


MEMORANDUM

DATE: July 9, 2012

TO: Mayor Jim Gray
Lexington Fayette Urban County Council

FROM: Gina Greathouse
Commerce Lexington Inc. 

SUBJECT: Quarterly Report –Third Quarter 2012

As required by our Purchase of Service Agreement, attached is Commerce Lexington's Quarterly Report for the fourth quarter of FY 2011-2012. Thank you again for another year of financial support and for your continued commitment into 2013.

This was an exciting quarter for our Business and Education Network Team. Executive Director Pamela Trautner organized the annual Entrepreneur Leadership Institute (ELI). Thirty Fayette County juniors and seniors spent the week learning about business and entrepreneurship by meeting successful local entrepreneurs, visiting businesses and working with mentors to devise a business plan. They also learned about economic development issues and different companies in Lexington that offer interesting, challenging and viable career opportunities. The ELI opens their eyes to what Lexington and its business community have to offer, whether it is support for an entrepreneurial venture or other business/career options. Nearly 250 students have attended the ELI in the last ten years.

Our economic development team was on the road calling on consultants and venture capital firms in Massachusetts and Texas. In April, Kimberly Rossetti attended the International Asset Management Council (IAMC) Spring Forum in Austin, TX. IAMC is a great opportunity for Lexington to network with corporations, real estate professionals, and economic development organizations. In May, she met with six consultants and called on key clients in and around Boston and Margaret Ridley headed out to her first Biotech Trade Show. Margaret and other members of our BBDP team sponsored and attended the National SBIR-STTR conference in Louisville, KY.

The Kentucky Association for Economic Development (KAED) held its spring meeting here in Lexington, KY. Five consultants from all across the US came to Lexington to meet with 125 economic development professionals. It's always great to have them right here in our own back yard. While here, we were able to showcase the Bluegrass and show them some hospitality at a private event on Donamire Farm.

As a result of these missions client activity is on the rise. This quarter alone we logged in 24 new prospects and had visits from 14 clients. These are record breaking number for us. As compared to this quarter last year:

	2011 Quarter 4	2012 Quarter 4
Prospects	14	24
Existing Business Visits	49	36
Start-ups	2	2
Site Visits	9	14

Several key locations and expansions took place in the area including a recent groundbreaking in Commerce Lexington's Blue Grass Business Park. Kudos to Carey Smith and his team at Big Ass Fans (BAF) on the announcement of 150 new jobs for Lexington. And thanks to so many of you who came out and attended the event. We also shared in A & W Restaurant's new world headquarters ribbon cutting. One might say it was mascot month in Lexington. Rooty the Root Bear was on hand at A & W and Fanny was in attendance at BAF. FrogDice held a ribbon cutting ceremony to represent growth from their basement to Class "A" office space. Please see attached reports for additional project announcements.

Commerce Lexington continues to build partnerships throughout the community. The Business and Education Network (BEN) is playing a key role in Fayette County Public School's Volunteer Engagement Task Force. The public school system reached out to Commerce Lexington's Business and Education network to help better engage the business community to help bring relevancy to the curriculum. In addition better engaging the business community, the task force is looking to BEN to better assimilate technology into their system.

Commerce Lexington recently unveiled an update to www.locateinlexington.com. The property GIS feature has been upgraded to allow for individual brokers to log onto the system and control properties assigned to them. This free tool allows us to better market their properties, giving Commerce Lexington additional tools to market Lexington!

Big news for the team, too. The economic development efforts of the Bluegrass Business Development Partnership (BBDP) were recently awarded the Business Facilities Economic Development Excellence award! Business Facilities introduced the annual awards this year and Commerce Lexington Inc. won in the population 200,000 – 500,000 category! Our team detailed our economic development initiatives and strategies in our award submission. We focused on our BBDP activities, as well as our new strategic plan targeted industries. We tied with Austin, TX, who won in the 500,000+ population category. Our economic development division believes strongly in promoting the successes of the companies we work with, but we are excited to be recognized for our efforts in promoting economic development in the Bluegrass.

