Board of Directors and the staff of our economic development division, thank you again for support of the team both financial and otherwise.

Also, thank you for your commitment to the Bluegrass Business Development Partnership. Your financial backing is critical to our team. The overall support you give to our clients and activities is also greatly appreciated. Thank you for attending the ribbon cuttings and announcements as your schedule permits.

Included is:

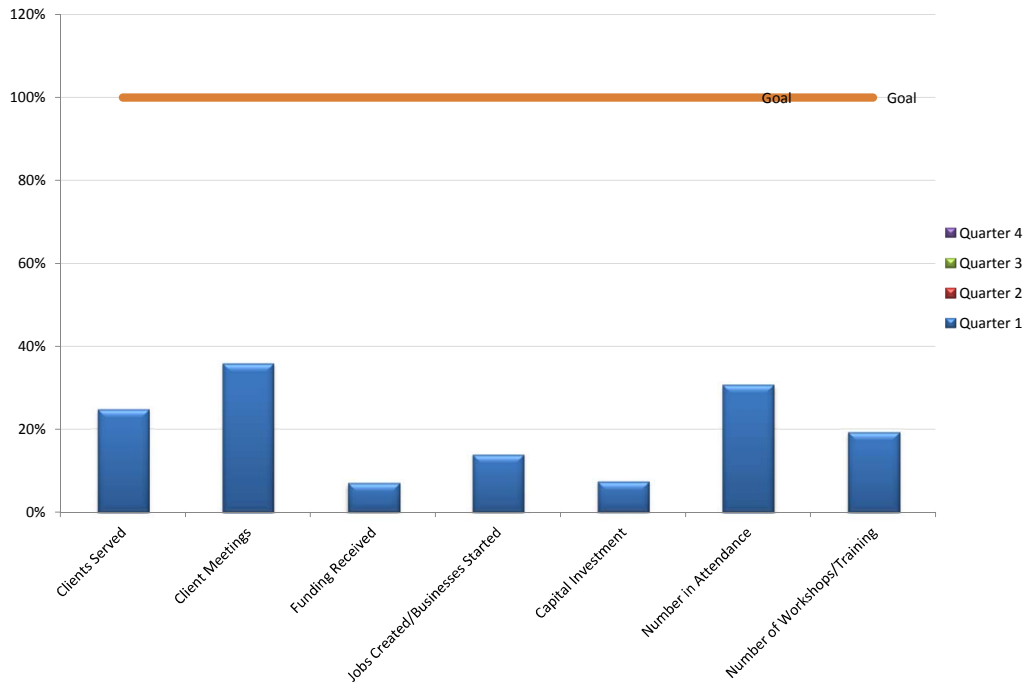
1. Quarterly Metrics
2. Economic Impact Report
3. New & Expanding Industries Report
4. Press releases
5. New BBDP Brochure

Cc; Danny Murphy, 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

Bluegrass Business Development Partnership

Fiscal Year 2013-2014

	2013-2014 Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership							
Clients Served	1,515	25%	374	0	0	0	374
Client Meetings	355	36%	127	0	0	0	127
Funding Received	$78,550,000	7%	$5,405,042	$ -	$ -	$ -	$5,405,042
Jobs Created/Businesses Started	1,301	14%	178	0	0	0	178
Capital Investment	$75,000,000	7%	$5,367,505	$ -	$ -	$ -	$5,367,505
Workshops/Training							
Number in Attendance	6,280	31%	1,927	-	-	-	1,927
Number of Workshops/Training	104	19%	20	0	0	0	20



Bluegrass Business Development Partnership

	2013-2014 Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Economic Development							
Clients Served	300	28%	85				85
Client Meetings	355	36%	127				127
Funding Received	$ 15,000,000	16%	$2,466,000				$2,466,000
Jobs Created/Businesses Started	1,000	16%	162				162
Capital Investment	$ 75,000,000	7%	$5,367,505				$5,367,505
Workshops/Training							0
Number in Attendance	1,245	44%	545				545
Number of Workshops/Training	27	30%	8				8
Workforce Development							0
Clients Served	*445*						0
Workshops/Training							0
Number in Attendance	-						0
Number of Workshops/Training	-						0
Minority Business Development							0
Clients Served	*160*	33%	53				53
Funding Received	*$ 550,000*	50%	277,000				$277,000
Jobs Created/Businesses Started	*12*	75%	9				9
Capital Investment	$ -						0
Procurement	*$ 550,000*	636%	3,500,000				$3,500,000
Workshops/Training							0
Number in Attendance	*4,285*	28%	1,185				1,185
Number of Workshops/Training	*15*	27%	4				4
Innovation and Commercialization							0
Clients Served	*260*	28%	73				73
Funding Received	*$ 60,000,000*						0
Jobs Created/Businesses Started	*265*						0
Capital Investment	$ -						$0
Workshops/Training							0
Number in Attendance	*2,050*	28%	576				576
Number of Workshops/Training	*36*	31%	11				11
Small Business Development Center							0
Clients Served	*400*	42%	168				168
Funding Received	*$ 3,000,000*	89%	2,662,042				$2,662,042
Jobs Created/Businesses Started	*24*	29%	7				7
Capital Investment	$ -						$0
Workshops/Training							0
Number in Attendance	*500*	23%	116				116
Number of Workshops/Training	*50*	6%	3				3
Duplicates (Office Use Only)							
Clients Served	*100*		10				
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
Number in Attendance	*3600*		990				
Number of Workshops/Training	*48*		12				

