



Memorandum

To: Mr. Kevin Atkins
Chief Development Officer
Mayor's Office
Lexington-Fayette County Urban Government

From: Gina Greathouse, EVP of Economic Development

Date: April 5, 2018

Re: Commerce Lexington Inc.'s
Economic Development Efforts

Please accept this notice requesting payment of the third *commitment* of **\$114,250** to Commerce Lexington Inc.'s Economic Development efforts for Fiscal Year 2017-2018. This payment covers the period from January 1, 2018-March 30, 2018.

Please remit to:

Commerce Lexington – Economic Development
c/o Gina Greathouse
330 East Main Street
Suite 205
Lexington, KY 40507

Please call if you have any questions. Thanks you.

Lexington-Fayette Urban County Government
Economic Development Partner Agency Quarterly Report
Fiscal Year 2018

Partner Agency: Commerce Lexington (CLex)
Date: 4/10/2018
Quarter: Q3

Section 1: Program Narrative

Q1: Describe your quarterly activities. What were the biggest successes and the biggest challenges? Are you meeting your goals? In your response, address overall activities, and BEAM, BEN, BBPD in particular.

See attached.

Q2: Please describe efforts to attract and retain employers in each of the target sectors. What are your successes and challenges?

See attached.

Q3: Describe efforts to both assist new entrepreneurs/startups, and engage recent alumni and university students in Lexington. What are the biggest successes and challenges in your efforts?

See attached.

Q4: Describe efforts to help existing local companies grow. What are your successes and challenges?

See attached.

Q5: Describe how you are targeting and assisting potentially underserved and underrepresented businesses. Address your services for minority- and women-owned businesses in your response.

See attached.

Section 2: Performance Metrics

*Outcomes Directions: Report each metric on a quarterly basis, unless it is only available annually. If an annual measure, use latest available.
Inputs/Outputs Directions: Report each metric per last quarterly activities. Calculation specifications, if needed, are provided. ONLY report on previous quarter's activities unless otherwise noted.*

Inputs

Clients Served - Industry	
Advanced Manufacturing	37
Animal Sciences	4
Business & Professional Services	89
Clean Technology	3
Life Sciences	15
Software & IT	20
Visitor Industries	35
Small Businesses	92

Clients Served - Company Age	
<1 Year	86
1 - 5 Years	53
5 - 10 Years	63
>10 Years	43
Unknown (Confidential)	20

Client Meetings / Outreach	
Workshops / Training	34
Outreach	43
Initial Client Meeting	72
Follow-up Meeting	147
Existing Business Meeting	37

Clients Served - Type	
Local Company	142
Regional Company	16
National Company	39
International Company	13
Minority/Female/Veteran Owned	86
Unknown (Confidential)	18

Project Meetings	
Initial Project Meeting	72
Follow-up Project Meeting	147

Outputs

Breakdown	Business Outcomes Per Client Served											
	Received Private Investment		Received Public Investment		Started Business		Relocated / Retained		Created New Jobs		Completed Training	
	%	###	%	###	%	###	%	###	%	###	%	###
Overall	100%	5	100%	7	100%	3	100%	15	100%	5	100%	67
By Industry												
Advanced Manufacturing	60%	3	71%	5	33%	1	7%	1	60%	3	22%	15
Animal Sciences	20%	1	0%	0	0%	0	0%	0	0%	0	3%	2
Business & Professional Services	0%	0	43%	3	0%	0	7%	1	80%	4	37%	25
Clean Technology	20%	1	14%	1	0%	0	7%	1	20%	1	3%	2
Life Sciences	20%	1	14%	1	0%	0	0%	0	40%	2	10%	7
Software & IT	0%	0	14%	1	0%	0	0%	0	0%	0	12%	8
Visitor Industries	0%	0	0%	0	0%	0	0%	0	0%	0	4%	3
Small Businesses	20%	1	0%	0	0%	0	0%	0	0%	0	0%	0
By Age												
<1 Year	40%	2	14%	1	100%	3	0%	0	60%	3	3%	2
1 - 5 Years	0%	0	0%	0	0%	0	60%	9	0%	0	12%	8
5 - 10 Years	40%	2	14%	1	0%	0	27%	4	40%	2	12%	8
>10 Years	20%	1	71%	5	0%	0	20%	3	20%	1	36%	24
Unknown (Confidential)	0%	0	0%	0	0%	0	0%	0	0%	0	0%	0
By Type of Service Provided												
Workshops / Training	60%	3	100%	7	0%	0	0%	0	60%	3	85%	57
Outreach	0%	0	0%	0	0%	0	0%	0	0%	0	55%	37
Initial Client Meeting	20%	1	14%	1	33%	1	0%	0	20%	1	21%	14
Follow-up Meeting	80%	4	57%	4	0%	0	27%	4	0%	0	63%	42

Jobs Created Per LFUCG Incentives This Quarter	241
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Payroll Created Per LFUCG Incentives This Quarter	\$ 4,085,694
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Outcomes

Target Sector Employment		
Advanced Manufacturing	11,954	7.8%
Animal Sciences	3,934	2.6%
Business & Professional Services	29,168	18.9%
Clean Technology	21,354	13.9%
Life Sciences	21,526	14.0%
Software & IT	2,979	1.9%
Visitor Industries	24,162	15.7%
Small Businesses	0	0.0%

Average Wage of Lexington Jobs Created by Participating Clients	\$ 25,677.00
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Number of Lexington Jobs Created by Participating Clients	287
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Average Wage of non-Lexington Jobs Created by Participating Clients	\$ 33,280.00
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Number of non-Lexington Jobs Created by Participating Clients	511
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Total Payroll of Lexington Jobs Created by Participating Clients	\$ 7,154,770.00
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Total Payroll of non-Lexington Jobs Created by Participating Clients	\$ 22,997,722.00
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Source: U.S. Bureau of Labor Statistics, 2016 Annual Averages.

Q1: Describe your quarterly activities. What were the biggest successes and the biggest challenges? Are you meeting your goals? In your response, address overall activities, and BEAM, BEN, BBPD in particular.

Commerce Lexington Inc.'s economic development team works every day to recruit new businesses, to retain and grow existing businesses, and to foster the entrepreneurial community. We maintain relationships with existing businesses as well as site selection consultants, who serve as the gatekeeper to new and expanding companies.

In this quarter, Commerce Lexington was extremely busy with new companies interested in locating in Lexington as well as existing business project activity. We had 8 site visits by companies outside of Lexington throughout the quarter. We met with 37 existing businesses in our strategic targets. We also worked on 44 new projects interested in locating to or expanding in Lexington.

We met with 47 site selection consultants and 39 economic development partners to foster good relationships, which will hopefully yield more project activity. Throughout this report, our team has outlined the activity in this quarter along with the successes and challenges. Please see the supplemental metrics to give additional detail on our activities this quarter.

SUCCESES – Three economic development projects were announced or received preliminary approval for incentives in this quarter. Two of the projects were in Fayette County; one project ultimately landed in Bourbon County after all options in Lexington were exhausted. These three projects anticipate 395 new jobs and investing \$9.7 million in Central Kentucky operations. Below are projects that were added to our New & Expanding list in the most recent quarter or held announcements.

Tru-Tone E-Coating Facility Locating in Lexington will Create 120 Jobs

On January 31, Governor Matt Bevin announced that Tru-Tone Finishing Inc., a family owned provider of industrial e-coating, plans to create 120 jobs and to invest \$4.6 million as it establishes a Lexington facility. The company offers e-coating, powder coating, and some finishing processes for a variety of industrial clients. Tru-Tone will initially implement an e-coat metal finishing process to serve the surrounding region at an existing 70,000-square-foot building on Baker Court. Tru-Tone representatives expect that line to open this summer, with powder coating capabilities added in 2019.

AgTech's Diversified, Farmers-First Industrial Hemp Operation to Create 271 Jobs in Bourbon County

In late December, Gov. Matt Bevin announced that AgTech Scientific plans to create 271 jobs at a new hemp-products development and manufacturing center in Paris as it forges relationships with Kentucky farmers and partners on research projects with the state's flagship university. AgTech leaders plan to buy 10 acres and a 10-acre option in the Bourbon County Business Park to build a state-of-the-art, 50,000-square-foot facility, expected to open in 2018. The company's \$5 million-plus investment could grow in the future. This lead initially came through our economic development partners at the University of Kentucky. Our team worked with AgTech Scientific on their regional site selection process until they narrowed down their location to Bourbon County.

