


MEMORANDUM

DATE: October 8, 2012

TO: Mayor Jim Gray
Lexington Fayette Urban County Council

FROM: Gina Greathouse 
Commerce Lexington Inc.

SUBJECT: Quarterly Report – First Quarter 2013

As required by our Purchase of Service Agreement, attached is Commerce Lexington's Quarterly Report for the first quarter of FY 2012-2013. Thank you again for another year of financial support and for your continued commitment into 2013.

Client updates	July 1-September 30, 2012
Prospects	15
Existing Business Visits	37
Start-ups	2
Site Visits	5

We have been on a roll lately with new and expanding business announcements. The announcement of *Bingham McCutchen's Global Services Center* to Coldstream Research Campus will bring 250 jobs with an average salary of \$60,000 per year and investing over \$22 million in the facility. Many of these jobs are in the technology sector. Thank you to so many of you who were able to attend the announcement and reception while CEO Jay Zimmerman was in town.

Birtley, a subsidiary of Shandong Borun Industrial Processing, announced plans to build a 67,500 square foot building in the Blue Grass Business Park. This includes a \$10 million investment and 30-50 manufacturing jobs. This project provides major significance to our community and the Commonwealth of Kentucky, as it is the first major Chinese manufacturing business to announce such plans. We hope this will open more doors for us in the future. See attached article dated September 19th, 2012. Also, attached is greater detail on these projects and two other recent announcements.

The economic development team traveled to *Chicago* in August to meet with site selection consultants. The marketing of Central Kentucky is vital to increasing the number of prospects that evaluate Lexington each year for a potential location. While building relationships, our

team highlights key attributes of Lexington and Central Kentucky and why we are a great place for business. We have already received a lead from one of the consultants from our visit. We also went south to *Atlanta* for a marketing event with KentuckyUnited. While there we met with fourteen consultants and heard from keynote speaker Governor Martha Layne Collins. We have two additional events planned for the remainder of the year, including a consultant and company visit to the New York area.

A small economic development delegation just returned from China and Japan. We met with U.S. Commercial Services in Beijing and Tokyo, and also with existing businesses and new clients in both countries. We partnered with the World Trade Center of Kentucky for our meetings in China. In Japan, Jiro Hashimoto, Far East Representative for the KY Cabinet for Economic Development assisted the team. Both entities were extremely instrumental in organization and translation, and in helping us with business and cultural values. Over the 10 day timeframe, we visited fifteen companies in seven different cities. Planes, trains, automobiles, and buses.

July and September meetings of the *Lexington Venture Club* proved very successful. We had more than 50 people at each event. The theme for the September lunch was about the online gaming industry in Lexington. Four Lexington based gaming companies gave a presentation to the luncheon attendants. They gave an overview of gamer demographics, examples of the various types of games, revenue models, and the impact of gaming on the region. Mario Cart and Call of Duty are just part of the “gaming” world. Online games and iPhone games like Words with Friends and Angry Birds are included in the overall industry. The biggest surprise of the presentation was the “gamer” statistics. The average age of the gamer is 37 years old, 29% of gamers are over the age of 50, and women account for 42% of the gaming market.

Pamela Trautner, Executive Director of the Business and Education Network, recently left her position. She was with our team for nearly 10 years and has taken a position in Frankfort in the Finance and Administration Cabinet. The Business Education Network is a subsidiary of CLX and its board has begun the search for her replacement.

On behalf of the entire Commerce Lexington Board of Directors and the staff of our economic development division, we again want to personally thank you for your continued financial support towards our economic development efforts. Thank you again for support of the team.

Included is:

