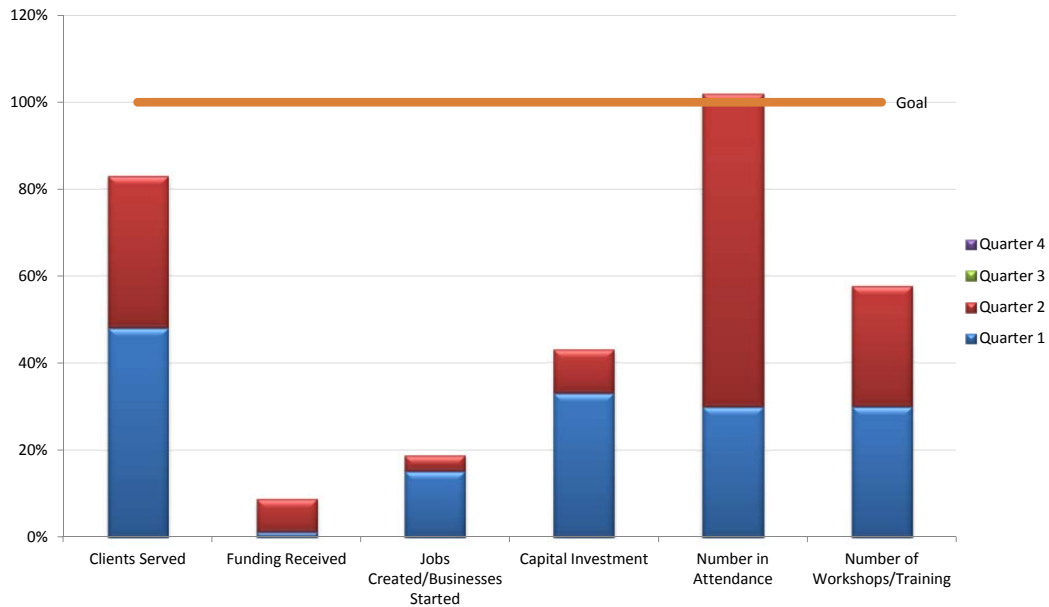


Bluegrass Business Development Partnership



Fiscal Year 2008-2009

2008-2009							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership							
Clients Served	869	83%	418	303	0	0	721
Funding Received	\$ 27,900,000	9%	\$ 334,056	\$ 2,085,000	\$ -	\$ -	2,419,056
Jobs Created/Businesses Started	723	19%	109	26	0	0	135
Capital Investment	\$ 50,000,000	43%	\$ 16,500,000	\$ 5,011,529	\$ -	\$ -	\$ 21,511,529
Workshops/Training							
<i>Number in Attendance</i>	3,210	102%	962	2,310	-	-	3,272
<i>Number of Workshops/Training</i>	87	57%	26	24	0	0	50



Bluegrass Business Development Partnership

	2008-2009		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	270	43%	36	79			115
Funding Received	\$ 5,500,000						0
Jobs Created/Businesses Started	650	21%	108	26			134
Capital Investment	\$ 50,000,000	43%	\$16,500,000	\$5,011,529			21,511,529
Workshops/Training							0
<i>Number in Attendance</i>	1,060	44%	172	296			468
<i>Number of Workshops/Training</i>	15	53%	3	5			8
Workforce Development							
Clients Served	210	77%	131	30			161
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
Minority Business Development							
Clients Served	145	70%	44	57			101
Funding Received	\$ 400,000						0
Jobs Created/Businesses Started	10						0
Capital Investment	\$ -						0
Procurement	\$ 3,000,000	13%	27,100	364,000			391,100
Workshops/Training							0
<i>Number in Attendance</i>	1,510	152%	520	1,776			2,296
<i>Number of Workshops/Training</i>	12	50%	3	3			6
Innovation and Commercialization							
Clients Served	100	201%	118	83			201
Funding Received	\$ 20,000,000						0
Jobs Created/Businesses Started	50						0
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	1,120	72%	383	423			806
<i>Number of Workshops/Training</i>	22	100%	15	7			22
Small Business Development Center							
Clients Served	240	67%	91	69			160
Funding Received	\$ 2,000,000	121%	334,056	2,085,000			2,419,056
Jobs Created/Businesses Started	13	8%	1				1
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	370	33%	59	63			122
<i>Number of Workshops/Training</i>	45	44%	8	12			20
Duplicates (Office Use Only)							
Clients Served			4	30			
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			344	496			
<i>Number of Workshops/Training</i>			6	6			