Integrated Sign & Graphic is a manufacturer of custom commercial signs. They grew their Lexington operation investing over \$138,000 and adding four new jobs with an average wage of \$47,200 plus benefits. The company received approval for the Kentucky Small Business Tax Credit program totaling \$14,000; no city funds were used in this incentive.

CHALLENGES

As we meet with companies interested in expanding or locating to Lexington, we hear about the challenges businesses face with available real estate and available workforce. Real estate is limited in Lexington with not enough available industrial buildings in the 75,000 – 200,000 SF range, as well as not enough industrial sites for manufacturing/engineering projects. The number of optimal sites in Lexington presents challenges in retaining existing businesses as well as in recruiting new businesses. In terms of office space, we do have adequate supply of office space in downtown and suburban areas, but the majority of the space is not Class A or “cool” space that technology companies typically occupy. In terms of workforce, we continue to see challenges in finding skilled workers for a variety of positions including engineering, industrial maintenance, CNC machinists, and software developers.

UPDATES

Business & Education Network (BEN)

This quarter the Business & Education Network (BEN) representatives met with 75 potential business partners for the Academies of Lexington initiative. These potential partners are employees of local businesses from manufacturing, IT, healthcare, trades, and professional services and have the opportunity to engage with our students through various activities such as: job shadowing, field trips, guest speaking, teacher externships, advisory boards, etc.

Ninth grade students from all three academy schools attended a college visit this quarter, which normally does not occur until the eleventh or twelfth grades. Exposure to post-secondary experiences earlier in high school is a goal of this new academy model. Local college and university partners hosted approximately 1,000 students to their campuses.

We are starting the process of getting students more work-based learning opportunities with businesses to help train the next generation of workers. This quarter our business partners donated many hours to provide support and opportunities for our students. A few examples include: Med Talks with local medical professionals, exploration visits to local hospitals, and opening day takeover with the Lexington Legends. This quarter, BEN presented an update to the LFUCG Budget, Finance and Economic Development committee with preliminary data for the 2017-2018 school year. Early data shows we are making great progress with higher attendance numbers, fewer referrals, and academic success among our students.

Some of the challenges we continue to face are finding new and creative ways to communicate the initiative to key audiences such as parents, students, and businesses and community leaders. We continue to work with Onefold communications to help craft the message to the various audiences in a way that meets their needs and will be working on a new website in the next few months.

We are meeting goals of continued awareness and participation by our business community and our schools to ensure shared accountability of transforming education to meet the needs of the workforce.

Bluegrass Economic Advancement Movement

Our team, along with Kevin Atkins, represents the Lexington region in the Bluegrass Economic Advancement Movement (BEAM). All BEAM initiatives this quarter entailed six conference calls and meetings with the core group and/or the GCI cohort, multiple hours of data analysis and preparation, and the Brookings Institute cohort meeting in Washington, D.C.

As a part of the Bluegrass Economic Advancement Movement (BEAM), the Commerce Lexington Inc. team joined Louisville colleagues in Washington, D.C. for a two-day meeting with the Brookings Institute. This meeting served as the conclusion for our market prioritization initiative. In mid-2017, BEAM was selected to join a group of nine cities/regions seeking to increase the impact of metropolitan trade strategies through new research and plans that will determine how our regional can best use international economic partnerships with international metro counterparts. The BEAM region presented our current findings to the cohort of communities and will finalize the project this spring.

Kentucky Innovation Network

Client numbers are reported annually based on data collected in the KYIN Annual Survey. These numbers were reported in the prior quarter.

Small Business Development Center

In this quarter, two Bluegrass SBDC clients closed \$3.121 million in loans resulting in three jobs created and seven jobs retained. The Bluegrass SBDC has \$12.258 million in funding projects in progress. Four Bluegrass Business Development Partnership (BBDP) referrals were assisted in seeking funding. One of the companies is the wearable technology company that submitted a funding proposal to the Access Loan Program in the previous quarter. The project continues to be in progress and under review by two lenders. One of the BBDP referrals is a manufacturer from the previous quarter, the SBDC assisted the client in reformatting financial projections and reviewing business plan revisions. This project is still in development and has not reached the funding in progress stage. Two of the BBDP referrals are in early development stages, it is our expectation that they will be submitted to the Access Loan Program.

Q2: Please describe efforts to attract and retain employers in each of the target sectors. What are your successes and challenges?

The Bluegrass Business Development Partnership works every day to recruit new businesses to Lexington as well as to retain existing businesses connecting them to resources to help them grow and be successful. With many existing businesses and prospective companies, multiple BBDP partners are either at the table or involved as the project progresses. Serving as a one-stop shop, each partner knows when to engage the others.

Existing Business - Commerce Lexington's economic development team met with 37 existing businesses in this quarter for the first time in this fiscal year. We learned of 15 existing businesses that are considering an expansion. If we identify a company that could grow or be a risk for leaving Lexington, we maintain frequent communication with the client assisting them on their site selection, tax incentives, training grants, and workforce connections. One success of an expansion this quarter is Integrated Sign and Graphic, which is featured in Q1.

Recruitment – Our economic development team maintains strong relationships with site selection consultants as they are the gatekeeper to companies that are growing and establishing new locations. We had two recruitment successes in this quarter. Tru-Tone E-Coating and AgTech Scientific are two new companies to Central Kentucky. Tru-Tone landed in Lexington and will create 120 new jobs. AgTech Scientific evaluated Lexington but ultimately decided Bourbon County was the best location for the business. Below are our efforts in continuing to build relationships and to market Lexington for future projects.

Commerce Lexington Inc. attended the 2018 Site Selectors Guild in Cincinnati at the end of March. This annual conference is an opportunity for site selection leaders to share trends and insights into economic development and the state of business. It is an excellent opportunity for professional development and for cultivating relationships with close to 45 top-notch site selection consultants.

In early February, our team participated in the annual Medical Device & Manufacturing (MDM) tradeshow in Anaheim, California. We partner with LG&E and Kentucky Utilities, who hosts the booth at the show. Many Kentucky communities also participate in the event. This tradeshow is well-known for being the event that offers direct access to the companies with the latest products and cutting-edge technologies in the world of medical design and manufacturing, a strategic target of Commerce Lexington. It gives our team the opportunity to network with these companies and to market Lexington as a great place to do business.

SUCSESSES & CHALLENGES

Some of the successes in this quarter are the companies we added to our New & Expanding list above. Our team was involved with all companies above. The challenges are also similar to the items discussed above. The biggest challenges to our existing and prospective clients are available land and available workforce.

Kentucky Innovation Network

The Kentucky Innovation Network (KYIN-LEX) participated and worked with Commerce Lexington in recruiting a potential company over two visits in March.

Importantly, recent changes to the Kentucky SBIR/STTR Matching Funds program, which served as a strong lead generation source for startup recruiting efforts in the past, have dramatically reduced the number of high quality, well-financed startup companies that are actively seeking relocation to Kentucky. KYIN-LEX has been actively involved for some time in efforts to save this program and to help with efforts to restructure the program. Engagement by LFUCG to articulate the historic impact of this program on the Lexington startup ecosystem to the Kentucky Cabinet for Economic Development would be advantageous. Changes to this program have already had a significant negative impact on Lexington's startup/entrepreneurship sector and these impacts will become increasingly visible in the coming quarters. This program is strategically significant for Lexington and action is necessary to save the program.

Small Business Development Center

The work of the Bluegrass SBDC is business development and is a compliment to the economic development attraction and retention programming. SBDC works to cultivate and develop small businesses that create jobs. SBDC does advising and training to nurture and encourage entrepreneurs. In Quarter 3 SBDC held 25 training events attracted 242 attendees. Many sessions focused on starting and funding small businesses. Sessions for existing business address many of the issues that create risk for business and help them remain viable and sustainable. Retaining healthy business is critical to the economic landscape.

Q3: Describe efforts to both assist new entrepreneurs/startups, and engage recent alumni and university students in Lexington. What are the biggest successes and challenges in your efforts?

Kentucky Innovation Network (Lexington Office)

The Kentucky Innovation Network office in Lexington (KYIN-LEX) works almost exclusively with startup companies. Markedly distinct from a small business of age less than 12 months, one accepted definition

of a startup is “a human institution designed to create a new product or service under conditions of extreme uncertainty” (The Lean Startup by Eric Ries).

