

Lexington/Fayette Urban County Government
Addendum for Services

MONTHLY REPORT QUESTIONNAIRE – April 2021

Listing of member/staff actively working on Lexington Economic Partnership Efforts:

<u>Name</u>	<u>Race/Ethnicity</u>	<u>Years of Experience in Eco Devo</u>
Gina Greathouse	Caucasian	31
Tyrone Tyra	African American	26
Betsy Dexter	Caucasian	06
Katie Vandegrift	Caucasian	05
Cheryl Klever	Hispanic	02

Diversity numbers for entire company/organization:

2 Full-time staff / 19 full – time positions currently filled in organization

11 Board of Directors

Business Retention and Expansion (BRE) Program Visits Between March 31 and April 27, 2021 on behalf of the Lexington Economic Partnership:

1. Were all partners involved with the meetings with company leadership (Kentucky Cabinet for Economic Development, LFUCG – Office of the Chief Development Officer, Higher Education Representatives (4-Year and BCTC) and staff from Bluegrass Workforce Innovation Board:

- As companies accept invitations to meet, CLX invites a representative from sectors noted below to every existing business meeting: KY Cabinet for Economic Development, LFUCG Office of Chief Development Officer, Higher Education, and Bluegrass Workforce Innovative Board. During our Lexington Economic Partnership meeting on December 12, 2020 – approval was requested and granted to include a member from the Kentucky Career Center.

2. Sectors of companies met with during the previous month:

- Between March 31 and April 27, 2021, the Lexington Economic Partnership has met with the following sectors:

*Please note: Companies have been accounted for once, however, many fit multiple sectors.

- | | |
|-------------------------------|---------------------|
| ▪ AgTech - 0 | ▪ BioSciences – 2 |
| ▪ Customer Contact Center – 1 | ▪ Manufacturing – 2 |
| ▪ Business Services – 1 | ▪ Technology – 0 |
| ▪ Headquarters – 0 | ▪ Nonprofit – 1 |

- Between July 1, 2020 and April 27, 2021, the Lexington Economic Partnership has met with **77 existing businesses**.

- Between July 1, 2020 and April 27, 2021, the Project Manager has initiated over 200 invitations to meet the Lexington Economic Partnership team.
- In April, Commerce Lexington met with seven companies. One company is expanding operations to create up to 500 full time jobs at \$15/ hour and one company is modernizing its facility with a goal to become carbon neutral within five years.

3. Globally headquartered businesses met with during the previous month by sector:

- During the month of April, the Lexington Economic Partnership team did not meet with any globally headquartered businesses.

4. Business by sector met with during the most recent month to discuss growth or increased employment plans:

- Please see response #2. Commerce Lexington's Economic Development team discusses growth and increased employment opportunities at every meeting. Please **see attached** Existing Business Agenda question #9b. Since July 1, 36 **existing businesses** have requested additional information about Kentucky Business incentive Program (KBI) or Kentucky Enterprise Initiative Act (KEIA) in support of growth or increased employment plans.

5. Major follow-up items or company concerns that LFUCG should be aware of from existing business meetings:

- Commerce Lexington's Economic Development team discusses follow – up next steps and actions at every meeting. Please **see attached** Existing Business Survey question # 13. To date, the Lexington Economic Partnership has responded to the following items.
 - **Workforce – 32 of 77** companies have requested support regarding workforce development.
 - **Real Estate/ Available Land – 19 of 77** companies met with since July 1 are interested in looking for real estate to expand operations.
 - **Training– 40 of 77** companies requested additional information about on-the- job training programs and support.
 - **COVID Impact – 16 of 77** companies responded moderate-severe concern about current and future revenue, contracts, and/or purchasing.
 - **Internship – 25 of 77** companies is meeting with the University of Kentucky to further discuss programs in support of engineering students and talent pipeline opportunities.
 - **Announcements** – Since January 1, 2021, Commerce Lexington is supporting **four companies** that announced expansion.
 - **Lexington Jobs Fund** – Since January 1, 2021, Commerce Lexington has not supported any company to apply for the Lexington Jobs Fund.
 - **LFUCG Workforce Fund** – Since January 1, 2021, Commerce Lexington is supporting one company with additional information on LFUCG's workforce fund.

