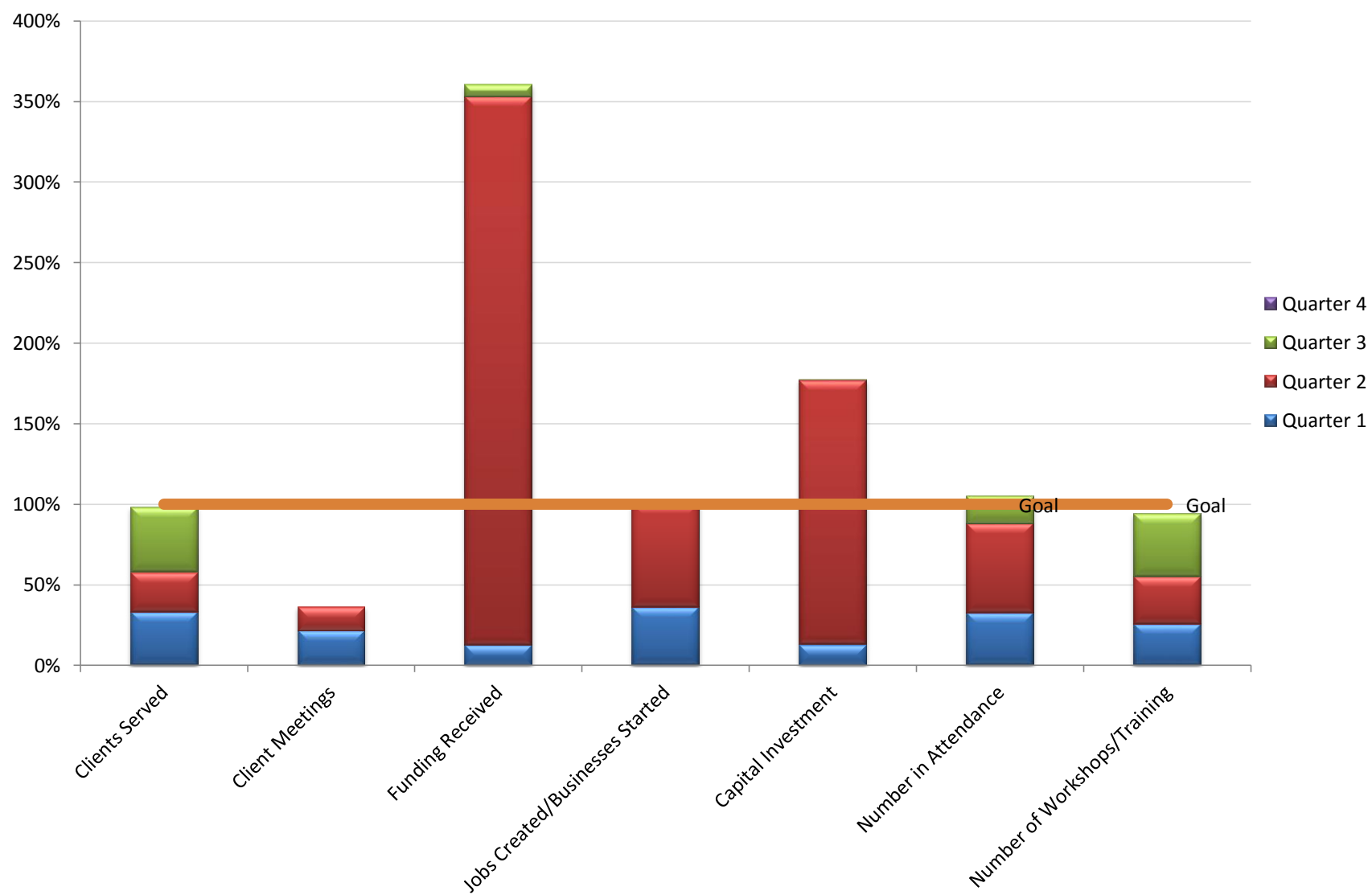


Bluegrass Business Development Partnership



Fiscal Year 2014-2015

	2014-2015		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Bluegrass Business Development Partnership							
Clients Served	1,070	98%	355	264	434	0	1,052
Client Meetings	505	36%	109	74	0	0	183
Funding Received	\$ 18,550,000	361%	\$ 2,317,000	\$ 63,196,825	\$ 1,360,000	\$ -	66,873,825
Jobs Created/Businesses Started	1,276	103%	463	818	28	0	1,309
Capital Investment	\$ 75,000,000	177%	\$ 9,615,000	\$ 123,147,675	\$ 3,621	\$ -	\$ 132,766,296
Workshops/Training							
<i>Number in Attendance</i>	5,655	105%	1,840	3,151	958	-	5,949
<i>Number of Workshops/Training</i>	97	94%	25	28.5	38	0	92