During the quarter, the KYIN-LEX office completed 75 client meetings – nine meetings with clients that were new to the office and 66 meetings with existing clients. These meetings involved coaching, counseling, and mentoring services, mostly related to developing a strategy to move from the idea stage to an operating business over the course of several years and securing funding to support the business operations.

The primary sources of clients for the KYIN-LEX office are: community entrepreneurs, faculty entrepreneurs from the University of Kentucky, entrepreneurs from throughout Kentucky that are seeking funding from Lexington’s Bluegrass Angels investor group, and entrepreneurs that are participants in the Awesome Fellowship program at Awesome Inc. The KYIN-LEX office is uniquely positioned and qualified to provide services and stands as a benchmark for the state in both the quantity and quality of services provided to technology-based, startup institutions and entrepreneurs.

To maximize utilization of resources, the KYIN-LEX office has employed a strategy of directing new leads to the weekly Startup Breakfast meeting for initial contact and mentoring. While clients receive significant value at these meetings, much of the activity that occurs at Startup Breakfast cannot be captured in metrics. The total number of clients served through Startup Breakfast was approximately 170 (roughly 13-14 per week).

In collaboration with Andi Johnson, the Chief Policy Officer at Commerce Lexington, KYIN-LEX has worked throughout the quarter to educate state legislators about and to advocate for HB312. HB312 provides for updates and continued funding of Kentucky’s Angel Investor Tax Credit programs through the KIFA and KAIA legislation. The Angel Investor Tax Credit programs are a critical strategic priority for Lexington. Lexington’s Bluegrass Angels investor group, with which the KYIN-LEX office is closely affiliated, is a significant engine for startup growth and economic activity in Lexington. BGA closed its second venture fund in December 2017, is currently investing from its third fund, and filed organization papers in December 2017 for its fourth venture fund. Collectively, these funds represent a \$12 million private sector investment in the Kentucky economy. Historically, these funds have provided an immediate 11:1 return on investment; thus, the economic impact of BGA’s activity is in excess of \$135 million. These funds are growing high-tech companies, creating high-impact jobs, and creating new wealth in Lexington.

The KYIN-LEX and Commerce Lexington Economic Development teams collaborate to facilitate SPARK – Lexington’s premier entrepreneurship focused education and networking series. During this quarter the team worked to secure sponsor funding to support SPARK’s 2018 programming and worked to plan 2018 signature events. The 2018 schedule will include seven events punctuated by three signature events: SPARK Women in Entrepreneurship (April 17), SPARK Angel Investor Summit (September), and SPARK Celebrate Entrepreneurship (November 1). Additionally, the team designed, organized, and hosted the SPARK After Hours event in collaboration with Wrigley Media Group on March 14. This event featured a Facebook Live broadcast that was professionally produced by Wrigley Media Group.

5 Across, Lexington’s premier startup pitch competition, which is produced by Awesome Inc and funded by BBDP, continues to grow in both quality and reputation. Over the past several years, the 5 Across competition has enjoyed more candidates from Central Kentucky, higher quality candidates, and increasing audience sizes. The program is widely respected throughout the state and serves as an example for others. 5 Across has also enjoyed significant success as an outreach opportunity to engage students of

all ages in entrepreneurship. The KYIN-LEX office is actively involved with recruiting companies to pitch at 5 Across, and 5 Across serves as a critical practice experience for KYIN-LEX clients who are preparing to raise startup investor financing. There was one 5 Across event during the quarter (Feb 28) that included 5 company pitches and 85 attendees.

The KYIN-LEX office is heavily engaged with Lexington's Bluegrass Angels investor group. KYIN-LEX serves as a pipeline partner for BGA by screening and mentoring companies as they prepare for investment, educating companies about investment-based financing, and managing logistics for all BGA-related meetings. The BBDP partnership supports BGA by providing meeting space for many of these meetings. Through its partnership with BGA, KYIN-LEX engages with clients throughout the state and beyond who seek investment from BGA. BGA is one of the few angel groups in the state that is willing to take a lead position in an angel round – particularly one involving a highly scalable, technology-based startup. BGA has developed an expertise in performing due diligence and negotiating deal terms that is widely respected throughout the state and region.

KYIN-LEX is heavily involved in UK Accel, a new program formed as a partnership between the UK Office of Technology Transfer, the UK Von Allmen Center for Entrepreneurship (the parent organization of KYIN-LEX), and Awesome Inc. The program provides a 90-day entrepreneurship immersion experience for UK faculty and staff that have made an Intellectual Property (IP) disclosure to UK OTC. The goal of the program is to determine if the faculty/staff inventors are the right people to lead a startup company to commercialize the IP. KYIN-LEX was heavily involved with two UK Accel participants during the quarter.

The KYIN-LEX office publishes a weekly News and Events Newsletter that is now distributed to over 400 quality contacts in the Lexington area. The newsletter summarizes activities, events, opportunities, job openings, and other needs of interest to entrepreneurs and startups. The Newsletter includes a Book of the Month program to promote continuous learning in the disciplines of leadership, marketing, startup funding, and other topics of interest to startup entrepreneurs.

KYIN-LEX facilitates the weekly Startup Breakfast event for peer mentoring and networking in the startup community. This uniquely Lexington event continues to be well attended and serves as a valuable resource for the community and a dependable anchor event of the Lexington startup ecosystem. The total number of clients served through Startup Breakfast during the quarter was approximately 170 (13-14 per week).

Alumni and Student Engagement

Commerce Lexington Inc.'s team continues to work with existing students and alumni from area universities plugging them into opportunities with our employers. On multiple occasions, we sent resumes to our clients and networking groups; many of those resumes are from recent graduates or alumni interested in locating back to Lexington.

Small Business Development Center

In Quarter 3 the Bluegrass SBDC conducted 60 hours of training, hosting 25 training events that attracted 242 attendees. Of those training events, 10 events, representing 208 hours of training with 104 attendees were geared toward early stage entrepreneurs/startups. Our team presented a workshop on business planning issues and cash flow management to the University of Kentucky's College of Ag Turf Workshop. The SBDC was invited by the University of Kentucky Federal Credit Union to present a lunch and learn for University of Kentucky dental and medical students on tips to help them evaluate small business ownership. The Bluegrass SBDC continues to use KyBizInfo to connect with potential and existing business owners. This quarter weather presented a challenge in facilitating 25 training events.

Q4: Describe efforts to help existing local companies grow. What are your successes and challenges?

The Bluegrass Business Development Partnership meets with a variety of existing local companies each quarter connecting them to the resources available for them to succeed and grow. Commerce Lexington's economic development team focuses on businesses in the following strategic sectors: advanced manufacturing, animal sciences, business and professional services, clean technology, life sciences, software and IT, as well as visitor industries. The Kentucky Innovation Network focuses on solely on startups in a variety of industries, and the Bluegrass Small Business Development Center focuses on small businesses.

Commerce Lexington's goal is to meet with 160 existing businesses each year, and in this quarter, we met with 37 existing businesses that fell into all targeted sectors. From these meetings, we identified 15 companies that are interested in expanding their locations. Our team continues to check in with them on their progress and if they need any assistance from our team. We connect our clients to tax credits, training grants, export grants, hiring resources, business development opportunities, real estate, and much more. These projects have the potential to be announced within the next month to the next three to four years.

Kentucky Innovation Network

The most significant challenge in this area is availability of talent particularly in the areas of technical skill (e.g., software development) and experienced leadership / executive management for startups. The IN2LEX weekly newsletter contains a stream of job openings with Lexington startup companies. A high impact opportunity in this area would be a startup-focused job board to help Lexington startups advertise their job openings in a more visible format.

Small Business Development Center

During the January to March period, the Bluegrass SBDC had approximately 217 client meetings resulting in more than 429.96 hours of prep work and contact time to provide consulting services. The Women and Minority Contractor Program is designed to take early stage businesses and help them implement practices to grow. SBDC also uses marketing research databases to help businesses benchmark for growth. They are also used to identify new market opportunities. A consistent challenge is helping business owners find time to work on growing their business while working in their business.

Commerce Lexington

Please see the challenges addressed in Question 1.

Q5: Describe how you are targeting and assisting potentially underserved and underrepresented businesses. Address your services for minority- and women-owned businesses in your response.

