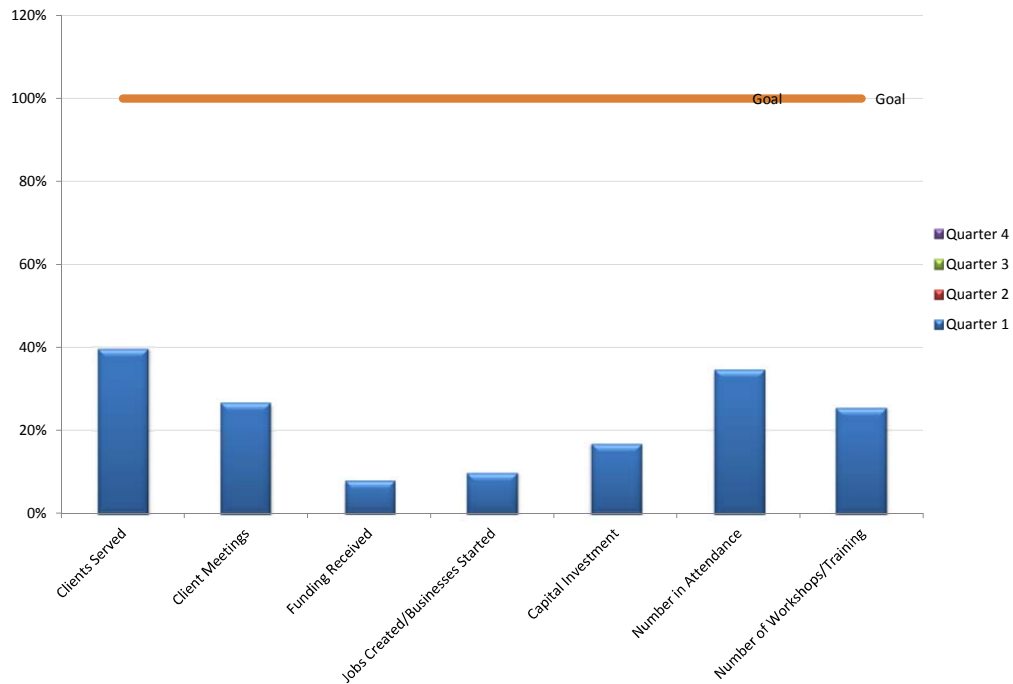


# Bluegrass Business Development Partnership



Fiscal Year 2009-2010

2009-2010							
	Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
<b>Bluegrass Business Development Partnership</b>							
Clients Served	1,070	40%	423	0	0	0	423
Client Meetings	285	27%	76	0	0	0	76
Funding Received	\$ 28,400,000	8%	\$ 2,221,750	\$ -	\$ -	\$ -	2,221,750
Jobs Created/Businesses Started	722	10%	70	0	0	0	70
Capital Investment	\$ 50,000,000	17%	\$ 8,365,000	\$ -	\$ -	\$ -	\$ 8,365,000
<b>Workshops/Training</b>							
<i>Number in Attendance</i>	3,784	35%	1,306	-	-	-	1,306
<i>Number of Workshops/Training</i>	83	25%	21	0	0	0	21



# Bluegrass Business Development Partnership

	2009-2010		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
<b>Economic Development</b>							
Clients Served	280	32%	89				89
Client Meetings	285		76				76
Funding Received	\$ 5,500,000	6%	\$340,000				340,000
Jobs Created/Businesses Started	650	10%	66				66
Capital Investment	\$ 50,000,000	17%	\$8,365,000				8,365,000
Workshops/Training							0
<i>Number in Attendance</i>	1,050	33%	344				344
<i>Number of Workshops/Training</i>	14	43%	6				6
<b>Workforce Development</b>							
Clients Served	225	43%	96				96
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
<b>Minority Business Development</b>							
Clients Served	145	17%	25				25
Funding Received	\$ 400,000	88%	350,000				350,000
Jobs Created/Businesses Started	10						0
Capital Investment	\$ -						0
Procurement	\$ 1,000,000	39%	390,260				390,260
Workshops/Training							0
<i>Number in Attendance</i>	1,584	39%	625				625
<i>Number of Workshops/Training</i>	12	25%	3				3
<b>Innovation and Commercialization</b>							
Clients Served	120	92%	110				110
Funding Received	\$ 20,000,000						0
Jobs Created/Businesses Started	50						0
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	850	42%	357				357
<i>Number of Workshops/Training</i>	12	58%	7				7
<b>Small Business Development Center</b>							
Clients Served	300	34%	103				103
Funding Received	\$ 2,500,000	61%	1,531,750				1,531,750
Jobs Created/Businesses Started	12	33%	4				4
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	300	29%	87				87
<i>Number of Workshops/Training</i>	45	16%	7				7
<b>Duplicates (Office Use Only)</b>							
Clients Served							
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			214				
<i>Number of Workshops/Training</i>			4				