1. Economic Impact Report.
2. Quarterly Metrics.
3. New & Expanding Industries Report.

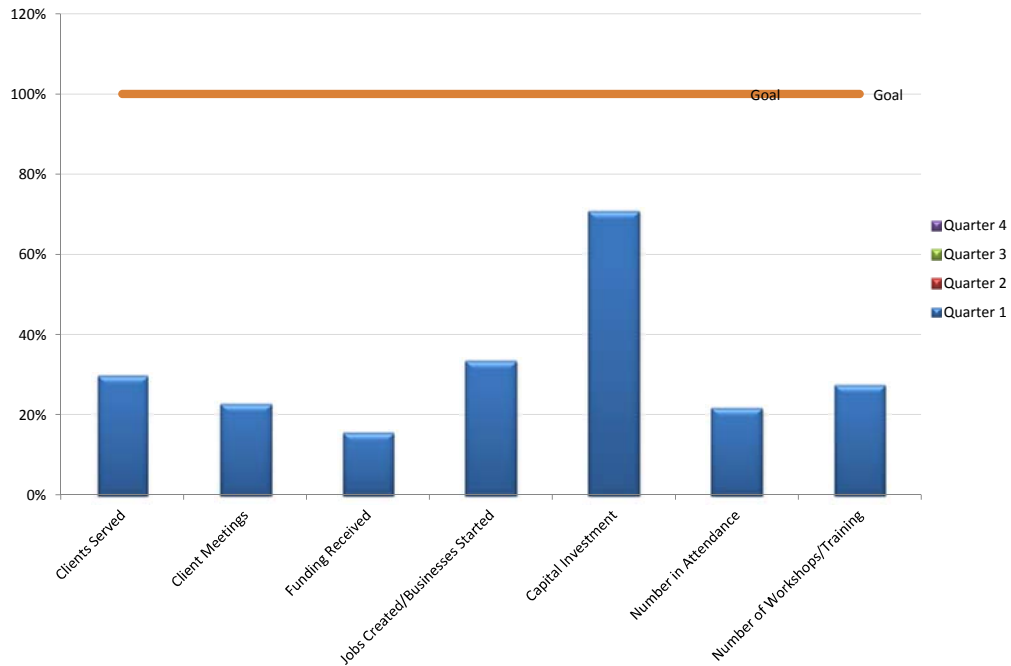
Cc; Jeri Isbell, Chairman – Commerce Lexington Inc.
Kevin Atkins, Mayor’s Office of Economic Development
Bob Quick, President and CEO of CLX
Darby Turner, Vice Chair of Economic Development for CLX

Bluegrass Business Development Partnership



Fiscal Year 2012-2013

	2012-2013		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Bluegrass Business Development Partnership							
Clients Served	1,394	30%	414	0	0	0	414
Client Meetings	300	23%	68	0	0	0	68
Funding Received	\$ 61,550,000	15%	\$ 9,503,000	\$ -	\$ -	\$ -	9,503,000
Jobs Created/Businesses Started	1,051	33%	350	0	0	0	350
Capital Investment	\$ 50,000,000	71%	\$ 35,331,138	\$ -	\$ -	\$ -	\$ 35,331,138
Workshops/Training							
<i>Number in Attendance</i>	6,902	22%	1,499	-	-	-	1,499
<i>Number of Workshops/Training</i>	99	27%	27	0	0	0	27



Bluegrass Business Development Partnership

	2012-2013		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	295	18%	54				54
Client Meetings	300		68				68
Funding Received	\$ 7,000,000	114%	\$8,000,000				8,000,000
Jobs Created/Businesses Started	750	46%	348				348
Capital Investment	\$ 50,000,000	71%	\$35,331,138				35,331,138
Workshops/Training							0
<i>Number in Attendance</i>	1,875	12%	229				229
<i>Number of Workshops/Training</i>	26	15%	4				4
Workforce Development							
Clients Served	445	19%	84				84
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
Minority Business Development							
Clients Served	154	36%	55				55
Funding Received	\$ 550,000						0
Jobs Created/Businesses Started	12						0
Capital Investment	\$ -						0
Procurement	\$ 550,000						0
Workshops/Training							0
<i>Number in Attendance</i>	4,177	21%	891				891
<i>Number of Workshops/Training</i>	13	23%	3				3
Innovation and Commercialization							
Clients Served	230	39%	90				90
Funding Received	\$ 50,000,000						0
Jobs Created/Businesses Started	265						0
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	2,250	17%	378				378
<i>Number of Workshops/Training</i>	36	31%	11				11
Small Business Development Center							
Clients Served	320	41%	131				131
Funding Received	\$ 4,000,000	38%	1,503,000				1,503,000
Jobs Created/Businesses Started	24	8%	2				2
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	400	43%	171				171
<i>Number of Workshops/Training</i>	48	25%	12				12
Duplicates (Office Use Only)							
Clients Served	100						
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>	3600		340				
<i>Number of Workshops/Training</i>	48		6				