Minority Business Development

Commerce Lexington's Minority Business Development program is working with large companies in our region to identify new women and minority-owned businesses that could utilize MBD's services. When those companies are identified, we meet with them to provide additional assistance and connect them to funding opportunities. During this quarter, we ran our public radio advertisement and have achieved great results. We have received the greatest number of leads through other agencies and lender referrals. These entities recognize the strengths of the Bluegrass Business Development Partnership's technical approach and show great confidence in areas like contractor training, loan facilities, and advice for underserved

businesses. We are also receiving more calls from established women-owned businesses looking for advice on new markets.

Opportunity Exchange

The Spring event was well attended by procurement staff from LFUCG, Toyota, KCTCS, and Messer Construction. The featured speaker was the Bluegrass Small Business Development Center Director, Shawn Rogers, whose message covered technical assistance and the bold opportunities available in Lexington for aspiring entrepreneurs. Fifty-two people attended the event.

Small Business Development Center

In January, the Bluegrass SBDC began the ten-week Minority & Women Contractor Training Program. The 10-week training series successfully wrapped up on March 27. A total of ten companies completed the training program and will graduate in April 2018. The Bluegrass SBDC partnered with the LFUCG Central Purchasing Minority Business Enterprise Liaison to support five training events, resulting in 104 hours of training, attracting 44 attendees. In March, the SBDC attended the Young Professionals of Color leadership event and participated in discussions pertaining to economic development and small business initiatives.

Note: Target Industry NAICS Codes

The Bluegrass Business Development Partnership uses the following North American Industry Classification System (NAICS) codes in classifying clients and sourcing data.

- Advanced Manufacturing: 31-33
- Animal Sciences: 11292, 1152, 54171, 54194, 7112
- Business & Professional Services: 54, 55, 561
- Clean Technology: 3254, 3391, 5417, 54194, 621, 622, 623
- Life Sciences: 3254, 3391, 5417, 54194, 621, 622, 623
- Software & IT: 5112, 517, 518, 5415
- Visitor Industries: 44-45, 5615, 56192, 61143, 711, 712, 713, 721, 722

Bluegrass Business Development Partnership

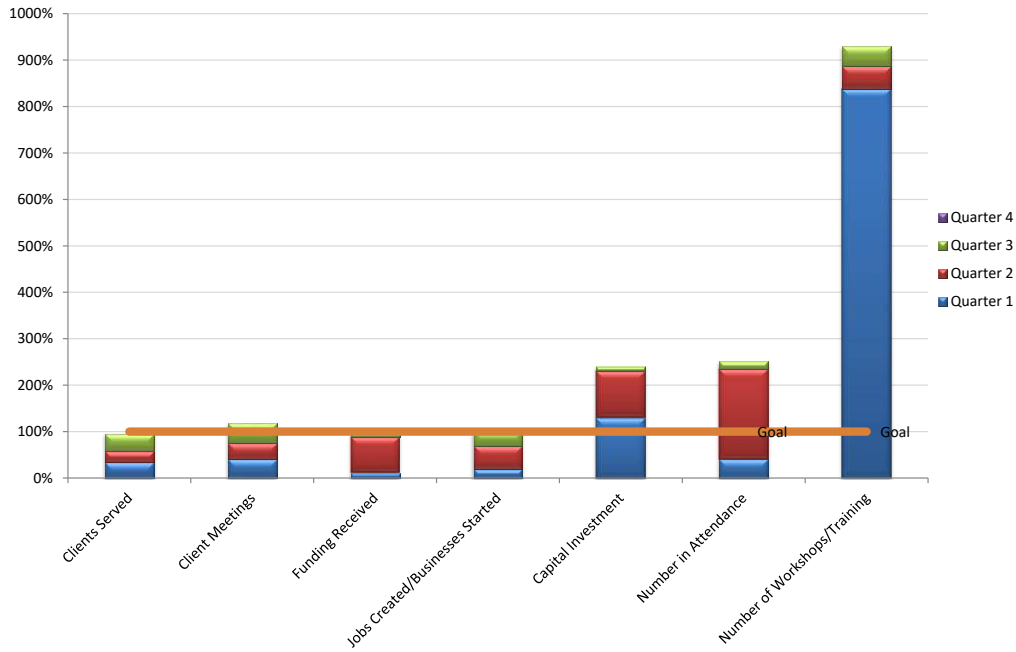


LEXINGTON



Fiscal Year 2017-2018

	2017 - 2018		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Bluegrass Business Development Partnership							
Clients Served	1,092	96%	368	265	414	0	1,047
Client Meetings	595	118%	239	210	255	0	704
Funding Received	\$ 78,650,000	97%	\$ 8,818,763	\$ 61,118,486	\$ 6,085,000	\$ -	76,022,249
Jobs Created/Businesses Started	1,273	101%	246	642	399	0	1,287
Capital Investment	\$ 100,000,000	240%	\$130,237,682	\$100,418,172	\$ 9,738,169	\$ -	\$240,394,023
Workshops/Training							
<i>Number in Attendance</i>	5,120	253%	2,077	9,941	912	-	12,929
<i>Number of Workshops/Training</i>	125	931%	1047	63	54	0	1,164



Bluegrass Business Development Partnership

	2017 - 2018						
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Economic Development							
Clients Served	310	74%	83	64	81		228
Client Meetings	595		239	210	255		704
Funding Received	\$ 15,000,000	48%	\$1,588,000	\$2,656,000	\$2,914,000		7,158,000
Jobs Created/Businesses Started	1,000	102%	213	415	395		1,023
Capital Investment	\$ 100,000,000	240%	\$130,237,682	\$100,418,172	\$9,738,169		240,394,023
Workshops/Training							
<i>Number in Attendance</i>	1,325	55%	255	329	145		729
<i>Number of Workshops/Training</i>	34	24%	3	3	2		8
Workforce Development							
Clients Served	82	149%	26	21	75		122
Training/Partnerships	150						0
<i>Students/Teachers</i>	100	1%	1				1
<i>Businesses</i>	50	2000%	1,000				1,000
Minority Business Development							
Clients Served	170	86%	53	37	56		146
Funding Received	\$ 650,000	461%	1,800,000	1,144,000	50,000		2,994,000
Jobs Created/Businesses Started	15	840%	31	91	4		126
Procurement	\$ 550,000	29%	47,000		112,900		159,900
Workshops/Training							
<i>Number in Attendance</i>	3,320	276%	887	8,128	163		9,178
<i>Number of Workshops/Training</i>	17	65%	4	3	4		11
Innovation and Commercialization							
Clients Served	280	82%	107	48	75		230
Funding Received	\$ 60,000,000	95%		57,193,486			57,193,486
Jobs Created/Businesses Started	240	113%		270			270
Workshops/Training							
<i>Number in Attendance</i>	2,050	148%	859	1,731	434		3,024
<i>Number of Workshops/Training</i>	36	314%	34	55	24		113
Small Business Development Center							
Clients Served	300	107%	100	95	127		322
Funding Received	\$ 3,000,000	289%	5,430,763	125,000	3,121,000		8,676,763
Jobs Created/Businesses Started	18	17%	2	1			3
Workshops/Training							
<i>Number in Attendance</i>	125	382%	75	160	242		477
<i>Number of Workshops/Training</i>	12	350%	6	11	25		42
Duplicates (Office Use Only)							
Clients Served	100		3				
Funding Received							
Jobs Created/Businesses Started				270			
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>	3600			815	145		
<i>Number of Workshops/Training</i>	48			19	2		

