

FULL STRIDE INITIATIVE

commerce
lexington
Economic
Development

Investor Update
Oct. 1 – Dec. 31, 2021

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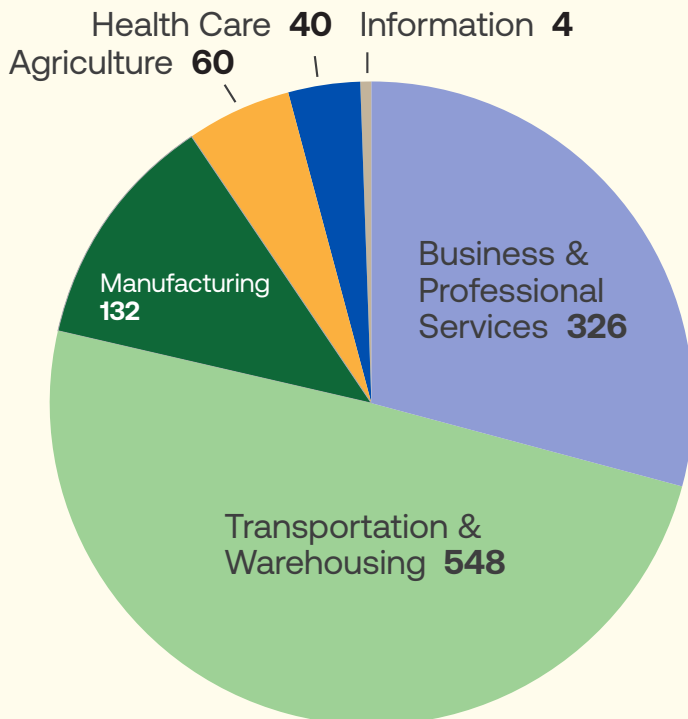
2021 YEAR IN REVIEW

CAPITAL
INVESTMENT

\$116,092,742

TOTAL
NEW JOBS

1110



1110 DIRECT JOBS
generated **\$45,335,559**
in annual direct payroll.

528 INDIRECT JOBS
generated **\$609,382**
in LFUCG Payroll Tax
Revenue.

309 INDUCED JOBS
generated **\$273,027**
in LFUCG Payroll Tax
Revenue.

10

EXPANDING
COMPANIES

5

NEW
COMPANIES

Total LFUCG
Revenue Generated

\$1,631,457

Total FCPS
Revenue Generated

\$307,517

FROM THE DESK OF GINA GREATHOUSE

Happy New Year and welcome to the ever-changing year of 2022. First, let me thank you for your continued investment in our Full Stride Capital Campaign, which supports our economic development efforts. We are now halfway into year four of the campaign and are preparing ourselves for what comes next. Your support is very important because it helps us achieve the kind of successful results that you'll find throughout this newsletter. Despite the ongoing pandemic, our prospect activity is on the rise, and we continue to adapt to the new economic development environment – ZOOM, ZOOM, ZOOMING with our most important clients, our existing businesses. Taking care of the community's present businesses is the most important aspect of economic development and retaining long-lasting relationships is key.

In December, our team hosted its first ever virtual site visit at the request of a technology service provider considering Lexington as a location for expansion. Representatives from the Kentucky Cabinet for Economic Development, the City of Lexington, and the Bluegrass Area Development District joined the meeting to give an overview of state incentives, business resources, and why Lexington is a great place to live, play, and work. Similar to an in-person site visit, when the presentation concluded, the consultant and prospective company met virtually with two local companies to conduct workforce interviews. Suffice it to say, building a virtual relationship with an actual client is no easy task. Having built strong relationships with site selection consultants remains front and center for us.

Thank you again for your support,
Happy reading. Hope to see you again soon.