Economic Development

Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 1	YTD				
Clients Served	295	54	54				
Prospects	125	15	15	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	37	37	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	2	2	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.			
Client Meetings	300	68	0				
Client Meetings	270	63		Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.			
Site Visits	30	5		Clients that visit Lexington			
Funding Received	\$7,000,000	\$8,000,000	\$8,000,000				
	\$7,000,000	\$8,000,000	\$8,000,000	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. Traditional incentives awarded including KBI, KRA, KEIA and DCI are calculated in this number. Although not included, 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.			
Jobs Created/ Businesses Started	750	348	348				
Jobs Created	750	348	348	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.			
Capital Investment	\$50,000,000	\$35,331,138	\$35,331,138				
Capital Investment	\$50,000,000	\$35,331,138	\$35,331,138	Expenditure in real estate, building renovations, equipment			
Workshops/Training	Number in Attendance 1875	Number of Events 26	Number in Attendance 229	Number of Events 4	Number in Attendance 229	Number of Events 4	
Lexington Venture Club 5 Across	600	12	170	3	170	3	<p>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. 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.</p> <p>The Lexington Venture Club and Awesome Inc. are proud to announce 5 Across, an informal gathering of entrepreneurs, investors, and service providers from Lexington, KY. Each Five Across meeting will feature presentations from local entrepreneurs who will be pitching their idea to a panel of judges.</p> <p>5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch</p> <p>inteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.</p>
Partnered Activities	1000	10	59	1	59	1	<p>Mobile Conference SBIR/STTR Workshops</p> <p>See ICC tab.</p>
Bench 2 Business (B2B)	200	2			0	0	See ICC tab.
Manufacturer's Network Group	75	2			0	0	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.

Business & Education Network

Fiscal Year 2012-2013

Clients Served	2012-2013 Goal	Quarter 1	YTD	
	445	84	84	
Entrepreneur Leadership Institute Participation	50		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	65	65	<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>Held on July 30 - August 3, 2012</p>
Business & Education Network	100		0	<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> <p>The portal has been put on hold as we are migrating to another software solution.</p>
"Best In the Bluegrass"	20	19	19	<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> <p>8 students, 8 companies.</p>
College Connections	200		0	<p>Strengthen connectivity with area college students to communicate internship/career opportunities, targeted/growing industries and overall workforce development needs of regional businesses.</p>

www.BluegrassJobs.com - The job portal that aggregates thousands of Lexington area jobs from hundreds of sites including job boards and company listings. On average, 4,000+ jobs are aggregated. From July 1-September 30, 2011, the number of visitors to the job portal was 1,577.

Minority Business Development

Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 1	YTD				
Clients Served	154	55	55				
Minority	75	28	28	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: African American: An individual of Black race or African origin or parentage; Hispanic American: An individual of Latin American culture, origin or parentage; and Asian American: An individual of Japanese, Korean, Chinese, Indonesian, Indochinan, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.			
Existing Minority Business Visits	44	14	14	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.			
Female	35	13	13				
Funding Received	\$550,000	\$0	\$0				
ACCE\$\$ Loan Program	\$550,000		\$0	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.			
Jobs Created/ Businesses Created	12	0	0				
	12		0				
Capital Investment	\$0	\$0	\$0				
			\$0				
Procurement	\$550,000		\$0	Procurement facilitated by Commerce Lexington staff and completed by MBE's.			
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	4177	13	891	3	891	3	
Toyota Opportunity Exchange	3000	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			0	0	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1	560	1	560	1	Sponsored annual event.
TSMSDC Awards Celebration	450	1			0	0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Community Ventures Corp - Entrepreneurial Training	17	2			0	0	Part of regional Minority Business outreach
TSMSDC Seminar	20	1	31	1	31	1	Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses
TSMSDC Business Opportunity Fair	100	1	300	1	300	1	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			0	0	Educational session held each year for professionals that work with small businesses

Innovation and Commercialization
Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 1	YTD				
Clients Served	230	90	90				
New Clients	30	14	14	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	200	76	76				
Funding Received	\$50,000,000	\$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				
Jobs Created/ Businesses Started	265	0	0				
New Technology Based Start Up Companies	25		0	Objective is to help create higher paying jobs with average salaries exceeding \$50,000.			
Existing Technology Based Job Growth	240		0	New high tech hires.			
Workshops/Training	Number in Attendance 2250 Number of Events 36	Number in Attendance 378 Number of Events 11	Number in Attendance 378 Number of Events 11				
Lexington Venture Club 5 Across	600	12	170	3	170	3	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B	200	2			0	0	Bench to Business UK Networking Event
Bluegrass Angels	350	10	47	2	47	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.
Activities	1000	10	118	3	118	3	inteLex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. See ED Tab.
Workshops	100	2	43	3	43	3	Workshops related to issues pertinent to high-tech start up companies.