Economic Development
Fiscal Year 2013-2014

	2013-2014 Goal		Quarter 1		YTD		
Clients Served	300		85		**85**		
Prospects	140		41		41		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		43		43		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	10		1		1		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	355		127		127		
Client Meetings	270		105		105		Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.
Site Visits	35		8		8		Clients that visit Lexington
Economic Development Partner Meetings	50		14		14		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.
Funding Received	$15,000,000		$2,466,000		2,466,000		
	$15,000,000		$2,466,000		$2,466,000		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.
Jobs Created/ Businesses Started	1000		162		162		
Jobs Created	1000		162		162		Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.
Capital Investment	$75,000,000		$5,367,505		$5,367,505		
Capital Investment	$75,000,000		$5,367,505		$5,367,505		Expenditure in real estate, building renovations, equipment
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	**Number in Attendance**	**Number of Events**	
Workshops/Training	1245	27	545	8	**545**	**8**	
Lexington Venture Club 5 Across	600	12	229	3	229	3	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. 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. 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time $500 prize to the winning pitch
Geeks Night Out	200	4	100	1	100	1	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	29	1	29	1	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.
C3	40	2	18	1	18	1	Consortium of call centers and back office operations
Bluegrass Bio	30	2	3	0	3	0	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.
Partnered Activities	300	5	166	2	166	2	Sponsorship or collaboration on various events including RunJumpDev, Shift, and Start-up Advantage. tIn2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Mobile Conference SBIR/STTR Workshops See ICC tab.

Business & Education Network

Fiscal Year 2013-2014

	2013-2014 Goal	Quarter 1	YTD	
Clients Served	445	0	**0**	
Entrepreneur Leadership Institute Participation	50	0	0	Number of applications, students and business/organizations 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 ELI.
Lexmark Teacher Institute Educator Partipation	75	0	0	Number of applications, teachers, and business/organizations 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. 67 applications received. 48 teachers participated. Held July 26-30, 2010. 35-40 business/higher education participants.
Business & Education Network	100	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"	20	0	0	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. 8 students, 8 companies.
College Connections	200	0	0	Strengthen connectivity with area college students to communicate internship/career opportunities, targeted/growing industries and overall workforce development needs of regional businesses.

Minority Business Development
Fiscal Year 2013-2014

	2013-2014 Goal	Quarter 1	YTD	
Clients Served	160	53	**53**	
Minority	75	28	28	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	50	11	11	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.
Female	35	14	14	
Funding Received	$550,000	$277,000	**$277,000**	
ACCE$$ Loan Program	$550,000	$277,000	$277,000	The Acce$$ 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.
Jobs Created/ Businesses Created	12	9	**9**	
	12	9	9	
Capital Investment	$0	$0	$0	
		$0	$0	
Procurement	$550,000	$3,500,000	$3,500,000	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**	
Workshops/Training	4285	15	1,185	4	**1,185**	**4**	
Toyota Opportunity Exchange	3000	1			0	0	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	150	2			0	0	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSDC/CLX Seminar	45	3	14	1	14	1	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1	802	1	802	1	Sponsored annual event.
TSMSDC 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			0	0	Assist business owners in rebuilding credit
TSMSDC Business Opportunity Fair	100	1	358	1	358	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	11	1	11	1	Events to assist high-growth entrepreneurs in Accelerator Program

THE OFFICE FOR COMMERCIALIZATION & ECONOMIC DEVELOPMENT
UNIVERSITY OF KENTUCKY

Innovation and Commercialization

Fiscal Year 2013-2014

	2013-2014 Goal	Quarter 1	YTD	
Clients Served	260	73	**73**	
New Clients	35	12	12	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	61	61	
Funding Received	$60,000,000	$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 enterpriese funds, forgiveable 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.

	Number in Attendance	Number of Events	Number in Attendance	Number of Events	**Number in Attendance**	**Number of Events**	
Workshops/Training	2050	36	576	11	**576**	**11**	
Lexington Venture Club 5 Across	600	12	229	3	229	3	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
Bluegrass Angels	250	10	114	3	114	3	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	233	5	233	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	200	4	0	0	0	0	Workshops related to issues pertinent to high-tech start up companies.

KENTUCKY SMALL BUSINESS DEVELOPMENT CENTER
Planning ▪ Consulting ▪ Training

Small Business Development Center

Fiscal Year 2013-2014

	2013-2014 Goal	Quarter 1	YTD	
Clients Served	400	168	**168**	
Clients that had counseling services with the SBDC.	400	168	168	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	$3,000,000	$2,662,042	**$2,662,042**	
Dollar amount and number of loans received or equity financing received	$3,000,000	$2,662,042	$2,662,042	
Jobs Created/ Businesses Created	24	7	**7**	
Jobs created from counseling clients that started business	24	7	7	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	500	50	116	3	**116**	**3**	
Customers that attended training conferences at the SBDC	500	50	116	3	116	3	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.

Economic Impact Report by Fiscal Year

	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Median 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	$526,590	$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**	**$2,073,358**	**$520,099**	**$485,920**	**$4.27**	**$5.32**
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	$87,393,852	319	$55,458		89	93	$496,993	$91,545			
FY2012 Q4	$62,167,942	806	$43,124		190	111	$391,176	$92,108			
FY2012 Totals	**$164,641,769**	**1616**	**$44,581**		**480**	**385**	**$1,498,867**	**$277,112**	**$496,000**	**$3.02**	**$3.72**
FY2013 Q1	$35,331,138	348	$53,688		74	86	$586,089	$128,924			
FY2013 Q2	$16,547,426	129	$50,170		66	64	$223,209	$72,528			
FY2013 Q3	$129,878,286	294	$58,805		63	110	$616,784	$178,399			
FY2013 Q4	$551,468,435	950	$45,000		929	511	$542,296	$123,121			
FY2013 Totals	**$733,225,285**	**1,721**	**$45,000**		**1,132**	**771**	**$1,968,379**	**$502,970**	**$457,000**	**$4.31**	**$5.41**
FY2014 Q1	$5,367,505	162	$64,043	$70,000	38	50	$317,905	$48,227			
FY2014 Totals	**$5,367,505**	**162**	**$64,043**	**$70,000**	**38**	**50**	**$317,905**	**$48,227**	**$457,000**	**$0.70**	**$0.80**
FY2005-2014 Total	**$1,627,686,978**	**9,577**	**$42,359**	**$70,000**	**3,212**	**3,374**	**$11,516,457**	**$2,808,691**	**$3,973,340**	**$2.90**	**$3.62**

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			
Feb-12	$69,858,852	182	$65,651		43	56	$363,641	$48,486			
Jan-13	$83,870,192	201	$66,558		54	90	$395,835	$52,778			

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.