Gina Greathouse,
Executive Vice President
for Economic Development,
Commerce Lexington

Virtual Team Lexington



Bob Quick
President and CEO
Commerce Lexington



Gina Greathouse
Executive Vice President,
Economic Development
Commerce Lexington



Cheryl Klever
Project Manager
Economic Development
Commerce Lexington



Katie Vandegrift
Director of Marketing
& Research Economic
Development
Commerce Lexington



Falon McFarland
Administrative Project
Coordinator Economic
Development
Commerce Lexington



Kevin Atkins
Chief
Development Officer
Lexington-Fayette Urban
County Government



Rolando Thacker
Business Services
Manager, Bluegrass
Local Workforce
Development Area



Ashlee Chilton
Project Manager,
Kentucky Cabinet for
Economic Development



Annie Franklin
Project Manager,
Kentucky Cabinet for
Economic Development



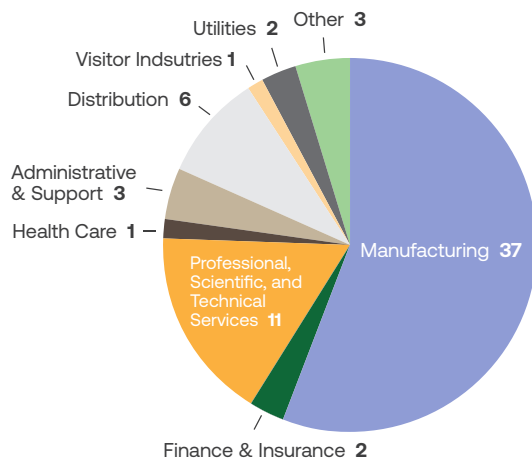
By the Numbers: 2020 & 2021

Total	2020	2021
Regional Capital Investments Reported	\$87M	\$116M
Jobs Announced	783	1,110
Average Wages	\$52,000	\$54,400
Existing Business Visits	119	85
Client Visits	17	5
Prospects	61	66
Active Projects	27	35

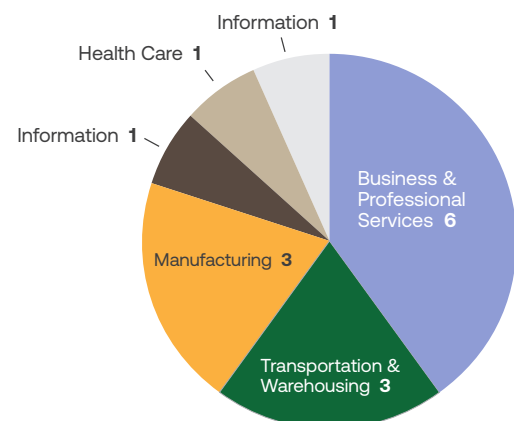
2021 New and Expanding List

Firm	Type	Product	Reported Investment	Direct Jobs
Amazon	Exp.	Fulfillment center for Amazon.com	n/a	500
AppHarvest	New	High tech Hydroponic green house farms	\$42,500,000	60
Blue Frame Technology LLC	Exp.	Digital video software company	\$10,949	3
Blue Frame Technology LLC	Exp.	Digital video software company	\$5,172	1
Carina Medical LLC	Exp.	AI technology for cancer treatment	\$7,336	2
Coastal Cloud	Exp.	UK Salesforce Consultancy Incubator Program	\$500,000	40
Funai	Exp.	Inkjet & microfluidic technology research	\$6,078,096	0
Georgia-Pacific	Exp.	Dixie cup manufacturing	n/a	50
Helpware Inc.	New	Business outsourcing company	\$250,000	150
James Pepper Distilling Co.	New	Barrel warehouse	\$3,290,000	1
Neogen Corporation	New	Food, beverage, animal protein and agriculture safety testing	\$9,839,960	79
Pathology and Cytology Labs	Exp.	Specimen transport, preparation, immunohistochemistry testing and final patient reporting	\$500,000	40
PowerTech Water, Inc.	Exp.	Clean water technologies	\$300,000	24
Thoroughbred Aviation	Exp.	Aviation maintenance	\$800,000	47
Who Got the Money?	New	Entrepreneurial companies	\$52,000,000	110
Wise Bird Cider Co. LLC	Exp.	Manufacturer of cider craft beverages	\$11,229	3

2021 Leads



2021 New and Expanding Locations



COMPANY ANNOUNCEMENTS

Who Got The Money? Figures Show Strong Startup Ecosystem

In December, Commerce Lexington Economic Development and the University of Kentucky Office of Technology Commercialization released new data collected from their annual survey on the area's entrepreneurial economic impact for the fiscal year 2021 on the Who Got the Money? website. The survey continues to serve as a reminder of the strong ecosystem startups have built in the Lexington region. View the website and full list of award winners at whogotthemoney.com.



