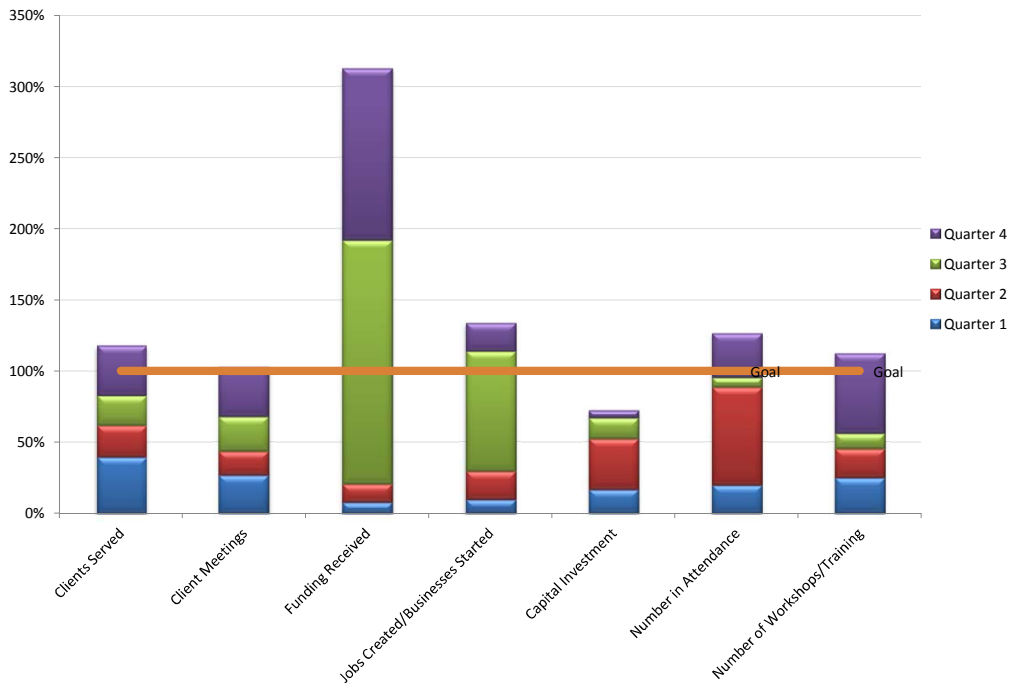


# Bluegrass Business Development Partnership



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	118%	423	238	226	375	1,262
Client Meetings	285	102%	76	48	69	98	291
Funding Received	\$ 28,400,000	313%	\$ 2,221,750	\$ 3,649,320	\$ 48,623,834	\$ 34,294,022	88,788,926
Jobs Created/Businesses Started	722	133%	70	143	605	142	960
Capital Investment	\$ 50,000,000	72%	\$ 8,365,000	\$ 17,773,000	\$ 7,247,000	\$ 2,620,000	\$ 36,005,000
<b>Workshops/Training</b>							
<i>Number in Attendance</i>	6,584	126%	1,306	4,516	445	2,033	8,300
<i>Number of Workshops/Training</i>	84	112%	21	17	9	47	94



# Bluegrass Business Development Partnership

	2009-2010		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
<b>Economic Development</b>							
Clients Served	280	116%	89	55	86	94	324
Client Meetings	285		76	48	69	98	291
Funding Received	\$ 5,500,000	90%	\$340,000	\$2,588,000	\$1,049,000	\$1,000,000	4,977,000
Jobs Created/Businesses Started	650	80%	66	141	186	124	517
Capital Investment	\$ 50,000,000	72%	\$8,365,000	\$17,773,000	\$7,247,000	\$2,620,000	36,005,000
Workshops/Training							0
<i>Number in Attendance</i>	1,050	200%	344	341	266	1,154	2,105
<i>Number of Workshops/Training</i>	14	157%	6	5	4	7	22
<b>Workforce Development</b>							
Clients Served	225	71%	96			64	160
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
<b>Minority Business Development</b>							
Clients Served	145	94%	25	22	34	55	136
Funding Received	\$ 400,000	152%	350,000	182,160		75,000	607,160
Jobs Created/Businesses Started	10	130%			9	4	13
Capital Investment	\$ -						0
Procurement	\$ 1,000,000	77%	390,260	107,550	26,750	250,000	774,560
Workshops/Training							0
<i>Number in Attendance</i>	4,384	118%	625	3,930	124	499	5,178
<i>Number of Workshops/Training</i>	13	100%	3	3	3	4	13
<b>Innovation and Commercialization</b>							
Clients Served	120	293%	110	70	115	56	351
Funding Received	\$ 20,000,000	238%			47,574,834		47,574,834
Jobs Created/Businesses Started	50	820%			410		410
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	850	290%	357	523	287	1,295	2,462
<i>Number of Workshops/Training</i>	12	275%	7	10	5	11	33
<b>Small Business Development Center</b>							
Clients Served	300	105%	103	97		114	314
Funding Received	\$ 2,500,000	1425%	1,531,750	879,160		33,219,022	35,629,932
Jobs Created/Businesses Started	12	167%	4	2		14	20
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	300	130%	87	63		239	389
<i>Number of Workshops/Training</i>	45	102%	7	7		32	46
<b>Duplicates (Office Use Only)</b>							
Clients Served				12	18	16	
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			214	682	464	2,308	
<i>Number of Workshops/Training</i>			4	16	6	14	