Month	Year	Firm	Type	Product	County	Reported Investment	Direct Maximum Planned	Average Yearly Wage	Median Yearly Wage
1	2010	SRC Holdings	New	Construction, Mining, and Compact Construction equipment	Fayette	-	64	$33,280	
2	2010	ParaTechs Corp	Exp	Biotechnology R&D	Fayette	$120,000	7	$55,000	
2	2010	Connected Patients	New	Interactive Hospital Terminals	Fayette	$100,000	8	$61,000	
3	2010	Software Information Systems	Exp	IT and software consulting services, Data center	Fayette	$5,500,000	15	$80,000	
3	2010	USEF	New	Equine drug testing laboratory	Fayette	$1,527,000	12	$47,516	
3	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	$0	80	$30,000	
4	2010	Galmont Consulting	New	Software engineering and testing	Fayette	$1,300,000	90	$45,760	
5	2010	Sumitomo Electric Wiring Systems	Exp	Automotive electrical components	Fayette		6	$50,000	
5	2010	FGX Septech	Exp	Dry coal processing	Fayette	$720,000	0	$0	
5	2010	ASC Incorporated	Exp	Specialty automotive components	Fayette	$600,000	10	$30,846	
6	2010	Tempur-Pedic	Exp	Headquarter Operations	Fayette		18		
7	2010	Mountain Valley Recycling	Exp	Plastic Recycling	Franklin	$9,280,040	275	$34,000	
7	2010	Martek Biosciences Corp	Exp	Food additives	Clark	$3,646,900	0		
8	2010	nGimat	New	Nanopowder Production	Fayette	$1,601,800	50	$47,000	
8	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	$7,315,000	200	$25,000	
9	2010	Vindico NanoBio Technologies	New	Nano & Bio Technology	Fayette		5	$60,000	
9	2010	Orthopeutics	New	Injectable Spinal Devices	Fayette	$8,200,000	4	$85,000	
10	2010	ACS	Exp	Outsourcing, Technical Support	Fayette		250	$20,800	
10	2010	Illinois Tool Works Inc.	Exp	Auto Part Fasteners	Fayette	$1,174,000	10	$42,000	
10	2010	Escent Technologies	Exp	Technical Development of Chemical Markers	Fayette	$500,000	13	$52,000	
11	2010	Tiffany & Co. Jewelers, Inc.	New	Jewelry Manufacturing	Fayette	$2,500,000	125	$39,438	
12	2010	Lexington Manufacturing Center	Exp	General Manufacturing	Fayette	$40,000	5	$20,696	
3	2011	Lockheed Martin	Exp	Logistics Support Services	Fayette	$26,000,000	224	$39,574	
3	2011	Babcock & Wilcox	New	Contract Support Services	Fayette		15	$60,000	
3	2011	Exatherm	New	Medical Devices	Fayette		3	$70,000	
3	2011	Allconnect.com	New	Customer Service and Sales Support	Fayette	$1,977,000	220	$24,727	
4	2011	Frogdice	Exp	Online gaming	Fayette		7	$49,000	
4	2011	Transposagen	Exp	Biopharmacueticals	Fayette	$900,000	21	$49,000	
4	2011	Tempur-Pedic	Exp	Headquarter Operations	Fayette	$16,997,000	65	$72,500	
6	2011	Neogen Corporation	Exp	Biotechnology	Fayette	$5,655,000	75	$42,245	
6	2011	Shatterbox LLC	Exp	Branding and new media design	Fayette	$926,000	15	$60,008	
7	2011	Ashland - Valvoline	Exp	R&D Laboratory	Fayette	$1,550,000	40	$80,080	
8	2011	GE Lighting	Exp	Energy Efficient Flood Lamps	Fayette	$7,250,000	36	$34,320	
8	2011	KY Spirit Health Plan	New	Call Center for medicaid benefits	Fayette		250	$30,000	
9	2011	CMSText, LLC	Exp	Mobile Marketing Firm	Fayette	$4,389,975	135	$39,603	
12	2011	A & W Restaurants Inc.	New	Global Headquarters	Fayette	$1,890,000	30	$72,800	
1	2012	SMC LLC	New	Electronic Manufacturing Services	Jessamine	$1,880,000	94	$27,400	
2	2012	Lexington Venture Club		Entrepreneurial Companies	Fayette	$69,858,852	185	$65,651	
2	2012	Triton Container International, Inc.	New	IT and Software Development Center	Fayette	$375,000	18	$94,000	
3	2012	Lexmark International	Exp	Printer R & D	Fayette	$20,000,000			
3	2012	KD Analytical Consulting, Inc.	Exp	CBRNE First Responder Support	Fayette	$897,800	15	$52,000	
3	2012	CirrusMio, Inc.	New	Cloud-based solutions for public sector	Fayette	$200,000	10	$69,500	
4	2012	Toyota Motor Manufacturing Kentucky	Exp	North American Production Support Center	Scott	$31,900,000	86	$65,000	
5	2012	Amazon.com	New	Kindle Tech Support	Clark	$20,700,000	550	$32,531	
5	2012	Big Ass Fans	Exp	Large industrial fans	Fayette	$8,000,000	150	$45,011	
6	2012	Xact Communications	New	Telecom services HQ	Fayette	$1,567,942	20	$69,014	
8	2012	PremierTox	Exp	Drug screening and confirmations	Fayette	$250,000	25	$42,500	
8	2012	Nitto Denko	Exp	Automotive supplies manufacturing	Fayette	$2,492,040	23	$27,000	
9	2012	Bingham McCutchen LLP	New	Global Service Center	Fayette	$22,589,098	250	$60,000	
9	2012	Birtley	New	Coal processing equipment	Fayette	$10,000,000	50	$40,000	
10	2012	Allylix Inc.	Exp	using fermentation processes	Fayette	$1,631,000	14	$53,206	
10	2012	Webasto Roof Systems Inc.	Exp	Sunroof systems mfg	Fayette	$10,009,426	65	$35,000	
11	2012	Biomedical Development Corporation	New	Healthcare technologies	Fayette	$450,000	6	$52,000	
11	2012	TeleHealth Holdings, LLC	New	Health status monitoring systems	Fayette	$2,455,000	35	$72,800	
11	2012	Minerva Systems & Technologies	New	Software design and development	Fayette	$525,000	2	$120,000	
11	2012	Invenio Therapeutics Inc.	New	Biopharmacueticals	Fayette	$1,200,000	3	$60,000	
11	2012	Innovative Energy Solutions	New	Energy technology for coal industry	Fayette	$277,000	4	$43,000	
1	2013	Lexington Venture Club		Entrepreneurial Companies	Fayette	$83,870,182	201	$66,558	
2	2013	Total Quality Logistics	Exp	Freight brokerage firm	Fayette	$1,756,503	75	$41,496	
2	2013	J.M. Smucker LLC	Retention	Jif peanut butter mfg	Fayette	$43,700,000			
3	2013	Hummingbird Nano	Exp	Ultra-small, precision molded components	Fayette	$551, 591	18	$44,345	
4	2013	Tiffany & Co. Jewelers, Inc.	Exp	Jewelry Manufacturing	Fayette	$2,000,000	75	$39,500	
4	2013	Kentucky	Exp	Lexus line of vehicles	Scott	$531,200,000	750	$37,440	
5	2013	YS Precision Stamping	New	Stamping for auto industry	Scott	$9,950,000	100	$41,329	
6	2013	Alliance Coal	Exp	Regional Headquarters	Fayette	$8,318,435	25	$65,000	
9	2013	NOHMs Technologies	New	R&D for Lithium-ion Batteries	Fayette	$5,367,505	162	$64,043	$70,000