Small Business Development Center

Fiscal Year 2012-2013

	2012-2013 Goal	Quarter 1	YTD				
Clients Served	320	131	131				
Clients that had counseling services with the SBDC.	320	131	131	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.			
Funding Received	\$4,000,000	\$1,503,000	\$1,503,000				
Dollar amount and number of loans received or equity financing received	\$4,000,000	\$1,503,000	\$1,503,000				
Jobs Created/ Businesses Created	24	2	2				
Jobs created from counseling clients that started business	24	2	2	Businesses that are started as a result of SBDC counseling/consulting.			
Capital Investment	\$0	\$0	\$0				
			\$0				
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	400	48	171	12	171	12	
Customers that attended training conferences at the SBDC	400	48	171	12	171	12	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.

Month	Year	Firm	Type	Product	County	City	Reported Investment	Direct	Average Yearly Wage
								Maximum Planned Jobs	
1	2010	SRC Holdings	New	Construction, Mining, and Compact	Fayette	Lexington	-	64	\$33,280
2	2010	ParaTechs Corp	Exp	Biotechnology R&D	Fayette	Lexington	\$120,000	7	\$55,000
2	2010	Connected Patients	New	Interactive Hospital Terminals	Fayette	Lexington	\$100,000	8	\$61,000
3	2010	Software Information Systems	Exp	IT and software consulting services,	Fayette	Lexington	\$5,500,000	15	\$80,000
3	2010	USEF	New	Equine drug testing laboratory	Fayette	Lexington	\$1,527,000	12	\$47,516
3	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington	\$0	80	\$30,000
4	2010	Galmont Consulting	New	Software engineering and testing	Fayette	Lexington	\$1,300,000	90	\$45,760
5	2010	Sumitomo Electric Wiring Systems	Exp	Automotive electrical components	Fayette	Lexington		6	\$50,000
5	2010	FGX Septech	Exp	Dry coal processing	Fayette	Lexington	\$720,000	0	\$0
5	2010	ASC Incorporated	Exp	Specialty automotive components	Fayette	Lexington	\$600,000	10	\$30,846
6	2010	Tempur-Pedic	Exp	Headquarter Operations	Fayette	Lexington		18	
7	2010	Mountain Valley Recycling	Exp	Plastic Recycling	Franklin	Frankfort	\$9,280,040	275	\$34,000
7	2010	Martek Biosciences Corp	Exp	Food additives	Clark	Winchester	\$3,646,900	0	
8	2010	nGimat	New	Nanopowder Production	Fayette	Lexington	\$1,601,800	50	\$47,000
8	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington	\$7,315,000	200	\$25,000
9	2010	Vindico NanoBio Technologies	New	Nano & Bio Technology	Fayette	Lexington		5	\$60,000
9	2010	Orthopeutics	New	Injectable Spinal Devices	Fayette	Lexington	\$8,200,000	4	\$85,000
10	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington		250	\$20,800
10	2010	Illinois Tool Works Inc.	Exp	Auto Part Fasteners	Fayette	Lexington	\$1,174,000	10	\$42,000
10	2010	Escent Technologies	Exp	Technical Development of Chemica	Fayette	Lexington	\$500,000	13	\$52,000