6. Support network or business sector meetings that occurred during the recent month:

- In response to numerous employers expressing concern about obtaining background checks through third party administrators, our team is coordinating with the Administrative Office of the Courts to host an informational webinar to create awareness about various ways to request background checks, the process, and necessary procedures. The informational webinar will be shared with our Network Groups and is being planned for mid-May.
- Our team recently sent a survey to a select number of manufacturers to understand what information and resources would best support their successes. We are coordinating our first post-COVID Manufacturers' Network in-person Event for August, 2021.



Lexington Locations and Expansions: Fiscal Year 2021

Firm	Investment Type	Product	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Annual Direct Payroll	Incentive Type
Jul-20 Summit Biosciences, Inc.	Exp.	Develops, commercializes, and manufactures prescription nasal spray products.	\$20,390,000	78	\$49,046	\$3,825,900	KBI
Oct-20 Framebridge	Exp.	Online custom framing	not reported	240	not reported	not reported	n/a
Nov-20 Who Got the Money?	New	Entrepreneurial companies	\$51,100,000	121	\$61,450	\$7,435,450	n/a
Oct-20 Computer Services and Solutions, Inc.	Exp.	IT solutions & security	\$5,711	1	\$ 38,397.00	\$38,397	KSBTC
Oct-20 Trinsoft, LLC	Exp.	Customized software solutions	\$15,423	3	\$ 62,400.00	\$187,200	KSBTC
Nov-21 Amazon	Exp.	Fulfillment center for Amazon.com	not reported	500	not reported	not reported	n/a
Dec-21 Schneider Electric	Exp.	Provides energy and automation digital solutions for efficiency and sustainability	\$40,000,000 *	130 *	not reported	not reported	n/a
Dec-20 Anixter Inc.	Exp.	Sales Center for Global Distributor of network and security solutions, electrical and electronic solutions, and utility power solutions	\$4,232,930	103	\$ 91,520.00	\$9,426,560	KBI
Dec-20 Blue Frame Technology LLC	Exp.	Digital video software company	\$10,653	3	\$ 49,920.00	\$149,760	KSBTC
Dec-20 Helios Aerosystems	Exp.	Engineering and manufacturing of aerospace racks	\$6,718	1	\$ 62,899.20	\$62,899	KSBTC
Dec-20 Key Investment Solutions	Exp.	Shared service center	\$15,080	4	\$ 151,257.60	\$605,030	KSBTC
Jan-21 Georgia-Pacific	Exp.	Dixie cup manufacturing	not reported	50	not reported	not reported	n/a
Jan-21 Pathology and Cytology Labs	Exp.	Pathology and cytopathology services including all aspects of specimen transport, preparation, immunohistochemistry testing and final patient reporting	\$500,000	40	not reported	not reported	n/a

* split
between 4
locations
across US



Commerce Lexington- Talent and Workforce Development Monthly Report- April 2021

A. Describe work in the previous month to connect upper-level students to jobs or internships in local corporation and companies for graduate level, senior year and junior year students within their identified area of interest:

During this month's meeting with the UK Economic Development Collaborative Talent Subcommittee, we talked about utilizing the Burning Glass software system to help illustrate the potential impact of pairing a project management skill concentration with a bachelor's degree to better understand potential impact on annual earnings. We also discussed the platform's ability to provide job market data to help identify opportunities for training programs at UK, which will allow us to align education and training initiatives with employer demand.

B. How many students were placed in local companies during the previous month in relation to item (A) above in this section:

Due to Covid-19 and healthy at work restrictions, we do not have updated numbers.

C. Describe work in the previous month with Fayette County Public Schools to connect interested junior level students with jobs or internships in local companies in their identified area of interest as part of the Career Academies of Lexington:

N/A- Due to Covid 19 and school just returning in person, we don't have an update on student placements.

D. Meetings with education leadership in Lexington related to issues to assist in the development of workforce and growing the Lexington economy/jobs:

We have been working closely with community stakeholders, councilmembers and education leaders from BCTC on a jobs initiative for the Georgetown Street neighborhood. The group will meet again on April 28th with neighborhood representatives to discuss next steps on connecting constituents to job opportunities.