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.

Commonwealth of Kentucky
Office of the Governor

FOR IMMEDIATE RELEASE

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Gov. Beshear Announces Lithium-Ion Battery Facility NOHMs to Locate R&D, Business Operations in Lexington

NOHMs to utilize KY-Argonne facility; will create up to 162 jobs

LEXINGTON, Ky. (Sept. 4, 2013) – Further solidifying Kentucky's emerging role in the development of next generation batteries, Gov. Steve Beshear today announced NOHMs Technologies Inc. has chosen Lexington to locate R&D, product development, business operations and a state-of-the-art research, manufacturing and product development facility for military, cell phone and electric vehicle lithium-ion batteries.

The company, which plans to create up to 162 jobs and invest more than $5.3 million in the project, will utilize the Kentucky-Argonne Battery Manufacturing Research and Development Center and the University of Kentucky's Spindletop Administration Building.

"This is an exciting day for Kentucky and for Lexington," said Gov. Beshear. "We are talking about 162 high-quality jobs and an investment of more than $5.3 million in the Commonwealth by an innovative company with an eye to the future, especially in a crucial field where economics, energy and the environment intersect. With this type of technology, NOHMs and Kentucky-Argonne are helping Kentucky lead the charge in advancing the future energy and economic security of the United States."

Founded in October 2010, NOHMs Technologies has developed a battery that is based on lithium-sulfur chemistry. The company's vision is to commercialize lithium-sulfur battery technology that will revolutionize vehicle markets, including everything from spacecraft to

electric automobiles. The company believes its lithium-sulfur batteries can deliver enough energy at a cost low enough to allow mass commercialization of electric vehicles.

“We are thrilled to now be a member of the Kentucky business community,” said Nathan Ball, CEO of NOHMs. “This move will enable our company to take the next step fully to develop and commercialize our products across a variety of markets. We chose Kentucky because of the state’s reputation for manufacturing and a talented workforce, strong support from the state for the battery and automotive industry and the facilities at KY-Argonne. The capabilities that exist here and that are being installed as the center continues to grow are unparalleled in this country outside of a big company or a national lab. We also benefit from a close relationship with the University of Kentucky’s Center for Applied Energy Research, which has a long history in developing technology across many energy sectors.”

In August of last year, Gov. Beshear cut the ribbon on the Kentucky-Argonne Center that is a partnership between the Commonwealth of Kentucky, University of Kentucky, University of Louisville and Argonne National Laboratory, a leader in basic battery research. During the past year, joint research projects have been developed with several major automotive manufacturers, including Ford, Hitachi and Toyota.

“NOHMs represents precisely the kind of company Gov. Beshear envisioned as he created the Kentucky-Argonne Center,” said Dr. Tony Hancock, executive director of the Kentucky Argonne Center. “NOHMs has a game-changing technology in the battery industry, and by using the world-class facilities and equipment at Kentucky-Argonne, NOHMs will be able to produce prototype quantities for testing this new technology. We are actively recruiting other companies such as NOHMs to move to Kentucky, use this facility and help make Kentucky the center for battery technology.”

“Today celebrates new opportunities reached through partnership,” said University of Kentucky President Eli Capilouto. “This announcement exemplifies the incredible possibilities unleashed when human capital, space and expertise combine with state and local entities to attract a new company, new technology and high-wage jobs to central Kentucky. It also underscores the importance of federal and state research and development support to pioneer innovations that transform industry and fuel economic growth.”

