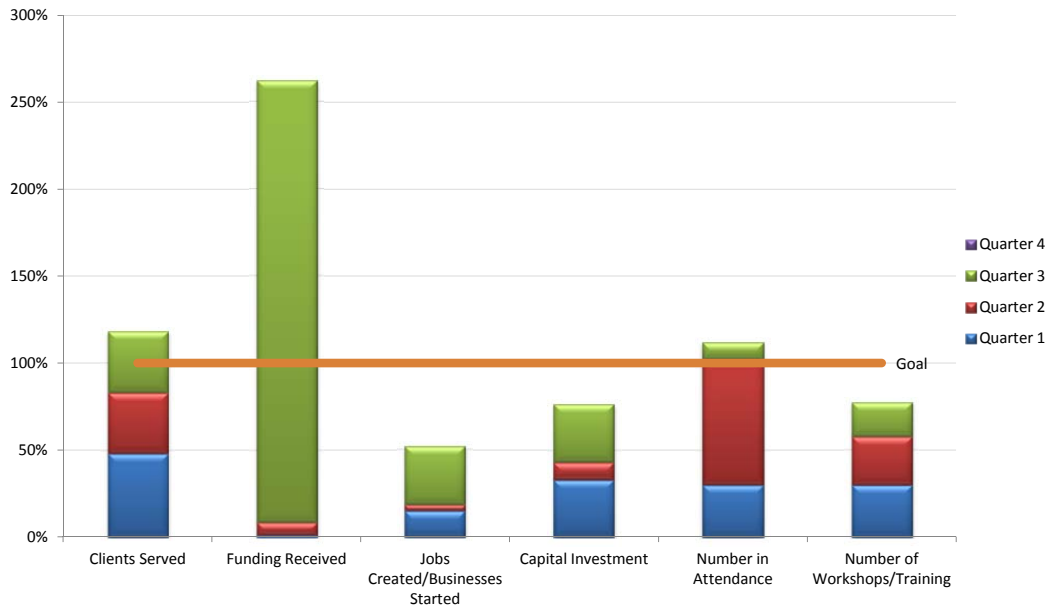


# Bluegrass Business Development Partnership



Fiscal Year 2008-2009

	2008-2009						
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
<b>Bluegrass Business Development Partnership</b>							
Clients Served	869	118%	418	303	306	0	1,027
Funding Received	\$ 27,900,000	262%	\$ 334,056	\$ 2,085,000	\$ 70,735,715	\$ -	73,154,771
Jobs Created/Businesses Started	723	52%	109	26	239	0	374
Capital Investment	\$ 50,000,000	76%	\$ 16,500,000	\$ 5,011,529	\$ 16,700,000	\$ -	\$ 38,211,529
<b>Workshops/Training</b>							
<i>Number in Attendance</i>	3,210	112%	962	2,310	317	-	3,589
<i>Number of Workshops/Training</i>	87	77%	26	24	17	0	67



# Bluegrass Business Development Partnership

	2008-2009		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
<b>Economic Development</b>							
Clients Served	270	74%	36	79	84		199
Funding Received	\$ 5,500,000	17%			\$960,000		960,000
Jobs Created/Businesses Started	650	36%	108	26	100		234
Capital Investment	\$ 50,000,000	76%	\$16,500,000	\$5,011,529	\$16,700,000		38,211,529
Workshops/Training							0
<i>Number in Attendance</i>	1,060	62%	172	296	190		658
<i>Number of Workshops/Training</i>	15	80%	3	5	4		12
<b>Workforce Development</b>							
Clients Served	210	77%	131	30			161
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
<b>Minority Business Development</b>							
Clients Served	145	101%	44	57	45		146
Funding Received	\$ 400,000	76%			302,000		302,000
Jobs Created/Businesses Started	10	30%			3		3
Capital Investment	\$ -						0
Procurement	\$ 3,000,000	29%	27,100	364,000	486,600		877,700
Workshops/Training							0
<i>Number in Attendance</i>	1,544	151%	520	1,776	34		2,330
<i>Number of Workshops/Training</i>	13	54%	3	3	1		7
<b>Innovation and Commercialization</b>							
Clients Served	100	304%	118	83	103		304
Funding Received	\$ 20,000,000	345%			68,932,194		68,932,194
Jobs Created/Businesses Started	50	264%			132		132
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	1,120	81%	383	423	100		906
<i>Number of Workshops/Training</i>	22	109%	15	7	2		24
<b>Small Business Development Center</b>							
Clients Served	240	103%	91	69	86		246
Funding Received	\$ 2,000,000	148%	334,056	2,085,000	541,521		2,960,577
Jobs Created/Businesses Started	13	38%	1		4		5
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	370	58%	59	63	93		215
<i>Number of Workshops/Training</i>	45	69%	8	12	11		31
<b>Duplicates (Office Use Only)</b>							
Clients Served			4	30	24		
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			344	496	200		
<i>Number of Workshops/Training</i>			6	6	2		

# Bluegrass Business Development Partnership



## Fiscal Year 2008-2009

	2008-2009		Quarter 3	YTD	Quarter 3	YTD	Quarter 3	YTD	Quarter 3	YTD	Quarter 3	YTD	Quarter 3	YTD	Quarter 3	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	118%	306	1,027	84	199	103	304		161	45	146	86	246	24	58
Funding Received	\$27,900,000	262%	\$70,735,715	\$73,154,771	\$960,000	\$960,000	\$68,932,194	\$68,932,194			\$302,000	\$302,000	\$541,521	\$2,960,577		
Jobs Created/Businesses Started	723	52%	239	374	100	234	132	132			3	3	4	5		
Capital Investment	\$50,000	76423%	\$16,700,000	\$38,211,529	\$16,700,000	\$38,211,529										
Workshops/Training																
Number in Attendance	3210	114%	317	3,664	190	658	100	981			34	2,330	93	215	200	1040
Number of Workshops/Training	87	78%	17	68	4	12	2	25			1	7	11	31	2	14

*\*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 3		YTD			
<b>Clients Served</b>	270	84		199			
Prospects	110	31		75	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	43		106	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	10		18	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.		
<b>Funding Received</b>	\$5,500,000	\$960,000		\$960,000			
	\$5,500,000	\$960,000		\$960,000	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. 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.		
<b>Jobs Created/ Businesses Started</b>	650	100		234			
Jobs Created	650	100		234	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.		
<b>Capital Investment</b>	\$50,000,000	\$16,700,000		\$38,211,529			
Capital Investment	\$50,000,000	\$16,700,000		\$38,211,529	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	
<b>Workshops/Training</b>	1060	15	190	4	658	12	
Lexington Venture Club	400	6	100	2	201	5	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.
in2lex	600	6	75	1	261	3	inteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.  See ICC tab.
Bench 2 Business (B2B)			0	0	133	1	See ICC tab.
Manufacturer's Network Group	60	3	15	1	63	3	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

	2008-2009 Goal	Quarter 3	YTD	
<b>Clients Served</b>	210	0	161	
Entrepreneur Leadership Institute Participation	50		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. 125 applications received. Planning for June 15-19 is in process</p>
Lexmark Teacher Institute Educator Participation	75		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> <p>40 applications received. Planning for July 27-31.</p>
Business & Education Network	75		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		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> <p>Applications for 2009 were due 4/3/09. 5 students from last year will return for the 2009 summer program. Placements are in progress.</p>
<b>Workshops/Training</b>	0	0	0	

## Minority Business Development

Fiscal Year 2008-2009

	2008-2009 Goal	Quarter 3	YTD			
<b>Clients Served</b>	145	45	146			
Minority	100	32	100	<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><b>African American:</b> An individual of Black race or African origin or parentage:  <b>Hispanic American:</b> An individual of Latin American culture, origin or parentage: and  <b>Asian American:</b> An individual of Japanese, Korean, Chinese, Indonesian, Indochinan, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.</p>		
Female	45	13	46			
<b>Funding Received</b>	\$400,000	\$302,000	\$302,000			
ACCE\$\$ Loan Program	\$400,000	\$302,000	\$302,000	<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>		
<b>Jobs Created/ Businesses Created</b>	10	3	3			
	10	3	3			
<b>Capital Investment</b>	\$0	\$0	\$0			
			\$0			
<b>Procurement</b>	\$3,000,000	\$486,600	\$877,700	<p>Procure in past two years has been \$7,000,000 and \$3,000,000 respectively. 2007/08 targeted goal is \$4,000,000</p>		
<b>Workshops/Training</b>	Number in Attendance 1544	Number of Events 13	Number in Attendance 34	Number of Events 1	Number in Attendance 2,330	Number of Events 7
Toyota Opportunity Exchange	400	1			1,260	1
Bluegrass Airport MBE Recruitment	50	2			0	0
Opportunity Exchange	75	2			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
Scott County NAACP Economic Empowerment Day	34	1	34	1	34	1
Small Contractor Education	20	3			0	0

## Innovation and Commercialization

Fiscal Year 2008-2009

	2008-2009 Goal		Quarter 3		YTD		
<b>Clients Served</b>	100		103		304		
New Clients			34		112		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			69		192		
<b>Funding Received</b>	\$20,000,000		\$68,932,194		\$68,932,194		
Federal Funds			\$5,830,980		\$5,830,980		Funding received by regional companies from federal agencies.
KY State Funding Programs			\$6,489,314		\$6,489,314		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			\$12,948,000		\$12,948,000		Funding for startup companies provided by the founders
Angel Investors			\$3,740,000		\$3,740,000		Funding received from private investors; e.g., the Bluegrass Angels
Venture Capital			\$7,660,000		\$7,660,000		Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures
Strategic Partners			\$565,700		\$565,700		
Other			\$31,698,200		\$31,698,200		
<b>Jobs Created/ Businesses Started</b>	50		132		132		
New Technology Based Start Up Companies			16		16		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth			116		116		
<b>Capital Investment</b>	\$0		\$0		\$0		
Capital Investment					\$0		
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	1120	22	100	2	981	25	
Lexington Venture Club			100	2	201	5	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B			0	0	133	1	Bench to Business UK Networking Event
Bluegrass Angels					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.
in2lex	600	6	75	1	261	3	share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Finance Workshops	120	6			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 3	YTD				
<b>Clients Served</b>	240	86	246				
Clients that had counseling services with the SBDC.	240	86	246	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.			
<b>Funding Received</b>	\$2,000,000	\$541,521	\$2,960,577				
Dollar amount and number of loans received or equity financing received	\$2,000,000	\$541,521	\$2,960,577				
<b>Jobs Created/ Businesses Created</b>	13	4	5				
Jobs created from counseling clients that started business	13	4	5	Businesses that are started as a result of SBDC counseling/consulting.			
<b>Capital Investment</b>	\$0	\$0	\$0				
			\$0				
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	370	45	93	11	215	31	
Customers that attended training conferences at the SBDC	370	45	93	11	215	31	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.