11	2010	Tiffany & Co. Jewelers, Inc.	New	Jewelry Manufacturing	Fayette	Lexington	\$2,500,000	125	\$39,438
12	2010	Lexington Manufacturing Center	Exp	General Manufacturing	Fayette	Lexington	\$40,000	5	\$20,696
3	2011	Lockheed Martin	Exp	Logistics Support Services	Fayette	Lexington	\$26,000,000	224	\$39,574
3	2011	Babcock & Wilcox	New	Contract Support Services	Fayette	Lexington		15	\$60,000
3	2011	Exatherm	New	Medical Devices	Fayette	Lexington		3	\$70,000
3	2011	Allconnect.com	New	Customer Service and Sales Suppor	Fayette	Lexington	\$1,977,000	220	\$24,727
4	2011	Frogdice	Exp	Online gaming	Fayette	Lexington		7	\$49,000
4	2011	Transposagen	Exp	Biopharmaceuticals	Fayette	Lexington	\$900,000	21	\$49,000
4	2011	Tempur-Pedic	Exp	Headquarter Operations	Fayette	Lexington	\$16,997,000	65	\$72,500
6	2011	Neogen Corporation	Exp	Biotechnology	Fayette	Lexington	\$5,655,000	75	\$42,245
6	2011	Shatterbox LLC	Exp	Branding and new media design	Fayette	Lexington	\$926,000	15	\$60,008
7	2011	Ashland - Valvoline	Exp	R&D Laboratory	Fayette	Lexington	\$1,550,000	40	\$80,080
8	2011	GE Lighting	Exp	Energy Efficient Flood Lamps	Fayette	Lexington	\$7,250,000	36	\$34,320
8	2011	KY Spirit Health Plan	New	Call Center for medicaid benefits	Fayette	Lexington		250	\$30,000
9	2011	CMSText, LLC	Exp	Mobile Marketing Firm	Fayette	Lexington	\$4,389,975	135	\$39,603
12	2011	A & W Restaurants Inc.	New	Global Headquarters	Fayette	Lexington	\$1,890,000	30	\$72,800
1	2012	SMC LLC	New	Electronic Manufacturing Services	Jessamine	Nicholasville	\$1,880,000	94	\$27,400
2	2012	Triton Container International, Inc.	New	IT and Software Development Cent	Fayette	Lexington	\$375,000	18	\$94,000
3	2012	Lexmark International	Exp	Printer R & D	Fayette	Lexington	\$20,000,000		
3	2012	KD Analytical Consulting, Inc.	Exp	CBRNE First Responder Support	Fayette	Lexington	\$897,800	15	\$52,000
3	2012	CirrusMio, Inc.	New	Cloud-based software solutions for	Fayette	Lexington	\$200,000	10	\$69,500
4	2012	Toyota Motor Manufacturing Kentucky	Exp	North American Production Suppor	Scott	Georgetown	\$31,900,000	86	\$65,000
5	2012	Amazon.com	New	Kindle Tech Support	Clark	Winchester	\$20,700,000	550	\$32,531
5	2012	Big Ass Fans	Exp	Large industrial fans	Fayette	Lexington	\$8,000,000	150	\$45,011
6	2012	Xact Communications	New	Telecom services HQ	Fayette	Lexington	\$1,567,942	20	\$69,014
8	2012	PremierTox	Exp	Drug screening and confirmations	Fayette	Lexington	\$250,000	25	\$42,500
8	2012	Nitto Denko	Exp	Automotive supplies manufacturing	Fayette	Lexington	\$2,492,040	23	\$27,000
9	2012	Bingham McCutchen LLP	New	Global Service Center	Fayette	Lexington	\$22,589,098	250	\$60,000
9	2012	Birtley	New	Coal processing equipment	Fayette	Lexington	\$10,000,000	50	\$40,000