To encourage the investment and job creation in Lexington, the Kentucky Economic Development Finance Authority preliminarily approved the company for tax incentives up to $2.1 million through the Kentucky Business Investment program. The performance-based incentive allows a company to keep a portion of its investment over the term of the agreement through corporate income tax credits and wage assessments by meeting job and investment targets.

“I am pleased to welcome NOHMs Technologies to Lexington. The Bluegrass Region will be a good fit, and our skilled workforce and location will more than meet the needs of the manufacturing development facility,” said Sen. Julian M. Carroll, of Frankfort. “Our new corporate friend will join our already established and growing industry in stimulating the economy of the Commonwealth of Kentucky. I look forward to many years of partnering with NOHMs and wish them much success.”

"Since Toyota first announced they were calling Georgetown home for production of the Camry, Kentucky has been a global leader in the automotive and auto component manufacturing industry," said Rep. Ryan Quarles, of Georgetown. "NOHMs Technology's decision to bring its facility to Lexington is a sign that the Commonwealth will remain a leader in the auto industry, even as we work toward putting high-quality electric vehicles on our nation's highways."

NOHMs was also a recipient of the Bluegrass Business Development Partnership's Rent Subsidy Program. The program is designed to recruit emerging technological companies and provide a rent subsidy up to $10,000 the first year in Lexington. The program is available to companies who have received a Small Business Innovation Research matching grant from the Commonwealth of Kentucky, which NOHMs did earlier this year.

"Bringing NOHMs Technologies and 162 good jobs here is a vote of confidence for Lexington among research companies and green energy companies," Lexington Mayor Jim Gray said.

"The Bluegrass Business Development Partnership is delighted about NOHMs Technologies' decision to locate in Lexington," said Bob Quick, president and CEO of Commerce Lexington Inc. "Clean, renewable energy is one of Lexington's targeted industries, and we are happy there are many resources available to NOHMs in this field. We are excited to see NOHMs join this growing niche industry in our region."

For more information on NOHMs, visit www.nohms.com.

Information on Kentucky's economic development efforts and programs is available at www.ThinkKentucky.com. Fans of the Cabinet for Economic Development can also join the discussion on Facebook or follow on Twitter. Watch the Cabinet's "This is My Kentucky" video on YouTube.

A detailed community profile for Lexington (Fayette County) can be viewed here.

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Follow Governor Beshear on Twitter @Govstevebeshear, read the Governor's personal notes on his blog at http://governor.ky.gov/blog, and view his video commentaries at http://www.youtube.com/governorbeshear.

October 4, 2013

To: Local Media Outlets

From: Mark Turner
Commerce Lexington Inc.
330 East Main Street, Suite 100
Lexington, KY 40507
Phone: (859) 226-1606

Peavler Hired to Lead Business and Education Network

[Lexington, KY] – **Billie Peavler** has been named the new Executive Director of the Business & Education Network (BEN), a subsidiary of Commerce Lexington Inc. that is charged with assisting efforts to close the workforce skills gap in the Central Kentucky Region.

Before coming to Commerce Lexington Inc., Peavler spent 24 years with Toyota Motor Manufacturing, Kentucky, Inc. Along with her manufacturing background, she brings with her a wide range of skills and experience, including strategic planning, training systems development, workforce skill improvement, diversity & inclusion initiatives and project management. Billie is also certified in ADKAR Change Management.

Business and Education Network Board Chair James Hardin, Coordinator of Career and Technical Education for Fayette County Public Schools, said, "Throughout the selection process, the BEN Board sought a person with special qualities that could truly bring the work environment and the educational institutions together, creating a pipeline of talent to fill the vacancies of our workforce today and tomorrow. Billie brings those essential skills to BEN, and with her leadership and energy, our network can proceed vigorously into the competitive global environment."

Board Chair-Elect Danette Wilder, Owner of SealingLife Technology, added, "We're so pleased to have Billie on board with BEN. The board agreed unanimously that she is a great fit for our organization. She comes well-equipped with a background in human resources, diversity and inclusion, manufacturing, process and quality. Billie will be a great facilitator and team contributor as we work to identify BEN's role with other community workforce development efforts."

Billie is a graduate of Midway College and holds a Bachelor of Arts degree in Organizational Management & Leadership. In her spare time, she enjoys various sporting events and reading. Billie resides in Lexington with her son, Garrett.

Contact Billie Peavler at (859) 226-1604 or bpeavler@commercelexington.com.

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Commerce Lexington Inc.
Economic Development

Part of the Bluegrass Business Development Partnership

An Award Winning Collaboration of:

Commerce Lexington
ECONOMIC DEVELOPMENT

LEXINGTON FAYETTE URBAN COUNTY GOVERNMENT
KENTUCKY 1775

KENTUCKY SMALL BUSINESS DEVELOPMENT CENTER
Planning ▪ Consulting ▪ Training

UK
UNIVERSITY OF KENTUCKY

2013

Our Focus

Commerce Lexington Inc.'s economic development strategy focuses on three core economic development efforts

- Business Retention and Expansion
- Business Attraction
- Entrepreneurial Development

The aim of these three efforts is to create new primary jobs that increase the per capita income, increase the amount of income entering our community, and create greater capital investment in our region. In parallel with these efforts, Commerce Lexington Inc. also implements community development strategies supporting minority business and workforce development. Commerce Lexington Inc. approaches these strategies with a regional perspective, concentrating our energies on Lexington and its surrounding counties.

