

MEMORANDUM

DATE: July 2, 2020

TO: Mayor Linda Gorton
Lexington-Fayette Urban County Government

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

SUBJECT: Quarterly Report –Fourth Quarter FY 2019-2020

As required by our Purchase of Service Agreement, attached is the Bluegrass Business Development Partnership's (BBDP) Quarterly Activity Report for the fourth quarter of FY 2019-2020. The attached report outlines the activities the Bluegrass Business Development Partnership team has been engaged in, including business recruitment, announcements, retention & expansion efforts, minority and women owned business initiatives, workforce efforts, and our entrepreneurial support initiatives. Also attached are the Bluegrass Business Development Partnership Metrics, CLX's Economic Impact Report, and the New and Expanding Industries Report.

As of the fourth quarter of FY 2019-2020, LFUCG's annual return from their investment in the BBDP is \$4.81 per dollar of funding. LFUCG and FCPS collectively receive an annual return on investment of \$6.04 per dollar of funding.

We have been deeply engaged in COVID-19 issues over the past quarter. The entire CLX team has been working with companies of all sizes to help them navigate various needs. As restrictions loosened, we saw a bump in project activity and real estate search requests. We continue to do our contact calls with our existing businesses either via zoom or conference calls which has led to increased connections. Many of our clients on the pipeline are on hold temporarily (we hope). We remain diligent in our connections to these clients and consultants while respecting the current situation.

New Companies

New Projects

Quality Logistics LLC dba Longship Logistics: a third-party logistics company specializing in over-the-road truckloads of fresh, frozen, and dry shipments.

Division Updates

Thinking ahead – trends we are seeing – As submitted to *The Lane Report*

There's no question that the strong momentum in Lexington's economic development efforts at the start of the year in terms of visits from prospects and interest from site-selection consultants came to a sudden halt due to the COVID-19 pandemic. Our team's immediate focus shifted to helping existing businesses in the region navigate the abrupt stoppage in the economy and providing support to the City of Lexington in efforts to find available personal protective equipment (PPE) for frontline workers. Going forward this year, the landscape of economic development looks very different, with most meetings and site visits virtual rather than in-person. In May our team hosted its first virtual client visit. The expectation is that technology platforms will become increasingly more important, and economic development

professionals will need to be experts in virtual and geospatial platforms and make use of drone footage when appropriate. Although personal relationships with consultants will take longer to develop, they will remain critical, and we still expect in-person meetings for the final community rounds of project recruiting. And while many companies are seeing a decline in revenue this year, economic incentives will remain an important factor for those making decisions on business relocation and expansion. Commerce Lexington Inc. has continued to call on our existing companies and remained in close contact (via Zoom or conference call) with site-selection consultants, while being respectful of the current situation. We remain optimistic about our new clients who were in the pipeline early in the year. Many are temporarily on hold with their planning but continue to express interest in our area as the economy reopens. We are anticipating the pipeline of new projects to break loose later this summer. For the longer term, many of our industry association experts are anticipating the reshoring of production for items that are key to our national security, such as medicines, pharmaceuticals, auto parts, aerospace, defense and others. This will impact the commercial real estate market, so communities will need to be prepared with appropriately zoned land and available buildings. As the U.S. economy continues to restart, greater access to capital, job training and infrastructure will be necessary.

The Business & Education Network

BEN is in the process of working with Innovative Quality Solutions (IQS), a custom market research and data analytics firm to help develop and execute a talent strategy for BEN/CLX. We know we need accurate data and clear insights regarding the current occupational outlook as well as insights regarding the current labor market and its intended participants. This research will inform the design and implementation of our plan and phase 1 should be complete in mid-July.

Due to Covid 19, Fayette County Public Schools used nontraditional instruction starting in mid-March which resulted in students not attending classes in person. Businesses were also closed or teleworking. Therefore, no work-based learning occurred during this quarter.

As always, we continue to work with the Economic Development Team to ensure we are aware of existing business needs from various sectors including IT, manufacturing, engineering, and others to meet their workforce needs.

The Bluegrass Small Business Development Center

When reviewing the current metrics submitted by the Bluegrass Office of the Kentucky Small Business Development Center (SBDC), please understand that the data is partially complete. Complete and updated data will be provided as soon as possible. The SBDC's data upload is essentially halted and duties have been reprioritized to support small businesses as they navigate the COVID-19 crisis. The quarterly data upload is typically complete by this time, but due dates have been postponed as we have been dealing non-stop with the crisis.