Bluegrass Business Development Partnership



Fiscal Year 2008-2009

	2008-2009		Quarter 2	YTD	Quarter 2	YTD	Quarter 2	YTD	Quarter 2	YTD	Quarter 2	YTD	Quarter 2	YTD	Quarter 2	YTD
	Goal	% Attained	Total		Economic Development		Innovation & Commercialization Center		Workforce Development		Minority Business Development		Small Business Development Center		Duplicates (Office Use Only)	
Clients Served	869	83%	303	721	79	115	83	201	30	161	57	101	69	160	30	34
Funding Received	\$27,900,000	9%	\$2,085,000	\$2,419,056									\$2,085,000	\$2,419,056		
Jobs Created/Businesses Started	723	19%	26	135	26	134								1		
Capital Investment	\$50,000	43023%	\$5,011,529	\$21,511,529	\$5,011,529	\$21,511,529										
Workshops/Training																
<i>Number in Attendance</i>	3210	102%	2,310	3,272	296	468	423	806			1,776	2,296	63	122	496	840
<i>Number of Workshops/Training</i>	87	57%	24	50	5	8	7	22			3	6	12	20	6	12

**Every effort has been made to ensure accurate goal numbers. However, these numbers could reflect some duplication of clients between partner organizations. We will keep the mayor and council abreast of any changes that should be made to these numbers.*

Economic Development

Fiscal Year 2008-2009

	2008-2009 Goal	Quarter 2		YTD			
Clients Served	270	79		115			
Prospects	110	21		44	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. Recruitment is achieved through many marketing initiatives such as advertising, direct mail pieces, tradeshow, site selection and corporate real estate consultant visits.		
Existing Business Visits	150	53		63	Commerce Lexington visits 100 to 120 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.		
Number of Start-Up/Entrepreneurial High Tech Companies	10	5		8	Commerce Lexington continues to work hand-in-hand with UK's Innovation and Commercialization Center and the Small Business Development Center on high-tech entrepreneurial projects. With these relationships, Commerce Lexington can provide access to information and funding for start-up companies. The partnership is also developing a resource website for entrepreneurs. To further support entrepreneurial companies, Commerce Lexington sponsors the SBIR/STTR conferences, as well as the Lexington Venture Club.		
Funding Received	\$5,500,000	\$0		\$0			
	\$5,500,000	\$0		\$0	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. Commerce Lexington also helps coordinate with the KCED training program, such as grant-in-aid, and direct loan programs, which offer companies low interest rates.		
Jobs Created/ Businesses Started	650	26		134			
Jobs Created	650	26		134	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.		
Capital Investment	\$50,000,000	\$5,011,529		\$21,511,529			
Capital Investment	\$50,000,000	\$5,011,529		\$21,511,529	Expenditure in real estate, building renovations, equipment		
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	1060	15	296	5	468	8	
Lexington Venture Club	400	6	29	1	101	3	Founded in 2002, The Lexington Venture Club is a partnership between Commerce Lexington and UK's Von Allmen Center for Entrepreneurship. The Lexington Venture Club is a catalyst by which entrepreneurs, service providers, and investors work together to develop a strong economy in Central Kentucky. Each year, the Lexington Venture Club hosts four luncheons and two receptions, which features a keynote speaker and presentations from small start-up companies. At the beginning of each year, we have our annual "Who Got the Money" 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.
InteLex	600	6	86	1	186	2	InteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. A fun group of people to have a couple beers with. The future of Lexington's innovative spirit.
Bench 2 Business (B2B)			133	1	133	1	See ICC tab.
Manufacturer's Network Group	60	3	48	2	48	2	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace. The group meets five to six times each year -- four of the meetings are held at various manufacturing plants and the other two meetings are the annual spring and fall receptions. The group expressed interested in forming a training consortium and a board of directors was formed to evaluate the formation of the consortium.

