

# FULL STRIDE INITIATIVE

Commerce  
Lexington

ECONOMIC DEVELOPMENT

Investor Update

July 1 – Sept. 30, 2018

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Hippo Manager team cuts the ribbon on new headquarters in downtown.

## Hippo Manager Opens New Software Headquarters

On July 26, Hippo Manager Software, Inc., the largest independently-owned, cloud-based veterinary practice management software company in the United States, celebrated the opening of its new headquarters in the heart of Lexington, with a ribbon cutting and open house.

Founded in 2012, Hippo Manager employs a local staff of 12 and has grown to more than 250 practices in 19 countries. The veterinary software company boasts an industry leading uptime as a cloud SaaS provider to the veterinary industry, with its cornerstone solution being full practice management for vets to run their businesses.

## By the Numbers

In 2018, Commerce Lexington Inc.'s Economic Development Division responded to calls from the following:

**82** NEW PROSPECTS INTERESTED IN FINDING A NEW LOCATION OR EXPANDING OPERATIONS

**39** COMPANIES WITH POTENTIAL EXPANSIONS IN LEXINGTON

**144** EXISTING BUSINESS VISITS

**24** CLIENT VISITS

## Webasto to Grow Lexington Operation by 183 Jobs for Next Generation Roof System



On August 30, Governor Matt Bevin and Mayor Jim Gray announced that Webasto Roof Systems Inc., the sunroof supplier, will add a new production line investing \$15.2 million and

creating 183 new jobs. During the two-year project, company leaders plan to add the new production line in one of two existing facilities in the Blue Grass Business Park, where Webasto became the first tenant in 1998. The line will manufacture high-tech, electronically tintable, all-glass, panorama roof systems – which include optional tilt-slide sunroofs – for luxury vehicles.

## Zelios to Expand Lexington Facility, Create 44 Jobs



In late August, Gov. Matt Bevin and Mayor Jim Gray announced that Zelios, a Lexington-based manufacturer of hemp oil extract, will double production capacity with a \$2.1 million investment creating 44 full-time jobs. Zelios'

flagship hemp oil extraction operation opened in April of this year. The facility is equipped with grinding equipment and six 300-liter extraction machines. The expansion will include six new extraction machines, a secondary processing laboratory for further refinement of oil, and additional warehouse space. The project comes as market demand increases for refined cannabidiol (CBD) oils.

# COMPANY ANNOUNCEMENTS

## Tiffany & Co. to expand Lexington Operation

In late September, Tiffany & Co. announced that they will be expanding their Lexington manufacturing operation, which is also located in the Blue Grass Business Park, adding 130 new jobs and investing over \$500,000. Tiffany & Co. will continue to produce a variety of the jeweler's highest quality crafted jewelry designs, which are sold in Tiffany stores around the world.

# TIFFANY & Co.

# EVENTS, CONFERENCES, AND MARKETING

## AutoVision

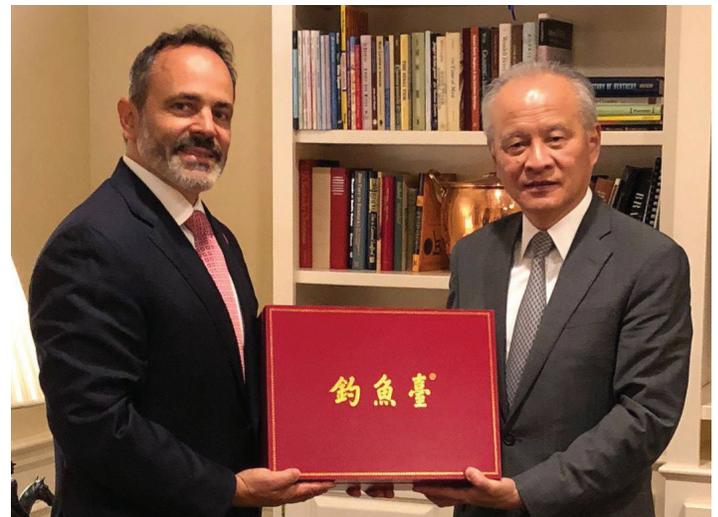
Commerce Lexington Inc. attended the AutoVision Conference in Lexington in August. The AutoVision Conference, created by the Kentucky Automotive Industry Association (KAIA), showcases the future of the automotive industry from a variety of perspectives and provides access to the expertise of C-suite executives, industry leaders, and other experts. This was a great opportunity for professional development and networking with existing and prospective automotive businesses.



Mayor Jim Gray addresses the AutoVision conference, welcoming them to Lexington.

## Commerce Lexington Inc. hosts multiple events with government officials

Over the last quarter, Commerce Lexington Inc. participated in or hosted events with government officials. Events featured Erran Persley, the Executive Director of International Affairs and Business Development with the Cabinet for Economic Development; Cui Tiankai, the Chinese Ambassador to the U.S.; Douglas George, the Consul General of Canada (Midwest); and Andrew Wheeler, the EPA Acting Administrator. Opportunities like these allow our team and our clients to build on relationships at a state, federal, and international level, strengthening our businesses and economy.