University of Kentucky Office of Technology Commercialization

The team at the University of Kentucky's Office of Technology Commercialization (OTC) has made a few observations worth noting this quarter. Indicators are beginning to appear in the entrepreneurship metrics that suggest a contraction of the Lexington startup ecosystem. This is primarily due to instability in programs and a lack of funding at the state economic development level over the past 18-24 months. Specifically, the KY SBIR Matching Funds program has been either suspended or operating at a fraction of the capacity that it has in prior years. The Kentucky Enterprise Fund has also been suspended. The Kentucky Angel Investor Tax Credit program was not funded in the 2018 legislative session and has been suspended. Collectively these changes have led to a lack of capital for early-stage, startup companies from both grant and investment sources. Additionally, fewer companies are well-positioned for angel investment funding from Bluegrass Angels, and fewer non-KY companies are seeking relocation to KY. Startups with the potential to create jobs in the Lexington ecosystem are unable to raise the capital they need in order to move beyond the idea stage. If programmatic instability continues, companies are likely to close and/or leave the region to find capital.

BBDP partners, led by CLX and counterpart organizations in Louisville and Northern Kentucky, worked together in 2018 to advocate for the continued funding of the KY Angel Tax Credit programs. More recently, numerous delegations from the Lexington region have brought these concerns to the attention of the state economic development cabinet (prior to the COVID-19 crisis and urged expediency in restarting these vital programs.

Minority Business Development

Most of my activities were retention related. With the COVID-19 pandemic in the forefront time spent assisting minority & women-owned businesses with funding sources like the CARES Act and the Small Business Administration Disaster Loan Program always took precedent. There were so many confusing changes and re-applications by clients that we eventually had to take advantage of Commerce Lexington's banking, congressional and senatorial relationships to get answers and facilitate funding for many small businesses.

Also included are:

Economic Impact Report

New & Expanding Industries Report

Cc: Kevin Atkins, Mayor's Office of Economic Development
Ray Daniels, Board Chair of Commerce Lexington Inc.
Bob Quick, President and CEO of Commerce Lexington Inc.
Luther Deaton, Vice Chair of Economic Development for Commerce Lexington Inc.

Partner Agency:	Commerce Lexington Inc.					
Date of Quarterly Report:	July 1, 2020					
Fiscal Year 2020 Report Period:	Quarter 4					
Report Completed By:	Gina Greathouse, Eric Hartman, Lee Goatley, Tyrone Tyra, Betsy Dexter					
LEXINGTON JOB CREATION EXPANSION AND RETENTION FINANCIAL CURRENT QUARTER						
	<u>Number of</u>	<u>Total</u>	<u>Average</u>	<u>Median</u>	<u>Estimated Payroll</u>	
	<u>New Jobs</u>	<u>Payroll</u>	<u>Salary</u>	<u>Salary</u>	<u>Tax Created</u>	
New Jobs Announced:	155	\$ 9,027,200.00	\$ 58,270.00	N/A	\$ 203,112.00	
Quality Logistics LLC dba Longship Logistics	155	\$ 9,027,200.00	\$ 58,240.00	N/A	\$ 203,112.00	
Expansion Jobs Announced:	1	\$ 52,000.00	\$ 52,000.00	N/A	\$ 1,170.00	
Trinsoft, LLC	1	\$ 52,000.00	\$ 52,000.00	N/A	\$ 1,170.00	
Retention Jobs Announced:	N/A	N/A	N/A	N/A	N/A	
Not Applicable						
LEXINGTON JOBS CREATION EXPANSION AND RETENTION SECTORS CURRENT QUARTER						
<u>Sector of New Jobs Announced:</u>	<u>Sector of Jobs Expanded:</u>		<u>Sector of Jobs Retained:</u>			
Headquarters	High-Tech		N/A			
INCENTIVES FOR LEXINGTON PROJECTS ANNOUNCED CURRENT QUARTER						
Total Dollar Amount of State Incentives Announced:				\$	3,500.00	
Total Dollar Amount of LFUCG Incentives Announced:				\$	-	
Total Dollar Amount of Any Non State/LFUCG Incentives Announced:					0	
LEXINGTON ENTREPRENEURIAL EVENTS HOSTED CURRENT QUARTER						
<u>Event Hosted:</u>	<u>Estimated Attendance</u>					
Bluegrass Angels	185					
5 Across	0					
Startup Breakfast	188					
Women Innovators & Founders of Lexington (WIFL)	15					
SBIR Connect / SBIR Unplugged	0					
Perfect Your Pitch (PYP)	0					
UKAccel	7					
Launch Blue	26					
Small and Minority Business Forum	40					
NEW POTENTIAL PROJECTS CURRENT QUARTER						
New Lexington Project Inquiries Responded To (Non-RFP):					9	
RFPs for Lexington Projects Responded To:					0	
Site Visits for Lexington Projects - First Visit:					2	
Site Visits for Lexington Projects - Second + Visit:					1	
NUMBER OF LEXINGTON COMPANIES RECEIVING ECONOMIC DEVELOPMENT ASSISTANCE CURRENT QUARTER						
<u>Type of Assistance:</u>	<u>Number of Companies</u>					
Financial Plans	87					
Marketing	18					
University Commercialization Opportunities						
Connection to Funding Resources						
Assisted With Loan Programs	79					
Assisted With Tax Incentives	1					
LEXINGTON MINORITY AND WOMEN OWNED BUSINESSES						
Lexington Minority Owned Business Worked With:					57	
Total Women Owned Business Worked With:					72	