Economic Development
Fiscal Year 2017-2018

	2017 - 2018 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD							
Clients Served	310	83	64	81	0	228							
Prospects	150	42	35	44		121	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, technology, call centers) to expand or relocate to the Bluegrass region. We also work with existing businesses and start-up companies to assist them in expanding their presence in Lexington and the region.						
Existing Business Visits	160	41	29	37		107	Commerce Lexington visits 160 export based existing companies every year. During the visits, the team identifies and addresses barriers to growth of existing firms, as well as work to retain the at risk companies. We also provide access to capital, opportunities and networks for businesses.						
Client Meetings	595	239	210	255	0	704							
Face to Face Client Meetings	270	124	126	161		411	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.						
Site Visits	25	4	14	8		26	Clients that visit Lexington						
Site Selection Consultant Meetings	200	56	53	47		156	Meetings with site selection consultants with the potential to bring projects to Lexington.						
Economic Development Partner Meetings	100	55	17	39		111	Research Director and team meets with partners that assist in economic development efforts. These include real estate agents, utility representatives, staffing agencies, colleges, and members of the Bluegrass Alliance.						
Funding Received	\$15,000,000	\$1,588,000	\$2,656,000	\$2,914,000	\$0	\$7,158,000							
Incentives Received	\$15,000,000	\$1,588,000	\$2,656,000	\$2,914,000		\$7,158,000	Commerce Lexington works with the Kentucky Cabinet for Economic Development (KCED) in administering tax incentive programs, which are based on job creation and capital investment, to help companies offset their start-up costs. Incentives awarded including KBI, KRA, KEIA, Small Bus. Tax Credit, and Jobs Fund are calculated in this number. Although not included, Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and financing programs.						
Jobs Created/ Businesses Started	1000	213	415	395	0	1,023							
Jobs Created	1000	213	415	395		1023	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.						
Capital Investment	\$100,000,000	\$130,237,682	\$100,418,172	\$9,738,169	\$0	\$240,394,023							
Capital Investment	\$100,000,000	\$130,237,682	\$100,418,172	\$9,738,169		\$240,394,023	Expenditure in real estate, building renovations, equipment						
Workshops/Training	Number in Attendance 1325	Number of Events 34	Number in Attendance 255	Number of Events 3	Number in Attendance 329	Number of Events 3	Number in Attendance 145	Number of Events 2	Number in Attendance 0	Number of Events 0	Number in Attendance 729	Number of Events 8	
SPARK 5 Across	600	12	255	3	329	3	145	2			729	8	Formerly the Lexington Venture Club, SPARK was introduced in November 2015. SPARK is a partnership between Commerce Lexington and the Lexington Office of the Kentucky Innovation Network, which is part of UK. SPARK is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. We have several events throughout the year and finish with our annual Entrepreneurial Celebration reception which recognizes early stage and growing companies in Central Kentucky that have received funding through venture capital, angel investors, friends and family, and state and federal sources.
Geeks Night Out	150	2	0	0	0	0	0	0			0	0	SPARK and Awesome Inc. are proud to announce 5Across, an informal gathering of entrepreneurs, investors, and service providers from Lexington, KY. Each 5Across meeting will feature presentations from local entrepreneurs who will be pitching their idea to a panel of judges. 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winnino oith
Manufacturer's Network Group	75	2	0	0	0	0	0	0			0	0	A networking event held at various Lexington establishments that is a part of the in2lex group: Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.
C3N	40	4	0	0	0	0	0	0			0	0	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.
Bluegrass Bio	30	2	0	0	0	0	0	0			0	0	Consortium of call centers and back office operations
High-tech Networking Group	30	2	23	3	80	1	10	1			113	5	Bluegrass BIO is a networking group for Central Kentucky biotech groups. The groups meets twice a year to discuss industry trends, hear from speakers, as well as network.
Outreach Activities	100	5	28	2	50	1	65	2			143	5	Newly added in 2016, we have formed a networking group that brings together high-tech companies to discuss workforce, recruitment, and other issues.
Partnered Activities	300	5	115	1	486	16	0	0			601	17	Events in which our team participates in to promote economic development education. Events include presenting on panels, speaking to groups, and coordinating the Economic Development Simulation for Leadership Lexington.
													Sponsorship or collaboration on various events including RunJumpDev, Shift, Start-up Advantage, Global Entrepreneurship Week, Startup Weekend, SBIR/STTR Workshops, undcover events.

Business & Education Network
Fiscal Year 2017-2018

	2017-2018 Goal	Quarter 1		Quarter 2		Quarter 3		Quarter 4		YTD		
Clients Served	82	26		21		75		0		122		
Ford NGL - Awareness by Business	75	20		20		75				115		Partnership with CLX and FCPS on a collaborative community approach that will transform education in Fayette County. Ford NGL mobilizes educators, employers, and community leaders to create a new generation of young people who will graduate from high school both college and career-ready. This framework will help create an emerging workforce prepared to compete successfully in the 21st century economy. Goal is to create awareness in the community now and gain participation once the plan is in place.
Ford NGL - Awareness by High Schools	6	6		0		0				6		Partnership with CLX and FCPS on a collaborative community approach that will transform education in Fayette County. Ford NGL mobilizes educators, employers, and community leaders to create a new generation of young people who will graduate from high school both college and career-ready. This framework will help create an emerging workforce prepared to compete successfully in the 21st century economy. Goal is to create awareness in the community now and gain participation once the plan is in place.
Ford NGL - Schools sign on to participate	1	0		1		0				1		Partnership with CLX and FCPS on a collaborative community approach that will transform education in Fayette County. Ford NGL mobilizes educators, employers, and community leaders to create a new generation of young people who will graduate from high school both college and career-ready. This framework will help create an emerging workforce prepared to compete successfully in the 21st century economy. Goal is to create awareness in the community now and gain participation once the plan is in place.
Training/Partnerships	150	1	1,000	0	0	0	0	0	0	1	1,000	
Students/Teachers Participating in Work Based Learning Opportunities (Based on Final NGL Plan)	100	1	1,000	0	0	0	0			1	1,000	Once the Ford NGL master plan is written (early 2017), then we will build advisory boards/partnerships with businesses, get students into WBL opportunities--internships, field trips, careers fairs, capstone projects, etc. Teachers will participate in externship programs.
Businesses Participating in Work Based Learning Opportunities (Based on Final NGL Plan)	50	1	25	0	0	0	0					Once the Ford NGL master plan is written (early 2017), then we will build advisory boards/partnerships with businesses, get students into WBL opportunities--internships, field trips, careers fairs, capstone projects, etc. Teachers will participate in externship programs.

Minority Business Development
Fiscal Year 2017-2018

	2017 - 2018 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD							
Clients Served	170	53	37	56	0	146							
Minority	75	29	17	26		72	A minority business as defined by Commerce Lexington is a business that is 51% owned, operated and controlled by a person who is a member of the following racial and ethnic groups: African American: An individual of Black race or African origin or parentage; Hispanic American: An individual of Latin American culture, origin or parentage, and Asian American: An individual of Japanese, Korean, Chinese, Indonesian, Indochina, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.						
Existing Minority Business Visits	60	14	9	13		36	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.						
Female	35	10	11	17		38							
Funding Received	\$650,000	\$1,800,000	\$1,144,000	\$50,000	\$0	\$2,994,000							
ACCESS Loan Program	\$650,000	\$1,800,000	\$1,144,000	\$50,000		\$2,994,000	The ACCESS Loan Program's mission is to provide easier access to the financing and helpful business advice that you need to start or grow your business. This program is committed to fostering economic growth and enhancing business opportunities for minorities, women, and emerging small businesses.						
Jobs Created/ Businesses Created	15	31	91	4	0	126							
	15	31	91	4		126							
Procurement	\$550,000	\$47,000	\$0	\$112,900		\$159,900	Procurement facilitated by Commerce Lexington staff and completed by MBE's.						
Workshops/Training	Number in Attendance 3320	Number of Events 17	Number in Attendance 887	Number of Events 4	Number in Attendance 8,128	Number of Events 3	Number in Attendance 163	Number of Events 4	Number in Attendance 0	Number of Events 0	Number in Attendance 9,178	Number of Events 11	
Toyota Opportunity Exchange	2000	1	0	0	2,100	1	0	0			2,100	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	125	2	46	1	0	0	52	1			98	2	Local Bi-Yearly event that connect MBE's to opportunities with large companies
State of Kentucky/LFUCG Seminars	70	4	0	0	28	1	0	0			28	1	Information/Training sessions on benefits of Certification for MBE's
KCTCS/UK Supplier Diversity Fair	250	1	160	1	0	0	0	0			160	1	Seminar showcases departments & Procurement Opportunities for MBE's, WBE's, & DBE's
LFUCG Minority Business EXPO	450	1	680	1	0	0	0	0			680	1	Sponsored annual event.
SBDC/LFUCG Contractor Training	45	3	0	0	0	0	8	1			8	1	Held 3 times a year with an average 15 participants. They are taught business planning, estimating and bidding, cost management, financing, etc.
TMSDC Business Opportunity Fair	350	1	0	0	6,000	1	21	1			6,021	2	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
MBA Quarterly Summit	30	4	1	1	0	0	82	1			83	2	Quarterly meeting focused on business success and procurement.