Governor Matt Bevin welcomes Chinese Ambassador Cui Tiankai to Kentucky.

## National Horse Center Lunch

On August 15, Commerce Lexington Inc. and VisitLEX partnered on a luncheon at the National Horse Center's monthly meeting at Central Kentucky Riding for Hope. The National Horse Center is a group of 31 national and international organizations that are headquartered at the Kentucky Horse Park. Our economic development team spoke to the group on what our team does and how we can be of assistance to them.



Commerce Lexington Inc. and VisitLEX present to National Horse Center.

# EVENTS, CONFERENCES, AND MARKETING



KentuckyUnited team hosts Chicago-based site selection consultants.

## International Manufacturing Technology Show in Chicago

In September, Commerce Lexington Inc. exhibited in partnership with LG&E-KU at the 2018 International Manufacturing Technology Show (IMTS) in Chicago. IMTS is America's largest manufacturing technology show that draws over 115,000 attendees from all over the world. IMTS gives Commerce Lexington Inc. an opportunity to showcase Lexington's strengths in manufacturing and to network with a variety of companies that have operations in Lexington and worldwide. While attending IMTS, KentuckyUnited, the statewide marketing initiative, held multiple meetings with site selection consultants in Chicago. Throughout the trip, our team met with 17 site selection consultants to give them updates on our community and to discuss any potential projects for Lexington.

## Industrial Asset Management Council (IAMC) Fall Forum

Our team attended the IAMC Fall Forum September 17 – 19 in Philadelphia, Pennsylvania. The forum attracts major corporations, as well as the country's top site selection consultants, to an interactive conference. Networking is a large component of the forum, and Commerce Lexington Inc. had the opportunity to market the Bluegrass Region to key decision makers, major corporations, and consultants.



Speaker at IAMC addressing disruptive technologies and how it affects business and economic development.

## BBDP hosts SPARK Angel Investor Summit

On September 28, the Bluegrass Business Development Partnership (BBDP) held the SPARK Angel Investor Summit. It was an educational and networking event tailored to investors and entrepreneurs featuring presentations by startups, service providers, and investors from angel and venture capital groups from across the Midwest. 144 individuals attended the summit.



Attendees listen to panel on term sheets and other legal matters related to angel investing.

# BUSINESS AND EDUCATION NETWORK



## Talent Pipeline Management Academy

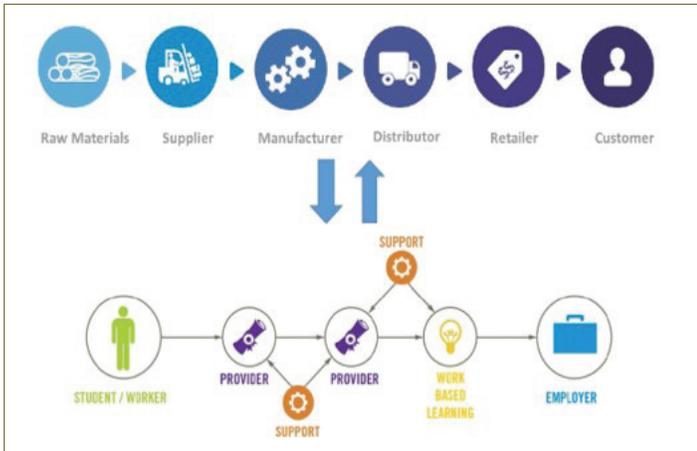


This summer, the Kentucky Chamber’s Workforce Center launched a Talent Pipeline Management (TPM) Academy. 40 champions representing business, nonprofit organizations, and public entities from across the Commonwealth were chosen to train on the TPM system. Natalie Shepard, the Business and Education Network’s Partnership Manager,

was selected as a participant for the Central Kentucky area. TPM is an employer-led approach to identifying specific workforce needs. The Academy will train champions on ways to build talent supply chains in their own communities.

Kentucky businesses cite workforce as a top priority for success, but despite their efforts they continually struggle to find and retain employees with the skills they need. Due to efforts of the Kentucky Chamber Workforce Center, the U.S. Chamber Foundation and W.K. Kellogg Foundation chose Kentucky as one of three states to create Talent Pipeline Management Academies.

The program kicked off on September 17 with a two-day training session led by the U.S. Chamber of Commerce Foundation’s Center for Education and Workforce.



The Talent Pipeline Management (TPM) strategy takes a supply chain approach where items move from raw materials to customer. Students/workers move through multiple educational providers and learning opportunities before being hired by an employer.

The Workforce Center’s Talent Pipeline staff and the champions will focus on creating specific strategies to meet the needs of different industry and regional sectors. By July 2020, more than 25 employer groups, representing regions as well as business and industry sectors, will convene to build talent pipelines for 75 high-demand positions.

Over the next two years, the Kentucky Chamber Workforce Center will hold meetings to develop strategies to improve Kentucky’s workforce issues. Participating employers, employer-led associations, and education providers will receive training and build partnerships while using a demand-driven concept to connect employees and employers.