BUSINESS EDUCATION NETWORK CURRENT QUARTER									
Estimated BEN Staff Hours on Fayette County Public Schools Career Academies:									
Estimated BEN Staff Hours Working With Lexington Business Workforce Needs:									
Estimated BEN Total Staff Hours This Quarter:									
BUDGET PARTICIPATION BLUEGRASS BUSINESS DEVELOPMENT PARTNERSHIP CURRENT QTR									
Total Budget for Bluegrass Business Development Partnership:					\$1,635,049				
Commerce Lexington Non-LFUCG Funding Toward Budget for BBDP:					\$1,178,049				
University of Kentucky Funding Toward Budget or BBDP:					\$0				
LFUCG Funding Toward Budget for BBDP:					\$388,450				
Administrative Cost/Salary Expenses for Current Quarter:					\$385,971				
WHAT WERE THE MAJOR BARRIERS COMMERCE LEXINGTON ENCOUNTERED DURING THE RECENT QUARTER ASSISTING COMPANIES WITH LOCATION, RETENTION OR EXPANSION?									
<p>Commerce Lexington Economic Development: We have been deeply engaged in COVID-19 issues over the past quarter. The entire CLX team has been working with companies of all sizes to help them navigate various needs. As restrictions loosened, we saw a bump in project activity and real estate search requests. We continue to do our contact calls with our existing businesses either via zoom or conference calls which has led to increased connections. Many of our clients on the pipeline are on hold temporarily (we hope). We remain diligent in our connections to these clients and consultants while respecting the current situation.</p> <p>Minority Business Development: Most of my activities were retention related. With the COVID-19 pandemic in the forefront time spent assisting minority & women-owned businesses with funding sources like the CARES Act and the Small Business Administration Disaster Loan Program always took precedent. There were so many confusing changes and re-applications by clients that we eventually had to take advantage of Commerce Lexington's banking, congressional and senatoral relationships to get answers and facilitate funding for many small businesses.</p> <p>Business & Education Network: BEN is in the process of working with Innovative Quality Solutions (IQS), a custom market research and data analytics firm to help develop and execute a talent strategy for BEN/CLX. We know we need accurate data and clear insights regarding the current occupational outlook as well as insights regarding the current labor market and its intended participants. This research will inform the design and implementation of our plan and phase 1 should be complete in mid-July. Due to Covid 19, Fayette County Public Schools used nontraditional instruction starting in mid-March which resulted in students not attending classes in person. Businesses were also closed or teleworking. Therefore, no work-based learning occurred during this quarter. As always, we continue to work with the Economic Development Team to ensure we are aware of existing business needs from various sectors including IT, manufacturing, engineering, and others to meet their workforce needs.</p>									
WHAT ACTIONS HAS COMMERCE LEXINGTON TAKEN IN THE PAST QUARTER TO INCREASE ITS FINANCIAL SUSTAINABILITY WITH LESS RELIANCE ON AN ANNUAL ALLOCATION OF FUNDS FROM LFUCG:									
<p>Commerce Lexington Inc.'s economic development team is funded by a five-year capital campaign named Full Stride, which is private sector donations ranging from \$500 to \$60,000 per year. The city's funding toward economic development enhances our efforts allowing us to provide better services to our prospective and existing companies. The LFUCG funding allows us to partner with the city in economic development to provide jobs and opportunities for all of Lexington's citizens.</p>									
<p><i>Submit this form in Excel format by the dates required in the PSA to the Chief Development Officer: katkins@lexingtonky.gov</i></p>									