Regionalism is a key focus of Commerce Lexington Inc.'s overall endeavors. Our economic development efforts are centered on Lexington, the surrounding counties, and Frankfort as our state capital. Commerce Lexington Inc.'s economic development team coordinates meetings of the Bluegrass Alliance, a regional economic development team committed to advancing the central Kentucky area. The group is comprised of economic development professionals from the communities and utility companies, as well as members from the University of Kentucky. The group meets to exchange ideas, network, and build relationships.

Local Business Retention and Expansion

Central Kentucky's existing businesses represent great potential for job growth, and we focus on helping these companies grow and prosper. We support and encourage expansion opportunities by coordinating needs of business and industry. In conjunction with our strategic partners (city, state, workforce, and minority development) our team contacts over 150-plus businesses within the community seeking out ways to assist them with their expansion plans. The goal is to learn more about the company's operations, challenges, and successes, as well as educate them about programs and services available to assist them. Relationship building is key to keeping in touch!

Business Attraction

Recruiting new industry and investment in the Bluegrass Region is a key priority for Commerce Lexington Inc. Our marketing efforts include participating in recruitment trips with economic development partners, including:

- Kentucky Cabinet for Economic Development
- Bluegrass Alliance
- Advantage Kentucky, a partnership of Commerce Lexington Inc., Greater Louisville Inc., and Northern Kentucky TRI-ED.

During recruiting trips, our team meets with high-level site selection consultants and targeted companies to market the area's attributes. We also attend select trade shows, such as the Biotechnology Industry Organization and Medical Device and Manufacturing industry shows.

Key Targets

Advanced Manufacturing

Animal Science/Equine Industry

Area university/college alumni networks

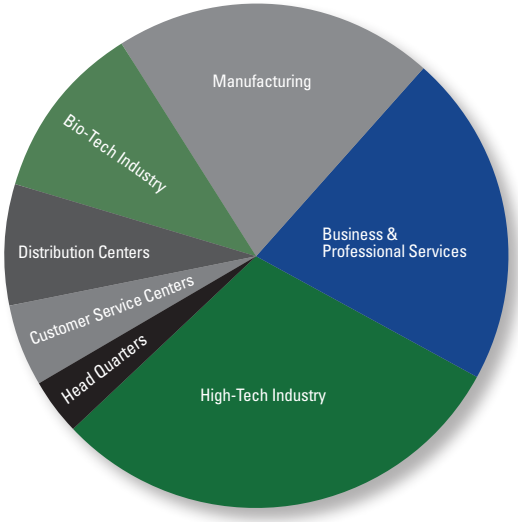
Business and Professional Services

Renewable & Clean Technology

Life Sciences

Software and Information Technology

2012 Project Leads

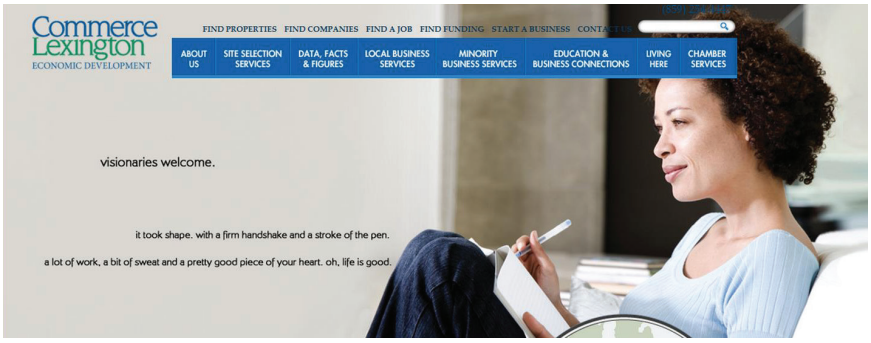


#7
"Best Midsize City for Jobs"
– Forbes –

Entrepreneurial Development

Entrepreneurial development is an equally important effort when trying to grow the local economy. With the establishment of the award winning Bluegrass Business Development Partnership (BBDP), Lexington is a step ahead of most communities in streamlining the process for business start-ups. Aspiring entrepreneurs can get one-on-one guidance through the process of starting a business. We also actively promote entrepreneurial success through both web and print. Of special note is the formation and coordination of the Lexington Venture Club which celebrates the success of Lexington's start-up businesses. The Lexington Venture Club meets six times annually, culminating with a celebration of all the local companies that received funding during the preceding year.

The Bluegrass Business Development Partnership also created in2lex, an open-source consortium of entrepreneurs and professionals in the creative and technology sectors. The mission is to promote Lexington as a career, education and lifestyle destination for creative and technical business professionals and to act as catalyst where the technical, entrepreneur, and creative communities coincide. Networking events and subgroups include Geeks Night Out, Shift Design Group, RunJumpDev, StartUp Advantage and MobileX.



locateinlexington.com

"Top 10 Cities of the Future"

– FDI Intelligence –

Blue Grass Business Park

In 1997, Lexington United, a non-profit economic development group, optioned 100+/- acres of land for the purpose of forming a business park to create high wage manufacturing jobs in Lexington. Lexington United sold various parcels of land to several automotive-related companies. The average wage for jobs in the business park is nearly $40,000/yr.

In 2005, Commerce Lexington Inc. took a bold step and financed the purchase of the remaining land through a low interest loan offered via the Kentucky Cabinet for Economic Development. We are funding infrastructure improvements of water, gas, sewer and roads through individual land sales.

Today, there are approximately 10.85 acres of land remaining to sell to high wage paying manufacturing clients.

By the Numbers

COMPANY	ACRES	EMPLOYEES	WAGES	TOTAL PAYROLL	CAPITAL INVESTMENT
Webasto Roof Systems	25	675	$36,000	$24,300,000	$80,000,000
Kito USA	6	30	$37,500	$1,125,000	$5,000,000
Birtley Industrial Equipment Corp.	6	50	$41,600	$2,080,000	$10,000,000
Sumitomo	11	75	$30,000	$1,800,000	$10,000,000
Big Ass Fans	33	250	$60,000	$15,000,000	$22,000,000
Tiffany & Co.	5	200	$40,000	$8,000,000	$4,500,000
Total	**86**	**1,280**		**$52,305,000**	**$131,500,000**

Blue Grass Business Park's Goal was $140,000 payroll per acre. Actual payroll per acre is greater than $400,000. Average jobs per acre is 15.