Innovation and Commercialization

Fiscal Year 2017-2018

	2017 - 2018 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD							
Clients Served	280	107	48	75	0	230							
New Clients	40	35	6	9		50	The Lexington Innovation Office is part of a state-wide program funded by DCI. The objective of the program is to create more technology-based businesses and jobs in the state. The Lexington ICC serves UK, Lexington, and the surrounding counties.						
Existing Client Meetings/Assistance	240	72	42	66		180							
Funding Received	\$60,000,000	\$0	\$57,193,486	\$0	\$0	\$57,193,486							
Federal Funds & KY State Funding Programs		\$0	\$14,919,499	\$0		\$14,919,499	Funding received by regional companies from federal agencies and funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, loan program, ...						
Equity Fund Raising		\$0	\$42,273,987	\$0		\$42,273,987							
Jobs Created/ Businesses Started	240	0	270	0	0	270							
Technology Based Job Growth	240	0	270	0		270	Full-time & part-time high-tech and non-tech hires.						
Workshops/Training	Number in Attendance 2050	Number of Events 36	Number in Attendance 859	Number of Events 34	Number in Attendance 1,731	Number of Events 55	Number in Attendance 434	Number of Events 24	Number in Attendance 0	Number of Events 0	Number in Attendance 3,024	Number of Events 113	
SPARK 5 Across	600	12	255	3	329	3	145	2			729	8	see ED tab. SPARK, formerly the Lexington Venture Club, is a joint initiative between UK and Commerce Lexington.
Bluegrass Angels	250	10	102	11	171	12	119	9			392	32	The Bluegrass Angels and the Bluegrass Venture Fund III are the first organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
Activities Workshops	1200	14	502	20	1,231	40	170	13			1,903	73	Global Entrepreneurship Week, UK Venture Studio, Venture Challenge, pitch competitions, conferences, workshops, other entrepreneurial activities, and newly created event in 2017, Startup Breakfasts.



Small Business Development Center

Fiscal Year 2017-2018

	2017 - 2018 Goal	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD						
Clients Served	300	100	95	127	0	322						
Clients that had counseling services with the SBDC.	300	100	95	127		322	A client is the business, if it exists. In the case of a prospective business, the client is the individual (i.e., nascent entrepreneur) receiving SBDC services. Counseling is defined as services provided to an individual and/or business, i.e. client (see above) that is substantive in nature and is in the area of business formation, management, financing, and/or operation of a small business enterprise.					
Funding Received	\$3,000,000	\$5,430,763	\$125,000	\$3,121,000	\$0	\$8,676,763						
Dollar amount and number of loans received or equity financing received	\$3,000,000	\$5,430,763	\$125,000	\$3,121,000		\$8,676,763						
Businesses Started	18	2	1	0	0	3						
Businesses started from counseling clients	18	2	1	0		3	Businesses that are started as a result of SBDC counseling/consulting.					
Workshops/Training	Number in Attendance 125	Number of Events 12	Number in Attendance 75	Number of Events 6	Number in Attendance 160	Number of Events 11	Number in Attendance 242	Number of Events 25	Number in Attendance 0	Number of Events 0	Number in Attendance 477	Number of Events 42
Customers that attended training conferences at the SBDC	125	12	75	6	160	11	242	25			477	42
												Training is defined as an activity or event in which the SBDC plays a substantial role in delivering a structured program of knowledge, information or experience on a business-related subject. There must be one or more attendees. Includes Women & Minority Contractor Training and Let's Talk Small Biz.

Month	Year	Firm	Type	Product	County	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Median Yearly Wage
2	2018	AgTech Scientific, LLC	New	Manufacturer of industrial hemp products	Bourbon	\$5,000,000	271	\$33,280	
2	2018	Integrated Sign & Graphic, Inc.	Exp.	Aluminum and steel custom sign fabrication and installation	Fayette	\$138,169	4	\$47,200	\$47,200
1	2018	Tru-Tone Finishing, Inc.	New	e-coating and powder coating for industrial parts	Fayette	\$4,600,000	120	\$24,960	
12	2017	Barnhill Enterprises, LLC	Exp.	Manufacturer of chimney caps and products	Fayette	\$82,737	\$6	\$43,139	\$43,139
12	2017	EnerBlu, Inc.	New	Headquarters and R&D facility for energy solutions company	Fayette	\$40,000,000	110	\$83,200	
12	2017	The Weekly Juicery, LLC	Exp.	Manufacturer of raw, cold pressed juice	Fayette	\$16,500	1	\$31,200	\$31,200
11	2017	SPARK	New	Entrepreneurial Companies	Fayette	\$57,193,486	270	\$68,383	
11	2017	TEC Biosciences	New	Biotech company focused on measurement of metabolomics	Fayette	\$1,000,000	4	\$66,253	\$60,008
11	2017	PowerTech Water, LLC	Exp.	Technology company for water production	Fayette	\$14,495	2	\$51,418	\$51,418
11	2017	ParaTechs Corp	Exp.	Biotech company that offers innovative technologies for easier and more cost-effective research	Fayette	\$6,696	1	\$44,990	\$44,990
11	2017	Molding Solutions	Exp.	Custom injection molders of plastic and rubber	Fayette	\$366,758	6	\$53,560	\$53,560
11	2017	MakeTime Inc.	Exp.	On-demand manufacturing marketplace platform	Fayette	\$437,500	5	\$72,800	\$72,800
11	2017	JR Buck Industries, LLC	Exp.	Custom metal fabrication services	Fayette	\$1,300,000	10	\$44,296	\$33,280
9	2017	VeBridge	Exp.	Enterprise content and business processing management firm	Fayette	\$1,193,967	20	\$23,026	\$20,800
9	2017	Fooji	Exp.	Tech company connecting brands to consumers	Fayette	\$754,795	41	\$71,864	\$60,008
9	2017	Florida Tile	Exp.	Corporate headquarters of tile manufacturer	Fayette	\$3,524,000	12	\$82,826	\$82,826
9	2017	KITO U.S.A.	Exp.	Manufacturer of robotic welding equipment	Fayette	\$695,000	5	\$34,320	\$34,320
9	2017	Xooker, LLC	Exp.	Mobile marketing app developer	Fayette	\$1,472,000	100	\$50,960	\$50,960
9	2017	Toyota Motor Manufacturing Kentucky	Exp.	North American Production Support	Scott	\$120,960,000	0	\$0	n/a
9	2017	West Sixth Brewing Company	Exp.	Craft brewing operation	Fayette	\$14,700	4	\$36,712	\$36,712
9	2017	Old World Timber, LLC	Exp.	Manufacturer of reclaimed wood products	Fayette	\$14,240	3	\$24,086	\$24,086
9	2017	Fusioncorp, LLC	Exp.	Software development company	Fayette	\$747,150	8	\$56,160	\$56,160
9	2017	AVENTICS Corporation USA	Exp.	Manufacturer of pneumatics components, systems, and applications	Fayette	\$861,830	20	\$55,390	\$53,857
6	2017	MosquitoMate	Exp.	Biotech manufacturer of ZAP mosquitoes	Fayette	\$535,040	12	\$50,000	\$50,000
6	2017	Bluegrass Tool & Industrial	Exp.	Supplier of industrial products	Fayette	\$22,000	4	\$40,040	\$40,040
6	2017	Old World Timber, LLC	Exp.	Manufacturer of reclaimed wood products	Fayette	\$50,466	4	\$29,120	\$29,120
6	2017	Visumatic Industrial Products Inc	Exp.	Manufacturer of automated systems	Fayette	\$41,802	5	\$41,475	\$41,475
4	2017	Toyota Motor Manufacturing Kentucky	Exp.	North American Production Support	Scott	\$1,212,400,000	0	\$0	\$0
3	2017	hydra	Exp.	Homemade aromatherapy products manufacturer	Fayette	\$285,000	26	\$21,840	\$21,840
2	2017	The Apiary, LLC	Exp.	Event space and caterer	Fayette	\$32,300	2	\$29,411	\$29,411
12	2016	Tenmast Software Company	Exp.	Software development company for housing authorities	Fayette	\$2,650,000	10	\$64,480	\$57,200
12	2016	TwinSpires.com	Exp.	Online wagering site	Fayette	\$0	18	\$23,920	\$23,920
12	2016	Monomoy Capital Partners	New	Private equity firm for middle market	Fayette	\$100,000	13	\$310,000	
12	2016	Nishida Art Specialty Composite America Inc.	New	Manufacturer of composite material for automobiles	Franklin	\$2,330,000	30	\$29,744	
12	2016	SDG Blue, LLC	Exp.	IT company, specializing in security, network infrastructure, technology	Fayette	\$25,670	7	\$77,813	
12	2016	The Weekly Juicery, LLC	Exp.	Manufacturer of raw, cold pressed juice	Fayette	\$7,754	2	\$25,563	
12	2016	PowerTech Water, LLC	Exp.	Technology company for water production	Fayette	\$5,380	1	\$69,909	\$69,909

