

Lexington/Fayette Urban County Government
Addendum for Services

MONTHLY REPORT QUESTIONNAIRE – December 2020

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	30
Tyrone Tyra	African American	25
Betsy Dexter	Caucasian	05
Katie Vandegrift	Caucasian	04
Cheryl Klever	Hispanic	01

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 During the Previous Month 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, Bluegrass Workforce Innovative Board. During our Lexington Economic Partnership meeting on December 12 – 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 November 25 and December 31, 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 – 0 |
| ▪ Customer Contact Center – 0 | ▪ Manufacturing – 1 |
| ▪ Business Services – 2 | ▪ Technology – 0 |
| ▪ Headquarters – 0 | |

- Between July 1 and December 31, the Lexington Economic Partnership has met with **44 existing businesses**.
- Between January 1 and December 31, the Commerce Lexington ED team has met with **120 existing businesses**.

- In December, Commerce Lexington responded to and/or met with **three prospects** interested in locating in the Lexington area.
- Between January 1 and December 31, Commerce Lexington's Economic Development team responded to and/or met with **42 prospects** interested in locating in the Lexington area.

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

- During the month of December, 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, **thirteen 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 – 15 of 44** companies have requested support regarding workforce support.
 - **Real Estate/ Available Land – 15 of 44** companies met with since July 1 are looking for real estate to expand operations.
 - **Training– 26 of 44** companies requested additional information about on-the- job training programs and support.
 - **COVID Impact – 10 of 44** companies responded moderate-severe concern about current and future revenue, contracts, and/or purchasing.
 - **Internship – 19 of 44** 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, 2020, Commerce Lexington supported **eight companies** that announced.
 - **Lexington Jobs Fund** – Since January 1, 2020, Commerce Lexington assisted one company to apply for and receive the Lexington Jobs Fund.

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

- n/a

Commerce Lexington- Talent and Workforce Development Monthly Report- December 2020

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:

Students in our secondary and post-secondary systems have gone home for the holidays and will return in early 2021. We will continue to work with our education partners as they prepare to connect students to local businesses.

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 we don't have updated numbers. We will work with UK to get fall semester totals in early 2021.

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 not being 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:

Betsy continues to meet with local leaders on assisting the development of workforce and to develop strategies to grow the economy.

Most recently, Commerce Lexington introduced a new regional event called THE COLLECTIVE, which will help strengthen collaboration and advance the Bluegrass Region's economy. It provided an opportunity for regional business leaders in the nine-county economic development region to explore shared priorities and collaborate on possible solutions to common challenges.

The event was held on December 7-9, which built on Commerce Lexington's current regional collaboratives, including its three key efforts: leadership development (Leadership Lexington and Leadership Central Kentucky), economic development (Bluegrass Alliance) and public policy (Central Kentucky Policy Group). The COVID-19 pandemic and economic recession reinforced the need for stronger regional collaboration to ensure that we can compete for jobs, talent, and state/federal economic relief resources.

BEN's work with Innovative Quality Solutions (IQS), a custom market research and data analytics firm, will help develop and execute a talent strategy for BEN/CLX that aligns with the needs of our region. The research we are collecting now will inform the design and implementation of a talent strategy. The objective is to ensure that there is a pipeline of talent to fill the jobs that are open and will be growing in Lexington and the Central KY region.

Phase 2 of the research started in early December with surveys going out to both young professionals and local companies. We want to hear opinions regarding finding a job, developing and growing professionally, and living in the region. This is an opportunity for our community to have their voices heard and for us to better understand the emerging leaders who work in this region. Once Phase 2 is complete we will analyze the information and the Talent Retention Study should be complete.

EXISTING BUSINESS MEETING – Agenda

Company

Date

Invited: ____, Gina Greathouse, Cheryl Klever, Brittany Cox, Elizabeth Bishop, Annie Franklin, Elodie Dickinson, George Ward, Kimberly Kluemper, Pam Hatcher, Jeanne Devers, Amy Glasscock, Rolando Thacker, Arabella Tully, Lindsey Ransdell, 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:**