

Lexington/Fayette Urban County Government
Addendum for Services

MONTHLY REPORT QUESTIONNAIRE – May 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 April 28 and May 25, 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 April 28 and May 25, 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 – 0 | ▪ Manufacturing – 2 |
| ▪ Business Services – 1 | ▪ Technology – 0 |
| ▪ Headquarters – 0 | ▪ Distribution – 1 |

- Between July 1, 2020 and May 25, 2021, the Lexington Economic Partnership has met with **83 existing businesses**.

- Between July 1, 2020 and May 25, 2021, the Project Manager has initiated over 250 invitations to meet the Lexington Economic Partnership team.
- In May, Commerce Lexington met with six companies. One of our major clients - located in Woodford County – expanded operations by 500,000 square feet to create an additional 80-100 FTEs and is paying \$16/ hour.

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

- During the month of May, 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 – 34 of 83** companies have requested support regarding workforce development.
 - **Real Estate/ Available Land – 19 of 83** companies met with since July 1 are interested in looking for real estate to expand operations.
 - **Training– 41 of 83** companies requested additional information about on-the- job training programs and support.
 - **COVID Impact – 22 of 83** companies responded moderate-severe concern about current and future revenue, contracts, and/or purchasing.
 - **Internship – 27 of 83** companies are 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 taking place on May 26.
- 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. The location has been confirmed at LBX's Customer Experience Center.

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:**



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.	\$ 20,390,000.00	78	\$ 49,046.40	\$ 3,825,900.00	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	\$ 51,100,000.00	121	\$ 61,450.00	\$ 7,435,450.00	n/a
Oct-20 Computer Services and Solutions, Inc.	Exp.	IT solutions & security	\$ 5,711.00	1	\$ 38,397.00	\$ 38,397.00	KS BTC
Oct-20 Trinsoft, LLC	Exp.	Customized software solutions	\$ 15,423.00	3	\$ 62,400.00	\$ 187,200.00	KS BTC
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	\$ 4,232,930.00	103	\$ 91,520.00	\$ 9,426,560.00	KBI
Dec-20 Blue Frame Technology LLC	Exp.	Digital video software company	\$ 10,653.00	3	\$ 49,920.00	\$ 149,760.00	KS BTC
Dec-20 Helios Aerosystems	Exp.	Engineering and manufacturing of aerospace racks	\$ 6,718.00	1	\$ 62,899.20	\$ 62,899.20	KS BTC
Dec-20 Key Investment Solutions	Exp.	Shared service center	\$ 15,080.00	4	\$ 151,257.60	\$ 605,030.40	KS BTC
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	\$ 500,000.00	40	not reported	not reported	n/a
Jan-21 Blue Frame Technology LLC	Exp.	Digital video software company	\$ 5,172.00	1	\$ 28,080.00	\$ 28,080.00	KS BTC
Mar-21 Carina Medical LLC	Exp.	AI technology for cancer treatment	\$ 7,336.00	2	\$ 104,000.00	\$ 208,000.00	KS BTC
Apr-21 Blue Frame Technology LLC	Exp.	Digital video software company	\$ 10,949.00	3	\$ 45,073.60	\$ 135,220.80	KS BTC
Apr-21 Wise Bird Cider Co. LLC	Exp.	Manufacturer of cider craft beverages	\$ 11,229.00	3	\$ 45,552.00	\$ 136,656.00	KS BTC

* split
between 4
locations
across US

Commerce Lexington- Talent and Workforce Development Monthly Report- May 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:

We continue to work with the secondary and post-secondary systems on strategic ways to better connect students to local businesses. The University of Kentucky's Career Services office continues to offer opportunities for employers to connect with UK students and alumni and we work closely with them monthly through the UK Economic Development Collaborative Talent Subcommittee. We recently connected Bullard to the University to start a micro-internship program with local students to help with several projects.

We are working with FCPS to discuss the use of Covid-19 relief funding that will provide additional financial resources to the district as they support student learning that may have been impacted by the pandemic. This could include work around connections to internships and project-based learning. We are working with various stakeholders to discuss how they would like to see these funds leveraged to support students over the next two years.

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 by month. We will be working with UK to gather data from their First Destination Survey that will be included in our final report next month.

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 healthy at work restrictions, we do not have updated numbers.

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 event will be held on June 5th at Douglass Park from 10-2. Prior to the event there will be free workshops offered both in person and virtually to assist with resume building and interview skill development.

We met recently to discuss a possible Youth Apprenticeship program with FCPS and BCTC. This new program would be funded through a local K-Tech grant. The grant is available through 2022 and must address expanding registered apprenticeships in Fayette County. We are still in the early stages of the conversation and will continue to learn more.

Commerce Lexington - Minority Business Accelerator Program Monthly Report- May

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
- Patriot Group Insurance- Owner, Lawrence Henning-**New**

2. Number of Sizeable /Scalable MBEs as a result of this funding?

a. Current - Patriot Group Insurance

b. Future - Expect to add a construction related contractor later this calendar year.

3. Companies that Commerce Lexington's Minority Business Accelerator Program has helped address shortage in qualified businesses for procurement opportunities?

a. Kentucky Community & Technical College System, Community Ventures, Gray Construction, University of Louisville, University of Cincinnati, Johns Hopkins University, and Eastern Kentucky University.

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. **Association of Chamber of Commerce Executive- Diversity & Inclusion Meeting-** Presented our Minority Business Accelerator Program to 41 various chambers nationwide. Key highlights included spotlight successes and offered **Helping Hand, LLC** and **Facilities Maintenance & Service Group, LLC's** traveling services in the areas of Construction clean-up and university renovation services specifically.

b. **FDIC's Money Smart Program-** A training program webinar sponsored by Community Trust Bank for existing business to help bolster the financial education of small business. A variety of professional business services participated, including but not limited to elder care, janitorial, internet services, funeral services.

c. **Minority Business Accelerator quarterly meeting-** We introduced our new member, Patriot Group Insurance and announced their new location on Winchester Road. Members discussed COVID-19 related travel schedules and reported a Minority Business Accelerator total for new business as **\$3,345,039** collectively.

5. Demonstrate Compliance with the dollar-for-dollar match requirement?

a. Commerce Lexington's FullStride 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 been selected. Currently, management is reviewing the service contract and reviewing questions to negotiate next steps. We aim to initiate the survey in June, 2021.