

Lexington/Fayette Urban County Government
Addendum for Services

MONTHLY REPORT QUESTIONNAIRE – March 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 February 24 and March 30, 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 February 24 and March 30, 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 – 1 |
| ▪ Customer Contact Center – 2 | ▪ Manufacturing – 3 |
| ▪ Business Services – 0 | ▪ Technology – 1 |
| ▪ Headquarters – 1 | ▪ Nonprofit – 0 |

- Between July 1, 2020 and March 30, 2021, the Lexington Economic Partnership has met with **70 existing businesses**.
- Between July 1, 2020 and March 30, 2021, the Project Manager has initiated over 200 invitations to meet the Lexington Economic Partnership team.
- In March, Commerce Lexington met with eight companies. One company expressed interest to locate in the Lexington area, provided a battery giga-factory locates in the region.

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

- During the month of March, 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** – **29 of 70** companies have requested support regarding workforce support.
 - **Real Estate/ Available Land** – **18 of 70** companies met with since July 1 are interested in looking for real estate to expand operations.
 - **Training**– **38 of 70** companies requested additional information about on-the- job training programs and support.
 - **COVID Impact** – **14 of 70** companies responded moderate-severe concern about current and future revenue, contracts, and/or purchasing.
 - **Internship** – **24 of 70** 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:

- n/a



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- March 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 as they prepare to 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 are also working on ways to promote and increase the number of micro-internships with CLX members. These internships allow recent graduates to demonstrate their skills as they seek a full-time role or internship. Not only will local companies get immediate support, but micro-Internships also help them identify and evaluate prospective job candidates for full-time employment when the time is right. As a result, organizations improve hiring effectiveness, enhance diversity, and drive retention.

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 not being in person, we do not 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:

Commerce Lexington is working with the Fayette County School Board to find the best candidate for the next superintendent. We provided input on a Superintendent profile and will participate in public forums and interview panels with potential candidates in the next few months.

In partnership with FCPS, we have started work with The Center for Global Education (CGE) to participate in a series of learning opportunities to share and apply effective global practices to transform education for students with learning differences and to ensure healthy social emotional development for all students. The impetus of the work is to assist district systems in addressing the extensive social emotional learning (SEL) and mental health needs of students and adults brought on by the COVID-19 pandemic. Focusing on building SEL skills will ultimately impact their chances of standing out in a hiring pool. Things like self-awareness and good communication can be considered SEL skills, but they also fall under the category of soft skills, which is critical for our future workforce.

Commerce Lexington - Minority Business Accelerator Program Monthly Report- March

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

Note: Conducted final interview with insurance company slated to be next member

2. Number of additional sizeable/scalable MBE's as a result of this funding?

- a. Expect one new member in April 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. February, a program called **Building Intentional Partnerships** held its 3rd annual program representing the construction and renovation industry- There were 48 virtual participants representing construction, architecture, planning, and general purchasing. (Agenda attached)
- b. **Commerce Lexington Spring Opportunity Exchange**- Featuring the University of Kentucky's Procurement & Purchasing program. The presentation titles "How to Do Business With UK" featured \$875 million in opportunities covering the areas of construction, personal services contracts, and consumer goods. 38 signed up, (not including principals) 25 attended.
- c. **Commerce Lexington Diversity & Inclusion Diversity Spotlight in March**
 - i. Panel Discussion covering importance of overall diversity and inclusion priorities, featuring professionals from Toyota, Messer Construction, and Lexmark- 96 total attendees.

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 chosen. Management is reviewing and negotiating the service contract and reviewing questions at this time. We hope to have the survey started by April 2021.

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: