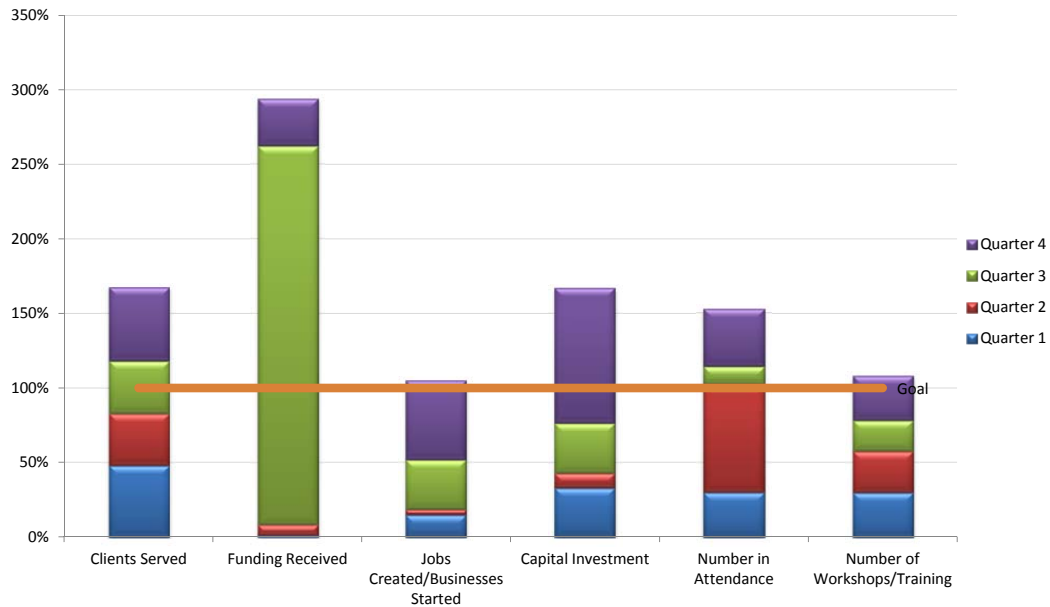


Bluegrass Business Development Partnership



Fiscal Year 2008-2009

2008-2009							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership							
Clients Served	869	167%	418	303	306	428	1,455
Funding Received	\$ 27,900,000	294%	\$ 334,056	\$ 2,085,000	\$ 70,735,715	\$ 8,800,000	81,954,771
Jobs Created/Businesses Started	723	105%	109	26	239	383	757
Capital Investment	\$ 50,000,000	167%	\$ 16,500,000	\$ 5,011,529	\$ 16,700,000	\$ 45,310,000	\$ 83,521,529
Workshops/Training							
<i>Number in Attendance</i>	3,210	153%	962	2,310	392	1,238	4,902
<i>Number of Workshops/Training</i>	87	108%	26	24	18	26	94



Bluegrass Business Development Partnership

	2008-2009		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	270	103%	36	79	84	79	278
Funding Received	\$ 5,500,000	163%			\$960,000	\$8,000,000	8,960,000
Jobs Created/Businesses Started	650	92%	108	26	100	367	601
Capital Investment	\$ 50,000,000	167%	\$16,500,000	\$5,011,529	\$16,700,000	\$45,310,000	83,521,529
Workshops/Training							0
<i>Number in Attendance</i>	1,060	90%	172	296	190	296	954
<i>Number of Workshops/Training</i>	15	107%	3	5	4	4	16
Workforce Development							
Clients Served	210	104%	131	30		58	219
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
Minority Business Development							
Clients Served	145	133%	44	57	45	47	193
Funding Received	\$ 400,000	276%			302,000	800,000	1,102,000
Jobs Created/Businesses Started	10	140%			3	11	14
Capital Investment	\$ -						0
Procurement	\$ 3,000,000	37%	27,100	364,000	486,600	239,000	1,116,700
Workshops/Training							0
<i>Number in Attendance</i>	1,654	187%	520	1,776	34	764	3,094
<i>Number of Workshops/Training</i>	15	80%	3	3	1	5	12
Innovation and Commercialization							
Clients Served	100	466%	118	83	103	162	466
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	124%	383	423	175	411	1,392
<i>Number of Workshops/Training</i>	22	145%	15	7	3	7	32
Small Business Development Center							
Clients Served	240	143%	91	69	86	96	342
Funding Received	\$ 2,000,000	148%	334,056	2,085,000	541,521		2,960,577
Jobs Created/Businesses Started	13	77%	1		4	5	10
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	370	75%	59	63	93	63	278
<i>Number of Workshops/Training</i>	45	100%	8	12	11	14	45
Duplicates (Office Use Only)							
Clients Served			4	30	24	28	
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			344	496	200	592	
<i>Number of Workshops/Training</i>			6	6	2	8	