<b>Strategy 1:</b> Organize Employer Collaboratives	<b>Strategy 4:</b> Analyze Talent Flows
<b>Strategy 2:</b> Engage in Demand Planning	<b>Strategy 5:</b> Build Talent Supply Chains
<b>Strategy 3:</b> Communicate Competency and Credential Requirements	<b>Strategy 6:</b> Continuous Improvement

Strategy breakdown for the TPM process rolling out across the state.

“Through the TPM Process, employers will play an expanded role as end customers of the Workforce and Education System,” said Kentucky Chamber Workforce Center Executive Director Beth Davisson. “This effort will allow Kentucky the opportunity to better understand the job projections and needs of business, so we can better recruit, train, and retain the right talent for the right jobs at the right time.”

The Business & Education Network is proud to partner with the Kentucky Chamber Workforce Center on implementing TPM in Central Kentucky.



Leaders across the state participating in the TPM Academy training.

# COMMUNITY AND MINORITY BUSINESS DEVELOPMENT

## Minority Business Accelerator

Two members of the Minority Business Accelerator have graduated: EHI Consultants owned by Ed Holmes and Appalachian Regional Manufacturing, Inc. owned by Randy Perry. Both companies are entering the Goldman Sachs 10,000 Small Businesses program. The Goldman Sachs 10,000 Small Businesses is an investment to help entrepreneurs create jobs and economic opportunities by providing greater access to education, capital, and business support services. To date, more than 7,300 business owners have graduated from the program across all 50 states in the U.S., Puerto Rico, and Washington, D.C. We celebrate this move and hope it assists both businesses with their goals for the future.

With these companies leaving the program, the Minority Business Accelerator in cooperation with our consulting partner added two new companies to the program.

### *New Companies:*

#### **Facilities Maintenance and Services Group, LLC**

##### **Owner, Frank Hall**

Provides top quality maintenance, janitorial, and cleaning services to clients who appreciate professionalism and quality work. They provide employment opportunities to individuals who enjoy working in the field. The company specializes in commercial cleaning, pressure washing, construction clean-up, high dusting, residential cleaning, and grounds keeping.

#### **Helping Hands, LLC**

##### **Owner, Chase Minnifield**

Helping Hands, LLC is an Apartment Service Provider specializing in a variety of services that brings comfort for college students and assistance to college housing managers across the country. They provide elite services and amenities for student housing communities in efforts to lend a helping hand for students through their housing communities. All of their services are convenient, accessible, and time-saving for all parties involved including the residents (students), the apartment property, and the apartment staff. Helping Hands, LLC offers valet waste services, moving services, cleaning services, and apartment turn services.



Board Member Ray Daniels, Lexidan Foods, with Frank Hall, Facilities Maintenance and Service Group, and Chase Minnifield, Helping Hands, LLC.



Scene in the dining room before the key note speaker during the 2018 Minority Business Expo.

## Fayette County Public Schools Vendor Fair

We participated in and invited Commerce Lexington members to the latest Fayette County Public Schools Vendor Fair in September. It was an opportunity for small and minority businesses to set-up booths and meet with buyers from all departments of the school system.

HERE'S OUR PROOF:

Lexington was recently ranked as  
**#3 Best City to Raise a Family**  
by zumper.com

Commerce  
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ECONOMIC DEVELOPMENT

# COMMUNITY AND MINORITY BUSINESS DEVELOPMENT

## Washington D.C. Fly-In

Commerce Lexington Inc. participated in the Washington D.C. Fly-In and met with FEMA representatives to plan an information session for the fall of 2018 or early 2019 to recruit small businesses. The goal is to have businesses from Central Kentucky who can offer their services to this agency to complete their mission of helping citizens recover from disaster situations.

## International Economic Development Council Annual Conference

In late September, the Community and Minority Business Development team attended the International Economic Development Council's Annual Conference in Atlanta, GA. The theme was Inclusive Economic Development. The tract chosen was creating jobs, businesses and affordable housing in underserved areas. There was focus on best practices and small area development. Summaries of the sessions and next steps for Lexington will be formalized within the next quarter.

**HERE'S OUR PROOF**

**26** MEETINGS WITH MINORITY BUSINESSES

**11** WOMEN-OWNED BUSINESSES ASSISTED

**21** EXISTING BUSINESS CALLS

**\$64,000** IN PROCUREMENT DURING THE QUARTER

**\$256,000** IN ACCESS LOANS



## Access Loan Program

The Access Loan Program closed loans that totaled \$256,000 in the past quarter. Of that total, eight loans were part of the new direct microloans with Park Community Credit Union. We are still working on several requests for the full Access Loan Committee to review.

## Opportunity Exchange

The Fall Opportunity Exchange sponsored by Republic Bank was changed slightly for this year. We offered banking and lending information from the staff at Republic Bank and added a DJ. We will use this format again next March, and the speaker will be a successful small business owner.



Phil Suiter, Branch Manager of Republic Bank downtown, offering remarks.

HERE'S OUR PROOF:

Lexington was recently ranked

**#3 Safest City in America**

by SafeWise

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