Bluegrass Business Development Partnership

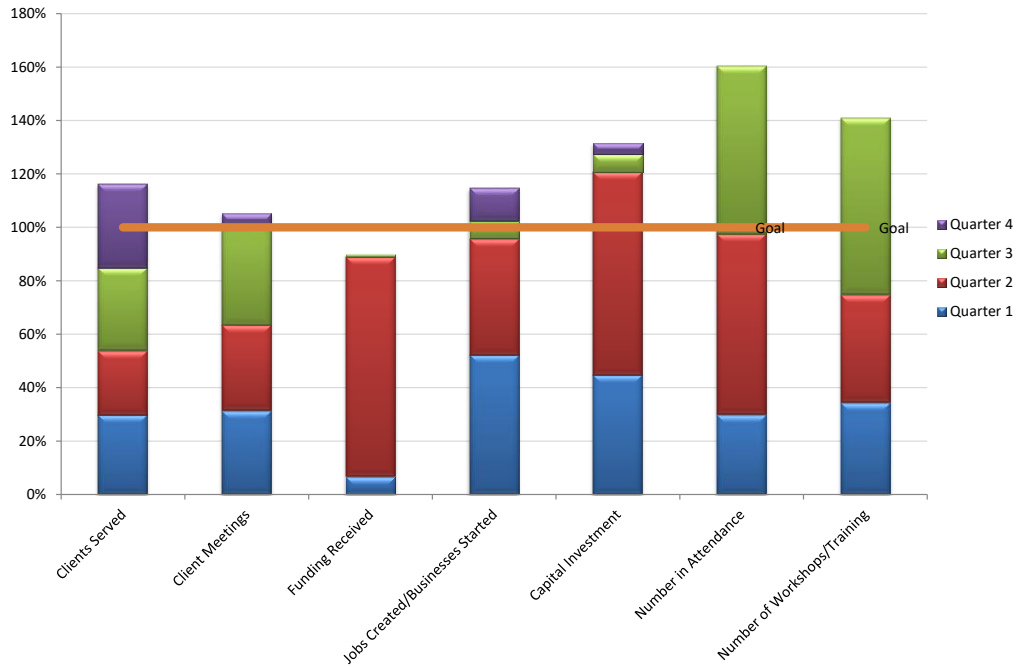


LEXINGTON



Fiscal Year 2019-2020

	2019 - 2020		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Bluegrass Business Development Partnership							
Clients Served	1,092	116%	325	262	338	343	1,268
Client Meetings	595	105%	187	190	226	23	626
Funding Received	\$ 78,750,000	90%	\$ 5,305,388	\$ 64,718,005	\$ 720,673	\$ 235,844	\$ 70,979,910
Jobs Created/Businesses Started	1,273	115%	664	555	81	159	1,459
Capital Investment	\$ 100,000,000	132%	\$ 44,588,330	\$ 75,939,262	\$ 6,786,378	\$ 4,305,297	\$131,619,267
Workshops/Training							
Number in Attendance	5,120	#REF!	1,527	3,460	3,236	#REF!	#REF!
Number of Workshops/Training	157	#REF!	54	64	103.5	#REF!	#REF!



Bluegrass Business Development Partnership

	2019 - 2020						YTD
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
Economic Development							
Clients Served	310	70%	64	83	50	19	216
Client Meetings	595	105%	187	190	226	23	626
Funding Received	\$15,000,000	34%	\$4,350,000	\$157,500	\$588,000	\$3,500	\$5,099,000
Jobs Created/Businesses Started	1,000	119%	658	304	73	156	1,191
Capital Investment	\$100,000,000	132%	\$44,588,330	\$75,939,262	\$6,786,378	\$4,305,297	\$131,619,267
Workshops/Training							
<i>Number in Attendance</i>	1,025	121%	434	554	255		1,243
<i>Number of Workshops/Training</i>	29	66%	10	5	4		19
Workforce Development							
Clients Served	82	105%	26	20	20	20	86
Training/Partnerships	150		85	60	2,050		2,195
<i>Students/Teachers</i>	100	2125%	75	50	2,000		2,125
<i>Businesses</i>	50	140%	10	10	50		70
Minority Business Development							
Clients Served	170	147%	66	42	30	112	250
Funding Received	\$750,000	37%	\$100,000	122,000	47,000	10,000	\$279,000
Jobs Created/Businesses Started	15	87%	2	6	3	2	13
Procurement	\$700,000	331%	\$428,400	1,815,667	22,500	50,000	\$2,316,567
Workshops/Training							
<i>Number in Attendance</i>	3,320	83%	562	2,012	125	64	2,763
<i>Number of Workshops/Training</i>	17	47%	2	2	3	1	8
Innovation and Commercialization							
Clients Served	280	99%	72	63	67	74	276
Funding Received	\$ 60,000,000	107%		\$64,411,855			\$64,411,855
Jobs Created/Businesses Started	240	101%		243			243
Workshops/Training							
<i>Number in Attendance</i>	2,350	106%	525	1,082	672	209	2,488
<i>Number of Workshops/Training</i>	73	590%	27	44	40	320	431
Small Business Development Center							
Clients Served	300	147%	97	54	171	118	440
Funding Received	\$3,000,000	40%	\$855,388	\$26,650	85,673	222,344	\$1,190,055
Jobs Created/Businesses Started	18	67%	4	2	5	1	12
Workshops/Training							
<i>Number in Attendance</i>	125	270%	45	14	254	25	338
<i>Number of Workshops/Training</i>	12	158%	6	4	7	2	19
Duplicates (Office Use Only)							
Clients Served	100						
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>	3600		228	504	140	#REF!	
<i>Number of Workshops/Training</i>	48		2	3	1	#REF!	