Economic Impact Report by Fiscal Year

	Reported Investment	Direct Maximum Planned Jobs	Average Yearly Wage	Indirect Jobs Created in Fayette Co.	Induced Jobs Created in Fayette Co.	Total LFUCG Revenue Generated	Total FCPS Revenue Generated	Total LFUCG Funding Received (yearly)	LFUCG Revenue per Dollar of Funding (yearly)	LFUCG & FCPS Revenue per Dollar of Funding (yearly)
FY2005 Q1	\$4,000,000	54	\$33,500	6	9	\$49,587	\$6,612			
FY2005 Q2	\$4,580,800	351	\$50,347	96	522	\$550,830	\$78,480			
FY2005 Q3	\$1,775,500	50	\$25,750	20	17	\$43,004	\$7,783			
FY2005 Q4	\$14,540,000	234	\$31,784	89	75	\$250,556	\$43,245			
FY2005 Totals	\$24,896,300	689	\$40,937	211	623	\$893,978	\$136,119	\$62,500	\$14.30	\$16.48
FY2006 Q1	\$14,025,000	511	\$42,915	119	189	\$604,614	\$132,400			
FY2006 Q2	\$30,729,617	107	\$36,702	25	34	\$134,438	\$57,135			
FY2006 Q3	\$22,114,900	163	\$53,544	34	49	\$232,206	\$103,819			
FY2006 Q4	\$963,000	40	\$52,500	18	16	\$55,187	\$7,358			
FY2006 Totals	\$67,832,517	821	\$44,553	196	288	\$1,026,445	\$300,712	\$195,000	\$5.26	\$6.81
FY2007 Q1	\$1,150,000	57	\$26,325	20	24	\$50,256	\$6,701			
FY2007 Q2	\$900,000	50	\$31,200	20	17	\$52,088	\$9,402			
FY2007 Q3	\$54,445,000	73	\$0	16	21	\$125,812	\$16,775			
FY2007 Q4	\$28,949,020	197	\$48,318	105	93	\$345,502	\$110,381			
FY2007 Totals	\$85,444,020	377	\$45,031	161	155	\$573,658	\$143,259	\$200,000	\$2.87	\$3.58
FY2008 Q1	\$47,191,000	115	\$37,322	31	16	\$50,347	\$53,931			
FY2008 Q2	\$40,231,493	536	\$35,489	51	103	\$628,401	\$208,508			
FY2008 Q3	\$80,899,308	392	\$39,031	55	90	\$490,226	\$140,289			
FY2008 Q4	\$2,000,000	0	\$0	0	0	\$7,218	\$11,880			
FY2008 Totals	\$170,321,801	1043	\$37,016	137	209	\$1,176,192	\$414,608	\$621,000	\$1.89	\$2.56
FY2009 Q1	\$16,500,000	108	\$31,244	46	29	\$112,668	\$17,606			
FY2009 Q2	\$5,011,529	26	\$20,703	5	6	\$15,989	\$8,727			
FY2009 Q3	\$85,632,194	232	\$48,529	45	59	\$338,529	\$45,307			
FY2009 Q4	\$37,860,000	335	\$31,979	64	110	\$337,314	\$83,837			
FY2009 Totals	\$145,003,723	701	\$36,995	160	204	\$804,500	\$155,477	\$513,000	\$1.57	\$1.87
FY2010 Q1	\$10,165,000	66	\$44,292	18	23	\$95,039	\$32,776			
FY2010 Q2	\$17,773,000	141	\$48,172	36	57	\$256,764	\$85,793			
FY2010 Q3	\$54,779,834	383	\$54,631	153	175	\$697,008	\$169,176			
FY2010 Q4	\$2,620,000	124	\$44,593	11	34	\$134,365	\$22,363			
FY2010 Totals	\$85,337,834	714	\$50,813	218	289	\$1,183,176	\$310,107	\$485,920	\$2.43	\$3.07
FY2011 Q1	\$30,043,740	534	\$32,472	227	103	\$736,965	\$132,717			
FY2011 Q2	\$4,214,000	403	\$27,855	59	82	\$344,161	\$54,558			
FY2011 Q3	\$93,461,484	613	\$40,752	151	166	\$799,036	\$168,022			
FY2011 Q4	\$17,897,000	183	\$55,481	42	49	\$403,572	\$164,802			
FY2011 Totals	\$145,616,224	1733	\$36,757	479	400	\$2,283,733	\$520,099	\$485,920	\$4.70	\$5.75
FY2012 Q1	\$13,189,975	461	\$37,495	192	170	\$549,352	\$84,763			
FY2012 Q2	\$1,890,000	30	\$72,800	9	11	\$61,346	\$8,696			
FY2012 Q3	\$87,393,852	319	\$55,458	89	93	\$554,944	\$91,545			
FY2012 Q4	\$62,167,942	806	\$32,009	190	111	\$906,813	\$92,108			
FY2012 Totals	\$164,641,769	1616	\$38,320	480	385	\$2,072,455	\$277,112	\$496,000	\$4.18	\$4.88
FY2013 Q1	\$35,331,138	348	\$53,688	74	86	\$586,089	\$128,924			
FY2013 Q2										
FY2013 Q3										
FY2013 Q4										
FY2013 Totals	\$35,331,138	348	\$53,688	74	86	\$586,089	\$128,924	\$457,000	\$1.28	\$1.56
FY2005-2013 Total	\$924,425,326	8042	\$39,929	2116	2639	\$10,600,226	\$2,386,417	\$3,516,340	\$3.01	\$3.71

Notes:

LFUCG Funding totals include all monies received by Commerce Lexington for Economic Development, Workforce Development, Minority Business Development, as well as the Bluegrass Business Partnership. CL Airlines money is not included.

The Lexington Venture Club results were added into the totals in the following amounts:

Jan-07	\$35,445,000	67	\$61,700	16	21	\$125,812	\$16,775			
Jan-08	\$64,510,000	123	\$61,000	29	38	\$228,347	\$30,446			
Jan-09	\$68,932,194	132	\$65,000	31	41	\$261,125	\$34,817			
Jan-10	\$47,532,834	197	\$69,800	46	61	\$418,487	\$105,317			
Jan-11	\$65,484,484	154	\$63,485	36	48	\$297,545	\$39,673			

Founded in 2002, the Lexington Venture Club is proud to be a catalyst by which entrepreneurs, service providers, and investors can work together to develop a strong economy in Lexington.