Lexington Partnership for Workforce Development

Fiscal Year 2008-2009

Clients Served	2008-2009 Goal		Quarter 2		YTD	
	210		30		161	
Entrepreneur Leadership Institute Participation	50		0		20	
	<p>Number of applications, students and business/organizations</p> <p>Up to 30 Fayette County juniors and seniors learn about business and entrepreneurship by meeting successful local entrepreneurs and leading business people who will share leadership ideas and discuss what it takes to succeed. Students visit businesses to see first hand how things work, learn business planning basics, develop a business plan with a team. Working with Jr. Achievement & UK SBDC to possibly implement a curriculum based program for both in & out of school. Target timeframe is 2009-10 school year.</p>					
Lexmark Teacher Institute Educator Participation	75		0		82	
	<p>Number of applications, teachers, and business/organizations</p> <p>Weeklong summer institute in which teachers and community business partners collaborate to better understand how business use what schools are teaching, gain real-world examples to enliven delivery, and create opportunities for students beyond the school walls.</p>					
Business & Education Network	75		30		50	
	<p>BEN will serve as a "portal" or system to match education needs with business people, community organizations, professional associations and others who want to volunteer their time and expertise in a variety of ways.</p>					
"Best In the Bluegrass"	10		0		9	
	<p>Number of Students and companies participating. Initiative aimed at high-performing students in Fayette County Public Schools (FCPS) who are going to college outside of Kentucky. Provide graduating students and returning participants from 2008 with a high level internship opportunity/scholarship. Goal is to show these students a variety of companies and high-level high-tech career opportunities in Central KY.</p>					
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events
	0	0	0	0	0	0
Bluegrass Works Summit (combining with Unbridled Spirit of Leadership Conference FY2010)			0	0	0	0
	<p>In discussions to join efforts with the Unbridled Leadership Conference. Incorporate sessions on education, human relations and workforce issues. Instead of having the summit in March, the conference will be in November 2009. Due to timing of the Leadership Conference, there will not be a stand alone summit in March, planning efforts will be reflected in FY2010 goals.</p>					

Minority Business Development

Fiscal Year 2008-2009

	2008-2009 Goal	Quarter 2		YTD		
Clients Served	145	57		101		
Minority	100	37		68	<p>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:</p> <p>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, Indochinan, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.</p>	
Female	45	20		33		
Funding Received	\$400,000	\$0		\$0		
ACCE\$\$ Loan Program	\$400,000			\$0	<p>The ACCE\$\$ 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.</p>	
Jobs Created/ Businesses Created	10	0		0		
	10			0		
Capital Investment	\$0	\$0		\$0		
				\$0		
Procurement	\$3,000,000	\$364,000		\$391,100	Procure in past two years has been \$7,000,000 and \$3,000,000 respectively. 2007/08 targeted goal is \$4,000,000	
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events
	1510	12	1,776	3	2,296	6
Toyota Opportunity Exchange	400	1	1,260	1	1,260	1
Bluegrass Airport MBE Recruitment	50	2			0	0
Opportunity Exchange	75	2	58	1	109	2
UK DBE Recruitment Fair	100	1			0	0
KMBC/CLX Seminar	15	1				
LFUCG Minority Business EXPO	400	1			450	1
KMBC Awards Celebration	450	1	458	1	458	1
Small Contractor Education	20	3			0	0

Innovation and Commercialization

Fiscal Year 2008-2009

	2008-2009 Goal		Quarter 2		YTD		
Clients Served	100		83		201		
New Clients			39		78		The Lexington ICC 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			44		123		
Funding Received	\$20,000,000		\$0		\$0		
Federal Funds					\$0		Funding received by regional companies from federal agencies.
KY State Funding Programs					\$0		Funding received by regional companies from a variety of state programs targeted at technology-based companies; SBIR/STTR match program, KY enterprise funds, forgivable loan program, ...
Friends/Family/Founders					\$0		Funding for startup companies provided by the founders
Angel Investors					\$0		Funding received from private investors; e.g., the Bluegrass Angels
Venture Capital					\$0		Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures
Strategic Partners					\$0		
Other					\$0		
Jobs Created/ Businesses Started	50		0		0		
New Technology Based Start Up Companies			0		0		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth			0		0		
Capital Investment	\$0		\$0		\$0		
Capital Investment					\$0		
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Lexington Venture Club			29	1	101	3	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B			133	1	133	1	Bench to Business UK Networking Event
Bluegrass Angels			135	3	272	11	The Bluegrass Angels are the only organized angel group in KY. Their mission is to provide early-stage capital and mentoring to new scalable businesses in the region.
intelLex	600	6	86	1	186	2	intelLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See FD Tab.
Finance Workshops	120	6	40	1	114	5	Workshops set up in conjunction with funding sources as a tutorial and questions answered sessions.

Small Business Development Center

Fiscal Year 2008-2009

	2008-2009 Goal	Quarter 2	YTD	
Clients Served	240	69	160	
Clients that had counseling services with the SBDC.	240	69	160	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	\$2,000,000	\$2,085,000	\$2,419,056	
Dollar amount and number of loans received or equity financing received	\$2,000,000	\$2,085,000	\$2,419,056	
Jobs Created/ Businesses Created	13	0	1	
Jobs created from counseling clients that started business	13	0	1	Businesses that are started as a result of SBDC counseling/consulting.
Capital Investment	\$0	\$0	\$0	
			\$0	
Workshops/Training	Number in Attendance: 370 Number of Events: 45	Number in Attendance: 63 Number of Events: 12	Number in Attendance: 122 Number of Events: 20	
Customers that attended training conferences at the SBDC	370 45	63 12	122 20	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.