Economic Impact Report by Fiscal Year

	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Indirect Jobs Created in Fayette Co.	Induced Jobs Created in Fayette Co.	Total LFUGG Revenue Generated	Total FCPS Revenue Generated	Total LFUGG Funding Received (yearly)	LFUGG Revenue per Dollar of Funding (yearly)	LFUGG & 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	\$36,868	119	189	\$604,614	\$132,400			
FY2006 Q2	\$30,729,617	107	\$34,301	25	34	\$134,438	\$57,135			
FY2006 Q3	\$22,114,900	163	\$45,660	34	49	\$232,206	\$103,819			
FY2006 Q4	\$963,000	40	\$42,000	18	16	\$55,187	\$7,358			
FY2006 Totals	\$67,832,517	821	\$38,529	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	\$47,828	105	93	\$345,502	\$110,381			
FY2007 Totals	\$85,444,020	377	\$44,076	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	\$38,732	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	\$36,910	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	\$18,314	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	\$36,836	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	\$38,120	11	34	\$134,365	\$22,363			
FY2010 Totals	\$85,337,834	714	\$49,532	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	\$5.34
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	\$38,522	190	111	\$391,176	\$92,108			
FY2012 Totals	\$164,641,769	1616	\$42,209	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	\$46,046	943	478	\$542,296	\$123,121			
FY2013 Totals	\$733,225,285	1,721	\$46,046	1,146	738	\$1,968,379	\$502,970	\$457,000	\$4.31	\$5.41
FY2014 Q1	\$5,367,505	162	\$64,043	38	50	\$317,905	\$48,227			
FY2014 Q2	\$60,295,936	244	\$56,729	59	77	\$0	\$81,357			
FY2014 Q3	\$4,291,430	50	\$100,006	12	15	\$152,307	\$20,652			
FY2014 Q4	\$13,680,810	351	\$54,322	136	104	\$605,804	\$85,683			
FY2014 Totals	\$83,635,681	807	\$59,832	245	246	\$1,076,016	\$235,919	\$457,000	\$3.28	\$3.80
FY2015 Q1	\$9,615,000	462	\$32,115	128	196	\$628,694	\$547,029			
FY2015 Q2	\$123,147,675	530	\$60,792	144	162	\$629,268	\$199,291			
FY2015 Q3	\$3,621,700	25	\$64,779	15	15	\$55,424	\$7,390			
FY2015 Q4	\$10,596,670	56	\$51,112	16	23	\$86,588	\$12,491			
FY2015 Totals	\$146,981,045	1,073	\$48,032	303	396	\$1,399,973	\$766,202	\$457,000	\$3.06	\$4.74
FY2016 Q1	\$48,557,570	419	\$29,291	61	66	\$488,406	\$265,927			
FY2016 Q2	\$89,214,279	479	\$63,971	431	160	\$2,114,860	\$302,047			
FY2016 Q3	\$81,830,693	373	\$37,766	134	77	\$338,058	\$155,759			
FY2016 Q4	\$5,302,571	58	\$61,420	49	32	\$146,137	\$33,034			
FY2016 Totals	\$224,905,113	1,329	\$45,571	675	335	\$3,087,461	\$756,766	\$457,000	\$6.76	\$8.41

	Reported Investment	Direct Maximum Planned Jobs	Average 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)
FY2017Q1	\$158,459,956	332	\$40,403	98	43	\$189,326	\$22,192			
FY2017Q2	\$81,235,332	967	\$57,232	399	392	\$2,253,197	\$512,897			
FY2017Q3	\$317,300	28	\$22,381	44	22	\$35,914	\$5,974			
FY2017 Q4	\$1,213,049,308	25	\$43,361	12	16	\$538,069	\$1,028,967			
FY2017 Totals	\$1,453,061,896	1,352	\$52,121	553	473	\$3,016,506	\$1,570,030	\$457,000	\$6.60	\$10.04
FY2018 Q1	\$130,237,682	213	\$53,731	192	120	\$467,543	\$93,880			
FY2018 Q2	\$100,418,172	415	\$70,926	225	151	\$1,345,156	\$299,854			
FY2018 Q3	\$9,738,169	395	\$25,813	73	90	\$146,995	\$18,954			
FY2018 Q4	\$18,126,220	48	\$49,747	38	26	\$139,608	\$110,574			
FY2018 Totals	\$258,520,243	1,071	\$49,919	528	387	\$2,099,302	\$523,262	\$457,000	\$4.59	\$5.74
FY2019 Q1	\$17,856,072	964	\$35,227.13	534	347	\$1,560,522	\$261,763			
FY2019 Q2	\$209,472,850	431	\$58,090.27	261	146	\$1,240,524	\$202,805			
FY2019 Q3	\$247,995,500	118	\$32,599.01	82	58	\$173,414	\$60,442			
FY2019 Q4	\$2,740,100	25	\$41,786.36	25	16	\$56,128	\$19,333			
FY2019 Totals	\$478,064,522	1,538	\$41,539	902	567	\$3,030,587	\$544,343	\$457,000	\$6.63	\$7.82
FY2020 Q1	\$44,588,330	658	\$36,838.60	164	166	\$724,127	\$149,139			
FY2020 Q2	\$75,939,262	304	\$67,966.37	179	100	\$1,025,442	\$168,242			
FY2020 Q3	\$6,786,378	73	\$50,422.60	103	67	\$232,908	\$67,970			
FY2020 Q4	\$4,305,297	156	\$110,240.00	241	62	\$373,798	\$94,113			
FY2020 Totals	\$131,619,267	1,191	\$48,414	687	395	\$2,356,275	\$479,464	\$388,350	\$6.07	\$7.30
FY2005-2020 Total	\$4,399,107,240	17,776	\$44,620	7,081	6,090	\$27,688,390	\$7,636,450	\$6,646,690	\$4.81	\$6.04

