commerce lexington
Economic Development

Lexington/Fayette Urban County Government
Addendum for Services

MONTHLY REPORT QUESTIONNAIRE – April 2022
Listing of member/staff actively working on Lexington Economic Partnership Efforts:

Name	Race/Ethnicity	Years of Experience in Eco Devo
Gina Greathouse	Caucasian	32
Tyrone Tyra	African American	27
Betsy Dexter	Caucasian	07
Katie Vandegrift	Caucasian	06
Cheryl Klever	Hispanic	03
Falon McFarland	African American	01

Diversity numbers for entire company/organization:

3 Full-time staff / 20 full – time positions currently filled in organization
11 Board of Directors

Business Retention and Expansion (BRE) Program Visits Between February 23, and April 22, 2022, on behalf of the Lexington Economic Partnership:

1. Were all partners involved with the meetings with company leadership (Kentucky Cabinet for Economic Development, LFUCG – Office of the Chief Development Officer, Higher Education Representatives (4-Year and BCTC) and staff from Bluegrass Workforce Innovation Board:

- As companies accept invitations to meet, CLX invites a representative from sectors noted below to every existing business meeting: KY Cabinet for Economic Development, LFUCG Office of Chief Development Officer, Higher Education, Kentucky Career Center, and Bluegrass Workforce Innovative Board.

2. Sectors of companies met with during the previous month:

- Between February 23, and April 22, 2022, the Lexington Economic Partnership has met with the following sectors:

*Please note: Companies have been accounted for once, however, many fit multiple sectors.

- AgTech - 0
- Customer Center – 0
- Nonprofit Services – 0
- Headquarters – 1
- Distribution – 0
- Professional Services – 1
- Biosciences – 3
- Manufacturing – 3
- Technology – 0

- Between July 1, and April 22, 2022, the Lexington Economic Partnership has met with ***70 existing businesses***.

- Between December 18, 2021, and April 22, 2022, the Project Manager has initiated 99 invitations to meet the Lexington Economic Partnership team.
- In December through April, Commerce Lexington supported
    a. 167 individuals find full-time employment due to one company that closed its doors to consolidate operations in a different state.
    b. One company interested in expanding their footprint.
    c. One company undergoing research and development to receive FDA approval for their pharmaceutical product.
    d. One company interested in growing community contributions and awareness.
    e. Three companies going to KEDFA board, one in April and two in May to expand operations.
    f. One company that recently located and met the LEP team to learn about resources and seek help with workforce development.

3. Globally headquartered businesses met with during the previous month by sector:

- Since December 18, the Lexington Economic Partnership team met with one globally headquartered business.
- Is supporting one globally headquartered business with their groundbreaking event.
- Is supporting one globally headquartered business with a "new service" grand opening event.
- Attended one globally headquartered business' groundbreaking event to implement a solar array on brownfield.

4. Business by sector met with during the most recent month to discuss growth or increased employment plans:

- Please see response #2. Commerce Lexington's Economic Development team discusses growth and increased employment opportunities at every meeting. Please ***see attached*** Existing Business Agenda question #9b.

5. Major follow-up items or company concerns that LFUCG should be aware of from existing business meetings:

- Commerce Lexington's Economic Development team discusses follow – up next steps and actions at every meeting. Please ***see attached*** Existing Business Survey question # 13. Since February 23, 2022, the Lexington Economic Partnership has responded to the following items.
    - **Workforce** – ***1 of 8*** companies have requested support regarding workforce development.
    - **Real Estate/ Available Land** – 2 ***of 8*** companies met with since December 18, are interested in looking for real estate expand operations.
    - **Training**– ***1 of 8*** companies requested additional information about on-the- job training programs and support.
    - **Internship** – ***2 of 8*** companies is meeting with the University of Kentucky to further discuss programs in support of engineering students and talent pipeline opportunities.
    - **Announcements** – Since December 18, Commerce Lexington worked with three companies to apply for the KBI Incentive program through the Cabinet for Economic Development. With approval from the KEDFA board in April, one company will locate in Coldstream Research Park. After May's KEDFA Board approval, one company will expand in Coldstream Research Park and on company will complete an acquisition to add 70 full-time employees to its workforce.
    - **Lexington Jobs Fund** – Since December 18, 2021, Commerce Lexington is working with one company to apply for the Lexington Jobs Fund.

- **LFUCG Workforce Fund** – Since December 18, 2021, Commerce Lexington has not supported any companies with additional information on LFUCG's workforce fund.

6. Support network or business sector meetings that occurred during the recent month:

- In April, the economic development team hosted a zoom webinar to introduce the Mercer Road Business Community to the LFUCG Metropolitan Planning Organization for an informational session to learn about requirements and process for road enhancements. A series of meetings will take place to continue the conversation and determine next steps.
- In March, the economic development team coordinated an IT Consortium with community partners at Awesome Inc. and Bluegrass Area Development District to initiate a roundtable discussion with tech employers in the Lexington area. Collectively, the organizations and employers aimed to assess ideal skill sets and experience necessary for a job seeker to have a competitive edge finding employment with the industry and for an employer to have confidence in the Bluegrass Regions' candidate pool. The discussion prompted exploratory ideas and required actions items for further development.