Bluegrass Business Development Partnership



Fiscal Year 2008-2009

	2008-2009		Quarter 4	YTD	Quarter 4	YTD	Quarter 4	YTD	Quarter 4	YTD	Quarter 4	YTD	Quarter 4	YTD	Quarter 4	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	167%	428	1,455	79	278	162	466	58	219	47	193	96	342	28	86
Funding Received	\$27,900,000	294%	\$8,800,000	\$81,954,771	\$8,000,000	\$8,960,000		\$68,932,194			\$800,000	\$1,102,000		\$2,960,577		
Jobs Created/Businesses Started	723	105%	383	757	367	601		132			11	14	5	10		
Capital Investment	\$50,000,000	167%	\$45,310,000	\$83,521,529	\$45,310,000	\$83,521,529										
Workshops/Training																
<i>Number in Attendance</i>	3210	153%	1,238	4,902	296	954	411	1,392			764	3,094	63	278	592	1632
<i>Number of Workshops/Training</i>	87	108%	26	94	4	16	7	32			5	12	14	45	8	22

*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 4		YTD			
Clients Served	270	79		278			
Prospects	110	28		103	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	46		152	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		23	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	\$8,000,000		\$8,960,000			
	\$5,500,000	\$8,000,000		\$8,960,000	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.		
Jobs Created/ Businesses Started	650	367		601			
Jobs Created	650	367		601	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	\$45,310,000		\$83,521,529			
Capital Investment	\$50,000,000	\$45,310,000		\$83,521,529	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	4	954	16	
Lexington Venture Club	400	6	67	1	268	6	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	139	2	400	5	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)			90	1	223	2	See ICC tab.
Manufacturer's Network Group	60	3	0	0	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 4		YTD	
Clients Served	210		58		219	
Entrepreneur Leadership Institute Participation	50		58		78	
Lexmark Teacher Institute Educator Participation	75				82	
Business & Education Network	75		Registration suspended until website design complete.		50	
"Best In the Bluegrass"	10		22		31	
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events
Workshops/Training	0	0	0	0	0	0

Number of applications, students and business/organizations

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

Number of applications, teachers, and business/organizations

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.

40 applications received. Planning for July 27-31.

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.

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.

Applications for 2009 were due 4/3/09. 5 students from last year will return for the 2009 summer program. Placements are in progress.

Minority Business Development

Fiscal Year 2008-2009

	2008-2009 Goal	Quarter 4		YTD		
Clients Served	145	47		193		
Minority	100	31		131	<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	16		62		
Funding Received	\$400,000	\$800,000		\$1,102,000		
ACCE\$\$ Loan Program	\$400,000	\$800,000		\$1,102,000	<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>	
Jobs Created/ Businesses Created	10	11		14		
	10	11		14		
Capital Investment	\$0	\$0		\$0		
				\$0		
Procurement	\$3,000,000	\$239,000		\$1,116,700	<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>	
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events
	1654	15	764	5	3,094	12
Toyota Opportunity Exchange	400	1			1,260	1
Bluegrass Airport MBE Recruitment	50	2	42	1	42	1
Opportunity Exchange	75	2			109	2
KMBC/CLX Seminar	15	1	17	1	36	2
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
KCTCS Procurement Professionals	10	1	50	1	50	1
KMBC Business Opportunity Fair	100	1	505	1	505	1
Partners for Entrepreneurial Advancement in KY (PEAK)	100	1	150	1	150	1
Small Contractor Education	20	3			0	0

Innovation and Commercialization

Fiscal Year 2008-2009

	2008-2009 Goal		Quarter 4		YTD		
Clients Served	100		162		466		
New Clients			27		139		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			135		327		
Funding Received	\$20,000,000		\$0		\$68,932,194		
Federal Funds					\$5,830,980		Funding received by regional companies from federal agencies.
KY State Funding Programs					\$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		Funding for startup companies provided by the founders
Angel Investors					\$3,740,000		Funding received from private investors; e.g., the Bluegrass Angels
Venture Capital					\$7,660,000		Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures
Strategic Partners					\$565,700		
Other					\$31,698,200		
Jobs Created/ Businesses Started	50		0		132		
New Technology Based Start Up Companies					16		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth					116		
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	1120	22	411	7	1,392	32	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B			90	1	223	2	Bench to Business UK Networking Event
Bluegrass Angels			115	3	387	14	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	139	2	400	5	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 4	YTD				
Clients Served	240	96	342				
Clients that had counseling services with the SBDC.	240	96	342	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	\$0	\$2,960,577				
Dollar amount and number of loans received or equity financing received	\$2,000,000		\$2,960,577				
Jobs Created/ Businesses Created	13	5	10				
Jobs created from counseling clients that started business	13	5	10	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 14	Number in Attendance 278	Number of Events 45	
Customers that attended training conferences at the SBDC	370	45	63	14	278	45	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.