We hope to have several other announcements and ribbon cuttings this summer, so keep an eye on your inbox. We will do our best to try not to schedule on meeting days!

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.

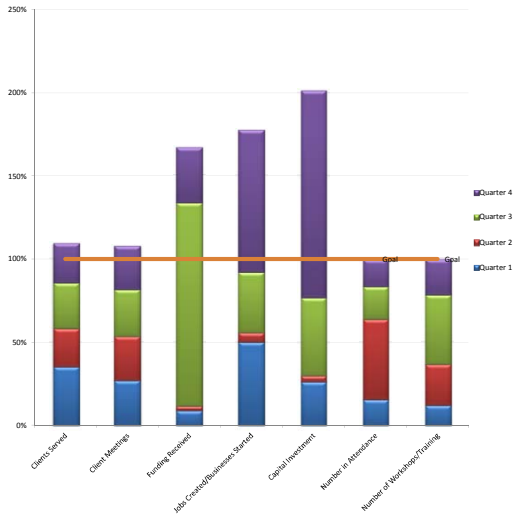
Cc; Jeri Isbell, Chairman – Commerce Lexington Inc.
Kevin Atkins, Mayor’s Office of Economic Development
Bob Quick, President and CEO of CLX
Darby Turner, Vice Chair of Economic Development for CLX
CLX Staff

Bluegrass Business Development Partnership



Fiscal Year 2011-2012

2011-2012		Goal	% Attained	Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
Bluegrass Business Development Partnership								
Clients Served	1,249	109%		440	288	340	297	1,365
Client Meetings	300	107%		81	79	84	78	322
Funding Received	\$ 59,900,000	167%	\$ 5,500,812	\$ 1,590,000	\$ 72,833,352	\$ 19,826,500		99,750,464
Jobs Created/Businesses Started	949	177%		476	55	343	810	1,684
Capital Investment	\$ 50,000,000	201%	\$ 13,189,975	\$ 1,890,000	\$ 23,352,800	\$ 62,167,942		\$ 100,600,717
Workshops/Training								
Number in Attendance	7,367	100%		1,158	3,537	1,445	1,198	7,338
Number of Workshops/Training	123	99%		15	30	51	26	122



Bluegrass Business Development Partnership

	2011-2012		Quarter 1	Quarter 2	Quarter 3	Quarter 4	YTD
	Goal	% Attained					
Economic Development							
Clients Served	305	99%	75	77	87	62	301
Client Meetings	300		81	79	84	78	322
Funding Received	\$ 5,500,000	481%	\$4,046,800	\$600,000	\$2,550,000	\$19,260,000	26,456,800
Jobs Created/Businesses Started	650	221%	461	30	137	806	1,434
Capital Investment	\$ 50,000,000	201%	\$13,189,975	\$1,890,000	\$23,352,800	\$62,167,942	100,600,717
Workshops/Training							0
<i>Number in Attendance</i>	1,850	104%	308	524	343	741	1,916
<i>Number of Workshops/Training</i>	26	100%	7	8	5	6	26
Workforce Development							
Clients Served	220	96%	163			48	211
Workshops/Training							0
<i>Number in Attendance</i>	-						0
<i>Number of Workshops/Training</i>	-						0
Minority Business Development							
Clients Served	179	90%	38	34	59	30	161
Funding Received	\$ 400,000	229%		850,000	50,000	16,500	916,500
Jobs Created/Businesses Started	10	200%		17	1	2	20
Capital Investment	\$ -						0
Procurement	\$ 500,000						0
Workshops/Training							0
<i>Number in Attendance</i>	2,867	123%	680	2,328	515	12	3,535
<i>Number of Workshops/Training</i>	13	77%	2	4	3	1	10
Innovation and Commercialization							
Clients Served	225	139%	75	51	86	100	312
Funding Received	\$ 50,000,000	140%			69,858,852		69,858,852
Jobs Created/Businesses Started	265	81%	12	8	195		215
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	2,250	97%	301	834	562	495	2,192
<i>Number of Workshops/Training</i>	36	128%	6	14	15	11	46
Small Business Development Center							
Clients Served	320	135%	98	139	125	69	431
Funding Received	\$ 4,000,000	63%	1,453,812	140,000	374,500	550,000	2,518,312
Jobs Created/Businesses Started	24	63%	3		10	2	15
Capital Investment	\$ -						0
Workshops/Training							0
<i>Number in Attendance</i>	400	123%	17	67	291	116	491
<i>Number of Workshops/Training</i>	48	110%	3	8	31	11	53
Duplicates (Office Use Only)							
Clients Served			18	26	34	24	
Funding Received							
Jobs Created/Businesses Started							
Capital Investment							
Workshops/Training							
<i>Number in Attendance</i>			296	432	532	332	
<i>Number of Workshops/Training</i>			6	8	6	6	