## Economic Development

Fiscal Year 2009-2010

	2009-2010 Goal	Quarter 1	YTD				
<b>Clients Served</b>	280	89	89				
Prospects	110	30	30	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, tradeshows, site selection and corporate real estate consultant visits.			
Existing Business Visits	150	49	49	Commerce Lexington visits 150 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	20	10	10	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>Client Meetings</b>	285	76	76				
Client Meetings	285	76	76	Total number of meetings with all clients.			
<b>Funding Received</b>	\$5,500,000	\$340,000	\$340,000				
	\$5,500,000	\$340,000	\$340,000	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	66	66				
Jobs Created	650	66	66	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	\$8,365,000	\$8,365,000				
Capital Investment	\$50,000,000	\$8,365,000	\$8,365,000	Expenditure in real estate, building renovations, equipment			
<b>Workshops/Training</b>	Number in Attendance 1050	Number of Events 14	Number in Attendance 344	Number of Events 6	Number in Attendance 344	Number of Events 6	
Lexington Venture Club	400	6	107	2	107	2	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.
Activities	600	6	195	3	195	3	<p>intelLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.</p> <p>Pecha Kucha Mobile Conference</p> <p>See ICC tab.</p>
Bench 2 Business (B2B)					0	0	See ICC tab.
Manufacturer's Network Group	50	2	42	1	42	1	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 2009-2010

Clients Served	2009-2010 Goal	Quarter 1	YTD	
	225	96	96	
Entrepreneur Leadership Institute Participation	50	0	0	<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 will begin early 2010 for the mid June ELI.</p>
Lexmark Teacher Institute Educator Participation	75	81	81	<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>60 applications received. 51 participated. Held July 27-31, 2009</p>
Business & Education Network	75	15	15	<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"	25	0	0	<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>

**It's All About Talent** – Educated and skilled people differentiate communities. Whether it's recruiting, retaining or developing talent, the LPWD collaborates with community/education partners on initiatives aimed at making sure Lexington has the necessary talent for business and communities to survive, grow and prosper.

Several initiatives underway and planned include Rebecca Ryan's followup visit to Lexington to work with Lexington on improving its handprint (October 20-23). Working with various organizations on the Creative Cities Summit, which is scheduled for early April 2010. Initial discussions underway on having a regional one-day college to career fair in which all area colleges and universities participate. The goal is to have the first regional fair in the spring of 2011.

**Healthcare Alliance**—working with several healthcare providers and local education/training providers on collaborative training efforts.

## Minority Business Development

Fiscal Year 2009-2010

	2008-2009 Goal		Quarter 1		YTD		
<b>Clients Served</b>	145		25		25		
Minority	100		13		13		<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		12		12		
<b>Funding Received</b>	\$400,000		\$350,000		\$350,000		
ACCE\$\$ Loan Program	\$400,000		\$350,000		\$350,000		<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		0		0		
	10				0		
<b>Capital Investment</b>	\$0		\$0		\$0		
					\$0		
<b>Procurement</b>	\$1,000,000		\$390,260		\$390,260		<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>
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
<b>Workshops/Training</b>	1584	12	625	3	625	3	
Toyota Opportunity Exchange	400	1			0	0	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	75	2			0	0	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSDC/CLX Seminar	15	3	15	1	15	1	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1	480	1	480	1	Yearly event.
TSMSDC Awards Celebration	450	1			0	0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Scott County NAACP Economic Empowerment Day	34	1			0	0	Part of regional Minority Business outreach
KCTCS Procurement Professionals	10	1			0	0	Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses
TSMSDC Business Opportunity Fair	100	1			0	0	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
Partners for Entrepreneurial Advancement in KY (PEAK)	100	1	130	1	130	1	Educational session held each year for professionals that work with small businesses

## Innovation and Commercialization

Fiscal Year 2009-2010

	2009-2010 Goal		Quarter 1		YTD		
<b>Clients Served</b>	120		110		110		
New Clients	20		21		21		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	100		89		89		
<b>Funding Received</b>	\$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		
<b>Jobs Created/ Businesses Started</b>	50		0		0		
New Technology Based Start Up Companies					0		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth					0		
<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>	850	12	357	7	357	7	
Lexington Venture Club			107	2	107	2	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B					0	0	Bench to Business UK Networking Event
Bluegrass Angels			80	2	80	2	The Bluegrass Angels 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.
in2lex	600	6			0	0	share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Workshops	250	6	170	3	170	3	Workshops set up in conjunction with funding sources as a tutorial and questions answered sessions.

## Small Business Development Center

Fiscal Year 2009-2010

	2009-2010 Goal	Quarter 1	YTD	
<b>Clients Served</b>	300	103	103	
Clients that had counseling services with the SBDC.	300	103	103	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>	\$2,500,000	\$1,531,750	\$1,531,750	
Dollar amount and number of loans received or equity financing received	\$2,500,000	\$1,531,750	\$1,531,750	
<b>Jobs Created/ Businesses Created</b>	12	4	4	
Jobs created from counseling clients that started business	12	4	4	Businesses that are started as a result of SBDC counseling/consulting.
<b>Capital Investment</b>	\$0	\$0	\$0	
		\$0	\$0	
<b>Workshops/Training</b>	Number in Attendance: 300 Number of Events: 45	Number in Attendance: 87 Number of Events: 7	Number in Attendance: 87 Number of Events: 7	
Customers that attended training conferences at the SBDC	300 45	87 7	87 7	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.