Bluegrass Business Development Partnership

	2014-2015		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	290	81%	78	80	78		236
Client Meetings	505		109	74			183
Funding Received	\$ 15,000,000	13%		\$1,550,000	\$450,000		2,000,000
Jobs Created/Businesses Started	1,000	102%	462	530	25		1,017
Capital Investment	\$ 75,000,000	177%	\$9,615,000	\$123,147,675	\$3,621		132,766,296
Workshops/Training							0
<i>Number in Attendance</i>	1,345	79%	460	349	248		1,057
<i>Number of Workshops/Training</i>	18	78%	5	5	4		14
Workforce Development							
Clients Served	-						0
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
Minority Business Development							
Clients Served	170	92%	61	47	49		157
Funding Received	\$ 550,000	214%		935,000	240,000		1,175,000
Jobs Created/Businesses Started	12	150%		16	2		18
Procurement	\$ 550,000	33%	130,000		54,000		184,000
Workshops/Training							0
<i>Number in Attendance</i>	3,560	94%	1,036	2,259	56		3,351
<i>Number of Workshops/Training</i>	17	71%	6	4	2		12
Innovation and Commercialization							
Clients Served	260	92%	84	61	95		240
Funding Received	\$ -			57,523,825			57,523,825
Jobs Created/Businesses Started	240	113%		272			272
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	2,050	93%	579	820	501		1,900
<i>Number of Workshops/Training</i>	36	150%	14	21	19		54
Small Business Development Center							
Clients Served	400	107%	138	76	214		428
Funding Received	\$ 3,000,000	206%	2,317,000	3,188,000	670,000		6,175,000
Jobs Created/Businesses Started	24	8%	1		1		2
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	500	63%	12	77	224		313
<i>Number of Workshops/Training</i>	50	46%	3	6	14		23
Duplicates (Office Use Only)							
Clients Served	100		12	1	5		
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>	3600		494	708	142		
<i>Number of Workshops/Training</i>	48		6	15	2		

Economic Development

Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 3	YTD				
Clients Served	290	78	236				
Prospects	140	34	114	Commerce Lexington's economic development team actively recruits companies (manufacturing, distribution, headquarters, call centers) to expand or relocate to the Bluegrass region. We also work with existing businesses and start-up companies to assist them in expanding their presence in Lexington and the region.			
Existing Business Visits	150	44	122	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.			
Client Meetings	505		307				
Client Meetings	270	78	185	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.			
Site Visits	35	5	16	Clients that visit Lexington			
Site Selection Consultant Meetings	150	31	80	Meetings with site selection consultants with the potential to bring projects to Lexington.			
Economic Development Partner Meetings	50	10	26	Research Director meets with partners that assist in economic development efforts. These include real estate agents, utility representatives, staffing agencies, colleges, and members of the Bluegrass Alliance.			
Funding Received	\$15,000,000	\$450,000	\$2,000,000				
	\$15,000,000	\$450,000	\$2,000,000	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	1000	25	1,017				
Jobs Created	1000	25	1,017	Number of new jobs created in Lexington in the areas of manufacturing, distribution, headquarters operations, call centers, and high-tech start-ups.			
Capital Investment	\$75,000,000	\$3,621	\$132,766,296				
Capital Investment	\$75,000,000	\$3,621	\$132,766,296	Expenditure in real estate, building renovations, equipment			
Workshops/Training	Number in Attendance 1345	Number of Events 18	Number in Attendance 248	Number of Events 4	Number in Attendance 991	Number of Events 14	
Lexington Venture Club 5 Across	600	12	142	2	664	9	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. 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. 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch
Geeks Night Out	300	4	51	1	246	3	A networking event held at various Lexington establishments that is a part of the In2Lex group: Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit.
Manufacturer's Network Group	75	2	55	1	81	2	The Manufacturers Networking Group is comprised of local manufacturing companies who come together to discuss issue they face every day in the workplace.
C3N	40	2	18	1	42	3	Consortium of call centers and back office operations
Bluegrass Bio	30	2	22	1	22	1	Bluegrass BIO is a networking group for Central Kentucky biotech groups. The groups meets twice a year to discuss industry trends, hear from speakers, as well as network. Sponsorship or collaboration on various events including RunJumpDev, Shift, and Start-up Advantage.
Partnered Activities	300	5	130	1	617	13	In2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Global Entrepreneurship Week Mobile Conference SBIR/STTR Workshops See ICC tab.