Economic Development

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 4	YTD				
Clients Served	305	62	301				
Prospects	125	24	139	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	36	151	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	30	2	11	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	78	322				
Client Meetings	300	78	322	Total number of meetings with all clients, including multiple visit from recruitment projects and additional existing business visits needed.			
Funding Received	\$5,500,000	\$19,260,000	\$26,456,800				
	\$5,500,000	\$19,260,000	\$26,456,800	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	650	806	1,434				
Jobs Created	650	806	1,434	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	\$62,167,942	\$100,600,717				
Capital Investment	\$50,000,000	\$62,167,942	\$100,600,717	Expenditure in real estate, building renovations, equipment			
Workshops/Training	Number in Attendance 1850	Number of Events 26	Number in Attendance 741	Number of Events 6	Number in Attendance 1,916	Number of Events 26	
Lexington Venture Club 5 Across	600	12	166	3	746	12	<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> <ul style="list-style-type: none"> 5 Pitches from different teams 5 Slides per pitch 5 Minutes per pitch 5 PM start time \$500 prize to the winning pitch <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	575	3	988	12	<p>Mobile Conference</p> <p>SBIR/STTR Workshops</p> <p>See ICC tab.</p>
Bench 2 Business (B2B)	200	2			150	1	See ICC tab.
Manufacturer's Network Group	50	2			32	1	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 2011-2012

Clients Served	2011-2012 Goal	Quarter 4	YTD	
	220	48	211	
Entrepreneur Leadership Institute Participation	50	48	48	<p>Number of applications, students and business/organizations</p> <p>To celebrate the 10th annual Entrepreneur Leadership Institute (ELI), 25 juniors and seniors that participated represented all 5 high schools. Nearly 35 businesspeople worked with the students throughout the week, June 11-15, 2012.</p> <p>More than 125 applications were received.</p>
Lexmark Teacher Institute Participation	75		96	<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>The instituet is scheduled for July 30-August 3, 2012. 40 teachers have been accepted to the LTI.</p>
Business & Education Network	75	12	86	<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>
"Best In the Bluegrass"	20	7	20	<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>10 students participated during summer 2012, 6 returning students & 4 new ones. 10 placements were made.</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 April 1, 2012 to June 30, 2012 the number of visitors to the site was 1,136.

Hiring Our Heroes Veterans Career Fair - Hiring Our Heroes Veterans Career Fair is part of the U.S. Chamber's 100 city initiative. Commerce Lexington's Business & Education Network partnered with the Kentucky Office of Employment & Training and the Central Kentucky Career Centers on the HOH event on October 25, 2011. Supporting partners included Kentucky Dept. of Veterans Affairs & Veterans Trust Fund, Kentucky Employer Support of the Guard & Reserve (ESGR), USDOL Veterans Employment & Training, and local veterans service organizations. 45 companies, 13 education/workforce entities, 5 military and 9 service organizations participated. Nearly 300 jobseekers attended of which 75% were veterans.