Jobs Creation Worksheet

TOTAL FY2005-12							# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
							11,562	\$33,863.06	\$391,524,693	\$8,809,306	\$3,173,590	\$2.78

FY2013							Totals										
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)											
# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	508	\$ 48,731	\$ 24,755,214	\$ 556,992								508	\$ 48,731	\$ 24,755,214	\$ 556,992	\$114,250	4.88
Q2																	
Q3																	
Q4																	
Total	508	\$ 48,731	\$ 24,755,214	24,804,453												\$ 457,000	

FY2012							Totals										
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)											
# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	823	\$29,291	\$24,106,519	\$542,397								823	\$29,291.03	\$24,106,519	\$542,397	\$124,000	\$4.37
Q2	50	\$54,361	\$2,718,042	\$61,156								50	\$54,360.84	\$2,718,042	\$61,156	\$124,000	\$0.49
Q3	357	\$58,957	\$21,047,586	\$473,571		50	\$12,298	\$614,909	\$13,835			407	\$53,224.80	\$21,662,495	\$487,406	\$124,000	\$3.93
Q4	256	\$42,511.16	\$10,882,858	\$244,864		215	\$24,923	\$5,358,532	\$120,567			471	\$34,482.78	\$16,241,390	\$365,431	\$124,000	\$2.95
Total	1486	\$185,120	\$58,755,005	\$1,321,988		265	\$7,222	\$973,441	\$134,402			1751	\$36,967	\$64,728,446	\$1,456,390	\$496,000	\$12

FY2011							Totals										
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)											
# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	339	\$30,716	\$10,412,771	\$234,287		250	\$45,226	\$11,306,562	\$254,398			589	\$36,875	\$21,719,333	\$488,685	\$121,480	\$4.02
Q2	544	\$27,677	\$15,056,036	\$338,761		0	\$0	\$0	\$0			544	\$27,677	\$15,056,036	\$338,761	\$121,480	\$2.79
Q3	930	\$36,248	\$33,710,560	\$758,488		0	\$0	\$0	\$0			930	\$36,248	\$33,710,560	\$758,488	\$121,480	\$6.24
Q4	274	\$39,029	\$10,694,034	\$240,616		0	\$0	\$0	\$0			274	\$39,029	\$10,694,034	\$240,616	\$121,480	\$1.98
Total	2087	\$33,480	\$69,873,401	\$1,572,152		250	\$45,226	\$11,306,562	\$254,398			2337	\$34,737	\$81,179,963	\$1,826,549	\$485,920	\$3.76

FY2010							Totals										
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)											
# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	107	\$34,408	\$3,681,700	\$82,838		0	0	0	0			107	\$34,408	\$3,681,700	\$82,838	\$121,480	\$0.68
Q2	234	\$42,759	\$10,005,560	\$225,125		0	0	0	0			234	\$42,759	\$10,005,560	\$225,125	\$121,480	\$1.85
Q3	711	\$42,438	\$30,173,093	\$678,895		0	0	0	0			711	\$42,438	\$30,173,093	\$678,895	\$121,480	\$5.59
Q4	169	\$34,603	\$5,847,848	\$131,577		0	0	0	0			169	\$34,603	\$5,847,848	\$131,577	\$121,480	\$1.08
Total	1221	\$41,320	\$49,708,201	\$1,118,435		0	0	0	0			1221	\$41,320	\$49,708,201	\$1,118,435	\$485,920	\$2.30

FY2009							Totals										
Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)											
# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	107	\$34,408	\$3,681,700	\$82,838		0	0	0	0			107	\$34,408	\$3,681,700	\$82,838	\$121,480	\$0.68
Q2	234	\$42,759	\$10,005,560	\$225,125		0	0	0	0			234	\$42,759	\$10,005,560	\$225,125	\$121,480	\$1.85
Q3	711	\$42,438	\$30,173,093	\$678,895		0	0	0	0			711	\$42,438	\$30,173,093	\$678,895	\$121,480	\$5.59
Q4	169	\$34,603	\$5,847,848	\$131,577		0	0	0	0			169	\$34,603	\$5,847,848	\$131,577	\$121,480	\$1.08
Total	1221	\$41,320	\$49,708,201	\$1,118,435		0	0	0	0			1221	\$41,320	\$49,708,201	\$1,118,435	\$485,920	\$2.30

FY2009	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	183	\$27,132	\$4,965,153	\$111,716			0	0	0	0			183	\$27,132	\$4,965,153	\$111,716	\$128,250	\$0.87
Q2	37	\$18,412	\$625,993	\$14,085			0	0	0	0			37	\$18,412	\$625,993	\$14,085	\$128,250	\$0.11
Q3	336	\$113,962	\$15,042,954	\$338,466			0	0	0	0			336	\$113,962	\$15,042,954	\$338,466	\$128,250	\$2.64
Q4	509	\$27,135	\$13,811,850	\$310,767			0	0	0	0			509	\$27,135	\$13,811,850	\$310,767	\$128,250	\$2.42
Total	1065	\$40,147	\$34,445,950	\$775,034			0	0	0	0			1065	\$40,147	\$34,445,950	\$775,034	\$513,000	\$1.51