In partnership with the Mayor's Office and Fayette County Public Schools, we reached out to businesses with the opportunity to connect with Lexington high school students regarding summer youth employment. Businesses can provide a list of opportunities during the COVID-19 vaccine clinics at each of the six high schools on April 27th.

Commerce Lexington and FCPS participated in a virtual global symposium where we discussed Social Emotional Learning (SEL), the future of learning in hybrid and blended models and the impact of mental health and wellness on students learning. We are digging deeper on SEL and looking for ways to better implement soft skills across the entire school system. We also discussed the future of assessment, recognition, and credentialing and are working on ways to broaden those systems by hearing best practices from education systems around the world.

Commerce Lexington - Minority Business Accelerator Program Monthly Report- April

Quarterly progress meeting had to be moved to May 12, 2021 because of members' travel. The majority that would miss have a lot of business out of state.

- 1. Provide a list of Companies (specify existing and new to the program) utilizing program.**
 - Helping Hand, LLC- Owner, Chase Minniefield-Existing
 - Elaine Allen, LLC- Owner, Bishop Carter-Existing
 - TCG America- Owner/Rep- Tina Watson-Existing
 - Facilities Maintenance & Services Group, LLC- Owner, Frank Hall- Existing
 - Equity Solutions Group Consulting- Owner, Ray Daniels- Existing
- 2. Number of additional sizeable/scalable MBE's as a result of this funding?**
 - a. Expect one new member in April/May 2021.
- 3. Companies that Commerce Lexington's Minority Business Accelerator program has helped address shortage in qualified businesses for procurement opportunities.**
 - a. University of Kentucky, Community Ventures, Fayette County Public Schools, LFUCG, (various calls from primes requesting minority participation)
- 4. Number of programs held to assist growth of local minority enterprises and the number of companies and a list of sectors represented by these programs?**
 - a. N/A for April
- 5. Demonstrate Compliance with the dollar-for-dollar match requirement?**
 - a. Commerce Lexington's Full Stride private sector capital campaign raises \$675K
 - b. Community & Minority Business Development Sponsors committed over \$55K in program sponsorships in 2021.

Prime Contractors Needs Assessment and Alignment Project

The Survey Contractor has developed a questionnaire. Currently editing for final approval. Management is reviewing and negotiating the service contract and reviewing questions at this time. We hope to have the survey started in May 2021.

EXISTING BUSINESS MEETING – Agenda

Company

Date

Invited: ____, Gina Greathouse, Cheryl Klever, Brittany Cox, Elizabeth Bishop, Annie Franklin, Elodie Dickinson, George Ward, Kimberly Kluemper, Donna Heath-Johnson, Gary Robinson, Jeanne Devers, Ted Nicholson, Amy Glasscock, Rolando Thacker, Arabella Tully, Jeff Lee

1. **Introductions:**
 - a. Commerce Lexington
 - b. Cabinet for Economic Development
 - c. LFUCG Office of Development Officer
 - d. Higher Education – UK and BCTC
 - e. Bluegrass Workforce Development
 - f. Kentucky Career Center
2. **Business overview: (*Company*)**
 - a. Type of business:
 - b. How long in Lexington:
 - c. Ownership:
 - d. Sales/Revenue
 - e. Current Business Trends
 - f. Location of customer base/clients
 - g. Suppliers location?
3. ****COVID Affect**
 - a. Employment levels? I.e. increase, decrease, level
 - b. Supply chain impact?
 - c. Any needs?
4. **Networking Opportunities:** Manufacturer, Bio, C3N, Headquarters, Tech
5. **Employment:**
 - a. Lexington only - full time, part time, temporary:
 - b. Wage rates:
6. **Capital Investment:**
 - a. Recent
 - b. Future
7. **Real estate:**
 - a. How large is the operation?
 - b. Own or lease?
 - c. Need additional or different space?
8. **Challenges/Needs:**
 - a. Workforce
 - b. Training
 - c. Financing/funding
 - d. Legislative
 - e. Other
9. **Growth Opportunities:**
 - a. Expansion – real estate
 - b. Expansion – number of employees
 - c. Modernization
 - d. R&D
10. **Import/Export Opportunities:**
11. **Visit Lex Partnership and/or Opportunities:**
12. **Open Discussion:**
13. **Follow up items:**