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 SPARK (formerly 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			
Nov-13	\$40,380,936	144	\$54,431	34	45	\$238,544	\$31,806			
Nov-14	\$57,442,275	144	\$70,395	34	45	\$344,964	\$144,913			
Nov-15	\$50,591,712	280	\$76,929	360	88	\$1,814,683	\$241,958			
Nov-16	\$65,339,025	307	\$72,280	185	98	\$1,124,726	\$182,639			
Nov-17	\$57,193,486	270	\$68,383	163	86	\$935,841	\$151,967			
Nov-18	\$107,500,000	287	\$69,580	173	92	\$1,012,177	\$164,363			
Nov-19	\$74,391,404	260	\$71,700	157	83	\$944,893	\$153,437			

SPARK is proud to be a catalyst by which entrepreneurs, service providers, and investors can work together to develop a strong economy in Lexington.

Year	Firm	Type	Product	County	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Median Yearly Wage
Year	Firm	Type	Product	County	Reported Investment	Maximum Planned Jobs	Average Yearly Wage	Median Yearly Wage
2018	AgTech Scientific, LLC	New	Manufacturer of industrial hemp products	Bourbon	\$5,000,000	271	\$25,875	
2018	Tru-Tone Finishing	New	E-coating and powder coating for industrial parts	Fayette	\$4,600,000	120	\$24,960	
2018	Integrated Sign & Graphic, Inc.	Exp.	Aluminum and steel custom sign fabrication and installation	Fayette	\$138,169	4	\$47,200	\$47,200
2018	Blue Frame Technology LLC	Exp.	Digital video software company	Fayette	\$9,635	1	\$68,000	\$68,000
2018	Legit Apps, LLC	Exp.	Education software development	Fayette	\$2,383,332	11	\$63,336	\$63,336
2018	Hera Testing Laboratories, Inc.	Exp.	Toxicology and therapeutic biotech testing company	Fayette	\$8,989	1	\$43,000	\$43,000
2018	GreenBox	Exp.	HVAC contractor	Fayette	\$1,725,000	20	\$45,000	\$45,000
2018	Hanna Resource Group dba Ezgig	Exp.	Online app connecting employers with employees instantly.	Fayette	\$938,000	2	\$40,000	\$40,000
2018	Bluegrass Tool & Industrial	Exp.	Supplier of industrial products	Fayette	\$22,430	5	\$49,088	\$49,088
2018	LBX Company LLC	Exp.	Customer experience center for headquarters	Fayette	\$8,890,193	0	\$0	\$0
2018	Harbor Steel & Supply Corporation	Exp.	Full service metals processing and distribution	Fayette	\$4,100,000	0	\$0	\$0
2018	Brockman Hastings	Exp.	Medical device company	Fayette	\$17,308	1	\$75,000	\$75,000
2018	hydra soap	Exp.	Handmade aromatherapy products manufacturer	Fayette	\$11,633	4	\$36,254	\$36,254
2018	Kinemetrix Industrial Design, Inc.	Exp.	Manufacturer of advanced automation and robotics systems for a wide range of industries	Fayette	\$7,200	1	\$52,000	\$52,000