Commerce Lexington- Talent and Workforce Development Bi-Monthly Report- April 2021

A. Describe work in the previous month to connect upper-level students to jobs or internships in local corporation and companies for graduate level, senior and junior year students within their identified area of interest:

We continue to work with our secondary and post-secondary systems on strategic ways to better connect students to local businesses. The University of Kentucky's Career Services office continues to offer opportunities for employers to connect with UK students and alumni and we work closely with them monthly through the UK Economic Development Collaborative Talent Subcommittee. We will continue promoting their micro-internship program which allows students to demonstrate their skills as they seek a full-time role or internship. Not only will local companies get immediate support, but micro-internships also help them identify and evaluate prospective job candidates for full-time employment when the time is right. As a result, organizations improve hiring effectiveness, enhance diversity, and drive retention.

The University currently uses a program called "Handshake" which is an online recruiting platform for students and alumni. The Stuckart Career Center partners with employers to streamline and simplify the recruiting process. As a student or alumni on Handshake, they get a personalized opportunity to experience a simple job search with many customizable options to find the right jobs and internships for them in Lexington.

B. How many students were placed in local companies during the previous month in relation to item (A) above in this section:

There are approximately 200 students earning credit through an internship with a Lexington based company. There have been multiple job fairs/events to help connect students to local companies where close to 3,000 students participated with over 450 different employers in the last 18 months. The next job fair is on May 14th.

C. Describe work in the previous month with Fayette County Public Schools to connect interested junior level students with jobs or internships in local companies in their identified area of interest as part of the Career Academies of Lexington:

FCPS continues to use virtual business engagement tools to empower students to discover, plan and pursue their dreams with a unique video-based career planning platform. The interactive tools help students and job seekers develop career paths based on choice. The platform allows 6th-12th grade students to access over 1000 professionally produced

job shadowing and career advice videos that provide an interactive and engaging career exploration experience that opens a new world of opportunity. This career planning tool will help equip the school district and our students with modern tools and resources to discover diverse career paths here in Central KY.

Aside from virtual learning experiences, students are also participating in internships, co-ops and/or work-based learning opportunities with local companies. Approximately 1000 students are participating this semester.

We also hosted a luncheon for Academies of Lexington students in the Healthcare pathway. UK Healthcare, Baptist Health, and St Joseph Health participated in the event and connected with graduating seniors who have earned their CNA certification. 48 students attended the event and learned about jobs that are available immediately upon graduation.

D. Meetings with education leadership in Lexington related to issues to assist in the development of workforce and growing the Lexington economy/jobs:

We continue our work with regional leaders- from both business and education- on a strategic action plan aimed at increasing economic competitiveness and prosperity in our region. The plan will include Education, Workforce and Talent Development initiatives. The Leadership Committee met on March 21st and a final report with recommendations will be completed in late May.

EXISTING BUSINESS MEETING – Agenda

Company

Date

Invited: Company contact, Gina Greathouse, Cheryl Klever, Amy Bowman, Brittany Cox, Kevin Atkins, Elodie Dickinson, Ashton Potter Wright, George Ward, Kimberly Kluemper, Donna Heath – Johnson, Gary Robinson, Jeanne Devers, Amy Glasscock, Rolando Thacker, Destiny Cooper, Hannah Phillips, Jeff Lee, Todd Blanton

1. **Introductions**:
    a. Commerce Lexington
    b. Cabinet for Economic Development
    c. LFUCG Office of Development Officer
    d. Higher Education – UK and BCTC
    e. Bluegrass Workforce Development
    f. Kentucky Career Center
2. **Business overview**: ***(Company)***
    a. Type of business:
    b. How long in Lexington:
    c. Ownership:
    d. Sales/Revenue
    e. Current Business Trends
    f. Location of customer base/clients
    g. Suppliers' location?
3. **Post-COVID**
    a. Supply chain impact?
    b. Any needs?
4. **Networking Opportunities**: Manufacturer, Bio, C3N, Headquarters, Tech
5. **Employment**:
    a. Lexington only - full time, part time, temporary:
    b. Wage rates:
6. **Capital Investment:**
    a. Recent
    b. Future
7. **Real estate**:
    a. How large is the operation?
    b. Own or lease?
    c. Need additional or different space?
8. **Challenges/Needs**:
    a. Workforce
    b. Training
    c. Financing/funding
    d. Legislative
    e. Other
9. **Growth Opportunities**:
    a. Expansion – real estate
    b. Expansion – number of employees
    c. Modernization
    d. R&D
10. **Import/Export Opportunities**:
11. **Visit Lex Partnership and/or Opportunities:**
12. **Open Discussion:**
13. **Follow up items:**