Rapid Response Assistance for Business Downsizings and Closures

Commerce Lexington's Economic Development division focuses primarily on business retention and expansion, business attraction, and entrepreneurial development. Additionally, we collaborate with Community & Minority Business development and the Business and Education Network to ensure we acknowledge and address three main pillars essential for enhancing the quality of life in central Kentucky.

The economic development team works with our existing businesses to ensure they have the resources and support to be successful. There are times in which a company's growth path takes them to other markets, or their situation requires them to downsize. In these instances, our team works diligently on a rapid response plan to help displaced employees find gainful employment within the region. Since 2020, we have worked on rapid response efforts with six companies.

DID YOU KNOW?

THE ANNUAL AVERAGE WAGE PER EMPLOYEE FOR TWO OF LEXINGTON'S STRATEGIC TARGETS:

BUSINESS & PROFESSIONAL SERVICES	\$74,851
MANUFACTURING	\$74,175



Source: U.S. Bureau of Labor Statistics, Quarterly Census of Employment and Wages, 2020 Annual Averages: Private, NAICS Sectors

CONFERENCES AND NETWORKING

Lexington Hosts 2021 Kentucky Economic Forum

In early November, the Kentucky Association of Economic Development (KAED) hosted the Kentucky Economic Forum at the Lexington Marriott City Center. Over 400 economic developers, job creators, and policy makers gathered in person to learn about and celebrate the Commonwealth's economic momentum, and to discuss work-class strategies to accelerate job creation and amplify growth in Kentucky.

Commerce Lexington's Economic Development team attended the forum and Gina Greathouse was appointed to the KAED board of directors and a guest speaker at the conference. Gina presented Commerce Lexington's role within the Bluegrass Alliance to facilitate regional economic development initiatives in Central Kentucky.



KAED 2022 Board of Directors (left to right), Bob Helton, Board Chair, John Bevington, Immediate Past-Chair, Haley McCoy, Danny Isaacs, Gina Greathouse, Tim Gibbs, Past Chair, Amanda Davenport, Secretary - Treasurer, Amanda Clark, Brett Traver, Chair-elect. Not pictured: Sierra Enlow, Kimberly Rossetti, Ivy Stanley, Brittaney Johnson, Josh Tubbs.

HERE'S OUR PROOF

Lexington, Kentucky is what a great place to do business looks like. A city with smart, educated talent, thriving in a community with a high quality of life.

#9 Most Diversified Metro Economies in the US
—WalletHub

#10 Percentage of Population with an Advanced Degree
—US Census Bureau

#6 Cities with the Lowest Startup Costs
—SmartAsset

#2 Best Cities for New College Grads
—SmartAsset

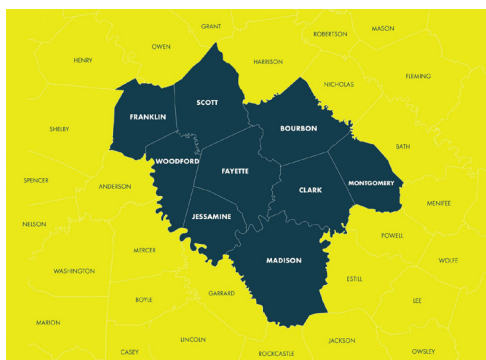
BUSINESS AND EDUCATION NETWORK

Regional Leaders Convene to Create New Economic Competitiveness Plan

Commerce Lexington is collaborating with over 50 regional leaders in the nine-county economic development region to explore shared priorities and collaborate on possible solutions to common challenges.