2018	Visumatic Industrial Products, Inc.	Exp.	Manufacturer of automated systems	Fayette	\$12,500	2	\$41,350	\$41,350
2018	Amazon.com	Exp.	Fulfillment center for Amazon.com	Fayette	\$0	600	\$33,280	\$33,280
2018	Recycle A Textbook	Exp.	Buyer and distributor of used textbooks	Fayette	\$48,511	6	\$26,624	\$26,624
2018	Prosper Media Group	Exp.	Video production company	Fayette	\$7,561	1	\$29,120	\$29,120
2018	Zelios	Exp.	Manufacturer of hemp oil extract	Fayette	\$2,100,000	44	\$41,974	\$39,520
2018	Webasto Roof Systems Inc.	Exp.	Sunroof and roof systems manufacturer	Fayette	\$15,200,000	183	\$35,561	\$36,400
2018	Tiffany and Company Jewelers, Inc.	Exp.	Manufacturer of jewelry	Fayette	\$500,000	130	\$40,373	\$34,840
2018	Creative Lodging Solutions, LLC	Exp.	Headquarters of corporate lodging solutions	Fayette	\$0	125	\$32,000	\$31,000
2018	SPARK	New	Entrepreneurial companies	Fayette	\$107,500,000	287	\$69,580	\$69,580
2018	J.M. Smucker, LLC	Exp.	Jif peanut butter manufacturer	Fayette	\$100,000,000	0	n/a	n/a
2018	Thynk Health	Exp.	Healthcare data collection and mining company	Fayette	\$250,000	5	\$62,400	\$62,400
2018	Key Investment Solutions	Exp.	Shared service center	Fayette	\$1,645,150	7	\$64,480	\$50,502
2018	Barnhill Enterprises, LLC	Exp.	Manufacturer of chimney caps and products	Fayette	\$64,000	5	\$38,834	\$38,834
2018	MosquitoMate Inc.	Exp.	Biotech manufacturer of ZAP mosquitoes	Fayette	\$7,900	1	\$67,800	\$67,800
2018	Blue Frame Technology LLC	Exp.	Digital video software company	Fayette	\$5,800	1	\$42,120	\$42,120
2019	Tech29, LLC	Exp.	Blockchain software development company	Fayette	\$383,000	10	\$74,110	\$78,000
2019	CLARK Material Handling Company	Exp.	Corporate headquarters, manufacturing and assembly of forklifts	Fayette	\$4,600,000	40	\$49,920	\$47,840
2019	Bullard Center	New	Research, development, marketing and product development center for safety equipment	Fayette	\$0	40	\$0	\$0
2019	Toyota Motor Manufacturing Kentucky	Exp.	North American Production Support	Scott	\$238,000,000	0	\$0	\$0
2019	Blue Star Plastics	Exp.	Custom plastic injection molding and assembly	Fayette	\$5,000,000	25	\$40,400	\$0
2019	West Sixth Brewing Company, LLC	Exp.	Craft brewing operation	Fayette	\$12,500	3	\$32,926	\$0
2019	Wise Bird Cider Co.	New	Manufacturer of cider craft beverages	Fayette	\$0	5	\$0	\$0
2019	Bluegrass Tool & Industrial	Exp.	Supplier of industrial products	Fayette	\$26,000	6	\$51,896	n/a
2019	Helios Aerosystems	Exp.	Engineering and manufacturing of aerospace racks	Fayette	\$5,500	1	\$65,520	\$65,520