FY2008	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	0	\$0	\$0	\$0			47	\$18,088	\$850,156	\$19,129			47	\$18,088	\$850,156	\$19,129	\$155,250	\$0.12
Q2	690	\$35,165	\$24,264,155	\$545,943			0	\$0	\$0	\$0			690	\$35,165	\$24,264,155	\$545,943	\$155,250	\$3.52
Q3	537	\$56,937	\$7,908,961	\$177,952			0	\$0	\$0	\$0			537	\$56,937	\$7,908,961	\$177,952	\$155,250	\$1.15
Q4	0	\$0	\$0	\$0			0	\$0	\$0	\$0			0	\$0	\$0	\$0	\$155,250	\$0.00
Total	1227	\$42,408	\$32,173,116	\$723,895			47	\$18,088	\$850,156	\$19,129			1274	\$27,611	\$33,023,272	\$743,024	\$621,000	\$1.20

FY2007	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	101	\$22,115	\$2,233,578	\$50,256			0	\$0	\$0	\$0			101	\$22,115	\$2,233,578	\$50,256	\$50,000	\$1.01
Q2	87	\$25,780	\$2,242,839	\$50,464			0	\$0	\$0	\$0			87	\$25,780	\$2,242,839	\$50,464	\$50,000	\$1.01
Q3	110	\$50,833	\$5,591,624	\$125,812			0	\$0	\$0	\$0			110	\$50,833	\$5,591,624	\$125,812	\$50,000	\$2.52
Q4	395	\$34,315	\$13,485,963	\$303,434			0	\$0	\$0	\$0			395	\$34,315	\$13,485,963	\$303,434	\$50,000	\$6.07
Total	693	\$40,540	\$23,554,004	\$529,965			0	\$0	\$0	\$0			693	\$40,540	\$23,554,004	\$529,965	\$200,000	\$2.65

FY2006	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	747	\$33,677	\$25,156,942	\$566,031			0	\$0	\$0	\$0			747	\$33,677	\$25,156,942	\$566,031	\$48,750	\$11.61
Q2	166	\$31,307	\$4,977,803	\$112,001			0	\$0	\$0	\$0			166	\$31,307	\$4,977,803	\$112,001	\$48,750	\$2.30
Q3	196	\$46,419	\$7,984,084	\$179,642			7	\$32,401	\$226,810	\$5,103			203	\$45,871	\$8,210,894	\$184,745	\$48,750	\$3.79
Q4	74	\$37,163	\$2,452,748	\$55,187			0	\$0	\$0	\$0			74	\$37,163	\$2,452,748	\$55,187	\$48,750	\$1.13
Total	1183	\$34,736	\$40,571,577	\$912,860			7	\$32,401	\$226,810	\$5,103			1190	\$37,293	\$40,798,387	\$917,964	\$195,000	\$4.71

FY2005	Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals					
	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding	# of Jobs Created	Avg. Salary	Total Salary	Resulting Payroll Tax Dollars Created	Amount of Funding from LFUCG to Commerce Lexington	Payroll Tax \$ Created per \$ of LFUCG Funding
Q1	69	\$31,940	\$2,203,877	\$49,587			0	\$0	\$0	\$0			69	\$31,940	\$2,203,877	\$49,587	\$15,625	\$3.17
Q2	969	\$25,179	\$24,398,863	\$548,974			0	\$0	\$0	\$0			969	\$25,179	\$24,398,863	\$548,974	\$15,625	\$35.13
Q3	87	\$21,277	\$1,851,091	\$41,650			0	\$0	\$0	\$0			87	\$21,277	\$1,851,091	\$41,650	\$15,625	\$2.67
Q4	398	\$27,330	\$10,877,425	\$244,742			0	\$0	\$0	\$0			398	\$27,330	\$10,877,425	\$244,742	\$15,625	\$15.66
Total	1523	\$25,825	\$39,331,256	\$884,953			0	\$0	\$0	\$0			1523	\$25,825	\$39,331,256	\$884,953	\$62,500	\$14.16



Requests for confidential individual project economic impact sheets can be made at

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Lexington, KY 40507

Please contact Gina Greathouse at (859)226-1623 for more information.