Minority Business Development

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 4		YTD			
Clients Served	179	30		161			
Minority	90	19		76	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	5		35	Scheduled visits with minority business owners to discuss jobs, new business, and overall company direction.		
Female	45	6		50			
Funding Received	\$400,000	\$16,500		\$916,500			
ACCE\$\$ Loan Program	\$400,000	\$16,500		\$916,500	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	10	2		20			
	10	2		20			
Capital Investment	\$0	\$0		\$0			
				\$0			
Procurement	\$500,000			\$0	Procurement facilitated by Commerce Lexington staff and completed by MBE's.		
Workshops/Training	Number in Attendance 2867	Number of Events 13	Number in Attendance 12	Number of Events 1	Number in Attendance 3,535	Number of Events 10	
Toyota Opportunity Exchange	1700	1			1,800	1	Yearly event. Allow Commerce Lexington staff to canvass Tier-1 & Tier-2 Suppliers for opportunities
Opportunity Exchange	75	2			84	2	Local Bi-Yearly event that connect MBE's to opportunities with large companies
TSMSSDC/CLX Seminar	15	3			0	0	Information/Training sessions on benefits of Certification for MBE's
LFUCG Minority Business EXPO	400	1			481	1	Sponsored annual event.
TSMSSDC Awards Celebration	450	1			936	2	Held each year in December to recognize large company and MBE accomplishments towards Economic Inclusion
Community Ventures Corp - Entrepreneurial Training	17	2	12	1	35	3	Part of regional Minority Business outreach
KCTCS Procurement Professionals	10	1			0	0	Commerce Lexington staff discuss Economic Inclusion with purchasing professional from 16 campuses
TSMSSDC Business Opportunity Fair	100	1			199	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 2011-2012

	2011-2012 Goal	Quarter 4	YTD				
Clients Served	225	100	312				
New Clients	25	11	44	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	89	268				
Funding Received	\$50,000,000	\$0	\$69,858,852				
Federal Funds			\$11,202,318	Funding received by regional companies from federal agencies.			
KY State Funding Programs			\$8,259,237	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			\$6,388,500	Funding for startup companies provided by the founders			
Angel Investors			\$17,847,002	Funding received from private investors; e.g., the Bluegrass Angels			
Venture Capital			\$1,520,000	Funding received from venture capital firms; e.g., Chrysalis Ventures, KY Highlands, River Cities Capital, Adena Ventures			
Strategic Partners			\$12,459,074				
Other			\$12,182,721				
Jobs Created/ Businesses Started	265	0	215				
New Technology Based Start Up Companies	25		33	Objective is to help create higher paying jobs with average salaries exceeding \$50,000.			
Existing Technology Based Job Growth	240		182	New high tech hires. Goal was based on full time and part time, however only fulltime are reported. <i>*Goal was set that included full and part time jobs, however only full times jobs are counted.</i>			
	Number in Attendance	Number of Events	Number in Attendance	Number of Events	Number in Attendance	Number of Events	
Workshops/Training	2250	36	495	11	2,192	46	
Lexington Venture Club 5 Across	600	12	166	3	746	12	see ED tab. Lexington Venture Club is a joint initiative between UK and Commerce Lexington.
B2B	200	2			150	1	Bench to Business UK Networking Event
Bluegrass Angels	350	10	74	4	295	11	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	255	4	725	16	intelLex: (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			276	6	Workshops related to issues pertinent to high-tech start up companies.