The group first met in July of 2021 and have continued discussions around economic growth trends, economic recovery, and improving regional competitiveness. With the help of Ted Abernathy, Managing Partner of Economic Leadership LLC, the group will create a strategic plan to enhance talent recruitment and retention, strengthen the business climate and elevate infrastructure needs for long-term success.

Commerce Lexington has a long history of promoting regionalism through leadership programs like Leadership Central Kentucky, economic development efforts through the Bluegrass Alliance and public policy through our Central Kentucky Policy Group. We look forward to further leveraging those resources to create positive change for the region in 2022.



The nine counties represented in the Economic Competitiveness Plan.

Fayette County Public Schools Working with Local Leaders to Create New Strategic Plan



Fayette County Public School's John D. Price Administration Building.

One of Fayette County Public Schools top priorities for 2022 is to update the district's strategic plan. During the recent superintendent search, district leaders gathered input about the strengths, challenges, and future of FCPS from thousands of students, employees, families, and community members through surveys, focus groups, and listening sessions.

Over the summer, the school board contracted with an external firm to do an objective review of the district to provide baseline information to help with a new strategic plan. With the help of local leaders, they are now synthesizing that information into a strategic plan to guide the district over the next five to seven years.

Commerce Lexington is part of a working group that is helping to develop goals, identify metrics, and solidify the direction of the school district and the plan should be completed in late spring.

2022 BEN Board of Directors

We are excited to welcome this year's Board of Directors who will help accomplish our mission of creating, attracting, and sustaining a globally skilled workforce to meet the needs of the region's existing and target industries.



Tucker Ballinger, President & CEO of Forcht Bank, 2022 BEN Board Chair

EXECUTIVE COMMITTEE

Tucker Ballinger *Chair, Forcht Bank*
Lynette Walker *Incoming Chair, Baptist Health Lexington*
Mark Manuel *Immediate Past Chair, Bluegrass Community & Technical College*
Daryl Smith *Treasurer, LG&E and KU Energy*
Mary Ann Vimont *Secretary, University of Kentucky College of Education*

FULL BOARD OF DIRECTORS

Elodie Dickinson *Office of the Mayor, LFUCG*
Kevin Stinnett *Premier Financial Group*
Eric Sauvage *LBX Company, LLC*
Todd Ziegler *Republic Bank*
Carrie Rogers *Fayette County Public Schools*
Gina Greathouse *Commerce Lexington*
Bob Quick *Commerce Lexington*
Drura Parrish *RSLP Ventures*
Randall Stevens *ArchVision*
Elisa Bruce *EBB Consulting*
Gwen Riley *GreenBox*
Todd Johnson *Building Industry Association of Central KY*
David Kidd *PNC*

COMMUNITY AND MINORITY BUSINESS DEVELOPMENT

Minority Business Accelerator Members

Helping Hand, LLC

Owner, Chase Minnifield

Elaine Allen, LLC

Owner, Bishop Carter

TCG America

Owner/Rep, Tina Watson

Facilities Maintenance & Services Group, LLC

Owner, Frank Hall

Equity Solutions Group Consulting

Owner, Ray Daniels

The Patriot Group

Owner, Lawrence Herring

The Commerce Lexington Minority Business Accelerator members completed another record-breaking year, with over **\$10 million** in new contracted opportunities.

Commerce Lexington Minority Business Accelerator Revenue

Month	Total
Balance ending June 30, 2021	\$3,979,509
July 2021	\$1,226,000
August 2021	\$999,541
September 2021	\$959,123
October 2021	\$965,479
November 2021	\$1,124,765
December 2021	\$1,165,684
YTD	\$10,420,401

Parity Analysis Survey of Minority Business Participation

Commerce Lexington, in partnership with EHI Consultants, performed and completed a parity analysis to help Lexington-Fayette Urban County government, and the business community at large, understand the landscape of available minority businesses in Central Kentucky.

The full report can be found **HERE**, and a full analysis will be published in our next Full Stride report.