Month	Year	Firm	Type	Product	County	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Median Yearly Wage
12	2016	Equine Diagnostic Solutions	Exp.	Diagnostic testing for the veterinary health care industry focusing on equine testing	Fayette	\$5,006	1	\$45,760	\$45,760
12	2016	Hera Testing Laboratories, Inc.	Exp.	Toxicology and therapeutic biotech testing company	Fayette	\$18,263	5	\$72,301	
12	2016	MakeTime Inc.	Exp.	On-demand manufacturing marketplace platform	Fayette	\$29,234	8	\$83,741	
11	2016	Big Ass Solutions	Exp	Manufacturer of large industrial and residential ceiling fans	Fayette	\$10,700,000	562	\$45,011	\$45,011
11	2016	SPARK	New	Entrepreneurial companies	Fayette	\$65,339,025	307	\$72,280	
10	2016	West Sixth Brewing Company, LLC	Exp	Craft brewing operation	Fayette	\$25,000	3	\$38,792	\$38,792
9	2016	Lakeshore Learning Materials	New	Distribution center for educational materials and classroom furniture	Woodford	\$47,440,579	262	\$34,320	
9	2016	United Parcel Services, Inc.	Exp	Ground hub for package delivery and logistics	Fayette	\$105,983,878	15	\$40,560	\$40,000
9	2016	Rosellini Scientific	New	Medical nanotechnology for intravascular drug delivery	Fayette	\$375,000	2	\$75,000	\$75,000
9	2016	JR Buck Industries, LLC	Exp	Custom metal fabrication services	Fayette	\$108,205	2	\$40,040	\$40,000
8	2016	WearWare, Inc. (DBA FlyWire Cameras)	New	Manufacturers a flexible and wearable HD video camera	Fayette	\$2,780,000	4	\$47,715	\$50,190
7	2016	AVAIL	Exp	Software development for architectural firms	Fayette	\$500,500	4	\$83,200	\$80,600
7	2016	Kinemetrix Industrial Design, Inc.	Exp	Advanced automation and robotic systems manufacturer	Fayette	\$28,977	2	\$37,440	\$37,440
7	2016	Acstecnos America Corporation	New	Designs and manufactures specialized machines for automotive industry	Jessamine	\$1,242,817	41	\$72,800	
6	2016	Identify3D	Exp	Software and services for intellectual property protection in digital manufacturing	Fayette	\$200,000	4	\$99,996	\$99,840
6	2016	MakeTime Inc.	Exp.	On-demand manufacturing marketplace platform	Fayette	\$2,000,000	28	\$67,850	
5	2016	James Pepper Distilling Co.	Exp	Bourbon distillery	Fayette	\$1,292,000	3	\$54,080	\$52,000
4	2016	Hera Testing Laboratories, Inc.	Exp	Toxicology and therapeutic biotech testing company	Fayette	\$1,810,571	23	\$47,840	\$52,000
3	2016	Wiser Strategies	Exp	Professional services in marketing and communications	Fayette	\$47,500	1	\$37,500	\$37,500
2	2016	More Than A Bakery, LLC	New	Manufacturer of baked goods	Woodford	\$57,100,000	310	\$45,760	
2	2016	Bluegrass Stockyards, LLC	Exp	Agribusiness	Fayette	\$11,900,000	20	\$39,562	\$35,000
1	2016	Coldstream Laboratories Inc.	Exp	Contract pharmaceutical manufacturing	Fayette	\$12,771,948	40	\$48,755	\$52,000
1	2016	Kinemetrix Industrial Design, Inc.	Exp	Manufacturer of advanced automation and robotic systems	Fayette	\$11,245	2	\$71,760	\$71,760



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 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)
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	\$36,464	133	77	\$337,300	\$155,759			

	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)
FY2016Q4	\$5,302,571	58	\$61,420	49	32	\$146,137	\$33,034			
FY2016 Totals	\$224,905,113	1,329	\$45,206	674	335	\$3,086,703	\$756,766	\$457,000	\$6.75	\$8.41
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	\$240,394,023	395	\$30,893	73	90	\$160,982	\$71,254			
FY2018 Totals	\$240,394,023	1,023	\$51,888	490	361	\$1,973,681	\$464,988	\$457,000	\$4.32	\$5.34
FY2005-2018 Total	\$4,011,691,254	14,999	\$44,719	5,453	5,102	\$22,175,148	\$6,554,369			

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			

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



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.



**Commonwealth of Kentucky
Governor's Office**

FOR IMMEDIATE RELEASE

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**AgTech's Diversified, Farmers-First Industrial Hemp
Operation to Create 271 Jobs in Bourbon County**

**Company will work with farmers and UK, make \$5M-plus initial
investment in Paris facility for developing hemp-based products**

FRANKFORT, Ky. (Jan. 26, 2018) – AgTech Scientific plans to create 271 jobs at a new hemp-products development and manufacturing center in Paris as it forges relationships with Kentucky farmers and partners on research projects with the state's flagship university, Gov. Matt Bevin announced today.

"AgTech's plans for Bourbon County put the company at the forefront of realizing Kentucky's potential as an international leader in hemp production," said Gov. Bevin. "The fact that their business plan includes groundbreaking research being performed at the University of Kentucky and mutually beneficial partnerships with our state's farmers holds exciting possibilities for both industrial and agricultural hemp. This would not have been possible without last year's efforts to better align state law with federal guidelines, which ensure hemp is grown and processed with the utmost transparency and under strict law enforcement supervision."

AgTech leaders plan to buy 10 acres and a 10-acre option in the Bourbon County Business Park to build a state-of-the-art, 50,000-square-foot facility, expected to open in 2018. The company's \$5 million-plus investment could grow in the future.

AgTech holds a conditionally approved 2018 grower license from the Kentucky Department of Agriculture Industrial Hemp Research Pilot Program and intends to partner with Kentucky farmers for largescale hemp production. The company would then extract cannabidiol (CBD) from the locally grown hemp. CBD differs from THC, the intoxicant in marijuana. Initially, the facility would produce an energy drink incorporating a hemp additive and would later expand its product lineup.

In partnership with the University of Kentucky College of Agriculture, Food and Environment, AgTech is researching potential health benefits of hemp-based additives for animal food. AgTech plans to eventually begin manufacturing pet and equine foods, among other products, contingent on changes to regulations.

Mike French, founder and president of AgTech, said the company chose Kentucky based on agricultural and manufacturing advantages. Increasing hemp yield while reducing risk will be key to building trust in the agricultural community and eventually with consumers, he said.

"Kentucky at one point many years ago was responsible for the vast majority of industrial hemp production," French said. "The growing conditions are excellent and it's ideally located geographically and near largescale 'pick-and-pack' facilities like Amazon.

"We thought it best to cover the full spectrum, from seed to sale. The best way to do that is to work with the farmer. The state needs to replace tobacco as a cash crop, but growers are used to getting a price before they plant. The problem with industrial hemp has been there is not a known commodity price, or price for quality. We are going to work with Kentucky farmers and guarantee a net price per acre through our Kentucky Farmer Value Added Partnership (KFVAP). If farmers are successful, then AgTech will be successful."

Founded by Canadian entrepreneurs in 2015, AgTech's leaders spent the last several years planning and seeking the right location for their company. The opportunity to launch AgTech in a state where hemp has such a rich history in tandem with the state's largest research institution also made Kentucky attractive.

“Our research partnership with the University of Kentucky will be very important,” French said. “We’ve chosen to start with a three-year study, including actual testing, to better understand taste, effectiveness and overall benefits industrial hemp has for the equine industry and pets.”

Kentucky Department of Agriculture Commissioner Ryan Quarles said the addition of AgTech could benefit both rural and urban areas of the state.

“The continued growth and expansion of Kentucky’s nationally renowned hemp industry is creating new markets for our farmers and new jobs for rural as well as urban communities,” Commissioner Quarles said. “We want to thank Governor Bevin and our partners at the University of Kentucky for their continued commitment to growing our agricultural economy. We are thrilled to welcome AgTech to Kentucky.”