Small Business Development Center

Fiscal Year 2011-2012

	2011-2012 Goal	Quarter 4	YTD				
Clients Served	320	69	431				
Clients that had counseling services with the SBDC.	320	69	431	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	\$550,000	\$2,518,312				
Dollar amount and number of loans received or equity financing received	\$4,000,000	\$550,000	\$2,518,312				
Jobs Created/ Businesses Created	24	2	15				
Jobs created from counseling clients that started business	24	2	15	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	116	11	491	53	
Customers that attended training conferences at the SBDC	400	48	116	11	491	53	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	Direct			Funding Received by		Project Type**
							Reported Investment	Maximum Planned Jobs	Average Yearly Wage	Business	Incentive Type	
1	2010	SRC Holdings	New	Construction, Mining, and Compact	Fayette	Lexington	-	64	\$33,280			A
2	2010	ParaTechs Corp	Exp	Biotechnology R&D	Fayette	Lexington	\$120,000	7	\$55,000	\$120,000	DCI	A
2	2010	Connected Patients	New	Interactive Hospital Terminals	Fayette	Lexington	\$100,000	8	\$61,000	\$100,000	DCI	B
3	2010	Software Information Systems	Exp	IT and software consulting services,	Fayette	Lexington	\$5,500,000	15	\$80,000	\$529,000	KBI/KEIA	A
3	2010	USEF	New	Equine drug testing laboratory	Fayette	Lexington	\$1,527,000	12	\$47,516	\$300,000	KBI	A
3	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington	\$0	80	\$30,000			A
4	2010	Galmont Consulting	New	Software engineering and testing	Fayette	Lexington	\$1,300,000	90	\$45,760	\$800,000	KBI	A
5	2010	Sumitomo Electric Wiring Systems	Exp	Automotive electrical components	Fayette	Lexington		6	\$50,000			A
5	2010	FGX Septech	Exp	Dry coal processing	Fayette	Lexington	\$720,000	0	\$0			A
5	2010	ASC Incorporated	Exp	Specialty automotive components	Fayette	Lexington	\$600,000	10	\$30,846	\$200,000	KBI	A
6	2010	Tempur-Pedic	Exp	Headquarter Operations	Fayette	Lexington		18				A
7	2010	Mountain Valley Recycling	Exp	Plastic Recycling	Franklin	Frankfort	\$9,280,040	275	\$34,000	\$1,000,000	KBI	C
7	2010	Martek Biosciences Corp	Exp	Food additives	Clark	Winchester	\$3,646,900	0				C
8	2010	nGimat	New	Nanopowder Production	Fayette	Lexington	\$1,601,800	50	\$47,000	\$860,000	KBI/DCI/KEIA	A
8	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington	\$7,315,000	200	\$25,000			A
9	2010	Vindico NanoBio Technologies	New	Nano & Bio Technology	Fayette	Lexington		5	\$60,000			A
9	2010	Orthopeutics	New	Injectable Spinal Devices	Fayette	Lexington	\$8,200,000	4	\$85,000			A
10	2010	ACS	Exp	Outsourcing, Technical Support	Fayette	Lexington		250	\$20,800			A
10	2010	Illinois Tool Works Inc.	Exp	Auto Part Fasteners	Fayette	Lexington	\$1,174,000	10	\$42,000	\$200,000	KBI	A
10	2010	Escent Technologies	Exp	Technical Development of Chemica	Fayette	Lexington	\$500,000	13	\$52,000	\$350,000	KBI/DCI	A
11	2010	Tiffany & Co. Jewelers, Inc.	New	Jewelry Manufacturing	Fayette	Lexington	\$2,500,000	125	\$39,438	\$2,750,000	KBI/ED Bond	A
12	2010	Lexington Manufacturing Center	Exp	General Manufacturing	Fayette	Lexington	\$40,000	5	\$20,696			C
3	2011	Lockheed Martin	Exp	Logistics Support Services	Fayette	Lexington	\$26,000,000	224	\$39,574	\$15,415,000	KBI/KEIA	A
3	2011	Babcock & Wilcox	New	Contract Support Services	Fayette	Lexington		15	\$60,000			A
3	2011	Exatherm	New	Medical Devices	Fayette	Lexington		3	\$70,000			A