Community and Minority Business Development

Commerce Lexington Inc.'s Minority Business Development (MBD) program works to promote and sustain the economic growth, development and self-sufficiency of minority business owners and entrepreneurs; recruits minority-owned businesses into the seven-county Lexington MSA and Commerce Lexington Inc.; and provides business referral services to the appropriate minority business assistance agencies. Commerce Lexington Inc. defines a minority business as a business that is 51% owned, operated and controlled by a member of the following racial or ethnic groups:

- African American
- Hispanic American
- Asian American

Commerce Lexington Inc.'s minority business support includes but is not limited to:

Minority Business Recruitment

- Work actively with the organization's Economic Development division to recruit minority businesses into the Lexington MSA.
- Recruit minority-owned businesses into Commerce Lexington Inc.

Access Loan Program

ACCESS Loan Program
PRESENTED BY
Toyota Motor Manufacturing, Kentucky

Since its inception in 2001, the Access Loan Program has approved over $10.4 Million in financing for the start and expansion of small, minority, and women-owned businesses.

Business Referral Assistance

- Offers business referral assistance to other organizations and agencies involved in minority business and entrepreneurial development.
- Assists businesses in developing supplier diversity programs.

Community Outreach

Maintain working relationships with the Ky. Cabinet for Economic Development, Small Business Development Center, Community Ventures Corporation, Urban League, Lexington-Fayette Urban Co. Government, Tri-State Minority Supplier Development Council and various local and state government agencies and minority community groups working for the advancement of minority businesses.

Economic Inclusion

Currently revamping Minority Business Development Advisory Committee to offer guidance to upgrade our assistance to Minority Business Enterprises in the areas of growth and sustainability. The outcome may also include a smaller stakeholders' group.

Community and Minority Business Development

Minority Business Accelerator

- The mission of Commerce Lexington Inc.'s Minority Business Accelerator is to accelerate the development of sizable minority business enterprises (MBEs) and to strengthen and expand the regional minority entrepreneurial community. The initiative was created from the findings of the 2009 Joint Economic Inclusion Study commissioned by Commerce Lexington Inc. and the Lexington-Fayette Urban League. The MBA will actively seek to improve the readiness of minority businesses while increasing the recognition of the value of African-American and Hispanic-owned businesses as suppliers, customers and investment opportunities.

Research

- Provide research assistance to minority business entrepreneurs in the areas of business start-up resources, financial business assistance, market data and other specific business support areas.

Business Certification

- In partnership with the Tri-State Minority Supplier Development Council (TSMSDC), provide certification assistance to minority and women-owned businesses.

2012 Minority Business of the Year:

Holiday Inn Express Northeast

Workforce Development

Mission

The mission of the Business and Education Network (BEN) is to capitalize on the education, arts, culture, and environmental assets to attract, retain, and develop a diverse talent pool for Lexington and the Central Kentucky Region.

Focus Areas

- Identify and build innovative business/education partnerships
- Incubate and challenge ideas in education workforce training
- Align existing workforce, training and education resources
- Communicate workforce trends, needs and opportunities

business and education network ben™

Lexmark Teacher Institute

The Lexmark Teacher Institute (LTI) is the only program in Fayette County in which teachers spend a week out in the business community learning about economic and workforce development issues and opportunities. Business people demonstrate how subjects such as math, science, communications and more are applied. The LTI gives teachers ideas to incorporate more relevant examples and information into their curriculum. For many teachers, the LTI is their first opportunity to delve into and learn about what types of companies are in Lexington along with learning about what technical skills and education students need to have.

LEXMARK TEACHER INSTITUTE

Best in the Bluegrass

The Best in the Bluegrass internship/ scholarship is for high performing seniors from Fayette County who are going out of state for college. We know these are some of our best and brightest who ARE leaving. Let's show them some really cool companies doing great stuff—ones they may not know exist or even know what those companies really do. If your company is interested in providing a high level internship opportunity that would be your opportunity to impact the future!

Participant Companies Include

- Baptist Health Lexington
- Central Kentucky Riding for Hope
- Confucius Institute
- Davis and Plomin Mechanical Engineering
- Hospice
- KentuckyOne Health
- Next Generation
- Saint Joseph Healthcare
- Tempur Pedic

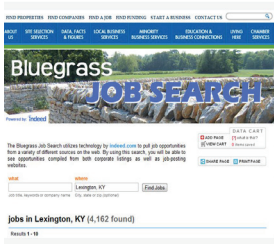
BEST in the BLUEGRASS

Workforce Development

Entrepreneur Leadership Institute

The Entrepreneur Leadership Institute (ELI) program for Fayette County juniors and seniors enables them to learn about business and entrepreneurship. They meet local entrepreneurs, visit businesses and work with mentors to devise a business plan. They also learn about Lexington economic development issues and about companies that offer interesting and viable career opportunities. The ELI opens their eyes to what Lexington's business community is all about.

bluegrassjobs.com



This job portal aggregates thousands of Lexington area jobs from hundreds of sites including job boards and company websites.

benlexington.com

When am I ever going to use this? How many times a day do you think teachers answer that same old question? We've all thought it before about algebra, history, math or science; but looking back, if we had only known then what we know now, we would have gotten so much more out of school. Well, here's your chance to bring relevancy to the classroom by sharing your time, knowledge and expertise. Get involved! Just SIGN UP at benlexington.com and let BEN know what your interests are. BEN will notify you when a volunteer need matches your interests. Simple, easy, connected!