Year	Firm	Type	Product	County	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Median Yearly Wage
2019	MosquitoMate Inc.	Exp.	Biotech manufacturer of ZAP mosquitoes	Fayette	\$22,500	2	\$42,682	n/a
2019	Visumatic Industrial Products, Inc.	Exp.	Manufacturer of automated systems	Fayette	\$6,100	1	\$57,200	\$57,200
2019	hydra soap	Exp.	Handmade aromatherapy products manufacturer	Fayette	\$2,680,000	10	\$52,520	\$59,800
2019	Faneuil, Inc.	New	Customer contact service center	Fayette	\$12,200,000	450	\$29,016	\$27,040
2019	A&W Restaurants, Inc.	Exp.	Global restaurant headquarters	Fayette	\$585,000	5	\$0	\$0
2019	Anixter Inc.	Exp.	Sales Center for Global Distributor of network and security solutions, electrical and electronic solutions, and utility power solutions	Fayette	\$4,232,930	103	\$70,200	\$45,777
2019	Lakeshore Learning Materials	Exp.	Distribution center for educational materials and classroom furniture	Woodford	\$27,570,400	100	\$39,520	n/a
2019	Keepsake	New	Custom picture frame manufacturer	Fayette	\$100,000	10	\$21,840	\$21,840
2019	Blue Frame Technology Inc.	Exp.	Digital video software company	Fayette	\$6,364	1	\$54,995	n/a
2019	National Captioning Institute, Inc.	New	Nonprofit organization that dictates TV shows into closed captions	Fayette	\$0	10	\$32,000	\$32,000
2019	Old World Timber, LLC	Exp.	Manufacturer of reclaimed wood products	Fayette	\$20,206	2	\$36,400	n/a
2019	Kinemetrix Industrial Design, Inc.	Exp.	Manufacturer of advanced automation and robotic systems for a wide range of industries.	Fayette	\$34,900	2	\$86,003	n/a
2019	Space Tango, Inc.	Exp.	Microgravity research and development.	Fayette	\$1,321,015	7	\$70,866	\$60,507
2019	SPARK	New	Entrepreneurial companies	Fayette	\$74,391,404	260	\$71,700	n/a
2019	Orb Technologies, LLC	Exp.	R&D and consulting for clean energy & efficient architectural design	Fayette	\$5,190	1	\$47,840	n/a
2019	JR Buck Industries, LLC	Exp.	Custom metal fabrication services	Fayette	\$5,081	2	\$31,200	n/a
2019	Equine Medical Associates, P.S.C.	Exp.	Equine veterinary care	Fayette	\$36,500	6	\$52,541	n/a
2019	Kinemetrix Industrial Design, Inc.	Exp.	Manufacturer of advanced automation and robotic systems for a wide range of industries.	Fayette	\$18,602	3	\$86,674	n/a
2020	Fresh Bourbon dba Edwards Spirit Company	New	African American owned premier bourbon distillery.	Fayette	\$5,400,000	15	\$36,400	n/a
2020	Barnhill Chimney Supply, LLC	Exp.	Manufacturer of chimney caps and products	Fayette	\$15,496	1	\$35,194	n/a
2020	Barnhill Enterprises, LLC	Exp.	Manufacturer of chimney caps and products	Fayette	\$32,810	2	\$63,128	n/a
2020	Hummingbird Nano, Inc.	Exp.	High-tech manufacturer of ultra-small, precision molded components	Jessamine	\$9,295	2	\$35,755	n/a
2020	Consultant Solutions, Inc. dba CSI Group	Exp.	Automation, trading, and management consulting firm	Fayette	\$37,650	7	\$72,093	n/a
2020	Blue Equine Pharmaceuticals	New	Equine pharmaceutical compounding company	Fayette	\$38,000	20	\$46,800	n/a
2020	Blue Frame Technology LLC	Exp.	Digital video software company	Fayette	\$5,219	1	\$100,006	n/a
2020	NX Development Corp.	Exp.	Life science company dedicated to the development of Gleolan for tumor visualization.	Fayette	\$1,225,000	20	\$52,000	n/a
2020	MosquitoMate Inc.	Exp.	Biotech manufacturer of ZAP mosquitoes	Fayette	\$22,908	5	\$40,789	n/a
2020	Trinsoft, LLC	Exp.	Customized software solutions	Fayette	\$5,297	1	\$52,000	n/a
2020	Quality Logistics LLC dba Longship Logistics	Exp.	3rd-party logistics company specializing in over-the-road truckloads of fresh, frozen, and dry shipments.	Fayette	\$4,300,000	155	\$58,240	n/a



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.

New Ways to Keep Growing

Leaders of Kentucky economic development offices still see plenty of opportunity ahead

Gina Greathouse

Executive Vice President—Economic Development, Commerce Lexington Inc.

There's no question that the strong momentum in Lexington's economic development efforts at the start of the year in terms of visits from prospects and interest from site-selection consultants came to a sudden halt due to the COVID-19 pandemic. Our team's immediate focus shifted to helping existing businesses in the region navigate the abrupt stoppage in the economy and providing support to the City of Lexington in efforts to find available personal protective equipment (PPE) for frontline workers.

Going forward this year, the landscape of economic development looks very different, with most meetings and site visits virtual rather than in-person. In May our team hosted its first virtual client visit. The expectation is that technology platforms will become increasingly more important, and economic development professionals will need to be experts in virtual and geospatial platforms, and make use of drone footage when appropriate.

Although personal relationships with consultants will take longer to develop, they will remain critical, and we still expect in-person meetings for the final community rounds of project recruiting. And while many companies are seeing a decline in revenue this year, economic incentives will remain an important factor for those making decisions on business relocation and expansion.

Commerce Lexington Inc. has continued to call on our existing companies and remained in close contact (via Zoom or conference call) with site-selection consultants, while being respectful of the current situation. We remain optimistic about our new clients who were in the pipeline early in the year. Many are temporarily on hold with their planning but continue to express interest in our area as the economy reopens. We are anticipating the pipeline of new projects to break loose later this summer.

For the longer term, many of our industry association experts are anticipating the reshoring of production for items that are key to our national security, such as medicines, pharmaceuticals, auto parts, aerospace, defense and others. This will impact the commercial real estate market, so communities will need to be prepared with appropriately zoned land and available buildings. As the U.S. economy continues to restart, greater access to capital, job training and infrastructure will be necessary.