3	2011	Allconnect.com	New	Customer Service and Sales Suppor	Fayette	Lexington	\$1,977,000	220	\$24,727	\$2,200,000	KBI	A
4	2011	Frogdice	Exp	Online gaming	Fayette	Lexington		7	\$49,000	\$80,000	DCI	A
4	2011	Transposagen	Exp	Biopharmaceuticals	Fayette	Lexington	\$900,000	21	\$49,000		KBI/DCI	A
4	2011	Tempur-Pedic	Exp	Headquarter Operations	Fayette	Lexington	\$16,997,000	65	\$72,500		KBI	A
6	2011	Neogen Corporation	Exp	Biotechnology	Fayette	Lexington	\$5,655,000	75	\$42,245	\$2,000,000	KBI	A
6	2011	Shatterbox LLC	Exp	Branding and new media design	Fayette	Lexington	\$926,000	15	\$60,008	\$200,000	KBI	A
7	2011	Ashland - Valvoline	Exp	R&D Laboratory	Fayette	Lexington	\$1,550,000	40	\$80,080	\$930,000	KBI/KEIA	A
8	2011	GE Lighting	Exp	Energy Efficient Flood Lamps	Fayette	Lexington	\$7,250,000	36	\$34,320	\$616,800	KBI/KEIA	A
8	2011	KY Spirit Health Plan	New	Call Center for medicaid benefits	Fayette	Lexington		250	\$30,000			D
9	2011	CMSText, LLC	Exp	Mobile Marketing Firm	Fayette	Lexington	\$4,389,975	135	\$39,603	\$2,500,000	KBI	A
12	2011	A & W Restaurants Inc.	New	Global Headquarters	Fayette	Lexington	\$1,890,000	30	\$72,800	\$600,000	KBI	A
1	2012	SMC LLC	New	Electronic Manufacturing Services	Jessamine	Nicholasville	\$1,880,000	94	\$27,400	\$1,500,000	KBI	A
2	2012	Triton Container International, Inc.	New	IT and Software Development Cent	Fayette	Lexington	\$375,000	18	\$94,000	\$0		A
3	2012	Lexmark International	Exp	Printer R & D	Fayette	Lexington	\$20,000,000			\$750,000	KEIA	A
3	2012	KD Analytical Consulting, Inc.	Exp	CBRNE First Responder Support	Fayette	Lexington	\$897,800	15	\$52,000	\$200,000	KBI	A
3	2012	CirrusMio, Inc.	New	Cloud-based software solutions for	Fayette	Lexington	\$200,000	10	\$69,500	\$100,000	OCI	A
4	2012	Toyota Motor Manufacturing Kentucky	Exp	North American Production Suppor	Scott	Georgetown	\$31,900,000	86	\$65,000	\$6,500,000	KBI	B
5	2012	Amazon.com	New	Kindle Tech Support	Clark	Winchester	\$20,700,000	550	\$32,531	\$10,250,000	KBI/ED Bond	A
5	2012	Big Ass Fans	Exp	Large industrial fans	Fayette	Lexington	\$8,000,000	150	\$45,011	\$2,210,000	KBI/KEIA	A
6	2012	Xact Communications	New	Telecom services HQ	Fayette	Lexington	\$1,567,942	20	\$69,014	\$300,000	KBI	A



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	\$43,124	190	111	\$906,813	\$92,108			
FY2012 Totals	\$164,641,769	1616	\$44,581	480	385	\$2,072,455	\$277,112	\$496,000	\$4.18	\$4.88
FY2005-2012 Total	\$889,094,188	7694	\$41,266	2042	2553	\$10,014,137	\$2,257,494	\$2,563,340	\$3.91	\$4.94

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
11,054	\$33,179.80	\$366,769,479	\$8,252,313	\$3,059,340	\$2.70

Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals						
FY2012	# 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	37222	5973441	134402			1751	\$36,967	\$64,728,446	\$1,456,390	\$496,000	\$12

Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals						
FY2011	# 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

Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals						
FY2010	# 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

Companies Within Fayette County (Direct, Indirect, and Induced Jobs)						Companies Outside Fayette County (Indirect and Induced Jobs Only)						Totals						
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

Commerce Lexington
330 East Main Street
Suite 205
Lexington, KY 40507

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