#2
"Best City for Education"
– Parenting Magazine –

Bluegrass Business Development Partnership

Commerce Lexington Inc. is proud to be a part of the Bluegrass Business Development Partnership (BBDP), which includes the City of Lexington, University of Kentucky's Innovation & Commercialization Center, and the Bluegrass Small Business Development Center. The BBDP is a one-stop, super-service provider linking the client and entrpreneur with our team of business development specialists. The BBDP also manages and sponsors many entrepreneurial events including Lexington Venture Club, 5Across, Geeks Night Out and many other great events. Individuals and companies have an opportunity to learn from and network with the city's vibrant entrepreneurial community.

Get Assistance

- Business and financial plans
- Loan programs and tax incentive information
- Connections to funding sources
- Access to service providers such as accountants, lawyers, marketing, public relations, and advertising
- Real estate
- Executive mentoring and consultation
- University commercialization opportunities

Lexington Innovation & Commercialization Center

The Lexington Innovation & Commercialization Center (ICC) is part of the University of Kentucky Von Allmen Center for Entrepreneurship. The Lexington ICC is also part of a statewide network focused on helping entrepreneurs build successful technology businesses. The Lexington ICC works with other economic development specialists in the Commerce Lexington Inc. building as part of the Bluegrass Business Development Partnership. The ICC focuses on early stage business projects from both the Lexington community and the UK campus, assisting entrepreneurs who are working through technology issues, high growth business planning, and fundraising. The Lexington ICC also co-hosts the bi-monthly Lexington Venture Club meetings and coordinates the 5Across Pitch Competition.

Business Development Services

Business Planning

- Assess intellectual property/technology commercialization potential
- Conduct market research to validate feasibility, market size and entrepreneurial perceptions
- Develop market strategies.
- Recommend competitive strategy and strategic direction.
- Assist in company valuation.
- Guide investor presentation development.

Making Connections

- Identify management expertise.
- Facilitate connections to potential business partners and management team members.
- Referrals to vetted service providers.

Securing Funding

- Assist in acquiring seed and early stage capital and other forms of funding through Kentucky agencies and federal entities.

kyinnovation.com
thinkbluegrass.com

Kentucky Innovation Network

Bluegrass Small Business Development Center

The Kentucky Small Business Development Center (KSBDC) is strengthening Kentucky's small business community by providing unparalleled training and consulting services to new ventures and existing businesses. With offices statewide and over 25 years of experience, the KSBDC positively impacts the economy by cultivating existing companies, nurturing new ventures, creating new jobs, retaining existing jobs and increasing profitability. KSBDC is an innovative partnership between Kentucky's institutions of higher education, economic development organizations and the U.S. Small Business Administration.

Our Services

Planning

KSBDC provides valuable tools to help entrepreneurs make informed business decisions when planning to open a new business, purchase an existing business or expand an established business. Each KSBDC service center has access to demographic information, market research, industry profiles, sample business plans and a variety of publications covering numerous business topics.

Consulting

KSBDC offers free one-on-one consulting services. All of our management consultants have broad-based skills and significant experience as business owners and/or managers. Our consultants are qualified to answer questions and address a variety of topics, including:

- Developing a Comprehensive Business Plan
- Analyzing Cash Flow and Financial Projections
- Market Planning and Research
- Managing Human Resource Issues

Training

KSBDC offers an intensive schedule of affordable training workshops designed to provide start-up and existing business owners with the knowledge required to maintain and expand a successful business. A listing of training workshops currently being offered throughout the KSBDC network is available by visiting ksbdc.org. Numerous self-paced on-line training courses are also accessible on our web site.

ksbdc.org

KENTUCKY SMALL BUSINESS DEVELOPMENT CENTER
Planning ▪ Consulting ▪ Training

2013 New and Expanding Companies

DATE	COMPANY	DESCRIPTION	CAPITAL INVESTMENT	NEW PLANNED JOBS	AVERAGE WAGE
Jan	Lexington Venture Club	Entrepreneurial Companies	$83,870,182	201	$66,558
Feb	Total Quality Logistics	Freight brokerage firm	$1,756,503	75	$41,496
Feb	J.M. Smucker LLC	Jif peanut butter manufacturing	$43,700,000	n/a	
Mar	Hummingbird Nano	Ultra-small, precision molded components	$551, 591	18	$44,345
Apr	Tiffany & Co. Jewelers, Inc.	Jewelry Manufacturing	$2,000,000	75	$39,500
Apr	Toyota Motor Manufacturing Kentucky	Lexus line of vehicles	$531,200,000	750	$37,440
May	YS Precision Stamping	Stamping for auto industry	$9,950,000	100	$41,329
Jun	Alliance Coal	Regional Headquarters	$8,318,435	25	$65,000
Sept	NOHMs Technologies	R&D for Lithium-ion batteries	$5,367,505	162	$64,043

We're proud to share these rankings.
Lexington
is a great place for business.
No. 1
MID-SIZE COMMUNITY
–Fourth Economy, 2011
No. 4
BEST CITY IN TERMS
OF BUSINESS COSTS
–KPMG Competitive Alternatives, 2012
No. 6
MOST EDUCATED CITY WITH
AN ADVANCED DEGREE
–US Census Bureau, 2011

No. 7

BEST MIDSIZE CITY FOR JOBS

–Forbes, 2013

No. 7

TOP METRO FOR ECONOMIC DEVELOPMENT ACTIVITY

–Site Selection Magazine, 2012

No. 12

MOST HIGHLY EDUCATED CITY IN THE US

Population 25 years or older, has at least a bachelor's degree

–US Census Bureau, 2011 ACS

No. 25

AMERICA'S 50 BEST CITIES

–BusinessWeek, 2012

Bluegrass Business Development Partnership Team

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