Sen. Stephen West, of Paris, said AgTech will make Bourbon County the epicenter of a rebirth in the state’s hemp industry.

“I am proud that AgTech will put Bourbon County on the front line in hemp research and development with its new facility,” Sen. West said. “With the county’s centralized location and ideal growing conditions, I look forward to the success of AgTech’s newest operations and the innovative products they will create for a number of industries.”

Rep. Sannie Overly, of Paris, noted the positive impact the project could have on local farmers.

“It means a lot that Bourbon County and our local farmers will have the opportunity to play a front-line role in the ongoing development of industrial hemp as another major agricultural commodity,” said Rep. Overly. “I appreciate AgTech’s decision to invest in our community and look forward to seeing its innovative ideas become a reality.”

Paris mayor Mike Thornton said AgTech’s approach to hemp creates intriguing possibilities for the company and the community.

“We are excited to partner with the state Economic Development Cabinet and Bourbon County Fiscal Court, to welcome AgTech Scientific to Paris and Bourbon County and look forward to helping them grow and build on their previous successes,” Mayor Thornton said. “Their cutting-edge technology not only creates much needed employment

opportunities but offers an exciting new process for industrial hemp that will surely be a huge benefit to our local farmers. With the cooperation of the University of Kentucky, I anticipate seeing great things from AgTech Scientific in the future.”

Bourbon County judge-executive Michael R. Williams said county officials were encouraged by the company’s announcement and optimistic about its plans.

“The Bourbon County Fiscal Court is excited to share in the great news announcing that AgTech Scientific has selected Bourbon County to locate its state of the art facility for its industrial hemp operation,” Judge-Executive Williams said. “Their partnership with the Bourbon County Workforce and Bourbon County Farmers to grow their business will have a tremendous impact on the industry in Kentucky and secure a positive presence for their long term future in Bourbon County. We welcome their investment, their innovative ideas and their vision for the future. It’s great to have AgTech Scientific in Bourbon County.”

To encourage the investment and job growth in the community, the Kentucky Economic Development Finance Authority (KEDFA) in January preliminarily approved the company for tax incentives up to \$2.4 million through the Kentucky Business Investment program. The performance-based incentive allows a company to keep a portion of its investment over the agreement term through corporate income tax credits and wage assessments by meeting job and investment targets.

In addition, AgTech can receive resources from the Kentucky Skills Network. Through the Kentucky Skills Network, companies can receive no-cost recruitment and job placement services, reduced-cost customized training and job training incentives. In fiscal year 2017, the Kentucky Skills Network provided training for more than 120,000 Kentuckians and 5,700 companies from a variety of industry sectors.

For more information on AgTech, visit www.agtechscientific.com.

A detailed community profile for Paris and Bourbon County can be viewed at <http://bit.ly/BourbonCo>.

Information on Kentucky’s economic development efforts and programs is available at ThinkKentucky.com. Fans of the Cabinet for Economic Development can also join the

discussion on [Facebook](#) or follow on [Twitter](#). Watch the Cabinet's "This is My Kentucky" video on [YouTube](#).

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Commonwealth of Kentucky
Governor's Office

FOR IMMEDIATE RELEASE

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**Tru-Tone E-Coating Facility Locating in Lexington will Create 120
Jobs**

Family-owned company's first Kentucky project includes \$4.6 million investment

FRANKFORT, Ky. (Jan. 31, 2018) – Tru-Tone Finishing Inc., a family owned provider of industrial e-coating, plans to create 120 jobs as it establishes a Lexington facility, Gov. Matt Bevin announced today.

“Tru-Tone’s exciting announcement is further evidence that our automotive and industrial sectors continue to attract strong, thriving companies to Kentucky,” Gov. Bevin said. “Our logistical advantages, strong workforce and increasingly business-friendly climate, have made the commonwealth a popular destination. Tru-Tone’s story of sound family stewardship and intelligent, steady growth is an example worth honoring and emulating. We are grateful for their decision to invest their human and financial capital in Kentucky.”

With more than a quarter century of experience, Tru-Tone offers e-coating, powder coating and some finishing processes for a variety of industrial clients. The company will initially implement an e-coat metal finishing process to serve the surrounding region at an existing 70,000-square-foot building on Baker Court. Tru-Tone representatives expect that line to open this summer, with powder coating capabilities added in 2019. Ultimately the Lexington plant will operate three 35-employee shifts.

“We have been targeting locations that will allow us to serve our existing customers, as well as expand our business in the Southeast, and Kentucky lets us to do that,” said Tru-Tone President Greg Klemenswicz, the second generation of family ownership. “The Lexington facility also made it possible to reach parts of the Midwest and East. We are

very excited to be growing and building on our relationships with companies in the region and to become a part of the city and state business communities.”

E-coating, or electrophoretic painting, covers metal items with a paint emulsion by submerging the item and applying an electrical current. Electricity causes paint to adhere to any part of the item the liquid contacts. The wet emersion process makes it ideal for coating products with hard to reach surfaces. Powder coating also uses an electrical charge, but involves dry paint applied with a spray gun. As with e-coating, a final curing process produces the desired finish.

E-coating is widely used in the auto industry for corrosion resistance, but also gained popularity in construction, telecom and agricultural equipment. Klemenswicz said a large part of Tru-Tone’s business will initially come from automotive suppliers, but will eventually include a mix of general industrial clients. The facility will also offer some limited support activities, including part washing and finishing.

Greg Klemenswicz’s parents, Dennis and Elizabeth Klemenswicz, founded Tru-Tone in 1986 in Addison, Ill., a Chicago suburb. Employment grew from 15 to 60 in just a few years. That growth led to a doubling of the facility’s size to 80,000 square feet.

The company opened a Brownsville, Texas e-coating facility in 2012 to serve burgeoning automotive business on both sides of the US-Mexico border. That three-shift operation employs 80 people and the Addison plant currently employs about 120. Greg Klemenswicz and his sister Lori Ard acquired the company in 2015.

Sen. Ralph Alvarado said the company’s new operation represents another positive development for an already strong economy.

“I am proud to welcome Tru-Tone to Lexington,” Sen. Alvarado said. “This move by a well-established national company breaking ground in our Commonwealth is a testament to our state’s recent economic success. I look forward to the creation of new jobs and community-building by Tru-Tone, and I wish the company success at its newest location.”

Rep. George Brown Jr. welcomed the addition of jobs and praised the work that went into bringing Tru-Tone to Kentucky.

“I’m proud to welcome Tru-Tone Finishing to Lexington and want to thank its leaders for investing in our community and for creating jobs that will mean so much to the families who benefit,” Rep. Brown said. “I also want to recognize the local and state leaders who worked to make this announcement possible. That cooperative spirit is why Lexington is thriving in so many ways economically.”

Lexington Mayor Jim Gray lauded the positive impact on the labor force.

“Welcome, Tru-Tone,” Gray said. “These are solid jobs with benefits. And we have citizens who need work.”

Robert L. Quick, president and CEO of Commerce Lexington, said Tru-Tone was an ideal new business for Fayette County.

“Commerce Lexington is pleased to welcome Tru-Tone Finishing Inc. to the Lexington business community,” Quick said. “This family-owned business will be a great addition to our manufacturing community, and our team looks forward to continuing our relationship with Tru-Tone Finishing for many years to come.”

To encourage the investment and job growth in the community, the Kentucky Economic Development Finance Authority (KEDFA) in December preliminarily approved the company for tax incentives up to \$500,000 through the Kentucky Business Investment program. The performance-based incentive allows a company to keep a portion of its investment over the agreement term through corporate income tax credits and wage assessments by meeting job and investment targets.

In addition, Tru-Tone can receive resources from the Kentucky Skills Network. Through the Kentucky Skills Network, companies can receive no-cost recruitment and job placement services, reduced-cost customized training and job training incentives. In fiscal 2017, the Kentucky Skills Network provided training for more than 120,000 Kentuckians and 5,700 companies from a variety of industry sectors.

For more information on Tru-Tone, visit www.tru-tonefinishing.com.

A detailed community profile for Lexington-Fayette County can be viewed at <http://bit.ly/FayetteCo>.

Information on Kentucky’s economic development efforts and programs is available at www.ThinkKentucky.com. Fans of the Cabinet for Economic Development can also join the discussion on [Facebook](#) or follow on [Twitter](#). Watch the Cabinet’s “This is My Kentucky” video on [YouTube](#).

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