Business & Education Network
Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 3	YTD	
Clients Served	0	0	0	
Business & Education Network	0		0	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.
"Best In the Bluegrass"	0			<p>Number of students and companies participating. Initiative aimed at high-achieving students Fayette County Public Schools (FCPS) who are going outside of Kentucky. Provide graduating students and returning professionals 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	0		0	Strengthen connectivity with area college students to communicate internship/career opportunities, targeted/growing industries and overall workforce development needs of regional businesses.

Work in Progress

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.

Minority Business Development

Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 3		YTD			
Clients Served	170	49		157			
Minority	75	24		82	<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>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, Indochina, Malaysian, Filipino, native Hawaiian, or Pacific Islanders culture, origin or parentage.</p>		
Existing Minority Business Visits	60	16		41	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.		
Female	35	9		34			
Funding Received	\$550,000	\$240,000		\$1,175,000			
ACCE\$\$ Loan Program	\$550,000	\$240,000		\$1,175,000	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	2		18			
	12	2		18			
Procurement	\$550,000	\$54,000		\$184,000	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	3560	17	56	2	3,351	12	
Toyota Opportunity Exchange	2000	1	0	0	2,200	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	150	2	38	1	70	2	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSDC/LFUCG Seminar	70	5	18	1	82	4	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1	0	0	482	1	Sponsored annual event.
TSMSDC Awards Celebration	500	1	0	0	0	0	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Credit Builder Seminars	45	3	0	0	12	1	Assist business owners in rebuilding credit
TSMSDC Business Opportunity Fair	350	1	0	0	438	1	Large event that features a matchmaking session for minority businesses and the companies they want to do business with
MBA Networking Events	45	3	0	0	67	2	Events to assist high-growth entrepreneurs in Accelerator Program

Innovation and Commercialization

Fiscal Year 2014-2015

	2014-2015 Goal		Quarter 3		YTD		
Clients Served	260		95		240		
New Clients	35		24		57		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	225		71		183		
Funding Received	\$0		\$0		\$57,523,825		
Federal Funds & KY State Funding Programs			\$0		\$27,188,975		Funding received by regional companies from federal agencies and 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, ...
Equity Fund Raising			\$0		\$30,334,850		Funding for startup companies provided by friends/family/founders, angel investors, and venture capital.
Jobs Created/ Businesses Started	240		0		272		
Technology Based Job Growth	240		0		272		Full-time & part-time high-tech and non-tech hires.
Workshops/Training	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
	2050	36	501	19	1,900	54	
Lexington Venture Club 5 Across	600	12	142	2	664	9	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
Bluegrass Angels	250	10	124	9	322	20	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 Workshops	1200	14	235	8	914	25	in2Lex: (n) Innovators, engineers, techies, and entrepreneurs who gather to share ideas. Alliance of forward thinkers. The future of Lexington's innovative spirit. Global Entrepreneurship Week, Project Lead the Way, Venture Challenge, pitch competitions, conferences, and other entrepreneurial activities.

Small Business Development Center

Fiscal Year 2014-2015

	2014-2015 Goal	Quarter 3	YTD	
Clients Served	400	214	428	
Clients that had counseling services with the SBDC.	400	214	428	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	\$3,000,000	\$670,000	\$6,175,000	
Dollar amount and number of loans received or equity financing received	\$3,000,000	\$670,000	\$6,175,000	
Businesses Started	24	1	2	
Businesses started from counseling clients	24	1	2	Businesses that are started as a result of SBDC counseling/consulting.
Capital Investment	\$0	\$0	\$0	
		\$0	\$0	
Workshops/Training	Number in Attendance: 500 Number of Events: 50	Number in Attendance: 224 Number of Events: 14	Number in Attendance: 313 Number of Events: 23	
Customers that attended training conferences at the SBDC	500 50	224 14	313 23	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.