## Economic Development

Fiscal Year 2009-2010

	2009-2010 Goal	Quarter 4	YTD				
<b>Clients Served</b>	280	94	324				
Prospects	110	40	139	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	50	158	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	4	27	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	98	291				
Client Meetings	285	98	291	Total number of meetings with all clients.			
<b>Funding Received</b>	\$5,500,000	\$1,000,000	\$4,977,000				
	\$5,500,000	\$1,000,000	\$4,977,000	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	124	517				
Jobs Created	650	124	517	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	\$2,620,000	\$36,005,000				
Capital Investment	\$50,000,000	\$2,620,000	\$36,005,000	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>	1050	14	1,154	7	2,105	22	
Lexington Venture Club	400	6	58	1	404	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.
Activities	600	6	1,096	6	1,500	13	inteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.  Pecha Kucha Mobile Conference  See ICC tab.
Bench 2 Business (B2B)					125	1	See ICC tab.
Manufacturer's Network Group	50	2			76	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 2009-2010

Clients Served	2009-2010 Goal	Quarter 4	YTD	
	225	64	160	
Entrepreneur Leadership Institute Participation	50	64	64	<p>Number of applications, students and business/organizations</p> <p>24 Fayette County juniors and seniors from all 5 high schools learned about business and entrepreneurship: meet with successful local entrepreneurs and leading business people who will shared leadership ideas and discussed what it takes to succeed. Students visited businesses to see first hand how things work, learned business planning basics, developed a business plan with a team. 165 applications received. ELI was June 14-18 at Sullivan University.</p>
Lexmark Teacher Institute Educator Participation	75		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>54 teachers will be participating in the 2010 Lexmark Teacher Institute scheduled for July 26-30.</p>
Business & Education Network	75		62	<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	9	16	<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 last 2 years 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>6 students are returning. 3 new students have been selected. All have been placed for summer internships.</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.

## Minority Business Development

Fiscal Year 2009-2010

	2009-2010 Goal	Quarter 4		YTD			
<b>Clients Served</b>	145	55		136			
Minority	100	33		83	<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	22		53			
<b>Funding Received</b>	\$400,000	\$75,000		\$607,160			
ACCE\$\$ Loan Program	\$400,000	\$75,000		\$607,160	<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	4		13			
	10	4		13			
<b>Capital Investment</b>	\$0	\$0		\$0			
				\$0			
<b>Procurement</b>	\$1,000,000	\$250,000		\$774,560	Procure in past two years has been \$7,000,000 and \$3,000,000 respectively. 2007/08 targeted goal is \$4,000,000		
<b>MB Certifications</b>	10			3			
<b>Workshops/Training</b>	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
	4384	13	499	4	5,178	13	
Toyota Opportunity Exchange	400	1			630	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	75	2	40	1	106	2	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSDC/CLX Seminar	15	3			15	1	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1			480	1	Yearly event.
TSMSDC Awards Celebration	450	1			500	1	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Scott County NAACP Economic Empowerment Day	34	1	29	1	75	2	Part of regional Minority Business outreach
KCTCS Procurement Professionals	10	1	30	1	42	2	Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses
TSMSDC Business Opportunity Fair	100	1	400	1	400	1	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
NMSDC Annual Training	2800	1			2,800	1	National Minority Supplier Development Council Convention: attended with TMSDC for a better understanding of minority certification.
Partners for Entrepreneurial Advancement in KY (PEAK)	100	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 4		YTD		
<b>Clients Served</b>	120		56		351		
New Clients	20		14		73		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		42		278		
<b>Funding Received</b>	\$20,000,000		\$0		\$47,574,834		
Federal Funds					\$8,456,968		Funding received by regional companies from federal agencies.
KY State Funding Programs					\$3,611,487		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					\$9,452,280		Funding for startup companies provided by the founders
Angel Investors					\$7,445,000		Funding received from private investors; e.g., the Bluegrass Angels
Venture Capital					\$12,763,619		Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures
Strategic Partners					\$2,225,000		
Other					\$3,620,480		
<b>Jobs Created/ Businesses Started</b>	50		0		410		
New Technology Based Start Up Companies					24		Objective is to help create higher paying jobs with average salaries exceeding \$60,000.
Existing Technology Based Job Growth					386		
<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	1,295	11	2,462	33	
Lexington Venture Club			58	1	404	6	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B					125	1	Bench to Business UK Networking Event
Bluegrass Angels			129	3	387	10	The Bluegrass Angels are one of the few organized angel groups in KY. Their mission is to provide seed and early-stage capital and mentoring to new scalable and primarily high-tech businesses in the region.*  <i>*There are now two angels groups in Louisville and one in Northern Kentucky.</i>
Activities	600	6	1,096	6	1,305	10	share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.  See ED Tab.
Workshops	250	6	12	1	241	6	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 4	YTD	
<b>Clients Served</b>	300	114	314	
Clients that had counseling services with the SBDC.	300	114	314	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	\$33,219,022	\$35,629,932	
Dollar amount and number of loans received or equity financing received	\$2,500,000	\$33,219,022	\$35,629,932	
<b>Jobs Created/ Businesses Created</b>	12	14	20	
Jobs created from counseling clients that started business	12	14	20	Businesses that are started as a result of SBDC counseling/consulting.
<b>Capital Investment</b>	\$0	\$0	\$0	
			\$0	
<b>Workshops/Training</b>	Number in Attendance: 300 Number of Events: 45	Number in Attendance: 239 Number of Events: 32	Number in Attendance: 389 Number of Events: 46	
Customers that attended training conferences at the SBDC	300 45	239 32	389 46	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.